

Strategic Partnering in Advanced Technology

A strategic alliance with a Northern California firm might be the ideal way to gain access to a huge advanced technology market — as was discovered in a recent series of matchmaker seminars held in Pleasanton and Sacramento. Companies summarized here (other companies were first presented in CanadExport, Vol. 12, No. 4, March 1, 1994) hold promise of potential strategic partnering opportunities. For details on contact names and addresses, contact David McNamara, Canadian Consulate Trade Office, 50 Fremont, Suite 1825, San Francisco, CA 94105. Tel.: (415) 543-2550 ext. 22. Fax: (415) 512-7671.

DISPLAY SYSTEMS

Jupiter Systems

This firm manufactures high resolution graphics monitors and X-window protocol workstations for controlling multiple monitors on one system. Typical applications are: control systems and displays in pulp and paper, chemical plants or other process facilities; SCADA systems for utilities; medical imaging displays; transportation systems; air traffic control; and seismic analysis.

They have a cooperative marketing arrangement with Electrohome monitors, and would consider other such arrangements. Jupiter would also be interested in cooperative R&D of new product lines or applications.

WAH Systems Corporation

This firm is a multi-media systems integrator, specializing in the design and construction of leading-edge multi-media presentation systems, incorporating audio, visual aids, lighting, electronic control and data communications. Applications range from corporate board rooms or hearing rooms to sophisticated teaching classrooms (eg. medical schools, etc.) to broad-

cast and recording studios. Customers include Fortune 100 companies, government agencies, theatres, churches, T.V and radio broadcasters, recording studios and nightclubs. Already distribute Electrohome (Canada) monitors and will consider other Canadian audio/visual equipment in bids.

INSTRUMENTATION

Conway Engineering, Inc.

This company, formed in 1977, develops and manufactures small test equipment for telecommunications and utility companies, for checking the integrity and performance of communications lines and phone equipment. They have an alliance with Unisys, which provides the platform for some of their test equipment. They are pursuing an ISO 9000 rating. Conway is seeking a joint marketing/distribution agreement with a Canadian company producing complementary products for the telecommunications and utility markets. The firm has a strong R&D capability and is prepared to entertain joint projects.

Environmental Devices, Inc.

A small R&D business, founded 20 years ago, engaged in contract design and production of mass spectrometer peripherals, miniature power supplies, satellite research instruments and other advanced systems. The firm seeks an alliance with a Canadian firm manufacturing or marketing mass spectrometer equipment who can add peripherals to the product.

Titan Beta

This Division of the Titan Corporation designs and manufactures pulsed power systems and components. Their systems range from turn-key linear accelerators for the electron beam processing and medical equipment sterilization markets, to high-energy custom

designed systems for synchrotron injection. The company is actively seeking strategic alliance partners, particularly in the commercial arena, which can benefit from the capability and experience gained in their established technologies.

ENGINEERING

Consolidated Engineering Labs

This is a full-service building inspection firm, employing 200 in 5 offices in the western U.S. Roughly 80% of their work is done on the construction site, and 20% involves materials testing in the labs. They pride themselves on maintaining among the highest standards of client service in the industry. They are interested in geographic diversification, particularly in western Canada, through purchasing of an existing firm employing 15-20 employees in the \$15-\$20 million price range, or partnership with a consulting engineering firm wishing to get into building inspection services.

Wahler Associates

This 30 year old geotechnical and environmental engineering firm specializes in land reclamation and redevelopment, water resources project development, landfill and solid waste management, environmental protection, geologic and seismic hazards, groundwater management, dam and levee design, and the development of roads and bridges. Interested in a teaming arrangement with a western Canadian engineering/environmental consulting firm for the purpose of bidding on mining and or pulp and paper projects in Canada and the U.S.

MEDICAL

Advanced Polymer Systems

This is a publicly traded high technology drug delivery systems company. Its patented micro-

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