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Trade leads supplied by: | Aug 13, 1996 8:00PM EDT

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HOW TO USE:

Trade leads on this page are listed according to type of lead. Codes preceding each industry/product heading represent classifications according to the Harmonized System of tariff codes published by the Bureau of the Census. An accompanying box outlines section product classifications under the HS codes. For further assistance:

U.S. firms should be aware that the listing here of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce. While every effort is made to maintain the accuracy of information included in this list, the Department of Commerce cannot assume responsibility for any erroneous data. Additionally, the government and its officers cannot assume responsibility for any transactions with the firms or individuals listed.

Other information:

For more information on trade leads, call (202) 482-6246. For more information on exporting, contact your local District Office of the U.S. Department of Commerce (listed in the Blue Pages of the telephone book), or call (800) USA-TRAD(E) and ask for the phone number of the nearest office.

DIRECT SALES

240310 QUIT SMOKING KITS

Product data: Company is interested in purchasing quit smoking kits from American companies.

Specifications/technical data: nicotine patches or any other product to quit smoking. Quantities: 400 kits per month. U.S. dollar value: NA. Purchase needed: asap.

Response data: Language: English. Best way to respond: fax. From manufacturers only: yes. Information desired: quantity, price and delivery schedule. Primary buying factor: NA. Company expressed interest to purchase quit smoking kits from medium sized U.S. companies immediately.

Company data: Agent. Established: 1993. Employees: 5. Annual sales: \$10,000 plus. Member of business chamber: Indian Trade Promotion Organization. Bank ref: Citi Bank N.A., Mount Road, Madras 600 002. U.S. firms represented: none. Post remarks: Highlands Corp. is a newly formed company. The corporation's group companies are engaged in finance consultancy, development of wind power projects and commission agent in international trade. HC's associate company Highland Power Corp., offers turnkey project management consultancy for wind farm development to generate electricity by wind power. U.S. companies may contact address below for business terms and details. Prepared by: V. Manimala. Approved by: David Hunter.

Contact: P. Navendran, Partner, Highlands Corp. (HC), 5 Wallace Garden, 3rd Street, Madras 600 006, India. Tel: 91 44 827 1138, 827 4181. Fax: 91 44 827 8821.

Please send a copy of your response to:

Commercial Section (FCS TOP), American Consulate General, Madras, Department of State, Washington,



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D.C. 20521-6260. Refer to: P0021.

India - Direct Sale To End-User

250300 SULFUR

283311 SODIUM SULFATES

283300 SODIUM SULFONATE

281500 CAUSTIC SODA FLAKES

Product data: Specification/technical data: high quality raw materials for the production of toilet soap, powdered soap, and detergent. Quantity: sufficient to supply company's factories for one year's production. U.S. dollar value: to be determined. Purchase needed: 9/1/96. Payment terms: letter of credit. Shipping terms: c and f port of Hodeidah or Aden. Service contract needed: NA. End-user: subsidiary factories of the company.

Response data: Language: English. Best way to response: fax/mail. From manufactures only: yes. Information desired: product specifications. Primary buying factor: quality and competitive price.

Company data: Direct importer, trade, distribution, and sales agencies. Established: 1938. Employees: 522. Annual sales: over US\$114 million. Member of business chamber: Taiz Chamber of Commerce, P.O. 5029, Taiz, Yemen. Bank ref: Banque Indosouez, P.O. Box 5686, Taiz, Yemen, tel: 967 4 224 753, 967 4 215 568/70; fax: 967 4 212 336. U.S. firms represented: Aladdin Industries, American Rice Inc., Nabisco International, Rov Ltd., U.S., Ford Motors International. Private. Sales territory: Yemen. Number of sales agents: 208. Company description and business activity: firm is owned by Yemen's largest trading and industrial group. The final destination of the imported raw materials is the group's own packaging and plastics factories. Firm also imports and distributes consumer goods. Prepared by: K Haleal.

Contact: Mohamed A. Salem, General Manager, Hayel Saeed Anam & Co., P.O. Box 5302, Taiz, Yemen. Tel: 967 4 215 171/2 or 210 596. Fax: 967 4 210 584.

Please send a copy of your response to:

Commercial Section (TOP), American Embassy, Sanaa, Department of State, Washington, D.C. 20521-6330. Refer To: P00011.

Yemen - Direct Sale for Resale

270710 LINEAR ALKALINE BENZENE

270700 DODECOL BENZENE

330300 PERFUMES


350500 HOT MELT AND COLD GLUES

Product data: Specification/technical data: high quality raw materials for the production of toilet soap, powdered soap, and detergent. Quantity: sufficient to supply company's factories for one year's production. U.S. dollar value: to be determined. Purchase needed: 9/1/96. Payment terms: letter of credit. Shipping terms: c and f port of Hodeidah or Aden. Service contract needed: NA. End-user: subsidiary factories of the company.

Response data: Language: English. Best way to response: fax/mail. From manufactures only: yes. Information desired: product specifications. Primary buying factor: quality and competitive price.

Company data: Direct importer/trade/distribution, and sales agencies. Established: 1938. Employees: 522. Annual sales: over US\$114 million. Member of business chamber: Taiz Chamber of Commerce, P.O. 5029, Taiz, Yemen. Bank ref: Banque Indosouez, P.O. Box 5686, Taiz, Yemen, tel: 967 4 224 753, 967 4 215 568/70;

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fax: 967 4 212 336. U.S. firms represented: Aladdin Industries, American Rice Inc., Nabisco International, Rov Ltd., U.S., Ford Motors International. Private. Sales territory: Yemen. Number of sales agents: 208. Firm is owned by Yemen's largest trading and industrial group. The final destination of the imported raw materials is the group's own packaging and plastics factories. Firm also imports and distributes consumer goods.

Prepared by: K Haleal.

Contact: Mohamed A. Salem, General Manager, Hayel Saeed Anam & Co., P.O. Box 5302, Taiz, Yemen. Tel: 967 4 215 171/2 or 210 596. Fax: 967 4 210 584.

Please send a copy of your response to:

Commercial Section (TOP), American Embassy, Sanaa, Department of State, Washington, D.C. 20521-6330. Refer to: P00013.

Yemen - Direct Sale for Resale

280500 SODIUM CABOXY METHYL CELLULOSE

250100 SODIUM HYPOCHLORIDE

280500 SODIUM SILICATE ALKALINE

330300 PERFUMES

000000 OPTICAL WHITENER

Product data: Specification/technical data: high quality raw materials for the production of toilet soap, powdered soap, and detergent. Quantity: sufficient to supply company's factories for one year's production. U.S. dollar value: to be determined. Purchase needed by: 9/1/96. Payment terms: letter of credit. Shipping terms: c and f port of Hodeidah or Aden. Service contract needed: NA. End-user: subsidiary factories of the company.

Response data: Language: English. Best way to response: fax/mail. From manufactures only: yes. Information desired: product specifications. Primary buying factor: quality and competitive price.

Company data: Direct importer, tide, distribution, and sales agencies. Established: 1938. Employees: 522. Annual sales: over US\$114 million. Member of business chamber: Taiz Chamber of Commerce, P.O. 5029, Taiz, Yemen. Bank ref: Banque Indosouez, P.O. Box 5686, Taiz, Yemen; tel: 967 4 224 753, 967 4 215 568/70; fax: 967 4 212 336. U.S. firms represented: Aladdin Industries, American Rice Inc., Nabisco International, Rov Ltd., U.S., Ford Motors International. Private. Sales territory: Yemen. Number of sales agents: 208. Firm is owned by Yemen's largest trading and industrial group. The final destination of the imported raw materials is the group's own packaging and plastics factories. Firm also imports and distributes consumer goods. Prepared by: K Haleal.

Contact: Mohamed A. Salem, General Manager, Hayel Saeed Anam & Co., P.O. Box 5302, Taiz, Yemen. Tel: 967 4 215 171/2 or 210 596. Fax: 967 4 210 584.

Please send a copy of your response to:

Commercial Section (TOP), American Embassy, Sanaa, Department of State, Washington, D.C. 20521-6330. Refer to: P00012.

Yemen - Direct Sale For Resale

280800 NITRIC ACID

280600 HYDROCHLORIC ACID

284700 HYDROGEN PEROXIDE

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293400 SODIUM BENZOATE

Product data: Specification/technical data: high quality raw materials for the production of toilet soap, powdered soap, and detergent. Quantity: sufficient to supply company's factories for one year's production. U.S. dollar value: NA. Purchase need by: 9/1/96. Payment terms: letter of credit. Shipping terms: c and F port of Hodeidah or Aden. Service contract needed: NA. End user: subsidiary factories of the company.

Response data: Language: English. Best way to respond: fax. From manufactures only: yes. Information desired: products' specifications. Primary buying factor: quality and competitive price. Other information: NA.

Company data: Direct importer, trade, distribution, and sales agencies. Established: 1938. Employees: 522. Annual sales: over US\$114 million. Member of business chamber: Taiz Chamber of Commerce, P.O. 5029, Taiz, Yemen. Bank ref: Banque Indosouez, P.O. Box 5686, Taiz, Yemen, tel: 967 4 224 753, 967 4 215 568 70; fax: 967 4 212 336. U.S. firms represented: Aladdin Industries, American Rice Inc., Nabisco International, Rov Ltd, U.S., Ford Motors International. Private. Sales territory: Yemen. Number of sales agents: 208. Firm is owned by Yemen's largest trading and industrial group. The final destination of the imported raw materials is the group's own packaging and plastics factories. Firm also imports and distributes consumer goods. Prepared by: Khaleal.

Contact: Mohamed A. Salem, General Manager, Hayel Saeed Anam & Co., P.O. Box 5302, Taiz, Yemen. Tel: 967 4 215 171 2/210 596. Fax: 967 4 210 584.

Please send a copy of your response to:

Commercial Section (TOP), American Embassy, Sanaa, Department of State, Washington, D.C. 20521-6330. Refer to: P0009.

Yemen - Direct Sale for Resale

330300 PERFUMES TO PRODUCE SOAP

320610 TITANIUM DIOXIDE

000000 SOAP WRAPPERS

000000 STIFFENER BOARD

Product data: Specification/technical data: high quality raw materials for the production of toilet soap, powdered soap, and detergent. Quantity: sufficient to supply company's factories for one year's production. U.S. dollar value: NA. Purchase need by: 9/1/96. Payment terms: letter of credit. Shipping terms: c and f port of Hodeidah or Aden. Service contract needed: NA. End user: subsidiary factories of the company.

Response data: Language: English. Best way to respond: fax. From manufactures only: yes. Information desired: product specifications. Primary buying factor: quality and competitive price.

Company data: Direct importer, trade, distribution, and sales agencies. Established: 1938. Employees: 522. Annual sales: over US\$114 million. Member of business chamber: Taiz Chamber of Commerce, P.O. 5029, Taiz, Yemen. Bank ref: Banque Indosouez, P.O. Box 5686, Taiz, Yemen, tel: 967 4 224 753, 967 4 215 568 70; fax: 967 4 212 336. U.S. firms represented: Aladdin Industries, American Rice Inc., Nabisco International, Rov Ltd, U.S.A., Ford Motors International. Private. Sales territory: Yemen. Number of sales agents: 208. Firm is owned by Yemen's largest trading and industrial group. The final destination of the imported raw materials is the group's own packaging and plastics factories. Firm also imports and distributes consumer goods. Prepared by: K Haleal.

Contact: Mohamed A. Salem, General Manager, Hayel Saeed Anam & Co., P.O. Box 5302, Taiz, Yemen. Tel: 967 4 215 171/2 or 210 596. Fax: 967 4 210 584.

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Refer to: P0007.

Yemen - Direct Sale for Resale

382200 COMPOSITE DIAGNOSTIC OR LABORATORY REAGENTS

901800 INSTRUMENTS AND APPLIANCES FOR MEDICAL AND SURGICAL USE

Product data: Specifications/technical data, U.S. dollar value, other information: NA. Quantity: to be determined. Purchase needed: immediate purchase.

Response data: Language: English. Best way to respond: fax. From manufacturers only: no. Information desired: catalogs, delivery and payment terms. Primary buying factor: good quality/price ratio. Company seeks to receive f.o.b and c.i.f. quotations.

Company data: Company deals in importing and distribution of medical and diagnostic equipment and reagents selling mainly to laboratories and diagnostic centers. Established: 1994. Employees: NA. Annual sales: US\$500,000. Member of business chamber: Naples Chamber of Commerce. Bank ref: Banca di Roma, AG. 20, via Luca Giordano, Naples. U.S. firms represented: Neogen-Elisa Technologies.

Post remarks: Diasan S.A.S. is a limited partnership engaging in the import and distribution throughout Italy of diagnostic reagents and other medical and surgical products. Sells mainly to laboratories, hospitals and clinics. Firm is willing to expand its range of products contacting interested U.S. parties. Prepared by: Csartorio Sartorio.

Contact: Vincenzo Califano, General Manager, Diasan S.A.S., via Battistello Caracciolo, 59, 80136 Naples. Tel/fax: 39 81 56 06 525.

Please send a copy of your response to:

Commercial section (FCS TOP), American Consulate General, Naples, PSC 59 Box N, FPO AE 09624. Refer to: P006.

Italy - Direct sale for resale

3923 CD ROM SOFTWARE

Product data: Clear polycarbonate cases for containing compact discs. Specifications/technical data: clear lid and base, with black insert suitable for holding CDs. Quantity: 11 million per year. U.S. dollar value: \$1.5 million. Purchase needed: short term. Payment terms: letter of credit. Service contract needed: no. Shipping terms: ex-works U.S. End-user: recording and software industries.

Response data: Language: English. Best way to respond: fax/mail. From manufacturers only: yes. Information desired: price, availability, lead times. Primary buying factors: cost, delivery.

Company data: Distributor. Established: 1990. Employees: 22. Annual sales: over \$5 million. Bank ref: National Australia Bank, 60 Pitt St. U.S. firms represented: NA. Private. Sales territory: Australia. Company description and business activity: replication of CD ROM software.

Contact: Elizabeth Stockdale, Managing Director, 3/115 Bath Rd., Kirawee, NSW 2232. Tel: 61 2 9545 0500. Fax: 61 2 9542 3556.

Please send a copy of your response to:

Commercial Section (FCS TOP), C D ROM Australia Pty Ltd., PSC 280, Unit 11024, APO, AP 96554-0002. Ref: 602-06-000145-T. Prepared/approved by: Barry Williams.

Australia - Direct Sale (End-User)

400610 CAMEL-BACK STRIPS FOR RETREADING RUBBER TIRES

Product data: Tire and tube repair material (vulcanizers), rubber patches for automotive tires.

Specifications/technical data, quantity: NA. U.S. dollar value: \$30,000 (every two months). Purchase needed: asap.

Response data: Language: English. Best way to respond: fax. From manufacturers only: yes. Information desired: prices (cif Port of Livorno), terms of payment and delivery. Primary buying factor: quality.

Company data: Tosi S.N.C. is a general partnership operating as importer/distributor of rubber vulcanizers for the tire industry. Established: 1984. Employees: 10. Annual sales: US\$3.5 million. Member of business chamber: Pisa Chamber of Commerce. Bank ref: Banca Monte dei Paschi di Siena, Agenzia Pontedera, (Pisa), account no. 11542/02; Banca Toscana, Agenzia Ponsacco (Pisa), account no. 2290/47. U.S. firms represented: Bridge Products Inc. (Camel Products Div.), Muskogee, OK.

Post remarks: Firm is interested in locating additional U.S. suppliers of tire vulcanizers. Ms. Matteoni is planning to attend the AAIW Exhibit this upcoming November in Las Vegas. She would appreciate receiving quotations from U.S. parties. Prepared by: S Lezzi. Approved by: G Fruffner.

Contact: Sonia Matteoni, Partner, Tosi di A. Matteoni S. & C. SNC, via Della Repubblica 134, 56030 Lavaiano (Pisa), Italy. Tel: 39 587 617 514. Fax: 39 587 617 254.

Please send a copy of your response to:

Commercial Section (FCS TOP), American Consulate General, Genoa, PSC 59 Box G, APO AE 09624. Refer to: P0017.

Italy - Direct Sale for Resale

401410 FEMALE CONDOM

Product data: Specifications/technical data, quantity, U.S. dollar value: NA. Purchase needed: ASAP. Other information: for resale

Response data: Language: English. Best way to respond: fax. From manufacturers only: NA. Information desired: catalogs. Primary buying factor: price. Other information: immediate purchase.

Company data: Trading company. Established: 1968. Employees: 20. Annual sales: \$2.5 million. Member of business chamber: South Korea Foreign Trade Association, Association of Foreign Trading Agents of South Korea. Bank ref: First Bank, Yeoksam-dong, Branch, Seoul, South Korea. U.S. firms represented: NA. Prepared by: E.S. Kim.

Contact: Kim, Hee Bin/Section Chief, Dong-oh Corp., 1337-4, Seocho-dong, Seocho-ku, Seoul 137-070, South Korea. Tel: 82 2 3473 9136. Fax: 82 2 3474 9501.

Please send a copy of your response to:

Commercial Section (FCS TOP), American Embassy, Seoul, Unit 15550, APO AP 96205. Refer to: P0023.

South Korea - Direct Sale for Resale

4303100060 FUR APPAREL

430219 WHOLE FURSKINS

Product data: Fur coats, jackets, and hats for ladies, men, and children; mink, fox, raccoon, rabbit, nutria, and fox fur to be used in production of coats/jackets/hats. Specifications/technical data: processed and tanned skins are sought. Quantity, U.S. dollar value, payment terms: NA. Purchase needed: fall 1996. Service contract needed: no. Shipping terms: cif St. Petersburg. End-user: Paloma Ltd.

Response data: Language: English. Best way to respond: fax. From manufacturers only: yes. Information

desired: skin sizes; quality certificates; price quotation, and terms of delivery. Type of buying or licensing relationship: Paloma is interested in establishing long-term business relations with U.S. firms.

Company data: Distributor. Established: 1993. Employees: 30. Annual sales: less than \$1 million. Member of business chamber: NA. Bank ref: Bank St. Petersburg, Baltiisky Branch. U.S. firms represented: none. Private. Sales territory: St. Petersburg. Company description and business activity: Paloma is a producer and distributor of leather and fur coats and jackets.

Post remarks: The firm owns a retail shop for fur apparel. It also has manufacturing facilities in St. Petersburg. The firm approached the Commercial Section in St. Petersburg requesting assistance in its search for U.S. suppliers of fur apparel and fur/leather skins to be used in its own production. Paloma is interested in long-term business relations with American companies.

Contact: Andrey Goryunov, General Director, Paloma Ltd. 27 Bolshaya Konnuyshennaya Ulitsa, St. Petersburg 191186, Russia, Tel: 812 259 1595, 252 2519. Fax: 812 252 2519.

Please send a copy of your response to:

Commercial Section (FCS TOP), Paloma Ltd., 57 Bolshaya Morskaya St., St. Petersburg, Ref: 462-02-020019-T. Prepared by: Elena Kuzmina. Approved by: Robert May.

Russia - Direct Sale (End-User)

48 PAPER CRAFT TAPE

48 XEROX PAPER

61 PILLOW CASE

61 BED SPREAD

61 SHEETS

Product data: Specifications/technical data: 50 x 50 mm paper craft tape; xerox paper with B5, A4, B4, A3 Japanese sizes. Quantity: one 20-ft. container. Purchase needed: asap.

Response data: Language: English/Japanese. Best way to respond: fax. From manufacturers only: no. Information desired: catalogs, specifications, samples and fob anywhere. Primary buying factor: design/price/quality.

Company data: Trading company handling apparel, food, beverages, marine products, sporting goods, furniture and housing. Established: 1956. Employees: 15. Annual sales: US\$5,424,528. Bank ref: Hiroshima Soogoo Bank, Kokura Branch, 2-8-8 Kawaraguchi, Kokurakita-ku, Kitakyushu-shi, Fukuoka. U.S. firms represented: none.

Post remarks: The contact is capitalized at US\$141,509. Prepared by: Mariko Mizumachi. Contact: Hironori Kosa, JAC Co., 3-7-17 Kyo-Machi, Kokurakita-ku, Kitakyushu-shi, Fukuoka 802. Tel: 011 81 93 531 7731. Fax: 011 81 93 511 2019.

Please send a copy of your response to:

Commercial Section (FCS TOP), American Consulate, Fukuoka, Unit 45004, Box 242, APO AP 96337-0001. Refer to: P0030.

Japan - Direct Sale for Resale

511230 WOVEN FABRICS FOR CLOTHING MANUFACTURERS

520831 WOVEN FABRICS FOR CLOTHING MANUFACTURERS

520841 WOVEN FABRICS FOR CLOTHING MANUFACTURERS

Product data: Specifications/technical data, quantity, U.S. dollar value: NA. Purchase needed: asap. Payment terms: letter of credit, telegraphic transfer. Service contract needed: no. Shipping terms: fob. End-user: volume clothing manufacturers.

Response data: Language: English. Best way to respond: fax/mail. From manufacturers only: yes. Information desired: type of product and export prices. Primary buying factors: price and quality. Intent to buy, type of buying or licensing relationship: NA.

Company data: Agent. Established: 1992. Employees: 3. Annual sales: less than \$1 million. Member of business chamber: NA. Bank ref: National Australia Bank 343 George St., U.S. firms represented: NA. Private. Sales territory: Sydney, Melbourne. Company description and business activity: Jolion Pty. Ltd., trades as Accent Textiles and Better Buttons. Imports and sells to volume clothing manufacturers.

Contact: Lionel Goldberg, Director, Jolion Pty. Ltd., Suite 58, 280 Pitt St., Sydney, NSW 2000. Tel: 61 2 264 7847. Fax: 61 2 264 7849.

Please send a copy of your response to:

Commercial Section (FCS TOP), Jolion Pty. Ltd., Unit 11011, APO, AP 96551-0002. Ref: 602-04-000050-T. Prepared by: Denise Van Baer. Approved by: Ken Norton.

Australia - Direct Sale (For Resale)

540333 CELLULOSE ACETATE FILAMENT YARN

Product data: Specifications/technical data: NA. Quantity: 40-ft container. U.S. dollar value: NA. Purchase needed: asap. Other information: for resale.

Response data: Language: English. Best way to respond: fax. Information desired: catalogs. Primary buying factor: price. Other information: immediate purchase.

Company data: Manufacturer/agent distributor. Established: 1993. Employees: 20. Annual sales: US\$1 million. Member of business chamber: Association of Foreign Trading Agents of South Korea. Bank ref: South Korea First Bank, Poiee-Dong Branch, Seoul, South Korea. U.S. firms represented: NA. The firm seeks to purchase cellulose acetate filament yarn for textiles. Prepared by: E.S. Kim. Contact: Kim, Taek Ryun/Chief, Dae Il Tech Co., 194 Poiee-dong, Kangnam-ku, Seoul 135-260, South Korea. Tel: 82 2 577 1725. Fax: 82 2 577 1475.

Please send a copy of your response to:

Commercial Section (FCS TOP), American Embassy, Seoul, Unit 15550, APO AP 96205. Refer to: P0021.

South Korea - Direct Sale for Resale

6002910000 KNITTED FABRIC FOR CLOTHING MANUFACTURERS

511211 WOVEN FABRICS FOR CLOTHING MANUFACTURERS

511220 WOVEN FABRICS FOR CLOTHING MANUFACTURERS

Product data: Knitted and woven fabrics of all types (except jeans material) for clothing manufacturers. Specifications/technical data, quantity, U.S. dollar value: NA. Purchase needed: asap. Payment terms: letter of credit, telegraphic transfer. Service contract needed: no. Shipping terms: fob. End-user: volume clothing manufacturers.

Response data: Language: English. Best way to respond: fax/mail. From manufacturers only: yes. Information desired: type of products and export pricing information. Primary buying factors: quality. Intent to buy, type of buying relationship: NA.

Company data: Agent. Established: 1992. Employees: 3. Annual sales: less than \$1 million. Member of business chamber: NA. Bank ref: National Australia Bank 343 George St., U.S. firms represented: NA. Private. Sales territory: Sydney, Melbourne. Company description and business activity: Jolion Pty. Ltd. trades as Accent Textiles and Better Buttons. Imports and sells to volume clothing manufacturers.

Contact: Lionel Goldberg, Director, Jolion Pty. Ltd., Suite 58, 280 Pitt St., Sydney, NSW 2000. Tel: 61 2 264 7847. Fax: 61 2 264 7849.

Please send a copy of your response to:

Commercial Section (FCS TOP), Jolion Pty. Ltd., Unit 11011, APO, AP 96551-0002. Ref: 602-04-000049-T. Prepared by: Denise Van Baer. Approved by: Ken Norton.

Australia - Direct Sale (For Resale)

61151930 SILK STOCKINGS

Product data: Silk stocking products. Specifications/technical data, quantity, U.S. dollar value: NA. Purchase needed: urgent.

Response data: Language: English. Best way to respond: fax. From manufacturers only: yes. Information desired: NA. Primary buying factor: price.

Company data: Importer/agent. Established: 1979. Employees: 80. Annual sales: US\$15 million in 1995. Member of business chamber, U.S. firms represented: NA. Bank ref: The Hua Nan Commercial Bank.

Post remarks: Agro Chemical Corp.'s major businesses are personal hygiene, public health, personal cleaning, agrochemical, fertilizer and consumer products. Agro Chemical represents Sando Co., Switzerland, Elf Atochem, France, and Earth Chemical, Japan. The import value will be about US\$200,000 per year. Prepared by: Gloria Yao.

Contact: Tompson Weng/Chairman, Agro Chemical Corp., 4F-5, No. 163, Sec. 5 Nanking E. Rd., Taipei, Taiwan. Tel: 886 2 753 0437. Fax: 886 2 766 9481.

Please send a copy of your response to:

Commercial Unit, Taipei Office, American Institute in Taiwan, Department of State, Washington, D.C. 20521. Refer to: T140.

Taiwan - Direct Sales Lead

7310 METAL DRUM MANUFACTURING PLANT

Product data: A turnkey project for a metal drums manufacturing plant. Specifications/technical data: 25 to 210 liter metal drums, with a production capacity of 10,000 to 20,000 drums per month. Quantity: one manufacturing plant. U.S. dollar value: to be negotiated. Purchase needed: to completed by June 1997.

Response data: Language: English. Best way to respond: express mail/fax. From manufacturer only: NA. Information desired: price quotations and technical information. Primary buying factor: technical support agreement. Prospective bidders may contact address below immediately.

Company data: Engineering company. Established: 1962. Employees: 135. Annual sale: US\$1.6 million. Member of business chamber: Manufacturers Association of Zambia. Bank ref: Stanbic Zambia Ltd., Kitwe. U.S. firm represented: NA.

Post remarks: Monarch Zambia Ltd., is a privately owned light engineering company, specialized in manufacturing products for construction industries. The company seeks to diversify its operations to include manufacturing of metal drums. Prepared by: Charles Chilemu.

Contact: Andrew Phiri, Managing Director, Monarch Zambia Ltd., P.O. Box 20576, Kitwe, Zambia. Tel: 260 2 212 785. Fax: 260 2 215 060.

Please send a copy of your response to:

Commercial Section (TOP), American Embassy, Lusaka, Department of State, Washington, D.C. 20521-2310.
Refer to: T040SA.

Zambia - Direct Sale to End-User

7325990 CAST ARTICLES OF IRON OR STEEL

7326900 ARTICLES OF IRON OR STEEL

Product data: Specifications/technical data, quantity, U.S. dollar value: NA. Cast steel parts, forged pieces, steel gears and connecting shafts. Purchase needed: fall 1996/spring 1997. Company desires long-term purchase on a regular basis, starting with small quantities and possible increase in the future.

Response data: Language: English. Best way to respond: fax, phone, mail. From manufacturers only: yes.
Information desired: company profile including corporate structure and number of employees. Primary buying factor: beside price and quality, company puts a high premium on compliance with the terms of delivery.
Company seeks information whether U.S. firm has already established trade connections in Germany.

Company data: Production and distribution of agricultural machinery for hay harvest and fodder production. Established: 1988. Employees: 500. Annual sales: US\$650 million. Member of business chamber: Chamber of Commerce (IHK) Dortmund. Bank ref: BHF Bank Dusseldorf; Deutsche Bank Singen. U.S. firms represented: no. Company is selling worldwide.

Post remarks: Firm is recommended as a suitable partner for U.S. business. Prepared by: Sliebing.

Contact: Mr. Hofstadt, Market Purchasing Manager, Greenland GmbH & Co. Kg, Haupt St. 99, D-78244 Gottmadingen, Germany. Tel: 011 49 7731 788 214. Fax: 011 49 7731 788 280.

Please send a copy of your response to:

Commercial Section (FCS TOP), American Embassy Office, Berlin, APO AE 09235.

Germany - Direct Sale to End-User

8418690020 DRINKING WATER COOLERS

840220 WATER BOILER

Product data: Aqua-bar: producing boiled/cooled water. Specifications/technical data: approx. dimensions 30 x 30 x 15 inches; on top of the equipment there is a tank, (15-20 liters) for the mineral water that will be boiled/cooled, and there are two taps on the front. Quantity: NA. U.S. dollar value: approx. US\$60,000 each shipment. Purchase needed: asap.

Response data: Language: English. Best way to respond: fax/phone. From manufacturers only: yes.
Information desired: catalog, price list. Primary buying factor: for resale in Hungary.

Company data: Trading/distributor company. Established: 1992. Employees, annual sales: NA. Member of business chamber: local Chamber of Commerce. Bank ref: K and H Bank Budapest. U.S. firms represented: none. The firm imports and distributes household products. Prepared by: J Fogarasi.

Contact: David Libovitch, Managing Director, Marom Ltd., H-1094 Budapest, Kozraktar 1-3, Hungary. Tel/fax: 36 1 217 8182.

Please send a copy of your response to:

Commercial Section (FCS TOP), American Embassy, Budapest, APO AE 09213-5270. Refer to: P0023.

Hungary - Direct Sale for Resale

843290 RUBBER CRAWLERS

3901100030 MEDIUM DENSITY POLYETHYLENE, SPEC GRAVITY

Product data: HS 843290/8432: rubber crawler carrier (standard specifications); machine weight: 3,000 to 20,500 kg; max. load weight: 2,000 to 20,000 kg; output/speed: 33/2,700 to 365/2,100; displacement: 1,499 to 14,600 kcm; drive system: mechanical/full hydraulic; hydraulic pressure: 315 to 350; braking: 2 systems, speed forward/reverse: 3/9 (4 speeds) to 6/8 (2 speeds); climbing capacity: 57 percent; ground pressure: 0.21 to 0.12 kg/qcm; material: rubber, iron core; width (mm): 400 to 1,000; circumference (mm): 5,760 to 13,100. HS 3901100030: foil, silage film (sheets for agricultural use), material LLDPE, 1 roll should contain 21.6 kg, 25 mic, 500 mm, 1,800 mts. Quantity: 10 crawlers/2,000 foil rolls. U.S. dollar value: NA. Purchase needed: asap.

Response data: Language: English. Best way to respond: fax. From manufacturers only: yes. Information desired: f.o.b. Primary buying factors: cost, quality, terms of delivery.

Company data: Distributor. Established: 1990. Employees: 20 Annual sales, U.S. firms represented: NA. Member of business chamber: Chamber of Commerce. Bank ref: Volksbank Thuehlen.

Private. Sales territory: Germany, Europe and Middle East. Company description and business activity: company imports and exports to Germany, Middle East and Europe.

Contact: Clara Liu, Gebr. Witteler, Zur Hebe 15, 59929 Brilon-Nehden. Tel: **49 2964 643. Fax: **49 2964 1345.

Please send a copy of your response to:

Commercial Section (FCS TOP), Gebr. Witteler, American Consulate General, APO, AE 09213. Ref: 428-05-000081-T. Prepared by: Birgit Lehne. Approved by: Andrea Stahl.

Germany - Direct Sale (End-User) - Special

843780 INDUSTRIAL EQUIPMENT

Product data: Specifications/technical data: blades from 3/4" to 1" width, saw teeth from 6 TPI to 20 TPI. Interested in associating with engineering companies manufacturing complete equipment for the manufacture of metal cutting alloy steel band saw blades, to include tooth cutting, heat treatment and related material handling and packing equipment. Quantities: one set. U.S. dollar value: NA. Purchase needed: March 1997.

Response data: Language: English. Best way to respond: fax/mail. From manufacturers only: yes. Information desired: product catalog, credit and technical details. Primary buying factor: NA. UTPL expressed interest to purchase industrial equipment from medium sized U.S. companies immediately.

Company data: Manufacturer. Established: 1960. Employees: 50 plus. Annual sales: over \$1 million. Member of business chamber: Ambattur Industrial Estate Manufacturers Association, Madras 600 058. Bank ref: State Bank of India, Ambattur Industrial Estate, Madras 600 058. U.S. firms represented: none. UTPL manufactures unitized punching and notching tools, standardized drill jigs, and sheet fabricating machine tools. It has plans to manufacture band saws.

Post remarks: The Indian machine tool industry is growing. Indian firms manufacture a range of CNC products and import latest machines to meet the demand. Small and medium sized Indian companies prefer to import CNC machines. The government of India allows imports of used and refurbished machinery including the CNC products. This trend is likely to continue for the next three to five years. Prepared by: V. Manimala.

Approved by: Michael Keaveny.

Contact: W.R. Parthasarathy, Managing Director, Unipunch Toolings Pvt. Ltd. (UTPL), Plot No. 38, Second Main Road, Ambattur Industrial Estate, Madras 600 058, India. Tel: 91 44 652 348/653 436. Fax: 91 44 621

3371.

Please send a copy of your response to:

Commercial Section (FCS TOP), American Consulate General, Madras, Department of State, Washington, D.C. 20521 6260. Refer to: P0016.

India - Direct Sale to End-User

844210 PHOTOTYPESETTING AND COMPOSING MACHINES

844250 PRINTING TYPE, BLOCKS, PLATES, CYLINDERS AND OTHER PRINTING COMPONENTS

8443 OFFSET PRINTING MACHINERY; LETTERPRESS PRINTING MACHINERY, COLLATORS

Product data: Letterpress printing machinery, offset type printing machinery, collators. Specifications/technical data/quality: contact address below for specifications. U.S. dollar value: NA. Purchase needed: asap within 4-5 months.

Response data: Language: English. Best way to respond: fax. From manufacturers only: no. Information desired: price lists, delivery dates, and catalogs. Primary buying factor: quality.

Company data: Importer/supplier/contractor. Established: 1975. Employees: 250. Annual sales: US\$4.8 million. Member of business chamber: The Eastern Province Chamber of Commerce & Industry, P.O. Box 719, Dammam 31421, Saudi Arabia. Bank ref: Saudi British Bank, P.O. Box 35, Dhahran Airport 31932, Saudi Arabia. U.S. firms represented: NA. Prepared by: Malas.

Contact: Leslie Jameson, General Manager, Salim S. Al-Hareth Establishment, P.O. Box 1324, Al-Khobar 31952, Saudi Arabia. Tel: 966 3 864 5361. Fax: 966 3 899 0241.

Please send a copy of your response to:

Commercial Section (FCS TOP), American Consulate General, Dhahran, UNit 66803, APO AE 09858 6803. Refer to: P0023.

Saudi Arabia - Direct Sale for Resale

847110 COMPUTERS

Product data: Compaq and Gateway, equipment and accessories. Specifications/technical data: products wanted include: Compaq: 486 DX2/66, 12; 486 DX2/66 multimedia, 12; 486 DX4/100, 12; 486 DX4/100 multimedia, 12; pentium 75 multimedia, 15; pentium 133 multimedia, 15; pentium 100 multimedia, 15. Gateway 2000 486 DX2/66, 12; 486 DX2/66 multimedia, 12; 486 DX4/100, 12; 486 DX4/100 multimedia, 12; pentium 75 multimedia, 15; pentium 100 multimedia, 15; pentium 133 multimedia, 15. Others: 500 diskettes (maxel x 3M formatted), 1,300 toners and 70 motherboards (Intel). Quantity: as stated. U.S. dollar value: unknow. Purchase needed: immediately. End user: local firms and individuals.

Response data: Language: English. Best way to respond: phone/fax or courier. From manufacturers only: no. Information desired: detailed background/product information.

Company data: Distributor. Established, employees, bank ref: NA. Member of business chambers: yes. U.S. firm represented: none. Coscharis Technologies Ltd. is a member of Cosharis Group that is involved in manufacturing of auto products, distribution of beverages and apparel.

Post remarks: Coscharis Group has a solid financial base and is reputable. Coscharis Technologies participated in post's local trade event (CT0'96) and could be a good contact for U.S. firms interested in penetrating this market. Prepared by: Aagu.

Contact: Olajide Obiwole, Coscharis Technologies Ltd., Lagos, Nigeria. Tel: 234 1 585 0883. Fax: 234 1 588 0511.

Please send a copy of your response to:

Commercial Section (FCS TOP), American Embassy, Lagos, Department of State, Washington, D.C. 20521-8300. Refer to: T0041.

Nigeria - Direct Sale

847330 LASER PRINTER CARTRIDGES

Product data: Toner cartridges (black) for laser printers. Specifications/technical data: part no. 51604A (similar to Hewlett Packard brand). Quantity: initial order of 1,000. U.S. dollar value: negotiable. Purchase needed: asap.

Response data: Language: Russian/English. Best way to respond: fax/express mail. From manufacture only: preferred. Information desired: introductory letter and price list. Primary buying factor: terms of delivery.

Company data: Manufacturing (electronics assembly). Established: 1983. Employees: 80. Annual sales: over \$250,000. Member of business chamber: no. Bank ref: Dalkombank, 231 Tikhookeanskaya St., Khabarovsk, Russia 680033. U.S. firms represented: none. Prepared by: A Vasenyov. Approved by: E R Weaver.

Contact: Galina Kovalchuk, Commercial Director, Dalelektron Joint Stock Co., 204 Tikhookeanskaya St., Khabarovsk, Russia 680033. Tel: 7 4212 35 22 63. Fax: 7 4212 35 28 82. Teletype: 141420 BRIZ.

Please send a copy of your response to:

Commercial Section (FCS TOP), American Consulate General, Vladivostok, Department of State, Washington, DC 20521-5880. Refer to: P0038.

Russia - Direct Sale For Resale

847420 CRUSHING MACHINE

Product data: Jaw and cone crushing machine with total capacity of 3,000,000 cbm. Specifications/technical data: 300 cbm/h minimum. Quantity: initially 3 sets. U.S. dollar value: NA. Purchase needed: asap. Payment terms: letter of credit. Service contract needed: yes. Firm is the end-user of this kind of machine.

Response data: Language: English/Chinese. Best way to respond: fax. From manufacturers only: yes. Information desired: the most detailed catalog & introduction about the crushing machine, describing in both English and Chinese; price (please quote in cif Bangkok or cif Vientiane). Firm plans immediate purchase (delivery in 1-2 months) and a regular, long-term supplier; continual sales.

Company data: Direct importer. Established: 10 years. Employees: 250-1,000. Annual sales: US\$10 million. Member of business chamber: none. Bank ref: Joint Development Bank Hatsadi, Vientiane, Lao Pdr. U.S. firms represented: U-Right Garment Co., Calif. Jialesi International Group is a private company that has its headquarters in China. The firm's business fields are construction, trade, real estate, information consulting, etc. Firm hopes to minimize the cost of manufacturing and desires to import directly from the U.S. Prepared by: Buasawan Simmala.

Contact: Andy Luo, Vice President, Jialesi International Group, Anou Village, Samsenthai Road, Vientiane, Lao Pdr. Tel/fax: 856 21 214 749.

Please send a copy of your response to:

Commercial Section (TOP), American Embassy, Vientiane, APO AP 96546. Refer To: T002.

Laos - Direct Sale to End-User

854140 SOLAR CELLS

841919 SOLAR WATER HEATERS

Product data: Solar engineering for thermal plants. Specifications/technical data, quantity, U.S. dollar value: NA. Purchase needed: asap. Company desires long-term purchase on a regular basis, starting with small quantities and possible increase in the future.

Response data: Language: German/English. Best way to respond: fax/phone/letter. From manufacturers only: no. Information desired: range of products including price list; information on delivery power. Primary buying factor: NA.

Company data: Sales agency specializing in heating systems, sanitary and solar engineering and building materials. Established: 1991. Employees: 2. Annual sales: US\$700.000. Member of business chamber: Chamber of Commerce (IHK) Erfurt. Bank ref: BFG Bank Erfurt. U.S. firms represented: no. Prepared by: S Liebing.

Contact: Burkhard Anders, B. Anders Handelsvertretung, Stadtweg 27, D-99099 Erfurt, Germany. Tel/fax: 011 49 361 413 890.

Please send a copy of your response to:

Commercial Section (FCS TOP), American Embassy Office, Berlin, APO AE 09235.

Germany - Direct Sale for Resale

85 INTERNET TELEPHONE SYSTEM

Product data: Contact wants such a system as to have a oral communication through internet. Response data: Language: Japanese. Best way to respond: fax. From manufacturers only: no. Information desired: catalogs. Primary buying factor: price, quality, credit. Company data: Computer service. Established: 1985. Employees: 42. Annual sales: US\$3,243,243 (US\$1=111 yen) Member of business chamber: Fukuoka Chamber of Commerce. Bank ref: Fukuoka Bank Sasebo Branch, 2-9 Miura-machi, Sasebo-shi, Nagasaki. U.S. firms represented: none. Post remarks: The contact is capitalized at US\$270,270. Prepared by: Mariko Mizumachi.

Contact: Harumi Miyamoto, Chief Saihi Information Services Co., Green Bldg. 7F 4-4-21 Hakataekimae, Hakata-ku, Fukuoka-shi 812. Tel: 011 81 92 481 1375. Fax: 011 81 92 481 9465.

Please send a copy of your response to:

Commercial Section (FCS TOP), American Consulate, Fukuoka, Unit 45004, Box 242, APO AP 96337-0001. Refer to: P0031.

Japan - Direct Sale for Resale

940360 WOODEN FURNITURE

Product data: Specifications/technical data, quantity, U.S. dollar value: NA. Purchase needed: asap. Other information: for resale.

Response data: Language: English. Best way to respond: fax. From manufacturers only: Information desired: catalogs. Primary buying factor: price. Immediate purchase.

Company data: Trading company. Established: 1980. Employees: 12. Annual sales: \$12 million. Member of business chamber: Association of Foreign Trading Agents of South Korea, South Korea Foreign Trade Association. Bank ref: Donghwa Bank, Dongyeoksam Branch, Seoul, South Korea. U.S. firms represented: NA. The firm wants to purchase wooden furniture for home & kitchens. Prepared by: E.S. Kim.

Contact: Kwak, Woo Jung/Director, Mirae Industrial Corp., CPO Box 10597, Seoul 100-699, South Korea. Tel: 82 2 203 5435. Fax: 82 2 203 5437.

Please send a copy of your response to:

Commercial Section (FCS TOP), American Embassy, Seoul, Unit 15550, APO AP 96205. Refer to: P0022.

South Korea - Direct Sale for Resale

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