

## Enterprise Florida International Trade Lead

**Trade Lead Primary Industry Sector:** (TC) - Life Sciences

**Trade Lead Topic:** German company seeks to represent Florida manufacturers of life science products

**Trade Lead ID:** 29157

**Trade Lead Date:** 10/15/2009

### Company and Contact Information

**Company Name:** Waldeck GmbH and Co. KG

**Contact Name/Title:** Bernd Weischer, Authorized officer â€™ Head of Sales

**Address:**

**City:**

**Phone Number:** +49 2534 970 247

**State/Province:** (None)

**Fax Number:**

**Postal Code:**

**Email Address:** b.weischer@waldeck-online.com

**Country:** Germany

**Website:** www.waldeck-online.com

**Type of Business:** Business Services

#### Company Product/Service Description

Waldeck offers tailor-made marketing and logistics service packages for companies in the healthcare sector.

**# of Employees:**

**Annual Sales:**

**Year Established:**

### Trade Lead Detail

#### Trade Lead Description

Company is specialized in Medicine, Pharmacy, Chemistry, Healthcare, Cosmetics, OTC.

Waldeck offers warehousing-, call center-, logistic-, and book keeping-services, also product finishing and marketing support, depending on the needs of the clients. Waldeck is performing its services under the name and logo of the client. This assures the client's full flexibility regarding their own sales activities or using reps only responsible for sales. This minimizes the needed invest for starting business in Europe because Waldeck is working on an activity based remuneration.

**Business Relationship Desired:** Manufacturer's Representative, Agent/Distributor, Joint Venture

**One Time Purchase**

**Long Term Purchase**

### Submitted By

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## Enterprise Florida International Trade Lead

**Trade Lead Primary Industry Sector: (TC) - Life Sciences**

**Trade Lead Topic: Microscopy system equipment**

**Trade Lead ID: 29197**

**Trade Lead Date: 10/19/2009**

### Company and Contact Information

**Company Name:** University of Gothenburg

**Contact Name/Title:** Gustav Bertilsson Uleberg, Procurement Officer

**Address:** Box 100

**City:** Gothenburg

**Phone Number:** +46 317865250

**State/Province:** (None)

**Fax Number:**

**Postal Code:** S-405 30

**Email Address:** Gustav.Bertilsson.Uleberg@gu.se

**Country:** Sweden

**Website:** www.gu.se

**Type of Business:**

**Company Product/Service Description**

**# of Employees:**

**Annual Sales:**

**Year Established:**

### Trade Lead Detail

#### Trade Lead Description

High Content Screening Fluorescence Microscopy System equipment that will allow rapid, high-throughput analysis of imaging read-outs in a 96-well format. Yeast will be used as the primary test organism.

#### Business Relationship Desired:

One Time Purchase

Long Term Purchase

### Submitted By

Enterprise Florida Brussels Office

Avenue Louise 283/18

1050 Brussels, Belgium

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**Fax Number:** (32-2) 554-1259

**Email Address:** christelle.maffre@eflorida-europe.com

## Enterprise Florida International Trade Lead

**Trade Lead Primary Industry Sector: (TC) - Life Sciences**

**Trade Lead Topic: Medical equipment**

**Trade Lead ID: 29198**

**Trade Lead Date: 10/19/2009**

### Company and Contact Information

**Company Name:** Italian Department of Military Health

**Contact Name/Title:** Nicolino di Geronimo

**Address:** Via S. Stefano Rotondo, 4,

**City:** Rome

**Phone Number:** +39 06777039069

**State/Province:** (None)

**Fax Number:**

**Postal Code:** I-00184

**Email Address:** r2d6s0@difesan.difesa.it

**Country:** Italy

**Website:** www.difesa.it

**Type of Business:**

**Company Product/Service Description**

**# of Employees:**

**Annual Sales:**

**Year Established:**

### Trade Lead Detail

#### Trade Lead Description

Tender for purchase of medical equipment including; spirometers, multidisciplinary ultrasound, cardiography monitors, endoscopy and colonoscopy equipment, defibrillators, anesthesia equipment and automated differential cell counters. Estimated value excluding VAT of 708,000 Euros.

#### Business Relationship Desired:

One Time Purchase

Long Term Purchase

### Submitted By

Enterprise Florida Brussels Office

Avenue Louise 283/18

1050 Brussels, Belgium

**Phone Number:** (32-2) 554-1255

**Fax Number:** (32-2) 554-1259

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## Enterprise Florida International Trade Lead

**Trade Lead Primary Industry Sector: (TC) - Life Sciences**

**Trade Lead Topic: Imaging equipment for medical, dental and veterinary use**

**Trade Lead ID: 29199**

**Trade Lead Date: 10/19/2009**

### Company and Contact Information

**Company Name:** University of Liege

**Contact Name/Title:** P Valette

**Address:** service des marches, rue de l'Aunaie 28, batiment B38A

**City:** Liege

**Phone Number:** +32 43663223

**State/Province:** (None)

**Fax Number:** +32 43662992

**Postal Code:** B4000

**Email Address:** arf.marches@ulg.ac.be

**Country:** Belgium

**Website:** www.ulg.ac.be

**Type of Business:**

**Company Product/Service Description**

**# of Employees:**

**Annual Sales:**

**Year Established:**

### Trade Lead Detail

#### Trade Lead Description

Apparatus to perform imaging of small molecules by mass spectrometry (active compounds and their metabolites, small peptides, ...) on biological samples, synthetic and environmental. These molecules must be analyzed in a single experiment using an apparatus with high resolution (over 40,000), high mass accuracy (in the ppm or sub-ppm) and a spatial resolution of less than 100 Å-m . Ideally, small molecules detected (less than 1 000 Da) should be identified (elemental composition) based on their exact mass. The isolation of ions and their continued accumulation should allow the detection of molecules present in very low abundance (physiological concentration).

#### Business Relationship Desired:

One Time Purchase

Long Term Purchase

### Submitted By

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Avenue Louise 283/18  
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**Phone Number:** (32-2) 554-1255

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**Email Address:** christelle.maffre@eflorida-europe.com

## Enterprise Florida International Trade Lead

**Trade Lead Primary Industry Sector: (TC) - Life Sciences**

**Trade Lead Topic: Wireless electromyography system**

**Trade Lead ID: 29200**

**Trade Lead Date: 10/19/2009**

### Company and Contact Information

**Company Name: Norwegian University of Science and Technology**

**Contact Name/Title: Inger Brattvik Dale**

**Address: Innkjop, Hogskoleringen 1**

**City: Trondheim**

**Phone Number: +47 73598085**

**State/Province: (None)**

**Fax Number:**

**Postal Code: N-7491**

**Email Address: inger.dale@ntnu.no**

**Country: Norway**

**Website: www.ntnu.no**

**Type of Business:**

**Company Product/Service Description**

**# of Employees:**

**Annual Sales:**

**Year Established:**

### Trade Lead Detail

#### Trade Lead Description

16-channel wireless Electromyography system for scientific use at the Norwegian University of Science and Technology, Institute for Social Science and Technology (the Awarding Authority). The equipment shall be used in connection with testing of muscle activation patterns and the subjects which shall be measured shall carry out a number of movements.

#### Business Relationship Desired:

One Time Purchase

Long Term Purchase

### Submitted By

Enterprise Florida Brussels Office

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1050 Brussels, Belgium

**Phone Number: (32-2) 554-1255**

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**Email Address: christelle.maffre@eflorida-europe.com**

## Enterprise Florida International Trade Lead

**Trade Lead Primary Industry Sector: (TC) - Life Sciences**

**Trade Lead Topic: Dental equipment**

**Trade Lead ID: 29202**

**Trade Lead Date: 10/19/2009**

### Company and Contact Information

**Company Name: Tayside NHS**

**Contact Name/Title: Colette Murray**

**Address: Ninewells Hospital**

**City: Dundee**

**Phone Number: +44 1382632130**

**State/Province: (None)**

**Fax Number:**

**Postal Code: DD1 9SY**

**Email Address: colette.murray@nhs.net**

**Country: United Kingdom**

**Website: www.nhstayside.scot.nhs.uk**

**Type of Business:**

**Company Product/Service Description**

**# of Employees:**

**Annual Sales:**

**Year Established:**

### Trade Lead Detail

#### Trade Lead Description

NHS Tayside require 13 X Phantom Head Simulators with work benches to include bench mounted operating lights, operator stools, hand pieces, audio visual equipment and cabinetry for the new Integrated Dental Treatment and Training Centre in Perth.

#### Business Relationship Desired:

One Time Purchase

Long Term Purchase

### Submitted By

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## Enterprise Florida International Trade Lead

**Trade Lead Primary Industry Sector: (TC) - Life Sciences**

**Trade Lead Topic: Laboratory equipment**

**Trade Lead ID: 29205**

**Trade Lead Date: 10/19/2009**

### Company and Contact Information

**Company Name: National Institute for Bioprocessing Research & Training**

**Contact Name/Title: Sue Cooke**

**Address: Room 125, Engineering Building, UCD Campus**

**City: Dublin**

**Phone Number: +353 17161946**

**State/Province: (None)**

**Fax Number: +353 17161873**

**Postal Code: Dublin 4**

**Email Address: sue.cooke@nibr.ie**

**Country: Ireland**

**Website: www.nibr.ie**

**Type of Business:**

**Company Product/Service Description**

**# of Employees:**

**Annual Sales:**

**Year Established:**

### Trade Lead Detail

#### Trade Lead Description

The supply, installation, commissioning of miscellaneous Laboratory Equipment.

Tenders may apply for one, several or all Lots.

Lot 16 Refrigerators and Freezers.

Lot 17 Incubators.

Lot 18 Bench Top Centrifuge.

Lot 19 Ice Maker.

Lot 20 Nitrogen Dewars.

Lot 21 Cryogenic Storage System.

Lot 22 Water Bath.

#### Business Relationship Desired:

One Time Purchase

Long Term Purchase

### Submitted By

Enterprise Florida U.K. Office

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London EC4A 2BU  
United Kingdom

**Phone Number: 011 +44 (0) 207 822 0718**

**Fax Number: 011 +44 (0) 207 822 1081**

**Email Address: Daniel.Callaghan@ocoglobal.com**

## Enterprise Florida International Trade Lead

**Trade Lead Primary Industry Sector: (TC) - Life Sciences**

**Trade Lead Topic: Laboratory equipment**

**Trade Lead ID: 29206**

**Trade Lead Date: 10/19/2009**

### Company and Contact Information

**Company Name:** National Institute for Bioprocessing Research & Training  
**Contact Name/Title:** Sue Cooke  
**Address:** Room 125, Engineering Building, UCD Campus  
**City:** Dublin **Phone Number:** +353 17161946  
**State/Province:** (None) **Fax Number:** +353 17161873  
**Postal Code:** Dublin 4 **Email Address:** sue.cooke@nibr.ie  
**Country:** Ireland  
**Website:** www.nibr.ie  
**Type of Business:**  
**Company Product/Service Description**

**# of Employees:** **Annual Sales:**  
**Year Established:**

### Trade Lead Detail

#### Trade Lead Description

The supply, installation, commissioning of miscellaneous Laboratory and Pilot Plant Equipment; Tenderers may apply for one, several or all Lots.

- Lot 8 Biosafety Cabinets.
- Lot 9 Peristaltic Pumps.
- Lot 10 Sump Pump.
- Lot 11 Floor Scales.
- Lot 12 Cartridge Filter.
- Lot 13 Laminar Flow Booth.
- Lot 14 Condensate Coolers.
- Lot 15 Clean Steam Quality Test Kit.

#### Business Relationship Desired:

One Time Purchase

Long Term Purchase

### Submitted By

Enterprise Florida U.K. Office  
146 Fleet Street  
London EC4A 2BU  
United Kingdom

**Phone Number:** 011 +44 (0) 207 822 0718

**Fax Number:** 011 +44 (0) 207 822 1081

**Email Address:** Daniel.Callaghan@ocoglobal.com

## Enterprise Florida International Trade Lead

**Trade Lead Primary Industry Sector: (TC) - Life Sciences**

**Trade Lead Topic: Pharmaceutical and homoeopathic lotions**

**Trade Lead ID: 29485**

**Trade Lead Date: 10/29/2009**

### Company and Contact Information

**Company Name:** Julmir Organics

**Contact Name/Title:** Julian Levine, Director

**Address:** P.O. Box 55050

**City:** Northlands

**State/Province:** (None)

**Postal Code:** 2116

**Country:** South Africa

**Phone Number:** +27-82-343-1707

**Fax Number:** +27-11-486-1190

**Email Address:** bulbaloe@icon.co.za

**Website:** www.bulbaloe.co.za

**Type of Business:** Manufacturer (OEM)

### Company Product/Service Description

**# of Employees:** 7

**Annual Sales:** \$ 250,000

**Year Established:** 1998

### Trade Lead Detail

#### Trade Lead Description

Direct Sale: Julmir Organics, a South African company is looking for distributors for their homoeopathic foot and heel pain relief lotions

**Business Relationship Desired:** Agent/Distributor

**One Time Purchase**

**Long Term Purchase**

### Submitted By

Tongila Manly

Enterprise Florida Africa Office

23 Wellington Road Parktown

Johannesburg 2193

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Cramerview 2060, South Africa

**Phone Number:** 011 (27-11) 476-6734

**Fax Number:** 011 (27-11) 476-6740

**Email Address:** EnterFlorida@TheManlyGroup.com

## Enterprise Florida International Trade Lead

**Trade Lead Primary Industry Sector:** (TC) - Life Sciences

**Trade Lead Topic:** Looking for biometrics and IT products

**Trade Lead ID:** 29663

**Trade Lead Date:** 10/30/2009

### Company and Contact Information

**Company Name:** KG Canada

**Contact Name/Title:** Gadi Avishal, President

**Address:** 340 Wibrod Street

**City:** Ottawa

**Phone Number:** 1-613-293-3205

**State/Province:** (None)

**Fax Number:**

**Postal Code:** K1N 6M5

**Email Address:** gadia@sympatico.ca

**Country:** - Canada

**Website:** www.kgcanada.com

**Type of Business:** Business Services

#### Company Product/Service Description

KG Canada is established as an expert in the introduction marketing and promotion of Israeli based Telecommunications, IT and related technologies to the Canadian market

**# of Employees:**

**Annual Sales:**

**Year Established:**

### Trade Lead Detail

#### Trade Lead Description

The Canadian company is interested in joint venture opportunities with Florida biometrics and IT companies.

**Business Relationship Desired:** Joint Venture

One Time Purchase

Long Term Purchase

### Submitted By

Larry March and Jenny hu

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**Fax Number:** 416-441-0591

**Email Address:** eficanada@rogers.com