

Sales leads

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each with two beds and shower/wc facilities, and conforming to UIC-567-2 standards for sleeper coach dimensions; 20 units will be luxury pullman coaches, each with a phone cabin and a seating capacity of 60 people and with dimensions conforming to UIC-567-2 type Z standards. Bidders will be required to offer a credit package (government loan or suppliers credit) for 100 per cent of the cost of the 40 coaches. TCDD will borrow from foreign sources for this project with a sovereign guarantee for debt service from the Turkish Government. The post will obtain bidding documents when they are available from TCDD. Costs are to be determined. Courier expenses will be Cdn\$70-\$80. Interested companies should contact the Canadian Embassy, Ankara, Telex: (Destination code 607) 42369 Answerback: (42369 DCAN TR).

ZIMBABWE--With a bid closing date of May 2, 1989, the Zimbabwe Iron and Steel Company (ZISCO) has announced a tender for the installation of a new sinter plant and ancillary equipment for its Redcliff plant. The tender includes design, manufacture, supply, inspection, testing, packing, forwarding and delivery of plant and equipment to site, as well as offloading at site, overseeing of plant erection, fitting, painting and completion of site, including network planning and supervision of, and responsibility for, start-up and final testing. The scope of supply covers turnkey sinter plant, including mechanical and electrical equipment, instrumentation, steel structures, civil works, and erection and commissioning services. The successful bidder will be subject to the conditions of the contract, as recommended by the Institute of Mechanical Engineers, Institute of Electrical Engineers and Association of Consulting Engineers of the United Kingdom. Post can supply complete tender specifications. Contact the Canadian High Commission, Harare. Telex: (Destination code 907) 4465. Answerback: (4465 CANADA ZW).

NOTE: Unless otherwise stated, companies requesting bid documents will be billed for document/courier expenses. Canadian bidders should also be aware that export permits may be required for some of these products.

Food market on menu

Saint Hyacinthe--Canadian companies interested in learning about agro-food export opportunities should plan to attend Agro-Export 89, a two-day seminar focusing on where and how to sell agro-food products throughout the world.

The March 15 and 16 seminars--to be held at the Saint-Hyacinthe Food Research Centre in Quebec--are jointly sponsored by the Federal and Quebec governments, with the co-operation of the Quebec Food Products Manufacturers' Association.

The first day will be devoted to the U.S. and food products under Free Trade. Food distributors and retailers from various regions in the U.S. will be on hand to exchange ideas with participants and learn about Quebec food products.

On the second day, foreign company representatives, invited from abroad, will help focus on markets in Europe, Asia and the Caribbean.

This is a unique chance for Canadian agro-food companies in Quebec to learn about agro-food opportunities throughout the world.

For more information on how to participate in the seminars, contact Léo R. Leduc of External Affairs' Agri-Food Products Division (TAA), tel: (613) 995-1773.

World Bank Seminars pinpoint business opportunity

The 1989 calendar of World Bank Business Briefings offers advice and essential information on export opportunities available through World Bank funding.

The World Bank annually approves loans and credits totalling some \$19 billion for more than 200 new projects in developing countries.

The projects it sponsors cover a wide spectrum: agriculture and rural development, energy (electric power, oil, gas and coal) transportation, industry, mining, telecommunications, water supply and urban development, education, health services, and population planning.

At the Business Briefings, World Bank staff will: provide an overview of the World Bank; address questions of how companies and consultants fit into the 'project cycle'; outline the procedures they should follow to keep informed about projects and to compete for upcoming contracts; and discuss the various ways contractors, consultants and suppliers can be paid.

Who should attend?

Firms interested in exploring or in developing international business opportunities in all types of manufacturing, civil works, and consulting.

Many contracts cover either specialized single pieces of equipment or a large number of low unit-value items or services. This means small and medium-size, as well as larger companies can benefit from World Bank-generated business.

Briefing attendance is free--but reservations are required. Participants are accepted on a first-come, first-serve basis and should either call (202) 477-8830 or mail registration requests at least two weeks prior to preferred briefing date. If mailing your request, write to Mrs. Carol D. Stitt, Business Relations Adviser, The World Bank, 1818 H St. N.W., Washington, D.C. 20433.

Briefings will be held from 9 a.m. to 12:30 p.m. at the World Bank offices in Washington on Feb. 23; March 23; April 27; May 25; June 29; Sept.

21; Oct. 19; Nov. 16; and Dec. 14.

Briefings are not held during the months of July and August.

Projects in Africa under consideration

The following education projects are currently under consideration for African Development Bank (AFDB) funding and are open to bids from Canadian companies:

Angola--Rehabilitation and extension of four training institutes in Lubango, including provision of equipment and technical assistance. Loan: US\$25 million. Status: Appraisal report to be submitted to AFDB in early 1989. (Executing agency: Minister de l'education, Luanda).

Botswana--Construction of facilities to expand country's education system. Loan: US\$19 million. Status: Appraisal planned for 1989. (Executing agency: Project Implementation Unit, P/Bag 005, Gaborone. Telex: 2944 BD).

Gabon--Construction of 30 new primary schools and reinforcement of capacity to maintain/produce didactic material. Loan: US\$32.5 million. Status: Project preparation planned for late 1988. (Executing agency: Ministère de l'education).

Swaziland--A study to assess manpower needs of education sector. Loan: US\$0.6 million. Status: Identification report prepared by UNESCO; appraisal planned for early 1989. (Executing agency: Ministry of Education)

Canadian companies interested in any of the projects should contact the Trade Commissioner of the country involved (telex numbers are available from the toll-free Info Export line, tel: 1-800-267-8376; in Ottawa, call 993-6435).

College courses explore export concerns

Business and industry can capitalize on opportunities in international trade markets by attending the Humber College International Business Program.

The exploration of subjects such as transportation, banking, finance, marketing, and documentation, enables participants to gain practical information that is applicable to the workplace.

To obtain the College's Certificate in International Business requires the successful completion of these courses: *Exporting and International Business*; *Canadian Customs*; *Aspects of Trade: Imports and Exports*; *International Marketing*; and *International Banking and Finance*.

Course description and schedule are:

Exporting and International Business--A how-to orientation on exporting and a general overview of international business, including forms of exporting, risks and making contact with foreign buyers. Thursdays, Feb. 23 to Mar. 30; Mondays, May 8 to June 19; 7:00 p.m. to 9:30 p.m. Fee: \$85.

Canadian Customs--A thorough examination of Canadian customs procedures under the Harmonized System, including preparation and filing of all documentation for imports, exports, refunds, and drawbacks. Wednesdays, May 10 to June 28; 7:00 p.m. to 10:00 p.m. Fee: \$150.

Aspects of Trade: Imports and Exports--Deals with such practical aspects of international trade as buying and selling terms, modes of transportation and their importance, importing and exporting procedures, requirements, and documentation. Tuesdays, May 9 to June 27; 7:00 p.m. to 10:00 p.m. Fee: \$195.

International Marketing--Explores the key components of international marketing, including developing and realizing a market strategy, the use of promotional projects such as trade fairs, and financing export activities through government program support and provincial and federal assistance. (Next course starts in September).

International Banking and Finance--Studies the various money and capital markets within the international financial system, analyzes international activities of Canadian and non-Canadian banks, and discusses the specific functions in which international departments, divisions and affiliates perform. Tuesdays, May 9 to June 27; 6:30 p.m. to 8:30 p.m. Fee: \$125.

For further information on Humber College's Certificate in International Business program and to receive a program brochure, contact Carrie Andrews, Program Manager, Continuing Education, Humber College, 205 Humber College Blvd., Etobicoke, Ont., M9W 5L7, tel: (416) 675-3111. Fax: (416) 675-1483.