

IBOC: Trade leads

KENYA — Numerical-Hydraulic Turbine Governor Equipment —

The Kenya Electricity Generating Company Limited (KenGen) invites sealed tenders from manufacturers and suppliers for the design, manufacture, supply, delivery, installation and commissioning of numerical-hydraulic turbine governor equipment for Kambururu Hydro Power Station in Kenya. Cost of bid documents (non-refundable; postage and courier costs not included): 5,000 Kenya shillings (Kshs) or equivalent in a freely convertible currency. Closing date: **February 21, 2002**. For bid documents or more information, contact Procurement Manager, Kenya Electricity Generating Company Limited (KenGen), 2nd Floor, Phase III, Stima Plaza, Kolobot Road, Parklands, Nairobi, fax: (011-254-2) 3202-6200 or 248 848. Contact Charity Kabaya, Commercial Assistant, Canadian High Commission, Nairobi,

Kenya, fax: (011-254-2) 21-53-05, e-mail: charity.kabaya@dfait-maeci.gc.ca quoting case no. **011205-05454**. (Notice received from the Canadian High Commission in Nairobi.)

THAILAND — Overhead Connectors —

The Metropolitan Electricity Authority invites sealed bids for overhead connectors (bid no. MA5-7530-WBX). Cost of bid documents: Baht 750.00 per copy. Courier cost for addresses outside Thailand: US\$45.00, to be remitted by bank draft drawn on Krung Thai Bank Public Co. Ltd., Samyod Branch, 632 Mahachai Road, Bangkok 10200, Thailand, in favour of Purchases & Stores Department. Closing date: **February 22, 2002**. For details, contact Pradit Suveeranont, Director, Metropolitan Electricity Authority, Foreign Operations Section, Foreign Procurement Division, Purchases & Stores Department, Building No.6, 6th floor, 121 Chakpetch Road, Bangkok 10200, Thailand, Web site www.mea.or.th Contact Veena Ngaoharoenchitr, Commercial Officer, Canadian Embassy, Bangkok, Thailand, fax: (011-66-2) 636-0568, e-mail: veena.ngaoharoenchitr@dfait-maeci.gc.ca quoting case no. **011205-05462**. (Notice received from the Canadian Embassy in Bangkok.)

NEPAL — Rural Telecommunications Services (RTS) Licence —

The Nepal Telecommunications Authority (NTA) invites sealed bids in the form of Request for Applications (RFA) for Licence to provide RTS in the Eastern Development Region of Nepal. This invitation follows general procurement notices that appeared in *Business Development* in July 2000, October 2000 and November 2001. Bidding will be conducted in accordance with World Bank Guidelines. Closing date: **February 25, 2002**. Cost per RFA document (non-refundable; purchase obligatory): US\$625.00 (NRs 50,000.00).

Add US\$100.00 (NRs 8,000.00) per RFA for courier service, payment to be made in favour of Nepal Telecommunications Authority, account no. A/C0106011664201, Nepal Arab Bank Ltd., Kantipath, Kathmandu, Nepal. Bid security: US\$100,000.00 (NRs 8,000,000.00). For RFA documents, contact Singh Durbar, Chairman, Nepal Telecommunications Authority, Kathmandu, Nepal, tel.: (011-977-1) 221-944, fax: (011-977-1) 260-400, Web site www.nta.gov.np For details, contact Alka Malik, Trade Assistant, Canadian High Commission, New Delhi, India, fax: (011-91-11) 687-5387, e-mail: alka.malik@dfait-maeci.gc.ca quoting case no. **011126-05290**. (Notice received from the Canadian High Commission in New Delhi.)

IBOC trade opportunities — find out more at www.iboc.gc.ca

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CanadExport

A little company from Rockwood, Ontario, may well save the world from itself. *ELI Eco Logic Inc. has invented a unique process that safely breaks down hazardous organic compounds, such as those found in weapons of mass destruction. In a world that has recently come far too close to the threat such weapons pose, Eco Logic's current technology-testing contract in the United States could not be more timely.*

contracts over the years, but in early 2000 we got our first big breakthrough in allowing us to prove and test our technology," explains Howlett.

That contract, valued at US\$3.2 million, included the sale of a GPCR™ system and eight months of operation in order to test various methods and components in a U.S. Army test facility.

From the beginning, Eco Logic requested, and received, CCC assis-

CCC backs U.S. Army contract

A safer environment

Within a year, it could be providing the alternative-to-incineration 'Total Solution' that the U.S. Army is seeking to safely dispose of its stockpiled weapons at Blue Grass, Kentucky. And Canadian Commercial Corporation (CCC) is behind the company every step of the way.

Incorporated in 1987, Eco Logic is a small environmental technology firm of 25 employees. Its patented Gas-Phase Chemical Reduction™ (GPCR™) process has been used to destroy polychlorinated biphenyls (PCBs), chemical warfare agents and other persistent organic pollutants, creating a product gas-rated as boiler industrial fuel and non-toxic materials. "It's a safe and cost-effective alternative to incineration," explains the company's Chief Financial Officer Brian Howlett.

It was, in fact, the U.S. Army's search for an alternative to incineration for its chemical weapons that brought Eco Logic into the U.S. market. The United States is one of 143 nations that have ratified the Chemical Weapons Convention, requiring signatories to destroy their chemical weapons by 2007.

In 1997, Eco Logic became one of seven teams contracted to conduct demonstrations of technologies that destroy or decontaminate assembled chemical munitions components, under the U.S. Army's Assembled Chemical Weapons Assessment (ACWA) program. "We had a few small

tance. Acting as prime contractor, CCC provided performance guarantees and other contract-related assistance, including processing of the progress payments.

"We went with CCC because it helped us in a huge way with cash flow," says Howlett. "CCC helped us understand how to make the pay flow work more quickly. They're just always there standing behind us, supporting us."

In spring 2001, the company received contract amendments (valued at US\$5.8 million) for two more phases under the ACWA program. Working in partnership with several U.S. engineering firms, Eco Logic has been contracted to test different materials, as well as to design and give cost estimates for a full-scale plant to be built at the Army's Blue Grass Depot in Lexington, Kentucky.

From the original seven teams, the ACWA competition for Blue Grass is now down to three competitors, including Eco Logic. "It's like a game of Survivor," laughs Howlett. "Every year they throw another team off the island. They're looking for the one team that can provide the 'Total Solution.'"

The Request for Proposal for that 'Total Solution' — an estimated US\$500-million, 10-year contract to design, build, operate and dismantle the Blue Grass Depot plant — is expected to be issued in 2002. "We're hoping to be selected to bid on the final phase,"

SHAPING TRADE SOLUTIONS FOR OUR EXPORTERS



The Canadian Commercial Corporation (CCC) is an export sales agency of the Government of Canada providing special access to the U.S. defence and aerospace markets and specializing in sales to foreign governments.

Canadian exporters can gain greater access to government and other markets, as well as a competitive advantage, through CCC's contracting expertise and unique government-backed guarantee of contract performance.

CCC can facilitate export sales that often result in the waiving of performance bonds, advanced payment arrangements and generally better project terms.

When requested, CCC acts as prime contractor for government-to-government transactions and provides access to pre-shipment export financing from commercial sources.

For more information, contact CCC, tel.: (613) 996-0034, toll-free in Canada: (800) 748-8191, fax: (613) 947-3903, Web site: www.ccc.ca

says Howlett. "And at that stage, CCC's performance guarantees can make a huge difference. We want them to work with us, no question."

CCC feels the same way. "This project has wide ramifications for environmental clean-up," says CCC Project Manager Gabriela Gref-Innes. "We will do all we can to help the company win the final phase."

If the company does win, it could go on to be chosen to provide a supplementary solution for secondary waste destruction for the eight other U.S. military chemical weapons stockpile sites. And then there are other Chemical Weapons Convention signatory nations that have committed to destroying their chemical weapons. Says Howlett, only half in jest: "We believe we're going to save the world."

For more information, contact Brian Howlett, CFO, tel.: (519) 856-9591, ext. 205, fax: (519) 856-9235, e-mail: brian.howlett@ecologic.ca Web site: www.ecologic.ca

(For the unabridged version, see www.infoexport.gc.ca/canadexport and click on "Export Sales and Contracting.")



International Business Opportunities Centre

As Team Canada Inc.'s Sourcing Centre, the International Business Opportunities Centre (IBOC) matches business opportunities from around the world with the business interests of Canadian exporters, particularly small and medium-sized enterprises. IBOC offers a value-added service to trade commissioners by directly contacting Canadian companies about foreign trade leads.

To pursue our international trade leads, check out our Web site at www.iboc.gc.ca (particularly our E-Leads® and Web-Leads®).