

IBOC trade leads

AUSTRALIA — Canadian suppliers of broadband telecommunications services and facilities are invited to submit tenders to the Government of Tasmania, which is implementing a strategy for the development of a competitive broadband services market in Tasmania. **The closing date is April 30, 2004.**

For more information on Expression of Interest documents, contact James Pirie (quote case number **031215-06175**), Australian Department of Treasury and Finance, tel.: (011-61-03) 6233-2672, fax: (011-61-03) 6233-5646, e-mail: james.pirie@treasury.tas.gov.au, Web site: www.treasury.tas.gov.au/telco_infrastructure_reoi. Canadian companies that submit must also inform Liliana Capacchione at the Canadian Consulate General in

Sydney, fax: (011-61-2) 9364-3097, e-mail: liliana.capacchione@dfait-maeci.gc.ca.

SYRIA — The Syrian Ministry of Oil and Mineral Resources and the Syrian Petroleum Company (SPC) invite international oil companies to explore oil and gas resources in Syria under production sharing agreements in 14 exploration blocks covering a total area of about 88,980 square kilometres. Companies are invited to evaluate the anticipated areas and to bid for one or more blocks, either individually or in participation with other companies.

Copies of the available data for these blocks can be obtained at the expense of interested companies as per the SPC price list. Companies currently operating in Syria and those that have been pre-qualified may not submit. Proposals should include technical and financial obligations in all exploration stages, in addition to

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Also, go to IBOC's Web site at www.iboc.gc.ca and click on "Success Stories" to read about how IBOC has matched Canadian companies with foreign buyers. ✪

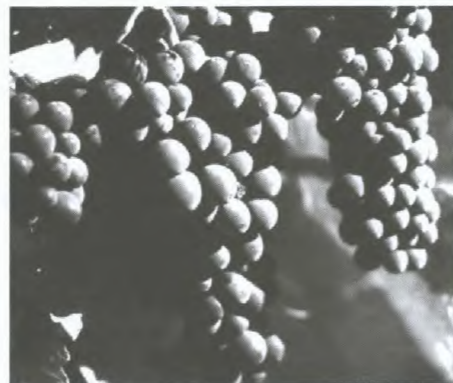
commercial terms and conditions for the development of the explored oil and gas fields. **The closing date is May 31, 2004.**

For more information, contact Nidal Bitar (quoting case number **040119-00234**), Commercial Officer, Canadian Embassy in Damascus, tel.: (011-963-11) 611-6692, fax: (011-963-11) 611-4000, e-mail: nidal.bitar@dfait-maeci.gc.ca. ✪

Icewine — continued from page 1

Icewine is made of Vidal and Riesling grapes that are hand-picked after three consecutive days with temperatures of minus 10 degrees Celsius. As the naturally frozen grapes yield very little juice, ice wine is a prized product. Stansfield is confident about the Indian market: "We plan to bring 100 cases of 375ml bottles to Indian hotel chains." Stansfield sees a future not only for Canadian icewine but for Canadian red and white wines as well. The Indian wine market has been growing at 20 to 30% in the past few years. With changing social norms and living standards, an increasing number of Indians who previously chose not to consume alcoholic beverages now enjoy wine in social settings.

While India has been one of Canada's key markets for peas



and pulses, it is fast emerging as an attractive destination for exports of confectionary items, snack and breakfast foods, dairy products and select fruits and vegetables.

For more information, contact Apurva Mehta, Commercial Officer, Canadian Consulate General in Mumbai, tel.: (011-91-22) 2287-6027, fax: (011-91-22) 2287-5514, e-mail: apurva.mehta@dfait-maeci.gc.ca. ✪

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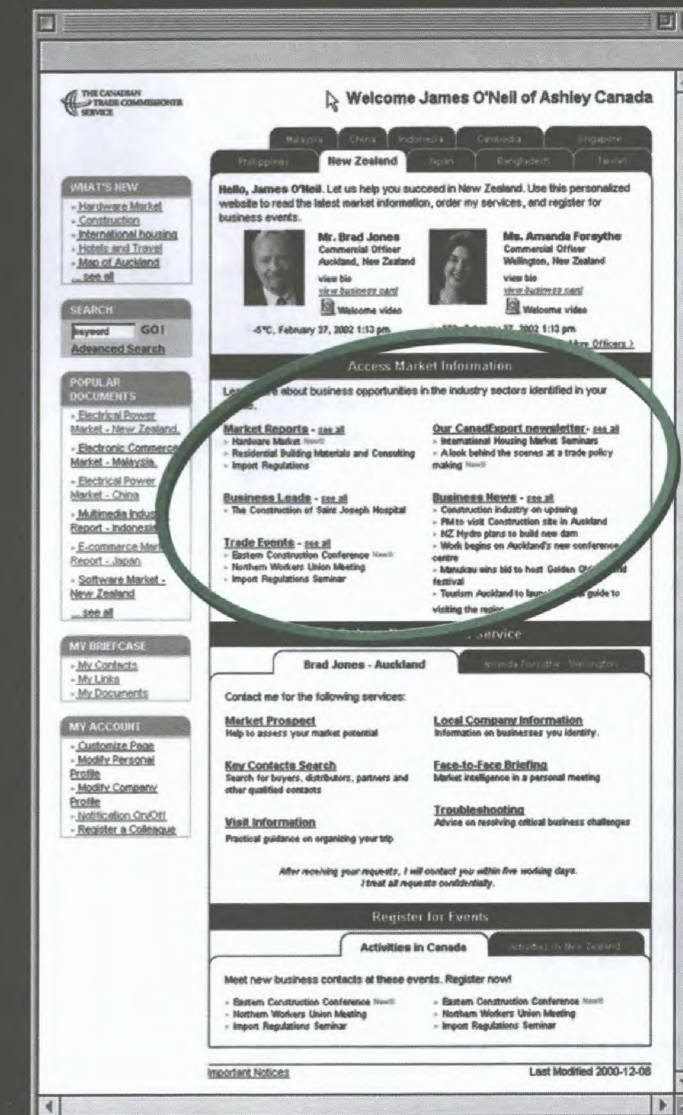
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