



International Business Opportunities Cent

The following trade opportunities have been received by the International Business Opportunities Centre (IBOC) of the Department of Foreign Affairs and International Trade and Industry Canada. These opportunities are posted for the benefit of Canadian companies only. To obtain more information about these tenders, contact the appropriate person at IBOC, whose name appears at the end of each summary below, quoting the IBOC case number. Canadian exporters needing assistance in preparing international bid documents may want to use the international contracts expertise and services offered by the Canadian Commercial Corporation. This Crown corporation is located at 50 O'Connor St., Suite 1100, Ottawa, ON, K1A 0S6, tel.: (613) 996-0034, fax: (613) 995-2121.

**CÔTE D'IVOIRE** — Sadofoss/Jal-Afrique is considering extending its activities in the field of pest control products. It wishes to establish a business relationship with Canadian partners with an eye to an industrial co-operation arrangement for both projects on which it is currently working: a pesticide production plant and a facility to manufacture insecticides and fungicides for the protection of wood. Contact Isabel Lavictoire before December 15, 1998, at fax: (613) 996-2635, quoting IBOC case no. 980915-01289.

**ETHIOPIA** — The Ethiopian Electric Power Corporation (EPEPCO) invites bids for the Energy II/Gilgel Gibe Hydroelectric Power Project for the supply and installation of the following: 1) three generators and appurtenant equipment (generators with a rated output of 73 MVA/unit, excitation system — three SCR exciters with automatic voltage regulator and other miscellaneous equipment); 2) electromechanical equipment of powerhouse and appurtenant equipment (cranes with a 700 kN capacity, elevator, ventilation, cooling water and drainage, and other miscellaneous

equipment); 3) electromechanical equipment of switchyard and appurtenant equipment (three step-up transformers with a rated capacity of 73 MVA each; emergency diesel generator suitable for continuous operation, with an electrical output power of 400 kVA; fire protection; and other miscellaneous equipment); 4) electromechanical equipment of dam and appurtenant equipment (auxiliary electrical equipment, cables and other miscellaneous equipment). Cost of bid documents: US\$300. All bids must be accompanied by a bid security of US\$500,000. Closing date: December 2, 1998. Contact Isabel Lavictoire by November 20, 1998, at fax: (613) 996-2635, quoting IBOC case no. 980824-01120.

**GHANA** — The American Credit and Exchange Inc. (USA) Ghana Ltd. is looking for interested Canadian companies to form a joint-venture partnership in an insurance company in Ghana. Contact Isabel Lavictoire by November 13, 1998, at fax: (613) 996-2635, quoting IBOC case no. 980728-00930.

**INDIA** — ITV Agro Technologies Ltd. is looking for Canadian companies

to provide plant and machinery, technical know-how, overseas marketing tie-up, and participation in the equity capital for setting up a fruit-processing unit to make fruit pulp concentrates. Contact Isabel Lavictoire by November 26, 1998, at fax: (613) 996-2635, quoting IBOC case no. 980805-00982.

**INDIA** — Agrotech Projects is looking for Canadian companies for a joint venture to set up an Export Oriented Food Park comprising a cluster of small and medium-sized agro/food processing industries. Contact Isabel Lavictoire before November 26, 1998, at fax: (613) 996-2635, quoting IBOC case no. 980819-01078.

**LATVIA** — AR-RO Ltd. is looking for partners to establish a poultry farm in already-existing buildings near Riga. Closing date: December 1, 1998. Contact Isabel Lavictoire by November 20, 1998, at fax: (613) 996-2635, quoting IBOC case no. 980824-01119.

**RUSSIA** — Ecoflex is looking for Canadian companies to supply technologies and/or services for dredging

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