

# International Business Opportunities Centre

**T**he International Business Opportunities Centre (IBOC) provides a matching service — connecting foreign buyers with Canadian companies. The Centre provides timely, relevant and targeted business leads from the desks of foreign buyers to the doorsteps of Canadian companies.

The following lists some of the Centre's current trade opportunities — for a wider selection, visit the Web site at [www.iboc.gc.ca/eleads](http://www.iboc.gc.ca/eleads)

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 Street, Suite 1100, Ottawa, ON K1A 0S6, tel.: (613) 996-0034, fax: (613) 995-2121.

**ETHIOPIA — Sale of shares in government-owned enterprises —** Notice received from the Canadian Embassy in Addis Ababa, Ethiopia. The Ethiopian Privatization Agency has issued a tender (bid no.001/2000-2001) for the sale of 15% or more shares in twelve enterprises wholly owned by the government of Ethiopia. To qualify, investors must be willing and able to operate and develop these companies: Fafa

Food, Hamaressa Edible Oil, Addis Mojo Edible Oil, Bahr Dar Edible Oil, Yerer Flour, Tigray Flour, Addis Ababa Tannery, Modjo Tannery, Ethiopia Tannery, Kombolcha Tannery, Anbessa Shoe, Tikur Abay Shoe. The sale of shares in two additional companies, Blue Nile Ras Hotel and Senkele Lime Factory, is restricted to domestic investors only. Cost of bid documents (non-refundable): 200 Ethiopian birrs or the equivalent in U.S. dollars (1 birr = US\$0.12). Bidders must submit a bid bond in accordance with the instructions to bidders. Closing date: March 8, 2001. Contact IBOC, fax: (613) 996-2635, e-mail: [eleads@dfait-maeci.gc.ca](mailto:eleads@dfait-maeci.gc.ca) quoting case no.001212-04959. For details: [www.iboc.gc.ca/webleads.asp?id=1409en](http://www.iboc.gc.ca/webleads.asp?id=1409en)

**SINGAPORE — Automated airport people-mover system —** Notice received from the Canadian High Commission in Singapore. The Civil Aviation Authority of Singapore (CAAS) has issued a tender for the design, supply, installation, testing, commissioning, operation and maintenance of a new automated people-mover system at Singapore Changi Airport. The tender is covered under the World Trade Organization GPA. To be eligible, tenderers must possess relevant proven experience in the design and installation of automated people-mover systems in international airports and must be registered

with the BCA under head reference MEOS — Electrical Engineering or ME11 — Mechanical Engineering (financial grade L6, above S\$10 million). Cost of bid documents (non-refundable): S\$200.00 (\$176.85). Closing date: March 13, 2001. Contact IBOC, fax: (613) 996-2635, e-mail: [eleads@dfait-maeci.gc.ca](mailto:eleads@dfait-maeci.gc.ca) quoting case no.001201-04787. For details: [www.iboc.gc.ca/webleads.asp?id=1368en](http://www.iboc.gc.ca/webleads.asp?id=1368en)

**BOSNIA AND HERZEGOVINA — Investment in furniture manufacturing plant —** Notice received from the Canadian Embassy in Sarajevo, Bosnia and Herzegovina. The Cantonal Agency for Privatization (Tender Commission), Canton Sarajevo, has issued a tender for the sale of state-owned shares in a joint-stock company, Standard Sarajevo, the largest manufacturer of household and office furniture in Bosnia and Herzegovina. Bid documents can be obtained by writing to the Tender Commission. All applicants must disclose the party for whom they are acting and attach precisely defined authorization. Tenderers may not contact the enterprise directly but the Tender Commission can arrange site visits if a confidentiality agreement is signed first. Closing date: March 18, 2001. Contact IBOC, fax: (613) 996-2635, e-mail: [eleads@dfait-maeci.gc.ca](mailto:eleads@dfait-maeci.gc.ca) quoting case no. 001220-05080. For details: [www.iboc.gc.ca/webleads.asp?id=1470en](http://www.iboc.gc.ca/webleads.asp?id=1470en) For more information: [www.apf.com.ba](http://www.apf.com.ba) \*

IBOC trade opportunities — find out more at [www.iboc.gc.ca](http://www.iboc.gc.ca)



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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](http://www.iboc.gc.ca) (particularly our E-Leads® and Web-Leads®).