

# Good sales prospects from around the world

**ALGERIA**--A tender with a bid closing date of February 28 has been announced by Sonelgaz for the supply, on-site manufacturing, testing and start-up of 22 generating sets for electrification use in isolated areas. Post can obtain and forward documents, at a cost of \$200, to interested Canadian companies. Contact D.J. Kane, First Secretary (Commercial), Canadian Embassy, Hydra, Algeria. Telex: (Destination code 408) 66043. Answerback: (66043 CANAD DZ).

**BRITAIN**--A company here that is well established in the manufacture, supply and installation of curtain walling and windows for the commercial sector of the construction industry is expanding its range of activities. The firm is looking for Canadian suppliers of products in the architectural aluminum/glass and glazing sector that are suitable for marketing to the UK construction industry. The company will also consider entering into joint ventures or licensing arrangements as alternatives to distributorship. Contact G.H. Goodrum, Marketing Director, Pearce and Cutler Aluminium Systems Ltd., 192-200 Deykin Avenue, Witton, Birmingham, B6 7BH. Tel: 021-328 5700. Telex: 335140. Glasal. Fax: 021-328 3389. (Telex dated 12Dec88).

**ETHIOPIA**--The Water Resources Development Authority here is seeking prequalification submissions for work on a drainage project in Amibara. Financing for the project, whose start-up is set for November, 1989, is through loans from the African Development Fund and the

Ethiopian Government. Part of the funding will go toward the construction of various civil works on 4740 hectares of existing farmland. Included will be the: production and installation of subsurface drainage pipes; construction of additional open drains; deepening and enlarging of existing drains; building of new drainage structures and the modifying of existing irrigation structures. Bid closing date is February 28, 1989. Interested and eligible contractors from African Development Fund member countries and participant states should apply for prequalification by submitting a brief history of their firm; an outline of similar works conducted by the firm; a brief description of the firm's capabilities in personnel and equipment (which could be deployed at the project); and the financial position of the firm. Send documents, in a sealed envelope marked Amibara Project 1, Prequalification of Contractors, to: Water Resources Development Authority, P.O. Box 5673, Addis Ababa, Ethiopia. Telex: AWAPRO 21134. Copies of correspondence should be forwarded to the Canadian Embassy in Addis Ababa, which can also provide follow-up and assistance. Telex: 21053 (DOMCAN ADDIS).

**HUNGARY**--With a bid closing date of February 23, the Hungarian Electricity Trust has issued a tender for equipment for a World Bank-financed power plant project. Required are: 14 electric motor-driven hydraulic press tools, with pressing force on insert surface maximum

240 KN; combustion engine-driven hydraulic press tools, five with pressing force on insert surface maximum 300 KN and 16 with pressing force on insert surface maximum 700 KN; one universal, double-column hydraulic press, complete with bond winder, bond feeder and strip feeder, to be applied indoors for cutting, punching, bending, and drawing of aluminum, steel and thermoset; two hand-operated, single-phase wire markers, for marking such materials as PVC, polyethylene, polypropylene, both indoors and outdoors; and one automatic wire cutter and denuder suitable for cutting solid and stranded conductors and for removing insulation. Bids will be accepted for any or all items, but not for quantities less than specified. Tender documents are available upon payment of US \$260 (non-refundable) in favour of ERBE, account no. 209-06245, National Bank of Hungary. For further details, contact the Canadian Embassy, Budapest. Telex: (Destination code 61) 224558 (CDA H). (CDA H).

**SAUDI ARABIA**--The PPT Ministry of the Saudi Telecommunications Department has issued a tender (No. 409055) for the operation and maintenance of a co-axial cable network. Tender documents cost SR30,000 and bid closing date is March 6, 1989. The PPT has also issued a tender (No. 409053) for the operation and maintenance of a microwave network. Documents cost SR50,000 and bid closing date is March 27, 1989. Documents may be obtained from the Canadian Embassy, Riyadh. Telex: (Destination code 495) 404893. Answerback: (DOMCAN SJ).

**TURKEY**--The State Railways Administration (TCDD) has issued a tender, bid closing date February 21, for the supply of lightweight rail cars for mainline passenger service. The quantities are to be either 30 single units or 15 double units that are controllable from both cab ends. Specifications are: 1435 mm rail gauge; 13.5 tons maximum axle pressure; 200 m minimum curve radius (on mainlines); 90 m minimum curve radius (on station lines); 2.5 per cent maximum gradient; 2000 m maximum altitude; and a UIC 505-1 loading gauge. Other specifications: 120 km/hr maximum speed; 1A plus A1 axle arrangement; diesel-hydraulic power transmission; 920 mm wheel diameter; total passenger capacity of 50-55 persons; 2 plus 2 seat configuration; water-cooled diesel engine is to be two each by four cycle. Spare parts are to be provided at the rate of 10 per cent. Bid bond is 2.5 per cent and performance bond is 10 per cent. Payment is through irrevocable Islamic Development Bank letter of credit. Bid documents, costing \$70, can be obtained by the Canadian Embassy and forwarded, at a cost of \$40, to interested Canadian companies. Contact the Canadian Embassy, Ankara. Telex: (Destination code 607) 42369. Answerback: (42369 DCAN TR).

**TURKEY**--With a bid closing date of March 1, 1989, the Turkish Cement and Ceramic Industries Corporation has issued a tender for the supply of a cement factory precalcination system. The project will require the redesign of the preheating, dry system rotary kiln of the Alapasa (Edirne) cement factory to a capacity of 3500 tons per day by recalcination, and with a capacity of 3500 tons of clinker a day. Materials are to be imported from foreign markets and manufactured (to a minimum of 75 per cent) in Turkey. Location, manufacturing and assembly drawings are also to be delivered to the project. The following systems are to be redesigned to increase their capacity: the raw material feeding, milling unit-

## International pipeline to potential profits

From the Canadian Embassy in Washington comes a list of new projects currently under consideration for World Bank funding. Canadian companies will be eligible to bid on all projects which receive World Bank funding approval.

**Benin**--An agricultural services/livestock project to improve the capability of rural development in agricultural sector planning strategy, policy formulation and project analysis. Loan: \$5 million. (Executing agency: to be determined.)

**Cyprus**--Increase of power-generating capacity through construction of a coal-fired plant at Vasilikos. Project to include environmental impact studies and technical assistance. Loan: \$40 million (total project cost approximately \$258 million). (Executing agency: Electricity Authority of Cyprus, Nicosia, Cyprus. Telex: 836-2432.)

**Dominican Republic**--1) Expansion of water supply system in Santiago and several other medium-size towns. Project is to include metering program and technical assistance. Loan \$25 million. (Executing agency: INAPA/CORAASAN, Apartado Postal 1503, Calle Guarocuya, Edificio Inapa, Centro Comercial el Millon, Santo Domingo.) 2) A five-year road rehabilitation plan to include equipment, technical assistance and training. Loan: \$12 million. (Executing agency: Ministry of Public Works, Pedro Enrique Urena No. 127, Santo Domingo, Republica Dominicana.)

**Hungary**--Modernization of the financial system to improve the country's ability to mobilize and allocate its resources. Loan: \$50 million. (Executing agency: to be determined.)

**Lesotho**--To extend APEX line of credit to eligible financial intermediaries for on-lending to industry and agro-industry. Loan: \$9.5 million (co-financing required). (Executing agency: Ministry of Finance, P.O. Box MS 395,

Maseru, Lesotho. Telex: (990) 4367.)

**Mozambique**--1) Rehabilitation of industrial sector including provision of technical assistance. Loan: \$20 million (co-financing required). (Executing agency: Ministry of Finance, Edificio Antigo Fazenda, Maputo, Mozambique. Telex: (946) 6569. 2) To provide support for government's ongoing effort to develop and strengthen small and medium-size enterprise. Loan: \$20 million (co-financing required). (Executing agency: Secretariat for Food and Light Industry, Maputo, Mozambique, tel: 24659-20302.)

**Niger**--Program to improve financial and economic planning and management capability of government to support adjustment program and to improve long-term growth. Loan: \$15 million. (Executing agency: Ministry of Plan, B.P. 862, Nidmey, Niger, tel: 72-36-17.)

**Nigeria**--To assist in initial stages of new national population program comprised of family planning, public information, health education, school programs, and integration of population considerations into planning. Loan: \$50 million. (Executing agency: Ministry of Health in collaboration with four federal agencies and selected state and local governments. Ministry of Health, Lagos, Nigeria, tel: 681990.)

New clients should contact the Export Finance and Capital Projects Division of External Affairs (tel: 613-996-0705), or Info Export (toll free: 1-800-267-8376; local calls: 993-6435). To pursue the project directly, contact the Trade Commissioner of the country involved (telex number is available from Info Export).

Information on World Bank projects is available from Richard Roy, Canadian Liaison Officer for the World Bank, 2450 Massachusetts Ave., N.W., Washington, D.C. 20008-2881. Tel: (202) 483-5505. Telex: 0089664 (DOMCAN A WSH). Fax: (202) 293-2009.