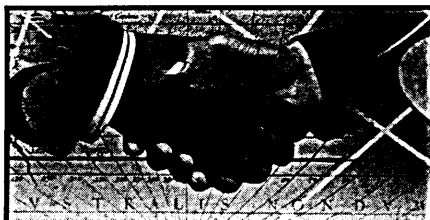


International Business Opportunities Centre

ZAMBIA — Concession of the Operations and Assets of Zambia Railways Ltd. — The Zambia Privatization Agency (ZPA) invites bids for a long-term concession of part or all of the operations of Zambia Railways Limited (ZRL). This involves upgrades to the track (1,273 km), locomotives and wagons. Cost of bid documents: US\$5,000. Closing date: December 7, 2001. For more information, contact Chief Executive, Zambia Privatization Agency (ZPA), Privatization House, Nasser Road, P.O. Box 30819, Lusaka, Zambia, tel.: (011-260-1) 222-858/220-177, fax: (011-260-1) 225-270, e-mail: zpa@zpa.org.zm and Benoit Gauthier, Commercial Officer, Canadian High Commission, Lusaka, fax: (011-260-1) 254-176, e-mail:

benoit.gauthier@dfait-maeci.gc.ca quoting case no. 010716-03430. (Notice received from the Canadian High Commission in Lusaka.)

KAZAKHSTAN — Supply and Assembly of New Diesel Locomotives/Components — On behalf of Kazakhstan Railways (KTZ), the Republican State Enterprise (RSE) invites sealed bids for (a) the supply of new diesel locomotives and components, and (b) the development of a local manufacturing and assembly capability. Between 130 and 150 locomotives will be required during the next 6 to 8 years. Technical requirements specifications will be provided. Bidders must have satisfactorily completed similar projects and be certified ISO 9001-2000 or equivalent. All documentation, including tenders and correspondence, must be submitted in both English and Russian. Cost of tender: US\$150. Bid security: US\$200,000. Closing date: December 7, 2001. For bid documents, contact The Republican State Enterprise RSE Kazakhstan Temir Zholy, 98 Pobeda Ave., Astana, 470311, Kazakhstan, RNN 620300002920, Beneficiary's code: 16, account no. 0250053029, CJSC Citibank Kazakhstan, Swift code: CITIKZKA, corresponding account: 36025525, Citibank New York, Swift code: CITIUS33. For more information, contact Ada Terechshenko, Commercial Officer, Canadian Embassy, Almaty, fax: (011-7-3272) 58-24-93, e-mail: ada.terechshenko@dfait-maeci.gc.ca quoting case no. 010810-03787. (Notice received from the Canadian Embassy in Almaty.) ★
IBOC trade opportunities — find out more at www.iboc.gc.ca



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®).

Team Canada West

— Continued from page 7

Canadian companies are well placed to take advantage of opportunities in this expanding market.

For more information, contact Brantley Haigh, Business Development Officer, Canadian Consulate General, Los Angeles, tel.: (213) 346-2761, e-mail: brantley.haigh@dfait-maeci.gc.ca

Culture and entertainment — In 2000, PricewaterhouseCoopers estimated the value of film and television shoots originating from Los Angeles was worth \$1.8 billion, an increase of over 38% from 1999. The Department of Foreign Affairs and International Trade (DFAIT) and the provinces, working with Telefilm Canada, are the key government agencies promoting Canadian films in international markets. DFAIT will be supporting Canadian filmmakers at National Association of Television Program Executives (NATPE) to be held in New Orleans, January 21–24, 2002. For more information, contact Roz Wolfe, Media and Cultural Industries Officer, Canadian Consulate General, Los Angeles, tel.: (213) 346-2777, e-mail: roz.wolfe@dfait-maeci.gc.ca

The California market for the performing arts, especially for younger audiences, has shown a strong interest in Canadian products. As a result, Canadian performers have been included in showcases held for bookers in the state for the past fifteen years.

For more information, contact Pam Johnson, Cultural Affairs Officer, Canadian Consulate General, Los Angeles, tel.: (213) 346-2773, e-mail: pam.johnson@dfait-maeci.gc.ca ★

(For the unabridged version, see www.infoexport.gc.ca/canadexport and click on "The U.S. Connection".)