

## \* \* \* ENGINEERING PROJECTS \* \* \*

*This paper cancels T.C.S./O.I. 58-37 dated 8 September 58*

1. The need for guidance relative to the promotion of opportunities abroad for consulting engineering and construction firms is evident. Many Trade Commissioners are increasingly receiving direct requests for assistance from Canadian engineering firms in the consulting engineering and construction fields. Firms new to export trade are making themselves known to our offices abroad. An increasing number of requests is being received for reports on overseas engineering projects. This situation has led to the development of the check-list hereunder, which has been arranged so that details can be readily published in Foreign Trade if it is so recommended by the Trade Commissioner.

2. The list is intended as a check for completeness and to serve as a reminder to obtain whatever information may be lacking when the project is first reported. It is not expected that a detailed report will need to be prepared in each instance as most of the information will be included in tender documents and other descriptive material obtained from the project originators. However, itemized reports will be useful whenever it is possible to prepare them.

**Check List of Information to be Supplied on Foreign Engineering Projects:**

It would be helpful to consider each project in the light of the following points:

- (a) Names and addresses of architects, engineers and owners.
- (b) Date tenders are due.
- (c) A brief description of the job.
- (d) Accurate location of job.
- (e) Estimated cost of job.
- (f) Whether tenders are open or invited. Open tenders are those open to any contractor who cares to obtain a set of plans and specifications and submit a bid. Generally all government projects are open tenders. Invited tenders are those where the owner or architect invites bids from certain reputable builders, who are well known to them, usually five to six. Where tenders are open there are no problems for Canadian builders other than straight price competition. Where tenders are invited an effort must be made to have a selection of Canadian firms included.
- (g) Details of financing arrangements.
- (h) A list of firms which have taken out plans and specifications or which are likely to be competing.
- (i) At some time after the due date for tenders, the prices bid by various firms should be reported so that Canadian industry can see whether the prices compare favourably.