

## IBOC: Trade leads

### EGYPT — Courses for Secondary Training School Curriculum —

The Ministry of Education is upgrading its technical secondary school curriculum and is inviting tenders (project reference B/F/EGY/EDU/89/16/Training-4) for the supply of training courses in the following four specializations: 1) Automotive (engines, electronic injection systems, transmission units etc.); 2) Electric equipment (generators, transmission line networks, machinery etc.); 3) Electronics (control systems, computer hardware/software, communication and network equipment, industrial electronics, instrumentation etc.); 4) Refrigeration and air-conditioning (equipment and methodologies). Cost

of bid documents (non-refundable): E£500. Bid bond: not less than 2% of total bid value. Closing date: **May 7, 2002**. For more information, contact Dr. Tarek Abdel Meguid, Commercial Officer, Canadian Embassy, Cairo, tel.: **(011-20-2) 794-3110 ext. 3352**, fax: **(011-20-2) 794-7659**, e-mail: [tarek.meguid@dfait-maeci.gc.ca](mailto:tarek.meguid@dfait-maeci.gc.ca) (Notice received from the Canadian Embassy in Cairo.)

### DOMINICAN REPUBLIC — Urban Planning and Landscaping of the Santiago Metropolitan Park —

The Ministry of Environment has issued an open invitation to tender to urban planning and landscaping companies for the creation of the 48-hectare Santiago Metropolitan Park in Santiago, the Dominican Republic's second-largest city. Foreign companies may bid but they must be associated with individuals or companies authorized to work in the DR. Cost of bid documents: RD\$1,000. Closing date: **May 30, 2002**. For more information, contact Janys Grullon, Secretaria de Medioambiente, Av. Tiradentes, Edif. La Cumbre, 10th floor, Santo Domingo, Dominican Republic, tel.: **(1-809) 567-4300 ext. 256**. Also contact Elizabeth Junco, Commercial Officer, Canadian Embassy, Santo Domingo, fax: **(1-809) 682-2691**, e-mail: [elizabeth.junco@dfait-maeci.gc.ca](mailto:elizabeth.junco@dfait-maeci.gc.ca) quoting case no. **020320-01243**. (Notice received from the Canadian Embassy in Santo Domingo.)

**THAILAND — TOU Meter** — The Metropolitan Electricity Authority (MEA) has issued a public tender (bid no. MP5-8950-WBX) for TOU meters. Cost of bid documents (including courier): US\$35. Closing date: **May 23, 2002**. For bid documents, contact MEA, Wat Liab District office,



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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®).

Building No.4 ground floor, 121 Chakpetch Road, Bangkok 10200, Thailand. For more information, contact Pradit Suveeranont, Director, Metropolitan Electricity Authority, Purchases & Stores Department, 121 Chakpetch Road, Bangkok, Thailand 10200, tel.: **(011-66-2) 221-2841**, fax: **(011-66-2) 225-9990**, e-mail: [suporn@mea.or.th](mailto:suporn@mea.or.th) Web site: [www.mea.or.th](http://www.mea.or.th) Also contact Veena Ngaocharoenchitr, Commercial Officer, Canadian Embassy, Bangkok, fax: **(011-66-2) 636-0568**, e-mail: [veena.ngaocharoenchitr@dfait-maeci.gc.ca](mailto:veena.ngaocharoenchitr@dfait-maeci.gc.ca) quoting case no. **020314-01160**. (Notice received from the Canadian Embassy in Bangkok.)

IBOC opportunities: [www.iboc.gc.ca](http://www.iboc.gc.ca) ✱

## CNA, head of the class in Qatar

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### Key players

CNA, a leading provider of advanced technical training, will deliver some 2,000 person-years of educational services to Qatar. A temporary facility will be ready for students by September 2002, while a permanent campus is slated for completion the following September. Under the terms of the agreement, Qatar will provide all facilities and equipment and will outfit laboratories according to CNA specifications.

Students attending the Qatar campus will receive a technically relevant, international education that prepares them for active participation in both the local and global economies. Enrollment is expected to grow from 300 — to over 3,000 — over the course of ten years. A broad range of three-year technical programs will be offered and diplomas will be granted by CNA.

"The new institution will be a unique blend of Canadian components and courses, and local Qatari culture," says CBIE President James Fox.

CBIE is a national not-for-profit educational association comprising some 200 school boards, colleges and universities. It is involved in both aid-supported and trade-related educational projects around the world: aid support comes largely from the Canadian International Development Agency (CIDA), while DFAIT's missions abroad and its Program for Export Market Development (PEMD) provide support for CBIE's trade initiatives.

### CBIE gets an "A" for achievement

Although the partnership in Qatar marks the first time that CBIE has exported an entire college system, its export history goes back 25 years — with projects in Lebanon, Egypt, Libya, Iran, Kuwait, the U.A.E., Uzbekistan and Nigeria.

The Qatar partnership was the result of two years of effort by CBIE — benefiting from DFAIT support and PEMD funding — that included a regional marketing strategy directed at the ministry of education and senior officials in Qatar, especially the Emir's office.

CBIE's Fox helped the Qatari government select the Canadian college that would best meet cost and program requirements: "CNA is an excellent choice because it is well-established with 18 campuses throughout Newfoundland and Labrador, and because it can



Signing ceremony of the MOU between CBIE, CNA and Qatar, at Wajba Palace in Qatar, on June 3, 2001 (signing from left to right): CNA President Pamela Walsh; Sheikh Abdullah Bin Mohamed Bin Saud Al-Thani, Chief of Emiri Diwan; and CBIE President James Fox. Standing (left to right): Dr. Mohamad Saleh Abdulla Al-Sada, Director Technical, Qatar Petroleum; and Canada's former Secretary of State (Amateur Sport) Denis Coderre, now Minister of Citizenship and Immigration.

deliver high-quality business-related training, technical services and programs in the oil and gas industry — at the right price."

A highly profitable visit to Canada by the very enthusiastic Sheikhha Mozah bint Nasser al Misnad, the Consort of the Emir of Qatar — as well as subsequent visits to Canada by Qatari officials to choose the winning institution — were instrumental in directing this project towards Canada and confirmed the wisdom of the choice.

### Teamwork

Led by the Minister of Youth Services and Post-Secondary Education, Sandra C. Kelly, the province gave the touring Qatari delegation the red carpet treatment — including the irresistible Newfoundland hospitality — in support of the response spearheaded by CNA President Pamela Walsh to this exciting challenge. Minister Kelly demonstrated the strong commitment of the Newfoundland and Labrador government to the project through her later participation in the contract signing ceremony in Qatar.

Fox praised Sheikhha Mozah as the force behind the agreement. "The project was really based on her guidance and her vision of bringing the best in international education to Qatar.

"Furthermore" he adds, "the Canadian Embassy in Kuwait was instrumental all the way. I worked closely with Ambassador Richard Mann, who introduced us to officials in Doha some three years ago, and I also found the advice provided by Doug Bingeman and Ibtissam Hajj in the commercial section truly helpful."

### Continuing education

Under the terms of the Qatar contract — the biggest education partnership deal ever initiated by Canada — CBIE will provide advisory and quality assurance

services to Qatar and will support CNA to ensure project success.

CNA President Pamela Walsh believes the deal could open other doors for the province, as well as for the rest of Canada: "Given that Newfoundland and Labrador, like Qatar some years ago, has a burgeoning oil and gas industry, I see CNA's relationship with Qatar as a foundation for other partnerships."

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Editor-in-Chief:  
**Suzanne Lalonde-Gaëtan**  
Managing Editor: **Louis Kovacs**  
Layout: **Yen Le**  
Circulation: **60,000**  
Telephone: **(613) 992-7114**  
Fax: **(613) 992-5791**  
E-mail: [canad.export@dfait-maeci.gc.ca](mailto:canad.export@dfait-maeci.gc.ca)  
Web site:  
[www.infoexport.gc.ca/canadexport](http://www.infoexport.gc.ca/canadexport)

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CanadExport (BCS)  
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