

Good sales prospects from around the world

BRITAIN--A U.K. industrial equipment marketing company seeks Canadian manufacturers interested in the sale and distribution of their products in the U.K. Types of products sought are innovative and well-designed items of construction equipment, transport equipment, process equipment, manufacturing machines or tools. Also being offered to Canadian suppliers is a marketing information service on industrial products that provides data on the U.K. market and information on customs procedures. There is a price for this service that is geared primarily to small and medium-size firms. Interested companies should contact Mr. F.M.N. Cobb, of Cobb Marketing, 57 Lower Swaines, Epping, Essex, CM16 5ES, England. Tel: (0378) 74162. (Notice dated 16 Dec. 1988).

GERMAN DEMOCRATIC REPUBLIC--An agency here seeks Canadian manufacturers of glassine paper. Product specifications are: glazed white, bleached with blocking groove 40 g/sqm; bleached white, 40 g/sqm; bleached white, 30 g/sqm; light roll width, 7 cm; roll burr shift, maximum 2 mm; transparency at least 83 per cent; lengthwise absolute tensile strength, at least 24.5 N; humidity level, at least 10 per cent; absolute breaking load resistance, at least 0.5 kg/sqm; rolls are to be uniformly hard, sound-coiled and free of gluing. There should be no edge damage, no gluey points, no bends and no welts. Stacking is to be on pallets to prevent slipping. Impurities are measured as follows: 0.1 to 0.5 sq mm equals 10; 0.5 to 1.0 sq mm equals 3; and over 1.0 sq mm equals 0. Interested firms should supply product details, prices and company brochure to Norbert Flickm, Director, Transinter, Direktionsbereich Grundstoffe, Syringeweg 21, Berlin 1055. Telex: 112371; 112372; 113084. (Telex dated 23 January 1989).

GREECE--The Hellenic Telecommunications Organization (OTE) has issued a tender, bid deadline April 17, 1989, for the supply and installation of a submarine cable network. Required are: the supply of approximately 370 km of submarine optical cable (together with joints, digital terminal equipment, instruments, tools and accessories); the provision of equipment for a vessel that will be used to lay and maintain the submarine cable network; the installation, adjustment and commissioning of the network; the training of OTE's technical personnel; and the supply of literature and any other materials and/or services related to the network. Technical documents, to be available by the end of February and costing 32,000 drachmae, can be obtained by the post and forwarded, at a cost of Cdn\$55-\$60, to interested companies. Contact the Canadian Embassy, Athens. Telex: (Destination code 601) 215584. Answerback: (215584 DOM GR).

HUNGARY--Under a World Bank-financed telecommunications project, Elektroimpex, the Hungarian foreign trading company for telecommunications and precision goods, has announced a two-part tender for the supply of jelly-filled local telephone cables with copper conductor and foam-skin polyethylene insulation, in lengths varying from 5 to 240 kms. Part one specifies cables 0.4 mm in diameter and part two, cables 0.8 mm in diameter. Bids--closing date is March 20, 1989--may be made on either part, but must include all cables in the part bid upon or the bid will be disqualified. Tender documents are available on payment of US\$120 (non-refundable), remitted through the National Bank of Hungary to Elektroimpex, (account no. 202-10782). Note: *Elektroimpex has announced that it will not mail tenders. Canadian companies interested in bidding on the tender are advised to request documents through the Canadian Embassy, Budapest.* Telex: (Destination code 61) 224558. Answerback: (224558 CDA H).

NIGERIA--A joint venture project between Mobil and the Nigerian National Petroleum Corporation, OSO Condensates Project, requires the following range of goods and services: platforms (production, gas injection, living quarters, wellhead, flare, risers); facilities (single separation train producing 100 MBPD stabilised condensate and gas injection of 535 MMSCED into OSO field/compressor discharge of 5500 PSI); pipelines (118 miles subsea 10-40 inch, two shore approaches, three pipeline crossings); storage (3 x 670 MBBL condensate storage tanks, 1 x 500 MBBL crude storage tank, yard piping); loading (new SPM-CALM) and buildings (living quarters, central buildings, switchgear and MCC buildings, storage and repair shop). Canadian companies interested in supplying such goods and services are advised to contact each of the potential contractors (with copies to Mobil), outlining expertise, experience and interest in the project. Addresses appear below). In terms of project financing, the World Bank has indicated a willingness to finance up to 60 per cent of the NNCP project. For the remaining 40 per cent, the prime contractors (and their subsidiaries) will be asked to indicate financing available for what will be approximately US\$ 200-US\$300 million. In terms of the timing of the project, the front-end engineering and preparation of the bid package for facilities contract are complete, with the bid package sent to five prequalified contractors on December 30, 1988, bids to be returned by March 30, 1989. The contract award is expected by mid '89, with procurement to begin by the end of '89 or early '90, and construction to begin by the end of '90, with project start-up by the fall of '91. Contacts are: R.A. Kyle, Director, Marketing and Business Development, Bechtel Ltd., 245 Hammersmith Road, London W6 3DP, England, U.K.; R. T. Gilchrist, Sales Manager, John Brown Engineers and Constructors Ltd., 20 Eastbourne Terrace, London W2 6LE, England; Engineer A. Berti/Omar, Snamprogetti S.P.A., 20097 San Donato Milanese, Milano, Italy; F.M. Thomason, Project Director, McDermott Offshore Services Inc., P.O. Box 188, Morgan City, Louisiana 70361, USA. Dr. J.B. Weidler, Senior Vice President, Marine Business Development, Brown Root International Inc., 4100 Clinton Drive, Houston, Texas 77001, U.S.A.; OSO Development Project, c/o Fluor Daniel Inc., One Fluor Drive, Sugarland, Texas 77478, U.S.A. Telex: 798 984. Mobil OSO ELN: 72886595. Mobil Project Task Force, D.E. Krchn, Senior Manager of Projects.; and Gerd Kubica, Venture Manager, Mobil Producing Nigeria, Bokshop House, 50-52 Broad Street, PMB 12054, Lagos, Nigeria. Correspondence for Nigeria should be sent by courier or via the Canadian Embassy, Lagos. Telex: (Destination code 905) 21275. Answerback: (21275 DOMCANNG). (Telex dated 18 January 1989).

SWEDEN--Two procurements under the General Agreement on Tariffs and Trade (GATT) have been announced by organizations here. In one, the Defence Material Administration of Sweden will purchase 500,000 NBC plastic overalls (250,000 to be delivered not later than April 1, 1990; the remaining 250,000 to be delivered not later than April 1, 1991). Companies interested in tendering may give their names and addresses--as soon as possible and quoting reference number 1989.02.20--to Defence Material Administration, Purchase Directorate, Inkop A/Jut, S-115 88 Stockholm. Phone Stefan Langner (Int plus 87 82 57 04). For questions about quality, phone Sone Thoren (Int plus 87 82 55 05). Telefax: (Int plus 87 83 78 69). The second tender, issued by the Swedish National Police, is for the procurement of 9,300 (Alt 8,500) jackets for winter use. Companies inter-

ested in tendering should telex (19872 RPS ST 5) or telefax (08-50-29-16)---before February 10, 1989; or they may apply in writing to Rikspolisstyrelsen, Ekonomibyran, Inkpssektionen, Box 12256, 102 26 Stockholm. Tender must be delivered, by March 20, 1989, to Rikspolisstyrelsen, Registratorskontoret, Box 12256, 102 26 Stockholm..

TURKEY--This country's Ministry of Transport, General Directorate of Railways, Harbours and Airports has issued a tender, bid closing date March 7, 1989, for 16 sets of rudder propeller systems. Each of the systems shall consist of a diesel engine, a disengaging coupling, transmission elements, rotation arrangements (to perform stopping), manoeuvring system (for ahead and astern), revolution reductive unit, horizontal and vertical shafts, propellers and parts (to maintain the actuation and control of the system). Two propulsion systems will be mounted on each split barge. The diesel engine will have a minimum 300 BHP (SAE), 1800 rpm and a minimum six cylinders (direct injection type). Controlled by an hydraulic arrangement from the bridge, the vertical shaft will be able to rotate 360 degrees (to perform the steering of the vessel). Propellers will be of aluminum-bronze and the vertical shaft carrying the propeller must be able to move vertically in the range of 70 cm. Also required are a bid bond of three per cent and a performance bond of 10 per cent. Bidding open to member countries of the International Bank for Reconstruction and Development. Bid specifications/documents, costing \$120, can be obtained by the post and couriered, at a cost of \$70, to interested Canadian companies. Contact the Canadian Embassy, Ankara. Telex: (Destination code 607) 42369. Answerback: (42369 DCAN TR).

TURKEY--The Ministry of Transport, General Directorate of Railways, Harbours and Airports has also issued a tender, bid closing date March 7, 1989, for main engines, and reduction and manoeuvring equipment for use on tugboats. Bidding is open to member countries of the International Bank for Reconstruction and Development. Required are a bid bond of three per cent and a performance bond of 10 per cent. Complete specifications/bid documents, costing \$120, may be obtained by the post and forwarded, at a cost of \$70, to interested bidders. Contact the Canadian Embassy, Ankara. Telex: (Destination code 607) 42369. Answerback: (42369 DCAN TR).

TURKEY--The Turkish Electricity Authority (TEK) has issued a tender, bid closing date March 2, 1989, for the supply of overhead line hardware. Required are: 160 PCS station post insulators; 57 PCS string insulators; 66 PCS insulator suspension sets; and 333 PCS insulator tension sets. These materials will be used on high-tension power transmission lines in conjunction with 3 x 954 and 2 x 954 KCMIL 954 ACSR cardinal conductor bundles. A 3 per cent bid bond is required for this World Bank financed project. Bid documents, costing approximately Cdn\$195, can be obtained by the post and forwarded, at a cost of Cdn\$70-\$80, to interested companies. Contact the Canadian Embassy, Ankara. Telex: (Destination code 607) 42369. Answerback: (42369 DCAN TR).

TURKEY--With a bid closing date expected to be set around mid-April, 1989, the State Railways Administration (TCDD) is issuing a tender for 40 luxurious rail coaches. Specifications: 2 units will be sleeper coaches with a travelling speed of 160-200 kms/hour and equipped with telecommunications systems and air-conditioning; each sleeper will have 10 compartments,