

## IBOC trade leads

**MALDIVES** — The Government of the Republic of Maldives seeks interested parties for the establishment of a dual carriage four-lane bridge on "build, operate and transfer" terms. The bridge links the capital Malé with Malé International Airport on Hulhule Island which is connected by a causeway to the new developed settlement of Hulhumalé.

In 2003, the Malé International Airport handled 1,271,997 passengers. The distance between the islands of Malé and Hulhule at the proposed linkage sites is approximately 1,000 metres.

Firms or consortia with a proven track record and financial capability are eligible to submit an expression of interest. At the bidding stage, potential investors and joint venture partners

must submit a proposed design with construction details and drawings of the bridge, a full environmental impact assessment and a financial feasibility with proposed toll charges and collection methods. The closing date is June 30, 2004.

**For more information**, contact Mohamed Shafeed Mahmood, Ministry of Transport and Civil Aviation, Government of the Republic of Maldives, tel.: (011-960) 77-26-62, fax: (011-960) 32-39-94, e-mail: bridgeinfo@transport.gov.mv, and Shyama Suraweera, Commercial Assistant, Canadian High Commission in Sri Lanka, fax: (011-94-1) 68-70-49, e-mail: shyama.suraweera@dfait-maeci.gc.ca. Quote case number 040401-01625.

**UZBEKISTAN** — The Republic of Uzbekistan announced a public tender for the sale of 33% of the shares of Uzmetchinbat (Uzbek metal combine), a state joint-stock company in the Tashkent Region.

Uzmetchinbat produces steel bearings and rolled iron, has been in operation since 1944 and is the only metallurgy factory in the Republic of Uzbekistan. Over one million shares of common stock are being offered and the bidding starts at approximately \$68 million. A tender package, which includes tender rules, a bid form and draft share purchase agreement, can be purchased. The closing date is June 28, 2004.

**For more information**, contact Ulugbek Vahabov, Uzbekistan's Case-By-Case Privatization Bureau, tel.: (011-998-71) 139-2251, fax: (011-998-71) 139-2279, e-mail: ccpbuz@mail.tps.uz, and copy Julia Drew-Watt, Third Secretary (Commercial) and Trade

Commissioner, Canadian Embassy in Moscow, fax: (011-7-095) 105-6051, e-mail: julia.drew-watt@dfait-maeci.gc.ca. Quote case number 040406-01695.

### Get connected to international business opportunities!

To get trade leads in your sector from the International Opportunities Business Centre (IBOC), register for the Virtual Trade Commissioner at [www.infoexport.gc.ca](http://www.infoexport.gc.ca)—the only way to learn about IBOC's e-leads.

Also, go to IBOC's Web site at [www.iboc.gc.ca](http://www.iboc.gc.ca) and click on "Success Stories" to read about how IBOC has matched Canadian companies with foreign buyers.

**UZBEKISTAN** — The Republic of Uzbekistan is modernizing its railway and invites eligible companies to bid on a design-build tender for related telecommunications equipment.

Bidding documents may be purchased by submitting a written application and upon payment of a non-refundable fee of \$400, in addition to bank charges. The document will be sent by courier, if requested, at an additional cost of \$80. The closing date is August 3, 2004.

**For more information**, contact I.M. Usmanov, Asian Development Bank Project Implementation Unit, tel.: (011-998-71) 138-8573/8529, fax: (011-998-71) 133-4179, and copy Julia Drew-Watt, Third Secretary (Commercial) and Trade Commissioner, Canadian Embassy in Moscow, fax: (011-7-095) 105-6051, e-mail: julia.drew-watt@dfait-maeci.gc.ca. Quote case number 040406-01700. ✪

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## VIRTUAL TRADE COMMISSIONER PERSONALIZED INFORMATION AND SERVICES

### If you're ready to export, you're ready for the Virtual Trade Commissioner.

If you are a Canadian company that has researched and selected its target markets, you are ready for the Virtual Trade Commissioner. It's that simple. And now we've made registering and accessing on-line assistance even simpler.

Not sure how to configure your personalized Web page? Need help completing your company profile? Remember, you can contact the Trade Commissioner Service's Client Service Group. Coaching clients to get the most from their Virtual Trade Commissioner is what the Client Service Group is all about.

"We're here to respond to clients of the Trade Commissioner Service, to make their experience with the Virtual Trade Commissioner as smooth and effective as possible," says Mark Scullion, Deputy Director, Client Service Group.

### 6 Tips to Maximize Your Virtual Trade Commissioner

- When registering, provide as much detail about your company and your products or services as possible.
- Customize your Virtual Trade Commissioner to your parameters, and the frequency and notification style that works best for you.
- Don't hesitate to contact the Client Service Group for assistance!
- Check the "Weekly Sectoral News" feature, which scours over 7,000 on-line news sources to bring you timely articles targeted to your sector and markets.
- Check in regularly with your Virtual Trade Commissioner to view new content and business opportunities.
- Update your company profile. The more we know about your company and your products or services, the better we can serve you. Remember, your company information is accessed by trade officers whenever you request a service, which means you don't have to go through a song and dance routine with each new contact—your trade commissioner will already know who you are.

### Why join?

The Virtual Trade Commissioner lets you request services on-line from trade commissioners around the world; it gets you business leads, market reports, current news, trade event listings and more, all targeted to your sector and markets and all from one customized Web page. And if you need assistance, it's just a mouse click or phone call away.

The Virtual Trade Commissioner puts a world of resources at your fingertips – literally! Password-protected, private and secure, the Virtual Trade Commissioner creates an on-line workspace for you to identify and investigate trade prospects in your industry sector and target markets. Take advantage of personalized services from Canada's trade commissioners all over the globe.

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Debbie Laplante & Sandra Chartrand,  
Team Leaders for the Client Service Group



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