

## International Business Opportunities Centre

The following trade opportunities have been received by the International Business Opportunities Centre (IBOC) of the Department of Foreign Affairs and International Trade and Industry Canada. These opportunities are posted for the benefit of Canadian companies only. To obtain more information about these tenders, contact the appropriate person at IBOC, whose name appears at the end of each summary below, quoting the IBOC case number for speedier service. Canadian exporters needing assistance in preparing international bid documents may want to use the international contracts expertise and services offered by the Canadian Commercial Corporation. This Crown corporation is located at 50 O'Connor St., Suite 1100, Ottawa, ON, K1A 0S6, tel.: (613) 996-0034, fax: (613) 995-2121.

**ETHIOPIA** — The Ethiopian Privatization Agency (EPA) invites investors to submit bids for the partial or total acquisition of the following factories: the St. George Brewery and the Dire Dawa Cement Factory. Bid documents cost Birr 100 (non-refundable) each. Closing date: March 27, 1998. Contact Andrew Mess, fax: (613) 996-2635, quoting IBOC case no. 971230-02544.

**ETHIOPIA** — The Government is looking for a strategic investor or group of investors interested in buying at least 51 per cent of the shares of the Calub Gas Company, and ready and able to develop the Calub gas fields. Closing date: May 4, 1998. Contact Sean McCabe, fax: (613) 996-2635, quoting IBOC case no. 980120-02626.

### Saudi Arabia

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For more information, contact Steven Goodinson, Canadian Embassy, Riyadh, tel.: (966-1) 488-2288 ext. 3353, fax: (966-1) 488-0137; or Mr. Aly Elchehaly, Business Development Manager, Al Yamamah Steel Industries, tel.: (966-1) 477-0512, fax: (966-1) 479-1943.

**INDIA** — The West Bengal State Electricity Board (WBSEB) invites sealed bids for 1) an 11 km 400 kV, a 78 km 220 kV, and a 238 km 132 kV transmission line; 2) a 400 km 132 kV transmission line; 3) 4 nos. 220 kV sub-stations, 13 nos. 132 kV sub-stations and PLCC link through transmission lines; 4) 1 no. 400 kV sub-station, 4 nos. 220 kV sub-stations, 10 nos. 132 kV sub-stations and PLCC link through transmission

lines. Cost of tender paper is Rs. 50,000. Date of pre-bid discussion is March 5, 1998. Closing date: March 30, 1998. Contact Andrew Mess, fax: (613) 996-2635, quoting IBOC case no. 971223-02510.

Other tender calls and trade opportunities can be found on CanadExport On-line at <http://www.dfait-maeci.gc.ca/english/news/newsletr/canex>

## An American Perspective — Continued from page 2

### The dialogue continues

Since the mission, the dialogue has continued with several of the companies, and it is anticipated that business will develop. The day after the trade mission officially ended, four of the Canadian participants were guests at the American Society for Training and Development—Metro Washington D.C. Chapter's Professional Development Day.

### Important exposure as women in business

In addition to the connections made and potential business to be done between the two countries, the Canadian trade mission provided critical exposure for all the participants — beyond their nationalities

— as women in the business world.

Ms. Cohan summed it up. "The mission presents to ourselves and to the world the image of strong, dynamic, and capable women who can compete successfully in the marketplace. In so doing, it helps to destroy myths of gender inequity and to make the business environment more accepting of women who have broken out of the mold."

Houck & Associates is an Internet/ Web consulting training, Web site and distance-learning development firm based in Alexandria, Virginia, tel.: (703) 823-5824; fax: (703) 823-2240; e-mail: [houck@houckassociates.com](mailto:houck@houckassociates.com)