

**T**he International Business Opportunities Centre (IBOC) provides a matching service — connecting foreign buyers with Canadian companies. The Centre provides timely, relevant and targeted business leads from the desks of foreign buyers to the doorsteps of Canadian companies.

The following lists some of the Centre's current trade opportunities — for a wider selection, visit the Internet site at [www.iboc.gc.ca/eleads](http://www.iboc.gc.ca/eleads)

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 Street, Suite 1100, Ottawa, ON K1A 0S6, tel.: (613) 996-0034, fax: (613) 995-2121.

**IRELAND — Uniforms** — (Notice received from the Canadian Embassy in Dublin, Ireland.) The Government Supplies Agency has sent out a notice to all contractors for the supply of Garda Uniforms — Ref. No. G/0600. A tax clearance certificate will be required before the tender is accepted. Closing date: February 16, 2001. Contact IBOC, fax: (613) 996-2635, e-mail: [eleads@dfait-maeci.gc.ca](mailto:eleads@dfait-maeci.gc.ca) quoting case no. 001013-04048. Web site: [www.iboc.gc.ca/webleads.asp?=&1328en](http://www.iboc.gc.ca/webleads.asp?=&1328en)

**UNITED ARAB EMIRATES — Joint Venture with Wheelchair Manufacturer** — (Notice received from the

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Canadian Consulate in Dubai, United Arab Emirates.) One of the largest importers of wheelchairs would like to joint venture with a Canadian company to manufacture wheelchairs locally. The local market imports more than 2000 chairs per year. Feasibility studies indicate that local manufacturing would compete favourably with imported products. Also, the locally manufactured wheelchairs could be exported to the Gulf neighbouring countries. Contact IBOC, fax: (613) 996-2635, e-mail: [eleads@dfait-maeci.gc.ca](mailto:eleads@dfait-maeci.gc.ca) quoting case no. 001016-04061.

**NIGERIA — Digitalization of 18 exchanges** — (Notice received from the Canadian High Commission in Lagos.) Nigerian Telecommunications Ltd. (NITEL) has issued an invitation to tender for the digitalization of 18 exchanges nationwide and of various sizes. Interested bidders are advised that both a Certificate of Incorporation and a Tax Clearance Certificate must be presented before obtaining tender documents. The non-refundable fee for tender documents is N500,000.00. Closing date: December 28, 2000. Contact IBOC, fax: (613) 996-2635, e-mail: [eleads@dfait-maeci.gc.ca](mailto:eleads@dfait-maeci.gc.ca) quoting case no. 001002-03905. Web site: [www.iboc.gc.ca/webleads.asp?=&1226en](http://www.iboc.gc.ca/webleads.asp?=&1226en) \*

IBOC trade opportunities — find out more at [www.iboc.gc.ca](http://www.iboc.gc.ca)

## Omnitrix Ltd.

— Continued from page 3

the international market, Teolis sensed quite early that pushing his product was simply not enough. Instead, he concentrated on delivering what his clients were looking for — a totally integrated solution.

"Capturing the tender for Guyana has fit nicely into our export plan," said Teolis. "IBOC has given us a foot in the door to future growth in South America. We've set a positive relationship in motion with Guyana, which makes future contracts in this end of the southern hemisphere a definite possibility." \*

(For the unabridged version, see [www.infoexport@dfait-maeci.gc.ca](mailto:www.infoexport@dfait-maeci.gc.ca))

## Wiring the Tiger

— Continued from page 1

culture and the business environment," he said. "And appreciate that it will pay off in the long run."

While Canada's total exports to Thailand slowed during the Asian economic crisis, today they are showing growth. Canadian exports from January to July 2000 were up over 13%, over the same period last year. But with this modest forecast comes a warning to get a jump on the competition. "If you don't get into the market early enough, you're going to be steamrollered by other companies," said Ron Pasternak, Assistant General Manager with the Bank of Nova Scotia in Bangkok

Peter van Haren, president of the Thai-Canadian Chamber of Com-

merce, repeated the general consensus that the Thai economy is well on the way to recovery. With the Thai government implementing pro-business policies, the forecast looks especially bright for Canadian high-tech companies interested in Thailand.

For further information on the information and communications technology market in Thailand, contact Carolyn Knobel or Veena Ngaocharoenchitr, Canadian Embassy, Bangkok, tel.: (011-66-2) 636-0540, ext. 3352, fax: (66-2) 636-0568, e-mail: [carolyn.knobel@dfait-maeci.gc.ca](mailto:carolyn.knobel@dfait-maeci.gc.ca) e-mail: [veena.ngaocharoenchitr@dfait-maeci.gc.ca](mailto:veena.ngaocharoenchitr@dfait-maeci.gc.ca)

Also keep an eye out for the March 1 edition of *CanadExport* for a special feature on the Thai market. \*