

Marketplace

Turkey — A prequalification tender to identify firms that are eligible to undertake electrification work on 577 kilometres of railway line here has been announced by Turkey's State Railways Administration (TCDD). The electric railway section will incorporate a 25 KV 50 HZ current system. To be executed on a turnkey basis, the electrification work includes: erection of 13 substations, 12 section posts and 55 station posts; erection of catenary system; installation of 3 remote control centres; and installation of a separate telecommunications system. Tenders will be invited from prequalified contractors who are not subject to boycott regulations of the League of Arab States and the boycott regulations in force in the Kingdom of Saudi Arabia. Tender documents will be made available to prequalified contractors on March 17, with tender submissions due on August 8. Prequalification documents, at cost of U.S. \$50, are now available and can be forwarded by the post to interested Canadian companies for later billing through External Affairs. Closing date for receipt of the prequalification documents is February 2. Contact the Canadian Embassy, Ankara. Telex: (Destination code 607) 42369. Answerback: (42369 DCAN TR).

Turkey — A variety of agricultural equipment is being sought in a tender announced by Turkey's Agricultural Works Department. Required are 100 farm tractors with a minimum 140 hp diesel engine, power-shift transmission and minimum 12 forward and 4 reverse speeds; 100 plows that are 6-bottom, hydraulically-controlled and with adjustable swath and plowing depth; and 50 hydraulically-controlled implement combination machines for use behind 140 hp tractors. These machines should have a minimum of 3 different soil cultivation functions. Bid bond is 3 per cent and performance bond is 10 per cent. Closing date for receipt of bids is Jan. 29. Post can forward bid documents to interested Canadian companies, billing later through External Affairs. Contact the Canadian Embassy, Ankara. Telex: (Destination code 607) 42369. Answerback: (42369 DCAN TR).

Turkey — A tender issued by Turkey Black Sea Copper Works (KBI) calls for the supply of 220 drill bits for use in the rotary method of blasthole drilling. Specifications are for a pin of 3½ inches with diameter of 6¾ inches. A bid bond of 5 per cent is required for bids over U.S. \$50,000. Performance bond is 10 per cent. Closing date for receipt of bids is January 27. Post can forward documents to interested Canadian companies, billing later through External Affairs. Contact the Canadian Embassy, Ankara. Telex: (Destination code 607) 42369. Answerback: (42369 DCAN TR).

Hong Kong offers rich rewards

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further expansion" for Canadian exporters. Earlier, these opportunities were less clear-cut because of the uncertainty of Hong Kong's future when it is handed over to China in 1997.

That matter, however, has been resolved, says the guide, with the signing, in December, 1984, by British and Chinese leaders, of an "agreement on the terms of the transfer of sovereignty." Ratification of the agreement by the respective parliamentary bodies followed on May 27, 1985.

The agreement states that, from 1997 to 2047, Hong Kong will have the status of a Special Administrative Region (SAR) within China. That, according to the guide, means that Hong Kong's capitalistic economic system will remain basically intact.

The colony will retain the status of a free port, independent customs territory, and international financial centre.

"In addition," the guide notes — and this should dispel exporters' anxieties — "Hong Kong retains the right to engage in external economic relations, notably via GATT (the General Agreement on Tariffs and Trade) and the Multi-Fibre Arrangement."

That being the case, just what are the opportunities for Canadian exporters to Hong Kong?

In 1985, according to the guide, Canada's \$322.8 million in exports to Hong Kong included aluminum, telecommunications equipment, coal and other bitumen substances.

While the colony continues to import primarily raw materials, it is gradually diversifying and now looks to Canadian manufactured and other sophisticated products.

Opportunities in the Hong Kong market for exporters, exist in: computer hardware and software and electronic components; telecommunications equipment; textile fabrics, yarn and related textile products; building materials, such as wall and floor coverings; marine fish, including frozen and dry fish products; processed food, fresh food and vegetables; and a variety of raw materials, including coal and minerals, and wood products.

Specifically, among a number of export-related points, the guide notes the following:

- Due to Hong Kong's small size and the minimal land area available for farming, most foodstuff must be imported;
- The absence of natural resources means Hong Kong must turn to external markets for materials, such as wood and paper, required by the manufacturing sector;
- In 1984, Hong Kong imported agricultural, fishery and forestry products amounting to (US) \$4.1 billion, or 14 per cent of total imports;
- There are numerous opportunities for exporters of marine fish. Products such as frozen fillets, rock oysters, frozen shrimp, frozen scallops, and dried marine products such as squid, shrimp, oysters, abalone, shark fins, fish and maws are all in demand;
- The Hong Kong market for textile yarn,

fabrics and related products offers substantial opportunities for foreign exporters; and

- Hong Kong acts both as buyer and supplier to China on its own account and as a transit point for trade flows between China and the rest of the world.

In addition to providing information on actual and potential export opportunities, *Market Guide — Hong Kong* offers tips on how to enter the market, how to conduct business once there and provides a list of useful contacts.

Copies of *Market Guide — Hong Kong* may be obtained from any of The Royal Bank's International Centres across Canada.

Information on Canada-Hong Kong trade is available from External Affairs' East Asia Trade Development Division (PNTE) at (613) 995-8744; or by calling Info Export. ★

Thirst quencher

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Mauritania, Zaire, Nigeria, Benin and the Ivory Coast.

With this first export contract, Nora Beverages has aggressively laid the groundwork for entering the potentially vast water-hungry African market.

Previously, Africa was supplied with bottled water mainly from Europe.

Nora is using this contract as a marketing test to evaluate sales potential for other overseas markets.

The company's primary objective is to become a dominant force in the North American mineral water market. Naya is already on sale in Florida, New York, New Jersey, Connecticut and the New England states. ★

Jamaica great market for chemical imports

A report on the market opportunities for Canadian chemicals in Jamaica is now available to interested Canadian exporters through the Department of External Affairs.

Prepared by personnel at the Canadian High Commission in Jamaica, the report, which covers a wide variety of potential chemical imports — they exceed \$160 million a year — also provides the names and addresses of a number of chemicals-related manufacturers, suppliers and distributors.

Copies of the report, *Jamaican Market for Chemical Imports*, may be obtained from Bob Evans or Glen Robinson at External Affairs' Caribbean and Central America Trade Development Division (LCT), tel: (613) 996-3877 or (613) 995-8742.

The High Commission, anxious to help Canadian exporters to enter the Jamaican market, can provide market information on specific products as well as introductions to end users and agents.

For assistance, contact Commercial Division, Canadian High Commission, P.O. Box 1500, Kingston 10, Jamaica. Tel: (809) 926-1500-9. Telex: 2130. Answerback: BEAVER JA. ★