

Good sales prospects from around the world

GREECE — A number of Greek government ministries have issued a tender for the financing, study and construction required for the **diversion of the Acheloos River** and related work involved in increasing the productivity level of the Thessaly Plain. Preliminary selection will be based on experience, professional personnel, machinery and equipment, the financial position of the bidders and the financing aspects of the offers. Bidders offers must be accompanied by Greek or foreign bank guarantee for 500 million drachmas (Cdn \$5 million). Closing date for receipt of bids is July 3. Upon authorization, post can purchase documents, at cost of Cdn \$500, and forward, at cost of Cdn \$70-100, to interested Canadian companies. Contact the Canadian Embassy, Athens. Telex: (Destination code 601) 215584. Answerback: (215584 DOM GR).

HUNGARY — Seven separate tenders, costing U.S. \$200, have been announced by Hungary's Chemokomplex for the supply of **laboratory instruments, various devices and other goods**. Instruments required in tender 0987 are: an elemental analyzer for the analysis of carbon, hydrocarbon (solid and/or liquid state) derivatives with a minimum capacity of 50 samples/day; gas flow meter for air, oxygen under pressure of 150 bar in range of 10 to 3,000 litres per hour and with accuracy of 1 per cent or less; a flow injection system for aqueous and organic solvent-phased samples; automatic recording titrimeter radiometer; and an ion selective measuring device with electrodes as potassium, calcium, ammonium and carbon dioxide. Bid closing date is June 9. Four instruments are required in tender 0989. They are: a portable mud laboratory; a fluid density balanced thru water cup; a variable speed viscometer; and a roller oven for long-term high-temperature dynamic aging of drilling fluid samples with or without applied pressure. Bid closing date is June 9. Tender 0993, also with a June 9 closing date, is for oil and gas field surface instrumentation. Required are: rotameters; pressure and level instruments; gas analysers for H₂S and CO₂; flow switches and a control valve. Tender 0988, with a closing date of June 10, is for: universal measuring equipment; fre-

quency response analyzer for electrode impedance measurements; zeta-potential measuring device for ion mobility and z-potential; oscilloscopes; and a digital voltmeter. Also with a bid closing date of June 10, tender 0990 is for a high pressure dosage pump and a circulating pump on skid with motor and coupling. Tender 0992, closing date June 10, is for a tree saver wellhead Christmas tree bypass tool complete with high pressure shut-off valve. With a closing date of June 11, tender 0991 is for a HCl-acid transportation truck. Tender purchasers should refer to the tender numbers in which they are interested, indicating company name and address in all correspondence and bank documents. Details available from S.B. Gyonyor, Commercial Officer, Canadian Embassy, Budapest. Telex: (Destination code 61) 224588 (CDA H).

INDIA — A tender with a bid closing date of June 16 has been issued by a company here for the design, supply, engineering, installation and commissioning of a **cellular radio communication system**, with privacy equipment being optional. A bid bond of U.S. \$100,000 is required. Bid documents cost U.S. \$1,000. Interested Canadian companies are advised to proceed through a local Indian agent. For more details contact the Canadian High Commission, New Delhi. Telex: (Destination code 81) 031-66346. Answerback: (031-66346 DMCN IN).

INDIA — The Oil & Natural Gas Commission of Tel Bhavan, Dehradun has issued a tender, file no. MAT/IMP/E — II/1(663)/86, with a closing date of June 8, for a **radio communication test set**. The specific requirements are for: RF signal generator, AF signal generator, RF frequency meter, RF power-meter, storage oscilloscope and other equipment for testing radio communication sets within a single unit. Environment specifications: ambient temperature of 0°C to 45°C with a relative humidity of up to 95 per cent. Power requirement: 230V ± 10 per cent, 50 Hz ± 1 Hz AC single phase supply and 12 VDC external supply. The technical specifications for the frequency of the RF signal generator are a frequency range of 0.4 MHz to 1000 MHz and a resolution of 1000 Hz or better. The output level should have a range of -140 dBm to

0 dBm (Rx model), a resolution of 0.1 dBm with an accuracy of ±2 db or better. Specifications for the Spectral Purity are: residual FM with less than 60 Hz in any range and a spurious signal of 60 db or better. They also call for suitable protection against high reverse power and a preference for audio and visual alarms. Tender documents, costing U.S. \$25, may be purchased from: Stores & Purchase Officer, Dy. Director (S & P), ONGC, Kailash Building, 26 — Kasturba Gandhi Marg, New Delhi. Suggest interested parties contact the Canadian High Commission, New Delhi.

TURKEY — Large quantities and varieties of **fertilizer** are being sought in a June 2 bid closing date tender announced by the Turkish State Agricultural Supply Office. Required through an International Bank for Reconstruction and Development credit are: 290,000 metric tons of bagged calcium ammonium nitrate (26 per cent N); 89,000 metric tons of bagged urea (46 per cent N); 54,000 metric tons of bagged di-ammonium phosphate (18 per cent N, 64 per cent P₂O₅); 39,000 metric tons of bagged triple super phosphate (42-44 per cent P₂O₅); 177,000 metric tons of bagged compound fertilizer 20.20.0 (20 per cent N, 20 per cent P₂O₅); and 25,000 metric tons of bagged compound fertilizer 15.15.15 (15 per cent N, 15 per cent P₂O₅ and 15 per cent K₂O). Bid documents, at cost of \$150, can be obtained by the post and forwarded to interested Canadian companies, billing later through External Affairs. Contact the Canadian Embassy, Ankara. Telex: (Destination code 607) 42369. Answerback: (42369 DCAN TR).

TURKEY — In a tender with a bid closing date of June 8, Turkey's Gendarmerie Forces Command (JGK) is seeking a variety of **helicopter parts** and spares, including fuselage and engine parts for AB-205 and AB-206 helicopters; and a variety of engine spares, accessories and helmets for helicopters, Helio, Piper and Sensor planes. At cost of \$9, Canadian Embassy can obtain and forward complete details and bid documents to interested Canadian companies, billing later through External Affairs. Contact the Canadian Embassy, Ankara. ★

Two-way street road to China market

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largest supplier of such products to Hong Kong."

In spite of a number of Canadian successes in the region, said Carney, Canada still has only one per cent of Hong Kong's market.

"We are currently undertaking several initiatives to expand our market share," said Carney.

For instance, a highly successful Canadian Food and Beverage Show was held earlier in the month in Hong Kong. Other missions and trade shows in computer software, building products and pollution control equipment are also scheduled — to promote Canadian expertise in these fields.

Investment, transportation and tourism are also areas for mutual growth, Carney said, noting that it's a two-way street and adding that Hong Kong has a unique advantage in a role in which it serves Canada well:

"It is a highly attractive market itself, and an important entry point in accessing the markets of China and the region. Since both Canada and Hong Kong enjoy special relationships with China, there are very real opportunities for us to work together," said Carney.

On the other hand, Carney noted that "Hong Kong investors who want to establish a base from which to serve North American

markets (there are 250 million consumers) should look very closely at Canada. Just as Hong Kong is considered a gateway to China, Canada is a gateway to North America."

Prior to the Hong Kong visit, Minister Carney attended the Quadrilateral Trade Ministers' Meeting in Japan where there was a clear commitment to fight protectionism through closer economic co-operation.

Further information on potential Canada-Hong Kong trade and investment opportunities is available from External Affairs' East Asia Trade Development Division (PNTE), tel: (613) 995-8744; or call Info Export. ★