

IBOC: Trade leads

THAILAND — Aluminum Ingot — The Metropolitan Electricity Authority (MEA) (www.mea.or.th/english) invites bids (bid no. MP5-8934-WBX) for the supply of aluminum ingots. Cost of application: US\$30.00. Closing date: **May 3, 2002**. For bid documents, contact the Foreign Procurement Division of MEA. For more information, contact Pradit Suveerant, Director, Metropolitan Electricity Authority (MEA), Purchases and Stores Department, 121 Chakpetch Road, Bangkok 10200, Thailand, tel.: (011-66-2) 221-2841, fax: (011-66-2) 224-2468, e-mail: suporn@mea.or.th Also contact Praphimphan Dumrisomkul, Commercial Assistant, Canadian Embassy, Bangkok, fax: (011-66-2) 636-0568, e-mail: praphimphan.dumrisomkul@dfait-maeci.gc.ca quoting case no. 020204-00493. (Notice received from the Canadian Embassy in Bangkok.)

THAILAND — Mae Hong Son Photovoltaic Power Generation Project — The Electricity Generating Authority of Thailand (EGAT) invites bids (bid no. EGAT 1/2545-MHS-PV) for the construction of the Mae Hong Son photovoltaic power generation station, including the supply of materials and equipment. Cost of bid documents (available until April 25, 2002): US\$67.00. Closing date: **May 8, 2002**. For more information, contact Wuttichai Tepparope, Chief, Foreign Procurement Department, Electricity Generating Authority of Thailand, Room No. 503, Building T 083, Bang Kruai, Nonthaburi 11130, Thailand, tel.: (011-66-2) 436-4382, 436-1382, fax: (011-66-2) 433-6317, 433-5523. Also contact Niparat Pornruangsap, Commercial Assistant, Canadian Embassy, Bangkok, fax: (011-66-2) 636-0568, e-mail: niparat.pornruangsap@dfait-maeci.gc.ca quoting case no. 020212-00642.



IBOC
International Business Opportunities Centre

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As Team Canada Inc's Sourcing Centre, the International Business Opportunities Centre (IBOC) matches business opportunities from around the world with the business interests of Canadian exporters, particularly small and medium-sized enterprises. IBOC offers a value-added service to trade commissioners by directly contacting Canadian companies about foreign trade leads.

To pursue our international trade leads, check out our Web site at www.iboc.gc.ca (particularly our E-Leads® and Web-Leads®).

(Notice received from the Canadian Embassy in Bangkok.)

IBOC opportunities: www.iboc.gc.ca

Greece's environment — Continued from page 9

vacation destinations often need help coping with the surge in waste caused by the influx of tourists each summer.

Over the past decade, fires have destroyed thousands of acres of forest and farmland each year, creating long-term implications for the environment. Reforestation programs have been launched to reverse this environmental damage.

Government initiatives

The Greek government is using a number of strategies to reduce pollution.

- In large urban areas, automobile traffic in city centres is rationed, environment-friendly buses are being phased in, and, in Athens, a metro system is now in use.
- Athens is building a state-of-the-art recycling plant, a tire recycling facility and a medical waste incinerator. To support sustainable develop-

ment, a national land registry is being compiled and zoning by-laws have been introduced.

- Home-owners are now encouraged to switch to more environment-friendly heating sources, and natural gas distribution networks are being developed in large cities.

Opportunities

Potential opportunities for Canadian companies include scalable desalination and renewable energy systems for the Greek islands and other remote areas, systems for controlling industrial pollution and waste, fire prevention and natural resources management systems and reforestation tools. An estimated two million visitors to the 2004 summer Olympics in Athens will also create an urgent requirement for temporary, environment-friendly urban collection and disposal systems.

Canadian firms should concentrate on niche high-technology opportunities that can be conducted in partnership with EU or local companies. Working with a local partner is essential.

Market access considerations

Red tape is one of the main foes of the environment in Greece. Approval procedures are complex, licencing fees are high and decisions on environmental matters are often complicated by overlapping areas of responsibility between government agencies.

Germany, Italy, Denmark, the Netherlands and the U.S. are major players in this sector, with success often hinging on the ability to offer attractive financing.

For more information, contact Marianna Saropoulos, Commercial Officer, Canadian Embassy, Athens, tel.: (011-30-10) 727-3351, fax: (011-30-10) 727-3460, e-mail: marianna.saropoulos@dfait-maeci.gc.ca Web site: www.infoexport.gc.ca/gr

Last chance to apply

2002 Canada Export Awards

The Department of Foreign Affairs and International Trade established the **Canada Export Awards** in 1983 to highlight the hard work and accomplishments of Canadian exporters. Finalists and winners of the awards are honoured at a special presentation ceremony attended by over 400 Canadian businesspeople and exporters, and are recognized across the country for their outstanding achievement as Canadian export champions.



Eligible companies must be based in Canada and have actively exported for at least three years. Applications for the Canada Export Awards are reviewed by a selection committee comprising Canadian business and industry leaders. In selecting the finalists and the winners, the committee is guided by, but not limited to, the following criteria:

- significant increases in export sales over the past three fiscal years;

- success in introducing new products and services into world markets;
- success in breaking into new markets.

For further information or to obtain an application form, consult the Canada Export Awards Web site www.infoexport.gc.ca/awards-prix

We encourage companies to submit their applications by e-mail. For those who do not have access to the Internet, contact Lucille Latrémouille-Dyett, Canada Export Awards Officer, DFAIT, tel.: (613) 944-2395. The deadline for applications is **March 31, 2002**.

Cairo move

Effective February 18, 2002, the Canadian Embassy in Cairo, Egypt, has relocated to a new chancery: 26 Kamel El Shenawy St., Garden City, Cairo, Egypt, tel.: (011-20-2) 794-3110, fax: (011-20-2) 794-7659, e-mail: cairo-td@dfait-maeci.gc.ca Web site: www.infoexport.gc.ca/eg

Business Integrity Workshops: Managing the New Global Reality

ACROSS CANADA — April 12-May 24, 2002 — Export Development Canada (EDC) (www.edc.ca) is a lead sponsor of this series of cross-Canada workshops presented by the Canadian Chamber of Commerce and the Canadian Manufacturers and Exporters.

These workshops are designed to explain the risks and obligations involved in conducting international business. Topics include the effective

use of international guidelines to provide standards for international business, navigating issues of bribery and corruption, doing business in conflict zones or other challenging environments, and EDC's new environmental review directive.

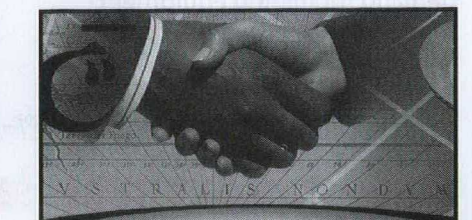
Workshop locations and dates:

- OTTAWA — April 12, 2002
- MONTREAL — May 16, 2002
- TORONTO — May 22, 2002
- CALGARY — May 23, 2002
- VANCOUVER — May 24, 2002

For more information, call toll free (866) 775-1816 or register online at www.dameco.com/business-integrity/ or contact F. Daniela Pizzuto, Communications Advisor, EDC, tel.: (613) 598-6829, e-mail: dpizzuto@edc.ca



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