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External Affairs and
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US \$80-Million Brazil Agroproject Open for Bids

The procurement process for a US\$80-million agriculture technology modernization project (PROMOAGRO), funded by the Inter-American Development Bank, is scheduled to begin within the next few months — and Canadian companies that act quickly can get in on the international competitive bidding.

The foreign exchange component (\$67.5 million) of the project will finance the purchase of, among other items/services, approximately:

- \$27 million worth of **machinery and equipment** — tractors, harvesters, fertilizer spreaders, pesticide spraying equipment, irrigation and drainage equipment); **laboratory equipment** — centrifuges, spectrometers, microscopes, chromatographs, phytometers, AV equipment; **information systems equipment** — servers, terminals, printers, scanners, cabling; and **furniture and miscellaneous equipment**.

- \$10.3 million in **foreign training** — to allow 83 staff to obtain Phd degrees in selected fields of specialization at universities abroad.

- \$5 million in **foreign consultancy** — in the four main areas of high-level technology/biotechnology; information systems; soil conservation and plant protection; and institutional development.

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Winning Asia Development Bank Contracts Focus of Cross-Canada Workshops

“How to Prepare Effective Bids for Asian Development Bank-Financed Projects and Technical Assistance Contracts” is the subject of workshops slated for Calgary, Montreal, Toronto and Vancouver this month and next.

The workshops are designed to assist internationally active consultants, contractors and manufacturers in preparing fully responsive and price competitive bids — enabling them to be more successful in winning Asian Development Bank (ADB)-financed contracts.

Past experience has shown that participation of Canadian bidders in ADB-financed procurement has been rather low. In many situations, Canadian contenders are competitive but, through inexperience or misunderstanding, fail to respond fully to the requirements of the tender invitations.

The workshops should help rectify this situation and open new opportunities with an organization that, in 1991, had lending commitments of some US\$5 billion for the promotion of economic and social development in the Asia-Pacific. In the last 12 months, the ADB also disbursed more than US\$3 billion on procurement of goods and services for which Canadian industry is eligible to compete.

The Bank also operates a technical assistance program that is both lucrative for consultants and an excellent means of establishing credentials with important organizations in the region.

On the first day of the program in Montreal, Toronto and Vancouver, Ronald Chan, ADB Senior Consulting Analyst, and Benny Kwong, ADB Senior Procurement Specialist (Central Projects Division), will conduct separate, simultaneous workshops for consultants and equipment suppliers on the preparation of proposals for ADB-funded contracts.

The workshop in Calgary, featuring Mr. Kwong, will focus on procurement.

On the second day of each workshop participants will have an opportunity to discuss specific requirements with ADB officials during one-on-one meetings.

Workshop locations, dates and contacts are:

- **Calgary** — March 30-31 (Gerald Milot, International Trade Centre. Tel.: 403-292-6409. Fax: 403-292-4578).

- **Montreal** — April 2-3 (Claude Blais, International Trade Centre. Tel.: 514-283-7856. Fax: 514-283-8794).

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