

## Marketplace

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MHZ bank, 25 KHZ channel spacing, synthesized, simplex, semi-duplex, continuous duty service, 1-25 W, 220 VAC and 12 or 14 VDC supply, suitable for CCIR, CEPT standards. Contact the Canadian Embassy, Ankara.

**Turkey** — A tender with a bid closing date of June 2 has been announced by Turkey's State Hydraulic Works Department for 20 items of spare parts for use on speedstar drilling rigs. Payment is by an irrevocable line of credit. Contact the Canadian Embassy, Ankara.

**Turkey** — With a bid closing date of May 25, Turkey's State Railways Administration has issued a tender for circular cross section steel spring washers for use with M22 and M24 railway bolts (UIC-864-2, 2nd edition, 1.1.1982). Specifications are St 38 S7 or St 51 S7 steel, 45mm, O.D., 25mm, I.D. Single spire is 12.2 tons. Double spire is 992 tons. At cost of U.S. \$150, post can forward bid documents to interested Canadian companies, billing later through External Affairs. Contact the Canadian Embassy, Ankara.

**Turkey** — With a bid closing date of May 25, Turkey's State Railways Administration has issued a tender for 13,000 tons of rolled steel soleplates for use on rails and concrete ties. The soleplates must meet UIC 864.6 and UDC 625.143.52 standards. At cost of U.S. \$150, post can obtain and forward bid documents to interested Canadian companies, billing later through External Affairs. Contact the Canadian Embassy, Ankara.

**Uganda** — The Mbale Hospital Rehabilitation Project of the Government of Uganda is seeking suppliers of design and supervision services, construction, medical equipment, furniture, general equipment, technical assistance and operating costs. As well, the Government plans a pre-investment study for the rehabilitation of the Mulago Hospital. Recruitment of consulting firm is through international competitive bidding. Interested Canadian companies should write directly to The Project Implementation Unit, Ministry of Health, P.O. Box 8, Entebbe, Uganda. Copies of correspondence should be forwarded to the Canadian High Commission, P.O. Box 30481, Nairobi, Kenya. Telex: (Destination code 987) 22198. Answerback: (22198 DOMCAN). ★

## Sales could blossom

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cultural Products Division (TAA), tel: (613) 996-3535.

For information on Canada-Korea trade, contact Cécile Latour (613) 996-7582 or Jean-Yves Dionne (613) 996-6987 of External Affairs' East Asia Trade Development Division (PNTE); or call Info Export. ★

## So you want to export? Here's how...

Numerous facts you always wanted to know about exporting, but didn't, are now provided in "So you want to export?", a 27-



So you want  
to export?

A resource book for Canadian exporters

page resource book recently published by the Department of External Affairs.

The resource book, available in English and French, says the prologue, provides companies with a "solid, hard-headed and proven matrix on which to identify and test the exportability

of your products and services and the most promising markets for them."

It also lists and describes the many public and private sector market intelligence services and assistance programs that are readily available to back up and support a firm's export marketing programs.

A Canadian exporters "program building guide and resource book," **So you want to export?** also answers a number of initial export-oriented questions and provides sources and contacts for more detailed export information.

Copies of **So you want to export?** are available by calling the toll-free Info Export publications hotline 1-800-267-8488. ★

## Increased trade aim of air agreements

Increased trade and tourism between Canada and Portugal is one major result expected from an air transport agreement signed by representatives of the two countries last month in Toronto.

The new air transport agreement, signed April 10 in the city that is home to Canada's largest Portuguese community, is the result of negotiations carried out in Sept. 1986 and replaces an agreement that has been in effect since 1947, say air transport officials.

The deal enables Canadian Airlines International Ltd. (CAIL), formerly Canadian Pacific Airlines Ltd., to provide scheduled access to one more Portuguese point in addition to Lisbon, which the carrier now serves.

At the same time, TAP Air Portugal, the

country's national carrier, will be permitted to serve Toronto in addition to its existing service to Montreal. TAP also gains the right to carry passengers originating in Canada and in the United States between Montreal and one point in northeastern United States — a move, say officials, that should increase air traffic at Mirabel.

Another air agreement, also aimed at increasing trade and particularly, tourism — this time between Canada and the Arab Republic of Egypt — was announced last month by External Affairs Minister Joe Clark and Minister of Transport, John Crosbie.

Under the new bilateral air agreement, landing rights for the national airlines of both countries have been exchanged between Cairo and Montreal, again "making expanded use of facilities at Mirabel." ★

## Export awards

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Companies meeting one, or a combination of the following requirements, are eligible to win a Canada Export Award:

- success in introducing new export products in world markets;
- success in breaking into new markets;
- significant increases in export sales over the past three years; and
- holding markets in the face of strong foreign competition.

Winners of the 1987 Canada Export Award will be presented by Minister Carney on October 5 at Ottawa's Chateau Laurier Hotel during a luncheon ceremony organized by the Department of External Affairs in conjunction with the annual meeting of the Canadian Exporters' Association.

Applications — to be returned by June 30 — may be obtained by calling External Affairs' Info Export toll-free hotline 1-800-267-8488; or from the Trade Development Division of the nearest office of the Department of Regional Industrial Expansion. ★

## Did we miss you?

CanadExport is available free of charge in Canada to interested manufacturers and business people. For subscription, please return this form or call our toll free Info Export publications hotline 1-800-267-8488. For address changes or cancellations, please quote code number from your mailing address label. Allow four weeks.

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