

The International Business Opportunities Centre (IBOC) provides a matching service — connecting foreign buyers with Canadian companies. The Centre provides timely, relevant and targeted business leads from the desks of foreign buyers to the doorsteps of Canadian companies.

The following lists some of the Centre's current trade opportunities — for a wider selection, visit the Internet site at www.iboc.gc.ca/eleads

Canadian exporters needing assistance in preparing international bid documents may want to use the international contracts expertise and services offered by the Canadian Commercial Corporation. This Crown Corporation is located at 50 O'Connor Street, Suite 1100, Ottawa, ON K1A 0S6, tel.: (613) 996-0034, fax: (613) 995-2121.

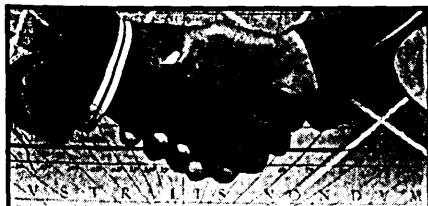
KAZAKHSTAN — Rehabilitation and improvement of irrigation and drainage network — Kazakhstan has received loans from the Asian Development Bank for a Water Resources and Land Improvement Project. The project includes various components and focuses on (1) development and strengthening of institutions involved in agricultural services and water management and (2) rehabilitation and improvement of existing irrigation and drainage systems.

The Ministry of Agriculture intends to prequalify contractors for the rehabilitation and improvement of existing systems in South Kazakhstan. The work will include reclamation of about 15,000 ha waterlogged and saline soils and amelioration of salt affected lands; rehabilitation and replacement of 280 tube wells (VDW) and the installation of new VDW pumps and associated electrical structures; and rehabilitation of 80 on-farm water control structures and construction of 2,000 new on-farm control structures. Prequalification applications cost US\$100 (non-refundable). Closing date: January 15, 2001. Contact IBOC, fax: (613) 996-2635, e-mail: eleads@dfait-maeci.gc.ca quoting case no.

000818-03358. For details: www.iboc.gc.ca/webleads.asp?e=943en (Notice received from the Canadian Embassy in Kazakhstan.)

CAMEROON — Privatization of the Cameroon Development Corporation — The tender call for CDC privatization concerns transferring the majority holding of each subsidiary to a strategic partner, which will then re-assign 3% of the shares thus acquired to employees of the subsidiary. The government will keep a 10% minority interest in the privatized subsidiary. A tender package will be sent free of charge to any candidate that took part in the prequalification stage; all other candidates will be charged 500,000 CFA francs (5000 French francs). Closing date: January 2, 2001. Contact IBOC, fax: (613) 996-2635, e-mail: eleads@dfait-maeci.gc.ca quoting file no. 000915-03719. (Notice received from the Canadian Embassy in Cameroon.) *

IBOC trade opportunities — find out more at www.iboc.gc.ca



International Business Opportunities Centre

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®).

Virtual Mission puts Canadian companies on the inside track

— Continued from page 12

complications and pitfalls of bidding on IFI contracts. In addition, World Bank and IDB specialists contributed their advice and experience in supervising the bidding process.

Through the site, which is the first of its kind initiated by DFAIT, Canadian participants gained insight and knowledge into the IFI procurement process and, as a result, now enjoy a distinct advan-

tage in bidding on World Bank- and IDB-financed projects.

Companies can find excerpts from the mission, such as selected reading materials and examples of the bulletin board discussion, on the OLIFI Web site, which can be accessed at www.canadianembassy.org/olifi

For more information, contact OLIFI at IFIWashington@dfait-maeci.gc.ca *