

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. To view a complete selection of IBOC's current trade opportunities, simply visit the Internet site at www.iboc.gc.ca/leads

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 St., Suite 1100, Ottawa ON K1A 0S6, tel.: (613) 996-0034, fax: (613) 995-2121.

JAMAICA — Toll Road Concession Project — The Government is planning to go to market early this year with several build, operate and transfer (BOT) toll road concessions with the first being planned for the Portmore Causeway just outside of Kingston. The feasibility work for the toll roads having already been done, it is looking for assistance at the design phase. The Portmore Causeway, the road from

Spanish Town to St. Ann's Bay and the Montego Bay by-pass road, are the existing roads designated to be upgraded to toll roads. Closing date: **February 29, 2000**. Contact: Daniel Lemieux at IBOC, tel.: (613) 996-0675, fax: (613) 996-2635, quoting case no. **19991104-03885**.

JORDAN — Water Conveyance from the Zarqu Maïen and Zara Springs — The Government is looking for Canadian companies interested in water conveyance, since Jordan is most likely moving into a drought cycle which, according to past climate records, could run from five to ten years. This project will capture and redirect 20 million cubic metres of marginal water that now flows into the Dead Sea. The water will be conveyed through a 600 mm -50 km pipeline to the King Abdullah canal and then to the Zai Treatment Plant where it will be upgraded for domestic consumption. Closing date: **March 1, 2000**. Contact: Daniel Lemieux at IBOC, tel.: (613) 996-0675, fax: (613) 996-2635, quoting case no. **19991207-04356**.

JORDAN — Hisban Brackish Water Desalination Project — The Government is looking for Canadian companies interested in the Hisban Brackish Water Desalination Project since Jordan is most likely moving into a drought cycle which, according to past climate records, could run from five to ten years. This will provide Amman with 30 million cubic metres

of desalinated water annually for municipal and industrial use. The source is a deposit of 75 million cubic metres of brackish water (renewable) identified under a Japanese project. The project will take 14-18 months and has three phases: drilling of 17 wells; a 22-km pipeline, collectors and pumping station; and reverse osmosis desalination units. Closing date: **March 1, 2000**. Contact: Daniel Lemieux at IBOC, tel.: (613) 996-0675, fax: (613) 996-2635, quoting case no. **19991207-04357**.

KENYA — Nairobi Fibre Optic SDH Ring Network — The Telkom Kenya Ltd. (Tender Committee) is looking for eligible companies for the supply, survey, delivery, installation, commissioning, maintenance, and training of Nairobi Fibre Optic SDH Ring Network with associated equipment. Tender documents cost Ksh 20,000 (C\$400) non-refundable per set (quote tender reference DF:4004/FOSDH). Closing date: **March 2, 2000**. Contact: Daniel Lemieux at IBOC, tel.: (613) 996-0675, fax: (613) 996-2635, quoting case no. **19991207-04350**.

ALGERIA — Unité Nitrate d'Ammonium - Granulation — The Algerian company ASMIDAL has received a World Bank loan to finance the Projet de contrôle de la pollution industrielle [industrial pollution control project]. ASMIDAL is using its own funds to develop a granulation system for the Unité. Cost of tender documents: 2000 FF (C\$453). Closing date: **February 9, 2000**. Contact: Daniel Lemieux at IBOC, tel.: (613) 996-0675, fax: (613) 996-2635, quoting case no. **19991207-04225**.

IBOC Trade Opportunities — Find out more at www.iboc.gc.ca *



Quick Facts

Since it opened in 1995, IBOC has contacted more than 21,000 Canadian companies and has responded to more than 13,500 inquiries from foreign buyers.

Thanks to IBOC, more than 7,500 Canadian firms have been in contact with foreign buyers, resulting in over 1,500 matches.

IBOC's sourcing experts use a variety of databases as well as a large network of business contacts across the country to identify Canadian companies of all sizes.

IBOC is jointly operated by the Department of Foreign Affairs and International Trade and Industry Canada, with special co-operation from Agriculture and Agri-Food Canada. It is the sourcing centre for Team Canada Inc.