

## IBOC: Trade leads

### INDIA — Atomic Absorption

**Spectrometer** — The Mineral Exploration Corporation Ltd. invites sealed bids for the supply of one atomic absorption spectrometer with optional accessories (bid no. 41/GT/MM/PGC/50-A).

Earnest Money Deposit (EMD): Rs 30,000. Bank guarantee: equivalent to EMD. Closing date: **June 27, 2002**. For more information, contact A. K. Mathur, Mineral Exploration Corporation Ltd., Dr. Babasaheb Ambedkar Bhavan, Highland Drive Road, Seminary Hills, Nagpur, India, 440 006, tel.: **(011-91-712) 51 03 10/6**, fax: **(011-91-712) 51 05 48/01 33**, e-mail: **mecl@nagpur.dot.net.in** Also contact Alka Malik, Canadian High Commission, New Delhi, fax: **(011-91-11) 687-5387**,

e-mail: **alka.malik@dfait-maeci.gc.ca** quoting case no. **020411-01636**. (Notice received from the Canadian High Commission in New Delhi.)

### GHANA — Automotive Vehicles —

The Project Coordinating Unit (PCU) of the Rural Financial Services Project (RFSP) invites sealed bids (bid no. G02002) for the supply of the following: Lot 1 — six four-wheel drive double cabin pick-ups; Lot 2 — one cross-country vehicle; Lot 3 — one saloon car; Lot 4 — four bullion vans. Cost of bid documents: US\$50. Bid security: not less than 2% of bid price. Closing date: **June 5, 2002**. For more information, contact Project Coordinating Unit (PCU), Treasury Department-Bank of Ghana, Cedi House, 7th Floor, Room 711, Liberia Road, Accra, Ghana, P.O. box 2674, tel.: **(011-233-21) 66-52-79/56-67**, fax: **(011-233-21) 66-55-23**. Also contact Samuel Martin-Daniels, Canadian High Commission, Accra, fax: **(011-233-21) 77-37-92**, e-mail: **samuel.martin-daniels@dfait-**



### 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®).

**maeci.gc.ca** quoting case no. **020419-01761**. (Notice received from the Canadian High Commission in Accra.)

IBOC opportunities: **www.iboc.gc.ca** ✪

## Citation-winning trade officers come to Canada Trade opportunities in Egypt

Canadian companies are invited to talk trade and meet the 2001 MINT (Minister for International Trade) citation winners for trade service in Egypt when they come to Canada in June. Bertrand Desjardins (Commercial Counsellor) and commercial officers Magdy Ghazal and Joseph Tadros from the Canadian Embassy in Cairo will be participating in the **Global Petroleum Show in Calgary (June 11-13, 2002)** and the **Western Canada Farm Progress Show in Regina (June 19-21, 2002)**.

These trade representatives will be available for one-on-one meetings with Canadian companies to help them develop business linkages in Egypt: **Calgary (June 6)**, **Regina (June 20)**, **Saskatoon (June 25)**, **Winnipeg (June 14)**, **Toronto (June 18)** and **Montreal (June 17)**.

To set up a meeting with a trade officer, submit your name, title, company name, sector of activity and location to the Canadian Embassy in Cairo, which will promptly confirm the time and venue.

**For more information**, contact the Trade Section, Canadian Embassy, Cairo, fax: **(011-202) 794-7659**, e-mail: **cairo-td@dfait-maeci.gc.ca** Web site: **www.infoexport.gc.ca/eg** ✪

## Joint venture promotes Canadian environmental expertise in S.E. Asia

**W**hen it comes to succeeding in international business, Hector Jacques can't say enough about the importance of teaming up with a good local partner. The CEO of Nova Scotia's **Jacques Whitford International Ltd.**, Hector Jacques, knows what he's talking about. Its ideal partnering experience on a US\$18-million environmental clean-up contract in Brunei Darussalam has spurred Jacques Whitford to form a joint-venture company with a local firm. It's a win-win partnership promising to promote Canadian environmental expertise in third countries in the region and to bring technology and skills transfer and employment opportunities to the local community.

Created in 1972 as a geotechnical engineering services consulting firm, Jacques Whitford is now one of Canada's largest and best-known environmental consulting firms, with an emphasis on providing environmental impact assessment and remediation of contaminated site services to the oil and gas sector. The Dartmouth-based company, which has almost 1,000 employees and offices in 34 cities, exports its expertise throughout North America, the Caribbean, Southeast Asia, the former Soviet Union, the Middle East, and Central and South America.

### Partnerships begin at home

The partnerships Hector Jacques values so much begin in his own province. For many years, his company has worked with two other Nova Scotia environmental firms — **Inland Technologies** of Truro and **Envirosoil** of Bedford. It was, in fact, through Inland Technologies, on another contract in Brunei, that Jacques Whitford learned of the opportunity with Brunei Shell Petroleum Company (BSP).

The three Nova Scotia companies submitted a bid as an equal joint-venture partnership with a well-recognized local general construction firm, Haji Adinin & Sons Sdn. Bhd. The three-year contract, which was awarded in 1999, encompasses the definition, engineering, management, equipment procurement, and removal, treatment and disposal of approximately 150,000 tonnes of hydrocarbon-contaminated sludges,



Agreement in Brunei (from left to right): Jacques Whitford International Ltd.'s CEO Hector Jacques; Canada's High Commissioner Neil Reeder; and Haji & Sons' Managing Director, Musa Adinin.

drill muds and soils. An added benefit is the delivery of 50,000 barrels of recovered oil back to BSP for resale.

### High Commission a facilitator

The Canadian High Commission in Brunei Darussalam was instrumental in facilitating contacts for the company with both BSP and Haji Adinin, and also promoted the joint venture's bid with BSP during the bidding process. "The High Commissioner, Neil Reeder, was very influential in bringing the parties to the table," explains Jacques, who is more than pleased with the services he received from Reeder and his team at the High Commission.

Jacques Whitford almost always contacts the Canadian post when it goes into a new country, and always seeks out a local partner. "To work

internationally, you have to find a reliable, like-minded partner."

In Brunei the company found its like-minded partner in Haji Adinin and its Managing Director Musa Adinin. "Musa subscribes to the same doctrine that we do: to form a good partnership you should be your brother's — or your partner's — keeper.

### Be your partner's keeper

For the BSP project, Haji Adinin is providing local civil work and personnel. "The firm is well connected in Brunei and well respected," says Jacques. "They are aware of the local customs, regulatory environment and government requirements. They were instrumental in expediting our shipment of equipment and supplies into Brunei."

As for the benefits to Haji Adinin and the local community in Brunei, the partnership is bringing technology and skills transfer into the country and creating employment opportunities.

Jacques has been so impressed with his partner that in January 2002 the two companies formed a joint-venture company, Adinin-Jacques Whitford, to pursue new opportunities in the region. "We are now looking to extend our business to other parts of Southeast Asia."

The joint-venture company has already had several additional contracts to provide environmental consulting services to BSP. And there seems little doubt that this win-win partnership will soon be exporting Canadian environmental expertise in the broader region.

**For more information**, contact Hector Jacques, CEO, Jacques Whitford International Ltd., tel.: **(902) 468-7777**, fax: **(902) 468-9009**, e-mail: **hjacques@jacqueswhitford.com** ✪

(For the unabridged version, see **www.infoexport.gc.ca/canadexport** and click on "Sharing Trade Secrets".)

Editor-in-Chief:  
**Suzanne Lalonde-Gaëtan**  
Managing Editor: **Louis Kovacs**  
Layout: **Yen Le**  
Circulation: **60,000**  
Telephone: **(613) 992-7114**  
Fax: **(613) 992-5791**  
E-mail: **canad.export@dfait-maeci.gc.ca**  
Web site:  
**www.infoexport.gc.ca/canadexport**

CanadExport

Extracts from this publication may be reproduced for individual use without permission, provided the source is fully acknowledged. However, reproduction of this publication in whole or in part for purposes of resale or redistribution requires written permission from *CanadExport*.

*CanadExport* is published twice monthly, in English and French, by the Department of Foreign Affairs and International Trade (DFAIT), Communications Services Division.

*CanadExport* is available in Canada to interested exporters and business-oriented people. For a print subscription, call **(613) 992-7114**. For an e-mail subscription, check the *CanadExport* Web site above.

For address changes and cancellations, simply send your mailing label. Allow four to six weeks.

Mail to:  
*CanadExport* (BCS)  
Department of Foreign Affairs and International Trade  
125 Sussex Drive, Ottawa K1A 0G2.

ISSN 0823-3330