

# IBOC: Trade leads

**THAILAND — Unit Substation** — The Metropolitan Electricity Authority invites sealed bids (bid no. EV5-0405-WBX) for a unit substation. Cost of bid documents: Baht 70,000 plus US\$35.00 for delivery via special courier. Closing date: **March 14, 2002**. For bid documents, contact Pradit Suveeranont, Director, Metropolitan Electricity Authority, Foreign Operations Section, Foreign Procurement Division, Purchases & Stores Department, Building No.6, 6th floor, 121 Chakpetch Road, Bangkok 10200, Thailand, tel.: (011-66-2) 221-2841, fax: (011-66-2) 224-2468, e-mail: [suporn@mea.or.th](mailto:suporn@mea.or.th) Contact Veena Ngaocharenchitr, Commercial Officer, Canadian Embassy, Bangkok, fax: (011-66-2) 636-0568, e-mail: [veena.ngaocharenchitr@dfait-maeci.gc.ca](mailto:veena.ngaocharenchitr@dfait-maeci.gc.ca) quoting case no. 011219-05715. (Notice received from the Canadian Embassy in Bangkok.)

**URUGUAY — Underground Parking Lots** — The Intendencia Municipal de Montevideo (I.M.M.) [Municipal Government of the Department of Montevideo] plans to build several underground parking lots beneath public squares in different zones of Montevideo under a build operate and transfer (BOT) contract for a 30-year period of operation. The operation can include any services (e.g. car wash) that the bidder wishes to sell to parking lot users as well as other services (e.g. surveillance) provided to the above ground public squares. These additional services can be considered as partial payment of an annual fee to the IMM. Bidders may bid on one or more parking lots, which must be built and operating within 36 months of closing the contract. At least one parking lot must be completed within 24 months. Closing date (tentative): **April 15, 2002**. For more information, contact Dr. José Luis Echevarria Petit, Echevarria Luenda & Echevarria Petit, Andes 1365 Esc 901, Montevideo, Uruguay 11100, tel.: (011-598-2) 900-0400, fax: (011-598-2) 902-2777, e-mail: [elepabog@adinet.com.uy](mailto:elepabog@adinet.com.uy) Contact Magdalena Planeta, Commercial Assistant, Canadian Embassy, Montevideo, fax: (011-598-2) 902-2029, e-mail: [magdalena.planeta@dfait-maeci.gc.ca](mailto:magdalena.planeta@dfait-maeci.gc.ca) quoting case no. 011220-05728. (Notice received from the Canadian Embassy in Montevideo.)

**INDIA — Continuous Miner Technology for Underground Coal Mines** — The Singareni Collieries Company Ltd. invites global tenders (reference no. PD/01/80/E.418/2001) from manufacturers/firms with proven, related technology/work experience to introduce continuous miner technology into an underground coal mine at Venkatesh Khani No.7 Incline on a risk/gain sharing basis. Cost of bid document (available until March 18, 2002, by mail):

US\$150. Closing date: **March 27, 2002**. For bid documents, contact Chief G.M (Purchase), The Singareni Collieries Company Ltd., P.O. Kothagudem Collieries, Khammam District, Andhra Pradesh - 507 101, tel.: (011-91-87) 44-43109, fax: (011-91-87) 44-45651. Contact Alka Malik, Trade Assistant, Canadian High Commission, New Delhi, fax: (011-91-11) 687-5387, e-mail: [alka.malik@dfait-maeci.gc.ca](mailto:alka.malik@dfait-maeci.gc.ca) quoting case no. 011126-05292. (Notice received from the Canadian High Commission in New Delhi.)

IBOC trade opportunities — find out more at [www.iboc.gc.ca](http://www.iboc.gc.ca)

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

CanadExport is available in Canada to interested exporters and business-oriented people. For a print subscription, call (613) 996-2225. For an e-mail subscription, check the CanadExport Internet 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

CanadExport

## Tips for Canadian exporters (part 2) How disaster relief works

by Louis Poliquin, a Canadian international procurement consultant based in Washington for DFAIT's Export Financing Division

Cross (ICRC) ([www.icrc.org](http://www.icrc.org)) — maintains two warehouses.

- International Federation of the Red Cross (IFRC) ([www.ifrc.org](http://www.ifrc.org)) — provides assistance to local Red Cross and Red Crescent societies and advertises needs in the Classifieds section of the *International Herald Tribune* ([www.iht.com](http://www.iht.com)).

### Other United Nations agencies

The following United Nations agencies respond to emergencies. For more information, consult *CanadExport's Guide for Canadian Exporters to the UN System* at [www.infoexport.gc.ca/canadexport/menu-e.asp](http://www.infoexport.gc.ca/canadexport/menu-e.asp) and click on "Supplements".

- World Food Program (Rome) ([www.wfp.org](http://www.wfp.org)) — is the United Nations frontline agency in the fight against global hunger.
- United Nations International Children's Emergency Fund (New York/Geneva/Copenhagen) ([www.supply.unicef.dk/business/procinfo.htm](http://www.supply.unicef.dk/business/procinfo.htm)) — warehouse in Copenhagen.
- United Nations High Commission for Refugees (Geneva) ([www.unhcr.org](http://www.unhcr.org)) — plays a central role in complex emergencies. To find out more, visit the UNHCR Web site and click on "Administration" followed by "Doing business with UNHCR".

### Learning the aid business

Through years of practical experience, international aid organizations have identified the practices and standards that constitute the best emergency response and provide their expertise in the form of technical manuals (often on-line) and workshops.

- The Sphere Project* ([www.sphereproject.org](http://www.sphereproject.org)) — has developed a set of universal minimum standards in core areas of humanitarian assistance.
- UNHCR Handbook for Emergencies* —

Twenty years ago it was almost impossible for a Canadian exporter to bid for goods or equipment required by international organizations responding to emergency situations. The relief process was rushed, bidding times were short and purchasing decisions were often made on the fly. Today, standardized supply methods have helped level the playing field and Canadian exporters now stand a chance of doing well in these markets.

### Supply methods

Humanitarian relief agencies maintain their permanent state of readiness by relying on these methods:

- Pre-qualified vendors** and pre-arranged contracts are established through competitive bidding.
- Stockpiling** of pre-packed emergency items is arranged in Canada by the Canadian Red Cross and abroad by United Nations organizations, the Oxford Committee for Famine Relief (OXFAM) ([www.oxfam.org](http://www.oxfam.org)) and World Vision ([www.worldvision.org](http://www.worldvision.org)).

### Plan early

Advance planning is essential to get Canadian goods into the relief system supply chain.

- Match product specifications** to those listed in the procurement catalogues available from the United Nations Development Program Inter-Agency Procurement Services Office (UNDP IAPSO) Web site: [www.iapso.org/set.asp?id=21](http://www.iapso.org/set.asp?id=21) The 2000 edition of the *General Business Guide* is also available at [www.iapso.org/set.asp?id=44](http://www.iapso.org/set.asp?id=44)
- Send product samples** to buying organizations as a regular marketing strategy: don't wait til disaster strikes.

### The Geneva connection

Historically, coordination efforts for humanitarian assistance have been based in Geneva and many of the international aid organizations are headquartered there.

- United Nations Office for Coordination of Humanitarian Affairs (OCHA) ([www.reliefweb.int/ocha\\_ol/about/dhaprog/ced.html](http://www.reliefweb.int/ocha_ol/about/dhaprog/ced.html)) — coordinates aid and stockpiles basic necessities.
- International Committee of the Red

is available from the UNHCR publications office.

- When Disaster Strikes* ([www.paho.org/english/ped/whendis.htm](http://www.paho.org/english/ped/whendis.htm)) — provides technical guidelines and contacts in Central and Latin America and the Caribbean.
- SUMA ([www.disaster.info.desastres.net/SUMA/](http://www.disaster.info.desastres.net/SUMA/)) — tracks donor pledges.
- United Nations Development Program's Inter-Agency Procurement Services Office* ([www.iapso.org](http://www.iapso.org)) — offers its business guide to the UN agencies free of charge.
- Relief Web* ([www.reliefweb.int/w/rwb.nsf](http://www.reliefweb.int/w/rwb.nsf)) — posts the latest information on global relief needs.
- Alertnet* ([www.alertnet.org/suppliers](http://www.alertnet.org/suppliers)) — provides an international register of firms supplying relief.

### Conclusion

Supplying humanitarian aid is a highly specialized area of the export business, but with careful planning and adherence to good business practices Canadian suppliers can become valued members of the international aid community.

For more information: DFAIT's Export Financing Division's IFI Unit offers services related to development business procurement, tel.: (613) 995-7251, e-mail: [ifinet@dfait-maeci.gc.ca](mailto:ifinet@dfait-maeci.gc.ca)

(For the unabridged version, see [www.infoexport.gc.ca/canadexport](http://www.infoexport.gc.ca/canadexport) and click on "International Financial Institutions.")



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