

IFI Bidding Success Factors and Support Needs

[2] Minor Works [+Services and Goods/Equipment]

Aeronav Navigation, Bernard Goyette, Vice President Business Development, 2291 46th. Ave., Lachine, Quebec, H8T 3C9, 514 633 8336, Fax 514 633 6466, bgoyette@aeronav-intl.com

CPAS Systems, 250 Ferrand Drive, 7th. Flr., Toronto M3C 3G8 Liam Robertson, Comptroler, and Bryan Stephanson, Vice President, Consulting Group 416 422 0563 bryans@cpas.com liamr@cpas.com

Nanometrics Inc., 250 Hertzberg Rd., Kanata, Ontario, K2K 2A1 613 592 6776 Neil Spriggs

Segitel Inc., Maurille G. Sequin, President, and Paul Perron, Director Projects Management, 666 Sherbrooke St. W., Suite 1400, Montreal, Quebec, H3A 1E7, 514 845 7151 mgsequin@segitel.ca pperron@segitel.ca

Spirent Communications [formerly Consultronics], 169 Colonade Rd., Nepean South, Ottawa K2E 7J4, 613 225 6087 mike.read@spirent.com [declined to meet, busy, invited email]

Tecsalt International Limited, 85 St. Catherine St. W., Montreal, Quebec, H2X 3P4. Jean-Francois Vinet, Vice President. jf.vinet@tecsult.com 514 287 8500 [8514] fax 514 287 8643

[3] Goods, Material and/or Equipment Only

LPB Poles, 426 Montreal Rd. E., Masson-Angers, Quebec. Rene Rheault 450 474 0543

Maintex Inc., 1140 Maisonneuve Blvd., W., Montreal, Quebec, Suite 1050, H3A 1M8 [affiliate of Canarail] Michael Albaz.

Sidus Systems, Ashur Tamir, Director, International Operations, 3780 14th. Ave. Suite 310, Markham ON L3R 9Y5 atamir@sidus.ca [now part of EMJ Data Systems Ltd., PO Box 1012 Guelph, Ontario, N1H 6N1 519 837 2444 1 800 265 7212 Jim Estill, President]

Stella Jones, Osvaldo Nunez, 41 Rodier St., Delson, Quebec, osvaldo.nunez@stella-jones.com www.stella-jones.com

Ven-Rez Products, PO Box 399, Shelburne, N.S., B0T 1W0, Ron Wallet, President, 902 875 3371 vrez@auracom.com

Volvo Motor Graders [previously Champion Road Machinery, before January 1, 2001], 160 Maitland Rd., Goderich, ON N7A 3Y6 Patrick Olney, V.P. Finance, 519 524 2600 olney@volvograders.com

[4] Services Only

Agriteam Canada, Robert Francis, President, 890-10201 Southport Rd. S.W., Calgary, Alberta T2W 4X9 403 253 5298 robertf@agriteam.ca

Alconsult, 1720, 734-7th Ave., S.W., Calgary, Alberta, T2P 3P8. Fred Rayer, President, and Tony Wallace, Vice President 403 262 5886 alconsult@nucleus.com

Blake, Cassels and Graydon LLP, Barristers and Solicitors, Commerce Court W., 199 Bay St., Box 25 Commerce Court W., Toronto M5L 1A9, Pamela Hughes 416 863 2400 pamela.Hughes@blakes.com