

**T**he 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 selection of IBOC's current trade opportunities, simply visit the Internet site at [www.iboc.gc.ca/eleads](http://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.

**MOROCCO — Landfill preparation project for the city of Meknès** — The Urban Community of Meknès currently operates an open dump, located within city limits. The conditions associated with this dump pose major health and environmental problems. All the studies carried out on the dump have recommended its closure. The site for the new landfill is located 6 km north of the city, on clay

# International Business Opportunities Centre

soil. An access road needs to be developed to allow waste collection vehicles (some 200 a day) to reach the site in question. Consequently, a 7-metre-wide paved road needs to be built along a 3-km distance. The land is crisscrossed by power lines, which will need to be relocated. The landfill site will be surrounded by a wire fence. This will be a state-of-the-art operation, with waterproof cavities where the waste will be compacted and then covered. All necessary steps will be taken to eliminate any adverse impact that operation of the landfill will have on the environment. Closing date: **April 3, 2000**. Contact Daniel Lemieux, IBOC, tel.: (613) 996-0675, fax: (613) 996-2635, quoting case no. 19991230-04618.

**GHANA — Financial Assistance - Loan for Intravenous IV Solutions Plant** — EPISTLE Consortium Ltd. is looking for funds, loans and financial assistance to start a project for the manufacturing of the Intravenous IV Solutions plant in Ghana. The manufacturing facility will cost about \$1.1 million, including building construction, equipment purchase and installation, utilities, materials and supplies. A copy of the business plan is available. Closing date: **March 15, 2000**. Contact: Daniel Lemieux, IBOC, tel.: (613) 996-0675, fax: (613) 996-2635, quoting case no. 19991208-04359.

**SWITZERLAND — Swiss Restaurant and Conference Centre - Partnering —**

The Fassbind Hotels, a Swiss group with hotels in Lausanne, Geneva and Berne, will open a new four-star hotel in downtown Lausanne in 2001, featuring several restaurants, 190 rooms, a patio, underground parking, boutiques, a fitness area, three panorama elevators and a 1,000-seat congress area. At this stage, planning of the interior is still open and can be adapted to the needs of the partner. For the operation of the restaurants and the conference centre, a co-operation in whatever form with an experienced Canadian partner is sought. Closing date: **March 17, 2000**. Contact: Daniel Lemieux, IBOC, tel.: (613) 996-0675, fax: (613) 996-2635, quoting case no. 19991215-04498.

**THAILAND — Shifting Cultivation Stabilization Pilot Project** — The government has received a loan from the Asian Development Bank towards the cost of this project. A mailing list of potential bidders is being drawn up for invitations for the following items: construction equipment, consultant services, and vehicles and materials. Closing date: **March 15, 2000**. Contact: Daniel Lemieux, IBOC, tel.: (613) 996-0675, fax: (613) 996-2635, quoting case no. 19991213-04399.

**SINGAPORE — Third Rail High-speed Ramps** — Singapore MRT Ltd. is looking for suppliers and manufacturers interested in participating in a competitive bidding process for the supply and delivery of third rail high-speed ramps. Closing date: **March 10, 2000**. Contact: Daniel Lemieux, IBOC, tel.: (613) 996-0675, fax: (613) 996-2635, quoting case no. 19991123-04142.

*IBOC Trade Opportunities — Find out more at [www.iboc.gc.ca](http://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.