

Heating/Ventilating Opportunities in United Arab Emirates

Canadian companies with products related to air conditioning, ventilation, refrigeration and maintenance are invited to participate in a project to promote an Indoor Air Quality (IAQ) Management Program in the United Arab Emirates.

Vancouver-based Canadian Showhouse Consortium, with support from the Department of Foreign Affairs and International Trade (DFAIT), has initiated an IAQ Management Program, which was virtually non-existent in the region.

The potential for Canadian companies in IAQ management alone could reach \$50 million over the next 10 years.

Work on the project, which has been discussed with top level U.A.E. officials, is expected to start soon.

The proposal is for a pilot project in the U.A.E., which will cover a number of government and institutional build-

ings. It will consist of acquiring IAQ data, processing the data in real time via an Internet data transfer link and providing recommendations to the U.A.E. government to improve indoor air quality.

The proposed project will also have an educational component by organizing workshops and seminars in the U.A.E. on IAQ management training and developing IAQ guidelines in line with Canadian and international standards.

Companies interested in participating in the project should provide information on their products/services and international experience to the Consortium.

For more information, contact the IAQ Management Team, Canadian Showhouse Consortium, #209 - 2628 Granville Street, Vancouver, B.C., V6H 3H8, tel.: (604) 731-9663, fax: (604) 263-1652, e-mail: cpic@cosmospacific.bc.ca, Internet: www.direct.ca/cosmos/

International Business Opportunities Centre

The following trade opportunities have been received by the International Business Opportunities Centre (IBOC) of the Department of Foreign Affairs and International Trade and Industry Canada. These opportunities are posted for the benefit of Canadian companies only. To obtain more information about these tenders, contact the appropriate person at IBOC, whose name appears at the end of each summary below, quoting the IBOC case number. 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.

COLOMBIA —The Colombian health-care sector through the Canadian Embassy invites Canadian companies to bid for various medical equipment and supplies: patient aid equipment, blood gas collection systems, pathogen test kits, optical equipment, high-technology medical equipment, clinical lab equipment, bio-technology equipment, forensic equipment, tracheotomy tubes, catheters, surgical tools, vaccines, blood derivatives, monitors, modulators, surgical lights,

autoclaves, infant incubators, ecographs, ambulances, inexpensive antibiotics, anesthesia, cancer treatments, transplant surgical tool kits, hip replacement tools, new programming technology, joint venture opportunities, scalpel blades, blood analysis equipment, quality lab equipment and reactants, endoscopic equipment, intensive care equipment, anesthesiology equipment, neonatal equipment, adult resuscitators, medical sensors, medical-related compressors, high-tech lab equipment,

anesthesia equipment, surgical equipment, new optical technology, pharmaceutical gell capsule manufacturing equipment, endoscopic-related equipment, micro-electrical motor valves, diagnostic equipment, nebulizers, resuscitation equipment, surgical staples and equipment related to product line. The closing date is March 1, 1999. Contact Daniel Lemieux before March 1, 1999, at fax: (613) 996-2635, quoting IBOC case no. 981229-02375.

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