

of publicity in the postage franking machine. Registered letters are also rejected because the company sending the letter is identified in the registered mail receipt.

Public tenders are advertised in the national newspaper *El-Moudjahid* and sometimes in the international press. The Commercial Division of the Canadian Embassy in Algiers reviews the announced tenders each day and notifies the appropriate Geographic Bureau in External Affairs and the Industry Sector Branch of the Department of Regional Industrial Expansion in Ottawa by priority telex of tenders of particular interest. The Embassy will send notices directly to Canadian firms which have indicated a particular interest; otherwise, the Industry Sector Branch notifies potentially interested companies. Time is always of the essence since most Algerian tenders have a deadline of 30 days and extensions are usually impossible to obtain. Since our European and Japanese competition copes with this problem, Canadian firms wishing to do business in Algeria must meet these deadlines.

The tender documents are available against payment of \$30 to \$60 Canadian. The Embassy will therefore only draw tender documents on specific request from a Canadian firm. Again time is of prime importance and requests for documents should be made by priority telex.

Mail usually takes 10 to 12 days to reach Canada and so companies should begin to prepare their tenders before the documents are received. The best way to send the tender to Algeria is by airmail. This usually also takes 10 to 12 days, but is the fastest procedure. There is no courier service to Algeria any more and air freight packages can be seriously delayed by customs procedures. In cases where the contract is vital, companies should consider sending a representative with the tender. A number of companies do this.

Algerian organizations rarely buy at the tendered price. In most cases, a selection is made from a number of bids based on quality and price and these organizations are called in for negotiations. No information is available from the Algerian authorities on who or how many firms tender nor on who finally wins a tender although this information is sometimes available in the trade press.