

Contacts



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QUEBEC FIRM ADDS GRENADA TO CARIBBEAN CONTRACTS — *Continued from page VII*

But even without such advantage, Redhead advises, small Canadian companies new to the region can get all the help they need from the nearest Canadian High Commission in Bridgetown, Barbados.

"The High Commission not only informed us of the upcoming project, but advised us on how to pursue it," he says.

And that advice is there for the asking, be it for a young company or an over 30-year old, \$40 million and 700 employee-strong well established engineering consulting firm like Dessau.

"The Canadian Embassy or High Commission will even put in a plug for Canadian representation when it comes to short listing," says Redhead, "and that's very helpful and necessary," he adds.

The Dessau contract is even more significant since

it constitutes the first CDB-financed Grenada project won by a Canadian firm in recent memory.

Most likely it won't be the last either as Dessau has been invited -- one of only five firms -- to bid on a \$0.5 million technical assistance consultancy project in Grenada, as well as on a Trinidad and Tobago project.

"The size of the contracts might be smaller than similar ones in other parts of the world," admits Redhead whose company is also active in Asia and Africa, "but the Caribbean is much closer to Canada and we believe that there are fewer difficulties to be overcome in doing business there," he advises.

For more information on Dessau International -- one of 18 subsidiaries of Dessau Inc. -- contact Dessau Executive Vice-President Robert Bourbeau. Tel. (514) 384-5660. Fax: (514) 967-0758.

COMPLETE COMMITMENT GIVES OTTAWA FIRM THE EDGE IN BARBADOS — *Continued from page VII*

Hamilton, " as well as in training for Barbados airport staff at the International Aviation Management Training Institute in Montreal.

"We therefore knew them," Hamilton adds, "and also heard about the project from our architect circles."

In addition to winning the design contract, Hamilton is confident that some of the US\$40 million airport construction work will be sourced in Canada, thereby benefitting many other Canadian companies.

Sypher Mueller, which has done work in Africa, is now focusing its international operations -- besides its US concerns being run out of its Baltimore office -- in Asia and the Caribbean.

"We like working in the Caribbean," says Hamilton, especially in Barbados where people are very nice to work with."

For more information on Sypher Mueller -- it also has an office in Vancouver -- contact Gordon Hamilton, President. Tel.: (613) 236-4318. Fax: (613) 236-4850.