

The 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 wider selection of IBOC's current trade opportunities, simply visit the Internet site at www.iboc.gc.ca/leads

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.

JAMAICA — Pharmaceuticals and Medical Sundries — The Health Corporation Limited of Kingston, a government-owned company with responsibility for procurement, warehousing and distribution of pharmaceuticals and medical sundries on behalf of the government, invites sealed bids for the period of March-April 2000. The bidding documents are

available by submitting a written application. Closing date: **March 31, 2000**. Contact: Daniel Lemieux, IBOC, tel.: (613) 996-0675, fax: (613) 996-2635, quoting case no. 19991117-04062.

VENEZUELA — Emergency Housing for Venezuela — Last December Venezuela suffered what is being called "The Natural Disaster of the Century." Extensive rains over a prolonged period of time caused mud and rock slides in different parts of Vargas State (the Venezuelan coast north of Caracas) and flooding in other areas to the east and west of Caracas. The government will be co-ordinating housing solutions for all families left

homeless, through the Ministry of Infrastructure via Fondo de Desarrollo Urbano (Urban Development Fund - FONDUR) and the Consejo Nacional de la Vivienda (National Counsel for Housing - CONAVI). Canadian companies are invited to express their interest in providing low-cost housing. Closing date: **April 18, 2000**. Contact Daniel Lemieux, IBOC, tel.: (613) 996-0675, fax: (613) 996-2635, quoting case no. 000117-00166.

SINGAPORE — Wheel and Noise Dampers for Trains — The Singapore MRT Ltd. is looking for potential Canadian suppliers or manufacturers who may wish to supply and deliver Wheels and Noise Dampers for use on Electric Multiple Unit Trains. Cost: SGD 25.75 per set (approx. \$22.30). Closing date: **April 7, 2000**. Contact Daniel Lemieux, IBOC, tel.: (613) 996-0675, fax: (613) 996-2635, quoting case no. 000117-00192.

IBOC Trade Opportunities — Find out more at www.iboc.gc.ca ✪

Opportunities in Morocco

Morocco has launched a vast number of ambitious projects to develop its infrastructure, which is for the most part inadequate to meet the needs of an emerging economy.

Projects involve water and electric power supply, expansion of ports and airports, as well as roads, highways and dams. These programs, the cost of which is estimated in the hundreds of millions of dollars, are being or will be financed by the Moroccan government or international stakeholders and may involve commercial concessions or privatization.

As an example of the work in ques-

tion, it is estimated that over 50 major dams will be built by the year 2020, at the rate of two dams a year between now and 2010, and three a year between 2010 and 2020.

The commercial section of the Canadian Embassy in Rabat has drawn up a list of major infrastructure projects being planned in the various industry sectors in Morocco.

To obtain a copy of the list, contact Leopold Battel, Commercial Counsellor, tel.: (011-212-7) 67 28 80, fax: (011-212-7) 67 21 87, email: leopold.battel@dfait-maeci.gc.ca ✪



Quick Facts

Since it opened in 1995, IBOC has contacted more than 25,000 Canadian companies and has responded to more than 16,000 inquiries from foreign buyers.

Thanks to IBOC, more than 8,500 Canadian firms have been in contact with foreign buyers.

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.