

IBOC: Trade leads

UKRAINE — Boilers and Water Treatment Plant — As part of the Kyiv District Heating Improvement Project, JSC Kyivenergo invites sealed bids (contract no. KE/023) for the supply, installation and commissioning of boilers (200 gal/hr), a water treatment plant and stack for CT-1, as well as associated training services. The contract will be divided into three lots. Cost of bid documents (non-refundable): US\$300 plus 20% VAT. Bid security: US\$100,000 (Lot 1); US\$30,000 (Lot 2); US\$20,000 (Lot 3). Closing date: **April 9, 2002**. For bid documents, contact Vladimir Montiev, Deputy Project Manager, JSC Kyivenergo, 4 Kurganivska Street, Room 302, 01014 Kyiv, Ukraine, tel.: (011-380-44) 221-4202, fax: (011-380-44) 221-4709. Contact George Grushchenko, Senior Commercial Officer, Canadian Embassy, Kyiv, fax: (011-380-44) 464-1133, e-mail: george.grushchenko@dfait-maeci.gc.ca

quoting case no. 011228-05788. (Notice received from the Canadian Embassy in Kyiv.)

ZAMBIA — Forklifts, Electrical Generator and Water Treatment Plant — The Zambia National Tender Board invites sealed bids (bid no. TB/ORD/073/01-299) for the supply and delivery of forklift trucks and attachments, an electrical standby generator and a water treatment plant, as part of the reconstruction and privatization of Mpulungu Harbour. Closing date: **March 15, 2002**. Bid documents may be obtained from the Tender Board Web site at: www.tenderboard.gov.zm Bid security: minimum 2% of the bid price. For more information, contact Director General, Zambia National Tender Board, 13th Floor, Kulima Tower, Katunjila Rd., PO Box 31009, Lusaka, Zambia, tel.: (011-260-1) 22 86 33, fax: (011-260-1) 22 05 77. Contact Benoit Gauthier, Second Secretary and Vice-Consul, Canadian High Commission, Lusaka, fax: (011-260-1) 25 41 76, e-mail: benoit.gauthier@dfait-maeci.gc.ca quoting case no. 020107-00044. (Notice received from the Canadian High Commission in Lusaka.)

INDIA — Spreader — Neyveli Lignite Corporation Limited invites sealed bids (tender no. 0018-D/MI/Cont. Mines/ 01, Dt 26.12.2001) for the design, manufacture, supply, assembly, commissioning and testing of one spreader (capacity 11,000 t/hr). Minimum bidder qualifications: demonstrated experience manufacturing durable spreaders (minimum capacity 5,500 m³/hr, capable of handling hard, abrasive, sand stone and sticky clay, minimum two-year operating life); adequate financial and manufacturing resources; ability to perform the contract within specified time frame; established quality assurance systems; success with projects of similar magnitude. Bidders who do not meet

these requirements remain eligible providing that they can prove that the contracted work will be carried out in collaboration with firms that meet the requirements. Cost of bid documents (available until February 20, 2002): US\$450. Bid guarantee: US\$80,000. Submit original bid document plus seven copies. Closing date: **March 18, 2002**. For bid documents, contact General Manager, Neyveli Lignite Corporation Ltd., Corporate Office, PO Neyveli 607 801, Cuddalore District, Tamil Nadu, India, tel.: (011-91-41) 425-2215/0, fax: (011-91-41) 425-2645. Contact Alka Malik, Trade Assistant, Canadian High Commission, New Delhi, fax: (011-91-11) 687-5387, e-mail: alka.malik@dfait-maeci.gc.ca quoting case no. 020110-00123. (Notice received from the Canadian High Commission in New Delhi.)

IBOC trade opportunities — find out more at www.iboc.gc.ca *

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Training trainers in international trade Successful WFTA launch in Africa

The World Federation of Trading House Associations (WFTA), a Montreal-based international non-government organization, has seen demand for its international trade expertise snowball in Africa, following the launch of an initial training cycle in international trade last November in Abidjan, Ivory Coast.



WFTA mission to Abidjan last August (from left to right): Lassaâd Ben Hassine, Director, Training, WFTA; Fanta Menet, Coordinator, Training, APEX-CI; Assoumou N'Goran, Director, Export promotion, APEX-CI; and Karl Miville-de Chêne, Director General, WFTA and AMCEQ.

The train-the-trainers project in international trade is a WFTA initiative, with technical support from the Québec Association of Export Trading Houses (AMCEQ) and funding from the Canadian International Development Agency (CIDA). The project's overall objective is to develop human resources in international trade. The

WFTA, in cooperation with the Association pour la Promotion des Exportations de la Côte d'Ivoire [Ivory Coast export promotion association] (APEX-CI), trained 36 Ivorian trainers during a mission in Abidjan last August.

Now equipped with educational media and hands-on training techniques, these Ivorian trainers will be giving the first training cycle organized by APEX-CI.

Their mandate is to train people to become experts in international trade, enabling them to contribute more effectively to developing and diversifying the exports and imports of Ivorian private-sector companies. In fact, the project's 30 or so modules will increase knowledge in several subject areas: export marketing strategy development, prospecting, market studies and information technologies and their international trade applications.

The initial training cycle, in which 32 Ivorians are enrolled, will be completed this month, but APEX-CI is already preparing a second cycle for next month.

The WFTA is organizing the same project for Tunisia (CEPEX), and talks are currently underway with Algeria, Cameroon and Burkina Faso.

For more information, contact Lassaâd Ben Hassine, Director, Training, WFTA, tel.: (514) 286-1042, fax: (514) 848-9986, e-mail: benhassine@wfta.org Web site: www.wfta.org *

"Royal" welcome in Brunei

On January 12, the Royal Bank of Canada Global Private Banking division (www.rbcprivatebanking.com) became the first bank to be granted approval by the Brunei Ministry of Finance to operate in Bandar Seri Begawan's new Brunei International Financial Centre. The new RBC branch, which is expected to open early this year, will employ local staff.

RBC has a presence in Brunei already, through its Singapore office which is actively involved in the management of the Islamic funds of the Islamic Bank of Brunei.

Neil Reeder, Canada's High Commissioner in Brunei Darussalam — who provided considerable support to RBC's efforts over the past few years, including introducing the bank to key local contacts — expressed his delight that Canada's largest financial institution, and one of the world's largest offshore banks, is the first bank to be granted an operating licence in the new centre.

"I am confident that the opening of a Royal Bank of Canada branch in Brunei will lead to increased cooperation between Canada and Brunei in the financial services sector, and more bilateral investment between our two countries," Reeder stated. *



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