

Many firms keep informed of local business opportunities through the commercial offices in their country's embassies. These offices are established mainly to assist enterprises interested in generating business in foreign countries. Therefore, the local company representative should visit the embassy office regularly.

Staff in the various ministries in developing countries are good sources of information about projects being considered in their sectors (agriculture and energy, for instance). It is useful, therefore, for company representatives to make contact with them periodically.

When Bank Loans or IDA credits for projects are approved, advertisements, which provide details and state when and where bidding documents can be obtained for goods, works and services to be purchased through international competitive bidding will appear in at least one major newspaper in the developing country.

Bid information for large or specialized contracts may also appear in technical magazines, trade publications and newspapers with large circulations.

(Subscriptions can be ordered for \$250 a year from Development Forum Business Edition. Subscriptions Department, Room 559-DC1, United Nations, New York, New York 10017 or from Development Forum Unit, Room E1055, The World Bank, 1818 H Street, N.W., Washington, D.C. 20433.)