

Marketplace

Greece — The Hellenic Civil Aviation Authority, which previously announced a tender with a closing date of December 30, advises the date has been extended to February 24. Tender number 1026/86 called for the supply, installation and commissioning of the Athens terminal area radar system (ATARS) and operator display system. Upon authorization and at cost of \$55-\$60, post can forward tender documents to interested Canadian companies. Quoting the tender number, contact the Canadian Embassy, Athens. Telex: (Destination code 601) 215584. Answerback: (215584 DOM GR).

Turkey — The Ministry of Defence has announced a tender, with a bid closing date of Feb. 23, for the supply of apparatus for use in testing chemical warfare protection equipment. Required are one each of sarin conductivity tester; mustard conductivity tester; DOP penetration tester; ozone chamber; filter resistance tester; and valve tester. Performance bond is 6 per cent. Post can forward bid documents to interested Canadian companies, billing later through External Affairs. Contact the Canadian Embassy, Ankara. Telex: (Destination code 607) 42369. Answerback: (42369 DCAN TR).

Turkey — The Ministry of Defence here has announced a tender, closing date Feb. 24, for the supply of four sets of processor-controlled electronic warning and electronic support measures (ESM) systems. They must be capable of intercepting and analysing all radars in the frequency range of 2-18 GHz and within 360° horizontal for use on destroyer-type ships. Performance bond is 6 per cent. Post can forward documents to interested Canadian companies, billing later through External Affairs.

Turkey — With a bid closing date of February 25, the Turkish Radio Television Association has issued a tender for the supply of one radio broadcast transmitter set. Specifications are for single unit 1000 or 1200 W or 2 x 500 or 2 x 600 W, a 525-1605 KHZ band and with a 702 KHZ operating frequency. The set should be complete with program input equipment, transmitter power supply, feeders and antenna tuning equipment. Bid bond is 105,000,000 Turkish lira, with a performance bond of 6 per cent. Post can forward bid documents to interested Canadian companies, billing later through External Affairs. Contact the Canadian Embassy, Ankara.

Turkey — A tender for the supply of a variety of microscopes has been announced by Turkey's Hacettepe University. With a bid closing date of Feb. 17, the University seeks one microscope each as follows: ophthalmic surgery; fluorescence; ent surgery; neurosurgery; orthopedic surgery; and binocular student. Also required is one microprojector. Post can obtain and forward bid documents to interested Canadian companies. Contact the Canadian Embassy, Ankara.

Perseverance produced profits

Continued from page 1

exports increasing by more than 50 per cent.

Canadian companies have been successful in selling aircraft, including the Dash-7 and the CL-215 water bomber, mining trucks, various specialized machinery, and such raw materials as asbestos, wood pulp, coal and iron ore.

Then, states the guide, Yugoslavia's shortage of hard currency and severe restrictions on imports, resulted in a decline in Canadian exports between 1981 and 1983. The following year, however, Canadian exports recovered, growing by some 55 per cent to reach \$76 million.

Now that the trade climate is more conducive to Canadian exports, the potential, says the guide, lies in the fully manufactured goods sector. This is especially true in the design and supply of equipment for the production of energy, pulp and paper, and mineral transformation.

Opportunities also exist in the communications sector, the supply of specialized measuring equipment, software services and other specialized technologies where domestic expertise has not been acquired.

Industrial transportation equipment, forestry exploitation machinery and road building equipment also represent potential opportunities for Canadian exporters.

While these opportunities seem abundant, it is not a simple matter to take advantage of

Valuable investment

Continued from page 1

reported that, with support from the Canadian International Development Agency (CIDA), it is preparing a study on the economic viability of food irradiation in Thailand.

Officials participating in the three-day dialogue also report that the Conference Board of Canada agreed to establish "institutional linkages" with the Thailand Development Research Institute.

This agreement, they say, "is expected to lead to co-operation in joint research projects on bilateral trade and investment, on exchanges of professional staff, and the development and exchange of data bases and information that could be helpful to the private sector in both countries to improve the identification of trade and investment opportunities."

In a final development, which would give impetus to the momentum already generated by the dialogue, the Business Co-operation Branch of CIDA indicated it would consider sharing the cost of mounting a Thai Investment Mission to Canada slated for this year.

Part of on-going developments aimed at enhancing Canadian-Thai trade and investment relations, this latest dialogue was sponsored by the Asia Pacific Foundation of Canada in co-operation with the Industrial Finance Corporation of Thailand.

Further information on the dialogue or on Canadian trade and investment opportunities in Thailand is available from Nigel P. Godfrey of External Affairs' Asia Pacific South Trade Development Division (PST), tel: (613) 995-7662. ★

them, stresses the guide, pointing out the fact that traditional links with Western Europe are strong and competition is fierce.

As well, European competitors are receptive to licensing, industrial and technical co-operation, joint ventures and other agreement forms favored by the Yugoslav government. They also engage more readily in countertrade as a means of penetrating the Yugoslav market.

But that, the guide also stresses, should not deter determined Canadian exporters.

"Given this competition, Canadian businessmen must study these alternatives closely when approaching the Yugoslav market," says the guide. "Co-operation in third countries offers a special challenge to Canadian firms."

After recent successes, it seems there are select opportunities for Canadian and Yugoslav firms to work together, "particularly in developing countries belonging to the non-aligned movement, where Yugoslavia has good connections."

"Yugoslavia's cheaper manpower, particularly in civil engineering," the guide states, "makes the possibility of teaming up with this country attractive."

In addition to discussing trade opportunities in this country, *Yugoslavia — A Guide for Canadian Exporters* provides tips on doing business there, information on federal export assistance programs and useful contacts.

Copies of the guide may be obtained by calling Info Export or by contacting any of the cross-Canada regional offices of the Department of Regional Industrial Expansion (DRIE).

Further information on Canada-Yugoslavia trade is available from Hans Himmelsbach of External Affairs' USSR and Eastern Europe Trade Development Division (RBT), tel: (613) 996-7940. ★

Trade agreement

Continued from page 1

- provide the technical support needed for the development and completion of joint projects; and;
- receive private sector missions of partners involved in co-operative undertakings.

While the Agreement on Economic and Industrial Co-operation was the "most important," signatures were also appended to a Protocol to the Taxation Convention of 1975 and a Protocol to the 1956 Canada/France Agreement on the Admission of Trainees.

The signings, particularly of the Economic and Industrial Co-operation Agreement, are a follow-up to an industrial co-operation mission last November to France led by DRIE Minister Michel Coté, who also inaugurated a new consulate and trade office in Lyon, France's second most important industrial centre.

Information on the Agreement on Economic and Industrial Co-operation and how its articles may be implemented is available from either Maurice Bernier of External Affairs' Western Europe Trade Development Division (RWT) at (613) 996-2363; or Ron Lockhead of DRIE's International Initiatives Division (ATFP) at (613) 954-5293. ★