

PUBLICATIONS

Philippines Goes BOT

The Trade Section in Manila, Philippines has recently produced a study on BOT (Build Operate Transfer) financing schemes for capital projects in the Philippines. The Philippines leads the world in the use of this financing method for power projects.

The study also includes information on BOO - Build Operate Own, and BOL - Build Operate Lease and various other variations on the theme.

To date, the Philippines Government has identified several priority areas for use of the BOT scheme. New legislation, expected to pass the Philippine Congress in coming weeks, will provide coverage for the full range of BOT sectors, including:

- power generation, distribution, electrification, and related facilities;
- transport-related facilities, such as roads and bridges, mass transit facilities, port infrastructures, airports, and navigation aids;
- tourism, educational, and health infrastructure;
- property development activities, such as the development of new townsites and communities, land reclamation and dredging, industrial estates, export processing zones, and regional industrial centres;
- petrochemical-related facilities;
- agriculture-related infrastructure, such as markets, slaughterhouses, warehouses, public fish ports and fish ponds, including related facilities; and
- environmental waste management facilities.

The study lists the projects currently available for BOT development as well as the names and contact points for those companies

interested in getting more information. The study also suggests a market entry strategy for companies unfamiliar with this type of financing.

The Philippines has set up a one-stop shopping/approvals desk for handling BOT projects.

Through this scheme the Philippines offers bankable guarantees to buy the services from a BOT — consortium or joint/venture and manufacturers and financiers interested in penetrating the enormous Philippine capital project market in this manner should find this report interesting and informative.

To obtain a copy of the market report, contact the Asia Pacific South Trade Development Division of Foreign Affairs and International Trade. Fax: (613) 996-1248.

Singapore Fish Guide

Singapore: Guidelines for Canadian Fish Exporters 1994 provides an overview of the Singapore market for fish and seafood products, including information on various aspects of the Singapore economy and factors influencing fisheries imports into that market. Other information includes: basic data; the Singapore seafood market in brief; country information; consumption habits; the domestic Singapore fishing industry; distribution market access; documentation; trade contact; importers/distributors/users; transportation; statistics. Available from InfoCentre. Tel.: 1-800-267-8376 (Ottawa area: 944-4000). Fax: (613) 996-9709.

Craft Guides to U.S.

Market overview guide books for Canadian exporters of craft and

giftware to the territories covered by the Canadian Embassy in Washington and the Canadian Consulates General in Atlanta, Boston, Buffalo, Chicago, Detroit, Minneapolis, San Francisco and Seattle look at issues to consider in preparation for exporting to these markets and provide contacts and useful information for potential exporters.

The markets for craft and giftware are well developed in all of these regions and are receptive to Canadian products. Many Canadian firms have become successful in their exporting endeavours to these regions.

For a copy of any of these studies, contact the U.S. Trade and Tourism Development Division, Department of Foreign Affairs and International Trade, Ottawa. Fax: (613) 944-9119.

Korea Market Studies

The following Korea market studies, titles listed under sectors, are available — in either hard copy or on 3.5-inch or 5.25-inch disks — from Minister Counsellor (Commercial), Canadian Embassy, C.P.O. 6299, Seoul, Korea 100-662. Fax: 011-82-2-755-0686. Please specify disk format desired.

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