

International Business Opportunities Centre

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 — for a wider selection, visit the Web site at www.iboc.gc.ca/webleads/webleads.asp

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.

THAILAND — Transmission System and Substation Development (IFI) — The Provincial Electricity Authority has issued an invitation to bid (bid no. PEA-TSD.3.P-4.5/2001) for the construction of a 115-kV transmission line comprising three circuits totaling 57.8 km. Part 1: Bang Lang substation to Bang

Lang substation main entrance = 1.8 km; Part 2: Bang Lang substation main entrance to kilometre marker No. 40 on highway No. 410 (Yala-Betong) = 23 km; Part 3: kilometre marker No. 40 on highway No. 410 (Yala-Betong) to Betong substation = 33 km. The contract will be financed by the International Bank for Reconstruction and Development (IBRD) under loan no. 4067 TH. Bids will only be accepted from suppliers who supply the materials manufactured by IBRD member countries. Bid selling: April 3, 2001 to May 25, 2001. Briefing session: June 1, 2001 at Electric administration area 3 (south), Yala Province. Bid guarantee: US\$250,000. Cost of bid document: US\$160.50. Closing date: July 2, 2001. Contact IBOC, fax: (613) 996-2635, e-mail: eleads@dfait-maeci.gc.ca quoting case no. 010406-01263. (Notice received from the Canadian Embassy in Bangkok.)

CZECH REPUBLIC — Pasteurization and Fermentation Equipment for Beverage Industry (Partnering) — A medium-sized Czech bottling equipment manufacturer is seeking medium-to-large-sized Canadian manufacturers and exporters of beverage fabrication equipment for a joint venture exporting to central Europe (Poland, Hungary, Slovakia) and eastern Europe. The

Czech company primarily supplies equipment to brewing companies and seeks a Canadian partner to complement its production line. The ideal candidate should be involved in the manufacture of pasteurization and fermentation equipment for the beverage industry (beer and sodas) or the pharmaceutical industry, and interested in expanding export sales into eastern and central Europe with an experienced partner. Contact IBOC, fax: (613) 996-2635, e-mail: eleads@dfait-maeci.gc.ca quoting case no. 010330-01155. (Notice received from the Canadian Embassy in Prague.)

INDIA — Fibre Optic Cable — This invitation for bids follows the general procurement notice for this project that appeared in UN Development Business No. 554 March 16, 2001. The Power Grid Corporation of India Ltd.

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As Team Canada Inc's Sourcing Centre, the International Business Opportunities Centre (IBOC) matches business opportunities from around the world with the business interests of Canadian exporters, particularly small and medium-sized enterprises. IBOC offers a value-added service to trade commissioners by directly contacting Canadian companies about foreign trade leads.

To pursue our international trade leads, check out our Web site at www.iboc.gc.ca (particularly our E-Leads® and Web-Leads®).

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