

## SERVICES AVAILABLE TO CANADIANS

Ottawa: The Asia-Pacific South Trade Development Division, Department of External Affairs and International Trade, Ottawa, (613) 995-7680 can provide Canadian companies with general information related to overall Bank activities, lending modes and procurement guidelines. Copies of AsDB loan documents are available (on loan) from the Department of External Affairs and International Trade Library in Ottawa (613) 992-6150.

Manila: The AsDB Liaison office in the Canadian Embassy in Manila can provide specific program or project information including details on proposed projects such as: project scope, timing, man-month requirements for consulting services, equipment requirements, names of relevant AsDB and Executing Agency officials, and other market intelligence. As well (upon request) Canadian firms can receive copies of project appraisal reports.

Regional: Canadian Embassies or High Commissions in the relevant beneficiary countries can help Canadian firms to establish links with Executing Agencies in their respective territories through identification of potential agents, or assist in building a personal relationship with the customer, a vital element in doing business in this part of the world. The services of the Regional Trade Commissioners range from marketing assistance to tender preparation advice.