

Canadian Job Shop Show: "Window of opportunity"

Seattle--Has Seattle got a "job" for you! And it could start you on the road to becoming part of the United States West Coast's Industrial Revolution--which is opening the door to a market that is growing by leaps and bounds!

Sales Leads

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stock silos; the cooking unit--preheater and calcinator, rotary furnace, clinker cooler and conveying system; dust collection systems--electro-filter and gas cooling tower (for filtration of rotary kiln exhaust gases), jet-pulse type bag filter (for silos and conveying systems), and electro-filter (for clinker cooling unit and clinker conveying systems). The chemical analysis of the clinker is: lime standard: K.S 93-97; silicate module: S.M. 1.7-2.5; tricalcium silicate: C3S min 55 per cent; free calcium oxide: CAO 1.5 per cent. A bid bond of 5 per cent and a performance bond of 10 per cent are required. Payment is through irrevocable letter of credit. The post will obtain documents, costing approximately \$370, with courier expenses of \$80, for interested Canadian companies. Contact the Canadian Embassy, Ankara. Telex: (Destination code 607) 42369. Answerback: (42369 DCAN TR).

TURKEY--With a bid closing deadline of February 21, 1989, the Turkish Electricity Authority has issued a tender for 11 substation protection systems that incorporate: back-up protection systems; shunt reactor protection systems; line overcurrent protection systems; automatic reclosing and fault recording systems; relay panels; measuring, control, indicator meters, and instrumentation systems. A 3.3 per cent bid bond and a 10 per cent performance bond are required. Procurement is open to World Bank member countries. Payment is through an irrevocable letter of credit (World Bank Credit file no. DB TOKCY.1). Bid documents, costing US\$500, may be obtained through the Canadian Embassy and forwarded, at a cost of Cdn\$70, to interested Canadian companies. Contact the Canadian Embassy, Ankara. Telex: Destination code 607) 42369. Answerback: (42369 DCAN TR).

ZIMBABWE--Under a World Bank loan, the Zimbabwe Electricity Supply Authority (ZESA) is prequalifying contractors for the supply, installation and commissioning of a complete hardware and software package for a computerized management system. Requests for prequalification questionnaires should be clearly marked: "Management information systems--Computer hardware and software." Copies of the prequalification questionnaire may be obtained from the Procurement and Materials Manager, Zimbabwe Electricity Supply Authority, 25 Samora Machel Ave., P.O. Box 377, Harare, Zimbabwe. Completed questionnaires must be returned, no later than March 31, 1989, to Secretary, Zimbabwe Government Tender Board, Fanum House, 57 Samora Machel Ave., Harare, Zimbabwe.

NOTE: Unless otherwise stated, companies requesting bid documents will be billed for document/courier expenses. Canadian bidders should also be aware that export permits may be required for some of these products.

Canadian manufacturers, particularly those in western Canada, can get in on the ground floor by participating in the first All-Canadian Job Shop Show which will be held in Seattle March 21-22, 1989.

Companies--provided they submit information by February 24--can also have their firm's name, address, key contacts and fields of specialty listed in a directory that will be handed out to show attendees.

The trend is to use small, highly specialized manufacturing firms.

Trade officials in Seattle say the job shop movement--particularly on the West Coast--is growing rapidly. The trend is to capitalize on the advantages of using small, highly specialized manufacturing firms. There is also an advantage to establishing joint ventures with small shops that form an integral and on-going production team.

Trade officials also point out that, in the 10-year period 1977-1987, the manufacturing base of Metropolitan Seattle increased from 3,000 firms to 4,000 firms.

In the same period throughout the State of Washington, the base grew from 6,300 to 7,900 manufacturing firms.

Last call to sunny trade opportunity

Caribbean/Central America--Opportunity knocks only once.... And time is running out for Canadian companies to cash in on the opportunity to participate in four upcoming trade shows in the Caribbean and Central America.

From March 1 to 6, Panama City hosts EXPOCOMER '89, Panama's largest general trade show which promises an "unusual openness to Canadian products." This marks the fifth year that Canada has had a national booth at EXPOCOMER.

From Panama, it's a short jaunt to Santo Domingo in the Dominican Republic for the March 9 opening of External Affairs' Solo Trade Fair. The four-day event, organized to take advantage of the "positive demand for Canadian products and services," features Canadian building materials, hardware, auto parts/accessories, hotel equipment, textiles and agricultural products.

April 8 is the opening day of Puerto Rico's 17th Annual Food and Equipment Trade Exposition. The international industry show serving supermarkets, food retailers, wholesalers, distributors, bakers, hotels and restaurants drew 8,000 buyers during last year's three-day exposition.

Puerto Rico is also the site of the 11th Annual Industrial Trade Show being held April 14-16 in San Juan. Highlighted at this show are hardware products, security and process control systems. Information on this show is available from Carlos Munante of External Affairs' South America Trade Development Division, Fairs and Missions (LSTF), tel: (613) 996-2268.

For more information on either EXPOCOMER '89 or Puerto Rico's Food and Equipment Trade Exposition, contact Jon Dundon of LSTF, tel: (613) 996-6921. Enquiries about the Santo Domingo Solo show may be directed to Evelyn Kelso, also of LSTF. Tel: (613) 996-5359.

Compounding that growth even more is Boeing, the region's top manufacturer.

Currently, Boeing has a US\$50 billion backlog. Officials say that, without any additional sales, this translates into a seven-year backlog at the company's present delivery rate. Such growth has created a regional shortage of skilled, blue-collar crafts people, especially in the smaller shops.

This situation, enhanced by the recent Free Trade Agreement, presents a "prime window of opportunity" for many Canadian shops, say Canadian trade officials at the Seattle Consulate.

Exhibitors being sought to participate in the All-Canadian Job Shop Show include, but are not limited to:

Specialty and custom machine shops; ferrous and non-ferrous fabricators; extruders; forging shops; rolling mills; drawing shops; welding (all types); heat treating; plasma-arc machining; chemical machining; and electro-chemical machining.

Also being sought are exhibitors of: Press work; spinning; tube bending; advanced-technology forming; surface treatment; plating; polishing; coatings; custom assembly shops; custom fabricators; custom plastic molders; tooling; mold making; industrial-process consulting; printing; publishing; and packaging.

Companies committed to participating in or seeking more details on the All-Canadian Job Shop Show should notify organizers before January 27.

Contact Fred Babis or Albert J. Short, Canadian Consulate General, Suite 412, Plaza 600, Sixth & Stewart, Seattle WA 98101-1286. Tel: (206) 443-1777. Fax: (206) 443-1777 ext. 107. After hours, Fax: (206) 443-1782.

Waste water gets the treatment in western US

Idaho Falls--Idaho may be best known for its potatoes, but this western U.S. state also offers Canadian companies a "real" opportunity to gain a toehold in a difficult market.

Rising concern with environmental issues, especially among Northwestern states, has brought water/wastewater treatment out of the dark ages and under the microscope of public scrutiny. It's become an issue that dominates both the political and social arenas.

While the water/wastewater treatment industry has developed at a rapid pace, so too has the range and quality of the technology, equipment, products, and services designed to support it.

Manufacturers and suppliers of wastewater treatment products and equipment will have an opportunity to display their wares (to several hundred operators (who buy or influence the buying of equipment) at the Eighth Annual Idaho Water/Wastewater Conference to be held in Idaho Falls from May 21 to 24, 1989.

Equipment manufacturers and suppliers will be exposed to the buying power of water/wastewater personnel from the states of Idaho, Montana, Wyoming, Utah, Oregon, and Washington.

Although this event is recognized nationally, its primary focus is in the thirteen western states. And, the greater the number of exhibitors, the larger the attendance.

For further information on the Eighth Annual Idaho Water/Wastewater Conference, contact William M. Bottles, City of Blackfoot, 157 North Broadway, Blackfoot, Idaho, U.S.A. 83221. Tel: (208) 785-3016.