

Jordan Medical

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of entering joint venture or licensing agreements, with a view to exporting products from Jordan.

All pharmaceutical imports require an import license, normally granted without undue difficulty. As well, only registered products may be imported and they can be sold only when registered by the Ministry of Health.

Regarding this, the report notes: "The Jordanian authorities attempt to use registration delays as a means of deterring all but the most serious applicants from entering the market."

Being a leading manufacturer of a wide variety of medical devices, Canada — if the Jordanians found the quality justified the higher price — could find a market in this sector.

The best bets here, the report says, are devices that relate to anesthesiology and pulmonary medicine; cardiovascular; dental; ear/nose/throat; and gastroenterology and urology.

The report says as well that devices also are required for use in haematology; immunology; neurology; obstetrics and gynecology; ophthalmology; orthopedics; radiology; surgery; and toxicology.

The post may have limited resources, under the Canada Fund Inc. (CFI), to assist Canadian firms in exploring some of these potential opportunities.

For further information on Jordan's medical sector, or on how the Canada Fund Inc. may apply, contact:

Commercial Division, Canadian Embassy, P.O. Box 815403, Amman, Jordan. Tel.: (011-962-6) 666-124/5/6. Fax: (011-962-6) 689-227. Telex: (Destination code 0493) 23080 (23080 CANAD JO).

Contracts Awarded

Hermes Electronics Ltd., Dartmouth, has been awarded a US\$5.2 million Canadian Commercial Corporation (CCC) contract to supply sonobuoys to the U.S. Navy.

Bristol Aerospace Limited, Winnipeg, has been awarded three CCC contracts totalling US\$2.6 million for the manufacture and supply to the U.S. Air Force of horizontal stabilizers and other components for use on F-5 aircraft.

Canada-China Geoscience, Markham, has been awarded a Cdn\$286,000 China National Coal Corporation contract to supply geotechnical and data processing equipment and geophysical instruments and training to coal mining concerns in Inner Mongolia and a research institute in Beijing.

Liftking Inc., Woodbridge, has been awarded a CCC US\$1.5 million contract amendment to manu-

facture and supply rough terrain fork lift trucks to the U.S. Air Force.

Canadair Group of Bombardier Inc., Montreal, has sold one Challenger 601-3A jet aircraft to Turkey. The transaction was backed by an Export Development Corporation (EDC) loan of US\$15.8 million.

Canadian Marconi Company, Montreal, under a US\$3 million CCC contract, will manufacture and supply specialized test equipment to the U.S. Army Aviation Systems Command.

Computing Devices Company, Ottawa, under a US\$1.6 million CCC contract and against a Basic Ordering Agreement, will provide to the U.S. Army technical support services for the design, development, fabrication and testing of systems previously supplied by Computing Devices.

International Submarine Salfaris (Canada) Ltd., Port Coquitlam, will supply a Jakarta, Indonesia firm with a 36-(tourist) passenger submarine. EDC financing of up to US\$3.4 million is supporting the sale.

Royal Machine Manufacturing Ltd., Woodbridge, will provide an extrusion line to a firm in Mexico. EDC will provide financing of up to US\$501,500, through an existing line of credit with the Banco Nacional de Comercio Exterior, S.N.C.

West Heights Manufacturing, Kitchener, will manufacture and supply the U.S. Air Force with truck assemblies for aircraft main landing gear. The CCC contract is worth US\$1.1 million.

International Trade Centres

External Affairs and International Trade Canada and Industry, Science and Technology Canada have established International Trade Centres across Canada which provide a wide range of services to companies seeking export counselling.

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Tel.: (709) 772-5511
Fax: (709) 772-2373

Prince Edward Island
Tel.: (902) 566-7400
Fax: (902) 566-7450

Nova Scotia
Tel.: (902) 426-7540
Fax: (902) 426-2624

New Brunswick
Tel.: (506) 851-6452
Fax: (506) 851-6429

Quebec
Tel.: (514) 283-8185
Fax: (514) 283-8794

Ontario
Tel.: (416) 973-5053
Fax: (416) 973-8161

Manitoba
Tel.: (204) 983-8036
Fax: (204) 983-2187

Saskatchewan (Saskatoon)
Tel.: (306) 975-5315
Fax: (306) 975-5334

Saskatchewan (Regina)
Tel.: (403) 780-5020
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Alberta (Edmonton)
Tel.: (403) 495-2944
Fax: (403) 495-4507

Alberta (Calgary)
Tel.: (403) 292-6660
Fax: (403) 292-4578

British Columbia
Tel.: (604) 666-0434
Fax: (604) 666-8330