

SAMPLE OF THE 2010 INTERNATIONAL PROCUREMENT YEARBOOK

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Sample from Section 5, page 3

There are numerous of types / forms of construction contracts and project delivery methods that are employed to build facilities in the USA and overseas. This Section will endeavor to touch on some of the most frequently used construction contracts and project delivery methods.

Listed below are some of the more frequently used contract applications, a more detailed discussion of some of these contracts will be covered in the following sections.

- Lump sum (there are numerous versions of this contract type)
- Negotiated
- Design and build
- Reimbursable / Cost plus (there are numerous versions of this contract type)
- Schedule of Rates / Unit Price
- Bonus / Penalty Incentive Contracts

Sample from Section 6, page 1

GLOBALIZATION

Globalization, the developing integration of economies and the social order around the world, has been one of the most discussed subjects in global economics in the past ten years. Globalization has shaped opportunities for global growth around the world, particularly in developing nations in South America, Eastern Europe and S.E. Asia (look at what has transpired in India and China in the last ten years). Whether North American / Western European construction firms will benefit in the long term i.e. the next twenty years, from Globalization is still to be determined.

What is the motivation in the production of this annual database? Well, as the world moves steadily on with the “globalization” movement, we are seeing more and more owner companies and engineering / construction related organizations moving into the global construction arena.

Sample from Section 7

ALGERIA: The Sahara desert is more than seventy percent of the total country. Algeria has huge reserves of oil and gas which it has utilized and sold for more than thirty years. The vast majority of the population lives in the north, close to the Mediterranean Sea.



1. Type of Government: Republic
2. Capital: Algiers XXXXX
3. Major Cities: Oran, Annaba, Constantine
4. Population: XXXXXX million
5. Area: XXXXXX sq km
6. GDP: \$XXX
7. GDP per Head: \$XXXX
8. Inflation Rate: XXXX
9. Time: + 6 EST
10. VAT / Sale Tax: XXXX
11. Exchange Rate: 71.86 Dinar
12. Freight from USA: XXXXX
13. Local freight: XXXX of material / equipment purchase price
14. Government website: XXXXXX
15. Import duties: Refer to website mentioned above on page 4, note 15 and www.XXXXXX
16. Electricity: 230 v 50 Hz
17. Telephone code: 213
18. Professional Architect / Engineer / Accountant / Purchasing Agent etc: XXXXX
19. Skilled Worker rate: XXXX
20. Unskilled worker rate: XXXXX
21. Worker Productivity vs. USA Gulf Coast (Houston = 1.00): XXXXXX
22. Location Factor vs. USA Gulf Coast (Houston = 1.00): XXXXX
23. Local Bulk Material Factor vs. USA Gulf Coast (Houston = 1.00): XXXXX
24. Major Sea Ports: Oran, Algiers, Annaba

Glossary of International Procurement Terms

- **A.A.C.E.:** American Association of Cost Engineers
- **A.C.E.C.:** American Consulting Engineering Council
- **Af.D.B.:** The African Development Bank
- **A.I.A.:** American Institute of Architects
- **A.N.S.I.:** American National Standards Institute
- **A.S.E.A.N.:** The Association of South East Asian Nations
- **Absolute ownership:** The owner(s) possesses all right, title, and interest in the said property or article
- **Acceptable quantity level:** Acceptable percentage of damage or defects in a lot
- **Acceptance** A document on which the debtor indicates by the word “accepted” his or her intention to pay the debt
- **Acceptance sampling:** Examination of goods and / or work completed
- **Acknowledgment:** A standard form used by a vendor or supplier to confirm that the material/equipment has been received.

End of Samples: