

- i) A mission of key Canadian equipment suppliers will visit Australia in October 1981. The itinerary will include the major utilities, mining companies and aluminum smelters in Queensland, New South Wales, Victoria and Western Australia. The mission would consist of manufacturers of step-up and step-down transformers, transmission equipment, rectifiers, large motors for water pumps and fans, mine winders, and power station and transmission control systems;
- ii) Canadian electrical engineers will be seconded to Australian electrical utilities to establish Canadian expertise and techniques in Australia. The main areas of interest will be in the design of power stations and high voltage transmission lines, and project management. Utilities in N.S.W. and Queensland have been approached and are anxious to pursue this proposal;
- iii) The second stage of the Price Waterhouse study of the market for heavy industrial electrical equipment will be completed. It will provide a detailed analysis of the market and include lists of equipment purchasers, manufacturers and foreign competitors. It should also indicate companies representing foreign manufacturers of equipment complementing Canadian equipment and identify possible joint venture or licensing partners;
- iv) Australian journalists specializing in power generation and transmission matters will be invited to Canada. Their reports will provide Australian buyers with information on the latest developments in Canada;
- v) Project profiles (similar to the attached power station project list) will be produced quarterly. Their purpose will be to introduce Canadian manufacturers to the Australian market;
- vi) Senior engineers from State Utilities will meet with Canadian counterparts and equipment manufacturers early in 1982 to discuss in-house design and project management;
- vii) Power equipment seminars will be held in Australia in the fall of 1982.