

Canada-China sign line of credit agreements



Canapress

Bank of China President Jin Deqin (left), EDC President Sylvain Cloutier (centre) and Secretary of State for External Affairs Joe Clark, at the signing of a \$2 billion line of credit.

The Export Development Corporation (EDC) recently signed a \$2-billion (US) general financing protocol with the Bank of China to support the sale of Canadian capital goods and services to the People's Republic of China. The protocol, which expires in 1988, consists of a line of credit and a letter of understanding regarding Bank of China guarantees for EDC-arranged supplier credits in China.

The protocol was signed by Jin Deqin, president of the Bank of China; Sylvain Cloutier, chairman of the board and president of EDC; and Jean Arès, senior vice-president Export Financing Group, EDC. The Canadian Secretary of State for External Affairs Joe Clark attended the signing ceremonies for the line of credit.

Mr. Cloutier said that China's acceptance of the general financing protocol is a confirmation that China is interested in increasing the commercial activity between the two countries. He said that the financing facility is a statement of EDC's long-term commitment to the development of Canada's presence in the market and to the maintenance of a close working relationship with the Bank of China.

Mr. Cloutier indicated that EDC looks forward to the development of increased trade between Canada and China. He also suggested that the agreement will be very beneficial to both countries.

Sectors of the Chinese economy which hold the greatest potential for Canadian companies are transportation, food pro-

cessing, chemicals and petrochemicals, coal mining and production, communications and telecommunications, and hydroelectric power generation and transmission.

The agreement replaces a \$2-billion line of credit signed in 1979, which expired earlier this year. The new agreement will enable EDC to continue to provide financing in support of a growing number of specific projects under discussion between Canadian exporters and Chinese institutions.

Satellite sale

The EDC also announced the signing of 11 allocations totalling \$19.7 million (Cdn) under a line of credit that expired earlier this year to support the sale of equipment, services and technology by Spar Aerospace Limited of Canada for China's domestic satellite communications system. China National Instruments Import and Export Corporation, a state-owned foreign trade organization, has purchased the equipment.

Included in the sale are the supply of major sub-systems and components for 31 earth stations, related spare parts, and varying degrees of supervision during installation; fixtures, tools and test jigs; know-how and licensing and the design, manufacture and sale of elements of earth station components; and associated test services.

The Canadian International Development Agency is providing financing totalling \$1 million for training services associated with the assembly and operation of the equipment supplied by Spar.

Export trade month

Canada export trade month was launched on October 1 at the International Public Transit Expo '84 held in Washington, D.C., by the Canadian Minister for International Trade James Kelleher.

In making the announcement, Mr. Kelleher said that it was "especially fitting" that the country's trade month was introduced "at this very large and important international show, being hosted this year by Canada's principal trading partner".

The initiative marked the beginning of a concentrated focus on international trade across Canada during the month of October. Business, industry, the academic community and federal and provincial governments have combined their efforts to increase awareness of the critical role of exports in Canada's economy and to encourage small and medium size businesses in their export endeavours.

Events planned by regional committees have been achieved for every province and the territories. They range from major meetings and trade seminars involving hundreds of people, to small meetings with trade commissioners.

MICO-PLAN for fish processors

A new "user-friendly" software program called MICO-PLAN has been developed to help managers in the fish-processing industry improve market returns by planning production and controlling product costs more effectively.

The micro-computer-based costing and planning system, which has been tailored to the specific needs of the industry, was designed by the Department of Fisheries and Oceans. It was developed specifically for small and medium-sized fish processors interested in using modern management information systems in their operations.

MICO-PLAN micro-computers feature several modules that can generate periodic product cost reports, product ranking reports, and production plans as well as provide an analysis of fish landings and production.

Currently employed in 14 plants, from British Columbia to Newfoundland, the bilingual software is considered a powerful and valuable management tool for getting the best market returns from available fish resources. Users have been impressed with MICO-PLAN's effective role in improving production planning and financial reporting and are particularly impressed with its speed and ease of operation.