

## Trade

### Canadian-made computers a hit with UK buyers

Sales of Canadian designed and produced computers got a big boost recently. An agreement worth £6 million over the coming year has been signed by an Ontario company, Aftek Business Machines Inc, and Image Machine Company, of Surrey, covering sales of Aftek's computers and peripheral equipment within the UK.

The agreement includes an initial order for 500 machines costing £1 million. Eventually, more than 3 000 Aftek machines will be exported to Image for sale to large British computer users.

Aftek says that British users appreciate the long-term reliability of Canadian designed and produced equipment. Buyers are also interested in the special features offered by Aftek equipment, such as in-house engineering and designs that allow the addition and deletion of certain components; this makes them price-competitive with similar equipment produced elsewhere. In addition, most of the Aftek equipment is compatible with IBM standard and/or micro computers.

### Canada agrees to reduce tariffs on EEC imports

Canada has agreed to reduce tariffs on a number of imports from the European Economic Community in order to compensate the Europeans for money they lost because of Canadian footwear quotas. The agreement means the EEC will not put into effect a number of retaliatory tariff increases it had planned.

Finn Olesen, EEC spokesman in Ottawa, says it's not yet known which tariffs will be reduced, but the reductions will represent a saving of more than \$7 million for Europeans.

The controversial footwear quotas were imposed in 1977 as a temporary measure, and then extended several times, despite protests from Canada's trading partners.

## Business

### Canadian bank to buy London broking firm

The Canadian Imperial Bank of Commerce has announced that its UK subsidiary, CIBC Ltd, will acquire the London stockbroking firm of Grenfell & Colegrave.

Initially, the bank will acquire a 5% stake in Grenfell & Colegrave. But it intends to raise this to 100% once Stock Exchange rules permit. (Currently, outside financial groups can only hold a maximum stake of 29.9% in stockbroking firms.)

John Pattison, managing director of CIBC, in explaining the purchase, said that with the deregulation of the Stock Exchange, 'London has been confirmed as a major financial centre'. And he added: 'We do corporate underwriting, but our ability to do so in the UK has been inhibited by not having a link with a domestic operation, which knows its way around the market.'

Grenfell & Colegrave dates back to 1845. It is a medium-sized firm carrying out various institutional and private client business. A significant part of its business is accounted for by transactions on behalf of 400 branches of banks.

The Canadian Imperial Bank of Commerce has assets of \$71 billion (£42 billion), and it employs 33 000 people. Says its Canadian head office: 'The proposed acquisition (of Grenfell & Colegrave) is consistent with Canadian Imperial's strategy to develop its securities business in the UK and internationally.'

### Computerized dispatch system improves cab company service

A \$1 million deal to supply and install the first computerized taxi dispatch system in New York City has recently been signed between Gandalf Technologies Inc, Ontario, and Bell Radio Taxi Inc.

Initially, Gandalf will equip 300 taxis with mobile display terminals, which are attached to the dashboard and which let the driver communicate with the taxi company's dispatch centre. Gandalf will also supply the dispatch centre with hardware and software for despatching and

fleet management, which it says will be able to handle up to 800 taxis.

The computerized system can save customers waiting time, because it is more efficient than voice-based radio dispatching, which depends on the skill of the individual dispatcher.

When the cab company receives a call for a taxi, the telephone operator enters the name of the customer, the address and any other pertinent information into the computer. The system automatically determines the proper zone for the fare and alerts the first available taxi in that zone through a small information display unit in the taxi.

The driver can use the terminal to let the operator know whether he will be able to take the call. Once the fare is completed, the driver can notify the dispatching system of his zone and availability for future calls.

Gandalf has already supplied more than 1 500 despatching terminals to cab companies in Canada and the US.

## International

### Canadian agency signs unique cooperation agreement

The Canadian International Development Agency (CIDA) has signed a technical cooperation agreement to provide up to \$1 million over the next three years to the Economic Development Institute (EDI) of the World Bank.

This is the first time that the EDI has made such an agreement with an external aid agency.

Since it was formed in 1955, the Institute's training courses and materials for policy-makers in the developing countries have been financed by the World Bank's funds, with additional contributions on an ad hoc basis from member countries.

Under the terms of the agreement, the funds will be used to engage the services of Canadian individuals, consulting firms, associations and institutions.

### Canada begins a review of foreign policy issues

The Canadian government has released a green paper on foreign policy, representing the start of the first major review of Canadian foreign policy since 1970. The paper puts a strong emphasis on economic issues, particularly trade and competitiveness and their effect on jobs and the standard of living. A special parliamentary committee will study the paper and hold public hearings on some of the 50-or-so questions that the paper addresses, before making policy recommendations to the government by May, 1986.

## Technology

### Canada to design first 'space garage'

What does an astronaut do when the fuel gauge points to empty and the rocket thrusters need a tune-up? There will be no need to fly all the way back to Earth, because Canada is designing a space garage — the first 'service station' in orbit — US space agency officials announced recently.

Canadian scientists will design the service station as part of Canada's contribution to a permanently manned US space station, scheduled to go into orbit in 1992, says Robert Lottmann, Chief of International co-operation for the US National Aeronautics and Space Administration.

Canada is expected to sign a \$30 million agreement with NASA to design the service facility over the next two years.

## Economy

### Privatisation plans start to move ahead

The Canadian government is aiming to privatise, eliminate or absorb into government departments a number of its 400 Crown corporations.

S G Warburg, the London merchant bank, has been appointed by the government to help it find buyers for three Canadian state-owned industries — the aircraft manufacturers,