

application of uranium export policy. Despite a continuing weak international market for uranium, Canada is the world's largest exporter of uranium. Current calendar year export figures stood at 8 294 metric tonnes of uranium valued at roughly \$760 million. Canada's major uranium customers continue to be the United States, Japan and West European states.

The Department continued its support for the marketing activities of the Canadian nuclear reactor industry, led by Atomic Energy of Canada Ltd. (AECL), which continued to pursue sales opportunities in China, Japan, Korea, Turkey, the Netherlands, Egypt, Yugoslavia and Romania.

### **Transportation**

The pace of bilateral civil air negotiations was unprecedented during 1985-86. New air service agreements with St. Kitts and Nevis, Barbados and Jamaica were signed by Prime Minister Brian Mulroney at the meeting of Commonwealth Heads of Government in October. A new agreement with New Zealand was concluded, while a mini-agreement with the United States was signed which expands the Experimental Trans-border Air Services Program to increase services at underutilized airports in the two countries. New *ad referendum* agreements were successfully negotiated with Israel, Belgium, Brazil, the Netherlands and Chile. Rounds of negotiations also took place with the United Kingdom, Japan, Korea, India, Thailand, Singapore, the United States and the European Civil Aviation Conference.

The aviation security provisions of bilateral agreements assumed a higher profile during 1985-86. Canada's negotiating teams reached agreement with several countries on a strong security clause, while Canada advanced a number of proposals before the International Civil Aviation Organization (ICAO) to strengthen the Organization's "model" security clause.

In its participation in the multilateral maritime activities of the OECD and UNCTAD, and in bilateral discussions, the Department has continued to give priority to the vital interest of Canada's trade and business community, along with international relations concerns, in the development of domestic and international shipping policies and legislation. The Department thus chaired one of the main committees at the UN Conference on Conditions for the Registration of Ships which culminated in a new Convention. Elsewhere, the focus of departmental efforts was to achieve an equitable balance of interests between shippers and carriers in the review of the economic regulation of transportation and related legislation, and the development of common principles of shipping policy for member countries of the OECD. The international implementation of conventions on liner conferences, multimodal transport, and the movement of dangerous goods was monitored, and vessel clearance procedures revised. Reflecting concerns about the escalation of acts of terrorism to maritime commerce, work was initiated to enhance international co-operation in maritime security.

The Department continued its advisory services to industry and intervened on behalf of a number of Canadian exporters and carriers experiencing difficulties in international transportation.

## **Export programs and services**

### **Export Marketplace 86**

Marketplace 86 was a major export education project mounted in 35 centres across the country. The objective of this endeavour was primarily to provide an opportunity for business representatives and trade commissioners to exchange information on Canadian trade interests and opportunities in Canada's priority export markets. Two thousand Canadian firms met with 130 trade officers in more than 7 000 one-on-one interviews.

The Department worked closely with the Canadian Chamber of Commerce whose member Chambers and Boards of Trade handled registration for the events. Through the Chamber network and the wide variety of centres included in the Marketplace itinerary, the Department attracted a large number of new and potential exporters and gave them a unique chance to meet with Canadian trade officers brought back from their posts world-wide. Provincial trade ministries and other federal government departments and agencies were also represented at the Marketplace sessions.

### **Centres for International Business Studies Program**

Graduate studies at the universities of British Columbia, Manitoba, Western Ontario, Dalhousie and Quebec's *École des Hautes études commerciales* were assisted by departmental funding for fellowships and international business research. With the objective of improving the quality of management in Canadian business and international marketing in particular, the program concentrated on international trade issues. The number of research projects and publications has increased substantially, as has the number of graduate and undergraduate students enrolled in international marketing courses. The individual centres continued to attract strong participation from the private sector on their advisory boards.

### **International Business Research Centre**

Partly funded by the Department of External Affairs, the International Business Research Centre is a division of the Conference Board of Canada that contributes to public understanding and resolution of international trade issues. During the year, the Centre organized a major export conference on export entrepreneurship, completed several research studies on topics such as the export strategies of Canadian manufacturers and export financing and continued its advisory service on export education, trade conferences and seminars.

### **Canada Export Trade Month**

The Canada Export Trade Month (CETM 85) was a major trade initiative involving the federal and provincial governments, as well as the private sector and academic institutions. More than 150 events were held during October in cities and towns across Canada, with speeches, seminars and conferences stressing the theme "Exports Build Canada." The participation of both levels of government as well as business groups in organizing these events was a clear demonstration of a much-improved spirit of co-operation. Approximately 70 trade commissioners from posts abroad and trade development officers from the Department as well as DRIE regional offices contributed to export-related events.

### **Info Export**

The implementation of a computer system enabled the Department's trade information centre, Info Export, to respond