

associations in more regular contact with each other to strengthen the links both between venture capital companies themselves and also among potential recipients of venture capital. The two associations have each agreed to be represented by speakers at their respective annual meetings to take place in April 1990 in Paris, and May 1990 in Quebec City.

(v) Business Match-making

Both sides have consistently sought to utilize an increasing array of mechanisms with which to permit inter-firm industrial cooperation opportunities to be explored and implemented if feasible. To this end, the Commission has invited Canada to examine the possibility of establishing a formal link with BC-Net (the Commission's on-line business cooperation network). Canada is currently studying various options to operationalize such a link.

C. Policy Discussions

(i) Industry Sectors

Canada and the EC have frequently exchanged information on the status and prospects for selected industry sectors. Most recently, the auto industry, ocean industries and the aerospace industry have been addressed at SCIC meetings. These discussions both provide relevant information to guide policy-makers and serve as opportunities to identify industrial cooperation prospects and initiatives. With respect to discussions on the automotive sector, Canada is proposing a mission composed of the heads of major automotive associations to take place in the fall of 1990. The purpose of this mission is to bring the Canadian association leaders into contact with their European counterparts; to inform the Canadian industry of industrial, political and regulatory changes in Europe; and, to expand Canadian and European awareness of opportunities for long-term industry collaboration.