

General Motors Diesel Division

They have tried in the past to penetrate the market, but they were unsuccessfully bidding against General Electric of the U.S.A. who have obtained orders for 420 locomotives in the last two years.

Genstar Marine Limited

Has working agreement with China Ocean Engineering Services Ltd. and Seaspan International Limited. as of May 1985.

de Havilland Canada

de Havilland's marketing activities in China date from the 1972 Canadian Government trade exhibition in Beijing. In the ensuing years, CAAC has purchased nine Twin Otter 20-seat utility aircraft. Current marketing activities with China are focussed on introducing Dash 7 50-seat aircraft into the Civil Aviation Administration of China (CAAC) and United China Airlines (UCA).

In addition to direct marketing activity, de Havilland has been involved in ongoing discussions with the China National Aero-Technology Import & Export Corporation (CATIC) concerning co-operative aerospace development programs generally and in particular the possibility of offset and/or subcontract work being placed in China in conjunction with its future commercial purchases. During 1985 de Havilland hosted a number of Chinese delegations including President Li Xiannian, Vice Premier Li Peng, and Minister Mo Wenxiang of the Ministry of Aviation Industry. Prospects for the sale of three Dash 7 aircraft, valued at \$20 M each, are believed imminent.

International Rail Consultants

Exchange visits between China Railway and B.C. Rail since 1984.

Pratt and Whitney Canada

P&WC is in the final stages of executing an assembly and test agreement with China for the PT6A-27 and PT6A-34 engines. The PT6A-27 is currently used on the Chinese Y12 aircraft.

Between 1982 and 1983 P&WC shipped 20 PT6A-27 engines to China. 20 engines were shipped in 1985 and an additional 40 engines will be delivered between 1986 and 1987.

Other business opportunities include:

- a proposal to supply JT15D-5 turbofan engines for a projected military trainer aircraft to be developed by China;
- a proposal to establish a service centre in China for P&WC's engines;