

Trade update

The Canadian carpet companies that participated at Heimtextil in Frankfurt, West Germany in January (see *Canada Reports* December 18, 1985) made \$4.8 million in on-site sales and expect to place orders for an additional \$15-million worth over the next year. It was Canada's best showing at the major international carpet show since the Canadian government began to sponsor participants in 1983.

MacDonald, Dettwiler and Associates Limited of Richmond B.C., has been given a \$5-million contract by the European Space Agency to provide a synthetic-aperture radar (SAR) processor for *ERS-1*, the European Remote Sensing satellite. The equipment will be housed in a tracking station the company is building in northern Sweden. *ERS-1*, scheduled for launch in 1989, is the first of three satellites that will monitor the world's oceans and coastal regions.

Canadian General Electric Company Limited of Toronto will receive up to \$34 million (Cdn) in financing support from the Export Development Corporation for a sale to Colombia. The sale involves the supply of generators, ancillary equipment, bridge cranes and services for Phase I of the Guavio Hydro-Electric Project.

Northern Telecom Limited of Mississauga, Ontario recently signed two agreements to supply its fully digital *SL-1* private branch exchanges (PBX) to China. A 2400-line *SL-IXN* is being installed at the Bai Yuen Airport in Guangzhou for the Civil Aviation Administration of China, the largest commercial airline in the country. The 4640-line *SL-IXN* will provide voice and data communications for Shougang Beijing (Capital Steel Factory), one of the five largest steel factories in China. Both PBX systems are scheduled for completion this year.

Trillium Telephone Systems Inc. of Kanata, Ontario has reached an agreement with a major US telecommunications equipment distributor, Graybar Electric Co. Inc., for the sale of Trillium's *TalkTo 208* electronic key telephone system, aimed at the small business and residential telephone market in the US. The deal is expected to boost the company's US sales by more than \$1 million this year.

News briefs

External Relations Minister Monique Vézina recently announced that the Canadian International Development Agency will provide \$26 million to support water resource development in the eastern Indonesian province of Nusa Tenggara Timur. The Canadian assistance — \$16.3 million in contributions and a \$9.7 million long-term loan — will be used primarily to strengthen Indonesia's own capability for planning and management of its natural resources.

Minister of State (Mines) Robert E.J. Layton and Minister of Energy, Mines and Resources Pat Carney were among the ministers who met with Australian Minister of Resources and Energy Gareth Evans during his visit to Canada, January 22 to 28. International mineral issues as well as domestic mineral developments of interest to Canada and Australia as two of the world's principal mineral producers and exporters were discussed. Mr. Layton and Mr. Evans reaffirmed their support for the proposed establishment of an international study group on nickel in October.

Robert Bourassa won a by-election in Quebec on January 20 and will enter the National Assembly as premier of the province

Top promotion film



Corvideocom Limited of Ottawa, Ontario has won the sales promotion/public relations and corporate communications award, given annually by the Canadian Film and Television Association, for its film, Rewire Your Thinking. The three-minute promotion film was produced by Corvideocom's president Alan White and Andrea Minty (above), for showing at a trade fair in Las Vegas.

Chris Mikula, The Citizen

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on March 11. Mr. Bourassa, who did not win his riding in the December 2 provincial election, is leader of the Quebec Liberal Party which won 99 of 122 seats in the election.

Otto Schaefer, a physician who has worked on health problems of the northern native population for more than 30 years, has received the second northern science award. Dr. Schaefer has carried out some original studies into glucose, alcohol and INH metabolism and has prepared more than 70 papers and monographs on infectious diseases and general epidemiology, nutrition and metabolism, and cardio-pulmonary effects of exposure to cold. The northern science award includes a Centenary Medal designed to commemorate the one-hundredth anniversary of the first International Polar Year in 1882-83 and an award of \$5 000.

Gareth Wood of Sidney, BC has become the first Canadian to walk to the South Pole. He and Roger Mear and Robert Sean of Britain walked the 1 420-kilometre route in two-and-one-half months, arriving at their destination four days ahead of schedule. The \$1.5-million expedition was sponsored by 700 companies, for which the three conducted research and experiments.

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