

Trade update

Canada and the USSR have concluded negotiations on a long-term grain sales agreement that calls for the Soviet Union to purchase a minimum of 25 million tonnes of Canadian wheat and feed grains between August 1, 1986 and July 31, 1991. The current five-year agreement, which expires July 31, 1986, calls for the same over-all minimum purchase of 25 million tonnes of grain and in the first four years of the agreement, the Soviet Union purchased about 30 million tonnes of grain. The USSR has been a major market for Canadian wheat since 1963-64. In 1984-85, sales to the USSR accounted for more than one-third of total Canadian wheat exports.

The nine manufacturers specializing in computer software and hardware products that participated in the Ontario Ministry of Industry, Trade and Technology's exhibit at COMPEC in London, England, November 12-15, have reported prospective sales worth some \$5 million (Cdn). Most of the sales were by firms offering specialized computer products like Perle Systems Limited of Scarborough, Ontario, which could realize as much as \$3 million in sales for its protocol conversion equipment that lets IBM users employ up to 63 terminals.

Array Technologies Inc. of Markham, Ontario led Canada's high technology companies participating at COMDEX/FALL '85 in Las Vegas, November 20-24, (see *Canada Reports*, November 20, 1985) with sales of equipment worth \$10 million and another \$30 million projected over the coming year. Total sales for the 38 Canadian participants was \$12 million with possible follow-up sales worth another \$113 million over 1986.

Three Canadian cattle exporters have received financing support totalling \$1.52 million (US) from the Export Development Corporation for sales of 2 420 Holstein breeding cattle to Mexico. J.M. Walker Farms International Incorporated of Aylmer, Ontario received four allocations totalling \$1.28 million, Kahn Bros. of Brooklin, Ontario received \$142 800 and Clément Choinière Inc. of St. Alphonse de Granby, Quebec received \$102 000.

CAE Electronics Limited of Montreal, the world's largest manufacturer of commercial flight simulators, has won a \$19.2-million contract to supply two flight simulators to a domestic airline in Japan. The sale, which is the largest single elec-

tronics order placed by Japan with a Canadian company, is CAE's second to Japan.

Combustion Engineering Canada Inc. of Ottawa, Ontario will receive financing support of \$38 million (Cdn) from the Export Development Corporation for a sale to Thailand. The sale involves the supply of a lignite-fired boiler plant, related equipment, services and spare parts to the Electricity Generating Authority of Thailand in Bangkok for Unit 8 of the Mae Moh power plant.

EIMCO Process Equipment Inc. and its WEMCO Canada Division, both of Mississauga, Ontario, have received financing support totalling \$4.06 million (Cdn) from the Export Development Corporation for two sales to the Corporacion Nacional del Cobre de Chile of Santiago, Chile. The sales include centre mechanisms, tractors and rails from EIMCO and flotation cell mechanisms and tank internals from WEMCO.

George Kelk Limited of Don Mills, Ontario has been awarded a \$327 250 (US) allocation through the Export Development Corporation to supply a roll force measuring system and related spare parts to Kovo, the Czechoslovakian foreign trade organization responsible for electronics, control instruments, and electrical measuring instruments. This is the first allocation under a \$20-million line of credit agreement with Ceskoslovenska Obchodni Banka that was signed March 1.

I.P. Sharp Associates and Whitehall Financial Services have introduced a new software product, BLEND, which allows securities lenders and borrowers to communicate nationally and internationally through an online, real-time computer network, as well as calculating rebates and fees. Using BLEND, terms can be negotiated and deals completed online, ensuring that information is timely, accurate, recorded, and agreed upon by both parties. Other BLEND facilities include an automated interface to depositories/clearing corporation systems, a broadcast facility, management reporting and an electronic mail service.

McCain Foods Limited of Florenville, New Brunswick has acquired Bodine's Inc. of Chicago, a major packer of frozen concentrated orange, apple and grape juice and lemonade with annual sales of \$90 million (US). "The acquisition of Bodine's will substantially enhance our position in the North American juice business," said Wallace McCain, president of McCain's.

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News briefs

Secretary of State for External Affairs Joe Clark recently announced Canada's ratification of the UN International Convention Against the Taking of Hostages. Mr. Clark said that Canada attaches great importance to all measures aimed at the prevention and elimination of all acts of terrorism including hostage-taking.

Minister of State for Immigration Walter McLean has announced an increase in immigration levels to 105 000-115 000 for 1986 and to 115 000-125 000 for 1987. The 1986 level of 4 000 for business immigrants, which is a large increase over previous levels, includes a new investor category.

Wayne Gretzky, 24, of the Edmonton Oilers hockey team has been named Canada's top athlete for 1985 and will receive the Lou Marsh Trophy for the third time in four years and the Lionel Conacher Trophy for the fifth time in six years. He has also won the Hart Trophy as the National Hockey League's most valuable player for six consecutive years.

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