

# Canada Weekly

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## UPDATING OF MAILING LIST

IT IS ESSENTIAL THAT OUR MAILING LIST BE UPDATED AND REVISED. IF YOU DID NOT COMPLETE THE FORM ON PAGE 8 IN THE JUNE 26 ISSUE OF CANADA WEEKLY, PLEASE DO NOT FAIL TO FILL IN AND RETURN THE FORM ON PAGE 8 OF THIS EDITION.

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Canada Weekly will not be published during the month of August. Commencing on September 11, it will appear twice a month as **Canada Reports**.

 External Affairs Canada    Affaires extérieures Canada

## Significant sales secured at Paris Air Show

It was a record year for Canadian aerospace companies participating at the Paris International Air Show, considered the aviation industry's most important trade forum and showcase. During the show, May 30-June 9, the Canadian contingent, which reached a new high of 40 companies this year, compared with about 30 in 1983, made a record number of sales.

By the close of the last official business day, Minister for International Trade James Kelleher had announced that Canadian companies had signed contracts totalling more than \$97 million at the show and the final total is expected to be even higher.

Published sales at the air show represent only a portion of the actual sales made. Many contracts, particularly military ones, are kept secret, and connections made at the event often take two or three years of negotiations before becoming firm contracts. Actual Canadian sales, therefore, could amount to considerably more than the initial announcement of \$97 million.

Representatives from all parts of the

aerospace industry and all parts of the world, and senior officials of governments and defence services attend the Paris Air Show (Salon international de l'aéronautique et de l'espace) in Le Bourget, north of Paris, to view and compare products and services, open negotiations and sign contracts. The show is held every two years, and this year there were some 1 600 exhibitors. It was the twelfth time Canada has officially participated.

## Foreign contracts

Although aviation companies often use the prestige show to announce contracts agreed upon beforehand, three important deals arose directly from contacts actually made at the air show.

The largest contract was a \$23-million order from the United States Navy for Indal Technologies Inc. of Mississauga, Ontario, to supply 14 recovery, assist, securing and traversing (RAST) systems that help helicopters land safely on ships at sea. Officials said that the order could expand to \$500 million over the next five years.



Minister of International Trade James Kelleher (second from right) with Commercial and Economic Minister Alain Dudoit from the Canadian embassy in Paris (left), and representatives of Canadair, at the Canadian pavilion at the Paris Air Show.

Jean-Bernard Porée