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# CANADEXPORT

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## Input Requested for Foreign Service Award Nominations

As a Canadian exporter, have you recently received excellent service from a foreign service officer working in Ottawa or one of our missions abroad? If, so, we would like to hear about it.

The Professional Association of Foreign Service Officers (PAFSO) has launched the first award intended to recognize and encourage excellence in the Canadian Foreign Service. The Canadian Foreign Service Officer Award is based on an open nomination process. We would particularly welcome nominations from members of the Canadian business community who have worked closely with the Foreign Service.

To nominate an officer for the Award, simply send PAFSO a two- to three-page letter giving one or more examples of the performance of the officer being nominated. Diplomatic officers up to the rank of counsellor are eligible for the Award. The nominations will be judged by an independent panel of distinguished Canadians. The deadline for the receipt of nominations for the 1992 Award is April 30, 1992.

All nominations should be sent to The Professional Association of Foreign Service Officers, 45 Rideau Street, Suite 600, Ottawa K1N 5W8. Tel.: (613) 234-1391. Fax: (613) 234-4018.

Please contact Debra Hulley at the PAFSO office for more information about the Award.

## Accessing Technology Database Helps Innovators Find Markets

Canadian industries can now more easily find markets for their technological innovations through a system recently introduced into Canada.

The first step is to be registered with the World Bank of Licensable Technology, a long-established, international technology transfer database, to which access is now available in Canada through the office of the Canadian Industrial Innovation Centre, Waterloo, Ontario.

As an enhancement to a technology acquisition strategy, the World

Bank of Licensable Technology is an excellent source of information.

Thousands of dollars that would be spent on travel and personnel to research the market for technologies to bring to an organization now can be saved by utilizing this international technology transfer database inhouse!

Currently, the World Bank of Licensable Technology has sites in the United States, Canada, Japan, Czechoslovakia, China and the Commonwealth of

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## Countertrade in Cuba: Possible... But Not so Easy

Despite current economic difficulties, countertrade transactions with Cuba, while still possible, are not necessarily easy.

The Canadian Embassy in Havana does not want to discourage countertrade enquiries. But it would like to clarify the Cuban policy on the matter following a recent rush from more or less well informed Canadian exporters.

Embassy officers state that, despite professed willingness to examine any offer, Cubans generally still regard countertrade as an undesirable or regressive form of trade.

A Cuban official recently told the Embassy that countertrade offers would normally only be considered if they were within the same branch of business. This, said the official, reflects the increasing freedom granted to factories to retain a portion of hard currency earnings

and self-management.

In other words, Cuban enterprises are interested in using countertrade to secure inputs and willing to pay with their outputs, but are not willing to use scarce resources to assist other branches of industry out of their difficulties. For example, the chemical industry has countertraded various chemicals for sulphur and ALIMPORT has

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