

## Trade update

**Canadian companies** that participated at ANUGA 85 in Cologne, West Germany (See *Canada Reports*, October 9, 1985) reported on-site sales worth more than \$26 million, with a further \$59 million expected over the next 12 months. The Canadian exhibit at the food fair drew more than 1 200 serious inquiries resulting in the appointment of 15 agents and distributors, with another 40 pending. In addition, two Canadian companies were among the 100 firms from 62 countries — out of a total of more than 5 000 exhibitors — to receive a Trade Leaders' Club export award from the Spanish *El Comestible* food magazine.

**Moli Energy Limited** of Burnaby, British Columbia, is constructing a plant to produce a lithium rechargeable battery that in company tests has held half its charge for up to eight years. Canadian, US and European equipment manufacturers have also been testing the battery over the past two years in communications equipment, computers, medical devices and other consumer products.

**Partec Lavalin** and Willowglen Systems Limited, two Calgary, Alberta divisions of Lavalin Inc., have been awarded contracts with the USSR worth a total of \$270 million. Partec Lavalin received the larger contract which calls for building a crude oil separation and gas processing plant and Willowglen will provide computer programming for pipeline monitoring. A Lavalin spokesman said the two contracts are the largest ever secured by a Canadian contractor in the Soviet Union.

**Tanguay Industries Inc.** of St. Prime, Quebec and Caterpillar Tractor Co. of Peoria, Illinois have reached an agreement for the manufacture of large log loaders and related forestry equipment. Under the agreement, Tanguay will manufacture two models of large wheel-type log loaders, one track-type log loader, three models of pedestal-mounted log loaders, a track-type harvester and a track-type delimeter.

**Teklogix Inc. of Mississauga** has been awarded a \$1.6-million (US) contract through the Canadian Commercial Corporation to supply Radio Linked Data Entry Terminals to the Defense General Supply Centre, Richmond, Virginia. Delivery began this month.

## News briefs

**External Relations Minister** Monique Vézina announced that Ontario Hydro will undertake a \$9.8 million, five-year training program for electrical transmission maintenance workers in Pakistan. Under the program, funded by the Canadian International Development Agency, staff of Pakistan's Water and Power Development Authority will be trained to maintain and service the country's 500 KV high voltage transmission system. Since 1951, one-third of Canada's aid to Pakistan has been in the energy sector.

**The Venture Capital Program** has been set up in the province of British Columbia to stimulate the growth of small business by providing incentives for general public investors. In the program, a small group of individuals can set up a Venture Capital Corporation (VCC), which is a holding company that sells shares to the general public or corporations who in turn receive a 30 per cent tax credit on the amount invested. The VCC is required to invest in BC's small businesses in four key areas: manufacturing and processing; research and development; tourism; and aquaculture.

## First ministers' meeting



Front row from left: *Minister of the Environment Thomas McMillan, Prime Minister Brian Mulroney and Minister for External Relations Monique Vézina listen intently to arguments presented at the first ministers' conference on the economy held in Halifax, Nova Scotia, November 28-29. Key topics of discussion by the federal and provincial leaders and other ministers included trade, federal funding, agriculture and fisheries and women's issues.*

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**Tridon North America** of Burlington, Ontario, the world's largest manufacturer of worm-drive hose clamps and a major supplier of windshield wipers and electronic signal flashers for automobiles, has received a 1984 Quality Achievement Award from Nissan Motor Manufacturing Corporation, US. The annual awards, were presented to only six companies worldwide in 1984.

**Historian Roch Samson** has been awarded the Prix Michel-Brunet, sponsored by the "Institut d'histoire de l'Amérique française", for his work *Fishermen and Merchants in Nineteenth Century Gaspé*. Published by Parks Canada in 1984, Mr. Samson's work is an in-depth study of production reports pertaining to the William Hyman Company and its fishermen clients.

**The Canada Print Register**, a catalogue of Canadian printing firms specializing in everything from foreign-language business cards to complete sets of encyclopaedias, is available by mail order in Canada and internationally at federal and provincial trade offices. Edited by Brian Linklater, the register is a compendium of information for those interested in buying and selling in the Canadian printing industry.

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