

Trade update

The Packaging Association of Canada is organizing three important packaging industry events in Toronto, Ontario that are expected to attract many Canadian and international exhibiting companies and visitors. In its first non-European location, the World Packaging Congress will be held concurrently, October 7-9, with the Canadian National Packaging Exposition, PAC-EX '85, which will be the largest packaging industry show in North America this year. Another major event is the industry's first international awards dinner in Canada to present the World Stars for excellence in packaging design and performance.

The National Energy Board (NEB) has removed the minimum export price controls on exports of propane and butanes. Export prices will be freely negotiated between sellers and buyers of propane and butanes, but exporters will be required to report monthly on export volumes and revenues to NEB to permit continued monitoring of export prices.

Butland Farms Limited of Caledon, Ontario has sold 22 tonnes of its Instant Quick Frozen cultivated elderberries to Japan. The \$40 000 sale was a first in the Japanese market and the firm, which now sells its product throughout Canada and the US, is hoping to expand its exports to Finland and England this year.

Canadair Limited of Montreal has signed a \$15-million contract with Italy for the sale of two of its CL-215 water-bombers, equipped with a new on-board system that produces foam to fight forest fires. Italy now has four of Canadair's CL-215s.

The Canadian Commercial Corporation has been awarded a \$2.3-million (US) contract by the Royal Australian Air Force to supply expanded Litton automated test sets (ELATS) manufactured by Litton Systems Canada Limited of Rexdale, Ontario. The ELATS are designed to automatically test numerous systems on board an aircraft.

Cybernex Limited, a Gloucester, Ontario manufacturer of video display terminals, has signed a major \$10-million, two-year contract to supply ParaData Computer Networks Inc. of Detroit, Michigan with five terminal models for resale to Honeywell installations in the US. Cybernex's specialty is emulators, computer terminals that replicate the performance of products by major computer

manufacturers such as Honeywell, at a much lower cost.

Hyundai Motor Company, South Korea's largest automaker has signed an agreement to build a \$200-million auto assembly plant in Canada. It is expected that the company will choose a site in Quebec where 40 per cent of its sales are. The company hopes to begin production by 1988 and reach an annual capacity of 100 000 small cars by 1990.

Jager Industries of Calgary, Alberta and Sanwa Homes of Tokyo, Japan have formed a new export company, Jager-Sanwa Inc. to supply pre-fabricated building materials from Alberta for house construction in Japan. In the multi-million dollar deal, it is expected as many as 20 000 houses a year will be built in Japan using a new two-by-four method of construction.

I.P. Sharp Associates has announced two new online data bases, Direction of Trade and Balance of Payments, from the International Monetary Fund. Direction of Trade data includes total exports and imports between 130 trading countries every month and the Balance of Payments of the 130 countries includes current accounts, long-term capital, short-term capital, transfers, investments and reserves. The data can be accessed using most terminals and personal computers.

Northern Telecom Limited of Mississauga, Ontario announced that its United States subsidiary, Northern Telecom Inc., has signed a 30-month contract to supply New England Telephone and New York Telephone with its DMS digital switching systems, traffic operator positions systems, integrated business network and other associated equipment and support services. Roy Merrills, a group vice-president of Northern Telecom Inc., said purchases under the contract are expected to exceed \$300 million (US).

The Export Development Corporation has signed a \$4.59-million (US) financing agreement to support a sale to Indonesia by Pratt and Whitney Aircraft of Canada Limited of Longueuil, Quebec. The sale involves the supply of 13 PT6T-3B twinned turbo-shaft engines to power the first 12 of 100 Bell Model 412 helicopters being built under a co-production agreement between P.T. Nurtanio, Indonesia's government-owned aircraft manufacturer, and Bell Helicopter, a division of Textron Inc. of Fort Worth, Texas.

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News briefs

The Canada-Argentina Joint Committee on Economic, Commercial and Industrial Co-operation held their first meeting in Buenos Aires, August 20-22. The committee, which was established in 1984, provides a forum for the exchange of views on international economic matters and ways of promoting increased trade and economic and industrial co-operation between the two countries.

The Industrial Commissioners Association of Quebec will establish an industrial promotion agency to co-ordinate efforts to attract foreign investment to the province. The association said Ontario attracts seven times the amount of US direct investment and twice the investment from Western Europe that Quebec does.

Canada and New Zealand signed a new bilateral air transport agreement on September 4. The agreement provides a basis for CP Air to operate a direct service to Auckland from Canada and for Air New Zealand to serve either Toronto or Vancouver from New Zealand.

Canada Reports is published by the External Information Services Division, Department of External Affairs, Ottawa, Ontario, Canada, K1A 0G2.

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Comments or suggestions from readers are welcome. A credit is requested for any material reprinted.

Cette publication existe également en français sous le titre *Reportage Canada*.

Canada 

ISSN 0829-4380