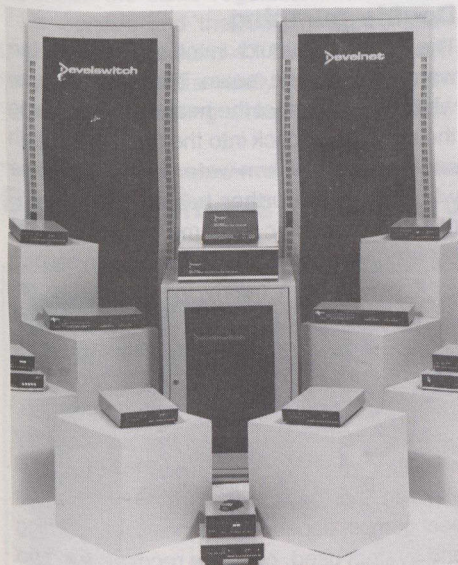


owned co-operatives: Alberta Wheat Pool, Saskatchewan Wheat Pool and Manitoba Pool Elevators. XCAN Grains Ltd. sales volume of almost 2 million tonnes in 1984 was approximately 200 000 tonnes higher than in 1983.

- **Fletcher's Fine Foods Limited** of Vancouver, British Columbia is a pork processing company for wholesalers and retailers. Exported products include fresh and processed pork items to wholesalers and retailers in the United States, Mexico, Chile, Malaysia and Japan.

High technology

- **Develcon Electronics Limited**, based in Saskatchewan, develops and manufactures technologically advanced data communications products. The firm's Develswitch accounts for approximately 90 per cent of export sales into the United States, Europe and Hong Kong.



The Develswitch from Develcon accounts for about 90 per cent of the firm's exports.

Services

- **CEGIR**, based in Montreal, Quebec, is a service company composed of consultants specializing in the transfer of technology through consulting, technical assistance, training, design and management. With offices in Ottawa, Toronto, Abidjan, Dakar and Manila supported by a network of offices in foreign markets, the firm manages projects and provides expertise to clients of the private, public and parapublic sectors in 25 countries.

- **B. Terfloth + CIE (CANADA) Inc.** is an international trading house specializing in food and agricultural related products. The firm provides cost effective services in a number of export areas including documentation, packaging, shipping, insurance, foreign exchange, market opportunities and countertrade around the world.

Canadian exports by commodity group

	(\$ millions)		
	1975	1980	1984
Manufacturing industries			
Motor vehicles: Cars	2 969.8	4 507.3	13 538.9
Trucks	1 210.1	2 767.8	5 790.6
Engines & parts	2 211.4	3 615.2	10 106.8
Industrial machinery	1 050.2	2 489.0	3 249.9
Aircraft, engines & parts	497.8	1 720.2	1 985.2
Telecommunications equipment	398.0	1 124.7	2 675.7
Office machine equipment	318.0	926.2	1 805.0
Resource processing industries			
Organic chemicals	107.9	937.1	1 346.5
Woodpulp	1 829.1	3 887.1	3 896.0
Newsprint	1 741.3	3 697.9	4 771.7
Petroleum & coal products	679.6	2 325.8	3 199.5
Resource industries			
Wheat	2 054.0	3 882.3	4 610.5
Fish & fish products	451.4	1 265.2	1 591.2
Lumber	970.0	3 382.4	4 284.3
Aluminum & alloys	442.1	1 540.9	1 908.9
Precious metals in alloys	472.2	2 057.1	1 217.2
Fuels			
Natural gas	1 165.9	4 035.3	3 918.3
Crude petroleum	3 014.3	2 845.6	4 395.7
Coal	493.6	934.0	1 846.6
Total exports	33 510.5	76 680.9	112 117.5

Foreign ministers discuss South Africa

Sir Geoffrey Howe, Britain's foreign and Commonwealth secretary, visited Canada September 27-28, after attending the regular session of the United Nations General Assembly.

The visit was made at the invitation of Secretary of State for External Affairs Joe Clark, and provided an opportunity for the foreign ministers and Prime Minister Brian Mulroney to discuss South Africa and the policy of their respective governments regarding the situation. South Africa was scheduled to be a major topic of discussion at the meeting of the heads of government of the Commonwealth countries in Nassau.

Mr. Clark said the problem of South Africa is a Commonwealth responsibility; and Canada has played an honourable and constructive role at previous Commonwealth meetings (notably at London in 1961 and at Singapore in 1971).

During the private meetings, Mr. Clark stressed that both "unity and movement" on the South African situation were essential at the Commonwealth conference. Mr. Howe said that Britain was "ready to listen to what



From left: Sir Geoffrey Howe with Brian Mulroney and Joe Clark in Ottawa.

other countries are preparing to say", but mandatory economic sanctions against South Africa, called for by African Commonwealth countries, would be "counterproductive".