

Trade update

The second phase of Marketplace 86, a major Canadian exercise to stimulate export trade, was held in five cities in April: Chicoutimi, Rimouski and Sherbrooke in Quebec and North Bay and Sault-Ste-Marie in Ontario. The focus of Marketplace is on interviews between local business people interested in initiating or expanding their exports and government trade experts.

Geac Computer Corp. Ltd. based in Markham, Ontario has won a \$1.2-million contract to install a computerized library system at the Commonwealth Scientific and Industrial Research Organization (CSIRO) in Melbourne, Australia. The Geac system will provide CSIRO with on-line access to all of its materials for the first time since the library was established 60 years ago. The library provides access to more than 1.5 million volumes and 40 000 journals and periodicals.

The Cape Breton Development Corp. in Sydney, Nova Scotia has announced the sale of 270 000 tonnes of coal valued at \$20 million to Swedish and German buyers. Deliveries are scheduled to begin this summer.

Photofax Manufacturing Corp. (Photofax) of Kelowna, British Columbia is receiving financing support valued at \$3.825 million (US) from the Export Development Corporation for a sale to Bulgaria. The sale involves the supply of equipment, know-how and technical assistance for the production of selenium photoreceptors to FTO Technika of Sofia.

Spar Aerospace Ltd. of Montreal has been awarded a \$10.5-million contract to build and install the telecommunications equipment for a new earth satellite station located near Lusaka, in Zambia. The Canadian International Development Agency will provide \$9.5 million of the financing, with the other \$1 million coming from the government of Zambia.

Former Prime Minister Pierre Trudeau led a Canadian business delegation to China in April to discuss bilateral economic issues. Mr. Trudeau met with Vice-minister of the Ministry of Foreign Economic Relations and Trade Jia Shi as well as China's top leader, Deng Xiaoping and Premier Zhao Ziyang.

Phone video puts face to voice



Marina Schang from Datapoint Canada Inc. of Toronto appears on the screen of one of the company's recently-introduced MINX video-phone terminals that allow users to see the person they are talking to. Each terminal, which can be connected to a personal computer to provide both voice and data capabilities, costs \$20 000. Up to eight terminals can be connected to one control system for desk-to-desk video conferencing.

News briefs

Minister for External Relations Monique Vézina, met with the Zairian State Commissioner for Foreign Affairs and Co-operation Mokolo Wa Mpombo during his official visit to Canada, March 24-27. Co-operation, political and trade relations between the two countries were discussed and two co-operation agreements, one for agricultural and rural development and the other for health, were signed. Mokolo Wa Mpombo also met with representatives of the Canadian business community to discuss Canadian investment projects in Zaire.

Environment Minister Thomas McMillan has announced the immediate implementation of a major three-point program to eliminate the environmental and health hazards posed by the presence of lead in gasoline. The program includes a gradual phase-out of leaded gas, a two-year advertising campaign and a program to educate Canadians on what they can do to improve air quality.

The Nylons, a Toronto-based quartet with Claude Morrison, Marc Connors, Arnold Robinson and Paul Cooper, won the best singer award in the fifteenth annual Tokyo Music Festival. The group received prize money of about \$7 800 (Cdn) for its version of *Up the Ladder to the Roof*. The final songs in the competition were selected in taped contests among 57 entrants from 16 countries.

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