

stated that the assistance its Electronics Industry Association provides to Canadian companies wishing to enter into business arrangements with Japanese companies would continue.

Information services were also a focus for discussion with both countries observing that the June 1988 Paris World Computing Services Industry (WCSI) Congress would provide an excellent opportunity for their respective software companies to meet. As for biotechnology, Japan supported Canadian proposals for the promotion of information, personnel exchanges and formal affiliation between BIDEC and IBAC, the new Canadian biotechnology industry association. Canadian participation in the BIDEC-sponsored Second International Biofair in Tokyo in October 1988 was also discussed. A Japanese Biotechnology mission came to Canada April 18-29, 1988 and visited CANBIOCON, a leading exhibition and conference held in Montreal on April 19-21.

The 1988 review of the Arrangement further noted the progress made in the advanced ceramics and aerospace sectors. Regarding the former, both sides noted the increased exchange of members and publications and agreed to consider the possibility of sending a Japanese mission to Canada to meet with Canadian ceramics companies. On aerospace, the slow but constant progress in Canada-Japan collaboration was highlighted. Promising areas for possible increased cooperation in the future include: remote sensing, microgravity experimentation, communications (particularly mobile communications) and space-related robotics.

The Department of Regional Industrial Expansion has entered into discussions with the leading Japanese trading houses operating in Canada concerning diversification of their Canadian business interests. Many of the larger trading houses are looking to broaden their business base in Canada by entering the manufacturing and service sectors. One result of these discussions has been the signing of the Letter of Understanding with three trading houses: Mitsubishi (June 1986), C. Itoh (March 1987), and Nissho Iwai (July 1987). These documents essentially call for increased cooperation by identifying business opportunities of benefit to both trading houses involved and Canadian firms. These arrangements have resulted in a number of trade deals and joint-ventures.