

## LOCOMOTIVES FOR BRAZIL

Mr. George Hees, the Minister of Trade and Commerce, has announced that 56 diesel-electric locomotives, valued at approximately \$5.6 million, will be purchased by the Federal Railways of Brazil from General Motors Diesel Limited, London, Ontario. This transaction was made possible through the Canadian Government's long-term export-financing legislation, which enables exporters of capital goods to obtain credit on a comparable basis with their foreign competitors.

This latest transaction, involving Canadian export financing of \$5.6 million, repayable by the Federal Railways of Brazil over a period of ten years, covers the Canadian portion of a \$9.5 million order, which will be jointly filled by General Motors Diesel Limited of Canada and the General Motors Corporation in the United States.

With the conclusion of this agreement, the total amount of export financing extended to Canadian exporters under signed contracts has reached \$48.2 million. Additional commitments, amounting to \$106 million, are approaching the final contract-signing stage.

All negotiations for long-term export financing are the responsibility of the Export Credits Insurance Corporation, which administers Section 21A of the Export Credits Insurance Act.

### BENEFITS TO OTHER FIRMS

Mr. Hees expressed satisfaction with the increasing use being made of the financing programme initiated by the Government. An order such as this benefits many other Canadian firms, which will be required to supply locomotive components. It is estimated that this order will involve some 100,000 man-days of work, divided almost equally between General Motors Diesel Limited and their Canadian sub-suppliers.

The Minister said: "As Canadian firms are now able to compete in the foreign market, on a credit basis, those which can meet competitive price, quality and delivery requirements may anticipate an increasing volume of export sales. Although financing facilities are provided by the Government, the initiative must come from the exporters themselves.

"Canadian industry is showing it can compete successfully for world markets in a wide variety of products. This particular locomotive sale is an example of joint co-operation between a Canadian subsidiary and its parent company to bring business to Canada - business which the Canadian company has both the technical ability and plant capacity to handle. Such co-operation is most encouraging".

The Government of the United States of Brazil fully supports and guarantees the financing arrangement.

This is the second sale of locomotives made by Canada to Brazil. The Montreal Locomotive Works, Limited, last December completed a financing agreement, whereby ten diesel-electric locomotives, with spares, were supplied to Companhia Siderurgica Nacional, Brazil, worth \$2.6 million.

## TEACHING TEAM TO MALAYA

The Department of External Affairs announced recently that, with the co-operation of the government of the province of Manitoba, a team of five Canadian teacher trainers would be sent to Malaya under the Colombo Plan to take part in the establishment of the Malayan Technical Teachers Training College. Under Malaya's Second Five Year Development Plan, high priority has been given to the setting up of a college to train teachers of technical subjects in secondary technical schools, secondary trade schools, rural trade schools and other secondary schools. Two Canadian advisers, C.C. Ashcroft and D.T. Dingwall, prepared a report dated June 30, 1961, after studying requirements in Malaya for six months.

Canada has already supplied \$175,000-worth of technical-school equipment to Malaya under the Colombo Plan, and has been asked to continue to equip new technical classrooms as they are built.

### ROLE OF MANITOBA

Mr. Duff Roblin, Premier of Manitoba, has agreed that the province's Department of Education shall co-operate with the Canadian External Aid Office in the recruitment of staff and the development of the programme of the Malayan Technical Teachers Training College. Mr. Scott Bateman, Manitoba's Deputy Minister of Education, visited Malaya for a week at the beginning of February in order to examine this project.

Mr. B.F. Addy of Winnipeg, Director of Vocational Education for Manitoba, left for Malaya recently to lead the team of five Canadian teacher trainers. Other Manitoba educators will fill positions in the College as Director of Training, Lecturer in Pedagogy and Shop Instructors in woodworking and metalworking.

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## NAVY SELECTS BOATS

Three small boats of commercial design have been selected for further study and evaluation as part of the Royal Canadian Navy's programme of small-craft replacement in the fleet.

Two of the fast, outboard-engined "Despatch" boats chosen to be carried on all major RCN ships are 14-foot, moulded-fiberglass craft. One, the "Polaris", was manufactured by the Traveller Boat Company of Peterborough, Ontario; the other, a design by C. Raymond Hunt, was manufactured by the Canada Yacht and Boat Company of Toronto. The third boat to be tested is a "Boston Whaler", a general-purpose craft for use by minesweepers and smaller units of the fleet.

In July 1961, the RCN took its first look at boats of commercial design, when a number of small craft supplied by various manufacturers were put through a series of trials at Halifax. The results showed that certain commercial types could be adapted for naval use.