

Landry and other ministers, as well as business leaders including representatives from Lavalin International Inc., Dominion Engineering Works, SNC Inc., Spar Aerospace Limited, Bombardier, Cascades Inc. and Hydro Quebec. The companies are attempting to expand their markets in China.

Jean Gagnon, a vice-president with Lavalin, said his company signed a letter of intent which allows them to seek financing and prepare proposals for further negotiations. The company recently signed a contract to supervise construction of a hydroelectric dam in China.

More co-operation with Ontario

President Li was welcomed to Toronto by Premier David Peterson, who said the visit "has greatly contributed to the long-term co-operation between our peoples". After outlining the growth in various endeavours between China and Ontario, Mr. Peterson said that Ontario is about to begin a new phase in its relations with China as the province is expected to sign a twinning arrangement with Jiangsu and a science technology and trade agreement this autumn.

Trade and technology were also important topics for discussion between the Chinese and government and industry representatives from Ontario. President Li's tour of the Downsview plant of de Havilland Aircraft of Canada Limited was an important part of his itinerary as China and Canada have agreed to begin discussions on expanding the existing airworthiness co-operation. CP Air and the Chinese airline CAAC are discussing the possible inauguration of services between the two countries.

CIDA's Chinese programs

The Canadian International Development Agency (CIDA) began its program in China in 1981. Spending, which was \$2 million in 1982, steadily rose to \$16 million in 1984. It is expected that \$20 million will be spent this year and \$30-\$35 million in 1986.

CIDA's efforts in China are concentrated on educational and technical support programs, especially in agriculture, forestry and energy. There are also a number of general educational projects especially in management training.

Two of CIDA's current projects are a five-year agreement with Ontario's Ministry of Natural Resources to provide technical expertise on fighting forest fires and a four-year program involving Alberta's Olds College, the University of Alberta, and the University of Guelph in Ontario for Chinese students to study agriculture and farm management in Canada.

CIDA's China program also involves special projects, many of which are sponsored by the industrial co-operation division (INC). Several missions have been underwritten, including the most recent one of Alberta oil-field equipment manufacturers who visited major oil centres in northern China. The sale of satellite earth stations by Spar Aerospace was supported by CIDA money to train Chinese technicians.

INC's programs are aimed especially at small- and medium-sized companies, and its primary goal is to develop opportunities for technical co-operation with companies in developing countries.

The provinces and China

Across Canada a number of companies have actively been seeking sales in the Chinese market. In Ontario alone, an estimated 50 firms now do business with China and trade is expected to increase even further when the province opens its combined trade and technology centre in Nanjing, the capital of Jiangsu, one of China's wealthiest and most industrialized provinces. Alberta and Saskatchewan have both signed twinning agreements with Chinese provinces and British Columbia and other Canadian provinces have increased their trade in a number of ways including ministerial visits and trade fair involvement.

New agreements

Some of the companies that have signed recent contracts with China include:

- Basic Manpower Training Interprovincial Limited of Cold Lake, Alberta, which won a \$2.4-million consulting contract;
- B.C. Hydro International Limited, which won a \$7.5-million contract to do a technical support program for China's Electric Power Institute;
- Canadian International Project Managers Limited with major principals SNC Inc., Lavalin Inc. and Acres Limited, which has signed a number of agreements to develop hydro in China;
- Coronet Housewares of Montreal, Quebec, which has made a number of sales of stainless steel cookware and plastic housewares and has been invited to Beijing to discuss a manufacturing joint venture;
- Dyer Equipment Inc. of Calgary, Alberta, a subsidiary of Edmonton-based Strathcona Resource Industries Limited, which has received orders for more than \$17.5-million worth of oil-field stimulation and monitoring equipment;
- Kremco Limited, a subsidiary of Dreco Services Limited of Edmonton, which sold \$8 million worth of oil rigs and equipment;
- Mark Anthony Group, the owner of Mission Hill Vineyards Limited, a winery in Okanagan, B.C., which concluded two letters of intent involving Chinese joint ventures to develop a vineyard and a winery;
- Narwhal Marine Limited of Bedford, Nova Scotia, which sold some \$400 000 worth of survival suits and rescue equipment to China's state-controlled offshore oil industry and international subcontractors;
- Teshmong Consultants Limited of Winnipeg, Manitoba, which has signed contracts for systems studies; and
- Wright Engineers Limited of B.C., which is engineering a gold mine.

Playful pandas



Two visitors from China, Quan Quan (rear) and Qing Quig, on loan to the Metropolitan Toronto Zoo for 100 days, ham it up for spectators. The giant panda exhibition at the zoo was officially opened by Madam Li on July 20.