

Once a year, a group of TIP officers come in from the posts and travel across Canada, holding seminars and personal interviews with potential TIP clients. This year's round of "TIP workshops," as they're called, will begin on October 13.

The other part of TIP is the TIP fund - a block of money set aside to assist business-people making working or exploratory visits abroad with the aim of acquiring technological know-how needed to upgrade their products or operations. Applications for funding are processed quickly -- usually within two to three weeks.

I would also like to point out that TIP, within Canada, works closely with the Industrial Research Assistance Program, which I mentioned earlier.

Since it began, TIP has received nearly 1,000 requests for information about foreign technology from businesses and others -- more than 150 organizations have received funding from the program -- and, even though the conversion of technological knowledge to a marketable product can be a slow process, we already know of at least 25 firms that are currently implementing a technology acquired with assistance from TIP.

By anybody's standard, that's an impressive record for a program that hasn't yet seen its second birthday.

TIP's annual budget is currently \$1.6 million. As a result of the funding we are announcing today, it will rise to \$2.85 million in the current fiscal year, to \$4.6 million in 1988/89, and to \$5.6 million in 1989/90 and 1990/91.

The new money will enable us to hire more TIP officers in Japan and in Europe, and to put more into the TIP fund, which means we'll be able to do even better at building a sound technological base for Canada's economic growth.

I am very pleased to introduce Michael Mertens, Marketing Director of Spectrum Signal Processing Inc. of Burnaby, B.C., and Larry Lorrenz, President of North American Styropack Inc. of Vancouver. They are both satisfied users of TIP, and I'm happy that they could join me here today. They will be able to talk to you about their experiences with the program.

Also with me is Brian Cox of the Department of External Affairs, He is the Manager of TIP.

Now, I will be happy to answer any questions you may have.