

ODA can pave the way - both to prosperity for the recipient countries and for Canadian industry. Many winners of Canada Export Awards have reported that their first breakthrough into third world markets and their first overseas success came through aid-related contracts. It is estimated that about 10% of overall Canadian sales to the developing world are aid-generated.

Let me provide four examples.

In December 1986, Novacorp International of Calgary signed a \$40 million gas pipeline contract in Malaysia. This followed a CIDA-funded program whereby Novacorp trained 20 Malaysian engineers in pipeline operations and management. Novacorp credits CIDA for opening the doors for this contract.

During participation in a CIDA mission to Asia, Willowglen Systems of Alberta identified a joint venture partner to supply engineering and software technology to a construction project in Singapore. That contract led to a contract worth over \$5 million. That company has opened up an office in Singapore and has won further contracts.

Meneley Enterprises Ltd. has received a \$4.8 million contract from Petro-Canada International Assistance Corporation to produce a map of the Eastern side of the Andes mountains. Peter Sherrington of that company commented last August to the Calgary Herald that "There are tremendous implications for Canadian suppliers if they use the goodwill and contacts being developed by the foreign aid project."

And Argo Handling Systems Ltd. of Edmonton reports that one of its corporate operations - Argo Engineering - was able to conclude a technology transfer agreement with a Singaporean company through the efforts of CIDA. CIDA provided assistance to ship Argo dock-levellers to Singapore. This led to Singaporean contracts for finished products and components with Argo. According to the company President, Gary Loblick, "This export transaction could not have occurred without the support of CIDA."

Now, we don't engage in ODA to develop exports. We engage in ODA to encourage development. But development means trade. It means trade now for Canadian companies supplying goods and services in many sectors. And it means trade in the future as these economies develop the capacity to stand on their own and purchase from us. It means trade through opening doors, establishing contacts, training decision-makers in those countries - activities which in the developed world we call 'market development'.