

EA  
16  
77E3  
OCS

of External Affairs  
Affaires extérieures  
OTTAWA

# CanadaExport



External Affairs  
Canada

Affaires extérieures  
Canada

VOL. 7, NO. 3

FEBRUARY 15, 1989

## Canada-U.S. drivers get the green light to keep on trucking

Canadian and U.S. commercial drivers can keep on trucking--and with a welcome difference! From now on, only one licence will be required for commercial drivers to travel across the border between Canada and the U.S.

This new *bilateral understanding on the reciprocal recognition of commercial drivers licences* was announced recently by External Affairs Minister Joe Clark.

The *understanding* eliminates a potential obstacle to transborder transportation and will enhance commercial and trade ties.

Clark said: "The understanding typifies the ability of Canada and the United States to work together creatively for their mutual benefit. It means that Canadian commercial drivers can operate in the United States without having to procure any U.S. driver permits and the same applies to U.S. drivers operating in Canada".

The announcement was made jointly by Transport Minister Benoit Bouchard, who said

*"The understanding will facilitate the transportation relationship between Canada and the U.S."*

that the *understanding* "will facilitate the transportation relationship between Canada and the U.S., so crucial to the implementation of the historic Free Trade Agreement".

Since July 1, 1987, it has been illegal for drivers in the United States to hold more than one commercial drivers licence. In Canada, all provinces had such measures in place for some time.

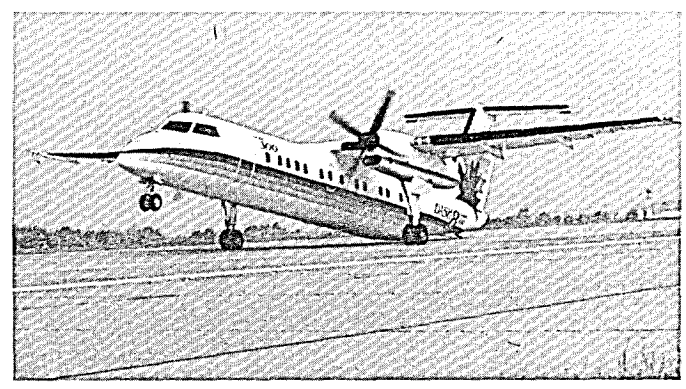
However, for the principle of "one driver-one licence" to be applied without dislocating transborder transportation links, a means had to be found to recognize the validity of licences issued in other jurisdictions.

In the winter of 1987-88 bilateral discussions

Turn to page 6--On

## Canada's aerospace industry flying high

The sky's the limit!. Since it took off again five years ago, the Canadian aerospace industry has doubled sales to an estimated \$5 billion. And the efforts of such Canadian notables as Canadair, de Havilland Canada, Pratt and Whitney Canada, Bell Helicopter Textron, MBB Helicopter Canada Ltd., CAE Electronics Ltd., Oerlikon Aerospace, and Canadian Astronautics Ltd., have all helped Canada soar into fifth place among world aerospace industry leaders.



*A family affair--The Dash 8 Series 300 is one of a family of aircraft made by de Havilland Canada, a leader in the aerospace industry.*

The impressive growth rate shows no signs of slackening, spurred on by: a new cooperative approach to government-industry relations; the recent privatization of the major Canadian airframe manufacturers; the possibility of new trade opportunities wrought by the Canada-U.S. Free Trade Agreement; and the promise of a comprehensive equipment modernization program outlined in the recent White Paper on the future of Canada's defence program.

While events at home have contributed to the aerospace industry's growth, efforts have also been directed toward establishing Canada as a major player on the international stage. The strategy includes participation in the Space Station program, world product mandates and new cooperative efforts with other major aerospace producers.

With a small domestic market, Canadian aerospace companies have come to depend on international markets for the necessary capital to sustain growth. Export sales claim more than 80 per cent of the Canadian industry's output--a higher percentage than any competitor.

Participation in international aerospace trade fairs figures prominently in the industry's export

strategy--particularly in such high-profile exhibitions as the Farnborough International and Paris Air Shows. To the 40th anniversary of Farnborough International, Canada sent its largest and most successful contingent ever.

In 1986, the U.K.-based biennial fair, which alternates with the Paris Air Show, attracted only 18 Canadian participants. Last September, 43 companies, organized under the auspices of the Aerospace Industries Association of Canada, were among the show's 600 exhibitors. Their expertise ranged from fixed-wing airframe manufacturers to aircraft engine builders and from avionic and electronic firms to specialized metal machining companies.

As well, three provincial delegations, comprising 20 companies, and seven additional Canadian firms exhibited independently or with their multinational corporate parent. Several companies participated with the assistance of External Affairs' Program for Export Market Development (PEMD).

Not only was Canada's participation dramatically increased over previous years, but so too were the sales that came Canada's way.

Turn to page 6--Air

## Technology trade officers tour Canada

Canadian technology firms wanting to improve their knowledge, productivity and world competitiveness can do so March 1-9, 1989.

The occasion is INFOTECH '89 which features presentations by Department of External Affairs trade officers from 17 European, United States and Asia/Pacific posts.

On their 11-city Canadian tour, the officers will hold one-on-one interviews with company executives, informing them about foreign technology not yet available in Canada.

The officers will discuss the identification and sources of technology, technical problems, production improvement goals and the licensing

of product lines for manufacturing domestically.

They can provide details on technologies as diverse as aquaculture, biotechnology and communications, robotics, waste recycling and even window frames.

The INFOTECH '89 tour is the centrepiece of the Department of External Affairs' Technology-Inflow Program (TIP), an innovative strategy designed to assist Canadian companies to compete successfully, at home and abroad, with world leaders in every industry.

How useful is TIP to companies considering the transfer of foreign technology into their Cana-

Turn to page 3--Technology

### INSIDE:

- Tender calls, World Bank projects offer good sales leads to international markets ..... 2
- Conferences, seminars should interest exporters ..... 3
- Trade fairs and missions from Algeria to the United States ... 4 & 5
- Canadair meets the challenge with delivery to China ..... 6

