

nuclear power will probably rely on foreign technology if the nuclear option is to be adopted nationwide within the relatively short period of time given to achieve development goals.

Canada has experienced the same challenges in developing energy resources as China faces today, in many cases under similar climatic conditions, and so is in an excellent position to offer state of the art technology well suited to China's requirements. Efficient techniques for mining, processing and transporting coal, extensive hydro-electric systems and the wealth of experience Canadian oilmen have gained at home and abroad all have relevance for China as does the CANDU nuclear power system, the most advanced in the world.

Telecommunications is another field where Canada is a recognized leader around the world and particularly in China. Earlier this year a Canadian company won a major contract to supply 26 satellite earth stations to China, as well as to transfer manufacturing technology.

Canadian companies have also made sales of small and large private branch exchanges (PABX) to China which is currently showing keen interest in Canadian digital switching, fibre optics and domestic satellite communications technologies. Several Canadian companies intend to participate in a major communications exhibition in Beijing in November, 1984.

Given the almost identical geographical

area of both Canada and China, similar difficulties in transportation exist and Canada has developed solutions to many of the problems which China is encountering today.

Canadian STOL aircraft are operated by China's national carrier, CAAC. Canadian owned and maintained helicopters service offshore oil operations in the Yellow and South China seas.

Canada is working with China to explore the application of advanced computerized systems for railway traffic management and Canadian expertise in unit train transportation of bulk commodities is of interest to China as well. China also plans to expand her port facilities which might be served by Canadian expertise in port design, construction and bulk materials handling.

China has traditionally looked to Canada as a supplier of agricultural commodities, with wheat being the largest single export. Canada's technology in the fields of both agriculture and food processing are becoming of increasing interest to China. Since the 1960's, Canada has supplied China with agricultural machinery and the 1970's saw rapid gains in exports of feed and fertilizer materials. Several joint-venture projects in agriculture are currently under active consideration.

Canada's traditional role as a supplier of wood products to China, primarily lumber, pulp and paper, has developed in

closer cooperation on the technical side with Canadian companies assisting Chinese end-users to upgrade existing pulp and paper plants, improve wood utilization and undertake projects in afforestation, forest fire prevention and forest management.

Trade, of course, is a two-way street and while the size of the Canadian market is relatively small, Canada supports China's efforts to increase exports. Canada has afforded China special tariff treatment under the General System of Preferences, and has promoted technology transfer which will increase China's ability to export. Technology transfer seminars funded by the Canadian International Development Agency were held in both Beijing and Shanghai in 1983, and similar seminars are planned in future. China is hoping to increase her exports by holding a large Chinese commodities exhibition in Alberta this year.

The four Canadian Trade Commissioners based at the Canadian Embassy in Beijing and the Trade Commissioner for South China based in Hong Kong keep abreast of developments in the Chinese economy, and evolving business trends, and are available to assist Canadian businessmen further develop business relations with the PRC. ■

## OPPORTUNITIES

# Participants in Canadexpo '84

□ CANADIAN FIRMS  
• LOCAL AGENT

### □ Active Chemicals (1979) Ltd.,

7803 Progress Way,  
Tilbury Industrial Park,  
Delta, B.C.,  
V4G 1A3  
Phone: 604-946-0361  
Telex: 04-357712  
(ACT CHEM NWR)  
Attn: Mr. T. Brown,  
Territory Manager

Industrial chemical  
manufacturers

### □ Advanced Business Computer Systems Int'l Ltd.,

4088 Sandwich St.,  
Windsor, Ontario,  
N9C 1C4  
Phone: 519-255-9199  
Telex: 064-77691  
(WINDSORESX)  
Attn: Mr. Ben Giglio,  
President

Micro-computers with  
network capabilities, cash  
management systems

### □ AES Data Inc.,

100 Boul. Alexis Nikon,  
Suite 600,  
St. Laurent, Quebec,  
H4M 2P2  
Phone: 514-744-6711  
Ext. 250  
Telex: 05-826602  
(AES DATA MTL)  
Attn: Mr. E. Beshlian,  
Director of Sales

### • Repromac Ltd.,

Elizabeth House,  
2nd Floor,  
250 Gloucester Road,  
Hong Kong.  
Phone: 5-8930055  
Telex: 62337  
Attn: Mr. Paul Turner,  
Manager

Word Processing systems  
and office automation

### □ Air Canada

5500 Miller Road,  
Richmond,  
British Columbia,  
V7B 1V4  
Phone: 604-278-1262  
Attn: Mr. W.J. Rowe,  
V.P., Western Region

### • Air Canada,

Room 1026,  
Prince's Building,  
P.O. Box 9923,  
Hong Kong.  
Phone: 5-221001  
Telex: 75637 HKSGAC  
Attn: Mrs. A. Leung,  
Manager

Canada's national airline  
promotion of travel within  
Canada (Int'l carrier)

### □ A.T.I., (Alberta Telecommunications International Ltd.),

411 First St. S.E., 26/F.,  
Calgary, Alberta,  
T2G 4Y5  
Phone: 403-231-7047  
Telex: 03-821448  
Attn: Mr. D.R. Young,  
Vice President

Telecommunications  
consulting and operations

### □ Ault Foods Limited,

P.O. Box 430,  
490 Gordon Street,  
Winchester, Ontario,  
K0C 2K0  
Tel: 613-774-2310  
Telex: 053-4700  
(AULTFOODS WCHR)  
Attn: Mr. A. Ron Algate

Manufacture of cheese,  
butter, fluid milk and cream,  
ice cream, yogurt, skim milk  
powder various dairy based  
power blends including infant  
formula which are being  
exported in industrial and  
consumer sized packages

### □ Bailey Metal Products

151 Bentworth Ave.,  
Toronto, Ontario,  
M6A 1P6  
Phone: 416-781-9371  
Telex: 06-969614  
(BAILEY MET TOR)

Cdn manufacturers of light  
steel framing systems for  
both exterior and interior  
walls and suspended ceiling  
systems

### □ Bank of Montreal First Canadian Place,

20th Floor,  
Toronto, Ontario,  
M5X 1A1  
Phone: 416-867-5547  
Telex: 0622735  
Attn: Mr. M.P. Joyce,  
Senior Rep.,  
Trade/Finance

### • Bank of Montreal,

Hong Kong Branch,  
Alexandra House, 16/F.,  
16-20 Chater Road,  
Hong Kong.  
Phone: 5-224182  
Attn: Mr. R.T. Kazuta,  
Vice President & Manager

### □ Bank of Nova Scotia,

International Administration,  
44 King St. W.,  
Toronto, Ontario,  
M5H 1H1  
Phone: 416-866-6976  
Telex: 06-22106  
(SCOTIABK TOR)  
Attn: Mr. A. Madorsky,  
Assistant Supervisor