

# CANADEXPORT

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External Affairs and  
International Trade Canada

## Sanctions Lifted

### South Africa Trade Promotion Program Takes Root

With the lifting of sanctions against South Africa, the Canadian government has initiated a full trade promotion program.

The first activity in Canada will be seminars promoting South Africa's markets and trade opportunities.

External Affairs and International Trade Canada (EAITC) is organiz-

ing the event in conjunction with the Forum Francophone des Affaires, Canadian Exporters' Association, and the World Trade Centre.

(The Moncton and Montreal seminar dates give our readers short notice, but we did not have the authorization to publish them until the sanctions were officially lifted. These two events were, however,

prepublicized in local media outlets.)

The seminars will allow Canadian businesspeople an opportunity to discuss South Africa's potential trade opportunities with business leaders from South Africa. Government officials will also be available to review new government programs available to the private sector for trade promotion in South Africa.

Archie Nkonyeni, President of the National African Federated Chamber of Commerce and Industry, and Les Weil, Deputy President of the South Africa Chamber of Business, will represent South Africa's business community.

Canadian government officials include Bruce Fraser, Senior Commercial Officer from the Canadian Embassy in South Africa, representatives from EAITC, Canadian International Development Agency, the Economic Development Corporation, and regional International Trade Centre representatives.

Representing the South African Government is Paul Pieterse of the South African Consulate General

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## Two Supplements in One Issue

*Access  
North America:*

*see pp. I - IV*

*Australia: Markets  
"Down Under"*

*see pp. 3 - 6*

### Aerospace, Defense Firms Can Tap Boeing, Other NATO Contracts

Canadian aerospace/defense companies are being encouraged to participate in the Industrial Benefits (IB) program associated with the modernization of the NATO AWACS fleet.

To date, 70 Canadian companies have contacted Boeing's Industrial Benefits staff. Any Canadian product or service which is unique in technology and/or cost effective is of interest.

The combined obligation to Canada under the NATO modernization program is approximately Cdn\$100 million, with the majority of this IB being fulfilled by work on other Boeing and associated contractors' products and programs.

Canadian companies interested in Direct Industrial Benefits projects with Westinghouse and wanting to

be included in the next NATO RFP bidders list should contact: Bill Prowse, tel.: (613) 992-6810; fax: (613) 995-2305.

Two suggested Industrial Benefits subcontractors are Hazeltine Corp., Greenlawn, NY, contact: John Colombo, tel: (516) 262-8084; fax: (516) 262-8006 and Rockwell International, Arlington VA, contact: Diane Hoppe, tel: (703) 412-6880; fax: (703) 412-6957.

For information regarding Boeing's Industrial Benefits opportunities, contact Rob Foxcurran at Boeing, tel: (206) 657-0411; fax: (206) 657-4211.

Company literature should be mailed to: Industrial Benefits Manager, Boeing Defense and Space Group, PO Box 3999, MS 3F-48, Seattle, WA 98124-2499.

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