

Trade update

Cognos Inc., an Ottawa, Ontario computer software company, has opened an Australian subsidiary with offices in Melbourne and Sydney, to support its base of more than 100 customers in the country. The Australian subsidiary is expected to generate \$2.5 million in revenues in its first year. Cognos also has subsidiaries in the US and France.

Comeau's Sea Foods Limited of Sault Ste. Marie, Nova Scotia and Connors Brothers Limited of Black's Harbour, New Brunswick have been awarded contracts totalling \$662 000 (Cdn) from the Canadian Commercial Corporation (CCC) to supply 920 tonnes of salted herring to Fischimpex of Rostock, German Democratic Republic. It is the third such contract, signed by the CCC and Germany in the last two years.

DIPIX Systems Limited of Nepean, Ontario has sold its *Aries-III* satellite image analysis system, worth \$425 000, to Terra Control Technologies of Malaysia. DIPIX had previously signed distribution agreements with firms in Thailand and Indonesia. The systems, which enhance and process photographic images taken by orbiting satellites, are used in resource exploration and environmental applications.

Electrical Testing Instruments Limited of Scarborough, Ontario has received a \$51 310 contract through the Canadian Commercial Corporation to supply test equipment to the United Nations Educational, Scientific and Cultural Organization for universal protection and control. The equipment will be used at the University of Garyounis, Libya in the new engineering faculty.

Lavalin International Inc. of Montreal has signed an agreement for the sale of services and related goods for the management and maintenance of several projects in Algeria which it has recently undertaken. The sale is being supported by the Export Development Corporation through a \$3.83-million (Cdn) line of credit with Banque Algérienne de Développement.

Monarch Industries Limited of Winnipeg, Manitoba has been awarded a \$42 000 (US) contract through the Canadian Commercial Corporation to supply submersible pumps to the United Nations Development Program. The pumps will be shipped to Nicaragua as part of an irrigation project currently being conducted in the Managuan area.

Norstar Instruments Limited of Calgary, Alberta, a subsidiary of Nortech Sur-

veys (Canada) Inc., has signed a ten-year deal with Stanford Telecommunications Inc. of Santa Clara, California, to provide components for the *Norstar 1000* G.P.S. receiver. The *Norstar 1000* is a multi-purpose instrument for navigation and positioning applications on land, sea or air.

Ontario Hydro has been awarded a \$9.788 million, five-year project to train electrical transmission maintenance workers in Pakistan. Under the program, funded by the Canadian International Development Agency, Ontario Hydro will train staff of Pakistan's Water and Power Development Authority to maintain and service the country's 500 KV high voltage transmission system.

Sydney Development Corp. of Vancouver, B. C. has signed a letter of intent with a unit of China State Shipbuilding Corp. for a joint venture in research, development and marketing of computer-related products and services in China. The venture will provide software development, consulting and computer training services to Chinese and overseas customers. Sydney Development will also act as an agent to aid the transfer to information, technologies, products and services to China.

The Toronto Stock Exchange (TSE) and the Paris Bourse have signed a licensing agreement valued at more than \$1.1 million, allowing the use of TSE's Computer-Assisted Trading System (CATS) in France for a period of 99 years. CATS, one of the most advanced trading systems in the world, allows brokers to execute trades at the touch of a button as it automatically updates the market, sends a confirmation to buyer and seller and retains a record for settling the trade.

Wladimir Talanczuk Aircraft Manufacturing Limited of Edmonton has entered into a joint venture agreement with Beijing Chang Feng Aircraft Manufacturing, a leading Chinese aerospace corporation, to produce 500 ultralight agricultural spray planes a year for the next five years. The deal is a major breakthrough in trade with China that could eventually be worth more than \$6.5 million (US). The *WT-12 Agroplane* is a rugged utility ultralight designed for long hours of operation in primitive conditions. Besides its agricultural function, it can be converted for tasks such as flight training, search and rescue missions, police work, aerial photography, pipeline and utility corridor maintenance, or livestock and wildlife observation.

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News briefs

External Relations Minister Monique Vézina has announced that Canada will provide \$450 000 through the Canadian International Development Agency to assist victims of the on-going armed conflicts in Lebanon. Canada has provided more than \$4 million in emergency aid to victims of the conflict since 1982.

Quebec Agriculture Minister Jean Garon has announced that a \$38-million farm will be built on the site of Expo 67. The provincial government expects the farm will help make Montreal the main distribution centre in eastern North America for agricultural and sea food products.

Uranium production increased by almost 50 per cent to 10 790 tonnes in Canada in 1984, according to a recent review of energy use by British Petroleum. During the year, Canada had more than a quarter of the non-Communist world's production and was the world's largest uranium exporter. The yield was more than triple the amount from Canadian mines a decade ago.

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Editor: Carole Stelmack.

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