

eggs, liver and green vegetables, are considered the most powerful of all anti-cancer agents. Vitamin A is formed from carotene in the liver.

Within a year, the British Columbia researchers hope to have enough data to recommend that people increase vitamin A intake.

However, Dr. San cautions against gobbling huge amounts of vitamin A or raw carrots — too much can turn the skin orange. But he says there would be no harm, and probably a lot of good, in eating carrots regularly, or taking vita-

min supplements. The cancer-carrot connection first surfaced two years ago when British scientists discovered that men with high levels of vitamin A in their blood had a 40 per cent lower cancer risk than normal. Several animal studies have also shown that carotene compounds suppress the growth of cancerous cells.

Large human studies have since been launched but these projects — one involving 20 000 American doctors who take beta-carotene tablets every other day — will take years to complete.

Electronic desk organizer smash hit on export market

Bynatics Corp. of Kanata, Ontario has a winner. The young high-technology company announced recently that it has a backlog of 10 000 orders worth more than \$6 million for its first product, an electronic desk organizer for senior executives.

"What we're selling is unique," said Bill Baker, president of the ten-month-old firm. "It addresses a real need at the senior executive level, one that retailers around the world have recognized."

Bill Baker said Bynatics Corp. expects to sell 300 000 to 400 000 systems at \$995 each over the next three years.

The electronic desk organizer combines a leather-bound desk pad with a "hands-free" speaker phone system, calculator and digital clock. It can store 112 telephone numbers and has automatic dial and re-dial features.

Mr. Baker says orders have been received from the United States, Australia,

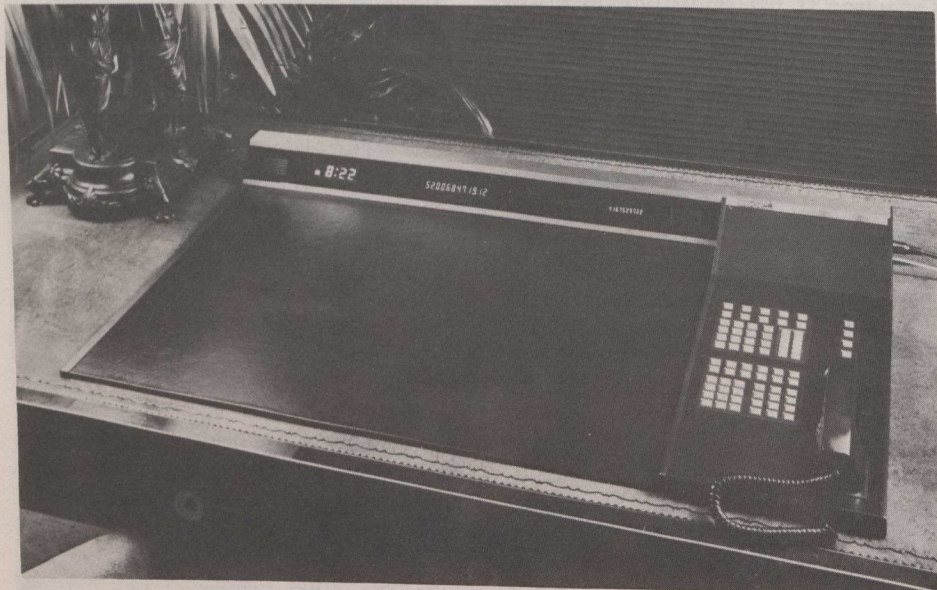
South Africa and Europe, and 4 000 units have been ordered by customers in Saudi Arabia.

The product is designed for executives who know what they need to increase their productivity but are uncomfortable with computers, Mr. Barker said.

"It's a prestigious product for a very special person. With our product, the executive doesn't have to worry about dealing with a complicated screen-based system and all of the learning that goes into working with a computer system."

Bynatics, a wholly-owned subsidiary of Toronto-based Imaginatics Inc., is marketing the product through specialty retailers and catalogue companies in the United States, including Neimann-Marcus, I. Magnin and Hammacher-Schlemmer.

It has also established a Toronto sales office, and plans to expand direct marketing into Los Angeles, New York and other US cities.



Bynatics' desk organizer is proving to be popular in many areas of the world.

Line of credit with Hong Kong

The Export Development Corporation (EDC) has signed a \$10-million (US) line-of-credit agreement with the Hongkong & Shanghai Banking Corporation (HongkongBank), of Hong Kong and its wholly-owned subsidiary Wardley Limited.

The line of credit will assist Canadian exporters competing for sales in the Asia-Pacific area by providing their buyers with a simple and easily accessible credit facility through either institution. It is expected that the main application of the line of credit will be to support small- and medium-sized sales of goods and services. Contracts for sales will be considered on a case-by-case basis.

HongkongBank is the eighteenth largest bank in the world in terms of equity.

Pricing plan to boost gas exports

The federal government will radically alter its pricing system for natural gas exports to widen a discount scheme in efforts to sell more gas to the United States, said an Energy Department official recently.

If the program works, it will in effect cut gas prices to US distributing companies and increase exports at the same time. The current incentive scheme, announced this summer by Energy Minister Jean Chrétien, is triggered only after the exporter ships at least half the volumes approved for export by the National Energy Board.

Changes effective November 1 will allow a discount price immediately as long as the volume sold totals more than 50 per cent of approved exports at the end of the licence year, the official said.

The government will keep monthly tabs on exports and if volumes are below the 50 per cent level by the end of the year, the companies will have to refund the difference between the discount price and the top price.

The move will allow exporters to create new markets right away, increasing the chance of going past the halfway mark of approved exports, the official said.

He added that although the American distributing companies would get all their gas at the new cheaper price, the revenue for Canadian companies would be the same under the current incentive scheme.