

ITC is particularly interested in assisting with the formation of consortia, including the provision of financing packages, where needed, to meet Australian requirements. Because considerable Australian industrial capability exists in sectors that service resource development projects, Canadian project proposals and initiatives will best be served by working either through, or in consultation with, Australian firms.

Projects are not usually contracted on a turnkey basis, and participation in their execution is undertaken on a joint-venture basis. Increasing demands for capital may lead to more aggressive moves by Australian firms to seek foreign venture partners. Because Canadian partners in such joint-venture operations are familiar with Canadian products and capabilities in other related areas, such arrangements can lead to increased exports of ancillary Canadian equipment, machinery and other sophisticated goods. Therefore, it would be highly advantageous for Canadian firms to consider complementing Australian capabilities where there are requirements for state-of-the-art technology, equipment and experience.

Capital goods in general, involving manufactured products and including machinery, transportation equipment and a wide range of consumer durables, currently account for more than two-thirds of total Australian imports, and that trend is expected to continue. Moreover, most Australian import requirements are in sectors where Canada has a demonstrated export capability. The Australian market offers particular promise for small and medium-sized firms. Of the 590 commodity categories exported to Australia in 1980, total sales in 429 (or 73 per cent) were valued at less than \$500,000. Few other countries will be able to offer the same range of opportunities for Canadian exporters during this decade.

Potential opportunities, including those which will be discussed later in detail, include:

- Agriculture products - breeding stock, livestock semen, cherries, blueberries, asparagus, canned fruits and vegetables, specialty cheeses, canned meat preparations
- Fish and fish products - canned and smoked salmon, sardines, herring, kippered snacks, block-frozen fish, scallops and crabs
- Forest products - softwood timber, pulp, newsprint, paperboard, wallpaper, computer paper, kitchen cabinets, outdoor wooden furniture, doors, panels, moldings, and specialty and photocopy papers