

Trade update

Minister for International Trade

James Kelleher has announced the publication of two booklets to help Canadian companies secure contracts in the \$20-billion annual market financed by international financial institutions (IFIs) for equipment, civil works, and consulting services in developing countries. Under an over-all title, *Developing Export Markets — the I.F.I. Approach*, one booklet is subtitled, *Equipment and Civil Works*, and the other, *Consulting Services*. They provide an overview of the various markets, the opportunities that exist, a description of how each IFI functions, and a step-by-step approach which Canadian companies should follow to successfully penetrate markets.

Canada's first national Asian Import Conference, held in Toronto on March 18, was sponsored by *Trade Asia* magazine and included speakers from all major Asian suppliers.

Babcock and Wilcox Canada of Cambridge, Ontario, as part of a consortium with General Electric of the United States and Ansaldo SPA of Italy, has won a major contract to supply four 350 megawatt coal-fired power units to the People's Republic of China. The contract, worth more than \$203 million (Cdn) was signed with the Huaneng International Power Development Corporation which is responsible for thermal power development in China.

The Canadian National Millers Association has announced that Canadian flour mills have received a \$20-million contract to ship 50 000 of hard spring wheat flour to the Ivory Coast. Shipments began in March.

Computing Devices Co. of Nepean, Ontario has been awarded an \$8.1-million contract to supply 15 coaxial cable sensor devices to the United States Air Force. The systems will be installed at air force bases and other military sites, using a buried cable which creates an electromagnetic field for intrusion detection.

Vulcan Industrial Packaging Ltd. of Toronto has announced a joint venture agreement with SAY Industries Inc. of Massachusetts to acquire Forsythe Liquiflo Ltd. of Concord, Ontario. Forsythe packages consumer automotive products and has annual sales of about \$15 million.

News briefs

External Relations Minister Monique Vézina has announced that Queen's University in Kingston, Ontario, will receive \$6.3 million for a development project in Kenya. The grant, provided by the Canadian International Development Agency, will be spent on a project upgrading staff qualifications and facilities of the Kenya Technical Teachers' College in Nairobi.

The governments of Manitoba, Minnesota and North Dakota signed a "Statement of Co-operation" in Winnipeg on February 17, to act jointly against the selection of a Minnesota site as a potential location for a nuclear waste repository. Eight of the 20 potential sites recommended by the US federal government for a nuclear waste repository are in Minnesota. The agreement also calls on the provincial and state governments to increase the sharing of technical information on high-level radioactive waste disposal.

The Ontario Science Centre's Canada Science Circus will be a major public attraction at the first ASEAN (Association of Southeast Asian Nations) Science and Technology Week

Governor general in London



Canapress

Governor General Jeanne Sauvé (left) is greeted by British Prime Minister Margaret Thatcher during her visit to London last November to participate in the sixtieth anniversary of the opening of Canada House, part of the Canadian high commission in Britain. Canada House, which features an art gallery and a small theatre for concerts and films, has been very successful in introducing Canadian culture to London.

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in Malaysia this April. Malaysia's invitation to the Canada Science Circus is the first step in the development of a science centre in Kuala Lumpur, and is expected to lead to future exhibit sales and private sector involvement.

Anna Fraser of Ottawa, Ontario and Yves Laroche of Lac-Beauport, Quebec, won the women's and men's World Cup freestyle ski aerials championships after they each came in first in their respective final meets of the eight-meet season. Meredith Gardner of Oakville, Ontario, the defending aerials champion, was third in the women's aerials, while Lloyd Langlois of Magog, Quebec came in second in the men's. Miss Fraser also ended the season with a silver medal in the combined titles for best results in moguls, ballet and aerials and Miss Gardner took the bronze. In the men's combined title, Chris Simboli of Ottawa won the silver medal.

Toronto, Ontario played host to the first conference of the American Society of University Composers to be held outside the US, in honour of the International Year of Canadian Music. Fourteen concerts featuring 73 compositions selected from over 750 submissions were performed March 5-9 by internationally acclaimed musicians.

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Telex: 053-3745.

Editor: Carole Stelmack.

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