

CONTRACTS AWARDED

A Brampton, Ontario company, **Atlantis Aerospace Corporation**, is winging its way into markets with major Asian airlines, having recently been awarded two flight training equipment contracts in the region. China Eastern Airlines, of the People's Republic of China, has ordered a flight training device and a flight management and guidance system; while All Nippon Airways, of Tokyo, has ordered a flight management and guidance system.

Five years of persistence, hard work and commitment have paid off for Coquitlam, B.C.'s **CANAC/Microtel**. The company, with its Malaysian partnership, **SCM Integrated Systems Sdn. Bhd.**, has been awarded a \$46.2 million contract from the government of Malaysia to design, supply, deliver, install, integrate, test and commission a vessel traffic management system for the Straits of Malacca. The state-of-the-art system will enhance maritime safety by facilitating safe vessel traffic movement in the straits.

A Delta, B.C.-based company, **Canpack International Manufacturing Ltd.**, has signed a contract to export more than \$4 million in lubricants and motor oil to the Chinese government-owned Shanxi Hualian International General Corporation. The sale is the first in a four-year contract.

With financing of up to US\$230,000 from the Export Development Corporation (EDC), a Goderich, Ontario company will sell road graders to a construc-

tion company in Argentina. **Champion Road Machinery Limited** manufactures and sells heavy construction equipment worldwide. The firm's sales volume for 1994 is projected at \$155 million.

Fuller-F.L. Smith Canada Limited, Scarborough, Ontario will supply process machinery, electrical equipment and related services for construction of a cement plant in China with financing of up to \$23 million from the Export Development Corporation (EDC). The 2,000 tonne per day cement plant is Fuller's second EDC-supported export sale to China. Earlier this year a similar transaction was financed, up to \$23.5 million, through EDC.

Geomatics International Inc., Burlington, Ontario, has been awarded a US\$1.7 million remote sensing project contract from the World Bank to update vegetation and land use information for all of Nigeria. An essential part of the project will be the purchase (from **RADARSAT International** of Richmond, B.C.) of US\$351,000 worth of optical and radar satellite data (from 1978 to 1994) of the entire country. The project also involves an intensive technology transfer/training program which will enable the Nigerians to analyze, manipulate and update the digital database and develop resource management plans using the most current information.

Under a \$300,000 contract, **Ion-Trace** of Scarborough, Ontario, will supply its Luma-Lite 2000A

forensic light sources to the Swedish National Laboratory of Forensic Science. Ion-Trace was selected over 19 competitors on the basis of suitability and price. A part of the Payton group, Ion-Trace was established 26 years ago and has 20 employees. Its 1993 turnover was \$6 million, of which \$2 million were from export sales.

Pyrotech Asphalt Equipment Mfg. Co. Ltd. of North Vancouver, through its Swedish representative, **Terrmac AB**, has signed a \$2-million contract to supply the Swedish National Road Administration with an asphalt recycling system — the **Pyropaver 300E**.

EDC Wins Award

A silver Canadian Productivity Award in the Departmental category has been won by the Export Development Corporation (EDC).

The award was presented for developing and implementing an innovative (electronic format) system used by the Short-Term Insurance division to analyze and approve customer credit requests. It results in more credit approvals in less time, greater efficiency and customer satisfaction.

The annual awards, sponsored by Maclean Hunter, Ernst and Young, and the Information Technology Association of Canada, celebrate excellence in the use of information technology.