

Trade Watch

EDC moves Ottawa HQ

The Export Development Corporation, a Crown corporation offering a wide range of insurance and bank guarantee services to Canadian exporters, has moved its Ottawa headquarters to a new location. Exporters can now contact the Corporation which also arranges credit for foreign buyers, at 151 O'Connor St., Box 655, Ottawa, Ont. K1P 5T9. Tel: (613) 598-2500. Telex: 053-4136.

Down to earth promotion

A Canadian company, Sonotek Ltd., of Mississauga, is banking on Canada's first astronaut to help establish its photometers in the world marketplace. A modified version of one of the firm's sun photometers was used by Marc Garneau in a recent NASA space shuttle flight. The instrument measures atmospheric depth and contaminants and also is used to study air pollution — in particular, acid rain.

Alitalia to fly with CAE

CAE Electronics of Toronto has won an \$8.5-million contract to build a Boeing 747-243B aircraft flight simulator for Alitalia.

New Asian cargo service

Air Canada has launched a new cargo service to Bombay and Singapore in conjunction with a new passenger service to the two Asian cities. The service will provide three flights a week on the new route.

Sysco lines up rail job

Mexico's Sonara Baja California Railway has chosen the Sydney Steel Corp. of Sydney N.S. to supply it with \$5-million worth of rail. Sysco's bid for the 9,400-tonne order was chosen over numerous others from around the world.

Furriers to test Asia market

Seventeen major domestic furriers have signed up as exhibitors at the Hong Kong International Fur Fair which gets underway at the end of next month. The Canadian contingent is hoping to boost fur garment sales to the Orient substantially through the fair which has previously been closed to foreign participation. Last year an estimated \$12-million-worth of Canadian fur garments were sold in the Orient.

Major truck sale supported

The Export Development Corporation and The Royal Bank Export Financing Co. Ltd. have signed a \$1.93-million (U.S.) financing agreement to support a truck sale by Wabco Equipment, Division of Dresser Canada Inc., of Paris, Ont., to Colombia. EDC is lending \$1.65 million and The Royal \$280,000 (U.S.) to support the sale, which involves the supply of six 75-ton rear haulpak dump trucks to Carbones del Caribe, S.A. (CARBONES) of Barranquilla, Colombia.

Major credit line opens up doors to Western Europe

A \$10-million (U.S.) credit protocol has been signed with a major French bank to help Canadian exporters compete for sales in 23 countries in Western Europe.

The protocol, signed late last month by the Export Development Corporation and Credit Lyonnais of Paris, provides a formal framework under which the Corporation will purchase promissory notes that Canadian exporters have received in payment for sales to European buyers.

The notes, guaranteed by Credit Lyonnais

— one of the world's 10 biggest banks — give Canadian exporters what is, in effect, a cash sale. EDC assumes the repayment risk and takes over the collection of the note.

Transactions submitted by exporters for EDC approval under the protocol must meet normal EDC criteria for financing, including that of Canadian content.

For more information on the protocol or about the range of other insurance and bank guarantee services offered by EDC, contact the corporation in Ottawa, Tel: (613) 598-2500.

Indonesia plan 'holds promise' for exporters

Canadian trade officials in Jakarta report promising opportunities for Canadian consultants lie ahead as Indonesia prepares to launch a number of agricultural development programs.

The programs, officials say, will require experts for feasibility studies and to assist in the implementation of agricultural projects.

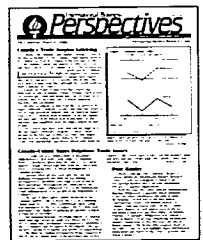
Indonesia hopes the programs will not only lead to self-sufficiency but also make it a leading exporter of agricultural commodities.

The program could also lead to a range of export opportunities for Canadian manufacturers of irrigation equipment, water-drilling machinery, all-terrain vehicles, geological equipment and also equipment for the fisheries and forestry sectors.

Canadian exports to Indonesia reached \$209-million in 1983 while imports were worth \$40-million — a 5.2-to-1 ratio in Canada's favor.

A new 'perspective' on world markets

The Conference Board of Canada has launched a new quarterly publication on world business trends and issues which it says are of particular relevance to the export community.



International Business Perspectives, produced by the Board's International Business Research Centre, examines current trade issues and their affect on Canada and also takes an in-depth look at a number of specific countries.

The new publication is available free to associate members of the Board, or for \$30 annually to non-members. For more information or subscription requests, contact Tina Marshall at the Board's Ottawa offices (613) 746-1261.

A ready-made market for veneer sales

A Santiago furniture manufacture is offering Canadian wood veneer firms a ready-made market in South America.

The firm, according to trade officials in the

Chilean capital, is looking for a supplier to bulk-ship veneer to it every two to three months to line particleboard for furniture making.

The shipments would be in quantities of 20,000 to 30,000 square metres of 0.5 to 0.7 mm thick veneer, 30 to 40 cm wide and two to three metres in length.

Although wood variety and quality have not yet been defined, interested suppliers should airmail small samples (2 x 8 ins.) of various lines, as well as prices — FOB port of exit, to Sergio Benado H, Gerente Industria Metalurgica Benado S A, Calle Sannicoias 784, Santiago, Chile.

A copy of the proposal should also be sent to the commercial officer at the Canadian embassy in Santigao, Casilla 771, Santiago, Chile.

Consultants' opportunity

Canada has signed a memorandum of understanding with the African Development Bank and Fund which as well as providing funding for technical assistance to the Bank, will help identify and conduct pre-feasibility studies on projects likely to be financed by the Bank and Fund. The four-year, \$7-million technical assistance program is expected to provide extensive opportunity for Canadian consultants. For more information contact External Affairs' Africa Trade Development Division (GAT), Tel: (613) 996-1941.