

Canadian high-tech in China

The province of Ontario and a Vancouver-based company, International Geosystems Corp. have signed two separate agreements in China involving Canadian high-technology.

The agreement with the province of Ontario is for the establishment of a combined trade office and technology centre in China and the agreement with Geosystems involves the supply of technological expertise to China's mining industry.

The trade office and technology centre will be built in Nanking, the provincial capital of Jiangsu. The centre will serve as a training base for Chinese middle managers, a contact point for technological exchange and as a window for Canadian-Chinese trade, said Wu Xi-Jun, chairman of Jiangsu's Science and Technology Committee.

The centre, to be ultimately staffed mainly by Chinese engineers, will also provide consulting services for both Chinese and Canadian businesses, she said.

Co-operative efforts will be focused in six areas: food processing; fibre optics; energy conservation and alternative energy sources; management training; computer software; and modernization of small and medium-sized enterprises.

For Ontario, some of the key functions of the new centre which is expected to open next spring, are the identification of trade and joint-venture opportunities and as a technology showcase.

"The office will provide an adequate return on investment on the basis of the trade that we do," said Industry Minister Andrew Brandt at the formal signing ceremony in Toronto.

In the joint venture agreement, Vancouver-based International Geosystems Corp. will supply systems and software for the upgrading and expansion of mines in China and for the training of Chinese personnel. The agreement, valued at \$50 million over the next three years, was signed with a Chinese government-operated engineering firm.

Geosystems is a computer company that has developed advanced computer systems for deposit evaluation and open-pit design which will be used in the first two projects: the expansion of a copper mine to a capacity of 90 000 tonnes a day from 30 000 tonnes, and the final feasibility and design work for a new gold mine.

As well, the company's GEOLOG system — modified to handle Chinese characters — will be used to process exploration data.

The company says about 500 mines in China have been targeted for upgrading and expansion over the next five to ten years.

Significant sales in offshore equipment

The 36 Canadian companies that participated at the Offshore Technology Conference and Exhibition (OTC 85) in Houston, Texas, May 6-9, presented one of the world's most comprehensive displays of offshore technology that led to the signing of many new contracts. On-site sales amounted to \$7.2 million and some \$109.8 million in follow-up orders were made.

The companies at the national stand, sponsored by the Department of External Affairs, also appointed 17 agents and distributors for their products and services, with another 42 agents pending, and received more than 640 serious inquiries.

Besides Canada's national stand, Newfoundland and Alberta were also repre-



Artist's conception of a model of a heavy-lift air vehicle presented in Houston by Magnus Aerospace of Ottawa.



Port Moody B.C.'s International Submarine Engineering president James McFarlane (right) demonstrates the company's remote manipulator arm to Bruce Stephen, representing a Texas manufacturing firm.

sented in Houston by 14 and 22 companies respectively.

The products and services displayed by the Canadian companies at the trade fair included drilling units, ice-breakers, oceanographic survey services, submersibles, diesel engines and custom engineered equipment products and technical services. Survival and immersion suits, heavy lift air vehicles, wire ropes, offshore pressure vessels, cranes, remote-controlled underwater vehicles, colour imaging sonar, recovery units, solar-powered intelligent buoys and helicopters, were also among the items on view.

Switching systems for southern US states

Northern Telecom Limited of Mississauga, Ontario recently announced the signing of a four-year supply contract with BellSouth Services Inc. covering purchases by its affiliated telephone operating companies, Southern Bell and South Central Bell in the US. Roy Merrills, group vice-president, Integrated Network Systems, Northern Telecom Inc. of Nashville, Tennessee said purchases under the contract in 1985-86 are expected to reach \$300 million (US).

The contract covers Northern Telecom's DMS-100 switching systems, traffic operator position systems (TOPS), Integrated Business Network (IBN) features, and other associated features and support services.

The DMS-100 is a combination of hardware and software that provides telephone companies with the switching capabilities to route local and long distance calls, TOPS is a computerized workstation for telephone company operators and IBN is a software package that allows telephone companies' central office switches to provide businesses with integrated voice and data features.

To date, BellSouth's affiliated operating companies have placed 35 Northern Telecom DMS-100 switching systems and 39 DMS-10 systems in service. There are more than 530 DMS-100 systems and more than 1 100 DMS-10 systems currently being used in the world.