

HONG KONG SUCCESS STORIES

-Northern Telecom, in partnership with Motorola, won in 1988 a contract worth \$65 million for the supply of an integrated communication system for the Royal Hong Kong Police Force.

-Hutchison Mobile Data Ltd. chose, in 1989, to use 100% Canadian technology for its new public mobile data service in Hong Kong. This represents a contract of more than \$2 million.

-The 1989 version of the in-store Canadian Food and Beverage Festival in Hong Kong resulted in direct sales of \$7.3 million and follow-on sales of another \$1 million.

-Canadian Astronautics Limited of Ottawa, entered, in September 1989, into an export sale agreement with Hong Kong authorities for the supply of a SARSAT system (Search and Rescue Satellite).

-The broadly defined Building and Construction sector has generated export opportunities including the supply of a vault and a high-rise window-cleaning system for the new Bank of China building, and the provision of design technology for structural components such as curtain walls. We will follow up on this through participation in the IBEX Construction Show May 31-June 2, 1990. It is estimated that \$9 million in Building Product/Equipment sales will be generated for Canadian Exhibitors over the next 12 months.

-Accugraph Corporation from Ontario won contracts expected to reach \$2.5 million in 1989 for provision of software.