

Trade update

Export Markets: The Trading House Connection, a practical guide to trading house services and operations, has been issued to inform Canadian companies about trading houses and their role in exporting. The guide also contains information on how to select and work with trading houses to increase exports, particularly to off-shore markets.

The Manitoba government has negotiated three new hydro-electric power export arrangements with a number of US companies. The largest is with six US utilities known as the Upper Mississippi Power Group. They will buy 550 megawatts of firm power annually over 16 years, beginning in 1996. The other agreements are a 200 megawatt-a-year, four-year sale to Northern States Power Co. and a 300-megawatt exchange agreement with the Mississippi group.

CAE Industries Ltd. has signed an \$8-million (US) contract to develop and build an energy management system for Public Service Electric & Gas Co. of Newark, New Jersey. CAE said the system will collect and analyze data and provide controls to maximize cost-effective management of the utility's electric power generation and transmission operations.

Champion Road Machinery Limited of Goderich, Ontario has been awarded a contract from the Canadian Commercial Corporation for the supply of motor graders to the US army in Columbus, Ohio. Initial funding of the three year contract is for \$1.8 million (US) and calls for the delivery of 96 graders.

The **Urban Transportation Development Corp.** of Toronto has given a licence to Mitsubishi Heavy Industries Ltd. of Japan to use its technology and to manufacture and market components of its advanced light rapid transit system. The two companies and Sumitomo Heavy Industries Ltd. of Japan will form a consortium to bid on several Japanese transit projects now under consideration.

Simon-Day Limited of Winnipeg, Manitoba has won a \$1-million contract to build two seed-cleaning plants in Heilongjiang province in China. The project is expected to take up to six months to complete.

Quebec City joins World Heritage list



The Historic District of Quebec City, which comprises an area of 135 hectares, including the upper town, the fortified walls, the private residences within the walls, the lower town, the military works and the civil, clerical and harbour sections, has been designated a World Heritage site by the United Nations Educational, Scientific and Cultural Organization (UNESCO). It is the ninth area in Canada to be recognized as a site of outstanding universal value by UNESCO. Shown above is one of the gates into the partially walled Old Town.

News briefs

Secretary of State for External Affairs Joe Clark has announced that Canada has joined with its North Atlantic Treaty Organization allies and Japan in relaxing export controls on certain strategic goods to the People's Republic of China. Following consultations with the Chinese authorities, Canada now approves exports of more than 20 categories of strategic goods.

TECCART International, a Montreal firm, has signed a \$12.6-million contract, to set up a major public education program in the African nation of Gabon. The total project, called "Media-Villages" in Gabon, includes an education program based on topics such as hygiene, rainwater recuperation, and rural co-operation as well as the education and training of Gabonese instructors.

Canadian skiers won two gold, two silver and two bronze medals in the first world freestyle championships held in Tignes, France in February. On the men's team, Alain Laroche of Lac Beauport, Quebec won the gold for combined moguls, ballet and aerials, while Lloyd Langlois of Magog, Quebec won the gold in aerials and Alain's brother Yves, took a silver. In women's overall competition, Anna Fraser of Ottawa won a silver, and bronze medals were won by Meredith Gardner of Oakville in aerials and Lucie Barma of Lac Beauport for ballet.

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