

Sweden by Kockums and Logma, and supplied by Kockums Industries Australia Pty. Ltd., will be used to harvest timber in the largest commercial thinning operation in Australia. Each system consists of three machines: a Kockums 800 feller-buncher, a Logma 310 processor to delimb and cut into pre-determined lengths, and a Kockums tractor to transport the logs to the roadside.

There are several local manufacturers of sawmilling machinery and associated equipment. The largest are Isles Forge & Engineering Pty. Ltd. and Integrated Engineering Pty. Ltd., both located at Coffs Harbour in northern N.S.W. Those firms, and four or five smaller companies, were originally established to make sawmill machinery for the hardwood industry. They therefore lacked the capability and expertise to take advantage of the high-capacity automated softwood sawmill expansion program and sought licensing rights from overseas manufacturers, including Canada, in an effort to redress this imbalance.

Integrated Engineering, for example, has entered into manufacturing arrangements, joint ventures and other relations with several companies.

g) The Action Plan

A successful and focused initiative for this sector will require action in three major areas: forest harvesting equipment; sawmilling machinery; and pulp and paper equipment. For forest harvesting equipment, the objective will be to build on past successes. For sawmilling machinery, the objective will be to identify in greater detail, and to pursue, specific opportunities based on broader identification and marketing efforts to date. For pulp and paper machinery, identification and evaluation of opportunities have been initiated and will be pursued further to identify specific areas where Canadian suppliers should direct their efforts.

In addition to the normal intelligence-gathering and corporate assistance activities of the Canadian Posts in Australia, the following initiatives are proposed:

- i) Preparation of situation reports on planned new projects;
- ii) Awareness program to ensure that decision makers are familiar with Canadian goods and services and that favorable consideration is given in their development plans;