- five outgoing missions to Japan, the United States, Turkey and Scandinavia;
- a program to pursue export opportunities resulting from Desert Shield and Desert Storm operations of the Gulf War which led to estimated exports of some $240 million;
- visits to 10 defence agencies and commands which identified over $500 million of export opportunities and have led to a significant increase in the number of Canadian suppliers registered with procurement agencies; and
- a seminar for Canadian industry by the North Atlantic Treaty Organization (NATO) committee responsible for approving NATO infrastructure projects (to increase Canadian sales to NATO).

In its efforts to enhance Canadian industry's access to international defence markets, the Division focused on the United States and the nine Western European countries with which Canada has Research, Development and Production (RDP) Agreements. Bilateral meetings were held during the year with the U.S., the U.K., Italy and Germany. Representations were made in the United States and Western Europe on behalf of Canadian companies. Under the Canada-U.S. Defence Production Sharing Arrangements (DPSA), Canada has access to key U.S. defence markets.

The Working Groups with the U.S. Army, Navy and Air Force under the Defence Development Sharing Agreement have identified major new candidate projects.

In Western Europe, efforts were taken to prevent the introduction of the proposed European Community tariff on defence components. If implemented, this tariff would have a significant negative impact on the sale of Canadian defence components to the EC.

INFORMATION TECHNOLOGIES AND ELECTRONICS

Reflecting the importance of information technologies and electronics exports to Canada's economy, the Information and Electronics Division and missions have devoted considerable resources to the international marketing of the sector's products and services.

The "World Market" series of promotional data bases featuring profiles of Canadian exporters in the telecommunications, electronics, geomatics (data processing), instrumentation and computing sectors were all updated and expanded. New data bases for cable/broadcast and simulation/training were researched for publication in the spring of 1991.

The Division co-ordinated the highly successful HITEC '91 high-technology export conference, which diverged from its traditional defence orientation for the first time. Non-defence firms were present in substantial numbers to obtain export guidance from trade commissioners based at Canadian missions abroad, U.K. and U.S. government buying agencies and other agencies such as the Export Development Corporation.

Marketing efforts are concentrated on, but not limited to, the mega-economies of Europe, Asia Pacific and the United States. During the year, over 300 Canadian exporters were introduced to new markets through trade missions to Austria, Australia, Hungary, Poland, the Czech and Slovak Federal Republic, the Middle East, Far East and South America. Canadian pavilions and national stands at major international high-technology trade shows provided an opportunity for companies to participate at reasonable cost. Solo Canadian events in London and Stuttgart were held in order to match Canadian capabilities with foreign market opportunities and distribution channels. The Division coordinated the Department's participation at Telecom '90 in Vancouver, and arranged with posts for visits to the event by senior foreign officials.

SCIENCE AND TECHNOLOGY

The Technology Inflow Program (TIP) granted assistance to 550 applicants during the year. The program is now delivered at 40 posts abroad, which collectively respond to 5 000 enquiries per year from Canadian firms. A program audit by an independent consultant in 1990 showed that over 80 percent of recipients either acquired technology or were still negotiating for it. Program recipients reported new sales of $156 million, cost savings of $178 million, and the creation of 1 550 jobs resulting from their projects.

Canada, one of the founders of the Human Frontier Science Program, received three research grants and 12 fellowships under this international research program. With other G-7 countries (see Glossary), Canada also participated in a feasibility study on international collaboration in advanced manufacturing systems, and had initial discussions with the U.S. on the Superconducting Supercollider, a high-energy physics research facility. The new International Arctic Science Committee was founded at a meeting in Resolute Bay. Eight countries with interests in the North participated, as well as several observers. Canada was one of the proponents of