

Canada Reports

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Canadian builders and building product firms are introducing unique designs and improved methods of construction at an ever increasing rate. One of the most recent and innovative modern residences, the Archimedes house, is featured in this issue. Also, some of the newest building products and latest techniques in timber-frame construction, which will be displayed at two international trade fairs, are outlined in an article on page 6.

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Happy
New Year

Futuristic features in Archimedes house

One of the most *avant-garde* houses on the residential market, the Archimedes house, constructed by Les Systèmes Archimède Inc. of St.-Frédéric, Quebec, has earned the 1984 Habitas Award, a business of the year prize for house construction at the Salon National de l'Habitation, Quebec.

The houses, which are among the most technologically advanced residences available today, are acclaimed for the quality of their construction, their commercial potential, their architectural originality and their thermal efficiency.

Advanced concepts

Archimedes houses are an attempt to give residential buildings qualities found in aircraft, automobiles and electronic items. The standardized, modular design can be modified to produce numerous shapes. Windows can be added or taken away from the panels to suit the nature of a particular site or sun conditions without disrupting the factory production.

Inspired by modular design, the concept of the Archimedes house combines ele-

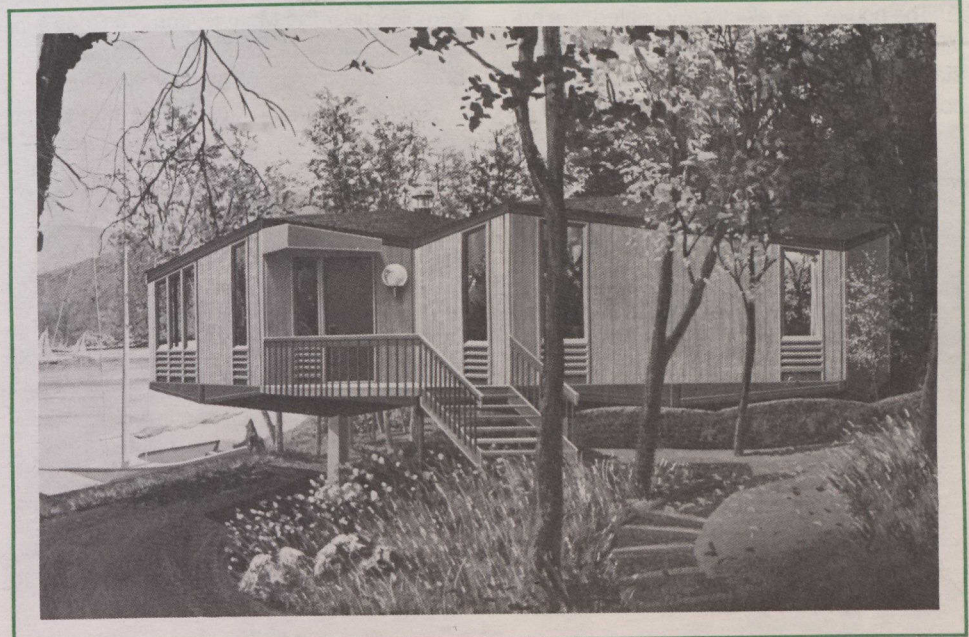
ments of the prefabricated house with that of the conventional home.

The houses are built on columns and assembled on site. They can be constructed on virtually any type of location including mountainous terrain or inundated areas. Each residence can be enlarged or dismantled for relocation.

Basic construction consists of an outer shell of panels for the roof, walls and floors. They are made in a factory by a process similar to the one used to build refrigerator trucks, which is so finely honed that panels of unprecedented precision can be produced.

Energy efficient

The Archimedes insulating method consists of injecting rigid insulation into the panels and hardening it under 50 tonnes of pressure. This technique eliminates the need for nails and screws. The stud-work required with conventional construction is not necessary. This is very important because the wooden posts of an ordinary house draw heat to the outside. Thus, as well as saving money by the use of

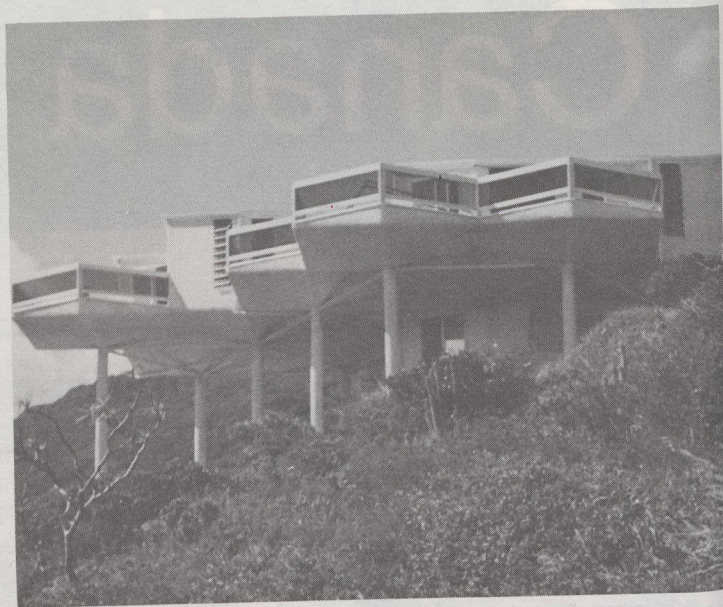
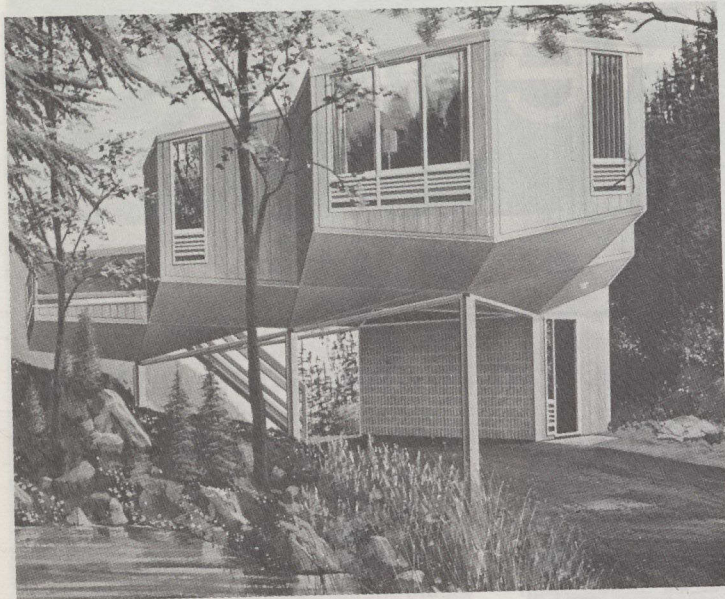


Adaptable to any location, the Archimedes model Delta will be built in France as part of the \$6-million agreement signed with the French construction company, Hexadif.



External Affairs
Canada

Affaires extérieures
Canada



Perched on columns, the futuristic designs of the Eureka can be easily adapted to produce any sized home on any site.

This luxurious model with 300 square metres of floor space and four balconies was built in the West Indies.

high quality insulating products, the Archimedes' method also eliminates heat bridges.

Another advantage is that the mineral wool used for insulation in conventional construction tends to promote internal convection currents of hot and cold air that reduce its efficiency, while the rigid insulation used in the Archimedes house does not have this drawback. Also, as the insulation in the Archimedes house is the closed cell type, it is waterproof and therefore does not require a vapour barrier.

The pressure spraying process done on site to seal the panels together is so thorough that a humidifier is not needed. Windows are moulded into walls at the factory leaving no cracks to let in air.

The houses are electrically heated, the humidity level controlled by means of a hydrostat installed beside the thermostat. A central convector filters and distributes the forced air

under the floor, keeping the house and contents at a constant temperature. This system makes the floor comfortably warmer than the ambient air. Because of their composition, the walls of the Archimedes houses are neither cold in winter nor hot in summer. A central air conditioning system can be easily integrated with the heating and dehumidifying system.

Sales at home and abroad

Construction of Archimedes houses in Canada began in 1980 and, until 1983, Les Systèmes Archimède sold about ten houses annually. Since 1983, sales have increased rapidly and, in February 1984, the company completed a \$54-million contract for the construction of 40 residences in a deluxe hotel complex near the Mont Sutton Ski Centre in Quebec. More recently, the company has built 30 co-op units in Boucherville, Quebec.

Outside Canada, one of the firm's first

contracts involved building five houses on the coast of Saint Martin's Island in the West Indies.

Les Systèmes Archimède's latest contract was signed with Hexadif, a construction company in France. The contract, valued at some \$6 million, involves the sale of 1 670 leisure units for two holiday villages, one on the south coast in the province of Var and the other on the west coast in the province of Charente-Maritimes. Building is being done in two phases, one scheduled for completion in March 1986, the other to end in March 1987.

World representation

Hexadif has also been named the international representative for Les Systèmes Archimède and this agreement has led to contract discussions in China, Brazil and the Caribbean as well as the introduction of information campaigns in Bolivia and the Middle East. Hexadif representatives said that a contract is about to be signed with a major hotel chain in the United States.

Serge Maheux, the firm's general manager, said that as a result of the agreement with Hexadif, exports will account for more than 90 per cent of company sales.

Mr. Maheux suggested that one of the main reasons for success in exporting is that the company concentrates on selling to countries where the houses are perfectly suited to the steep-sloped terrain or to the climate. He also pointed out that, while it may take two or three years to build an average-size conventional house, an Archimedes house can be erected in only three months. The costs of both types of houses are comparable.



The Archimedes model Alpha erected on a lower level.

Canada-USSR agriculture agreement extended

Agriculture Minister John Wise has announced a new protocol that extends Canada-USSR agricultural co-operation to include commercial issues.

The Protocol of the Mixed Soviet-Canadian Commission on Co-operation in the Field of Agriculture for 1986-87 was signed during Mr. Wise's visit to the Union of Soviet Socialist Republics, October 2-9.

Mr. Wise was in the USSR to co-chair with Soviet Agriculture Minister V.K. Mesyats, a meeting of the Mixed Soviet-Canadian Agricultural Commission that was set up in 1981 to co-ordinate agricultural projects between the two countries. The USSR is a priority market for Canada, worth \$2.1 billion in Canadian grain and other agricultural products and technology.

"It was a very fruitful and successful visit," said Mr. Wise. "Our two countries have enjoyed a long-standing and productive relationship on agricultural matters. As a result of our latest discussions, we were able to extend our current co-operation on scientific and technical matters to include commercial issues benefiting both parties," he added.

Wide coverage

The protocol covers plant production and protection, animal and feed production, animal disease control, agriculture and food production equipment, and computer technology applications.

Specific items for further development

include minimum tillage projects for soil conservation, seed exchanges and demonstration of Canadian canola technology, and exchange visits by Canadian and Soviet scientists and specialists during 1986-87.

"I'm very pleased that many projects under the program of co-operation will involve not only Agriculture Canada but will also give opportunities to both provincial ministries of agriculture and Canadian firms," said Mr. Wise. He added that the two countries were very close to signing amendments to a bilateral agreement on bovine semen and embryos which would allow increased movement of high-quality Canadian genetic material to the USSR.

Additional transactions

Several Canadian agribusinessmen and agriculture officials from Alberta accompanied Mr. Wise to Moscow for discussions with Soviet representatives. Commercial transactions that took place included: the signing of a protocol between OSECO INC. of Brampton, Ontario, a seed reproduction firm, and the USSR Ministry of Agriculture for long-term co-operation in the testing of varieties and hybrids of forage crops; the arrival from Semex Canada of the final shipment of a 70 000-unit dairy bull semen contract and commencement of negotiations for further contracts in 1986; and a Soviet commitment to increase their use of Holsteins in milk production for which much of the genetic material would come from Canada.

NATO leaders briefed



Prime Minister Brian Mulroney (right) with United States President Ronald Reagan (left) and Lord Carrington, secretary-general of the North Atlantic Treaty Organization (NATO) at the post-summit meeting in Brussels on November 21. Mr. Mulroney was one of 14 NATO leaders briefed by President Reagan after his talks in Geneva with Mikhail Gorbachev, secretary general of the Communist Party in the USSR.

Countertrade primer

Minister for International Trade James Kelleher recently released a new publication, *Countertrade Primer for Canadian Exporters*, to help Canadian exporters address countertrade demands. Countertrade includes all transactions where a sale to an importer is conditioned upon a reciprocal purchase or undertaking by the exporter.

The primer provides information on the growth of countertrade, ways and means for exporters to better cope with countertrade demands, profiles on 44 countries where countertrade is currently practised and a listing of trading houses that have had experience in handling such transactions.

Mr. Kelleher said that in 1984, approximately \$600-million worth of Canadian exports involved countertrade. The main companies affected were those primarily responsible for Canada's exports of capital equipment and services including transportation; telecommunications, defence and other hi-tech products; resource and energy extraction, processing and generation equipment; agricultural and forestry equipment; and engineering and consulting services.



Agriculture Minister John Wise (right) and Soviet Agriculture Minister V.K. Mesyats sign new protocol extending co-operation to include commercial issues.

PMO

Agriculture Canada

Products and services

Hand-crafted guitars

Marc Beneteau of Gloucester, Ontario, works slowly and carefully in his climate-controlled workshop creating unique hand-crafted guitars, considered by some to be among the best in the world.

Art MacGregor, owner of the Ottawa Folklore Centre, the exclusive retailer of Beneteau guitars in the Ottawa region, said that Marc Beneteau's guitars sound more balanced than most assembly-line models because of the care put into their construction.

Mr. Beneteau explained that the sound of an acoustic guitar depends on the shape and size of its body but its resonance is a factor of its individual nature. "Because every piece of wood is different, every guitar will sound a little different," he said.

The guitars are built, one at a time, from various woods and other materials that Mr. Beneteau selects carefully to ensure there are no flaws.

Each of the basic materials — Indian rosewood and ebony, South American mahogany, strips of Canadian spruce and bone — is crafted and handled in a special manner. The spruce is curled like hot glass around a rough form; the ebony is filed with



Marc Beneteau makes his own bindings for his individually crafted guitars.

a jewelry saw, and the mahogany is slowly polished until it resembles liquid honey.

One of Mr. Beneteau's hallmarks is a delicate etching of abalone shell and mother-of-pearl set into the neck of the guitar.

Yukon parka warms the world



Leslie Grant (left) and Wendy Webber display a Yukon parka and leather mitts, two products available from the Yukon Indian Arts and Crafts Co-operative Limited, based in Whitehorse in the Yukon. The Yukon parka, which is an outer and inner zippered coat made to be worn together or separately, accounts for about one half of the co-op's sales. About 4 000 parkas were sold last year to residents and tourists in Whitehorse and across Canada, but with the recent opening of a joint venture retail store in Anchorage, Alaska, sales are expected to increase by 50 per cent in the US market. The co-op also sells several varieties of hand-sewn beaded slippers, mukluks, mitts, gauntlets, fur hats and beaded jewelry.

Odour-free papermaking

Scientists at the Pulp and Paper Research Institute of Canada's main laboratories in Pointe Claire, Quebec have built the prototype of a sensor that controls the strong smell of paper mills.

The device controls the airflow in the kraft pulping process, which is the predominant method of producing paper.

In this process, wood fibres are freed by a sodium sulphide solution to produce a chemical solution called black liquor. This is burned to recover chemicals and other byproducts, but the burning can also produce noxious odours.

Monitoring sulphides

The sensor works by "monitoring continually the low-level sulphides in the liquor", said Richard Mortimer, one of its developers.

The device produces an electrical signal that varies with the degree of oxidation of the liquor and is used for feedback to an automatic control unit. The control unit regulates the air blower feeding the oxidation process.

Manufacturing and marketing rights have been given to Southwell Controls of Vancouver, British Columbia.

Computer photos simplify aptitude tests

International Test Corporation of Vancouver has developed a system that uses computers to add pictures to aptitude tests and make questions easier to understand.

"Such a presentation reduces stress on examinees, allows them to complete tests more quickly and makes scores more meaningful," said George Woods, president of the company.

The system can also help to train students, since it allows them to answer a question until they get it correct.

The British Columbia Motor Vehicle Department is considering using the system to test new drivers. Such a system might

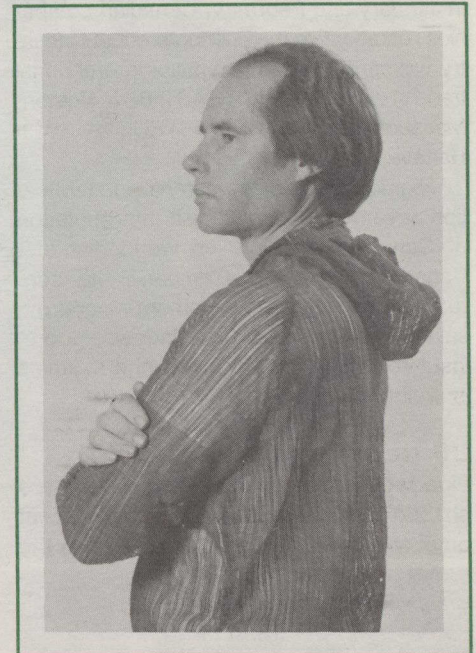
connect a supervisor's station with as many as eight test stations. The software leads students through sample questions that are reinforced by laser videodisc images.

When the test is completed, the results can be printed or stored on computer disc for addition to the data base of a main-frame computer.

International Test Corp. is currently developing a computer test for aptitudes and occupational interests that provides a review of jobs for particular scores.

The organization is affiliated with I.P. Sharp Associates Limited of Toronto, Ontario a computer software and services company.

Jacket fights bites



A unique "Skeeto-Ban" jacket, developed by Draft Enterprises Limited in Petersfield, Manitoba, is proving to be an effective method of repelling insect bites. The light weight mesh-fibre jacket, when impregnated with the accompanying 95 per cent DEET repellent, is "guaranteed" to act as a shield against mosquitoes, black flies, gnats, fleas and most other biting and annoying insects.

Electronic panel posts product prices



Richard Taylor (left) discusses the new price display panel with Ray Goodman.

Telepanel Inc. of Markham, Ontario has developed a liquid crystal display (LCD) panel that replaces the paper label put on a supermarket shelf to display a product's price and price per unit. The electronic price display is linked to the store's microcomputer and shows the same price as that registered at the check-out counter.

A prototype LCD panel is currently being tested by Loblaw's Supermarkets Limited in a North York superstore and Telepanel's president, Richard Taylor, hopes the trial will lead to sales to food chains throughout North America.

Commenting on the display, Ray Goodman, vice-president of Loblaw's Supermarkets in Toronto, said "the biggest advantage for the consumer will be consistent pricing". For the store, he added, there may be many potential advantages, including the ability to post price changes at the shelf more quickly.

To change a price on the Telepanel display, the store manager simply enters it into the personal computer controlling the check-out scanners. It is instantly displayed on the Telepanel on the shelf immediately below the product.

Armchair shopping

Cableshare Inc., based in London, Ontario is negotiating an agreement with the large United States retailer, J.C. Penney Company, which will provide for the development and world-wide licensing of Cableshare's cable television service that allows subscribers to shop from their homes.

The system, initiated by the firm last year, is considered by many to be one-and-a-half years ahead of its competitors.

Cableshare's president, Terrence Pocock said the system offers a wide range of products and services, including manufactured goods, groceries, travel and home banking. Using a touch-tone telephone, consumers are able to call up video pictures of the products they are considering while accompanying dialogue provides full information about each item. All product selection, pricing and ordering is done with the telephone keys. Goods can then be delivered directly to the customer's home.

Mr. Pocock hopes to launch the service in selected US markets this year.

Eric Christensen, Globe and Mail

Trade fairs showcase Canada's construction industry

In January and February, Canadian companies representing the building products industry will participate in two major international trade shows, AMERICA EAST '86 in Boston, Massachusetts and CONSTRUCTA 86 in Hanover, West Germany.

High quality design, material and fabrication have helped to establish the reputation of Canadian products on world markets. Canada's capability in timber-frame construction and in the development of energy-saving products such as windows, doors, insulated siding and air exchange systems is well known.

US trade fair

Fine wood cabinetry, luxurious bathware shaped from colourful acrylics, translucent onyx and simulated marble are among the



Solid wood staircase components in maple, oak and pine are manufactured for the do-it-yourself market by Zenith Wood Turners.



Venmar is presenting the first motorized ventilation system as a kit.

building products that will be featured by 14 Canadian building manufacturers at AMERICA EAST '86 in Boston from January 10 to 12. Included also are staircase components, doors and windows, solid hardwood planking, and modern bathroom vanities with co-ordinated lighting.

Innovative products

On display from Venmar Inc. will be the Econair 25, the first motorized ventilation system to be supplied as a kit. Saving up to 112 square metres of space, the unit automatically and continually balances the interior pressure of a house with the outside pressure to provide a fresh supply of air into the home. This controlled increase of fresh air is designed to improve the efficiency of furnaces and ventilation devices as well as lower the humidity.

The new security devices, Latch Lock, Jam Lock and Slide Lock, developed by Frison Limited of Toronto, will also be presented at the trade fair. Small enough to conveniently fit into purse or pocket, the locks are easy to install and become immediately operational to prevent break-in through doorway points of entry in houses, apartments, motel or hotel rooms.

The Latch Lock will convert regular latch bolts into dead bolts without the use of special tools; the Jam Lock can be attached to any standard door by anchoring itself in the floor or carpet to prevent the door from being pushed open; and the Slide Lock can be secured to patio doors to stop any sliding or lifting of the door to gain entry.

Canada in the US

Visitors to the Canadian exhibit will have the opportunity to view the wide selection of products from the following manufacturers:



Oval-shaped Almico bathtubs are equipped with a slip-resistant surface, chrome grab bars and six water jets.

- Acorn Kitchens Limited – fine cabinetry in wood and melamine laminates;
- Almico Limited – therapeutic, whirlpool and combination bathtubs;
- Frison Limited – safety devices;
- Laflamme and Frère Inc. – wood doors and windows;
- Lorenzo Industries, Inc., – simulated marble and onyx bathroom fixtures, vanity cabinets;
- Luxorama Ltée. – windows, doors and kitchen cabinets;
- Madawaska Wood Products Limited – wood doors;
- Manhattan Products Inc. – bathroom cabinets with co-ordinated lighting;
- Marlboro Aluminum (1981) Limited – aluminum doors and windows;
- Modern Fiberglass Inc. – unit and sectional molded fiberglass shower stalls and bathtubs;
- Skywood P.V.C. Extrusion Inc. – insulated vinyl siding, garage door panels and moldings;
- Venmar Inc. – ventilation systems;
- Wood Decor Limited – solid hardwood planking and paneling; and
- Zenith Wood Turners Inc. – staircase components.

German trade fair

CONSTRUCTA 86 Hanover, which is held every four years, is considered one of the most important events in Europe for the building industry. Some 194 000 visitors from 65 countries attended the trade fair in 1982 and participation is expected to be even greater this year.

Eight building industry companies will participate in the Canadian exhibit sponsored by

the Department of External Affairs from February 12 to 14. The display will include a selection of building products and systems that have earned Canadian manufacturers recognition for quality, durability and economy.

In timber-frame construction, the most common method of building houses in Canada, building components including plywood sheathing, gyprock panels, plastic finishes, fibrous insulation and structural members are standardized to ensure compatibility and rapid assembly. Canadian technology and materials are also available to implement timber-frame construction.

In addition to housing construction, Canadian expertise extends to concrete flooring systems, finished wood products in a wide choice of species, do-it-yourself cottage kits, and specialty building materials.

Canada in Germany

Canadian companies that will be participating at CONSTRUCTA 86 include:

- Association des Producteurs de Granite du Québec Inc. – Quebec's largest association of manufacturers of granite construction products;
- Bay Mills Limited – fiberglass mesh tape and fabric;
- CANALOG Wood Industries Limited – modular log home and cottage kits;
- Council of Forest Industries of British Columbia (COFI) – Canada's largest forest industry association;
- Hambro International (Structures) Limited – composite floor systems;
- IVISWOOD Industries Limited – specialty wood products;
- Medalist Forming Systems – concrete forming systems; and
- Seaboard Lumber Sales Company Limited – lumber, plywood, shakes and shingles.



Pine embossed panelwood from Seaboard Lumber will enhance a room.

Commercial Illustrators Ltd.

Pension fund agreement with Germany



Ludwig Wegmann

Minister of National Health and Welfare Jake Epp (seated left) and West Germany's Minister of Labour and Social Affairs Norbert Blüm signed a reciprocal social security agreement on November 14. The agreement will co-ordinate the operation of Canada's old age security program and the Canada pension plan with those German programs which provide old age, invalidity and survivor's benefits.

Historic shipwreck discovered in BC waters

The Vancouver Maritime Museum has announced the discovery of the *Ericsson*, an 1850s American vessel originally driven by an engine billed as the successor to steam power.

The *Ericsson* lies in Barkley Sound off the west coast of Vancouver Island. It is described as "one of the most important wrecks ever found in British Columbia".

Revolutionary engine

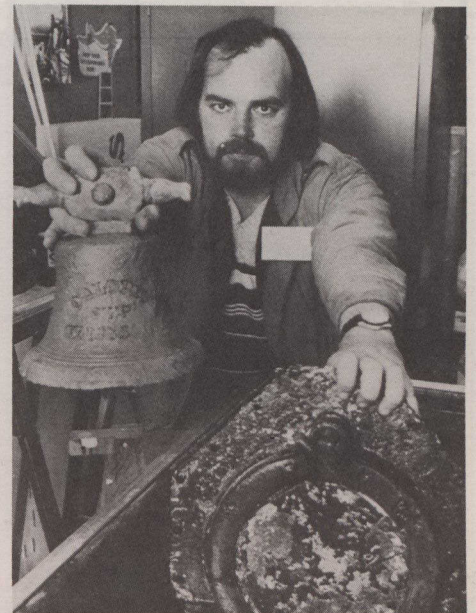
The *Ericsson*, an 80-metre wooden ship launched in 1853, was originally fitted with a large caloric engine with pistons 4.3 metres high. It was designed by the Swedish-American engineer John Ericsson, an important developer of the screw propeller, who built the ironclad warship *Monitor* during the Civil War.

The caloric engine was based on a now discredited theory of hydrodynamics that heat was a fluid material. Its engine was considered a technological marvel when it propelled the ship around New York harbour on her maiden voyage in January 1853, impressing newspaper reporters who were permitted to ride on the cylinders. It was believed at the time that it would make the steam engine obsolete.

But the *Ericsson* could not keep up with faster steam-powered ships and went through a series of conversions to steam.

In 1892, a storm drove the vessel onto the rocks of Barkley Sound, an area well-known for strong winds, heavy tides, fast currents and submerged rocks.

David Griffiths, a member of the Underwater Archaeological Society of British Columbia led the expedition that located the wreck.



Ralph Bower, Vancouver Sun

David Griffiths, who led the team that discovered the *Ericsson* in BC waters, displays the bell and a porthole from the ship.

Trade update

Canadian companies that participated at ANUGA 85 in Cologne, West Germany (See *Canada Reports*, October 9, 1985) reported on-site sales worth more than \$26 million, with a further \$59 million expected over the next 12 months. The Canadian exhibit at the food fair drew more than 1 200 serious inquiries resulting in the appointment of 15 agents and distributors, with another 40 pending. In addition, two Canadian companies were among the 100 firms from 62 countries — out of a total of more than 5 000 exhibitors — to receive a Trade Leaders' Club export award from the Spanish *El Comestible* food magazine.

Moli Energy Limited of Burnaby, British Columbia, is constructing a plant to produce a lithium rechargeable battery that in company tests has held half its charge for up to eight years. Canadian, US and European equipment manufacturers have also been testing the battery over the past two years in communications equipment, computers, medical devices and other consumer products.

Partec Lavalin and Willowglen Systems Limited, two Calgary, Alberta divisions of Lavalin Inc., have been awarded contracts with the USSR worth a total of \$270 million. Partec Lavalin received the larger contract which calls for building a crude oil separation and gas processing plant and Willowglen will provide computer programming for pipeline monitoring. A Lavalin spokesman said the two contracts are the largest ever secured by a Canadian contractor in the Soviet Union.

Tanguay Industries Inc. of St. Prime, Quebec and Caterpillar Tractor Co. of Peoria, Illinois have reached an agreement for the manufacture of large log loaders and related forestry equipment. Under the agreement, Tanguay will manufacture two models of large wheel-type log loaders, one track-type log loader, three models of pedestal-mounted log loaders, a track-type harvester and a track-type delimeter.

Teklogix Inc. of Mississauga has been awarded a \$1.6-million (US) contract through the Canadian Commercial Corporation to supply Radio Linked Data Entry Terminals to the Defense General Supply Centre, Richmond, Virginia. Delivery began this month.

News briefs

External Relations Minister Monique Vézina announced that Ontario Hydro will undertake a \$9.8 million, five-year training program for electrical transmission maintenance workers in Pakistan. Under the program, funded by the Canadian International Development Agency, staff of Pakistan's Water and Power Development Authority will be trained to maintain and service the country's 500 KV high voltage transmission system. Since 1951, one-third of Canada's aid to Pakistan has been in the energy sector.

The Venture Capital Program has been set up in the province of British Columbia to stimulate the growth of small business by providing incentives for general public investors. In the program, a small group of individuals can set up a Venture Capital Corporation (VCC), which is a holding company that sells shares to the general public or corporations who in turn receive a 30 per cent tax credit on the amount invested. The VCC is required to invest in BC's small businesses in four key areas: manufacturing and processing; research and development; tourism; and aquaculture.

First ministers' meeting



Front row from left: *Minister of the Environment Thomas McMillan, Prime Minister Brian Mulroney and Minister for External Relations Monique Vézina listen intently to arguments presented at the first ministers' conference on the economy held in Halifax, Nova Scotia, November 28-29. Key topics of discussion by the federal and provincial leaders and other ministers included trade, federal funding, agriculture and fisheries and women's issues.*

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Tridon North America of Burlington, Ontario, the world's largest manufacturer of worm-drive hose clamps and a major supplier of windshield wipers and electronic signal flashers for automobiles, has received a 1984 Quality Achievement Award from Nissan Motor Manufacturing Corporation, US. The annual awards, were presented to only six companies worldwide in 1984.

Historian Roch Samson has been awarded the Prix Michel-Brunet, sponsored by the "Institut d'histoire de l'Amérique française", for his work *Fishermen and Merchants in Nineteenth Century Gaspé*. Published by Parks Canada in 1984, Mr. Samson's work is an in-depth study of production reports pertaining to the William Hyman Company and its fishermen clients.

The Canada Print Register, a catalogue of Canadian printing firms specializing in everything from foreign-language business cards to complete sets of encyclopaedias, is available by mail order in Canada and internationally at federal and provincial trade offices. Edited by Brian Linklater, the register is a compendium of information for those interested in buying and selling in the Canadian printing industry.

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