

Canada Reports

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Mr. Clark spent two weeks in Southeast Asia this summer attending a foreign ministers' conference and meeting with leaders and ministers to discuss important bilateral issues. He said that contact on all levels was essential to developing relations and that regular exchanges would be encouraged.

Increased trade and commercial matters are significant elements in the creation of a comprehensive relationship and Mr. Clark said that Canada "will be committing additional personnel and financial resources to enhance and promote new investment, new technologies and fresh entrepreneurial skills with a view to securing a long-term and mutually beneficial economic presence in this area".

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Visit enhances ties with Southeast Asia

Secretary of State for External Affairs Joe Clark stressed Canada's commitment to continuing and expanding relations in Southeast Asia at the Post-Ministerial Conference (PMC) of the Association of Southeast Asian Nations (ASEAN), held this year in Kuala Lumpur, Malaysia, July 11-13.

It was Mr. Clark's first ASEAN PMC and at the opening session he said he was "pleased to begin by reaffirming the new Canadian government's strong commitment to our relationship with the free nations of Southeast Asia".

The annual ASEAN PMC is attended by the foreign ministers from the ASEAN countries of Brunei, Singapore, Malaysia, Indonesia, the Philippines and Thailand, and their "dialogue" partners - Canada, Australia, the European Community, Japan, New Zealand and the US. It provides a forum for discussing current issues of concern to all participants as well as the opportunity for bilateral meetings with individual foreign ministers. In addition to meeting with all the

ASEAN foreign ministers, Mr. Clark met with Secretary of State George Shultz, Japanese Foreign Minister Shintaro Abe and Australian Foreign Minister William Hayden.

Official visit

Mr. Clark's participation at the meeting was the highlight of his July 9-22 official visit to Malaysia, Thailand and Indonesia, where he held talks with the foreign ministers and other ministers and officials on political issues, the importance of increasing two-way trade and commercial co-operation including joint ventures, humanitarian concerns and development issues. He also met with Prime Minister Mahathir bin Mohamad in Malaysia, Prime Minister Prem Tinsulanonda in Thailand, President Soeharto in Indonesia, and with Prime Minister Lee Kuan Yew in Singapore on July 23.

Cambodia refugees

Discussions at the PMC and with foreign ministers centered on a number of political



From left seated: Director General Thai Department of Technical and Economic Co-operation Apilas Osatananda, Thai Foreign Minister Siddhi Savetsila, Secretary of State for External Affairs Joe Clark and Canadian Ambassador John Paynter sign documents for the double taxation agreement and a CIDA agreement on linkages between universities.



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issues including Cambodia and the large number of refugees in Thailand. Mr. Clark announced that Canada would increase its humanitarian assistance to the non-Communist elements of the coalition government of Democratic Kampuchea and would contribute an additional \$2.7 million in multilateral aid to Thailand this year to aid Indochinese refugees along the Thai-Kampuchean border. The funds are being made available through the Canadian International Development Agency (CIDA) which will provide \$1 million to the United Nations High Commissioner for Refugees, \$1 million to the United Nations Border Relief Operation and \$700 000 for the International Committee of the Red Cross.

In addition Mr. Clark said that Canada has already accepted some 100 000 refugees from Southeast Asia and "will continue to do our fair share in the future". He added: "In this regard, we attach a very high importance to maintaining a dialogue with ASEAN countries concerning all issues surrounding refugee settlement policies."

During his visit to Thailand, Mr. Clark visited a Cambodian refugee camp on the Thai-Cambodian border, where there are thousands of Cambodian refugees and displaced Thais.

Economic progress

Discussions also focussed on international economic issues and on recent economic developments in the Pacific region. Mr. Clark underlined the importance Canada attaches to the economic progress and stability of ASEAN and the wider Asia/Pacific region as well as Canada's need to expand commercial links with the area.

Both at the conference and in meetings with ASEAN leaders, Mr. Clark stressed that the issues of global trade and finance were



Mr. Clark surveys components for motor graders at the opening of the Champthai manufacturing plant, a joint venture between Canada and Thailand.

of vital importance to the future prosperity of all countries and emphasized "the high priority that Canada places on building international consensus to rejuvenate the multi-lateral trading system".

ASEAN-Canada trade reached almost \$1.5 billion (Cdn) last year. ASEAN exports to Canada increased more rapidly than Canadian exports to ASEAN, resulting in an almost balanced two-way trade flow.

Taxation agreement

In Thailand, Mr. Clark signed a double taxation agreement to assist and encourage businessmen to increase commerce between Canada and Thailand. Canadian businesses are particularly active in the development of the energy, transportation and communications technology sectors of the Thai eco-

nomy. Recent agreements include contracts for two Canadian companies, Babcock and Wilcox and Combustion Engineering, to supply seven boilers at the Mae Moh project.

On July 15 in Bangkok, with Thai Foreign Minister Siddhi Savetsila, Mr. Clark officially opened the Champthai manufacturing plant. It is joint venture, 49 per cent owned by Champion Road Machinery Group Limited of Goderich, Ontario and 51 per cent by Italthai Group of Thailand.

Initially the plant will manufacture parts for certain components used in motor graders that are built at Champion's Canadian plant. Eventually complete motor graders will be produced in Thailand using components made in Canada; they will be sold in Thailand and throughout Southeast Asia.

Mr. Clark remarked that "the overall lower



Mr. Clark with Prime Minister Mahathir bin Mohamad in Malaysia and with President Soeharto in Indonesia.

production and lower transportation costs will allow Champion to expand sales in the fast-growing Asian markets".

Other joint ventures

In Indonesia, Mr. Clark participated in the official announcement of the Manulife Technical Assistance Agreement with the Dharmala Group. Other active joint ventures are being considered in such diverse areas as telecommunications, vaccines, fuel additives, biopharmacy and stainless steel. Mr. Clark said that Canada had upwards of \$1 billion directly invested in Indonesia and that industrial co-operation, including investments and the transfer of technology were important.

Drug problems

Another important area of concern considered during Mr. Clark's visit was the menace of international narcotics trafficking and the urgent need for co-operation to combat the problem. Mr. Clark indicated Canada's support of ASEAN for formulating a draft resolution addressing some of the problems involved and said that Canada would "give immediate effect to some of its operative paragraphs by offering funds for integrated rural development projects in Thailand such as crop substitution, income replacement and other measures".

International Terrorism

At the PMC, Mr. Clark introduced terrorism as another issue of concern for discussion and received the support of the participants. He cited the recent airline tragedies, three of which have proven to be the direct result of terrorism, and said that "Canada is at the forefront of efforts to tighten international co-operation to protect airlines from terrorism".

Development assistance

CIDA's programs in Southeast Asia were also discussed during the visit and Mr. Clark indicated continued Canadian support for developmental aid in the region. In Thailand he visited CIDA's community-based inter regional development project in the Buriram province and in Indonesia he spent a day on the island of Lombok where he officially opened a major CIDA water diversion project.

The General Training Program Agreement, signed by Mr. Clark on July 19 in Jakarta, reflects the special emphasis placed on the management of renewable natural resources including the environment. Mr. Clark said he hoped this agreement would be followed with a program of support for university development, as well as new programs in water resources training, institutional strengthening of irrigation design and planning in eastern Indonesia, including

environmental manpower development.

Other activities of CIDA in Indonesia include financial assistance in support of the Bukit Asam Project, potash sales and the mounting of trade seminars to help Indonesian exporters develop markets in Canada.

Closer ties

At the conclusion of the visit Mr. Clark said Canada would increase both its formal and informal ties with the Pacific and South-east Asian region. He stated that Canada's political presence in the region would be strengthened and that Canadian embassies and high commissions in the region would receive an increase in staff, mainly on the trade and investment side.

A group of parliamentarians will visit the region this autumn and Mr. Clark suggested that a program of regular exchanges be carried forward on an increasing basis. He added that private businessmen and journalists would also be encouraged to make regular visits.

Aid on two continents

Minister for External Relations Monique Vézina has announced a number of Canadian International Development Agency (CIDA) grants that will be used to initiate, maintain and expand projects in Africa and Latin America. The money will be provided for activities ranging from technological development to food aid and reconstruction.



Monique Vézina

DASH 7 to Air Guinea

One of the CIDA grants involves \$21.6 million for the purchase of a 50-seat DASH-7 from De Havilland Aircraft Corporation of Canada by Air Guinea to serve the interior of Guinea on regularly scheduled flights. It will be the first aircraft of this type used in West Africa.

Technical assistance, training, management and engineering services related to the project will be provided by Services Quebecair over three years. Part of the grant will also be used to construct a maintenance hangar and to improve secondary runways and the security of Air Guinea.

Railway maintenance

In a Memorandum of Understanding with Kenya, CIDA will provide \$7 million in assistance to the Kenya Railways Corporation.

It is part of an ongoing CIDA program to assist the Kenya railway in maintaining its 15 Canadian-built Bombardier locomotives, and will be used to supply spare parts, tools, equipment and technical assistance.

The Canadian Commercial Corporation will be responsible for the execution of the memorandum and Canadian firms will supply the goods and services.

Food aid

Up to \$50 million a year for each of the next three years will be contributed to help meet food needs and promote economic development in Bangladesh.

Mrs. Vézina said that up to 750 000 tonnes of wheat will be purchased and used to support four separate programs. About 25 per cent will finance an employment program on rural road maintenance crews for destitute women; some 25 per cent will be allocated for wheat as part payment to laborers for construction of roads, canals and embankments; about 10 per cent will be distributed to the poorest rural women and children; and the remaining 40 per cent will either be distributed by the Ministry of Food or sold to raise funds for general development.

Co-operatives

A grant of \$2.7 million has been designated for the international co-operative development organization, the *Société de développement international Desjardins* (SDID) for the maintenance and expansion of its activities in Africa and Latin America. SDID is working on various projects on both continents and is preparing to set up others in sectors related to savings and credit, food and agriculture, co-operative education, handicrafts, community services and integration of co-operatives.

The countries that will benefit from this CIDA support are: Burkina Faso, Niger, Senegal, Mali, Zaire, Cameroon and Rwanda in Africa; and Honduras, Colombia, Peru, Ecuador and Bolivia in Latin America.

Reconstruction projects

In another grant, \$485 000 will be distributed in varying amounts to several Canadian non-governmental organizations for their reconstruction projects in Chile.

The funds will be used for the reconstruction of buildings including health stations, community centres, schools, a senior citizens' centre, houses, and facilities to provide greater access to drinking water in areas that suffered considerable damage to property during the major earthquake in Chile on March 3. Chileans will also be trained in the techniques used to build houses and other small buildings.

Focus on businesses

Ogivar offers superior compatible computer



Ogivar's Panama XT, was judged the "superior" IBM compatible microcomputer.

In only two years Ogivar Inc., a small company in Saint Laurent on Montreal Island in Quebec, has produced a microcomputer fully compatible with an IBM PC and PC/XT, that a recent government report rated "superior" to those offered by other computer companies.

The report issued by the federal government rated Ogivar's IBM-compatible Panama XT first among more than 15 such units available in the Canadian marketplace. Of the six microcomputers fully evaluated in the study by the Department of Supply and Services, the Panama XT won number one ranking over the Philips, Zenith, Sperry, Eagle PC2 and Best.

The evaluation was based on the concept, design and quality of materials, IBM compatibility, expansion capability, price, Canadian content, user-comfort and serviceability. The government report rated the Panama XT "superior" for over-all quality and design, user-comfort and special features. Compatibility, expansion capability and Canadian content were rated "excellent".

Rapid growth

Founded by telecommunications specialist Patrick Gauthier, computer scientist Jamie Benchimol and electronic designer Erick Antoine, Ogivar has grown from employing one person in August 1983 to 16 today. The company currently has offices in Montreal, Quebec City and Ottawa with another scheduled to open in Vancouver later in 1985.

The firm has produced about 500 Panamas since December 1983, generating sales of about \$1.2 million. It expects sales

of at least \$4 million this year.

In addition to rapidly growing sales in Canada there have been significant sales to the United States. Negotiations are also underway with the international banking community for overseas projects.

Modular design

The Panama XT, which contains 72 per cent Canadian content is unique from other compatibles in that it contains no "mother" board, thereby enabling even an inexperienced worker to return it to working order in a matter of minutes. Instead of a single mother board, the system features four core modules that plug directly into a "bus" making it easily serviceable. Rather than having to remove the entire system, defective boards can be diagnosed and replaced on-site by field engineers, greatly reducing downtime. New technology can also be incorporated by simply modifying or replacing a card.

The system, which is 40 per cent faster than the comparable IBM model, also offers up to eight expansion slots for additional off-the-shelf enhancement boards.

An optional French keyboard is available. As the French characters are in the system's BIOS, additional software is not required. The BIOS and keyboard may be adapted to other languages as well as English and French.

Other features include: diagnostics software that ensures the heart of the system is uncopyable and allows users to perform their own debugging; and the integration of a possible multi-user system.

Bottled water from first spa

A new company based in Halifax, Nova Scotia, Mineral Water Company of Canada Limited, has announced it will begin marketing mineral water from an historic spring next summer. The company, a joint venture between Nova Scotian and West German investors, is currently building the bottling plant at Spa Springs in the Annapolis County, Nova Scotia.

Peter Claman, president of the company, said that Spa Springs was the location of North America's first health spa and that it was visited by many important people in the nineteenth century including members of the Royal family.

At peak production, some 42 million litres of carbonated and natural spring water will be bottled annually at the plant. Mr. Claman said the main market for the water will be the United States, where sales of mineral water increased 100 per cent from 1979 to 1982.

Colourful coats: a winner



Some Canadian women wanting to wear the latest in high fashion this winter will be donning coats in brilliant colours and dramatic styling by Montreal designer Claire Belzil. The coats are available in a number of bright colours including jade, peach and plum and feature big shoulders, deep cuffs, authoritative labels and a touch of detail, like a tiny back belt placed at mid-thigh level of an ankle-grazing coat. Ms. Belzil won the Clairol Fashion Award this spring over finalists from across Canada as the country's most promising fashion designer.

Machines build boxes

Compact innovative machines that construct boxes from corrugated stock are being successfully marketed by a Richmond, British Columbia company, Western Packaging Systems Limited.

The small firm, founded in 1977 by Peter Sewell, president, and two partners, has been particularly successful selling machines internationally. Currently, Western Packaging exports 80 per cent of its automatic and semi-automatic case erectors and sealers to 26 countries and operations have been expanded to its two subsidiaries, one in London and one in Chicago. In the key United States market, it also has offices in New York, Atlanta and Delaware.

Export goal

As the major aim of the company from the outset was to compete in international markets, it was essential to design machines that would be small enough to fit through the door of a freight aircraft and be less than 2.3 metres long in order to fit cross-ways for containerized shipping.

"While traditional equipment in the field is four to six metres long, one of the first machines we produced was a mere 1.4 metres long," said Mr. Sewell.

The use of heavy-duty aluminum for the construction of all the machines is also an important factor. In addition to being light-weight, it is corrosion resistant and easy to clean, both important qualities for the food industry, which accounts for some 60 per cent of the company's sales.

Ready to use

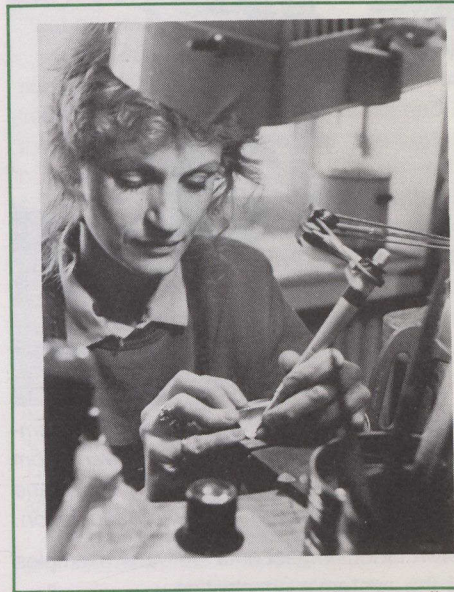
The machines are shipped fully assembled and they are easy to operate. Mr. Sewell said they "can handle corrugated material of variable quality, and the setup time for all of them is less than five minutes". As the machines are built in modules, each system can be replaced easily and upgraded when the company improves the function of any part of the system.

Mr. Sewell was responsible for some initial innovations in the machines. One was a design for a ram that makes the adhesive securing the flaps of a box work faster. He also designed a system that permits all the actions required to form and secure a box to be done in one stop on the machine.

The company has also made advances in the complex problem of miniaturizing glue spraying technology. While continuing to offer hot melt systems, it has developed a cold glue system that can seal 20 to 30 cartons per minute.

Space-age jewellery

Louise Roper, a Vancouver goldsmith who makes jewellery from gold and precious stones, has expanded her craft and created a unique line of niobium jewellery that is being marketed in British Columbia boutiques.



Louise Roper creates her modern jewellery collection from niobium.

Niobium, a light weight metal with a high resistance to corrosion, is used in the construction of space craft and high-performance aircraft as well as in the chemical and food processing industries for equipment and for surgical bone replacements. Its melting point is 1 950 degrees Celsius and it cannot be soldered or easily cast.

To make the jewellery, Ms. Roper saws her shapes from the sheets of the metal and drills holes into the pieces that will be earrings so they can hang from a post wire. If two shapes are used, a rivet is often used to join them.

Anodization process

The lustrous colours of the jewellery, ranging from a soft pink to deep purples and blues, are not painted on the objects but anodized to the surface through a high voltage process. The shaped piece is dipped into a bath and electricity is sent through the solution. The metal turns from its dull platinum grey to a vibrant colour depending on the strength of the voltage.

Once the primary colour is determined some of it can be buffed away with a drill and the piece can be redipped at a different voltage to add a second colour.

While the colour is permanent, Ms. Roper said that the colour can change according to light conditions, indoors or outdoors.

Sausages satisfy tastes

Piller Sausages and Delicatessens Limited of Waterloo, Ontario, a family-owned small business, is growing rapidly in Canada's delicatessen and specialty meats market. The company has doubled its sales in the past three years and currently serves 1 700 stores across the country, mainly large chains and independent supermarkets.

Edward Huber, vice president of the company, expects the volume to reach 6.8 million kilograms by the end of next year. He also expects that the company will penetrate the United States market and suggests within five years, US sales should account for 30 per cent of the total volume of sales.

Piller makes 120 different kinds of products, primarily European-style cooked meats, salami and sausage. About six new delicacies are added each year.

Many of the recipes have been handed down for generations by butchers in Austria, Germany, Hungary and Canada and some of the recipes were used by Mr. Huber's great great grandfather in Yugoslavia.

Although Piller was founded 28 years ago, it remained a small local operation until it began winning international medals for its products. Competing in the International European Food Fair for the first time in 1981 against some of the best makers of gourmet sausage, salami and ham in the world, Piller tried for seven medals and won four silver and three bronze. In 1982, Piller won one bronze, four silver and 13 gold medals in the 21 categories they entered.

No cream ice cream in the west

Alberta Toffait Manufacturing Limited of Calgary, Alberta introduced Toffait, a tofu-based, fat-free dessert that resembles ice cream but contains no milk products, throughout western Canada this summer.

Tofu-based desserts became a popular summer snack in the United States last year and "our research says that Canadians will switch to Toffait for the same reason — it's a healthy improvement on the world's favourite dessert," said company president Phillip Choy who worked with the Alberta Department of Agriculture to develop Toffait.

Toffait is available in 500 millilitre packs in vanilla, chocolate and strawberry flavours. The product is high in protein but contains less than half the calories of regular ice cream, said Mr. Choy.

Data system wins international award

The Department of the Environment has won a major award from the Urban and Regional Information Systems Association, an international organization based in the United States, for its Canada Land Data System (CLDS). The award was presented in recognition of the pioneering role of the system, its technological excellence and cost-effectiveness.

It is the first time an award of this type has been given to a Canadian federal department and only the second ever to any Canadian agency.

Accepting the award, former Environment Minister Suzanne Blais-Grenier said: "I am delighted that this outstanding system, which has served Canadians so well over the last decade and a half, has found recognition by an international body of experts".



Suzanne Blais-Grenier accepts the Exemplary Systems in Government Award from William Huxhold, president of the Urban and Regional Information Systems Association.

environment impact data are other examples of the system's capabilities.

Used widely in land-use planning and management, the system is available to government, private and educational users. It is also currently being developed for commercial application as a marketable mini-computer system by Perceptron Computing Inc., a Toronto high tech company, under the federal program to transfer new technology developed by the federal government to the private sector.

A world leader

CLDS, a computer system that provides physical, biological and socio-economic information on Canadian land resources in digital, tabular or map form, is one of the world's largest integrated land resource data banks.

Valued at about \$200 million, data stored in the system includes a nation-wide inventory of the productive capabilities of land resources for different uses, such as farming, forestry, recreational and others, as well as information on changing land-use patterns across the nation, such as the urbanization of irreplaceable farm and fruit lands, or the loss of wildlife habitat to agriculture or construction. Ecological and

More oil in Jamaica

Petro-Canada International Assistance Corporation (PCIAC) has signed an agreement to provide technical assistance, engineering studies and equipment design to Petroleum Corporation of Jamaica (PCJ).

The two-year \$5.3 million (Cdn) agreement was signed in Kingston, Jamaica by Peter Towe, chairman of PCIAC, William Saunders, managing director of PCJ and Jamaica's Mining, Energy and Tourism Minister Hugh Hart.

Under the terms of the agreement, PCIAC will assist PCJ in improving the efficiency of petroleum usage at the Kingston refinery. This is expected to reduce Jamaica's dependence on oil imports.

The Canadian-produced equipment to be installed, is expected to result in savings of approximately 65 600 barrels of crude oil a year, valued at \$2.4 million.

The complete program has been estimated at \$12.9 million. PCIAC's contribution will be \$5 million while the balance of foreign exchange costs estimated at \$3.49 million as well as local costs equivalent to \$3.6 million will be provided by Jamaica.

Mr. Hart said that Jamaican foreign exchange funds will be used to purchase refinery equipment in Canada to the extent that supplies are available at competitive prices. This could generate up to an estimated \$15 million in new business.

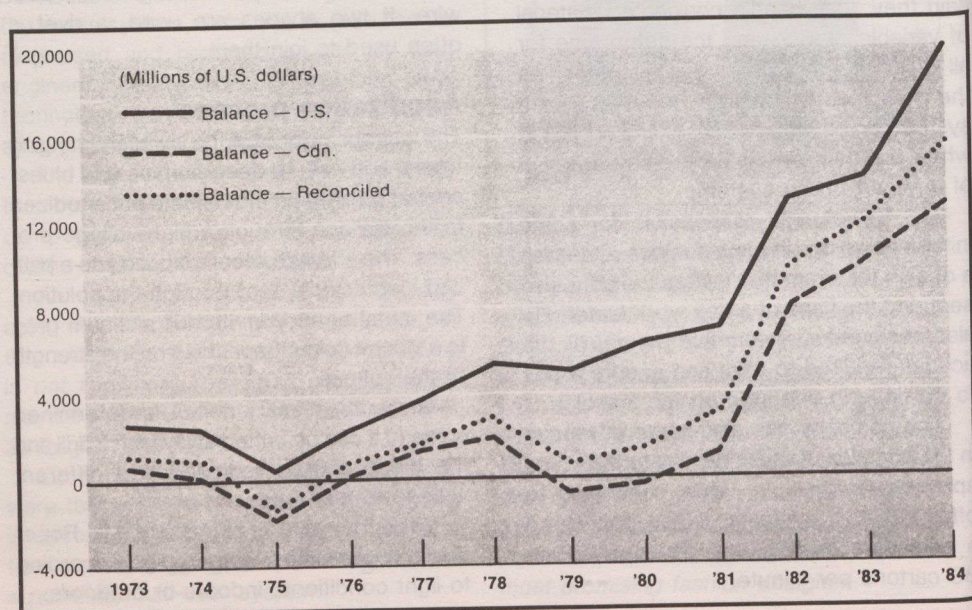
A second component of the project, valued at \$300 000, will provide for supervision of ongoing seismic work as a follow-up to PCIAC's initial exploration.

Merchandise trade balance between Canada and the United States

Statistics Canada reports that the reconciliation of merchandise trade data for Canada and the United States shows that Canada had a record surplus of \$15.4 billion (US) with the United States in 1984. The previous record of \$11.7 billion was set in 1983.

The higher surplus was a result of a larger increase in exports (+ \$12.3 billion) than in imports (+ \$8.5 billion). Exports to the US rose by \$7 billion and imports from that country expanded by \$5 billion.

The largest reconciliation adjustments of the 1984 published values were: an addition of \$5.2 billion to US exports; a corresponding Canadian non-response adjustment of \$2.2 billion; a reduction of Canadian imports by \$1.5 billion for goods priced above transaction value; an addition of nearly \$1 billion to US imports for trade definition; and a reduction of US imports by \$0.6 billion for timing.



Montreal museum hosts major Picasso exhibition

A unique exhibition containing the largest group of previously unexhibited Pablo Picasso masterpieces, is being presented exclusively at the Montreal Museum of Fine Arts. The exhibition has drawn thousands of visitors since it opened on June 21. It is scheduled to close on November 10.



Peter Willi

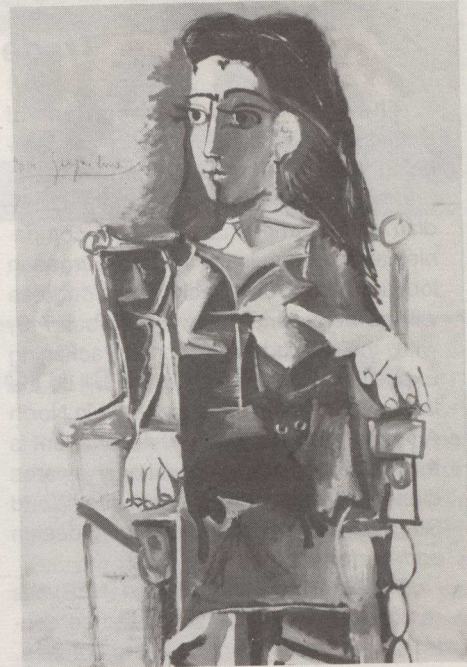
The Matador, painted October 14, 1970.

Pablo Picasso: Meeting in Montreal was organized by the museum and supported financially by the Quebec government. Major corporate sponsors include Air Canada, Alcan Aluminium Limited, The Royal Bank of Canada, the B.C.E. family of companies, Hydro Quebec, IMASCO and Power Corporation.

The exhibition is divided into five sections: an introduction to Picasso; the bullfight; women; a group of works painted in the decade before Picasso died; and a group of still lifes. It opens with two powerful portraits of Jacqueline and Pablo painted in 1965 within a few days of each other.

The 81 paintings in the exhibition were selected by the artist's wife, Jacqueline Picasso, from her personal collection. They represent a synthesis of Picasso's 75-year career and cover a broad variety of subjects including studio interiors, bull-fighting scenes, portraits, still lifes and landscapes. There is also a painting of a pigeon by the artist's father, Jose Ruiz Blasco.

Several major periods in the artist's career are represented. There is an adolescent religious picture from 1895, a Blue Period standing nude, a Cubist still life, typical seated women from the 1930s, a portrait of Jacqueline from 1964 and a number of other late works. One of the paintings,



Michel Appoliot

Jacqueline Seated with her Cat, painted between February 26 and March 2, 1964.

The Embrace, completed in 1971, two years before Picasso's death, was presented to the Montreal Museum of Fine Arts by Mme Picasso.

A catalogue, prepared by Pierre Théberge and Louise d'Argencourt, with 81 colour reproductions, 20 black and white photos and several illustrations is available.

Goals for trade talks

International Trade Minister James Kelleher recently released the text of a submission to the General Agreement of Tariffs and Trade that outlines Canadian views to be emphasized in upcoming international trade talks. Mr. Kelleher said that "Canada attaches priority to the early convening of broadly based international trade negotiations".

Canada's major goals as set out in "Multilateral Trade Negotiations, Some Initial Canadian Views", include:

- halting protectionism and seeking expansion of access to markets, particularly for agricultural and food products, fisheries, non-ferrous metals, forest products, petrochemicals, high technology and transportation equipment;
- developing new rules for conducting agricultural trade that would emphasize greater adherence to contractual rights and obligations;
- tighter discipline on the use of subsidies; and
- strengthening the effectiveness of the rule of law in trade matters.

Seed potatoes featured at fair



From left: Portugal's Prime Minister Mario Soares, Minister of Agriculture Alvaro Barreto and Canada's Ambassador Lloyd Francis stop to look at information on seed potatoes at the Canadian pavilion at the Santarém Agricultural Fair in Portugal. Kennebec seed potatoes were a large component in Canada's exports of agricultural products and equipment which totalled almost \$4.5 million in 1984.

Trade update

The Packaging Association of Canada is organizing three important packaging industry events in Toronto, Ontario that are expected to attract many Canadian and international exhibiting companies and visitors. In its first non-European location, the World Packaging Congress will be held concurrently, October 7-9, with the Canadian National Packaging Exposition, PAC-EX '85, which will be the largest packaging industry show in North America this year. Another major event is the industry's first international awards dinner in Canada to present the World Stars for excellence in packaging design and performance.

The National Energy Board (NEB) has removed the minimum export price controls on exports of propane and butanes. Export prices will be freely negotiated between sellers and buyers of propane and butanes, but exporters will be required to report monthly on export volumes and revenues to NEB to permit continued monitoring of export prices.

Butland Farms Limited of Caledon, Ontario has sold 22 tonnes of its Instant Quick Frozen cultivated elderberries to Japan. The \$40 000 sale was a first in the Japanese market and the firm, which now sells its product throughout Canada and the US, is hoping to expand its exports to Finland and England this year.

Canadair Limited of Montreal has signed a \$15-million contract with Italy for the sale of two of its CL-215 water-bombers, equipped with a new on-board system that produces foam to fight forest fires. Italy now has four of Canadair's CL-215s.

The Canadian Commercial Corporation has been awarded a \$2.3-million (US) contract by the Royal Australian Air Force to supply expanded Litton automated test sets (ELATS) manufactured by Litton Systems Canada Limited of Rexdale, Ontario. The ELATS are designed to automatically test numerous systems on board an aircraft.

Cybernex Limited, a Gloucester, Ontario manufacturer of video display terminals, has signed a major \$10-million, two-year contract to supply ParaData Computer Networks Inc. of Detroit, Michigan with five terminal models for resale to Honeywell installations in the US. Cybernex's specialty is emulators, computer terminals that replicate the performance of products by major computer

manufacturers such as Honeywell, at a much lower cost.

Hyundai Motor Company, South Korea's largest automaker has signed an agreement to build a \$200-million auto assembly plant in Canada. It is expected that the company will choose a site in Quebec where 40 per cent of its sales are. The company hopes to begin production by 1988 and reach an annual capacity of 100 000 small cars by 1990.

Jager Industries of Calgary, Alberta and Sanwa Homes of Tokyo, Japan have formed a new export company, Jager-Sanwa Inc. to supply pre-fabricated building materials from Alberta for house construction in Japan. In the multi-million dollar deal, it is expected as many as 20 000 houses a year will be built in Japan using a new two-by-four method of construction.

I.P. Sharp Associates has announced two new online data bases, Direction of Trade and Balance of Payments, from the International Monetary Fund. Direction of Trade data includes total exports and imports between 130 trading countries every month and the Balance of Payments of the 130 countries includes current accounts, long-term capital, short-term capital, transfers, investments and reserves. The data can be accessed using most terminals and personal computers.

Northern Telecom Limited of Mississauga, Ontario announced that its United States subsidiary, Northern Telecom Inc., has signed a 30-month contract to supply New England Telephone and New York Telephone with its DMS digital switching systems, traffic operator positions systems, integrated business network and other associated equipment and support services. Roy Merrills, a group vice-president of Northern Telecom Inc., said purchases under the contract are expected to exceed \$300 million (US).

The Export Development Corporation has signed a \$4.59-million (US) financing agreement to support a sale to Indonesia by Pratt and Whitney Aircraft of Canada Limited of Longueuil, Quebec. The sale involves the supply of 13 PT6T-3B twinned turbo-shaft engines to power the first 12 of 100 Bell Model 412 helicopters being built under a co-production agreement between P.T. Nurtanio, Indonesia's government-owned aircraft manufacturer, and Bell Helicopter, a division of Textron Inc. of Fort Worth, Texas.

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News briefs

The Canada-Argentina Joint Committee on Economic, Commercial and Industrial Co-operation held their first meeting in Buenos Aires, August 20-22. The committee, which was established in 1984, provides a forum for the exchange of views on international economic matters and ways of promoting increased trade and economic and industrial co-operation between the two countries.

The Industrial Commissioners Association of Quebec will establish an industrial promotion agency to co-ordinate efforts to attract foreign investment to the province. The association said Ontario attracts seven times the amount of US direct investment and twice the investment from Western Europe that Quebec does.

Canada and New Zealand signed a new bilateral air transport agreement on September 4. The agreement provides a basis for CP Air to operate a direct service to Auckland from Canada and for Air New Zealand to serve either Toronto or Vancouver from New Zealand.

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