

Canada Reports

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Trade envoy

Simon Reisman, a veteran Canadian negotiator, has been appointed Canada's ambassador and chairman of the Preparatory Committee for Trade Negotiations. He will report to the new Cabinet Sub-Committee of Priorities and Planning on Trade Negotiations chaired by Secretary of State for External Affairs Joe Clark.

In the announcement on November 28, Prime Minister Brian Mulroney said that Mr. Reisman's appointment and the establishment of the new sub-committee were made to ensure that the Canadian government is "fully prepared for the commencement of negotiations" with the US on a "new comprehensive bilateral trade agreement aimed at reducing trade barriers, and securing and enhancing access to each other's markets".

Canada-US ministers foster closer trade ties

In their regular quarterly meeting held in Calgary, Alberta, October 27-28, Secretary of State for External Affairs Joe Clark and United States Secretary of State George Shultz reviewed important bilateral and international issues including acid rain, nuclear waste disposal sites, the clean-up of the Niagara River and the renewal of the North American Aerospace Defence Command (NORAD) agreement. The new trade initiative announced by Prime Minister Brian Mulroney on September 26 (see *Canada Reports*, October 23, 1985) was the major topic of discussion. Mr. Shultz welcomed the initiative and indicated that he thought it would "be possible to begin formal bilateral negotiations in early 1986".

Speaking at the luncheon to honour Mr. Shultz, Mr. Clark emphasized the importance of bilateral trade, which exceeded \$150 billion last year, and the need to enlarge it. Following are excerpts from Mr. Clark's speech:

Canada and the United States are good neighbours. We have been good neighbours for more than a century and we hope that we shall always set an example to the world of how civilized peoples can live together. But just as in private life, friendship is a thing which must be cultivated if it is to endure, so between nations there must be a continuous effort towards a better understanding. That is the purpose of our talks here in Calgary....

No two countries in the world have more

in common. The test of our friendship is the way we assert our common interest, and respect our differences.

Common goals

As independent nations enjoying joint tenancy of the richest continent on the globe, we have been inspired by a common heritage, by a common commitment to peace and freedom. As societies, we each stand for freedom. That is our conviction for our-

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Secretary of State for External Affairs Joe Clark (right) and US Secretary of State George Shultz outline some of the bilateral and international issues discussed in Calgary.



External Affairs
Canada

Affaires extérieures
Canada

selves; that is our commitment to others.

On other occasions our policies will disagree, but we are driven by the same vision as to the value of the individual. This has led us to work closely together in the battle against hunger, oppression and aggression in all its forms. Our people and our governments respond naturally and generously to international famine, tragedy and despair.

Through two world wars, and in Korea, Canadians and Americans fought side by side. Today, we stand together as partners in the North Atlantic Treaty Organization (NATO) and NORAD....

Issues between Canada and the United States have a different significance in our smaller country than in your larger one. What is incidental to you can be central to us; what is entertainment to you can be culture to us. We are acutely conscious that the Canadian economy and the Canadian identity must grow together. Sovereignty depends upon a strong economy....

The best way for us to restore our economic health is through trade. For trade means jobs and opportunity for Canadians.

Major partners

Last year Canadian-American trade exceeded \$150 billion. This is the largest single trading relationship in the world. American investment in and trade with Canada is twice the size of its investment in and trade with Japan and greater than that with the

ten nations of the European Community.

The trade of this province alone rivals that of China with the United States! Our two countries are each other's largest growing market: in 1984, Canadian exports to the US rose by 28 per cent while US exports to Canada rose by 26 per cent. Nearly four million jobs, two million in each country, depend on this trading relationship.

Energy, especially important to Calgarians and Albertans, is a vital link in our community of interests. Canada is the largest foreign supplier of natural gas and electricity and the second biggest source of oil to the US. Gas and oil pipelines cross the border at many points; and five Canadian provinces have hydroelectric power hook-ups with American states. The St. Lawrence Seaway and power projects and the Columbia River power project are testimony to our co-operation in the development and operation of our joint resources.

Co-operation increases markets

We have achieved this felicitous relationship not through confrontation, but through co-operation. For protectionism is not the answer to the world's economic woes. The 1930s proved definitively that the road to prosperity lies through fair and open trade. Working through multilateral bodies like the General Agreement on Tariffs and Trade and negotiating with one another under the auspices of the Multilateral Trade Negotiations is

the only way to ensure our economic health.

Albertans and Calgarians, especially, realize the importance of trade. The growth of the oil patch was in large part predicated on secure markets to the south. The technology to harvest this mineral wealth was largely American. We benefited from the flow of oil patch welders and engineers who migrated north of your borders just as American cowboys did a half century before.

Western expertise

Albertans have now reached the point where we can in turn pass on the expertise that we have developed in fields such as pipeline construction. The development of our tar sands and exploration in the Beaufort and Hibernia is the new frontier in energy exploration. Trade in technology and human expertise has been for the most part unfettered by tariff or other barriers. We want to keep it that way.

Indeed we want to increase our trade. And to achieve this goal we are looking to our principal market. We want to begin discussions with the United States to secure and enhance market access for both our countries. As a government we are ready to take this step because it represents the best chance for those Canadians who want jobs.

A trade agreement with the United States could cause change. It represents a challenge. But Canadians and westerners, in particular, have never shirked a challenge.

Federal-provincial natural gas agreement

Minister of Energy, Mines and Resources Pat Carney has announced an agreement between the federal government and the gas-producing provinces of Alberta, British Columbia and Saskatchewan to allow the price of domestic and exported natural gas to be established in the market place and not by the government.

"The agreement completes the process begun in the western accord of replacing prices set by the government with prices set by the markets," said Miss Carney.

During the transition year, which began on November 1, 1985, customers whose contracts expire are free to negotiate new contracts directly with producers at competitive prices, provided a transportation toll service is in place. About 60 per cent of



Pat Carney

industrial contracts will expire during the year and will be able to benefit from this provision.

"By November 1, 1986, all natural gas buyers and sellers in Canada will be released from unnecessary government intervention in their market place," said Miss Carney.

The new agreement provides for:

- direct sales at prices and terms freely negotiated between producers and distributors or large industrial users;
- competitive marketing programs under which distributors will be permitted to offer discounts to meet competition;
- export floor prices based on regional price tests rather than a single Toronto price;
- a National Energy Board review of TransCanada Pipeline's services in light of the new pricing system to ensure equitable access to this system;
- removal of volume restrictions on short-term natural gas exports; and
- a comprehensive review of the role and operations of interprovincial and international pipelines.

Barbados fishing harbour

Stevenson Hluchan Associates Limited (SHAL), a Toronto consulting engineering firm, has signed a contract with the government of Barbados to design and supervise the construction of a fishing harbour in Bridgetown, Barbados.

The contract, valued at \$16 million (Cdn) will be implemented by SHAL, Koppermaes Engineering Limited of Halifax, Nova Scotia and the Barbadian firms of Associated Consulting Engineers, Selby, Rose & Mapp, and Richard Gill and Associates.

The project's main components include construction of a fishing harbour that will handle up to 150 fishing vessels and provide boat service and repair facilities. A fisheries terminal complex with fish handling, cold storage and marketing facilities will also be provided.

Other recent projects completed by SHAL include a harbour complex in the Bahamas similar to the Barbados fisheries and the design of a Caribbean Development Bank-funded fish processing plant in Antigua.

A time for rededication to UNESCO

Minister for External Relations Monique Vézina led the Canadian delegation to the twenty-third general conference of the United Nations Educational, Scientific and Cultural Organization (UNESCO) in Sofia, Bulgaria, October 8 to November 12. Describing UNESCO as a "key element of the UN system" in a speech to the general congress, Mrs. Vézina said the agency is also "a 'test case' for that system and for its reform". Following are excerpts from her speech:

The multilateral system has an essential, indeed a critical, place in Canada's foreign policy. It complements our bilateral relations and gives a middle power like Canada the opportunity to enlarge its scope and influence. We support multilateralism strongly. We have an interest in its efficiency and its effectiveness. We are constantly seeking ways to help renew it and ensure that progress in the UN reflects the changing demands of its members.

Essential for all

Canada's commitment to the ideals and the mandate of UNESCO is unaltered. We need a UNESCO. The world needs a UNESCO. It represents a key element in the UN system.

Today though, UNESCO is somewhat representative of the general state of affairs in the UN. It has been called a "test case" for that system and for its reform and so it is. Its rapid growth in membership — at 160 member states, it is now one of the largest specialized agencies — has ended the automatic majority of Western countries.

UNESCO is not alone among inter-governmental institutions in facing problems. But UNESCO's problems are more visible. We need to improve its perfor-

mance, to show that it can do its job and that its job is worth doing.

In Canada's view, the reform momentum is now on track. It is engaged. We hope it is firmly engaged.

For example:

- the draft program and budget for the next biennium represents a great improvement over previous such documents;
- it is based on the principle of zero real growth with no increased assessments attributable to the withdrawal of member states — a key achievement in Canada's view;
- greater precision and discipline in program and budget presentation are evident throughout;
- there is more program concentration yet more decentralization of activities;
- a central evaluation unit has been established and evaluation procedures are showing signs of improvement;
- the temporary committee's recommendations on administrative, financial and managerial reform — and a timetable for their implementation — will or should produce changes all member states will welcome and support.

But the reform is not entrenched and much more hard work lies ahead. Further substantive changes will be required....

It is the member states which are UNESCO — which run UNESCO — and it is for us to take the hard decisions. This means accelerated co-operation among and across all the regional groups. It means that moderation and good sense must prevail. This in turn requires compromise and the realization that 1985 — this conference — is the beginning of what must be a long but steady process towards revitalization....

Programs supported

I want to underline the importance Canada attaches to the organization's endeavours in the fields of science, of status of women, and of education.

Looking just at the major program in the sphere of education — adult education, literacy programs, democratization and improvement in basic education, equalization of access for girls and women, education of the handicapped, and so on — Canada has participated actively in defining these programs, and supports them with enthusiasm....

Canada also believes that reform means compressing and at the same time strengthening UNESCO's programs, not only to match its reduced financial circumstances but also to ensure its future vitality.

Canada has worked hard to help bring UNESCO this far, to show that the test case can be won. If we fail to maintain, indeed accelerate, the existing momentum for reform, the loss will not be confined to UNESCO. The United Nations family as a whole will suffer.

If we succeed, it augurs well for the future of the multilateral system as a whole — and for continued international co-operation in all of UNESCO's areas of expertise.



From left: Canada's Ambassador to Bulgaria John Fraser, Minister for External Relations Monique Vézina and Ambassador and Permanent Representative to UNESCO Ian Clark greet other delegates at the UNESCO general conference in Sofia.

Aid for Colombia disaster

The government of Canada has announced its support of the disaster relief efforts to assist the victims of the recent eruption of the Nevado del Ruiz volcano in Colombia.

Through the Canadian International Development Agency, Canada is providing a grant of \$60 000 to the United Nations Disaster Relief Co-ordinator's Office and a grant of \$250 000 to a number of international organizations and the government of Colombia for relief efforts. A further \$100 000 is being donated in the form of blankets, water containers and emergency medical supplies.

Canada is also responding to an urgent request from the government of Colombia for seismological and scientific equipment and supporting technicians to monitor seismic activity associated with the volcanic eruptions.

Exporting flair

Still tops in international fish sales

Canada maintained its status as the world's leading exporter of fish products in terms of value for the seventh consecutive year, according to preliminary 1984 statistics from the Food and Agriculture Organization.

Total fish exports during the year amounted to \$1.59 billion, representing an increase of 2 per cent over the 1983 figure. In volume, 511 024 tonnes were sold to about 50 countries, representing an increase of 3 per cent.

The increases occurred despite an 8 per cent reduction in over-all landings which, in 1984, amounted to 1.25 million tonnes, worth \$867 million.

Large industry

Canada's fishing industry employs about 100 000 Canadians, directly and indirectly, in the Atlantic, Pacific and freshwater fisheries. The network of 900 plants that transforms the fish into various product forms last year produced 640 440 tonnes, valued at \$1.88 billion.

Canada exported 80 per cent of its fish

Major fish markets

	(per cent)
United States	61
Japan	15
European Economic Community	13
Other countries	11

products in 1984. The most lucrative forms were fresh and frozen shellfish (\$355.7 million), frozen fillets (\$287.5 million), frozen whole or dressed fish (\$203.2 million), frozen blocks (\$123.4 million), canned fish (\$120.6 million), roe (\$117.7 million), and salted and dried fish (\$101.2 million).

The United States is the largest market for Canadian fishery exports, amounting to 61 per cent in 1984. Most of this entered via New England from Atlantic Canada.

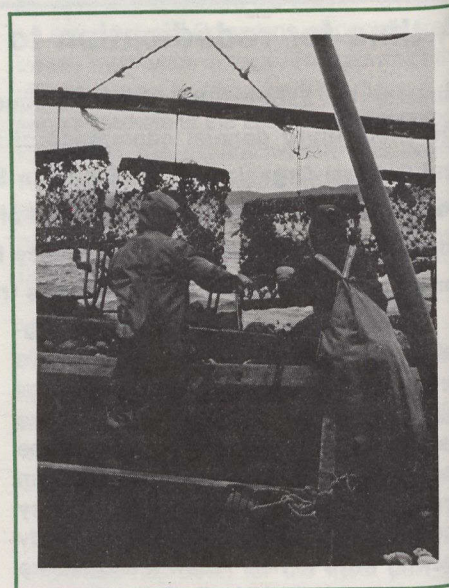
Japan and the European Economic Community are the next largest foreign markets for Canadian fish, taking 15 per cent and 13 per cent respectively of the value.

Pleasing the customer

To maintain the position as the world's leading fish exporter, Canada's fishing industry, backed by the federal and provincial governments, are involved in a number of programs.

One of the most important is the quality program, which ensures that fish are graded according to standard and that top-of-the-line products are readily available. The program has been implemented gradually over the past five years and is now in its final stages with the grading of groundfish effective in 1986. Other species will follow.

Another plan to increase exports involves diversifying Canada's products so that customers can purchase Canadian catches in whatever form they prefer. For exam-



Scallop raking off the Newfoundland coast.

ple, in 1984 the Japanese industry provided technical assistance to Canadian processors so that they could produce redfish (ocean perch) in the form preferred by the Japanese.

Efforts are also continually under way to open new markets and expand existing ones. The Department of Fisheries and Oceans, for example, is currently seeking a market for sea cucumbers in Asia, where they are considered a delicacy.

Another thrust has been to send more fish abroad as food aid with the result that, over the past two years, the fish component of Canada's food-aid basket has more than tripled to \$30 million.

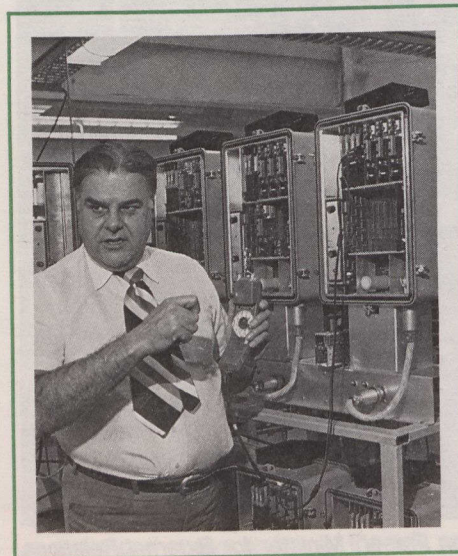
More markets for microwave systems

Exporting has been the major factor in the recent dramatic growth of SR Telecom Inc., a microwave telecommunications equipment firm in Montreal.

From only about \$1 million in export sales in 1982, the company now sells between \$20 million and \$30 million annually and its microwave systems are now in 36 countries. About 90 per cent of total production is exported to Latin America, the Middle East, Asia and other countries and the company is looking to increase sales in China.

Far-reaching products

SR Telecom markets the SR-100, a microwave system that will connect up to 100 subscribers to a central switching point within a radius of 200 kilometres and provide voice and data communications that meet or surpass international quality, direct-dialing and reliability standards.



SR Telecom president Donald Beaupré demonstrates the firm's microwave equipment.

The microwave system, built to withstand all climates, is computer-controlled and uses "time division multiplexing" technology, where several streams of data are merged into a single high-speed channel.

The SR-100 has been sold to major North American telephone companies and to resource companies. It is used by oil companies for specialized voice and data communications, especially in remote areas.

Expanded system

SR Telecom has also developed the SR-500 which can link up to 1 000 subscribers to a central switching point within a radius of several hundred kilometres. In addition, the company is working on a number of new systems, both for voice and data.

While continuing to penetrate world markets SR Telecom has begun to licence assembly abroad. Its first licencing pacts were with Turkey and Korea, and talks are underway with Mexico, Yugoslavia and Greece.

Champlain

Record export month

Preliminary estimates from Statistics Canada indicate that a single-month record for Canadian exporters was set during September with a total value of \$10.7 billion in goods being sold internationally. This represents a 7 per cent gain over the August figure and a gain of nearly 20 per cent on the July total.

During the same period, imports fell 0.7 per cent, remaining at \$8.9 billion. As a result, the merchandise trade surplus rose to \$1.8 billion, amounting to \$.8 billion over the balance in August.

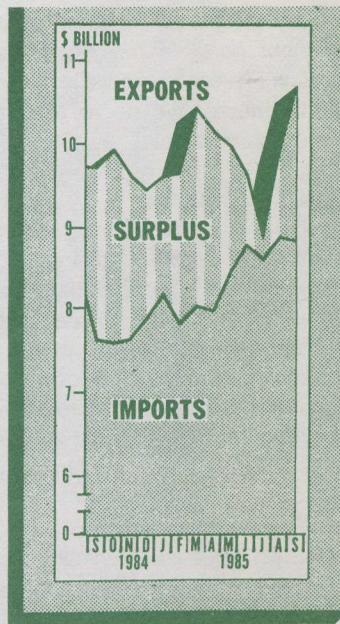
The strongest growth in exports was in agricultural and fish products, automotive products and consumer goods and, to a lesser extent, in forestry products and machinery.

Commodities

In the commodity analysis, based on balance of payments, total exports increased \$696 million in September. A large part of this increase was due to exports of wheat which nearly doubled from August to \$435 million. Another food export, fish products, rose by one-third to a record \$204 million, with much of the increase going to Japan.

Exports of crude petroleum climbed \$135 million, up 31.6 per cent from August, while exports of petroleum and coal products increased \$50 million, up 24.9 per cent over

Foreign trade



the previous month's. Iron ores, which have generally fallen since January, showed an increase of \$56 million (72 per cent).

Exports of lumber advanced 5.7 per cent and newsprint exports increased 4 per cent. Automobile exports rose from \$133 million to \$1 700 million, a record value for the second month in a row. Exports of auto-

motive parts also showed an increase which amounted to \$75 million. There was a decline in truck exports from a high in August. Other declines occurred in precious metals, electricity and industrial machinery.

Trading partners

Exports to the United States, Canada's major trading partner, rose 5.8 per cent to a record \$8.4 billion. Much of the increase was owing to increased exports of petroleum and automotive products.

In trade with Britain and European Economic Community countries, exports rose 27 per cent with increased shipments of minerals, lumber and newsprint. Exports to Japan rose by 10.6 per cent.

Advice for exporters

Excellence in exporting, a new publication offering advice on exporting from some of Canada's most successful exporters, was released by Minister for International Trade James Kelleher on October 31, the final day of export trade month.

Written by the Centre for International Business Studies at Dalhousie University under the direction of Philip Rosson and financed by the Department of External Affairs, *Excellence in exporting* is directed at a wide range of Canadian managers and entrepreneurs. The book describes the experiences of 27 of the companies that won Canada Export Awards in 1983 and 1984, tells how their success was achieved and the problems they faced in exporting and offers their formulae for success.

Mr. Kelleher in the foreword to the book, offers it as an "excellent first step" for anyone thinking of venturing into exporting.

Merchandise trade by principal trading areas

	Aug.	Sept.	Change	Total	Change from 1984	
	(\$ million)	(\$ million)	(per cent)	Jan.-Sept. (\$ millions)	(per cent)	(\$ millions)
Total exports to:						
United States	7 976.0	8 439.5	5.8	70 338.8	11.4	7 207.6
Japan	490.6	542.6	10.6	4 195.2	2.5	102.6
Britain	179.2	223.6	24.8	1 816.3	-3.0	-56.1
Other EEC countries	304.4	391.3	28.5	3 245.9	-3.2	-105.9
Other OECD countries	235.5	169.4	-28.1	1 695.0	11.3	171.9
Other countries	792.0	906.8	14.5	7 914.1	-12.8	-1 162.7
Total	9 977.6	10 673.2	7.0	89 205.3	7.4	6 157.5
Imports from:						
United States	6 416.9	6 227.9	-2.9	54 589.2	11.4	5 571.7
Japan	547.3	548.6	0.2	4 365.9	7.6	307.7
Britain	315.7	330.5	4.7	2 220.9	32.3	542.5
Other EEC countries	641.3	625.1	-2.5	5 128.3	19.7	844.9
Other OECD countries	291.4	285.5	-2.0	2 118.7	22.2	384.2
Other countries	701.9	835.7	19.1	7 516.3	1.1	78.9
Total	8 914.6	8 853.2	-0.7	75 939.4	11.3	7 729.9

The Globe and Mail

Statistics Canada

Mustard a hot seller

Canada is the world's leading mustardseed exporter. Annual production, which now exceeds 100 000 tonnes, is worth more than \$40 million and about 80 per cent of the seed produced is exported.

Three kinds of mustard are grown in Canada, mainly in the prairies. Yellow mustard is the most common type accounting for half of Canada's mustard production.

The other two mustard types, Oriental and brown, are grown mainly for export to Japan and Europe. About 95 per cent of Oriental mustard grown is sold to Japan while the hotter, brown mustard is sold largely to French processors.

Health products to fit the prescription

Canada's home health care industry, which provides many products to help the sick and disabled lead more comfortable and self-sufficient lives, will be represented by 15 companies in the Canadian exhibit at the 1985 National Home Health Care Exposition in Atlanta, Georgia, December 5 to 8.

The products in the Canadian exhibit, which is sponsored by the Department of External Affairs, were designed to help ease pain and improve mobility and are suitable for both home and institutional use. They include reusable linen and clothing items such as washable polyester footwarmers; bed and wheelchair pads that evenly dis-

tribute body weight and prevent abrasion and irritation; portable oxygen inhalators small enough to be carried outside the home; and electro-therapeutic nerve stimulators that reduce chronic pain.

Communication aid

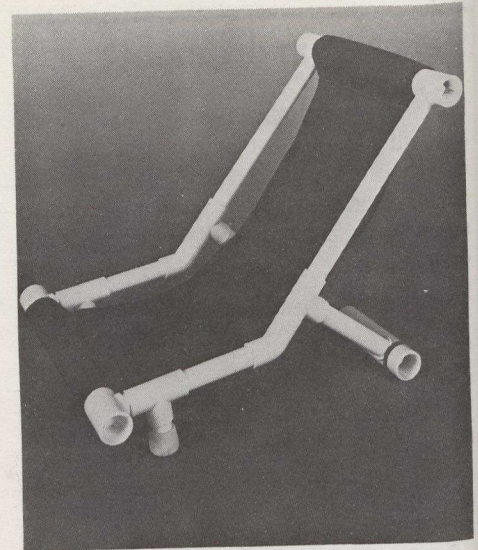
Technical products that assist communication, such as a wristband distress signal emitter that sends a prerecorded voice message to selected emergency phone numbers, will also be on view.

Canadian health care product manufacturers are especially noted for products that provide greater mobility and self-sufficiency for disabled people. They range from a complete line of manual and power wheelchairs, adjustable-length support canes, and easily-installed assist poles and grab bars to easy-to-use appliance control systems that allow the disabled to use telephones, electrical appliances and computers without assistance.

Canadian participants

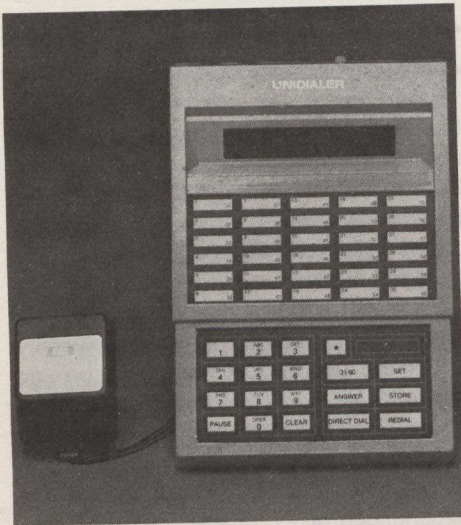
The 15 health products firms that will participate in the Atlanta trade fair are:

- Ambutech Inc. — support canes;
- Bell Textile Limited — laundry bags and linen carts;
- Canadian Wheelchair Manufacturing Limited — wheelchairs;
- Electro Therapeutic Devices Inc. — electrotherapeutic pain reduction products;
- Excel Tech Limited — electrotherapeutic pain reduction products;
- Globalcare (Canada) Limited — manual and power wheelchairs;



Medi-Man Rehabilitation Products manufactures a variety of support and lifting aids including reclining chairs and bath lifts.

- Medi-Man Rehabilitation Products Inc. — patient lifts and chairs;
- Med-I-Pant Inc. — absorbent health care clothing;
- North Associates Canada Limited — the Apello voice relay system and skin creams;
- O-Two Systems International Inc. — respiratory-related equipment;
- Q'Strain — wheelchair and passenger restraint systems;
- Solpar Manufacturing Inc. — foot warmers and bed and chair pads;
- Tash Inc. — integrated environmental control systems;
- Universal Home Care Products Inc. — support poles and grab bars; and
- Ventco Medical Trading Company — respirators, ovulation test devices.



The Unidialer from Tash Inc. allows the user to touch one switch to make and receive telephone calls and to use different switches to control a number of household appliances.

Power produces profit for wheelchair firm

Fortress Scientific Limited, based in Toronto, is establishing a firm hold in the wheelchair marketplace with an innovative battery-powered model, the 655 FS, that offers reliability, comfort and many options, some of which employ modern technology.

After only three years of operation, Fortress Scientific is already approaching \$20 million in annual sales. "One reason for the success of our 655 FS is that it doesn't look like a wheelchair," said Michael Smith, president of the company.

Many options

The powered wheelchair, designed to satisfy both the patient and the therapist, is propelled on 25-centimetre pneumatic tires at 9 kilometres per hour by a torque drive motor.

The seats are custom built to suit almost every taste and they range from deluxe reclining seats in Naugahyde or fabric to standard sling-type seats and children's seats. Most of the chairs have a full 180-degree swivel feature.

The seat can also be fitted into the power unit in a matter of seconds and can be easily removed for stowing in a car trunk. A long list of add-ons, such as a head rest with double ball joint, allows the chair to be adapted for most conditions.

In addition there are a number of special options available. An ultrasonic remote control device enables the patient to operate a television set, lights, appliances, telephones and computers and unlock and open doors with the touch of a button. Mr. Smith

said that Fortress Scientific is the only company of about 53 in the wheelchair industry that currently offers the options.

Other ventures

The company also makes a lightweight add-on power system, the 1000 FS, for manual wheelchairs. It pushes the manual chair along at speeds up to 6.5 kilometres per hour.

In addition, the company manufactures "three-wheelers" and Mr. Smith is confident that by the end of 1985, Fortress Scientific will be the world's largest manufacturer of three-wheelers.

The three-wheelers are offered as a consumer item for senior citizens with just the normal infirmities of advancing age. The United States market is potentially about 25 million senior citizens and growing yearly, while in Canada, it is seven million.

CP centennial marked

Canadian Pacific (CP) Limited, the largest company in Canada with assets of over \$18 billion, this year celebrated the one-hundredth anniversary of the completion of Canada's first transcontinental railway, the Canadian Pacific Railway.

In a ceremony to mark the occasion, Lord Strathcona drove a spike into the line in Craigellachie, British Columbia at 9:22 a.m. on November 7, 1985, exactly 100 years after his great-grandfather drove in "the last spike" on the same spot.

Transport Minister Don Mazankowski paid tribute to the railway and said the building of it "stands as a symbol of Canada and the Canadian spirit".

The National Museum of Science and Technology in Ottawa is marking the centennial with a 14-month exhibition, *Well Done in Every Way*, which not only outlines the construction of the railway and its importance to Canada, but also deals with the present-day company and its wide range of activities including an airline, hotels, shipping and many other sectors.

Canapress



Lord Strathcona (left photo) drives in "the last spike" in Craigellachie, B.C., at 9:22 a.m. on November 7, 1985, exactly 100 years after his great-grandfather (right photo) performed the same duty on the same spot to complete the building of Canada's first transcontinental railway.

Shakespearean theatre tours the United States

The Stratford Festival, the well-known Canadian classical repertory theatre company from Stratford, Ontario, is making a major tour in the US, featuring two of its 1985 productions, *King Lear* and *Twelfth Night*.

The 12-week tour, the first for the Festival in the US since 1972, is one of the largest classical theatre tours ever undertaken by a North American company and the first time the Festival has taken Shakespearean productions, playing in repertory in all centres,

on a national US tour. A distance of some 16 000 kilometres will be covered and more than 100 000 people are expected to attend the performances in the six US cities.

Stratford's US tour

Los Angeles	November 10-16
Seattle	November 19-24
Chicago	November 27 - December 22
Palm Beach	December 25 - January 5
Fort Lauderdale	January 7-26
Washington, D.C.	January 28 - February 2

Peter Herrndorf, president of the Stratford Festival's board of governors, said: "This tour is by far the most significant in our history and Canadian theatre in general will benefit by the remarkable exposure it will provide." He added that more than 30 per cent of the audiences to Stratford are from the United States "and we are confident many more Americans are anxious to see the work of North America's premier classical repertory theatre company".

Both the productions scheduled for the tour feature very strong acting ensembles and were highly successful during the Stratford Festival this summer.

King Lear is directed by artistic director John Hirsch with design by Chris Dyer. The

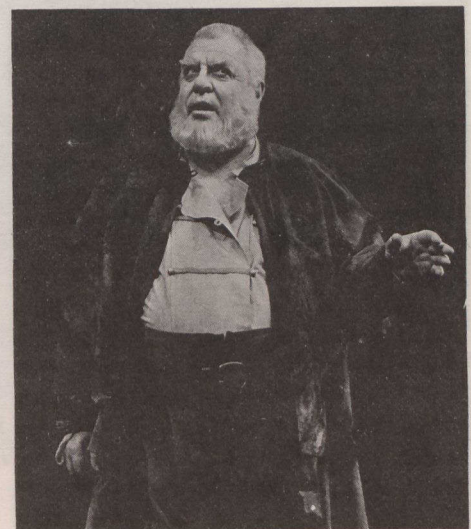
title role is played by Douglas Campbell, one of Canada's most distinguished actors and an original member of the inaugural 1953 Festival Acting Company. Others in the cast include Benedict Campbell, Patricia Collins and Seana McKenna.

Twelfth Night is directed by David Giles, known to North American television audiences as the director of the British Broadcasting Company's acclaimed *The Forsythe Saga*. The cast includes James Blendick, Maria Ricossa, Colm Feore, Richard McMillan and Nicholas Pennell.



Maria Ricossa as Olivia in *Twelfth Night*.

David Cooper



Douglas Campbell plays King Lear.

David Cooper

Trade update

BG Checo International of Montreal, Quebec has signed a \$40-million contract to design and supervise the construction of a 224-kilometre, 138-kilovolt power transmission line in Peru. The contract also involves training local personnel to operate the system.

Canadian International Project Managers (CIPM-Yangtze), a consortium composed of Lavalin, SNC, Acres, Hydro-Quebec and B.C. Hydro International, will receive \$1.6 million from the Canadian International Development Agency and the Department of External Affairs to undertake a prefeasibility study of a hydro-electric project in Hubei, China. Four major aspects will be studied: the second stage cofferdam (a temporary dam to permit study of the river bed); preliminary selection of construction equipment; management and organization of the project; and the switching and converter stations.

The Economic Development Corporation (EDC) is introducing three new insurance services for Canadian exporters. The first, a new user-friendly insurance service designed to protect small exporters against non-payment by buyers in the US, was introduced on October 1. The EDC will also introduce a new service for larger exporters to the US featuring lower premiums and deductibles, and a new service for exporters of bulk agricultural products.

Griffith Oil Tool Limited of Edmonton, Alberta and Site Oil Tools Limited of Calgary have been awarded three contracts valued at \$278 229 (Cdn) by the Canadian Commercial Corporation to supply equipment to the Hungarian Trading Company of Machines and Equipment for the Chemical Industry. Under the contracts, Griffith will supply down-hole shock tools and drop-in check valves and Site Oil will supply down-hole completion tools.

Sklar-Peppler, a fine-furniture maker in Hanover, Ontario has reached an agreement to have two skilled artisans from China design and decorate furniture for the company. Sklar will have world-wide sales rights for the furniture which is expected to retail at \$800 to \$3 000 per item.

News briefs

Secretary of State for External Affairs Joe Clark and Hungary's Deputy Prime Minister Jozsef Marjai met in Vancouver on October 23 to discuss major issues of East-West relations as well as international economic questions. Mr. Marjai's tour of Canada, October 19-31, focused largely on commercial matters and included a meeting with Minister for International Trade James Kelleher in Ottawa as well as stops in Edmonton, Calgary, Toronto, Montreal and Quebec City.

Minister for External Relations Monique Vézina has announced \$3.75 million in aid for use in the priority areas of health, housing and education, to assist Mexico with reconstruction following the two earthquakes suffered there. The three largest projects are: \$1 million for reconstruction and equipment for the National College for Technical

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and Professional Education; \$1 million for housing and community services being carried out by Mexican community organizations and Canadian voluntary organizations; and \$1 million to support a UNICEF public health and potable water project in the state of Guerrero. The total Canadian aid package to Mexico now stands at \$5 million.

The Brazil-Canada Chamber of Commerce and the Instituto de Desenvolvimento de Minas Gerais (INDI), signed an industrial co-operation agreement in Brazil September 24. The agreement provides the framework for close co-operation between the Chamber and INDI in developing joint ventures and other types of transfer of technology arrangements between Canadian and Minas Gerais companies.

Danford G. Kelley, director of the External Strategies Branch of Environment Canada's Environmental Protection Service, has been awarded the prestigious S. Griswold Award for outstanding work in the field of air pollution control. Dr. Kelley is the first Canadian to receive the award which is presented annually by the Air Pollution Control Association, the largest international association to address air pollution control issues.

Mr. Trudeau honoured



Prime Minister Brian Mulroney (left) with former Prime Minister Pierre Trudeau at the Order of Canada awards ceremony on October 30. Mr. Trudeau was invested as a Companion of the Order of Canada for his accomplishments as a lawyer, professor, author and defender of human rights, as well as his contributions as prime minister. Others invested as companions were: S. Robert Blair, president and chief executive officer of NOVA, an Alberta corporation; Celia Franca, founder and artistic director of the National Ballet of Canada; and Roland Ritchie former justice of the Supreme Court of Canada. Seventy other Canadians became officers and members of the Order during the ceremony.

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