



## News Release

## Communiqué

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### MINISTER WILSON TO LEAD TRADE MISSIONS TO JAPAN AND KOREA

The Minister of Industry, Science and Technology and Minister for International Trade, the Honourable Michael H. Wilson, will lead two high-level business delegations, one to Japan and the other to Korea, to expand existing trade ties and explore new opportunities for links with the two countries. A total of 25 representatives from industries across Canada will accompany the Minister to Korea, and 13 to Japan.

"In an increasingly open and globalized trading environment, it is essential that competitive Canadian goods and services be brought to the attention of important trading partners such as Japan and Korea," Mr. Wilson said. "The Team Canada approach we are taking into our meetings with business and political leaders will help us accomplish this."

The delegation to Japan will include representatives from the fish and food products, auto parts, machinery and equipment, tourism, and building products and housing industries. From November 5 to 8, these business leaders will be looking for opportunities to expand trade links not only in Tokyo but also in Sapporo, Sendai, Nagoya, Hiroshima and Osaka, as part of a Canadian government effort to introduce exporters to the regional markets outside Tokyo.

Mr. Wilson will have the opportunity to meet with newly appointed Japanese ministers, following the selection of a new Japanese Cabinet on November 5. In addition, Mr. Wilson will formally open the new Canadian Trade Office in Fukuoka on November 8.

The new trade office is part of Canada's strategy to expand its regional presence in Japan. This strategy was announced by Prime Minister Brian Mulroney when he visited Japan in July to open the new Canadian Embassy building in Tokyo. Honorary commercial representatives have been appointed in Hiroshima, Sendai and

Sapporo. A second Canadian Consulate, devoted to trade, will be opened in Nagoya next year.

The business leaders accompanying Mr. Wilson to Korea represent the nuclear power, automotive and telecommunications industries. They will be meeting with their industry counterparts in Seoul and Ulsan from November 10 to 12.

Minister Wilson will meet with the Korean ministers of trade and industry, energy and resources, communications, and economic planning. In addition, a meeting with President Roh Tae Woo is scheduled.

"Over the years, Canadian companies have worked hard to develop strong and prosperous relationships with both Japan and Korea, respectively our largest and second-largest trading partners in the Asia-Pacific region," Mr. Wilson said. "As a Pacific nation, Canada is committed to building on, and solidifying, those partnerships."

Noting that Canada is Korea's third most favoured destination for investment, Mr. Wilson stated that it was his intention to reassure Korean investors that the implementation of a North American Free Trade Agreement would make Canada all the more attractive for joint ventures and strategic alliances.

Two-way trade between Canada and Japan was valued at \$17.7 billion in 1990, with Japan importing \$1.4 billion-worth of coal and more than \$1 billion in lumber from Canada. Canada-Korea trade was worth \$3.8 billion in 1990, with Korea importing mainly coal, wood pulp, steel and minerals.

Following the trade mission, Mr. Wilson will remain in Seoul to attend the third Ministerial Meeting of Asia Pacific Economic Co-operation (APEC), from November 12 to 14. Ministers will discuss trade and economic issues of regional importance, including ongoing trade liberalization, and, in particular, a successful, early conclusion to the Uruguay Round of Multilateral Trade Negotiations.

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For further information, media representatives may contact:

Media Relations Office  
External Affairs and International Trade Canada  
(613) 995-1874

**PARTICIPANTS ON MINISTER WILSON'S  
MISSION TO JAPAN, NOVEMBER 4-8, 1991**

**Fish and food products  
(Regional Program: Sendai)**

M. E. (Ted) Bilyea, V.P. & G.M.  
International Trade Division  
Maple Leaf Foods  
Toronto, Ontario

Mr. Ian Bruce, President  
Pursuit Fisheries Ltd.  
c/o Clearwater Fine Foods  
Bedford, Nova Scotia

Mr. Don Gedge, President  
Deep Sea Clam Company  
c/o National Sea Products  
Halifax, Nova Scotia

**Auto Parts  
(Regional Program: Hiroshima)**

Mr. Neil De Koker, President  
APMA (Auto Parts Mfrs Association)  
Etobicoke, Ontario

Mr. Don Parker, President  
DSMA Engineering International  
Mississauga, Ontario

Mr. Donat Choquette, President  
Camoplast Inc.  
Sherbrooke, P.Q.

Mr. Alex Kepecs, President  
Eagle Precision Technologies Inc.  
Brantford, Ontario

**Machinery and Equipment  
(Regional Program: Nagoya)**

Mr. Ronald Montgomery, President  
Trench Electric Ltd.  
Scarborough, Ontario

**Tourism  
(Regional Program: Sapporo)**

Mr. David Murphy, Sr V.P., Financial  
CAIL (Canadian Airlines Int'l Ltd)  
Calgary, Alberta

Mr. Simon Cooper, President & C.O.O.  
Delta Hotels and Resorts  
Toronto, Ontario

**Building Products/Housing  
(Regional Program: Osaka)**

Mr. Mark Ando, President  
Douglas Manufactured Homes  
Vancouver, British Columbia

Mr. Charles Loewen, President  
Loewen Windows  
Steinbach, Manitoba

Mr. Edward Daughney, President  
Merit Kitchens  
Surrey, British Columbia

COMPANIES REPRESENTED ON MINISTER WILSON'S  
BUSINESS MISSION TO KOREA, NOVEMBER 10-12, 1991

**Nuclear Power**

Atlas Alloys  
Etobicoke, Ontario

Great Marine Enterprises Inc.  
Mississauga, Ontario

Monserco Limited  
Mississauga, Ontario

AECL CANDU  
Ottawa, Ontario

E. S. Fox Limited  
Welland, Ontario

Babcock & Wilcox  
Cambridge, Ontario

**Automotive**

Alternative Fuel Systems Inc.  
Calgary, Alberta

DBM Reflex Enterprises Inc.  
St. Laurent, Quebec

Glas-Aire Industries Ltd.  
Langley, B. C.

Rockwell International of Canada Ltd.  
Bracebridge, Ontario

Camoplast Inc.  
Sherbrooke, Quebec

DSMA International  
Mississauga, Ontario

Long Manufacturing Inc.  
Oakville, Ontario

SKD Company  
Milton, Ontario

**Telecommunications**

Canadian Marconi Company  
Kanata, Ontario

DBA Communication Systems Inc.  
North Vancouver, B.C.

Glenayre Electronics Ltd.  
Vancouver, B.C.

Newbridge Networks Corporation  
Kanata, Ontario

Northern Telecom Asia/Pacific  
Mississauga, Ontario

Telesat Canada International Inc.  
Gloucester, Ontario

EDA Instruments Inc.  
Toronto, Ontario

Gandalf Mobile Systems Inc.  
Nepean, Ontario

MPR Teltech Ltd.  
Burnaby, B.C.

Norpak Corporation  
Kanata, Ontario

The WideCom Group Inc.  
Mississauga, Ontario