

Canada Reports

Ottawa
Canada

Volume 1, No. 8
December 18, 1985



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Canada Reports will not be published over the holiday season. The next issue will appear on January 8, 1986.



External Affairs
Canada

Affaires extérieures
Canada

Expanding exports in Pacific Rim markets

Minister for International Trade James Kelleher led a delegation of senior Canadian business people to New Zealand and Australia, November 1-9, to further Canada's commercial and economic objectives in the area. The delegation included those involved in investment, the design and construction of large mining projects, telecommunications technology, aviation technology, railway control systems, oil and gas projects, agricultural machinery, fisheries and forest products.

Prior to the mission, Mr. Kelleher said: "I am looking forward to this opportunity to work on behalf of Canadian exporters in two Pacific Rim markets in which Canada is a regular supplier of goods and services. This visit will enable me to pursue specific business opportunities for companies travelling with me and, more generally, to raise the level of awareness of Canada in these distant yet familiar markets."

In both New Zealand and Australia, Mr. Kelleher stressed that the Canadian government is giving "priority attention" to the markets of the United States and the

Pacific Rim. He also pointed out that Pacific Rim countries have some of the fastest growing economies in the world and Canada's trade with the region is greater than its transatlantic trade and is growing more rapidly.

First direct flight

The Canadian delegation travelled to New Zealand aboard Canadian Pacific (CP) Air's inaugural flight re-establishing direct service between Canada and Auckland. The bilateral air agreement was signed during the visit to Canada by New Zealand's Minister of Transport Richard Prebble, in September.

Mr. Kelleher said that the resumption of direct air service "will encourage closer personal contact" between Canada and New Zealand "that, in turn, will stimulate beneficial business relationships".

To further support and expand business in New Zealand, Mr. Kelleher and Scott Fraser, Canada's recently-appointed trade commissioner, participated in the opening ceremonies of the new trade office in Auckland.

Currently, on a *per capita* basis, Canadian



Canadian (left) and Australian trade ministers discuss economic issues.

Mike Jensen



John Crowther

Minister for International Trade James Kelleher (right) meets with Australian Prime Minister Bob Hawke in Canberra to review a number of bilateral questions.

exports to New Zealand are the highest in the Pacific Rim. In 1984, Canada exported \$189.4 million worth of goods to New Zealand, 3 per cent of which were manufactured goods. There are almost 600 Canadian firms in New Zealand supplying markets and actively seeking new opportunities through local firms acting as their representatives.

Addressing the Auckland Chamber of Commerce on November 4, Mr. Kelleher said that "trade has brought us together in ways we could not have imagined a few years ago". Maintaining that every one gains, he added that "it gives us a means of broadening and enriching our lives and our nations".

Mr. Kelleher also stressed the importance of investment in both countries and he en-

couraged further New Zealand investment in Canada. Alcan Aluminum, Bata Shoes, Canada Wire and Cable, Home Oil and Seagrams are among the Canadian firms that have investments in New Zealand. The participation by Alberta Gas Chemicals in the methanol plant at Taranaki "is probably the most notable Canadian investment in recent years", he said. The \$226-million plant, which produces chemical methanol from natural gas, opened in January 1984 as a joint venture between Alberta Gas Chemicals and the New Zealand government-owned Petrocorp.

GATT discussions

The prospect of a new round of multilateral trade negotiations under the auspices of the General Agreement on Tariffs and Trade (GATT) was one of the topics for discussion with Prime Minister David Lange, Trade Minister Mike Moore and other key economic ministers in Wellington. It was also central to discussions in Canberra, Australia with Prime Minister Bob Hawke, Minister for Trade John Dawkins, Minister for Industry, Technology and Commerce John Button and Minister for Defence Kim Beazley. All three governments are urging that a new round of GATT negotiations proceed with the minimum of delay.

Other issues discussed with the Australian ministers included: Australian beef exports to Canada and the effect of subsidized beef from the European Communities on the Canadian market; maintenance of Australia's position in the Canadian sugar market in view of a forthcoming review of Canadian sugar policy; the prospect of continued strong growth in the export of Australian manufactures to Canada; and indus-

trial co-operation between enterprises in both countries, including joint ventures and licensing arrangements.

Mr. Kelleher's visit to Australia was in response to an agreement in March between Prime Ministers Hawke and Brian Mulroney to increase trade and industrial co-operation.

Trade seminars

In the keynote address at "Doing Business with Canada" seminars in Melbourne and Sydney, jointly organized by the Department of External Affairs, Investment Canada, the Australian Department of Trade and local chambers of commerce, Mr. Kelleher reaffirmed the prime ministers' statement urging increased bilateral trade.

Two possible ways of expanding Canada-Australia trade are the exchange of technology and the establishment of joint ventures. "Both would help us respond to the new trading environment in the world," said Mr. Kelleher.

Canadian sales to Australia were valued at more than \$600 million (Cdn) in 1984 and most of the sales were for processed and fully manufactured products. Australia is Canada's fourth biggest market for fully finished manufactured goods and many Canadian firms are active, promoting their sales through local Australian sales representatives.

Canadian investment in Australia is spread across many industrial sectors, but the main interest of Canadian investment has been in resource exploration and developments.

Major 1984 exports to New Zealand

	(\$ millions)
Sulphur: crude or refined	26.8
Zinc blocks, pigs and slabs	10.2
Salmon: canned	9.0
Potassium chloride, muriate	6.3
Telephone apparatus, equipment and parts	5.8
Polyethylene resins	5.0
Card, punch, sort, tab, computers and parts	4.4
Lumber	4.0
Newsprint paper	3.8
Man-made fibre yarn and thread	3.8
Pork: fresh or frozen	3.1
Commercial telecommunications equipment	2.2
Other	105.0
Total	189.4

Major 1984 exports to Australia

	(\$ millions)
Lumber	74.7
Sulphur: crude or refined	50.9
Newsprint paper	40.7
Wood pulp	36.1
Engine parts and accessories for motor vehicles	33.2
Potassium chloride, muriate	28.6
Salmon: canned	17.0
Card, punch, sort, tab, computers and parts	16.5
Inorganic bases and metallic oxides	14.8
Wheeled tractors: new and used	12.7
Asbestos milled fibres	12.4
Engines, accessories and parts, aircraft	9.5
Man-made fibres	7.8
Carpets	7.5
Other	255.0
Total	617.4

Canadian carpeting at Frankfurt fair

An extensive range of Canadian carpeting will greet visitors to Heimtextil '86 in Frankfurt, West Germany from January 8 to 11, 1986, when ten Canadian manufac-



Domco manufactures no-wax vinyl flooring.

turers of broadloom carpeting and specialty items exhibit their products at the trade fair.

Quality products from Peerless Carpet Corporation, Dawn Carpets Limited, Burlington, Canada Inc., Kraus Carpets Mills Limited, and Coronet Carpets Inc. will be on view. New products will include tight gauge plush carpets in multi-colours and with geometric patterns and subtle colourations.

Soreltex, a specialist in printed area rugs, will offer a full range of tufted goods and Designer Classics Carpet Manufacturing Limited, a custom wool carpet specialist, will show how it can provide its unique and rare hand-made product as a rug, tapestry, or area carpet. New carpet samples produced using Strudon IV BCF polypropylene will be exhibited by Strudex Fibres Limited.

Domco Industries Limited will present its popular resilient hard flooring products and Tappatec Inc., an international broadloom carpet marketing specialist, will offer its expertise.

Canadian carpet exports rose sharply

from annual shipments of \$3 million in the mid-1970s to \$65 million by 1980 and have stabilized near record levels over the past five years. This represents about 11 per cent of all Canadian sales. The key markets are Australia, the United States, the Middle East, Pacific Rim countries and the Caribbean.



Coronet produces stylish broadloom carpets.

Forestry prospects bright in New Zealand and Australia

Canadian forest machinery and service companies are expanding their sales in New Zealand and Australia and increasing their participation at major forest industry trade fairs held in both countries.

In Canada's first national stands sponsored by the Department of External Affairs, 18 Canadian firms participated at WOODEX '85, a major international forest industry event, held in Auckland, New Zealand in November and many Canadian companies are preparing to take part in the Forest Industries Machinery Exposition (FIME '86) in Myrtleford, Australia in April.

Success in New Zealand

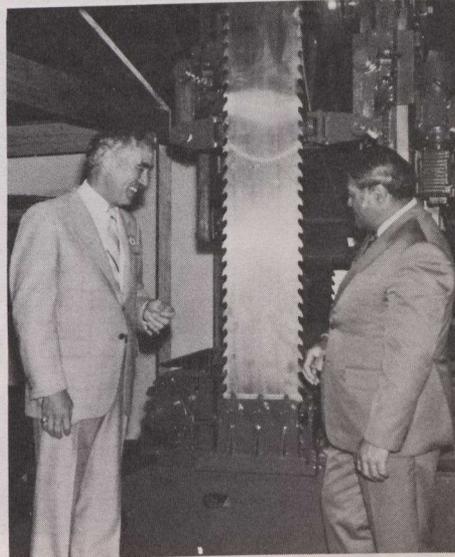
At WOODEX '85, a Canadian company moved its machinery from the fair site to a production line in New Zealand while other Canadian exhibitors were able to document their capabilities with success stories in New Zealand sawmills.

Forano Inc., of Plessisville, Quebec, represented by Southern Cross Engineering Company Limited, Christchurch made its first New Zealand sale of a new machine. Forano's high strain 183-centimetre double cut band headrig for sawmill operations was moved directly from the WOODEX site to a New Zealand sawmill.

Carroll-Hatch (International) Limited of

Vancouver and Sandwell and Company Limited of Vancouver, had already established important contacts in New Zealand as the prime engineering consultants in the Eves Valley Project sawmill near Nelson. The sawmill will officially open in February.

Another New Zealand mill, the Pacific



New Zealand Minister of Forests Koro Watere (right) and James Ganderton, commercial counsellor with the Canadian High Commission, examine Forano's band saw that was sold at WOODEX in Auckland.

Pine Products Limited mill at Gisborne, which opened in November, was designed and equipped by a number of British Columbia firms: H.A. Simon (International) Limited, Kockums Cancar Inc., Nicholson Murdie Machine Limited and Cam Chain.

Ronald D. Pousette, president of Brunette Machine Works of New Westminster, BC, said that Brunette has sold 24 debarking machines to New Zealand since 1965. About half the debarker is made in Canada with the final product being completed in New Zealand using local materials and labour.

Australian fair

Many Canadian forest industry companies are now preparing for participation at FIME '86, April 14-17. The trade fair, which is held every five or six years and hailed as one of the most successful shows of its kind, will feature all types of equipment associated with timber, from planting and harvesting to sawmilling and wood processing.

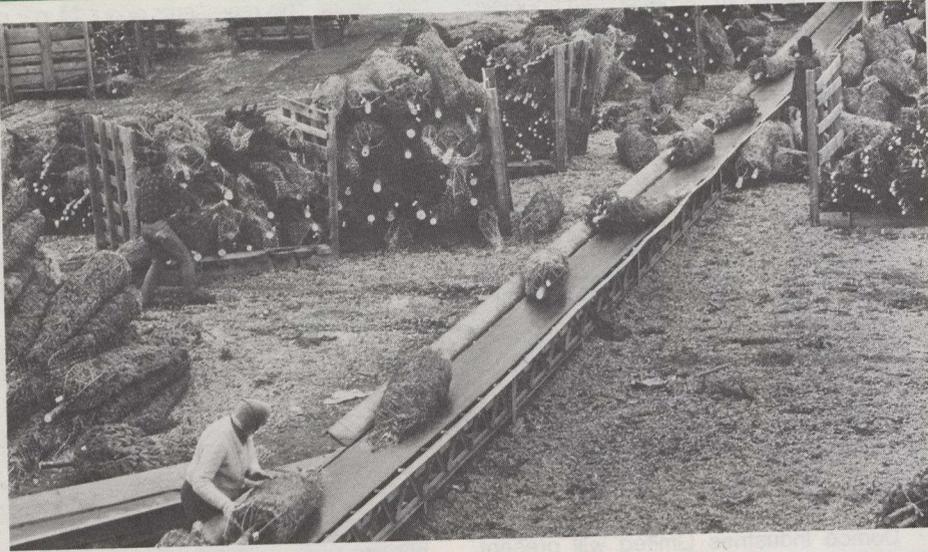
Canadian companies will be showing various equipment and machines including electronic and pneumatic control systems, sawshop equipment, planers, moulders and all types of woodworking machinery.

There are many opportunities for Canadian forest industry firms in Australian markets, particularly companies interested in partnerships with local pulp and paper firms. Sawmill equipment is in especially high demand.

Fish Photography

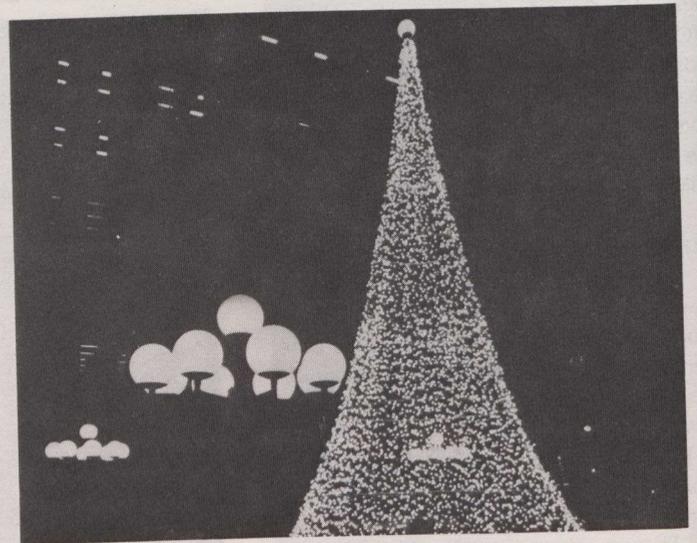
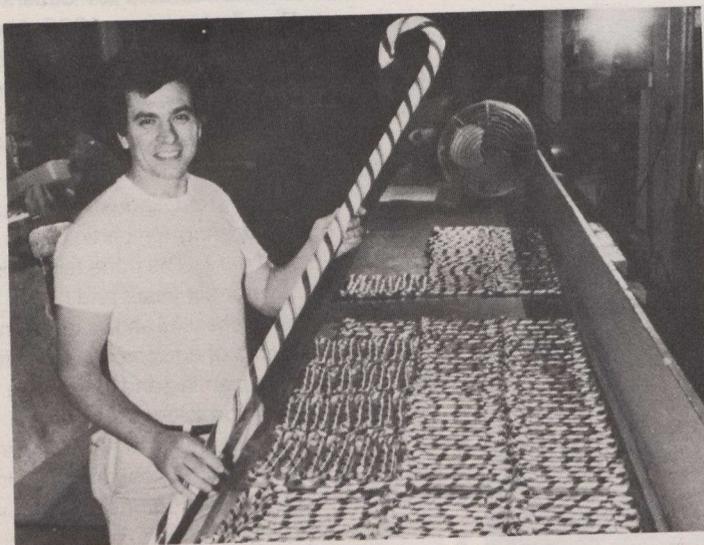
Celebrating Christmas with trees, decorations, entertainment and candy canes

Nova Scotia Information Centre



Chris Milica, The Citizen

Art Gallery of Ontario



(Top row, left to right): Christmas trees are a focal point of celebrations in many Canadian homes and a large industry in the country markets the trees both nationally and internationally. • Decorated Christmas trees can be found in most shops early in the yuletide season. (Middle row, left to right): A tree trimming party presents an occasion for laughter and games. • Many homes are decorated to welcome visitors. • Children enjoy a puppet show in a shopping mall allowing their parents to select gifts to put under the tree at home. (Bottom row, left to right): Candy canes come in all sizes for children of all ages to enjoy. • Cities across the country "light up" to celebrate the season.

Toys displayed in special seasonal exhibitions

Two Canadian art galleries, The Art Gallery of Ontario in Toronto and The Winnipeg Art Gallery, are presenting Christmas toy exhibitions designed to appeal to children of all ages.

One exhibition features folk toys collected by humorist Walter Trier; the other features toys from the turn of the century.

Folk toys inspire art

Walter Trier: A Celebration of Toys at the Art Gallery of Ontario from December 13 to January 25, was organized from the gallery's extensive collection of Walter Trier's folk toys, illustrations for children's books, and humorous and satirical drawings.

Walter Trier was born in Prague in 1890 and died in Collingwood, Ontario in 1951. He was an avid collector of folk toys which were an important inspiration for his art.

The exhibition includes watercolour illustrations for a book documenting the folk art of Saxony, along with the toys that inspired them. Among the toys are wooden figures of a buttermaid, a shepherd, a horse and rider, and characters of everyday rural life in the Erzgebirge region of Saxony.

Other toys reflect such Christmas themes as the Nativity with the Magi and angels. There is also a large carved Christmas chandelier.

Toys of the past

The Toy Shoppe, a Christmas exhibition at The Winnipeg Art Gallery from December 14 to January 12, features a display

arranged within a shop setting, with toys in the windows and on shelves around the shop. A Christmas tree stands in one corner, decorated with small toys and handmade gifts according to Victorian custom and decked with strings of threaded cranberries and popcorn.

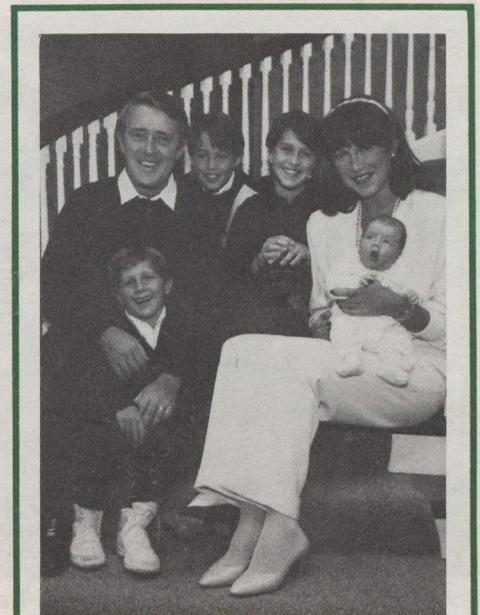
There are no plastic objects in the shop, although some toys are made from celluloid. Dolls were sometimes made of celluloid, but more fashionable dolls had porcelain heads with delicately moulded features and eyes that not only closed but were also able to look from side to side.

Toys of the Victorian and Edwardian era were often miniatures of adult possessions. Furniture in doll houses followed the prevailing designs of the period and dolls were dressed in fashionable clothes of the period.

Emphasis was placed on the educational aspect of toys. An abacus, a counting frame of beads strung on metal rods, was used to teach the first steps in arithmetic, while wooden blocks, covered with paper printed with objects illustrating the alphabet, became a lesson in rudimentary spelling. Other blocks, when assembled correctly, formed a picture and from these evolved the jigsaw puzzle.

One of the most traditional of all toys was the Noah's Ark, with its folding roof and carved wooden animals. It was often the only toy a Victorian child was allowed to play with on a Sunday.

Prime minister's greeting



Season's Greetings

Bonne et Heureuse

Année

Prime Minister Brian Mulroney and his wife Mila with their children Mark, Benedict, Caroline and Nicolas in the portrait appearing on their 1985 Christmas card.

Post Office features familiar floats in yuletide parade of stamps



The Santa Claus parade, a tradition which annually heralds the arrival of the yuletide season in Canada, is featured on three Christmas stamps that were issued on October 23.

René J. Marin, chairman of the Board of Canada Post Corporation, said that "the stamp designs, depicting colour-



ful floats, reflect the high interest Canadians of all ages have for the Santa Claus parades".

Paintings reproduced

The stamps' designs were reproduced from three paintings by Toronto artist Barbara Carroll. They depict an on lookers



view of the parade.

Santa Claus is featured on the first class domestic stamp and two other views are used for the 39-cent, first class stamp for mail to the United States and its territories and the 68-cent first class stamp for mail to international destinations other than the US.

Ikarus-Orion buses roll in Ottawa



John Bonsall, the general manager of OC Transpo (fifth from right); Lajos Nagy, Hungary's ambassador to Canada (third from right); officials of key Hungarian economic and trade agencies; and Canadian representatives for external trade greet Hungary's Deputy Prime Minister, Jozsef Marjai on the step of the first Orion bus received by OC Transpo.

During the visit to Canada of Hungarian Deputy Prime Minister Jozsef Marjai in October, OC Transpo, Ottawa's bus company, put into service the first of 34 buses purchased from Ontario Bus Industries (OBI) in Mississauga, Ontario. The sale, valued at \$8.8 million (Cdn), was the first in Canada of the articulated buses produced under the Hungarian trade name of Ikarus and sold by OBI as Orion.

The buses are being manufactured as a result of a production agreement between Mogurt, the Hungarian Trading Company for Motor Vehicles, and OBI.

According to OBI president Don Sheardown, the Orion articulated bus is 50 per cent Canadian, 25 per cent Hungarian and 25 per cent from the US. The Hungarian-built frame is mounted on a Canadian-built axle and tires in Hungary and then shipped to Mississauga for painting and installation of the engine, transmission, windows, seats, flooring and electrical fittings.

Bilateral trade

Trade relations between Canada and Hungary are based on a bilateral agreement first signed in 1964, and mutual responsibilities resulting from membership in the General Agreement on Tariffs and Trade. Consultations, which take place periodically, were last held in Budapest, November 13-14, 1984, during the visit of Minister for International Trade James Kelleher.

The number of co-operation agreements between Canadian and Hungarian companies

are increasing. Two such agreements were signed during Mr. Marjai's visit.

Canada's exports to Hungary consist largely of crude and fabricated materials such as raw hides, organic chemicals and woodpulp. Some sales of agricultural machinery have been made, and a long term arrangement for the sale of poultry breeding stocks has produced steady sales.

Exports have skyrocketed in 1985 and for the January-to-August period are running 50 per cent higher than in the same period in 1984. For 1985, two major sales are important to the mid-year export picture figure: a \$2-million order of feed (shelled corn) and a \$3.8-million delivery of mining machinery (coal sorting equipment).

Hungarian exports to Canada have been mainly manufactured goods such as wearing apparel, furniture and crystal tableware. Other important exports are food products and semi-finished products including chemicals, leather and textiles.

Canada's future export prospects to Hungary are considered to be especially good. Canadian firms are particularly competitive in World Bank-funded projects in the energy and agricultural sectors.

Trade with Hungary

	January-August 1984	1985	Change (per cent)
Exports	9.0	13.5	50
Imports	22.3	20.3	-10

Trade gate to China

Over 100 companies from Canada offering an extensive range of products from air compressors to X-ray apparatus and technology, will participate in the Canadian exhibit at TRADEXPO '86, the 1986 Canadian Products and Technology Show, in Guangzhou, China, January 17-22, 1986.

TRADEXPO is expected to generate significant sales in both products and services for the Canadian firms as more than 6 000 Chinese government representatives in charge of purchasing and training, representing 22 provinces and over 500 government departments, will attend.

The show is being co-organized by the China Council for the Promotion on International Trade and the Canadian China Trade Consulting Corporation, a group of Canadian business people whose objective is to provide the most up-to-date Chinese trade information to Canadian manufacturers, and to serve as a follow-up medium between Chinese government purchasing agents and Canadian exporters when the show ends.

China is Canada's fifth largest export market worldwide and second largest in the Asia-Pacific region. China's imports from Canada amounted to \$1 067 billion (Cdn) in 1984 while exports to Canada amounted to \$245 million.

Auto parts for Germany

Minister of Regional Industrial Expansion Sinclair Stevens and Helmut Schäfer, member of the board of Bayerische Motoren Werke AG (BMW) recently reviewed the company's plans to increase its purchase of Canadian auto parts and to sign a memorandum of understanding.

BMW intends to expand its annual purchase of Canadian automotive components from a 1984 level of approximately \$8.5 million to more than \$40 million a year by the end of the decade. The company will also encourage German parts suppliers to invest in Canada, either directly or through joint ventures with Canadian firms.

Mr. Stevens welcomed BMW's commitment to the expansion of Canada's automotive industry. "This will be a valuable boost to this important industry in Canada and is good news for the workers in the auto parts sector," he said.

Dr. Schäfer said: "BMW is very pleased with the quality of Canadian auto parts and will work with the Canadian government to increase our purchases five-fold by 1990."

Riel and Northwest Rebellion remembered

One hundred years ago in the Northwest Rebellion in Saskatchewan, the Métis, who are of French-Indian ancestry, took up arms under Louis Riel to gain recognition for their land claims from the government in Ottawa. The battle which ensued lasted 51 days and ended at Batoche with about 100 dead and the execution of Riel, the visionary leader of the Métis.



Louis Riel

Over the past hundred years, while Louis Riel has become a romantic hero of plays, songs, films, an opera and a ballet, the Métis virtually became a forgotten people. Not until 1982 were they legally acknowledged as an aboriginal people in the Canadian Constitution.

This year, the Métis in western Canada, with funding from the federal and provincial governments, organized a number of



The Glenbow exhibition includes many special Métis items like smoked-hide mitts with elaborate floral beadwork and a powder horn which at one time was a most valued item to Métis hunters.

Glenbow Museum

events to mark the centenary of the rebellion. Some of the events were centred in Batoche National Park where record numbers of visitors toured the battlefield, the carefully preserved rifle pits, the battle-scarred church and the graveyard.

In Calgary, the Glenbow Museum organized an exhibition on Métis culture and history featuring 300 objects including fragments of the rope used to hang Louis Riel. The Glenbow, under the sponsorship of Gulf Canada Limited, was the first Canadian museum to attempt to systematically document the lives of the Métis in western Canada from their origin, through their development as a nation, to their situation today. A touring component of the exhibition is currently on view in Saskatoon from where it will travel to Winnipeg, Montreal and Edmonton.

Governor general's legacy



The second Lord Tweedsmuir (left), son of John Buchan, the first Lord Tweedsmuir, attended the opening of an exhibition at the National Library of Canada in Ottawa to commemorate the fiftieth anniversary of the appointment of his father as governor general of Canada. The exhibition, Glimpses of John Buchan: His Life and Legacy, centred on his achievements as Canada's thirty-fifth governor general from 1935 to 1940, his work as an author of history and fiction and his role in fostering the Governor General's Literary Awards. With Lord Tweedsmuir at the opening were Minister of Communications Marcel Masse and Governor General Jeanne Sauvé.

National Library

Sailors celebrate seventy-fifth anniversary

The Royal Canadian Navy (RCN) celebrated its seventy-fifth anniversary this year with a number of events across the country to mark the occasion.

One major project commemorating the anniversary was the January launching of an exhibition called *The Naval Service of Canada* at the Glenbow Museum in Calgary.

The exhibition reflects naval development and changes in Canada, in 50 works selected by the Canadian War Museum from Canada's collection of more than 7 800 war paintings and sculptures. Recently on view in Moncton, New Brunswick, the exhibition will also travel to Montreal, Quebec, and Thunder Bay, Ontario.



The above watercolour, Aircraft Carrier, Atlantic Convoy by Frank Leonard Brooks, is one of the 50 works selected for the naval exhibit by the Canadian War Museum.

National Gallery of Canada

Trade update

Minister for International Trade James Kelleher has announced that effective December 1, import controls on footwear will be lifted except on women's and girls' dress and casual footwear. The government will phase out quotas in this sector over the next three years. Footwear import quotas have been in effect for eight years in Canada.

Canada-Ghana Mining Group, a Canadian joint venture group of Cominco Engineering Services Limited, Mining Corporation of Canada Limited, and SNC Inc. have signed a \$13.3-million (US) management agreement with the State Gold Mining Corporation of Ghana to assume management control of three of the state-owned gold mining operations.

Columbia Chrome Industries Limited of Langley, British Columbia has sold a \$2-million 'turnkey' hydraulic repair and industrial hardchrome plant to Morgan Equipment of Perth. The firms have also signed a joint venture agreement to be partners in the new Australian company.

Ontario Bus Industries Inc. of Mississauga, Ontario has received two contracts worth \$36.9 million for the manufacture of 196 Orion transit buses. One contract is for 120 40-foot buses for the Indianapolis Public Transportation Corp. and the other is for 76 40-foot buses for the Niagara Frontier Transportation Authority of Buffalo.

Sandwell and Company Limited of Vancouver and Velan Inc. of Montreal have received \$1.44 million (Cdn) in financing support from the Export Development Corporation for sales to N.Z. Forest Products Limited of Auckland, New Zealand. Sandwell will supply services and related equipment for the expansion and modernization of N.Z. Forest Products' Kinleith pulp and paper complex and Velan will supply process valves.

The Export Development Corporation recently announced the renewal of a line of credit agreement valued at \$10 million (US) to the Magyar Nemzeti Bank of Budapest, Hungary, to support sales of Canadian goods and services to Hungary. Nine allocations totalling \$4.57 million were signed under previous lines of credit.

Quick quality computer messages



A Universal Teletext Controller (UTC) placed on one of more than 30 different types of personal computers and word processors made by 19 firms, gives operators access to Telecom Canada's international message service and allows them to produce a letter-quality document in ten seconds. Northern Telecom has signed letters of intent with MBP Software and Systems Technology Inc. of West Germany and Nelma Information Inc. of Mississauga, Ontario for exclusive rights to make and distribute the UTCs in North America.

News briefs

Secretary of State for External Affairs Joe Clark met with Argentina's Minister of External Relations and Worship Dante Caputo in Ottawa in early October to review bilateral relations. The two ministers also discussed a range of regional and multilateral issues including the current situation in Central America, East-West relations and arms control and the international economic situation.

External Relations Minister Monique Vézina has announced that the Canadian International Development Agency will provide \$1.2 million to help China improve its grain production. The objectives of the three-year project are to introduce improved techniques and management of seed breeding, production and processing for wheat, corn and soybeans in the province of Heilongjiang.

Youth and Communications Research for Peace, a Department of Communications International Youth Year project, has been successful in increasing young Canadians' awareness of communications research and promoting international co-operation in the peaceful use of communications. Fifty young people, 25 from Canada and 25 from Central and South America, Asia, Africa, Indonesia, Melanesia and Polynesia, participated in various events across Canada designed to highlight Canadian communications technology and culture.

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Canada Reports is published by the External Information Services Division, Department of External Affairs, Ottawa, Ontario, Canada, K1A 0G2.

Telex: 053-3745.

Editor: Carole Stelmack.

Comments or suggestions from readers are welcome. A credit is requested for any material reprinted.

Cette publication existe également en français sous le titre Reportage Canada.

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