

Canada Weekly

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Canadian clothing featured in trade fairs in bid for exports

The Canadian clothing industry, which has achieved growing international recognition for fashion, quality, durability and workmanship during the past decade, has become an important contributor to Canada's success as an exporting nation.

The Canadian sporting goods and sportswear industries have experienced solid growth during the past decade, achieving substantial advances in production levels and export activity.

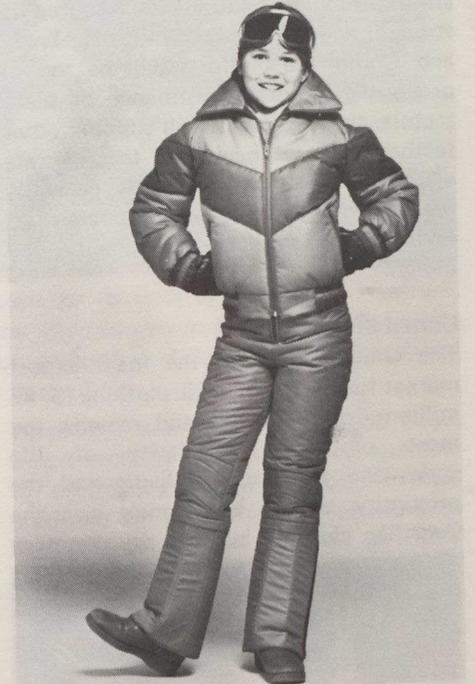
Furs, outerwear, active sportswear and children's clothing have established an outstanding reputation recognized by retailers and consumers alike in scores of cities in the United States, Western Europe, Japan and elsewhere.

The industry produces a broad range of clothing from the most basic goods to the very latest in fashion trends often similar to those found in Britain, the United States and western Europe. In addition, Canadian manufacturers show a great deal of flexibility in meeting the wide variations in demand found in a large country with such a small population. This experience with short runs of many styles and fabric treatments has helped the prospective Canadian exporter to market abroad.

The Canadian clothing industry is composed of about 2 000 establishments which in 1982 employed about 90 000 workers and produced apparel valued at \$4.2 billion. Production and employment take place mainly in major urban centres, Montreal, Toronto and Winnipeg. The balance is scattered from the eastern townships of Quebec through western Ontario, Saskatoon, Calgary, Edmonton to Vancouver.

Export performance

In 1982 export sales of clothing and fur goods were roughly \$245 million. Of this amount \$112 million represented fur garment sales with the balance divided among a variety of men's, women's and children's clothing items. The United States is Canada's chief customer for



Warmth, comfort, action — these are the ingredients built into Gemini Fashions of Canada Limited's wide range of outerwear products. Gemini's unique Sport Gem Collection consists of skiwear fashions for the discriminating tastes of boys and girls from 4 to 14.

non-fur goods and western Europe is the largest foreign market for fur goods.

The Canadian tradition in furs is world-famous leading the way in fur fashions. Fur garments are principal export items with established markets in the US, western Europe and Japan. Canada has earned an excellent reputation for the high quality of workmanship, originality of designs and imaginative use of furs.

Similarly, Canadian cold weather and leather outerwear have gained international recognition for good-quality, well-designed and durable products.

Under the sponsorship of the Canadian Department of Industry, Trade and Commerce, all sectors of the apparel industry have participated in international trade shows and incoming buyers' missions.



External Affairs
Canada

Affaires extérieures
Canada

These successful programs have demonstrated the markets available to Canadian manufacturers and have accounted for a significant portion of export sales.

These opportunities have been reinforced by the major currency realignments which have improved the competitive position of Canadian exporters. The Canadian industry will continue to promote fashionable, high-quality products at competitive prices in order to increase its penetration of foreign markets. Fur goods, outerwear and active sportswear are expected to continue as a source of strength and the focus of Industry, Trade and Commerce's efforts will be to improve the export performance of these sectors. In addition, it will support other sectors that are beginning to penetrate export markets where it is generally recognized that Canadian products meet international standards of quality and design.

United States

The United States is the main export market for Canadian-made clothing (\$147 million Cdn in 1982) and remains the most promising. Similarity of life styles and standards of living and the proximity to the US market give the Canadian clothing industry an advantage



Kalpakistan's "Brown Bison" collection is made from superior wool yarns and comes in every imaginable colour. Durable, fashionable and practical, they are ideally suited for both sports and leisure. The uniquely Canadian look is achieved through motifs and designs that symbolize the country's rich cultural traditions and wildlife.

over many other developed countries. However, export efforts to the US have been and will continue to be seriously hampered by a clothing ornamentation tariff that currently ranges up to 42 per cent.

Of particular interest are the northern areas of the United States, where the climate is similar to Canada's and where the style and comfort of Canadian cold weather wear can be explained. This does not exclude the market for many other fashion items such as novelty knit sweaters and leather goods which are marketed elsewhere in the country.

The importance of the US market will continue to be emphasized through federal government sponsored participation in established trade shows, solo shows and incoming buyers missions. A wide variety of goods will be marketed including active sportswear, knitwear, furs, men's and ladies' leather garments, down-filled coats, ladies' fashion sportswear, and children's wear.

Western Europe

The structure of the European market with low internal tariffs applying to European Economic Community and European Free Trade Association member countries places limitations on the ability of the Canadian industry to expand dramatically. Nevertheless it is an important and increasing market for traditional items such as fur goods and outerwear. In addition, with the present currency advantage, participation in trade shows and individual company visits, other items such as active sportswear, wool sweaters and jac shirts and ladies' fashion knitwear are finding a receptive market.

Japan

Clothing exports to Japan now amount to about \$9 million annually, mainly fur garments. The Canadian fur garment industry has been quite successful in sharing in the rapidly increasing demand for imported furs. Other items are now finding their way into the Japanese market. Through use of the Canada Trade Centre in Tokyo for solo shows, Canadian firms have successfully sold goods ranging from Cowichan sweaters to down-filled ski jackets.

Footwear

A stepped-up effort to increase the export volume of Canadian-made footwear is high on the list of priorities for the Department of Industry, Trade and Com-



This unique, high quality harness "Windsurfing PFD" by Stan Loudon Products Limited is being shown at the Snow Show in Las Vegas.

merce and the footwear industry. Exports of footwear (exclusive of skates) given current conditions, is expected to increase from 3 million pairs in 1979 to at least 5 million pairs by 1985.

During the past few years a group of Canadian footwear manufacturers, assisted by the federal government, have been sharing export efforts through incoming buyers missions and the participation in major trade fairs in Europe, which is basically a new market to be developed.

The footwear industry is important to Canada. In 1981 it consisted of 148 firms operating 165 manufacturing plants located mainly in Quebec and Ontario. The industry directly employed 16 600 men and women and produced 43.4 million pairs of footwear with an estimated shipment value of \$755 million. The leather and vinyl footwear sector represents more than 90 per cent of the pairage produced. The rubber footwear sector, employing 1 100 men and women, produced 4 million pairs of canvas, plastic and rubber waterproof footwear.

A continuing upward trend in footwear exports during recent years is encouraging. Exports in 1981 totalled 4.1 million pairs valued at \$68.2 million. In the January-November 1982 period the latest available figures, indicate exports increased to 3.5 million pairs valued at \$68.4 million of which 1.1 million pairs were skates (value \$23.2 million). Some of this export growth has undoubtedly

been aided by the exchange rate making Canadian exports more competitive in foreign markets.

Aside from skates, other footwear exported at present is primarily specialty footwear, much of it oriented to winter recreational activities or to the work-safety field where Canadian manufacturers have earned a reputation with foreign buyers for quality and design excellence. Market areas have been mainly in the United States, western Europe and Scandinavia where Canadian products have comparative advantages mainly due to similar climatic conditions.

Products most suitable for export potential are those where Canadian producers have established a quality image as well as design expertise, such as women's winter fashion boots, conventional and moulded ice-skates, moulded boots for roller skates, winter recreational and cold



The Canadian footwear industry is well-known for its lines of traditional "fashion" footwear for ladies, men and children. Faced by frigid winters in the country, Canadians have gained special expertise in the production of boots and shoes for winter wear and are suppliers for these lines to buyers in many parts of the world.

weather boots and work-safety boots.

Pooled resources

There is a trend in the footwear industry towards pooling of resources for better efficiency and this move is expected to improve export marketing activity and resources. As a result there are definite opportunities now available for smaller companies with specialized or high fashion content footwear. Because of similarities between the two nations and the short distance to markets, the United States will probably remain the major export market for Canadian footwear.

There are certain characteristics of Canadian footwear that make it attractive to foreign markets: the international recognition of Canadian leadership and quality in such items as hockey boots; a difference in product style than is commonly offered by European suppliers; the ruggedness of certain footwear associated with the severe Canadian climate; and special purpose type of footwear for which Canada is noted.

Fair participants

Eighteen Canadian sporting goods and sportswear companies will display their wares at an exhibition which will take place in Las Vegas, Nevada, March 11-16.

The Snow Show in Las Vegas will provide a number of Canadian firms to exhibit their quality products.

Stan Loudon Products Limited of

Toronto is one such firm. The US Coast Guard recently gave its official approval to a remarkable new flotation harness produced by the company that increases both the safety and pleasure of windsurfing.

In addition, Kaufman Footwear of Kitchener, Ontario developed Sorel, a cold weather boot that passed the most rigid test ever devised — keeping feet toast-warm during the historic Plaisted Expedition to the North Pole where the temperature remains at an intolerably frigid minus 63 degrees Fahrenheit. Don Powellek, the expedition's deputy leader, reported: "At minus 63 degrees we were quite comfortable."

Kalpikian Knitting Mills Incorporated, Vancouver, British Columbia was the first Canadian sweater manufacturer to make exporting inroads to Japan and Belgium. Their now-famous "Brown Bison" collection of superior wool products will be shown at the fair.

And thanks to Inuvik Parka Enterprise, Inuvik, Northwest Territories, the crowned heads of Europe and the President of the United States have something uniquely Canadian in common. They have beautiful, hand-crafted Inuvik parkas designed and produced by native Inuits. President Reagan, Prince Charles and the royal families of the Scandinavian countries all possess the unique Inuvik parka.



Princess Anne's entourage bought 15 Yukon parkas during their Yukon visit last June and the Queen is also reported to wear one sometimes. Actually two coats, the parka has a pure wool duffel interior with a wind and shower-proof outer shell.

CANAPRESS

Hi-tech firm beats the competition for workstations

A new hi-tech firm from Ottawa has landed a \$5.5-million "milestone" contract in California's silicon valley.

Orcatech, an 18-month-old manufacturer of high resolution graphic computers for the computer-aided design (CAD) industry, will deliver 200 computer workstations to Cadtec Corporation of San Jose, California, over the next two years.

The CAD workstations used by scientists and engineers will form the basis of a Cadtec CAD engineering entry into the specialized market for VLSI, or very large scale integrated chip design.

The contract, which took five months of intense competition to land, will boost Orcatech's payroll to 75 specialists from the current 50.

Major breakthrough

Orcatech's 36-year-old president David Pearson said the deal, the largest single order in the firm's budding career, is a "major breakthrough" with "tremendous implications.

"First we beat 25 to 30 US firms, including a short list of a half dozen.

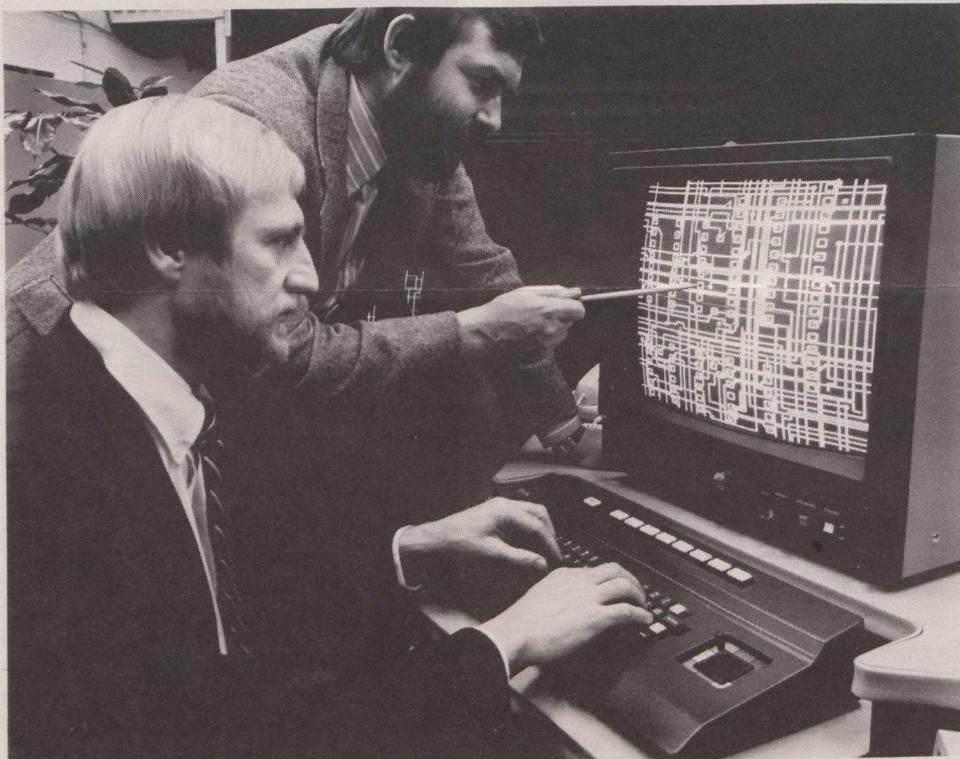
Secondly, we overcame a geographic handicap of thousands of miles when a number of competitors were parked just down the street from Cadtec.

"And," he added, "we've established a good 'reference' sale that will enhance our expertise in a very important market, both north and south of the border."

What confirmed the deal, Mr. Pearson said, is that Cadtec knew exactly what it wanted while Orcatech demonstrated an ability to work very closely with the firm to develop the new CAD product.

A private firm with majority ownership in the hands of three US venture capital companies, Cadtec was founded by former Intel and IBM executives who have carved a niche in the trend to increasingly complex silicon chips with one million components or more. With the cost of designing and producing a chip increasing exponentially, the application of CAD technology brings costs down significantly.

Orcatech's CAD workstations will be outfitted with Cadtec software and sold to large US chip designers such as Motorola, Intel and, perhaps, to Mitel in Kanata, Ontario.



Cadtec Corporation of San Jose, California has signed a \$5.5-million agreement with Orcatech Incorporated of Ottawa to supply specialized graphic computer workstations for the design of complex VLSI microcircuits. David Pearson (standing), Orcatech's president points out the screen resolution of the Orcatech graphic computer to Stephen Schopbach, marketing vice-president for Cadtec.

Exports to Europe promoted

The Department of External Affairs and the Canadian Manufacturers Association presented a series of workshops and seminars across Canada aimed at increasing exports to western Europe.

Twenty-four Canadian trade commissioners serving in western Europe brought their expertise to the Canadian export community through the series held January 27 to February 4. They met with businessmen to discuss specific opportunities or to assist companies in developing export strategies.

The seminars and workshops were held in St. John's, Moncton, Halifax, Charlottetown, Montreal, Toronto, Winnipeg, Regina, Edmonton, Calgary and Vancouver.

Western Europe is now Canada's second largest foreign market after the United States. Since 1978, Canadian sales have doubled, reaching \$10 billion, and have continued to be characterized by the increasing importance of end products and processed materials. At the same time, western Europe has grown in importance to Canada as a source of investment and technology and as an intermediary for sales into other markets. These developments have been facilitated by a number of agreements with the European Community, governments of individual countries and at the private sector level. Notwithstanding these developments, it is believed that commercial ties with Europe have ample scope for further expansion.

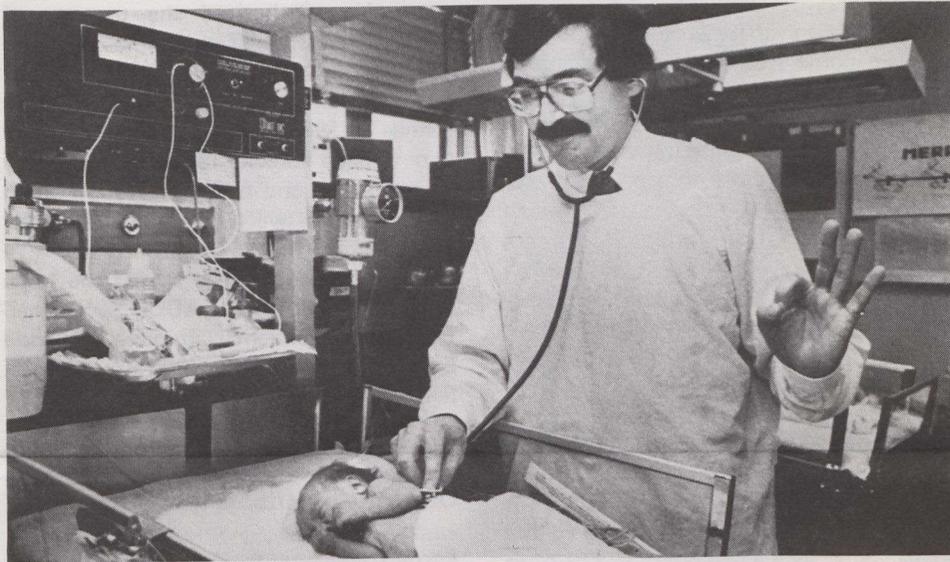
Agriculture manpower agreement

The federal government has concluded a human resources planning agreement with the Agricultural Institute of Canada (AIC).

The agreement is designed to enhance co-operation and consultation between the government and the professional agricultural community. The institute represents eight provincial institutes of agronomists and nine scientific societies totalling more than 5 000 members.

Under the terms of the agreement, which is the first of its kind with the agricultural professions, the Canada Employment and Immigration Commission (CEIC) and the AIC will co-operate in promoting interest among Canadian youth, women, natives and disabled persons in careers in agriculture.

New device reduces mortality rate for newborns



Dr. Manning examines newborn after intrauterine surgery.

A team of Winnipeg, Manitoba doctors is earning an international reputation for its success in preventing infant deaths during or just after birth.

Using a unique ultrasound evaluation and amniocentesis screening process pioneered in Manitoba, the doctors have been instrumental in reducing the province's infant mortality rate to 1.3 per cent of babies born — one of the lowest rates in the world.

Dr. Frank Manning, head of a team of perinatal specialists, said "we've made a quantum leap in terms of screening high-risk pregnancies and preventing infant deaths", adding that medical experts across the world are now studying the Manitoba program.

Successful transfusions

Recently, Dr. Manning and his team combined skills with Dr. John Bowman, a world leader in treatment and prevention of Rh disease, to successfully complete intrauterine blood transfusions on twins with Rh factor disease.

A boy and girl were born at the Winnipeg Health Sciences Centre to Brazilian parents Marie and Paul Sakai. The mother underwent eight intrauterine blood transfusions over a period of three months, leading to a successful delivery.

A hospital spokesman said the babies were the second known twin survivors of the lengthy and delicate process of completely changing the blood type of the fetus while still in the womb.

Rh disease is caused when the mother, whose blood type does not carry the Rh factor, gives birth to children whose

blood carries the factor. The blood types are incompatible and could lead to a build-up of antibodies that would threaten the life of a fetus. The solution is to change the blood type of the fetus to match the mother's.

The intrauterine blood transfusion procedure was not new to the Winnipeg doctors. Patients from across the country and throughout the world are referred to them and they have done hundreds of transfusions over the past several years.

By using sophisticated, high-resolution ultrasound scanning, the doctors are able to monitor the path of the needle through the wall of the uterus and into the abdomen of the fetus. Before ultrasound, the procedure was done "blind" and presented a much greater risk to mother and fetus.

Detects abnormal fetuses

Dr. Manning and his associates, Dr. Ian Morrison, Dr. Ian Lange and Dr. Chris Harman, have used the same method to identify and treat fetuses with abdominal and bladder obstructions.

"Ultrasound equipment is so advanced you can see all the bits and pieces ... there's very little you can't discover about the baby after screening," said Dr. Manning.

In one six-week period, the screening program discovered two fetuses that had developed fluid on their lungs. Specialists were alerted and at the time of delivery, needles were used to remove the fluid and save the lives of the babies.

The Manitoba program is thought to be the first in the world to use a complete

screening concept in monitoring the infant in the mother's womb, employing ultrasound and amniocentesis, a procedure which draws amniotic fluid from the uterus for analysis to determine the medical condition of the fetus.

The screening procedure is fast and safe and if the fetus is normal the mother is sent home to await a normal delivery.

Infant death rate reduced

Provincial medical care officials point to the program as a significant factor in helping to reduce the province's infant death rate to 13.3 per 1 000 births of infants who weigh over 500 grams, a 46 per cent decrease in the death rate since 1977. Alarmed by the 1977 figures, the University of Manitoba set up a division of maternal and fetal medicine to find ways to reduce infant deaths. It lured Dr. Manning, a Manitoba native, away from his ultrasound research work in Los Angeles, to head the program. The screening program was set up at the Women's Hospital of the Health Sciences Centre and at St. Boniface General Hospital.

Assistance to Chad

Canada will give \$345 000 to the Office of the United Nations Disaster Relief Co-ordinator (UNDRO) in response to their appeal for relief for victims of drought and conflict in Chad.

The funds will be provided through the international humanitarian assistance program of the Canadian International Development Agency (CIDA).

Three years of uninterrupted drought and civil disturbance in Chad have reduced local output of basic food cereals. This has resulted in critical food shortages, likely to worsen later in the season. In addition, distribution of food supplies has been hampered by lack of vehicles. A recent UN mission has concluded that up to 200 trucks are needed to move food before the rainy season, beginning in May and June.

Canada's contribution of \$345 000 will be channelled toward the purchase of the needed trucks. This brings to \$895 000 Canada's contribution to Chadian relief programs in 1982-83. In June 1982, \$500 000 was given to the UNDRO for transport of emergency supplies, and in November 1982, Canada granted \$50 000 to the League of Red Cross Societies (LRCS) for medical assistance to the affected population.

Exercising made easier

An Ottawa fitness instructor has designed a computerized exercise bicycle that provides a personal exercise program for the user and at the same time makes working out more interesting.

René Ephraim helped develop the lifecycle, as it is called, in the United States from an 18-year-old prototype.

"The lifecycle is the coach. It is in control of the person. What it does is increase the effectiveness of the training. The result? They get results, so they are motivated to do more," explained Mr. Ephraim.

A computer chip in the cycle is pre-programmed with endless combinations. The user punches in the program selected to suit his own condition, then starts pedalling.

Automatically, the cycle puts him through strenuous exercises that simulate a hilly terrain. Pedal resistance is automatically changed from a warm-up to a test period, then through a series of four hills and a warm-down period.

Most who use the lifecycle, from the 20-year-old athlete and middle-aged mother to senior citizens, think it is a boon to fitness.

"I get bored on a standard stationary bike. I don't know where I am (what peak of activity I am at)," said Georgina Galway of Ottawa. "This bike makes me push myself. It's more competitive, I'm competing against myself."



René Ephraim demonstrates his computerized exercise bicycle.

Hockey for the handicapped

A Canadian university professor has made a dream come true for two handicapped boys in Cambridge, Ontario.

Jamie and Peter Fleet have arthrogryposis, a lack of muscle tissue and deformity of the joints that makes it impossible for them to skate or grasp hockey sticks. Their adoptive parents asked Greg McNeice, a civil engineering professor at the University of Waterloo in Waterloo, Ontario to design special wheelchairs with studded wheels that give traction on ice.

Dr. McNeice also developed a control stick that helps Jamie manipulate the controls with his arms. Then Dr. McNeice and some of his students came up with devices that fasten hockey sticks to the wheelchairs. Jamie, who has use of both arms, can operate his stick by moving his shoulder forward and back. Peter, who can only use his right arm, has a stickholder attached to his left forearm. The boys can now go skating along with their parents and move a puck along the ice with them.

Canada-African co-operation

Canada will contribute up to \$15 million to the rehabilitation of the Nacala-Entrelagos Railway Line in Mozambique.

The contribution was announced in Maseru, Lesotho on January 28 by Jean Lapierre, Parliamentary Secretary to Deputy Prime Minister and Secretary of State for External Affairs Allan MacEachen. Mr. Lapierre led the Canadian delegation to the annual ministerial consultations of the Southern African Development Co-ordination Conference (SADCC) which is sponsoring the Nacala project.

Canadian assistance in 1982-83 to member countries of SADCC is expected to be about \$100 million. The Nacala project is designed to improve rail communication among several of SADCC's member countries; Canada's contribution constitutes a major element in the growing program of co-operation between Canada and SADCC. While in Lesotho Mr. Lapierre visited one of the sites involved in the South African military operation in Maseru on December 9, 1982 and offered sympathy to the family and friends of some of the victims.

In his address to the SADCC meeting,

Mr. Lapierre congratulated the organization on the achievements of its first three years. He emphasized the urgency of SADCC's mission of economic liberation and assured the conference of Canada's support. Calling for "rapid and profound change in South Africa", Mr. Lapierre said Canada looked forward to the day when normal and full co-operation could be resumed between South Africa and its neighbours.

He also said Canada shared the hope expressed by several SADCC spokesmen that an independent Namibia would soon be able to take its place as a member of SADCC.

US firms profitable in Canada

Large foreign-controlled companies were more profitable in Canada than large Canadian-owned companies in 1980, according to Statistics Canada. US-controlled ones were the most profitable of all, reported the agency.

In 1980 (US) corporations accounted for 73.9 per cent of the assets, 76.1 per cent of the sales and 78.5 per cent of the profits of foreign-controlled non-financial firms, according to the Canadian statistics.

Differences between domestic and foreign companies were particularly evident for the leading 25 non-financial companies, with the foreign-controlled sector being more profitable and having a sales-to-assets ratio almost double the Canadian sector, the agency added.

However, assets of Canadian companies rose at a faster rate than those of foreign companies, reducing the share of assets of non-financial companies to 27.3 per cent.

Investment up

Statistics Canada also said preliminary estimates, based on 1979 data, indicated that foreign direct investment — long-term investment that gives the investor a say in the operation of an enterprise — at the end of 1981 amounted to \$62 billion, up moderately from \$60 billion at the end of 1980.

Direct investment from the United States which accounted for 79 per cent of total foreign direct investment, grew by almost 12 per cent in 1979 to \$42.79 billion. Direct investment by Britain rose by 15 per cent to \$5.16 billion.

Investment from West Germany, the third-largest direct investor in the country, continued its rapid growth, rising by 31 per cent to \$1.39 billion, following 32 per cent growth in 1978.

Choir to tour US

The Vancouver Chamber Choir will make its first concert tour in the United States in April.

The choir is the first Canadian group to tour under the auspices of the Mid-America Arts Alliance whose touring roster includes such groups as the Cleveland Orchestra, the Dresden Staatskapelle and the Twyla Tharp Dance Foundation.

The tour, which begins in Kansas City, will take the choir to such places as Hannibal, Missouri and the university campuses of Columbia and Rolla in Missouri. Performances are scheduled in the states of Missouri, Nebraska, Oklahoma, Arkansas and conclude with a concert in Dallas, Texas.

The Department of External Affairs is providing a grant of \$40 000 for the tour and the British Columbia Cultural Services Branch is contributing another \$10 000.

Portrait of Hugh MacLennan telecast

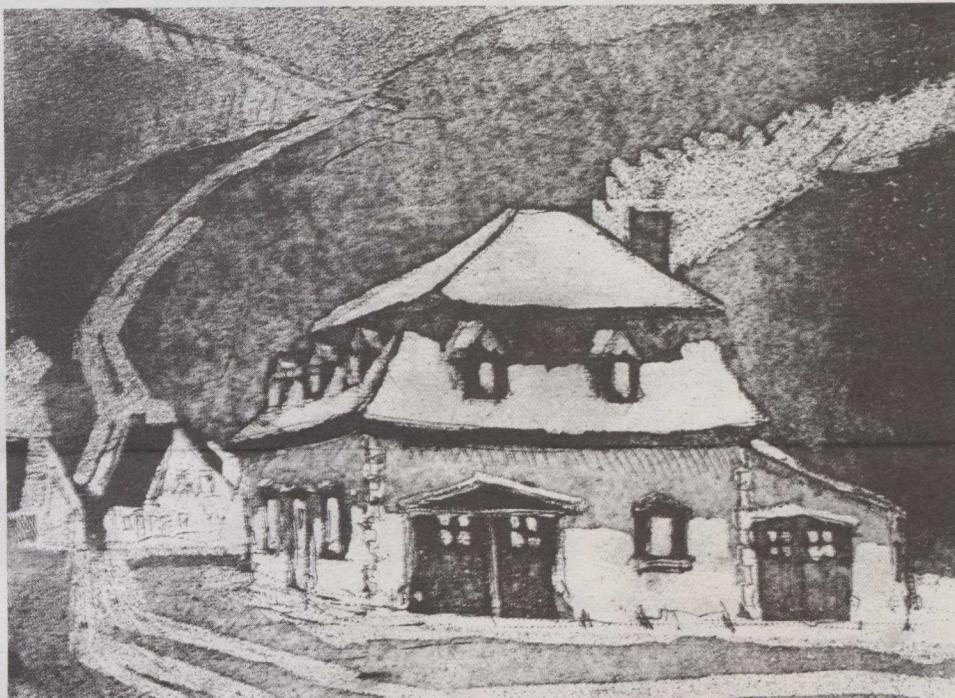
Once hailed as the father of the Canadian novel, author and teacher Hugh MacLennan is the subject for a one-hour television profile broadcast on the CBC-TV network. *Hugh MacLennan: Portrait of a Writer* was produced by the Canadian Broadcasting Corporation in association with the National Film Board.

Fondly remembered by thousands of graduates from Montreal's McGill University where he taught for three decades, Hugh MacLennan was also a pioneer of the Canadian literary movement. His first novel, *Barometer Rising*, was published in 1941 followed by almost a dozen novels, including *Two Solitudes* (1945) and *The Watch that Ends the Night* (1959).

By 1960 Hugh MacLennan had become the most popular writer in Canada and had won five Governor General's Awards for his works. However, when his novel *The Return of the Sphinx* came out in 1967, critics accused him of undermining the foundation of a new Canada because he predicted the nation was in trouble. In MacLennan's own words, "if two old cultures like the French and the English can't work together within a single national home without destroying each other, what chance have all the others got, in what has threatened to become a single-world society".

MacLennan, who is now 75, retired to his Quebec country home this year.

National Library of Canada features books by artists and printmakers



From Charlevoix: suite québécoise, with engravings by Albert Rousseau.

An exhibition featuring a selection of limited edition books and *livres d'artistes*, with illustrations by well known Canadian artists and printmakers, is currently on view at the National Library of Canada in Ottawa.

Third exhibit

The exhibition, entitled *Made in Canada III*, is the third in a series presenting Canadian *livres d'artistes*. It features works by Louis-Pierre Bougie, Ghitta Caiserman-Roth, Louise Gauthier-Mitchell, Friedhelm Lach, Adriano Lambe, Jean-Paul Lemieux, Norman McLaren, Monique Mercier, Don Phillips, Antoine Prévost, Hélène Richard, Albert Rousseau and Josette Trépanier.

A selection of prints from the collective album *Hommage à Albert Dumouchel* will also be shown.

Different styles shown

The artists have used a variety of styles and techniques, including lithography, silk screen printing, etching, copper and zinc engraving, and linocuts.

One section of the display will feature preliminary art work for two books published by Guy Robert: *Icare, ou le cycle des éléments*, with engravings by Adriano Lambe, and *Charlevoix: suite québécoise*, with engravings by the late Albert Rousseau. In both cases, original water-colour drawings, proofs of the engravings, and

the copper and zinc plates are shown.

All the works were produced within the last 12 years in limited editions of from 28 to 250 copies. The volumes on display are a small selection from the National Library's collection of *livres d'artistes*.

The exhibition will be on display until April 18.



From *Icare, ou le cycle des éléments*, with engravings by Adriano Lambe.

News briefs

Bell Canada has reported unaudited consolidated revenues of \$8.41 billion in 1982, up from \$7.39 billion from the previous year. The revenues, from telecommunications, manufacturing contracts and other operations, resulted in non-consolidated earnings of \$2.56 a common share, up slightly from \$2.54 from the previous 12 months.

More than 250 delegates and observers are expected to attend the first Canadian Mineral Outlook Conference to be held in Ottawa May 17-18. The conference will examine the general economic outlook affecting the industry including mineral policies, investment, taxation, resource base strategy, research and development and the impact on communities of changes in the industry. Many of the major minerals mined or smelted in Canada, including copper, nickel, lead, zinc, aluminum, gold, iron ore, asbestos and potash will also be examined. There will also be a discussion of international developments in minerals and the economic outlook as it could affect Canada.

The federal government has concluded an exploration agreement with Gulf Canada Resources Incorporated. The five-year agreement covers 637 000 hectares in the Beaufort Sea. Gulf, as the operator on these lands, will increase its drilling commitment beyond five wells and will spend more than \$1 billion in capital and operating costs. This is the second major agreement the federal government has signed for the Beaufort Sea and the third major agreement north of 60 degrees.

A unit of Northern Telecom Limited of Montreal has announced it received a contract worth more than \$100 million to supply fibre optics cable to MCI Communications Corporation of Washington. The contract could reach \$200 million over four years and is expected to create 100 jobs in the Saskatoon area, the prime fibre optics manufacturing site for Toronto-based Northern Telecom Canada Limited, a manufacturing arm of Northern Telecom.

Flyer Industries Limited of Winnipeg has been awarded a \$16-million contract to supply San Francisco with 110 diesel buses, according to company president Douglas MacKay. Although it will be another few days before the deal is officially signed, Mr. MacKay said the transaction had been approved by Washington, which provides a large amount of funding for bus purchases in the United States.



Manitoba Premier Howard Pawley and provincial Indian leaders sign a memorandum of understanding providing for joint examination of the fiscal relationship between the province and Indians and supporting the aspirations of Indians regarding self-determination. Signatories are (left to right): Chief Ernie Daniels of the Long Plains Band, Chief Joe Guy Wood of St. Theresa Point Band, Premier Pawley and Northern Affairs Minister Jay Cowan. Two of the witnesses to the agreement are Chief Allan Pratt of the Sioux Valley Band (standing, left) and Eiljah Harper, member of Legislature for Rupertsland.

Seven Ontario manufacturers participated in the Ontario Product Exhibit from January 31 to February 4 in London, England. The five-day trade show, organized and led by the Ontario Ministry of Industry and Trade, focused on home-improvement and "do-it-yourself" products. The ministry participated in a similar show in November in which \$40 000 worth of Ontario manufactured goods were sold and three agents were contracted as distributors for these products in England.

Export credits insurance claims rose for the fifth consecutive quarter in the fourth quarter of 1982, the Export Development Corporation (EDC) has announced. EDC paid 63 claims during the quarter ending December 31, 1982 compared to 51, 38, 31, 23 and 17 in the preceding five quarters. The total value of claims paid in 1982 was \$9.35 million compared to \$8.23 million in 1981 and the number of claims paid in 1982 was 183 compared to 138 the previous year.

Union Gas Limited of Chatham, Ontario has reported a net profit of \$13.7 million for the nine months ended December 31 or 20 cents a share, compared with \$12.1 million or 24 cents a share in the same period of 1981. The southwestern Ontario utility also reported third-quarter income of \$9.5 million or 22 cents a share.

A Romanian actress who lost an arm and a leg in a train accident can thank a Toronto restaurateur for allowing her to lead an almost normal life. Tibor Ferentzy heard of the plight of 24-year-old Eva Papp when he was visiting his homeland of Romania. The artificial limbs she had were not as sophisticated as those available at Sunnybrook Medical Centre in Toronto so when Ferentzy returned home, he appealed for funds for new limbs for the actress through the local Hungarian newspaper. He arranged for Mrs. Papp and her husband to come to Toronto, where the woman was fitted with the new prostheses.

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