

# News Release

Minister for  
International  
Trade



# Communiqué

Ministre du  
Commerce  
extérieur

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March 5, 1990.

## SCIENCE AND TECHNOLOGY COUNSELLORS TOUR PROMOTES TECHNOLOGY PARTNERSHIPS ABROAD

International Trade Minister John C. Crosbie announced today that Science and Technology Counsellors from Canadian embassies abroad will travel across Canada from March 5-16, 1990, to brief senior business, academic and government representatives about science and technology opportunities in their host countries.

Teams of Counsellors will tour 12 Canadian cities to provide an overview of opportunities in Japan, the U.S., the U.K., France, Federal Republic of Germany, Belgium, the Netherlands and the European Community, including European space activities. The Counsellors will also review major technology policy and program development in those countries.

"Identification of foreign market opportunities for Canadian business is a key element of the federal government's Going Global initiative," Mr. Crosbie said. "The Counsellors' tour is a prime example of the type of support the federal government provides to the private sector for international competitiveness, which in this case is focused on science and technology acquisition."

Going Global is a national initiative undertaken in partnership with other federal government departments and the private sector aimed at strengthening Canada's trading culture. One of the key steps being taken under this initiative is an increase of market development initiatives by External Affairs and International Trade Canada (EAITC) to assist Canadian firms to take advantage of opportunities in the three mega-markets of the U.S., the EC and the Asia-Pacific.

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Canada

As part of its emphasis on science and technology development, the federal government has endorsed the findings of the Canada-Japan Complementarity in Science and Technology study which recommended increased Canadian participation in world class Japanese programs and projects, improved access to Japanese technologies and industrial laboratories, and project collaboration aimed at strategic partnerships in key sectors. A Japan Science and Technology Fund is available to promote collaborative research projects, exchange of researchers, and joint workshops and symposia.

The Europe 1992 segment of the Going Global strategy is also intended to reinforce the Canadian infrastructure for international cooperation in science and technology. With this in view, EAITC will contribute financially to public and private sector initiatives to explore, establish or continue with European partners, joint projects in technological research and development. This support is combined with the services already provided by the Department to coordinate bilateral cooperation programs in science and technology with a number of European countries and the European Community.

EAITC's Technology Inflow Program (TIP) specifically promotes international trade in science and technology by assisting in the acquisition of foreign technologies needed to develop new or improved Canadian products, processes or services. TIP provides funding for exploratory and working visits by Canadian firms interested in acquiring foreign technologies. Technology Development Officers, who service this function in posts abroad, will be touring Canada in May.

The role of the Science and Technology Counsellor Network is to monitor scientific and technological developments overseas and to outline the usefulness of these developments for Canada. Counsellors facilitate cooperation in the field of science and technology by searching out contacts, making introductions, and locating foreign partners interested in arrangements such as joint ventures and research and development. Their contacts include government and private research organizations, universities and large corporations. Counsellors are also responsible for managing the technology transfer activities at their posts. They also gather information on specific science and technology areas, direct specialists to sources of more detailed information, and familiarize Canadian firms with the business practices and operations of science and technology organizations in foreign countries.

-3-

The meetings are being coordinated with International Trade Centres (ITC). Located in each province, the ITCs are operated by EAITC in conjunction with Industry, Science and Technology Canada. The attached schedule outlines the stops on the tour and contact telephone numbers at the appropriate ITC in each province.

- 30 -

For further information, media representatives should contact:

Media Relations Office  
External Affairs and International Trade Canada

(613) 995-1874

## SCIENCE AND TECHNOLOGY COUNSELLORS' 1990 CANADIAN TOUR

The meetings are being coordinated by EAITC's International Trade Centres (ITC) in each province, in conjunction with Industry, Science and Technology Canada, and are scheduled as follows:

1. **Ottawa, Ont.** March 5-6, Contact Paul Dufour at (613) 996-4160.
2. **Toronto, Ont.** March 7, Contact Odette Corbu at (416) 973-5056.
3. **Montreal, Que.** March 8, Contact Claude Lavoie at (514) 283-6796.
4. **Quebec City, Que.** March 9, Contact Claude Lavoie at (514) 283-6796.
5. **St. John's, Nfld.** March 12, Contact Bill Baker at (709) 772-2495.
6. **Winnipeg, Man.** March 12, Contact Tony van Rosmalen at (204) 983-2387.
7. **Halifax, N.S.** March 13, Contact Roy Sherwood at (902) 426-9362.
8. **Saskatoon, Sask.** March 13, Contact Dalton Tamney at (306) 975-5316.
9. **Charlottetown, P.E.I.** March 14, Contact Fraser Dickson at (902) 566-7443.
10. **Fredericton, N.B.** March 14, Contact Eric Anderson at (506) 857-6460.
11. **Edmonton, Alta.** March 15, Contact Neil van Bostelen at (403) 495-4414.
12. **Vancouver, B.C.** March 16, Contact Barry Oakley at (604) 666-1413.