

Canada Reports

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Prime Minister Brian Mulroney attended the Commonwealth Heads of Government Meeting in Nassau and the anniversary of the United Nations in New York in October, where he reasserted Canada's strong support for both organizations. (See story page 4.)

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More computer companies at COMDEX

Growing markets for Canadian companies resulting from exposure at recent computer trade fairs in the United States has prompted increased participation by the country's computer companies at COMDEX/FALL '85, being held in Las Vegas, November 20-24.

Products from 40 Canadian firms will give the computer industry, which is largely interested in export markets, important international exposure at the Canadian exhibit sponsored by the Department of External Affairs.

Previous success

The annual COMDEX/FALL show in Las Vegas is considered one of the major trade fairs for the North American computer industry and the 25 Canadian companies that participated in 1984 generated \$8.79 million in on-site sales with projections for an additional \$82 million. (See *Canada Weekly*, January 9, 1985.) Following this success, 16 companies participated for the first time in Atlanta, at COMDEX/SPRING '85, where \$144 200 in on-site sales were generated and almost \$14 million were projected over the next year.

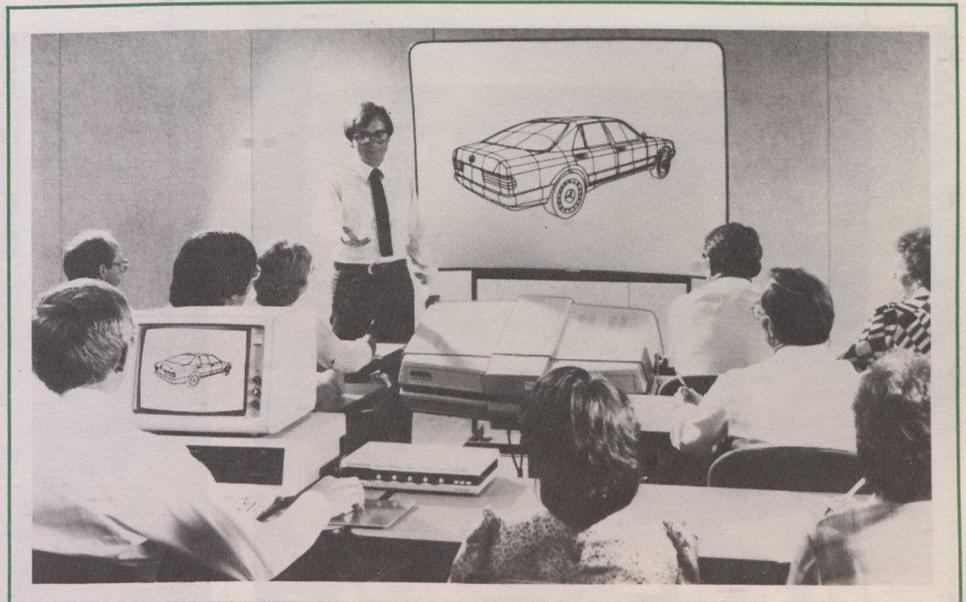
At the Canadian exhibit at COMDEX/FALL '85, the display will range from microcomputers to telecommunications systems, including colour graphics and multi-application video controllers.

Software packages are available for numerous applications from accounting, engineering, scientific and technical systems to small businesses, restaurants, professionals and farmers. Even a sophisticated football analysis program will be on view.

Computer-related goods vary from complete work stations to microcomputer accessories, protective cases for computer hardware and filters. Services include consulting and training as well as electronic mail, reproduction and packaging.

New products

The Canadian computer industry is continually developing new advanced products and a number will be introduced in Las Vegas. They include: Zante Information's ZIM 2.5, a fourth generation application development designed to extensively expand the capabilities of microcomputers; ZAP Logic's hard-



State-of-the-art data/graphics projection systems and high performance visual information systems from Electrohome have applications from the boardroom to the military.



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ware parallel expansion interfaces for IBM-PC compatibles; and a sales and invoicing module and interface for the LOTUS 1-2-3 from KIS Information Systems.

Other new products that will be on display are: BUSIBALANCE, a software accounting package designed to eliminate poor record keeping, from Computer Assisted Systems; CAD/CAM 2000, a third generation colour data/graphics projection system that accepts text from a wide range of terminals, from Electrohome; and SIM/SESSION, a multiple-session manager that allows users on VM and MVS systems up to 12 sessions on a single terminal, from Simware Inc.

Canadian participants

The companies that will represent Canada's computer industry in the exhibit at the Las Vegas trade fair are:

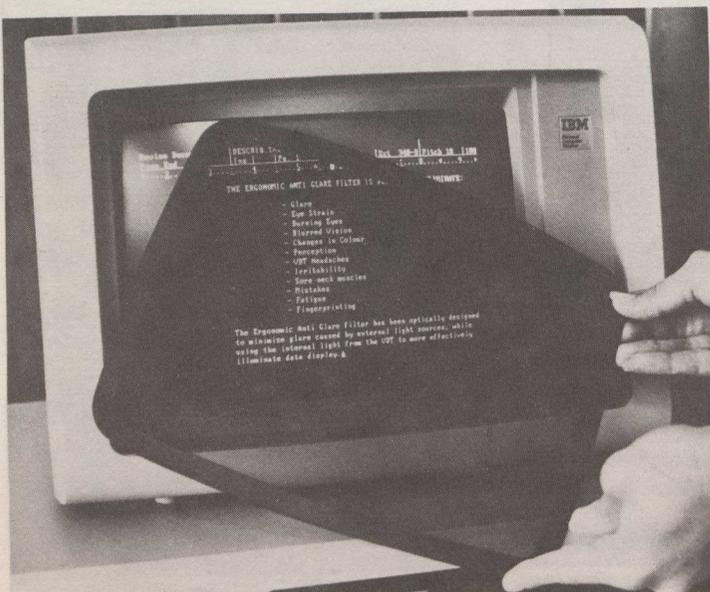
- Advanced Business Computer Systems International Inc. – Computer/point-of-sale technology for retailers;
- Aftek Business Machines Inc. – Personal computers and IBM peripherals;
- Alumni Computer Group Limited – Accounting and management software for consultants, legal offices and small businesses;
- Array Technology Inc. – Multi-application video controllers;
- Atlantis Software Corporation Limited – Macs, a business accounting system;
- Audisys Corp. – The Silent Partner multi-user accounting package;
- Brown Manufacturing Limited – High efficiency Switch Mode Power Supplies;
- CAPA Software Corp. – Accounting packages for specialized groups;
- Computer Assisted Systems Inc. – BUSIBALANCE business accounting systems;
- Computertime Network Corp. – Time-



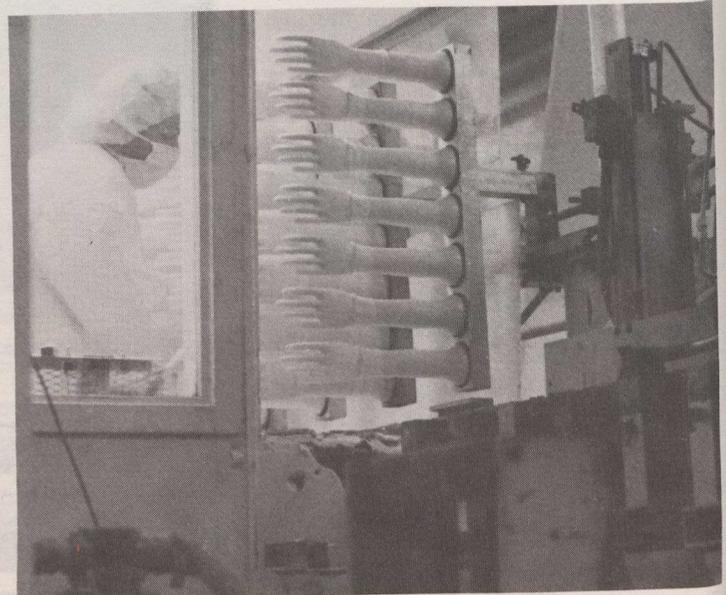
DAP Electronics is a leader in developing technology for hand-held microcomputers.

- sharing, technical and commercial services;
- DAP Electronics Canada Limited – MICROFLEX hand-held microcomputers;
- Didak Manufacturing Limited – Axiom-brand diskettes;
- Dynamic Custom Equipment Limited – Ergonomically designed computer furniture;
- Electrohome Limited – Data/graphics projection systems, visual information systems, and monochrome and colour monitors;
- Gamma Communications Corp. – Tele-Sketch telecommunications system;
- Hollister Technologies Inc. – Microcomputer products;
- Innovated Systems Technology Limited – Centraplex System;
- Interface Technologies Inc. – Peripheral interface products and “work-alikes”;
- International Service Group – Servicing of electronics equipment;

- Keynote Computer Products Inc. – ASCII text and graphics terminals;
- KIS Information Systems Inc. – Accounting software;
- Manta Industries Limited – Protective and carrying cases for electronic equipment;
- OMZIG Corporation – Hardware and software for personal computers;
- PERIPHLEX INC. – Computer accessories including anti-glare filters;
- Protocols Standards and Communication Inc. – Consulting and training services;
- Q4 Instruments Inc. – Computer peripherals;
- Quantum Software Systems Limited – Operating system software;
- Reach Industries Limited – Anti-Glare Filters, radar and X-ray displays and VDTs;
- Saturn Disq Inc. – Diskettes and reproduction and packaging services;
- Semi-Tech Microelectronics Corp. – 8-bit and 16-bit personal computers;
- Simware Inc. – Communications software;
- Spectrix Microsystems Inc. – Multi-user, multi-tasking computer systems;
- Switchcom Manufacturing Inc. – 300/1200 baud modem for personal computers;
- Sydney Development Corporation – Computer software for business and industry;
- Systems West Consultants Limited – Microcomputer software for accounting;
- TIAC Manufacturing Inc. – Computer systems for industry and commerce;
- Trimel Communications Inc. – GRIDSTAR football analysis program;
- Tycor Electronic Products Limited – AC powerline filters;
- Zante Information Inc. – ZIM, a complete application development tool; and
- ZAP Logic Corporation – Granny Smith Connection of expansion interfaces.



The Ergonomic Anti-Glare Filter from Reach Industries has been optically designed to minimize glare from external light sources.



The Centraplex System from Innovated Systems performs machine and control applications in hostile or sensitive environments.

Canada-Japan trade expansion

The ninth Japan-Canada dialogue held in Toronto was addressed by Minister for International Trade James Kelleher on October 28. The conferences are organized to increase understanding and expand commercial relations between the two countries and, in his speech, Mr. Kelleher said Canada's goal was the theme of the dialogue: "Opening Canadian and Japanese markets". He outlined existing trade relations and Canada's major initiative to expand trade in the Pacific Rim. Following are excerpts from his speech:

Japan is our second largest trading partner; we are your eleventh largest market and seventh largest supplier. In 1984 our exports to Japan were 70 per cent of all of our exports to Western Europe.

Canada is pleased to be recognized as a long-term, secure and stable source for such products as coal, aluminum, lumber, wood pulp, copper and canola. Indeed, these commodities accounted for 95 per cent of our export sales to Japan last year.



James Kelleher

policy framework that will meet our goal of economic renewal. Of particular importance are two energy accords, one for eastern Canada and one for the west....

Japanese initiatives

We welcome the liberalization policy announced by Prime Minister Nakasone in April. We welcome the Japanese government's announcement of July 30 containing the major elements of an action program to implement that policy. These initiatives point in the right direction. In particular, we welcome Japan's continued support for a new round of multilateral trade negotiations that would include trade in services....

In looking at where we go from here, we intend to take full advantage of the changes in the trade regime. However, we cannot depend on this alone to strengthen our bilateral economic ties with Japan.

Canadian initiatives

And we do intend to strengthen them.... We have launched a major initiative to expand our trade around the Pacific Rim, and

the Pacific starts with Japan.

Here are some of the things we have in mind. The federal government, working with the business community and provincial governments, will undertake several new initiatives this year to encourage and assist co-operation, particularly in the manufacturing sector, between Canadian and Japanese companies. These initiatives include new trade promotion activities to create joint Canadian and Japanese marketing activities in the North American, Japanese and third country markets.

We have also made several specific decisions aimed at strengthening the trade and economic relationships between our two countries. Two weeks ago, I announced the opening of a consulate general in Osaka. This office will be in operation before the end of the year. The Osaka opening can be seen not simply in the context of our bilateral relations with Japan. It is also part of the implementation of our national trade strategy — with its particular focus on Asia, the Pacific and the United States.

During the month of November alone, missions to Japan, jointly sponsored by my department and the Department of Regional Industrial Expansion, will include 40 Canadian auto parts companies, 16 manufacturers of industrial materials and ten large scale users of robotic manufacturing systems.

Later this year and early in 1986, missions in other sectors, including biotechnology, micro-electronics and space industries, will take place with the full co-operation of Japanese government authorities.

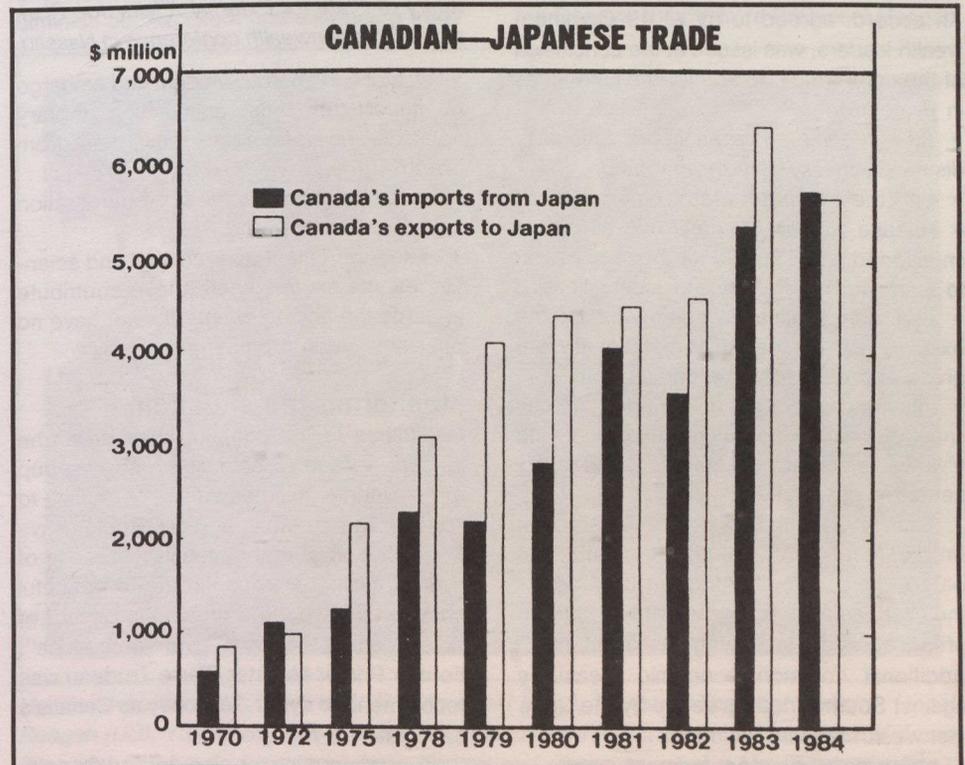
Bilateral investment

Canadian industry's commitment to the Japanese market is evident in the billions of dollars invested in plant and infrastructure to ensure our dependability. We are all aware of the substantial investments which have been made in the coal industry alone during the last 15 years....

In 1984 Japanese life insurance companies allocated 30 per cent of their foreign securities holdings to Canada — second only to the US, which got 35 per cent. The investment in Canada worked out to \$7.2 billion. At the same time, Canadians have become increasingly active in the Tokyo syndicated loan market. Eight provinces made long-term arrangements last year alone.

Direct Japanese investment in Canada totals \$1.3 billion. Our share of Japan's direct investment abroad, however, is not as high as it might be. It's 2.3 per cent, as against 27 per cent in the US and 5 per cent in Australia. My government is encouraged, of course, that many new plans for investment from Japan have been announced since the proclamation of the Investment Canada Act. One effect of this new legislation has been to make the Canadian market more accessible to Japanese companies.

Canada is presenting a freer business environment in other ways, as well. The changes we have made in the National Energy Policy are very important. Over the past year we have constructed an energy



Canadian foreign commitments reaffirmed

Canada's strong commitment to the Commonwealth, the United Nations and the Western Alliance were reasserted by Prime Minister Brian Mulroney while attending a number of important international meetings with other world leaders during the last two weeks of October.

The meetings included the Commonwealth Heads of Government Conference in Nassau; the anniversary of the United Nations in New York; meetings with leaders of the Western industrialized nations prior to the summit between US President Ronald Reagan and USSR General Secretary Mikhail Gorbachev; and bilateral meetings with world leaders in Nassau and New York.

Common Commonwealth program

In his opening statement to the Commonwealth leaders and representatives in Nassau, Mr. Mulroney said that Commonwealth countries must find "a common program of action to enable Commonwealth countries to signal together — without exception — that worldwide pressure against South Africa will be sustained until *apartheid* is ended".

As a result of the discussions during the conference, Mr. Mulroney said that "all participants agreed on the urgency of the situation in South Africa, the rightness of the struggle against *apartheid* and the need for a common and united front".

Commonwealth accord

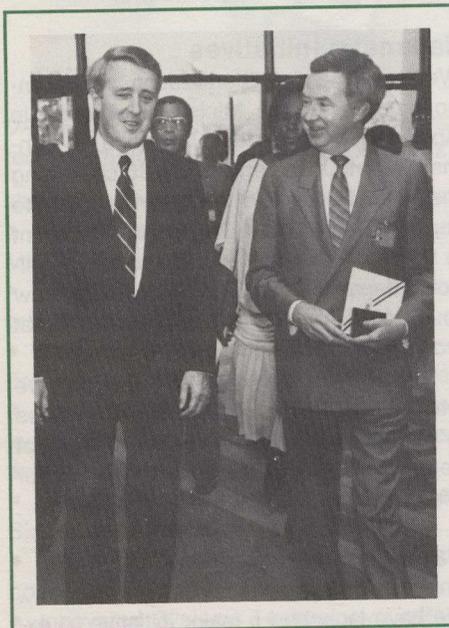
An accord, agreed to by all 49 Commonwealth leaders, was issued at the conclusion of the conference. It calls for the authorities in Pretoria to:

- take specific and meaningful actions to dismantle the system of *apartheid*;
- end the existing state of emergency;
- release Nelson Mandela and all others imprisoned and detained for their opposition to *apartheid*, immediately and unconditionally;
- establish political freedom and lift the existing ban on the African National Congress and other political parties; and
- initiate a process of dialogue across lines of colour, politics and religion with a view to establishing a non-racial and representative government.

Commonwealth support for the strictest enforcement of the mandatory arms embargo against South Africa as well as for the Gleneagles agreement of 1977 barring official sport contacts were also reaffirmed. Additional common economic measures against South Africa agreed to by the Commonwealth leaders included:

- a ban on all new government loans;

- a readiness to unilaterally take possible action to preclude the import of *krugerrands*;
- no government funding for trade missions or for participation in exhibitions and trade fairs in South Africa;
- a ban on the sale and export of computer equipment capable of use by South Africa military forces, police or security forces;
- a ban on new contracts for nuclear goods, materials and technology;
- a ban on the sale and export of oil;



Prime Minister Brian Mulroney (left) with Secretary of State for External Affairs Joe Clark at the Commonwealth conference in Nassau.

- a strict and rigorously controlled embargo on imports of arms, ammunition, military vehicles and para-military equipment from South Africa;
- an embargo on all military co-operation with South Africa; and
- discouragement of all cultural and scientific events except where these contribute towards the ending of *apartheid* or have no possible role in promoting it.

Monitoring the situation

In addition to the common measures, the leaders agreed to establish a small group of "eminent Commonwealth persons" to "encourage through all practicable ways the evolution of that necessary process of political dialogue to contribute to peaceful change and avoid the dreadful prospect of violent conflict that looms over South Africa". Former Prime Minister Pierre Trudeau was recommended by Mr. Mulroney as Canada's candidate for the group.

The prime minister also agreed to parti-

cipate with the president of Zambia, and the prime ministers of Australia, Bahamas, India, Britain and Zimbabwe, in a co-ordinating group of Commonwealth leaders, to oversee the work of the contact group and to monitor progress towards the dismantling of *apartheid*. They expect to meet in six months to review the situation in South Africa.

Mr. Mulroney said that if the response by South Africa is positive, the Commonwealth will closely monitor both the nature and pace of reform. If the response is negative, however, "then we will have no recourse but to consider additional sanctions against South Africa, either in concert with other Commonwealth countries, or alone", he said.

Economic considerations

Another major issue considered by Commonwealth leaders was the current international economic situation.

In the lead statement on this issue, Mr. Mulroney reported that at the recent World Bank/International Monetary Fund meetings in Seoul, Canada was successful in maintaining preferential lending conditions under the International Development Association for smaller Commonwealth Caribbean countries. He also stated that Canada would increase resources for the integration of women's concerns in Commonwealth activities.

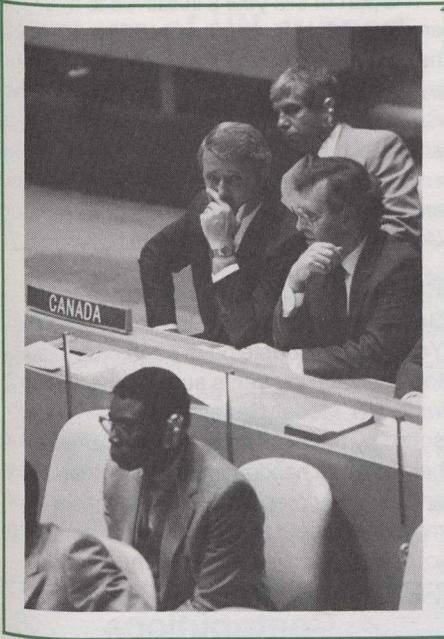
In addition, Mr. Mulroney advised Commonwealth leaders that Canada would contribute \$50 million over the next three years to the Commonwealth Fund for Technical Co-operation.

Caribbean leaders meeting

In Nassau, Mr. Mulroney met with the leaders of the Commonwealth Caribbean, to advise them that Canada has responded with a wide variety of practical and concrete measures to their request in Jamaica last February for co-operation in dealing with trade problems

They include:

- the establishment of a one way, duty-free trade arrangement that will cover 99 per cent of Caribbean exports to Canada;
- an amendment to Canadian legislation that will permit the bottling of unblended rum in Canada;
- the development of a sourcing directory of Commonwealth Caribbean manufacturing and export capacity to assist Caribbean exports to Canada;
- the establishment of a system to enable Caribbean trade commissioners access to all area offices of the federal Department of Regional Industrial Expansion; and
- 50 new scholarships in Canada for students from the Commonwealth Caribbean area.



Mr. Mulroney and Canada's Ambassador to the UN Stephen Lewis at the United Nations General Assembly in New York.

In addition, air agreements between Canada and the governments of Jamaica, Barbados and St. Kitts-Nevis were signed in Nassau.

At the close of the conference, Mr. Mulroney announced that the 1987 Commonwealth Summit will be held in Canada, possibly in Vancouver.

United Nations address

Speaking to the UN General Assembly on October 23, Mr. Mulroney reconfirmed the central role of both multilateral diplomacy and the UN in Canadian foreign policy. Further, he expressed hope, on behalf of all Canadians, that there will be a significant reduction in nuclear arms as a result of the Geneva talks between President Reagan and General Secretary Gorbachev, November 19-20.

Regarding South Africa, Mr. Mulroney said international condemnation of *apartheid* is beginning to have an impact. "Already the opposition of the business community to *apartheid* is unprecedented. The combination of internal dissent and external condemnation is obviously taking its toll on the government," he said.

If there is no fundamental change in South Africa, the prime minister continued, "we are prepared to invoke total sanctions against that country and its repressive régime". He added that "if there is no progress in the dismantling of *apartheid*, our relations with South Africa may have to be severed absolutely".

In light of continuing incidents of international terrorism, he called for strong and cooperative action among nations.

Finally, both in his address at the UN and later in a separate ceremony for the United Nations Children's Fund, the prime minister confirmed that Canada had committed an additional \$25 million to the UN target of world-wide universal immunization by 1990. If the target is reached, the lives of as many as five million infants and children will be saved each year.

Bilateral meetings

Mr. Mulroney and President Reagan discussed several issues of common concern including a comprehensive bilateral trade agreement. Mr. Mulroney said that both leaders agreed to do everything possible "to prevent protectionist pressure in any one sector from clouding the atmosphere required for successfully negotiating the kind of broad agreement we would both like to see".

The leaders will hold their next meeting in Washington in March 18, when they will discuss the report on acid rain prepared by special envoys Bill Davis and Drew Lewis.

Mr. Mulroney announced that he had accepted an invitation from Prime Minister Yasuhiro Nakasone to make an official visit to Japan following the economic summit in Tokyo next spring. The two leaders met to discuss economic and political issues and Mr. Mulroney said he "outlined the government's objectives in seeking a comprehensive trade agreement with the US. He added that he had assured Mr. Nakasone "that such an arrangement would be fully consistent with our General Agreement on Tariffs and Trade obligations and would in no way diminish our excellent and expanding trade

and political relations with Japan".

In another meeting with Israeli Prime Minister Shimon Peres, Mr. Mulroney discussed possible joint co-operation in civilian research and development projects. In addition, Mr. Mulroney assured Mr. Peres of Canada's "strong and unwavering support" to the commitment by the Israeli prime minister and King Hussein in the pursuit of a just and fair-minded negotiated peace settlement in the Middle East. Mr. Mulroney also agreed to make an official visit to Israel.

Summit views

In two sessions with President Reagan and the leaders of five of the principal allies of the US, including Canada, views were exchanged on the forthcoming meeting between the president and General Secretary Gorbachev in Geneva. It will be the first meeting at the summit between leaders of the US and USSR in six years.

Mr. Mulroney said that President Reagan would carry the hopes and expectations of all the Western countries to Geneva. He added that the president "agreed that progress in arms control and disarmament is central and vital, but equally, he shares the view, that, if progress is to be made on the central issue, all other issues that bear upon it will have to be considered — among others; human rights, trade and cultural relations and regional issues".

The prime minister also stated that he and other leaders of the North Atlantic Treaty Organization would meet in Brussels on November 21 to receive a full de-briefing on the Geneva summit from President Reagan.



Heads of government (from left): Bettino Craxi (Italy), Margaret Thatcher (Britain), Ronald Reagan (US), Yasuhiro Nakasone (Japan), Helmut Kohl (West Germany) and Brian Mulroney (Canada), exchanged views on arms control and disarmament at a New York meeting.

Canada and the United Nations

From the outset, 40 years ago, Canada has been a strong supporter and active member in the United Nations and many of its associated bodies and agencies.

The Canadian delegation at the San Francisco Conference in 1945 was led by Prime Minister William Lyon Mackenzie King and included Justice Minister Louis Saint-Laurent and Canada's US Ambassador Lester Pearson. They were among those who pressed for a charter projecting those principles recognized as basic within national democratic societies and on which their security and stability rested.

Peacekeeping

Over the years, Canada has been very active in the peacekeeping efforts of the UN.

In the Suez crisis in 1958, the Canadian delegation, led by Lester B. Pearson, then Secretary of State for External Affairs, negotiated an arrangement which avoided armed confrontation and resulted in the formation of the first UN Emergency Force (UNEF I).

Canada is the only UN member that participated in all the 11 peacekeeping operations organized by the UN between 1945 and 1975. To date Canada has taken part in 16 of the 17 peacekeeping operations and two independent operations in Indochina and Korea.

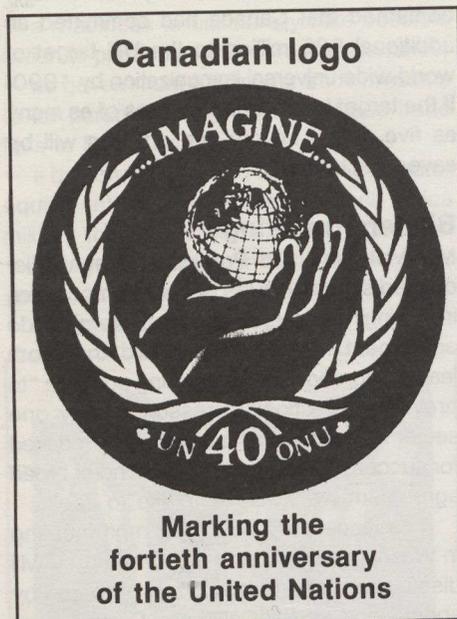
Today there are Canadian troops in the UN peacekeeping force in Cyprus, in the UN force in charge of observing the disengagement of Israeli and Syrian forces in the Golan Heights and in the United Nations Truce Supervision Organization.

Disarmament and arms control are considered of the utmost importance, and Canada is an active participant in all UN activities related to them. A number of arms control and disarmament agreements negotiated in the UN have been signed by Canada.

As a member of the International Atomic Energy Agency (IAEA), Canada has recommended the creation of effective guarantees against the diversion for military purposes of the materials and technology used in nuclear reactors.

Aid to children and refugees

Canada was a founding member of the United Nations Children's Fund (UNICEF) and has strongly supported its programs in the areas of health, food, social services, education and other essential services. In 1984 Canada stood sixth among donors to UNICEF. In 1983-84 its contribution was \$14.5 million and an additional \$11 million was contributed by individual Canadians.



Since its founding in 1951, Canada has been a member of the administration of the High Commission for Refugees (HCR). In 1983 Canada gave \$5 million to the regular program of the HCR.

Human rights

Canada has participated actively in the annual sessions of the Commission on Human Rights. As a result of a Canadian initiative in 1984, the Commission examined reports on the imposition of states of siege or emergency, which tend to threaten human rights. In addition, Canada obtained a consensus on resolutions dealing with persons detained for holding or peacefully expressing their beliefs, and on continuing efforts to improve ways to deal with, and if possible prevent, mass exodus of persons from any state as a result of violations of human rights.

A few of the UN institutions in which Canada has played a primary role in the formation and continues to actively support are: the Food and Agriculture Organization, which was founded in Quebec City (Canada is the main contributor); the International Labour Organization; the World Health Organization; the United Nations Educational, Scientific and Cultural Organization; the International Civil Aviation Organization (ICAO) (headquartered in Montreal); the International Telecommunications Union and the World Meteorological Organization.

Over-all Canada ranks eighth among financial contributors to the United Nations. In all, Canada contributed \$355 million last year, ranging from \$125 million for the World Food Program to \$7 million for the UN peacekeeping force in Cyprus.

As part of this year's initiatives to mark the anniversary of the United Nations, Canada has launched a number of projects and events to increase public awareness within Canada on the UN. They include seminars and public speeches on the United Nations and the pressing problems on its agenda and an anniversary publication, *Canada and the United Nations: 1945-1985*.

Participation by youth

Because 1985 is also International Youth Year, young people have been encouraged to participate in events such as the country-wide UN Model General Assembly, sponsored by the UN Association in Canada and held at ICAO headquarters in Montreal. New and specially prepared comprehensive information kits about the UN have also been sent to schools across the country.

Contributions to the UN, 1983-84

Voluntary-funded activities	
	\$000 (Cdn)
World Food Program (WFP)	125 000
UN Development Program (UNDP)	59 000
International Emergency Food Reserve (IEFR)	21 500
UN High Commissioner for Refugees (UNHCR)	18 400
UNICEF	14 500
International Fund for Agricultural Development (IFAD)	14 000
UN Fund for Population Activities (UNFPA)	10 250
UN Relief and Works Agency for Palestine Refugees	8 500
Office of the UN Disaster Relief Co-ordinator (UNDRO)	1 981
UN Environment Program (UNEP)	992
Commission on Human Settlements (HABITAT)	530
UN Fund for Drug Abuse Control (UNFDAC)	303
UN Peacekeeping	
UN Force in Cyprus (UNFICYP)	7 000
UN Interim Force in Lebanon (UNIFIL)	5 471
UN Disengagement Observer Force (UNDOF)	1 324
UN Truce Supervision Organization (UNTSO)	211

Message of UN support

Secretary of State for External Affairs Joe Clark sent a message of congratulations on behalf of Canada, to UN Secretary-General Javier Pérez de Cuéllar, to mark the occasion of the fortieth anniversary of the founding of the United Nations on October 24.

Mr. Clark praised Mr. Cuéllar's initiative in urging member states to recommit themselves to the principles of the UN Charter and said "Canada views this anniversary as an opportunity for strengthening the UN".

The message continues:

"We have been seeking practical ways to do this, among which we count the refocussing of the UN's political mandate in its political organs, improving the UN's management, and rationalizing the work of the Security Council and the General Assembly. To succeed will require the united effort of all member states to strengthen the UN and its system."

Disarmament week

With the start of UN Disarmament Week on October 24, Mr. Clark also issued a statement renewing Canada's commitment to the pursuit of progress in the arms control and disarmament field. "This will continue to be a matter of the highest priority for the Canadian government," he said.

He stressed that there is renewed hope for the negotiating process as a means of establishing international peace and security. Canada is committed to that process he said and has developed a Program of Action to develop practical solutions to specific negotiating problems and intensify "communication at the political level in support of positive and serious negotiations".

The statement continues: "Our objective in this respect is clear. We want to eliminate the danger of war in the nuclear age. Our aim is no less than to help ensure the survival of mankind."

Canadian programs

Mr. Clark added that the government will increase public awareness in Canada through the Disarmament Fund, which totals \$700 000; the Consultative Group on Disarmament and Arms Control Affairs, which meets regularly with the Ambassador for Disarmament Douglas Roche; and a new publication the *Disarmament Bulletin*.

At the international level, Canada will again this year support the objectives of the United Nations' World Disarmament Campaign through a contribution of \$100 000. Canada has made two previous contributions of \$100 000 each.

Quebec-New England power pact



Quebec Premier Pierre Marc Johnson (right) shakes hands with New Hampshire Governor John Sununu after signing the Hydro-Quebec contract in Montreal.

Hydro-Quebec signed a multi-billion-dollar contract in Montreal on October 14, to sell 70 billion kilowatt-hours of guaranteed energy to the New England Power Pool over ten years beginning in 1990.

The signing of the contract, the largest sales commitment in Hydro-Quebec's history, followed an agreement in June 1984, between the Quebec-owned utility and the

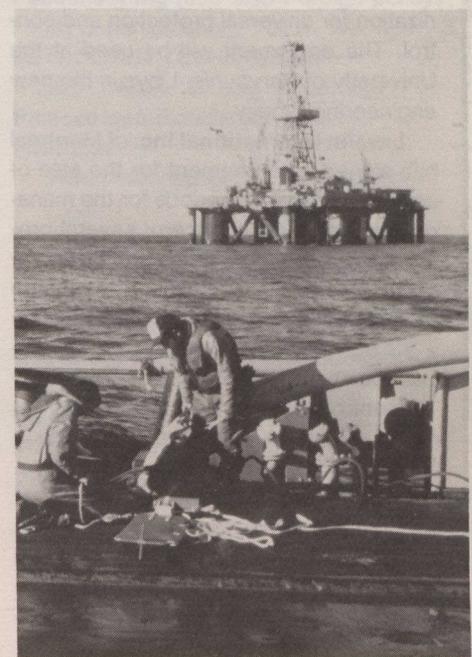
New England states. The contract also follows another signed in March 1983, for the sale of 33 billion kilowatt-hours of surplus electricity over 11 years, starting in 1986.

Under the contract the New England utilities will pay for seven billion kilowatt-hours in each year of the decade. Hydro-Quebec estimates its gross revenue from the contract will be about \$3 billion (US).

Petroleum products in Perth

Twenty-four Canadian companies representing the country's petroleum industry will present the latest advances in equipment as well as expert consulting services in all areas of oil and gas engineering at PETROLEUM TECHNOLOGY AUSTRALIA '85 in Perth, November 26 to 29.

The products on display will include oceanographic mapping and environmental services; mobile radio systems; skimmers for oil-spill clean-up; hyperbaric chambers; safety and survival systems; and computer systems for central monitoring and control from wellhead to terminal. Heavy equipment manufacturers will display oil well drilling and servicing rigs, pumps and compressors, converters, inverters, turbines and other industry-related machinery. Canadian innovations include a high impact welding process for large-size high-pressure gas transmission pipes and diving suits for use in depths up to 225 metres without decompression requirements.



Dobrocky Seatech, one of the Canadian firms in Perth, offers sophisticated environmental and oceanographic studies.

Trade update

Cognos Inc., an Ottawa, Ontario computer software company, has opened an Australian subsidiary with offices in Melbourne and Sydney, to support its base of more than 100 customers in the country. The Australian subsidiary is expected to generate \$2.5 million in revenues in its first year. Cognos also has subsidiaries in the US and France.

Comeau's Sea Foods Limited of Sault Ste. Marie, Nova Scotia and Connors Brothers Limited of Black's Harbour, New Brunswick have been awarded contracts totalling \$662 000 (Cdn) from the Canadian Commercial Corporation (CCC) to supply 920 tonnes of salted herring to Fischimpex of Rostock, German Democratic Republic. It is the third such contract, signed by the CCC and Germany in the last two years.

DIPIX Systems Limited of Nepean, Ontario has sold its *Aries-III* satellite image analysis system, worth \$425 000, to Terra Control Technologies of Malaysia. DIPIX had previously signed distribution agreements with firms in Thailand and Indonesia. The systems, which enhance and process photographic images taken by orbiting satellites, are used in resource exploration and environmental applications.

Electrical Testing Instruments Limited of Scarborough, Ontario has received a \$51 310 contract through the Canadian Commercial Corporation to supply test equipment to the United Nations Educational, Scientific and Cultural Organization for universal protection and control. The equipment will be used at the University of Garyounis, Libya in the new engineering faculty.

Lavalin International Inc. of Montreal has signed an agreement for the sale of services and related goods for the management and maintenance of several projects in Algeria which it has recently undertaken. The sale is being supported by the Export Development Corporation through a \$3.83-million (Cdn) line of credit with Banque Algérienne de Développement.

Monarch Industries Limited of Winnipeg, Manitoba has been awarded a \$42 000 (US) contract through the Canadian Commercial Corporation to supply submersible pumps to the United Nations Development Program. The pumps will be shipped to Nicaragua as part of an irrigation project currently being conducted in the Managuan area.

Norstar Instruments Limited of Calgary, Alberta, a subsidiary of Nortech Sur-

veys (Canada) Inc., has signed a ten-year deal with Stanford Telecommunications Inc. of Santa Clara, California, to provide components for the *Norstar 1000* G.P.S. receiver. The *Norstar 1000* is a multi-purpose instrument for navigation and positioning applications on land, sea or air.

Ontario Hydro has been awarded a \$9.788 million, five-year project to train electrical transmission maintenance workers in Pakistan. Under the program, funded by the Canadian International Development Agency, Ontario Hydro will train staff of Pakistan's Water and Power Development Authority to maintain and service the country's 500 KV high voltage transmission system.

Sydney Development Corp. of Vancouver, B. C. has signed a letter of intent with a unit of China State Shipbuilding Corp. for a joint venture in research, development and marketing of computer-related products and services in China. The venture will provide software development, consulting and computer training services to Chinese and overseas customers. Sydney Development will also act as an agent to aid the transfer to information, technologies, products and services to China.

The Toronto Stock Exchange (TSE) and the Paris Bourse have signed a licensing agreement valued at more than \$1.1 million, allowing the use of TSE's Computer-Assisted Trading System (CATS) in France for a period of 99 years. CATS, one of the most advanced trading systems in the world, allows brokers to execute trades at the touch of a button as it automatically updates the market, sends a confirmation to buyer and seller and retains a record for settling the trade.

Wladimir Talanczuk Aircraft Manufacturing Limited of Edmonton has entered into a joint venture agreement with Beijing Chang Feng Aircraft Manufacturing, a leading Chinese aerospace corporation, to produce 500 ultralight agricultural spray planes a year for the next five years. The deal is a major breakthrough in trade with China that could eventually be worth more than \$6.5 million (US). The *WT-12 Agroplane* is a rugged utility ultralight designed for long hours of operation in primitive conditions. Besides its agricultural function, it can be converted for tasks such as flight training, search and rescue missions, police work, aerial photography, pipeline and utility corridor maintenance, or livestock and wildlife observation.

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News briefs

External Relations Minister Monique Vézina has announced that Canada will provide \$450 000 through the Canadian International Development Agency to assist victims of the on-going armed conflicts in Lebanon. Canada has provided more than \$4 million in emergency aid to victims of the conflict since 1982.

Quebec Agriculture Minister Jean Garon has announced that a \$38-million farm will be built on the site of Expo 67. The provincial government expects the farm will help make Montreal the main distribution centre in eastern North America for agricultural and sea food products.

Uranium production increased by almost 50 per cent to 10 790 tonnes in Canada in 1984, according to a recent review of energy use by British Petroleum. During the year, Canada had more than a quarter of the non-Communist world's production and was the world's largest uranium exporter. The yield was more than triple the amount from Canadian mines a decade ago.

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Canada 

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