



communiqué

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VISIT OF THE MINISTER FOR INTERNATIONAL TRADE TO NEW ZEALAND AND AUSTRALIA

The Minister for International Trade, James Kelleher, will lead a delegation of senior Canadian business people to New Zealand and Australia from November 1st to 9th, 1985.

The purpose of Mr. Kelleher's mission will be to further Canadian commercial and economic objectives in two of our most important Pacific Rim markets. In announcing his mission, the Minister 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."

On a per capita basis, Canadian exports to New Zealand are the highest in the Pacific Rim, and sales to Australia last year exceeded Cdn \$600 million. These efforts were composed mainly of processed and fully manufactured products.

Mr. Kelleher and his mission will travel to New Zealand on CP Air's inaugural flight re-establishing direct service between Canada and Auckland, New Zealand, address a meeting of the Auckland Chamber of Commerce and then travel to Wellington to meet with Prime Minister Lange and key economic ministers of his government.

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In Australia, following a visit to Canberra during which Mr. Kelleher will meet with Prime Minister Hawke and the Australian Ministers of Trade and Communications, his mission will travel to Melbourne and Sydney. In these centres the Minister will, among other things, deliver a keynote address at a seminar jointly organized by the Department of External Affairs, Investment Canada, the Australian Department of Trade and the local chambers of commerce. These "Doing Business with Canada" Seminars will be chaired by Mr. Frank Petrie, President of the Canadian Export Association, and will include speakers from Touche Ross of Canada, the Toronto law firm of Osler, Hoskin and Harcourt, Investment Canada, as well as representatives of the Australian Government and private sector.

The visit to Australia is in response to an agreement made between Prime Ministers Hawke and Mulroney to increase trade and industrial cooperation between the two countries.

Attached is pertinent information on the bilateral trade and economic relations of the two countries to be visited on this trip. A list of the Canadian business people who will accompany Mr. Kelleher is also attached.

Contact:

Jean Boisjoli
Special Assistant (Communications)
Minister for International Trade
(613) 992-7332

Denis Comeau
Deputy Spokesman
(International Trade)
(613) 995-1874

MINISTERIAL MISSION TO AUSTRALIA AND NEW ZEALAND

List of business participants (Oct. 23, 1985)

- Mr. F.R. Petrie
President
Canadian Export Association
Ottawa, Ontario
- Mr. M. Hunter
President
Fisheries Council of British Columbia
Vancouver, British Columbia
- Mr. Keith Brockelsby
Director of Marketing
International Identification Systems
Edmonton, Alberta
- Mr. R.S. Malinowski
Vice-president
Leon Ram Enterprises Incorporated
Yorkton, Saskatchewan
- Mr. J.M. Stewart
President and General Manager
Raytheon Canada Limited
Waterloo, Ontario
- Mr. Edward McLean
President
Connors Brothers Limited
Black's Harbour, New Brunswick
- Mr. Glen T. Fisher
President and Chief Executive Officer
Canadian Pacific Consulting Services Limited
Montreal, Québec
- Mr. Gerrit Maureau
Vice-President
Aberford Resources
Calgary, Alberta
- Mr. N.R. Dusting
Vice-President
British Columbia Council of Forest Industries
Vancouver, British Columbia

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Mr. John Dew
President & Chief Executive Officer
Kilborn Engineering Limited
Toronto, Ontario

Mr. D.M. Beaupré
President
SR Telecom Incorporated
St. Laurent, Québec