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# CANADA IN WESTERN AUSTRALIA



THE OFFICIAL OPENING OF THE CANADIAN CONSULATE GENERAL - PERTH



## CANADA IN WESTERN AUSTRALIA



*The pouring of a gold bar — the culmination of operations at Whim Creek's Haveluck Mine at Meekatharra.*

In 1885 and the years immediately following, the Canadian parliament voted the sum of \$10,000 for "commercial agencies." This annual allocation was to be used, explained the Minister of Finance in the supply debate in 1886 "to establish agencies at points with which trade can be cultivated, and to send out gentlemen with the capabilities of this country to cultivate trade abroad." The agents were mostly businessmen who, in return for their part-time services accepted an honorarium of \$250 per annum. The first full time salaried agent, however, was sent to Australia, in 1895. In this publication, "Canada in Western Australia" produced to mark the opening of the Canadian Consulate General in Perth, we give you some background to the development of Canadian representation in Australia and outline projects being undertaken by Canadian firms in the West.

The major decision to establish a Consulate General in Western Australia stemmed from a visit by Canada's Minister for Trade, the Honourable Ed Lumley in May 1980. Speaking to Australian and Canadian businessmen during his visit to Perth, the Minister said, "We are watching with interest your plans for further developing uranium, nickel, iron ore and

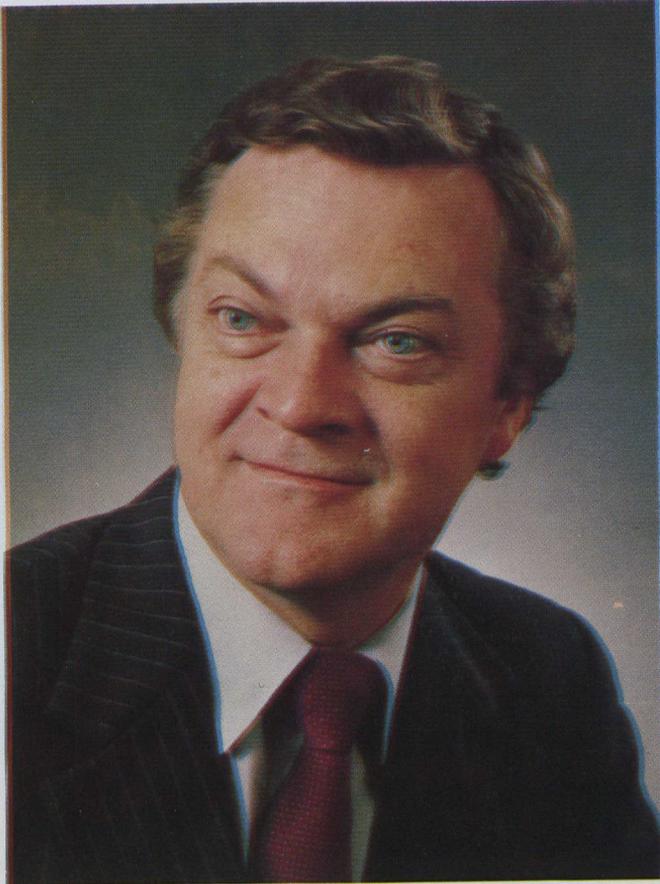
aluminium. We have many parallel developments in Canada and we feel that we have the potential to work with you in sharing technology and equipment. This could be done on a direct sales basis or through licensing/joint ventures and other co-operative agreements. Clearly, the tremendous resource developments planned and under way in Western Australia will provide numerous opportunities for expanding your industrial base. Given your human and financial limitations, we assume you will want to concentrate on those areas providing the greatest long-term benefit and we will encourage Canadian firms to explore technology transfers, joint ventures and other investment opportunities."

Last year trade missions from Ontario, Quebec, Nova Scotia and Alberta visited Perth. In fact, Canada has recently sent more trade missions to Western Australia than has any country currently having resident commercial representation.

Perth has become a major focus in the global economic strategies of the world's leading businesses, and Canada's Consulate General will ensure that Canada is part of this exciting new frontier.

## MESSAGE FROM THE HIGH COMMISSIONER

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*His Excellency the High Commissioner for Canada,  
Raymond C. Anderson.*

A significant step in Canadian-Australian trade relations is taking place this year in Perth, with the establishment of a Consulate General. This is the first significant change in our representation since the appointment of Canada's first High Commissioner to Australia, over forty years ago. The establishment of a Consulate General in the Western Australian Capital is indicative of an expanding relationship between our two countries, and indicative of the importance that Canada places on further developing that mutually beneficial relationship.

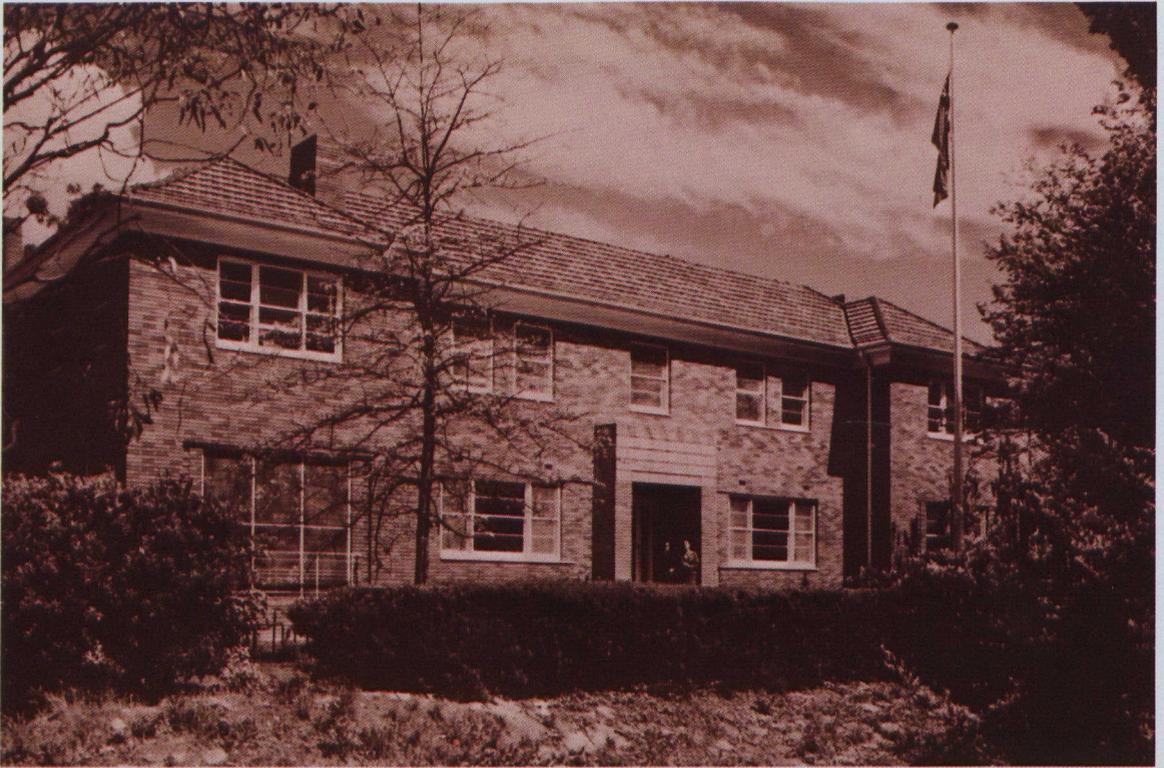
There is much we can share in knowledge and experience in many fields of endeavour — in resource development, high technology, satellite communication, agriculture, transport and cultural development.

I am confident that the community of Western Australia in the broadest interpretation of the word will welcome the opening of the Consulate General, and will make full use of the services it will provide.

A handwritten signature in black ink that reads "R. Anderson". The signature is written in a cursive, flowing style with a large initial "R".

High Commissioner for Canada

## CANADA'S REPRESENTATION IN AUSTRALIA



*Casey House, the Canadian High Commission building 1940-1963. When the High Commission was first established, only the first floor was rented.*

“Received warmest welcome and delighted with place, people and climate.” That was part of the first telegram sent to Ottawa by the first High Commissioner appointed to Australia, Charles J. Burchell, on December 30, 1940, after sailing to Australia on “the Mariposa.” There have been thirteen Canadian High Commissioners appointed to Australia since then and most would have echoed the remarks of Mr. Burchell.

Canadian representation in Australia, however, commenced long before 1940, with the appointment of John Short Larke in 1895. The Honourable M. Bowell, Minister for Trade and Commerce in recommending Mr. Larke said, “In order to make our venture in establishing the Australian line a success, it is absolutely necessary to have a resident agent in Sydney, at least for some little time, in order to supply the information for which I am almost daily asked by those who contemplate doing business in Australia. I know of no man in Canada so well fitted for this position as Larke, he having a thorough knowledge of the manufacturing and other resources of the country, and what is of equal or greater importance, he is an enthusiast on the extension of Canadian trade.

On his arrival in Australia in January 1895, Larke told the press, “My mission if you like to call it such, is a very simple one; it is simply to promote trade between Canada and Australia, and I am interested in assisting, if I can, the Australian people in finding markets in Canada.” It is a lot less simple today, but Larke’s statement certainly sums up what two-way trade is all about. John Larke did not confine himself to selling Canadian goods but also worked for the

improvement of the climate in which those goods had to be sold.

Larke covered Australia and New Zealand alone until 1903 when a second commercial agent was appointed. D.H. Ross opened an office in Melbourne which had become the temporary seat of government of the Australian Commonwealth in 1901. Ross looked after Victoria, South Australia, Western Australia and Tasmania, while Larke’s territory was Queensland, New South Wales and New Zealand. D.H. Ross became a partner in an agency in Brisbane, which gradually grew into a large wholesale drug business, and before his appointment as commercial agent, had established a branch in Sydney, so he possessed an excellent knowledge of Australia, its business methods and commercial conditions. Larke and Ross continued to be diligent reporters throughout the first decade of the 1900’s and the department’s monthly report and later the weekly report carried their contributions regularly. John Larke died in 1910 and his family stayed on to pioneer a major automotive dealership in Australia — but that’s another story.

D.H. Ross represented Canada as a commercial agent and later, when the title was changed, as Trade Commissioner until 1934 and retired in Australia.

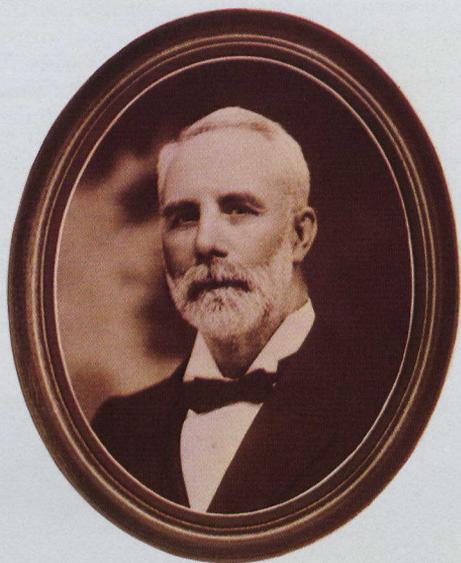
The posts in Sydney and Melbourne were designated Consulates General in April 1973.

The High Commission as previously mentioned opened in 1940 in Canberra in rented premises and moved to its own building in 1963.

Why then a new Consulate General in the West? Canada has become an important source of foreign

## THE PIONEERS

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*J.S. Larke*

John S. Larke was born near Stratton, Cornwall, England, in 1840 and went to Canada as a child and settled in Oshawa. He was educated in public and high schools in Oshawa and Victoria University, Cobourg. He began his working life as a school teacher and later became Principal. A few years later he branched into journalism and bought into the "Oshawa Vindicator." He came to Sydney in 1895 as Canada's first commercial agent and remained there until his death in 1910 while still in the service of his country.

*D.H. Ross*

Mr. D.H. Ross represented Canada in Australia for 30 years. Born in Englishtown, Nova Scotia, Mr. Ross spent some time in New Zealand before coming to Australia to establish a business and then take up an appointment first as commercial agent and later Trade Commissioner. He retired in 1934 and remained in Australia until his death in 1949, at the age of 85.



*Charles Burchell*

Mr. Charles J. Burchell K.C., was a senior member of a legal firm when he was appointed Canadian High Commissioner to Australia, the first such appointment. Mr. Burchell was a graduate of Dalhousie University with the degrees of Bachelor of Law and Master of Arts, and lectured on Admiralty and shipping at the University. He was a member of the Canadian delegation to the conference which prepared a report on which the Statute of Westminster was based.

## Canada's Representation in Australia — continued

investment in the exploration and development of Western Australia's natural resources. Leading Canadian firms are actively involved in Western Australia, not only in the resource field but in other related and unrelated fields.

The importance of Western Australia to the overall growth of Canadian-Australian two way trade, which reached almost \$C1,500 million during 1981, has been stressed by officials of the Melbourne Consulate General. The Consulate has been responsible for the encouragement and promotion of this trade development since the days of D.H. Ross. No less than 45

visits were made to Perth by Consulate General trade representatives in the past four years.

It is time now for a separate Consulate General to be established in the Western Australia Capital to provide on the spot representation for Canada, to assist in the continued development of trade and economic co operation between Canada and Western Australia.

Canada's Consul General in Perth, Mr. Roger Blake, with a thorough background in science and engineering and particularly in the trade commissioner service, heads Canada's newest post in Australia.

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## THE CONSUL GENERAL

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Mr. Roger Blake, B.Sc., D(EE) is the Canadian Consul General in Perth. Mr. Blake is married with two sons and a daughter.

Immediately prior to his appointment as Consul General, Mr. Blake was on secondment to Canadair Incorporated, marketers of executive jets, in Westport, Connecticut.

Following eight years' service in the Royal Canadian Air Force, Mr. Blake commenced his foreign service career as Vice-Consul and Assistant Trade Commissioner in Los Angeles in 1966 and has since served in Cairo as First Secretary and Rio de Janeiro as Consul and Senior Trade Commissioner. He is also a former Director of Finance and Administration in the Trade Commissioner service.

The Consul General is no stranger to Australia, having spent many of his formative years in Victoria. While his father, Roy W. Blake, was Trade Commissioner in Melbourne, teenage Roger attended Geelong Grammar and Wesley College for a period of seven years.



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## CANADIAN GOVERNMENT SERVICES IN AUSTRALIA

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The Consulate General in Perth is responsible for the promotion of Canadian goods and services, assists Australian importers in locating Canadian sources of supply and encourages the interchange of industrial technology through licensing arrangements, joint ventures and direct investments.

The post is also able to advise inquirers about immigration applications, visas, employment, exchange programs, student authorisation and the importation of personal effects into Canada. Resident Canadians are provided with assistance and counselling about Canadian government social programs, travel documents and emergency services.

The Canadian High Commission in Canberra, and

the Consulates General in Perth, Sydney and Melbourne — provide information about Canada to individual inquirers, educators and journalists. They also encourage Canadian studies and coordinate cultural events. Films from the Canadian High Commission library in Canberra are available on loan everywhere in Australia. A catalogue can be obtained at the Consulate General.

An Officer of the Canadian Consulate General in Sydney is responsible for promoting travel to Canada throughout Australia and acts as a liaison between the Canadian Government office of Tourism and Australian travel agents.

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## CANADIAN-AUSTRALIAN TRADE RELATIONSHIPS

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As mentioned in "Canada's Representation in Australia", Canadian-Australian two-way trade reached 1,500 million Canadian dollars in 1981.

Following are stories of some of the ventures that have played and are playing a part in this development, important to both countries.

## Massey in Perth

The link between Massey-Ferguson and Western Australia, was first established in Perth, as far back as 1909.

At that time, both the Massey-Harris Co. of Canada and the Australian H.V. McKay Company (which became Massey-Ferguson (Australia) almost fifty years later), set up arrangements to sell agricultural machinery to Western Australian farmers.

The H.V. McKay organisation elected to use an agent, William Sandover & Co., initially for their representation. In those early days, parts and machines arrived at Fremantle Harbour by ship and parts were moved by barge to the Perth city wharves at the bottom of Barrack and William Streets.

During 1930, as a result of restrictive Tariff laws governing the import into Australia of farm equipment, the Massey-Harris Co. and H.V. McKay Pty. Ltd. formed an amalgamation and the new Company known as H.V. McKay Massey-Harris Pty. Ltd., began its Perth operation.

As a key element in its Australian distribution network, the Massey-Ferguson Perth Branch services the requirements of a comprehensive dealer group stretching northward beyond Geraldton, to Albany on the southern shores of the state . . . eastward to Southern Cross. These dealers, in turn, cater for the equipment needs of agricultural end-users and industrial machinery operations throughout the length and breadth of the territory. In a State which contributes substantially to the nation's granaries . . . where large tracts of agricultural land are given over to cereal cropping . . . the Company's grain harvest machinery has always maintained a proven reputation for performance and reliability. This high level of acceptance by the farm community continues to be a significant aspect of Massey-Ferguson's healthy participation in the W.A. market place thanks to the contribution made by both Sunshine (Victoria) and Brantford (Ontario) manufactured grain combines.

## The Symonds Story:

Farm tillage systems in Australia and Canada are being advanced by a unique trading arrangement between two machinery manufacturers.

Symonds Products of Perth, Western Australia has teamed up with Leon Manufacturing Co. of Saskatchewan in a product exchange arrangement that is setting new agricultural trends in both countries.

Darrell Symonds, a farmer, turned manufacturer, has earned the title of Australia's fastest growing machinery manufacturer, with the high volume production of heavy blade ploughs and scrub rakes for land clearing, and air seeders and cultivator bars for crop sowing.

Many Australian farmers who initially purchased Symonds blade ploughs for land clearing were later encouraged by Darrell to turn them to soil renovation and moisture conservation work.

His conviction was that after decades of fast disc ploughing and scarifying, most Australian farm soils

had been extensively damaged, and that the Canadian concept of conservation tillage was the most suitable means of soil reclamation.

The heavy blade plough quickly proved that deep tillage without disturbing the topsoil could increase moisture retention and crop production as well as controlling erosion and salt encroachment. However, the big units were too limited for broadacre application.

Darrell Symonds first saw the range of Leon tillage equipment at a field day in Australia and soon after was in Canada for talks with the company's principal Leon Malinowski.

Within 13 months Symonds Products was Leon's leading world distributor of the Canadian made range of chisel-sweep ploughs, rod weeders, harrows and rock pickers, and the company has lifted its Canadian imports from 45 containers last year to 100 this year.

Conversely, Leon Malinowski was quick to see the potential of the Symonds airflow seeder, and after a highly successful demonstration to Canadian farmers entered into a manufacturing agreement with Symonds.

The first 100 Canadian built Symonds seeders have just been completed and will go to eager buyers in both Canada and the United States.

As airseeding takes over in North America and conservation tillage continues to expand rapidly in Australia, both Symonds and Leon are destined to play an increasing role in the agricultural economies of both countries.



*Mr Darrell Symonds with the Western Australian Minister for Agriculture, Mr R.C. Old. Mr Symonds is holding an award from Leon, Canada.*

# EXPLORATION, DRILLING AND MINING

Oil drilling began in Canada as early as 1858, yet in Australia it didn't commence until 1953, almost 100 years later. Today Australia produces 25% of the oil equivalent of Canada. Canadian mining and exploration companies are playing a significant role in

## Home Oil (Australia) Ltd.

Home Oil Company Limited is a Canadian exploration and production company. It is one of the largest independent oil companies in Canada and it is also one of the oldest, having been incorporated in 1929. The Company participated in the early development of Western Canada's major oil and gas fields.

In terms of oil and gas exploration, the Company's most notable successes have been related to the discovery and development of carbonate reef reservoirs.

Late in 1978 the Government of Western Australia invited applications for various exploration permits in Western Australia. Of particular interest to Home Oil was Area L78-36, otherwise known as "the Meda Block." Home was interested in this area because of its potential for Devonian carbonate reef reservoirs.

Home Oil Company Limited assembled a group of Canadian, American and Australian partners during early 1979 and made an application for an exploration permit over the "Meda Block."

The group as presently constituted is: Home Oil Australia Limited — 27.5%, Australian Occidental Pty. Ltd. — 27.5%, Alberta Eastern (1978) Ltd. — 25%, Vamgas Ltd. — 10% and Petroleum Securities Pty. Ltd. — 10%.

Within a week of the granting of the five year permit the first seismic survey had commenced and during the last two and a half years the group has shot 1318 kilometres of seismic survey in four separate surveys. As a result of those seismic surveys the Home Oil et al Blina No. 1 well was spudded on 18 April 1981.

Home Oil et al Blina No. 1 was a discovery well which flowed high quality crude oil to the surface from two separate reservoir zones. The find is significant in that it is the first oil discovery in Australia from rocks of Devonian age and has generated increased industry interest in oil exploration in similarly aged rocks in the Canning Basin of Western Australia.

A further two extension wells on the Blina discovery have been drilled and two exploration wildcat wells have been drilled to date. With the discovery of Blina, Home Oil has moved to strengthen its exploration holdings in Western Australia by taking a 25% interest (still subject to formal signing) in an offshore Canning Basin block — WA-117P. Two wells will be drilled by the Company and its partners on this offshore permit.

As Home Oil settles more permanently into the Western Australia scene, assessments are being made as to the economic viability of the Blina discovery. With the possibility of production, moves are being investigated into raising Australian participation in the project. One of the possible moves is for Home Oil to "naturalize" or become ultimately an Australian company with a majority Australian shareholding.

the development of Western Australia and among these are Home Oil (Australia) Ltd., Hudbay Oil (Australia) Ltd., Canada Northwest Australia Oil N.L. and Whim Creek Consolidated N.L.

## Hudbay Oil (Australia) Limited

Hudbay Oil (Australia) Ltd. is a wholly owned subsidiary of Hudson's Bay Oil and Gas Co. Ltd. whose head office is in Calgary, Alberta, Canada.

Since the office was opened in Perth in January, 1978 the staff has risen from an initial five employees, consisting of three Canadian expatriates and two Australian nationals, to fifty-three employees, fifteen Canadian expatriates and thirty-eight Australian nationals.

The original area of activity was the Western Australia offshore permit WA-93-P. Hudbay is the operator of the Permit. The company has acquired an interest in an additional four permits, two in W.A., one in Victoria and one in Queensland, and is the designated operator of such.

The five permits comprise almost 7,200,000 gross hectares.

The company is presently very active in drilling operations with two land rigs, one in Queensland and the other in Western Australia and the drill-ship "Petromar North Sea" is active in a multi well programme in the Gippsland basin offshore Victoria. The latter programme has resulted in one oil and one gas discovery to date.

Preparations are underway for construction of a pipeline tie-in to test two gas wells. Drilling is about to commence to further develop and evaluate hydrocarbon resources.

Exploration and development of hydrocarbons is only in its infancy in Australia and Hudbay looks forward with optimism to its future activities.

## Whim Creek Consolidated N.L.

Whim Creek Consolidated N.L. is a public company listed on both the Toronto Stock Exchange and the Australian Associated Stock Exchanges. Its activities, which are presently confined mainly to Western Australia, comprise the operation of a gold mine and the search for gold, tungsten, nickel, copper and oil on exploration prospects which are either owned by Whim Creek or operated on a joint venture basis with other Australian or overseas companies. Substantial control of Whim Creek is exercised by Northgate Exploration Limited of Canada who currently hold, directly and indirectly, 37% of Whim Creek's issued shares.

The Haveluck Gold Mine is located at Meekatharra some 760 kilometres north of Perth and is owned jointly by Whim Creek (85%) and C.S.R. Limited (15%). Ore of average grade 2 grams per tonne of gold is mined from an open pit at the rate of 300,000 tonnes per annum. Gold is removed from the ore by means of heap leaching and carbon-in-pulp processing. Current production of gold is in excess of 35,000 grams (1,100



*Photograph was taken during Hudbay Oil and Gas Company Ltd's current drilling operations, representing the first Hydro Carbons tested in Australia.*

ounces) per month. A major development project is at Cork Tree Well in the Mount Margaret Goldfield, 35 kilometres north of the Township of Laverton, Western Australia. The Cork Tree Well lode is a virgin ore body out cropping at the surface and contains some 210,000 tonnes of ore assaying 4.1 grams per tonne of gold. Metallurgical testing indicates recoveries in excess of 90%. Feasibility studies and engineering design for the exploitation of this deposit have been completed and arrangements have been made with the Western Mining Corporation/Shell Consortium to use the facilities of their Windarra Nickel Plant to crush and grind the Cork Tree Well ore. The ground ore will be treated in a small carbon-in-pulp plant which Whim Creek will construct adjacent to the Windarra Mill. Loaded carbon will be transported to Meekatharra for stripping and gold recovery at Haveluck Plant. Northgate Exploration Limited will participate in the Cork Tree Well project on a joint venture basis.

### **Canada Northwest Australia Oil N.L.**

Canada Northwest Australia Oil is a wholly owned subsidiary of Canada Northwest Land Ltd, and holds exploration permits at Cape Range, Exmouth, Carnarvon, Gulfs of Bonaparte and Carpentaria. The company at this stage is engaged in exploration but its optimism is illustrated by the following line in its report to shareholders presented at its second annual general meeting in February: "In the light of the recent discoveries described earlier in this analysis, we expect there will be a significant increase in Australia's oil and gas reserves in 1982 and we would hope that the company will make a contribution."

### **Acknowledgements**

"Canada In Western Australia" acknowledges the assistance provided by the following people, companies and publications in the preparation of this booklet:

The Larke Family  
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 Digiseis Exploration Pty. Limited  
 Atlas Steels (Australia) Pty. Limited  
 Scintrex Pty. Limited  
 Western Mining Corporation Limited  
 Canada Northwest Australia Oil N/L  
 Hammersley Iron Pty. Limited  
 Unit Rig Trucks  
 Martin Corporation



*One of the Unitrig 36 electric haul 154.2 tonne payload trucks in use at one of the Hammersley Mines.*

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## Canadian equipment in use at Paraburdoo and Mount Tom Price

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Canadian made ore cars are being used to haul iron ore from the Hammersley Mines at Paraburdoo and Tom Price to the port of export at Dampier in the Pilbara region. Hammersley Iron Pty. Ltd. took delivery of 700 cars in 1971 from the National Steel Car Ltd. of Hamilton, Ontario, and they are still being used.

In 1977 a fleet of fifteen Terex 33-15, 1600 gross horsepower diesel electric rear dump haul trucks were also purchased for Paraburdoo. These trucks, excluding the bodies, originated from the diesel division

of General Motors of Canada Ltd., London, Ontario.

Last year Hammersley took delivery of 9 Unitrig 36 Lectra Haul 154.2 tonne payload trucks. There were also 1600 gross horsepower diesel electric rear dump haul trucks, and excluding the bodies, these were fabricated at Niagara Falls and assembled at Stevensville, Ontario, by UNITRIG and equipment company.

Six more UNITRIG trucks will be commissioned during 1982.

### Computer Products – Moore Paragon Australia Limited

Lamson Paragon (W.A.) Limited a subsidiary company of Lamson Paragon Limited with Headquarters in Melbourne, was formed in 1921.

The company grew rapidly in Western Australia and moved twice to larger premises, the most recent more being in 1967 to the site of the current factory at Cannington.

In 1977 Moore Corporation Limited of Toronto acquired total ownership of Lamson Industries London, parent company of Lamson Paragon Australia, and the company name changed accordingly.

The Perth plant of Moore Paragon Australia Limited currently employs 98 people producing business forms for computers, registers and for general use in Western Australia, and for export to all states of Australia.

### Stainless and Alloy Steel Products

Specialty steels distribution service centres are operated throughout Australia by Atlas Steels (Australia) Pty. Ltd., a subsidiary of Rio Algom Ltd. of Canada. The company also operates a wire drawing mill in Melbourne.

The agents for the company in Perth are Stirling Metals, who have been handling Canadian stainless steels since 1963. Atlas stainless and alloy steels are recognised as high quality steels and have been very well accepted in Australia. The company has seen a substantial market growth, thanks to its reputation and the customer confidence in its products.

Stirling metals would be one of Western Australia's largest stainless steel distributors, marketing Atlas stainless steels exclusively.

## Canada know-how assists in Australian nickel production

Back in 1966 when the Australian company Western Mining Corporation Limited discovered nickel sulphides at Kambalda, W.A., an association developed with the Canadian firm, Sherritt Gordon Mines Limited, that led to the employment of the Sherritt Gordon ammonia leach refining process at Western Mining's Kwinana nickel refinery.

The company was looking for a process that would produce refined nickel direct from concentrate with a maximum recovery of metals and by-products. They chose the Sherritt Gordon process for the following reasons: the nickel was produced as a fine high grade powder; copper and cobalt were produced as saleable sulphide products, sulphur would be converted into a fertilizer (ammonium sulphate), and only a small quantity of residue would be produced.

Prior to the commissioning of the Kwinana refinery a contract for toll refining of nickel concentrates was entered into by the two companies and the first shipment left Esperance during the latter half of 1967 to be

toll refined at Sherritt Gordon's Fort Saskatchewan refinery.

Once the decision was made to use this ammonia leach process, Western Mining engaged Bechtel Pacific to design a plant in association with Sherritt Gordon personnel. The site chosen was Kwinana on the shores of Cockburn Sound, south of Perth. Western Mining appointed people to work at Sherritt Gordon's plant for training purposes and some Sherritt Gordon people were assigned to work at the Kwinana refinery when it was first established.

The refinery, only the second such plant to be built using the Sherritt Gordon hydrometallurgical process, commenced production in May 1970 with a rated capacity of 15,000 tonnes per year of nickel metal products. By the end of 1975 the plant was expanded to produce 30,000 tonnes of refined nickel annually.

Western Mining is the fourth largest nickel producer in the western world.

## Aluminium Products —

One of the world's largest producers of aluminium, the Canadian based firm of Alcan Aluminium Limited, is represented in Western Australia in the Perth suburb Osborne Park. As part of the Alcan Australia Limited organisation it services the State's domestic aluminium needs.

The Osborne Park centre supplies all the major users of aluminium semi-fabricated products such as architectural fabricators, boat builders, ceiling manufacturers, heat exchange manufacturers, solar heater companies as well as handymen.

Alcan has been represented in Western Australia since 1969 when a sales office was first opened.

In July 1975, Alcan relocated to Osborne Park, seven kilometres north west of Perth, commencing retail sales as well as the conventional industrial business.

In 1976, Alcan started its first Alcan mobile gutter factory, which provides on the spot customer service with continuous guttering needs.

Alcan, however, has been associated in the Australian aluminium industry for the past 40 years, pioneering the semi-fabricated industry.

It has established a domestic supply smelter at Kurri Kurri in N.S.W. with a current capacity of 90,000 tonnes per annum.



*Alcan Aluminium Limited's Osborne Park aluminium centre.*

## SURVEYING



*Digiseis Exploration Pty. Ltd's recording truck near Walkaway in Western Australia.*

A Canadian company providing a consultancy service to the Australian mining industry is Scintrex Pty. Ltd., which commenced operations in Australia in 1968. Scintrex provides airborne and ground exploration contract services and sells and leases Scintrex instrumentation. As relatively little of Australia has been explored intensively, the company sees Australia as a prime area for potential mineral growth. Although conditions of conventional survey techniques are difficult in this deeply and intensely weathered continent, Scintrex has played a leading role in developing techniques capable of obtaining meaningful survey data from the potential ore bearing rocks below the weathered zone. The company introduced the time-domain induced polarization method to Australia in 1968, and the proprietary magnetic induced polarization (M.I.P.) method in 1973. In 1978, a more rapid frequency M.I.P. method was introduced and was used to survey over 2500 line kilometres in 1980 alone. Scintrex is associated with the discovery of Mount Windarra, Western Australia (nickel) in 1969, Elura, N.S.W. (lead & zinc) in 1973. South Mount Keith, Western Australia (nickel) 1977.

It is anticipated that future discoveries will result from the now widely used applications of these methods.

A fairly new arrival on the Western Australian exploration scene is Digiseis Exploration Pty. Ltd. wholly owned by Digitech Ltd. of Calgary, a Canadian corporate entity.

Digiseis was incorporated January 8, 1981 in Western Australia and during September was commissioned in Queensland. The company has a multi-

million dollar capital investment in Australia, 40% of which, along with the head office is located in Western Australia. Digiseis employs thirty-six Canadians, one American and one hundred and ten Australians. Sixty-eight of these are employed in Western Australia, with a payroll of \$A90,000 gross per month. Auxiliary and peripheral (support) services required by the Western Australia operations employ an additional fifteen to twenty people and generate at least \$100,000 cash flow per month.

The business of Digiseis is solely land seismic data acquisition. In Western Australia the energy source utilized is a surface mechanism called "Vibroseis";\* in Queensland, dynamite.

The "Vibroseis" crew commenced work April 21, 1981 in the Canning Basin and worked continuously through to December 5, 1981 between Blina, Liverenga, GoGo and Bohemia Downs Stations. December was utilized for overhaul and preventative maintenance. The crew resumed work in the Perth Basin January 5, 1982 and will remain in the Badgingarra to Geraldton area until their return to the Kimberleys to work through the forthcoming dry season.

Digiseis anticipates a bright and successful future. The corporate interest is for a long term investment with moderate and reasonable expansion. The company hopes to be able to train sufficient Australian personnel to eventually become a total Australian company, right through to top management if possible.

\* "Vibroseis" — a trade mark of Continental Oil Co., U.S.A.

## CANADA HELPS HARNESS WESTERN AUSTRALIA'S WIND

On a quiet ridge in the middle of picturesque Rottneest Island a 21 metre high machine gyrates briskly under the backing of a steady westerly wind.

The machine, which resembles a giant egg beater, is in fact playing a part in international research towards the effective harnessing of energy from the wind.

The 50 kw vertical axis wind turbine was supplied by Daf Indal of Canada to the State Energy Commission of Western Australia in 1980.

It stands about 170 metres away from a wind turbine of another kind, a propellor-like horizontal axis machine supplied by M.A.N. of West Germany.

Individually they are the biggest units of their type in the southern hemisphere.

They are linked to the electricity grid system on Rottneest and collectively supply about 10 per cent of the Island's annual power requirements.

The other 90 per cent of electricity consumed on the Island is produced from a diesel power station, and the use of the wind turbines reduces the amount of costly diesel fuel that has to be shipped to Rottneest from the port of Fremantle 22km away.

A feature of the Rottneest wind turbine experiments has been the co-operative spirits that has existed between the State Energy Commission and the Canadian and West German manufacturers of the machines.

Indeed, Western Australia's vast and windswept coastline offers tremendous potential for the harnessing of nature's windborne energies, and more of Daf Indal of Canada's giant "egg beaters" could eventually find a new home in the west.

Another Canadian connection with the State Energy Commission is through the Royal Bank of Canada, which is the Commission's joint financial advisor for the massive Dampier Perth natural gas pipeline project.

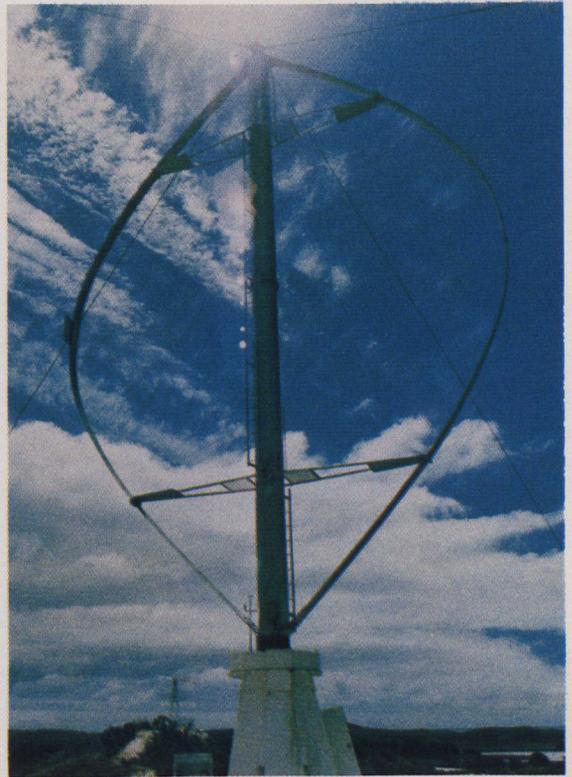
### Electrolytic Hydrogen Plant Supplied to SECWA

Modern technology has decreed that hydrogen is an economic choice as a coolant for the Generator in larger (200 MW and above) Power Stations.

Hydrogen has such a high heat capacity that its circulating costs are considerably less than cooling water and outweigh the cost of the hydrogen.

Once the decision has been made to use hydrogen, the alternatives are: on-site hydrogen generation, or buy-in cylinders. Strategic considerations demand on-site generation and this is usually supported from an economic standpoint.

The Canadian company, the Electrolyser Corporation Limited, Toronto, has specifically developed an electrolytic cell for hydrogen production. This is the STUART cell and is a fully enclosed unipolar cell — the oxygen and hydrogen are produced at individual electrodes at the ends of the cell and each cell is a discrete entity with a number of cells in series making up the required hydrogen production. Electrolyser Corp have particularly provided their plants for the Power Industry and they have perfected the modular, skid-mounted, approach to plant fabrication.



*The 50Kw vertical axis wind turbine supplied to the State Energy Commission of Western Australia by Daf Indal of Canada*

In 1969 SECWA purchased a plant from Electrolyser Corp. for the Muja Station. This was successful and in 1980 a further plant was ordered to cope with the increased hydrogen demand.

Australian American Engineering Corp. — a local Australian process engineering company operating in Australia, New Zealand and South East Asia — is the agent for Electrolyser Corp. and has liaised with SECWA on the plant supply.

Canadian expertise is helping Australia to cope with its electric power requirements.

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### Horse Talk

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An interesting joint venture arose from Trade Minister Ed Lumley's mission to Perth just two years ago. Perth businessman Mick Lombardo of Lombardo Marine Group was invited to a luncheon cruise to meet the visiting Canadians. He was also given the tip that one of the Canadians, Bill Rix of Charlotte Town metal products owned horses, as did Mick. The two discussed their pet sidelines and embarked on a very successful joint venture immediately.

They purchased a horse there and then, and today they own a horse that is considered Australia's best two-year-old, "Meadow Fella", and another horse, "Frost Paloma" is racing in Canada. They have other joint ventures planned too — and it all started with some horse talk.

## Insurance Broking

A major insurance broking organisation in Western Australia is Reed Stenhouse (WA) Limited. It is part of the Reed Stenhouse Limited group in Australia and Papua New Guinea. Operations of the Reed Stenhouse group worldwide are controlled from Toronto, Ontario, where Reed Stenhouse Companies Limited is the parent company.

Reed Stenhouse (WA) commenced in 1964 as the Western Australian arm of the Scottish-based Stenhouse insurance broking group. The merger between the insurance broking interests of Stenhouse and those of Reed Shaw Osler, Canada's largest insurance broker, saw parental control pass from Glasgow to Toronto in 1972.

At the outset the company was engaged chiefly in servicing the Western Australian interests of the group's national clients. However, subsequently Reed Stenhouse (WA) has gained a large portfolio of Western Australia-orientated clients.

One exciting new project being serviced by Reed Stenhouse (WA) is the Dampier-Perth gas pipeline being constructed by the State Energy Commission Western Australia.

The Dampier-Perth pipeline provides Reed Stenhouse with an opportunity to apply in Western Australia the skills and expertise that in Canada have resulted in Reed Stenhouse being entrusted with responsibility for the risk management and insurance protection of 98 per cent of the country's extensive gas pipeline system.

Reed Stenhouse is deeply enmeshed in the civic and institutional life of Western Australia. Besides the Dampier-Perth gas pipeline it services Perth's Metropolitan Water Supply, Sewerage and Drainage Board and the Shire of Wannaroo, a major local authority which is the fastest-growing town council in Western Australia. Murdoch University and the Western Australian Institute of Technology are also clients.

Another area in which Reed Stenhouse specialises is marine operations. No fewer than three of its largest clients are engaged in fishing fleet operations, seafoods processing and marketing: the Lombardo Marine Group, the Kailis and France Group and Marine Management Pty. Ltd.

Reed Stenhouse service and skills have also attracted a number of clients in the State's still comparatively small secondary sector, as well as prominent professionals.

"We're an information exchange interface", says Executive Director Alan Shillington. "We match up the resources of our group expertise all over the world with the demands of Western Australia's growth.

"In future however we expect to be able to pass on to other Australian States and to other countries some of the benefits of the experience we're acquiring here. Western Australia's maturing — and we're maturing with it."

## Martin Corporation — C.I.B.C. Merchant Banker in Perth

The currently 80% owned C.I.B.C. subsidiary, Martin Corporation, opened its Perth office in December, 1968, the first merchant bank to do so in Western Australia. The office developed a strong money market and corporate lending base during the period of the mining boom in the late 1960's which saw rapid expansion in the Western Australian economy.

Following a re-arrangement of its shareholders in 1977, the Canadian Imperial Bank of Commerce (C.I.B.C.) took up a 40% shareholding in Martin Corporation which was increased to 80% in September 1979. Since that date Martin has been 80% owned by C.I.B.C. with the other 20% being held by its original shareholder, Baring Brothers & Co. Ltd. of London.

As a subsidiary of the C.I.B.C., Martin effectively represents the bank in Australia and has a particular interest in providing financial and advisory services to Canadian companies having operations or plans for Australian involvement. Martin's services include short term money market which is of particular interest to mining and oil exploration companies with drilling and exploration programmes requiring a flexible basis for investment of surplus funds. Lending facilities including short term financing arrangements or project finance can also be arranged by Martin if necessary in conjunction with its shareholders. It is also able to offer advisory services to Canadian companies wishing to make acquisitions in Australia or commence operations which may require Australian Foreign Investment Review Board approval. As a leading underwriter Martin is well placed to handle Australian flotation of Canadian groups seeking to increase their level of local equity to conform with F.I.R.B. requirements at project development stage.

With its established operations and reputation in the Australian market and C.I.B.C. parentage, Martin Corporation is in a unique position to assist Canadian companies in all aspects of their Australian activities.

## Canadian Motor Relays Adapted to Meet Local Requirements

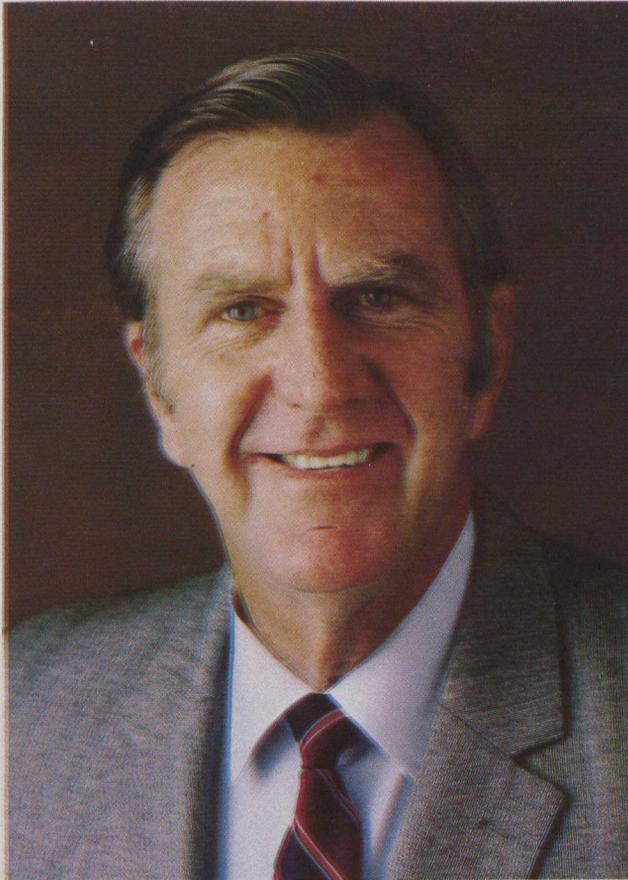
Multilin Incorporated of Markham, Ontario, made a market identification trip to Australia in November, 1978, and subsequently introduced to the Australian market, the 120 series motor protection relays. Agency agreements were drawn-up with Industrie Uniserve P/L of Sydney and J.T. Day and Co. P/L of Perth.

The equipment soon became accepted in the market place and active sales were realised.

As a direct result of local industrial requirements Multilin have now introduced the 139 series motor protection relays which incorporate all the previously requested "special" features into the same compact assembly. All 139 series relays will be check calibrated and full warranty will be provided from the Perth base with the Sydney operation organising all eastern sales and service support.

During 1982 J.T. Day and Co. Pty. Ltd. will be increasing the local content in the relay under a licensing agreement.

## MESSAGE FROM THE PREMIER



*The Honourable Raymond James O'Connor M.L.A. Premier of Western Australia, Treasurer and Minister Co-ordinating Economic and Regional Development.*

On behalf of the Government and people of Western Australia I welcome the opening of the Canadian Consulate-General in Perth.

It is an important step which will greatly strengthen the growing bonds between Canada and Western Australia.

Apart from the many close links between Australia and Canada, ranging from our British heritage to wartime comradeship, there are special bonds that have developed in recent years between Canada and Western Australia.

The development of agriculture, mining, and energy resources in both places has proceeded on almost parallel lines and has resulted in many exchanges at business and Government levels. In particular, the Government of this State has appreciated the courtesy and the help given to a number of Ministers who have visited Canada to study private enterprise and Government involvement in development.

The current stage of development in Western Australia has opened up many opportunities for Canadian businessmen to supply us with technology. I am pleased to say the prevailing view of Canadian businessmen has been opposed to quick sales and in favour of establishing industry here either alone or in joint ventures so that we will get the long term benefit of an expanded industrial base. It is an attitude we appreciate.

The opening of the Consulate-General will assist in industrial and personal exchanges between us. I can assure the Consul-General and his staff of a warm welcome to Western Australia.

A handwritten signature in black ink, appearing to read "R. O'Connor". The signature is fluid and cursive, written in a dark ink on a light-colored paper background.

Premier of Western Australia





*A Brantford (Ontario) manufactured Massey-Ferguson 860 combine in the field.*

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## CANADA

*in Western Australia*

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