

# Canada Reports

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Canadian companies are benefiting from numerous new services designed to increase productivity or enhance the work environment that are being introduced and developed across the country. A few recent and innovative business boosters are described in articles on pages 4 and 5 of this issue.

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## Minister's tour strengthens Asian relations

Secretary of State for External Affairs Joe Clark made official visits in December to India and Pakistan, where he met with leaders to discuss a full range of multilateral and bilateral issues. He was accompanied by five members of parliament and 20 Canadian businessmen with current and prospective interests in the two Asian countries.

Mr. Clark began his Indian trip in Jaipur, Rajasthan, where he visited the Bhagwan Makaveer Viklang Sahayata Samiti society's rehabilitation centre, the country's largest limb replacement centre. Presenting a cheque for \$23 000, Mr. Clark lauded the society not only for providing replacement limbs but also for the social and occupational rehabilitation it provides.

### Co-operative plant

In Jagudan, in the state of Gujarat, India, Mr. Clark commissioned a \$10-million co-operative oilseed processing plant built with funds provided by the Canadian International Development Agency (CIDA) from the sale of Canadian canola oil in India. Canada is pro-

viding \$75-million worth of canola oil over five years to the National Dairy Development Board (NDDB) of India to support the creation of co-operatives of Indian farmers in Orissa, Maharashtra and Gujarat and to encourage them to produce more oilseed crops.

The oilseed plant in Jagudan, which has a capacity to process 200 tonnes of mustard or rapeseed oil in a day, was built by the NDDB for the Gujarat Co-operative Oilseed Growers Federation which will continue to receive Canadian-funded technical assistance and operational support. Included in the operation are a crushing mill, a solvent-extraction facility and an oil refinery.

At the commissioning ceremony for the plant Mr. Clark said he was pleased to see first hand an example of the success of the project. "The oilseeds project addresses one of India's major concerns in the agricultural sector," said Mr. Clark. "It provides a window onto Canada's considerable experience in co-operative development."

During his visit to India's state of Gujarat, the Canadian delegation also visited a farm-



External Affairs Minister Joe Clark inspects an artificial limb during a tour of India's largest limb replacement centre in Jaipur at the outset of his visit in the country.



External Affairs  
Canada

Affaires extérieures  
Canada



Canada's Secretary of State for External Affairs and India's Minister of Finance V.P. Singh exchange instruments of ratification for a line of credit agreement.

ing village and toured a modern dairy.

In two days in New Delhi, Mr. Clark met with President Giani Zail Singh and held discussions with Prime Minister Rajiv Gandhi, Foreign Minister Bali Ram Bhagat and other ministers.

### Against terrorism

In a meeting with Mr. Bhagat, Mr. Clark expressed Canada's concern about allegations that Indian agents were operating in Canada under diplomatic cover and outside normal intelligence channels. India endorsed a Canadian offer for increased co-operation between their intelligence agencies concerning the activities of terrorists.

Mr. Clark gave Mr. Bhagat a draft bilateral extradition treaty. The Canadian government has already lifted a 17-month moratorium on

deporting Indians seeking asylum in Canada as refugees. As many as 2 000 Indians may be affected.

Canada has also unilaterally provided an interim extradition plan which took effect October 31.

There are about 250 000 Canadians of Indian origin, more than 80 per cent of whom are Sikhs. Both ministers stressed that the "overwhelming majority of Sikhs" in Canada and India are moderates who are very concerned about extremist elements.

In a speech during a lunch with Indian business executives Mr. Clark said that Canada wants "to ensure that the violent activities of a few do not threaten the co-operation and friendship that the vast majorities of both our countries seek".

### Increasing trade

Mr. Clark also addressed economic relations between Canada and India in his speech to the business leaders. He pointed out that over the past three decades Canada has contributed more than \$2 billion to India in development assistance and that this aid will continue to be a priority.

Mr. Clark stressed, however, that Canada and India were on the threshold of "a new era of economic co-operation" and that "the Asia/Pacific region is a prime focus for our trading efforts".

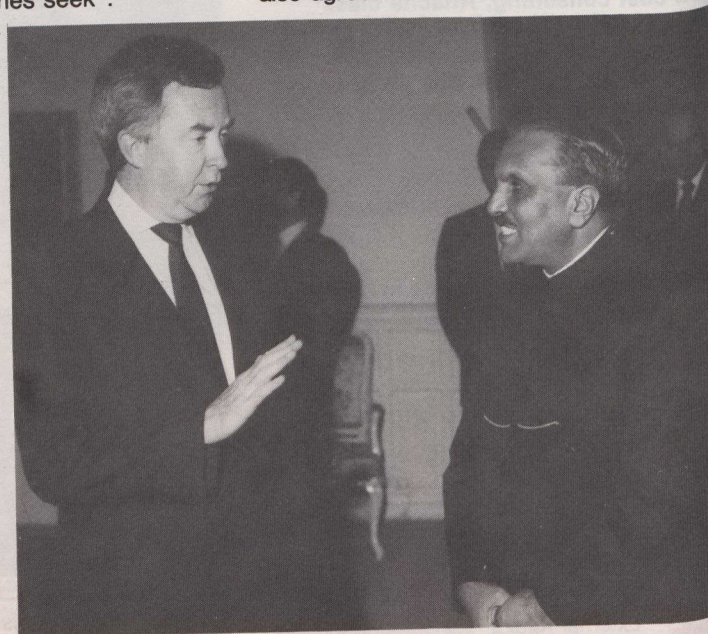
Two-way trade between the countries amounted to \$615 million in 1984 representing a large increase over the \$362 million in trade in 1983. Bilateral trade is expected to surpass \$750 million in 1985.

While Canada's exports to India were initially in the form of commodities, the markets for manufactured goods are expanding. Canadian firms are actively pursuing opportunities for industrial co-operation, including joint ventures and technology transfers.

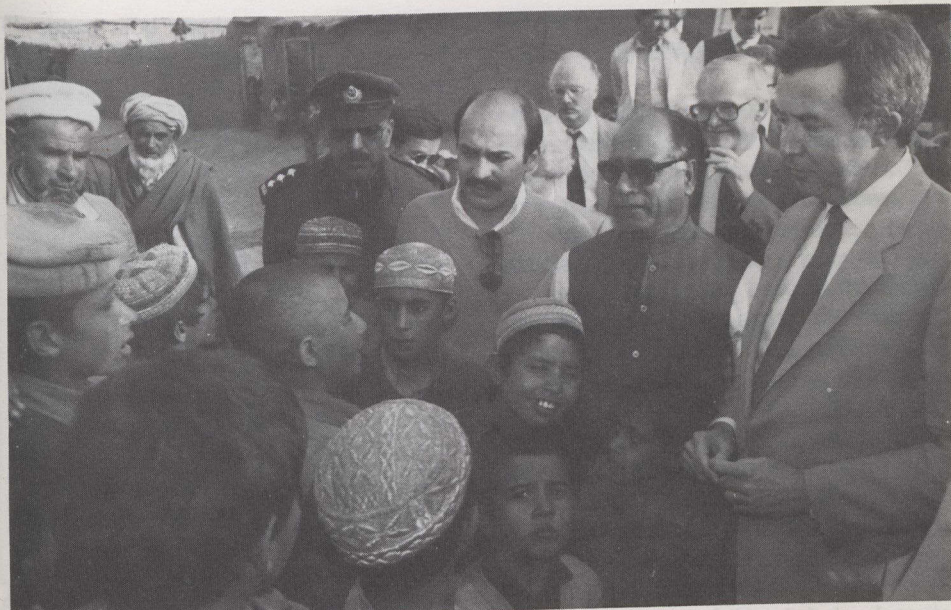
Mr. Clark suggested areas of "Canadian strength and expertise" that Canada wants to help develop in India, include power generation, mining machinery, aircraft, engineering services, defence products and avionics.

A protocol for a Canadian line of credit amounting to \$198 million, which will draw funds from both the Export Development Corporation and CIDA, was signed while Mr. Clark was in India. The line of credit will assist India in purchasing goods and services from Canada to improve domestic oil and gas production and reduce oil imports.

A further measure to help expand bilateral trade will be the opening of a Canadian trade office in Bombay. Mr. Clark and Mr. Bhagat also agreed to meet at least once a year.



Mr. Clark held discussions with Prime Minister Rajiv Gandhi in India (left photo) and President Zial-ul-Haq in Pakistan.



Children at the Afghan refugee camp in Peshawhar greet the Canadian minister.

Mr. Clark said that consultation at the senior level "will be a dynamic force in forging closer economic and industrial collaboration between our countries". He added that while it was essential to develop trade and expand development co-operation, it was also important "to strengthen the other ties — political, cultural, educational and tourism".

### Visit to Pakistan

In Pakistan, December 19-22, Mr. Clark met with President Zia-ul-Haq and Prime Minister Mohammad Khan Junejo to discuss international political and economic developments, as well as Canada's development assistance program.

Mr. Clark and the delegation visited a hydro project at Tarbela on the Indus River where Pakistani Prime Minister Mohammad Khan Junejo inaugurated two major projects in the continuing hydro-generating development of the world's largest earth dam. Installation of two 175-megawatt generating units and a 500-kilovolt transmission line were completed this year with Canadian assistance.

At the inauguration ceremony, Mr. Clark said that "Canada has excellent human resources and expertise which can be of use to Pakistan's energy sector development". He continued: "Canadian business has always been well received and has had excellent experience in Pakistan. I am hopeful that it will become even more active and contribute another dimension to the traditional excellence of our relations."

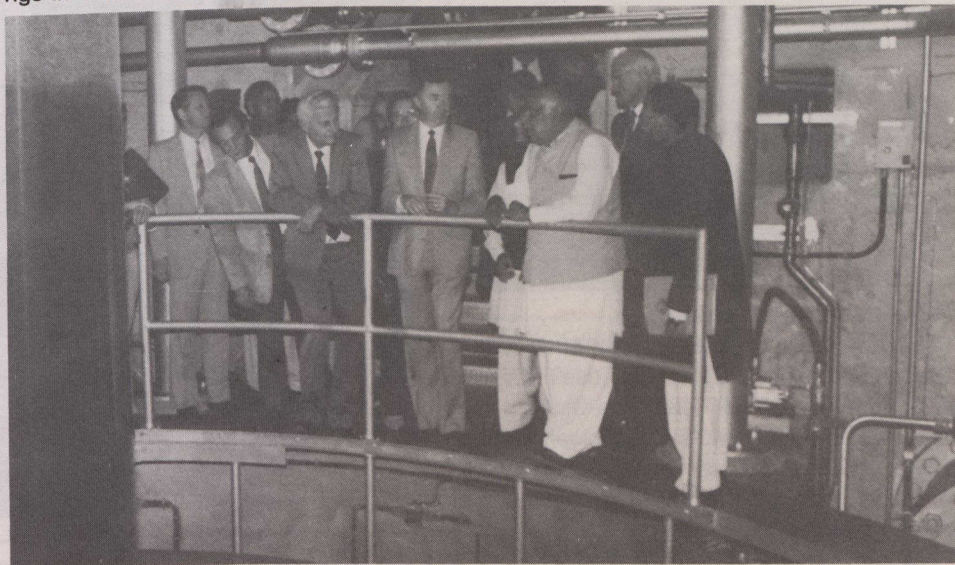
A tour of the Nasis Bagh Afghan refugee camp in Peshawhar was also made. Canada has sent more than \$80-million worth of wheat, cooking oil and financial assistance to the three million Afghan refugees in

camps in Pakistan's northwest frontier.

Six agreements covering more than \$93 million in development assistance projects in Pakistan were signed by the Secretary of State for External Affairs in Islamabad, Pakistan. Four are with the government of Pakistan and two are with United Nations agencies for social development projects. The funds will be provided by CIDA.

### Tarbela hydro project

The agreements include \$52.5 million for irrigation and drainage in the Sind River valley, \$18 million for two more turbines for the Tarbela hydroelectric project, a \$19.5-million fund to improve the delivery of social services by the government of Pakistan and by Pakistani non-governmental organizations, and \$440 000 for maintenance and overhaul of four water drilling rigs in Baluchistan province.



The Canadian delegation toured Pakistan's Tarbela's hydroelectric project.

The \$52.5-million irrigation project in the Sind River valley is Canada's share of a \$744-million scheme to alleviate waterlogging and salinity and improve irrigation on 1.06 million hectares of farm land in Sind Province.

Development of the Tarbela power project has been a major factor in helping Pakistan meet its energy needs. The \$18-million agreement will pay for two new turbines — Units 11 and 12 — which will provide an additional 846 megawatts of generating capacity at Tarbela.

The \$19.5-million social sector line of credit will pay for goods, equipment and spare parts to improve energy and agriculture development, and establish a Small Project Technical Support Office to strengthen the planning capacity of non-governmental organizations and self-help groups.

### UN projects

Canada will provide \$1 million to the United Nations Fund for Drug Abuse Control to help establish an economic environment in the District of Pakistan that will allow people to achieve an acceptable living standard without recourse to opium poppy production. The project will include women's welfare programs in 35 villages, 100 potable water schemes, mobile primary health-care facilities and construction of a maternity ward and a 20-bed women's ward in the district hospital.

The other UN project will provide \$1.84 million to the UN Development Program to help the Pakistan Federal Bureau of Statistics upgrade its program of household surveys.

In addition to signing the agreements, Mr. Clark announced that Canada's food aid support for Afghan refugees in Pakistan would remain at the same level as the previous year's. Last year Canada contributed \$14 million worth of canola oil and wheat for refugee support.

# Business boosters

## Cross-Canada cellular communications network

Mobile cellular radio-telephone service, which allows users to place calls from any location within a cellular coverage area to virtually anywhere in the world, was inaugurated last year in Canada by Bell Cellular of Toronto and Cantel Inc. of Montreal.



*Cantel's portable cellular telephones are available with several options including memory re-dialling for up to 30 numbers, call forwarding and three-way calling.*

Bell Cellular, a unit of Bell Canada Enterprises Inc. of Montreal, and Cantel are the only two competitors in the Ontario-Quebec market. The service has been introduced in Montreal, Toronto, Hamilton, Oshawa, Ottawa, Quebec City, London and Kitchener, and both companies expect to have all major centres in the two provinces, and major highway routes between the cities, covered by the end of 1986.

Cantel is the only national cellular service operator, and is offering the service in 23 Canadian metropolitan areas, competing with the provincial or regional telephone company in each locale. Cantel also intends to expand its cross-country network to include rural areas of the country.

### Wireless transmission

Cellular phones are the latest form of wireless mobile communication. They use radio frequencies rather than telephone wires to transmit calls through the existing telephone network. Callers can make or receive calls from a car, truck, boat, office, home, remote job site or street corner.

All local and long distance calls can be dialled direct. The user can make operator-

assisted calls, calling-card billed calls and local and long-distance information calls.

The cellular network, which offers vastly improved voice quality and ease of use compared with traditional mobile phone communications, transmits voice or data signals across small areas called cells.

Each cell site has a range of about 20 to 28 kilometres and 333 channels. The cells are interconnected to other cells through a central switch.

As cellular users with a phone in their car drive from one cell into another, their calls are automatically "handed-off" through computerized electronic switching technology to an adjacent cell without interruption. The cell receivers are installed on tall buildings and other elevated structures at several locations throughout a metropolitan area.

Callers using a cellular telephone can reach parties on the wireline telephone system since cellular systems interconnect with both the local telephone system and the long distance network.

### Range of models

The phones vary greatly from portable and "briefcase" models to permanently-installed vehicle units and convertible units that are installed in a fixed location but can be detached and taken anywhere.

Ranging in cost from \$2 500 to \$7 000, the phones are available with a number of different features such as memory re-dialling, horn-alert and a hands-free option, which

allows the driver to keep both hands on the wheel while talking. Call forwarding, call waiting and three-way calling options can also be included.

The phones are manufactured by a number of firms including NovAtel Communications Limited of Calgary. The Voyager phone made by NovAtel is sold by Cantel dealers and can be used on the Bell system or on other international cellular systems.

### Compatibility

Cellular radio-telephone services are expanding worldwide and are currently in operation in the Nordic countries, Britain, Japan and the United States. To ensure compatibility between the Canadian and US systems, the federal Department of Communications and the US Federal Communications Commission have developed joint standards.

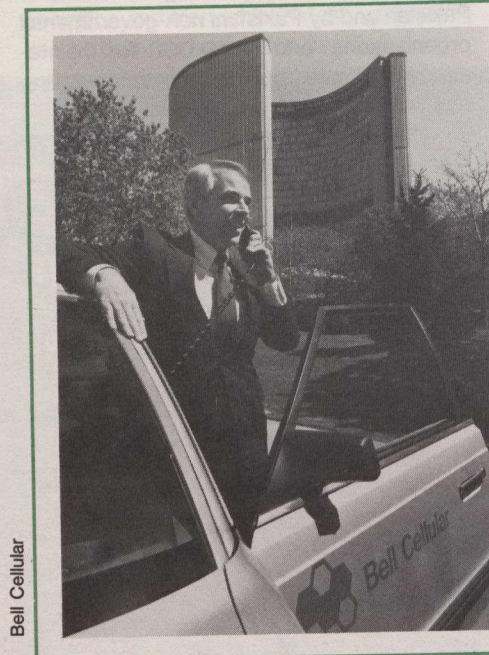
Both Bell Cellular and Cantel have signed "roaming" agreements with similar US-based cellular radio-telephone companies. The term "roaming" refers to a subscriber who makes use of the service of another company in another region or city.

Bell Cellular's first "roaming" agreement was with Bell Atlantic Mobile Systems, a subsidiary of Bell Atlantic Corp. of Philadelphia. Cantel signed a similar agreement with Ameritech Mobile Communications Inc., a subsidiary of Chicago-based American Information Technologies Corp.

### Cellular users

Initially, cellular users are expected to be business people and professionals who

Cantel



Bell Cellular



*Cellular telephones will save productive work hours for business people and professionals as they can make telephone calls from their automobiles to almost any location.*



Bell Cellular

Bell Cellular's compact, hand-held DYNA T•A•C 8000X can be conveniently carried to any location or locked into a vehicle mount for on-hook call processing.

need to communicate outside the office, travel frequently or wish to take advantage of commuting time for communications.

Cantel's vice president of sales and marketing, Paul Kavanagh, said "it is clear that cellular has broad business appeal — field personnel who work at remote locations; engineers, architects and contractors who travel around job sites and need access to tradespeople and customers; sales personnel who need to make better use of their hours on the road, — almost every industry and profession has a need for the productivity benefits of cellular".

Ken Newland, assistant manager of marketing for Bell Cellular added that the new system "will decrease wasted time and increase efficiency and profitability".

### On-going developments

Cellular technology is considered by many as the breakthrough that will change how business people think about and use the telephone for communication.

The telephone will become a totally portable communications device as miniaturization of the batteries used in the phones will soon make possible smaller units completely free from a permanent installation. Users will be able to carry a phone in their pocket or purse and receive and make calls wherever they happen to be.

And since cellular technology can be applied to virtually any service now offered by wireline telephones, users will be able to access voice mail and other services or even connect their cellular phone to a modem and computer to transmit data or access a remote data base.

## Low-cost consulting for smaller businesses

Students at three eastern Ontario universities, the University of Ottawa and Carleton University in Ottawa and Queen's University in Kingston, are offering consulting services for small businesses at a fraction of the cost of professional consultants.

The service, which is available for any independent business, is offered part-time during the school year and full-time from May until August.

### First contact free

The initial interview, for which there is no charge, is arranged by contacting the service. Based on information from the interview, the students prepare a proposal outlining the work to be done, the expected completion date and the cost.

The service includes financial planning, inventory control and market analysis. For new businesses, advice is offered on the start-up procedure, developing a business plan and operational procedures.

Brenda Valois, manager of the University of Ottawa service, said most of its clients are businesses with average sales of about \$1 million, but they have helped companies with sales up to \$15 million. She added that about 75 per cent of the students' business involves marketing studies.

Paul King, owner of the Food For Thought bookstore in Ottawa, has used the University of Ottawa service twice. In the first instance the students prepared a marketing survey to find out if he should establish a specialty bookstore selling cookbooks.

In 1982, Mr. King decided to expand and wanted to know what books people were most interested in. Based partially on information from a survey conducted by the students, he moved to a larger store, doubled his stock and brought in more fiction to add to his base stock of cookbooks. The expansion increased his sales by 80 per cent in two-and-a-half years and he attributes part of the increase to the students' work.

## Special business class air-travel service



Canadian Pacific (CP) Air has begun a new service called Attaché, for business travellers on non-stop flights between Vancouver and Toronto and Vancouver and Montreal. Three B-737s have been configured to accommodate eight first class passengers and 54 Attaché class passengers from eight first and 91 economy class passengers. As well as larger two-abreast seats separated by a table, the service includes advance seat selection, exclusive check-in counters with faster pre- and post-boarding service, specialized catering and in-flight audio entertainment. Geared almost exclusively to business clientele, all passengers including infants and children, will pay the full Attaché class fare which amounts to the current full economy fare plus 25 per cent.

## Pratt exhibit initiates corporate sponsorship in BC gallery

A new program of corporate sponsorship for exhibitions began at the Vancouver Art Gallery in British Columbia with the major retrospective of paintings, water colours, drawings and prints by one of Canada's leading contemporary artists, Christopher Pratt.

Bonar Lund, president of the Vancouver Art Gallery Association said that the exhibition, *Christopher Pratt: A Retrospective*, was organized with "generous support" from the Continental Bank of Canada and the gallery's collaboration with the bank "is a first step in developing our program of corporate sponsorship for exhibitions".

Jeffrey Smyth, a vice-president with the Continental Bank said the bank was "proud to play a part in bringing the much-awaited retrospective of this senior Canadian artist to fruition".



From left: Continental Bank vice president John Jefferson, curators Joyce Zemans and Scott Watson, and Mary and Christopher Pratt at the successful opening of the Vancouver gallery's exhibition which inaugurated its corporate sponsorship program.

The Christopher Pratt retrospective opened on November 22 with a members' preview which was considered by many to be one of the most successful events held at the Vancouver Art Gallery since it opened in October 1983.

### Major tour

The exhibition will be on view at the Vancouver gallery until January 26. It will then travel to the Art Gallery of Ontario in Toronto, February 20 - April 20; Memorial University Art Gallery, St. John's, Newfoundland, May 8 - June 22; and Dalhousie Art Gallery,

Halifax, Nova Scotia, July 10 - August 31.

Organized by the Vancouver Art Gallery and guest curator Joyce Zemans, the exhibition contains 150 of the artist's works from public and private collections across Canada. It is the first and most comprehensive examination of his work from early student days to the present.

The work of Christopher Pratt, who was born and still lives in Newfoundland, reflects his environment. He transforms familiar objects like boats, windows, doors, porches and rooms in a simple, powerful and comprehensive way.

His paintings are ideal rather than real, conceptual rather than perceptual and filled with subtle inner tensions. Each is a distillation of his experiences, encounters, thoughts and memories.

## Laser surveys Arctic

Canada has become the first nation to develop a laser hydrographic survey system that will make surveying navigation routes in the Arctic easier and less costly than with conventional survey ships.

The laser survey system is called LARSEN after the captain of the Royal Canadian Mounted Police vessel *St. Roch* which made one of the first crossings of Canadian Arctic waters. It is the result of a decade of technological development in co-operation with the Canada Centre for Remote Sensing, and through contracts with Optech Limited of Toronto which developed the laser, Nortech Limited which developed the navigation system using the Global Positioning System (GPS) and Terra Surveys of Victoria, B.C., the company conducting the first survey with the system in the Arctic.

### Easier access

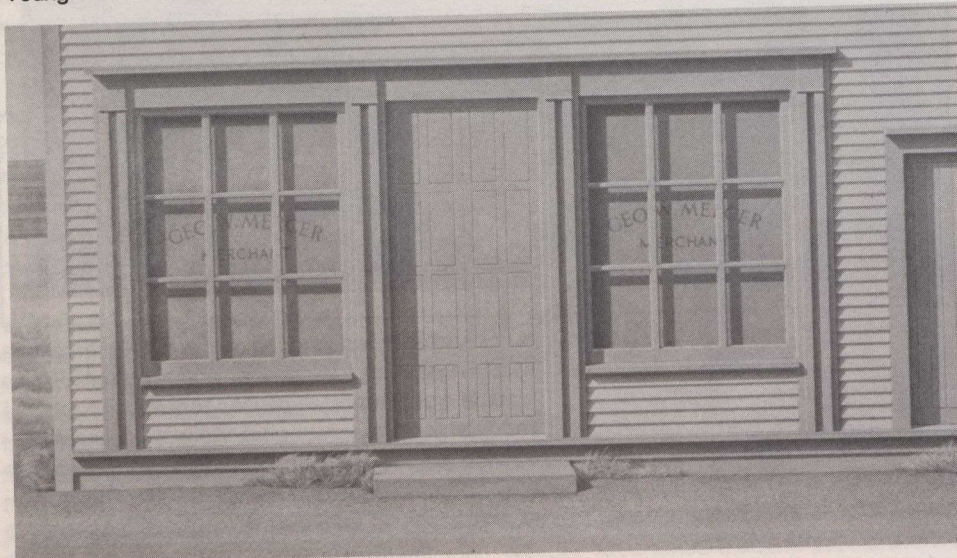
The LARSEN uses a rotating laser and operates from an aircraft flying at 500 metres. It can be deployed in areas of open water that are not easily accessible to conventional survey ships because of heavy ice cover en route to the surveys.

Surveyors with the Department of Fisheries and Oceans and Terra Surveys are now in the Arctic undertaking a laser survey of the southern transportation passage of the central Arctic. As a result of this work, nautical charts will be produced that will ensure safer navigation for ships sailing the passage from either east or west.

The LARSEN is also being considered by a number of countries as a possible way of carrying out rapid accurate surveys of extensive shallow areas near their coasts.



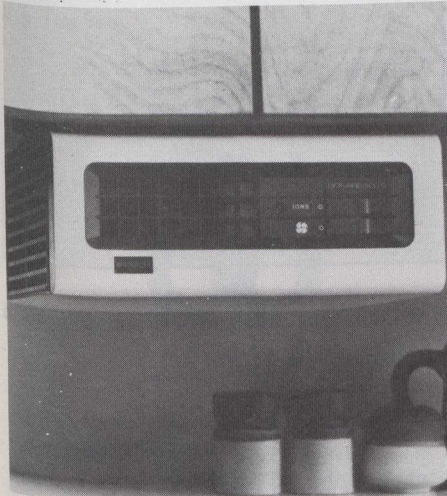
Young Girl with Seashells, oil on board, 1965.



Shops on Sunday, oil on board, 1968.

## Home comfort products at Dusseldorf show

At DOMOTECHNICA 86, in Dusseldorf, West Germany, February 4-7, eight Canadian companies will display appliances designed to improve home comfort and make household chores easier.



This space-saving air cleaner/ionizer from Biotech fits under a kitchen cabinet.

Major kitchen equipment on display in the Canadian exhibit, sponsored by the Department of External Affairs, will include energy-saving refrigerators, self-cleaning ovens, and spacious dishwashers. Electric cooking utensils like fryers, grills, skillets and kettles will also be shown.

For the rest of the home, the Canadian exhibit will include clothes washers and dryers, powerful floor and carpet vacuum cleaners, and air purifiers.

The Canadian companies that will be represented at DOMOTECHNICA 86 are:

- Appollo Vacuum Corporation – industrial and commercial vacuum cleaners;
- Biotech Electronics Limited – air purifiers and humidifiers;
- Budd Vacuum Company – CANA-VAC built-in vacuum cleaning systems;
- CAMCO Inc. – major home appliances including refrigerators, washers and dryers;
- Creative Appliance Corporation Limited – electric kettles and other small appliances;
- Frigidaire – a division of WCI Canada



Inglis will be one of the Canadian firms displaying major kitchen appliances.

Limited – major appliances including ranges, dishwashers and freezers;

- Inglis Limited – large and small home appliances; and
- Toastess Inc. – portable electric cooking appliances.

## More monthly export gains in merchandise trade

Preliminary estimates from Statistics Canada show that Canada's merchandise exports rose in October 1985 for the third consecutive month to a record \$10.9 billion. This represents a 2.1 per cent gain over the September level which had increased 7 per cent over the August figure and nearly 20 per cent on the July total. (See *Canada Reports*, December 4, 1985.) The largest October export was the August figure and nearly 20 per cent on the July total. (See *Canada Reports*, December 4, 1985.) The largest October export increases were: energy products, with major sales in coal, refined petroleum and coal products; agricultural goods, where wheat sales reached the highest value this year; and automotive products where truck exports were up by 15.9 per cent. The rise in total exports was attributable to Japan, other member states in the Organization for Economic Co-operation and Development and a number of other countries. Following are figures indicating merchandise trade by principal trading areas:

Trading area	September	October	Change	Total	Change from	
	(\$ millions)	(\$ millions)	(per cent)	January-October	1984	(\$ millions)
<b>Exports to:</b>						
United States	8 439.5	8 367.9	- 0.8	78 706.6	11.4	8 039.6
Japan	542.6	648.6	19.5	4 843.8	4.2	196.0
Britain	223.6	218.4	- 2.3	2 034.7	- 2.9	- 60.7
Other EEC countries	391.3	349.4	-10.7	3 595.3	-3.9	-146.4
Other OECD countries	169.4	232.0	37.0	1 927.0	11.8	202.9
Other countries	906.8	1 079.8	19.1	8 993.9	-11.1	-1 127.8
<b>Total</b>	<b>10 673.2</b>	<b>10 896.1</b>	<b>2.1</b>	<b>100 101.5</b>	<b>7.6</b>	<b>7 103.7</b>
<b>Imports from:</b>						
United States	6 227.9	6 014.9	-3.4	60 604.2	11.2	6 086.4
Japan	548.6	558.2	1.7	4 924.1	8.7	393.7
Britain	330.5	319.1	-3.5	2 540.0	35.9	671.1
Other EEC countries	625.1	665.4	6.4	5 793.7	20.9	1 003.0
Other OECD countries	285.5	256.3	-10.2	2 374.9	22.2	430.9
Other countries	835.7	863.8	3.4	8 380.2	2.2	179.5
<b>Total</b>	<b>8 853.2</b>	<b>8 677.7</b>	<b>-2.0</b>	<b>84 617.1</b>	<b>11.6</b>	<b>8 764.6</b>

## Trade update

**Canada and the USSR** have concluded negotiations on a long-term grain sales agreement that calls for the Soviet Union to purchase a minimum of 25 million tonnes of Canadian wheat and feed grains between August 1, 1986 and July 31, 1991. The current five-year agreement, which expires July 31, 1986, calls for the same over-all minimum purchase of 25 million tonnes of grain and in the first four years of the agreement, the Soviet Union purchased about 30 million tonnes of grain. The USSR has been a major market for Canadian wheat since 1963-64. In 1984-85, sales to the USSR accounted for more than one-third of total Canadian wheat exports.

**The nine manufacturers** specializing in computer software and hardware products that participated in the Ontario Ministry of Industry, Trade and Technology's exhibit at COMPEC in London, England, November 12-15, have reported prospective sales worth some \$5 million (Cdn). Most of the sales were by firms offering specialized computer products like Perle Systems Limited of Scarborough, Ontario, which could realize as much as \$3 million in sales for its protocol conversion equipment that lets IBM users employ up to 63 terminals.

**Array Technologies Inc.** of Markham, Ontario led Canada's high technology companies participating at COMDEX/FALL '85 in Las Vegas, November 20-24, (see *Canada Reports*, November 20, 1985) with sales of equipment worth \$10 million and another \$30 million projected over the coming year. Total sales for the 38 Canadian participants was \$12 million with possible follow-up sales worth another \$113 million over 1986.

**Three Canadian cattle exporters** have received financing support totalling \$1.52 million (US) from the Export Development Corporation for sales of 2 420 Holstein breeding cattle to Mexico. J.M. Walker Farms International Incorporated of Aylmer, Ontario received four allocations totalling \$1.28 million, Kahn Bros. of Brooklin, Ontario received \$142 800 and Clément Choinière Inc. of St. Alphonse de Granby, Quebec received \$102 000.

**CAE Electronics Limited** of Montreal, the world's largest manufacturer of commercial flight simulators, has won a \$19.2-million contract to supply two flight simulators to a domestic airline in Japan. The sale, which is the largest single elec-

tronics order placed by Japan with a Canadian company, is CAE's second to Japan.

**Combustion Engineering Canada Inc.** of Ottawa, Ontario will receive financing support of \$38 million (Cdn) from the Export Development Corporation for a sale to Thailand. The sale involves the supply of a lignite-fired boiler plant, related equipment, services and spare parts to the Electricity Generating Authority of Thailand in Bangkok for Unit 8 of the Mae Moh power plant.

**EIMCO Process Equipment Inc.** and its WEMCO Canada Division, both of Mississauga, Ontario, have received financing support totalling \$4.06 million (Cdn) from the Export Development Corporation for two sales to the Corporacion Nacional del Cobre de Chile of Santiago, Chile. The sales include centre mechanisms, tractors and rails from EIMCO and flotation cell mechanisms and tank internals from WEMCO.

**George Kelk Limited** of Don Mills, Ontario has been awarded a \$327 250 (US) allocation through the Export Development Corporation to supply a roll force measuring system and related spare parts to Kovo, the Czechoslovakian foreign trade organization responsible for electronics, control instruments, and electrical measuring instruments. This is the first allocation under a \$20-million line of credit agreement with Ceskoslovenska Obchodni Banka that was signed March 1.

**I.P. Sharp Associates** and Whitehall Financial Services have introduced a new software product, BLEND, which allows securities lenders and borrowers to communicate nationally and internationally through an online, real-time computer network, as well as calculating rebates and fees. Using BLEND, terms can be negotiated and deals completed online, ensuring that information is timely, accurate, recorded, and agreed upon by both parties. Other BLEND facilities include an automated interface to depositories/clearing corporation systems, a broadcast facility, management reporting and an electronic mail service.

**McCain Foods Limited** of Florenville, New Brunswick has acquired Bodine's Inc. of Chicago, a major packer of frozen concentrated orange, apple and grape juice and lemonade with annual sales of \$90 million (US). "The acquisition of Bodine's will substantially enhance our position in the North American juice business," said Wallace McCain, president of McCain's.

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If you would like the address of a company or organization mentioned in this issue of *Canada Reports*, please fill in and return this form to the address in the box below.

Name of company or organization:

Senders name and address:

## News briefs

**Secretary of State for External Affairs** Joe Clark recently announced Canada's ratification of the UN International Convention Against the Taking of Hostages. Mr. Clark said that Canada attaches great importance to all measures aimed at the prevention and elimination of all acts of terrorism including hostage-taking.

**Minister of State for Immigration** Walter McLean has announced an increase in immigration levels to 105 000-115 000 for 1986 and to 115 000-125 000 for 1987. The 1986 level of 4 000 for business immigrants, which is a large increase over previous levels, includes a new investor category.

**Wayne Gretzky**, 24, of the Edmonton Oilers hockey team has been named Canada's top athlete for 1985 and will receive the Lou Marsh Trophy for the third time in four years and the Lionel Conacher Trophy for the fifth time in six years. He has also won the Hart Trophy as the National Hockey League's most valuable player for six consecutive years.

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