



More detailed information on any product or service mentioned in this issue is available through the nearest Canadian Government Trade Representative, or by completing the Trade Inquiry Form on page 7 and mailing it to Canada Courier, Department of Industry, Trade and Commerce, Ottawa, Canada. Postal code: K1A 0H5.

Leisure and recreational products

Taking it easy keeps manufacturers busy!

In the cause of fun and fitness more and more Canadians are taking the plunge into a variety of leisure and recreational activities. And little wonder!

Industrialization and technological progress have resulted in shorter work weeks, longer paid vacations and earlier retirement. Combined, these factors have created more time for leisure and recreation.

Keeping abreast of these developments and often leading the way with new fashions in leisure and recreational products are the Canadian manufacturers who cater to customers at home and abroad.

In most cases, they have the ability to provide the consumer with the leisure product of his or her choice. Perhaps nowhere is this capability more evident than in the manufacture of pleasure boats, a field in which Canadian companies have years of experience and are internationally acclaimed.

Canada's many waterways were originally and primarily used for commercial purposes. Their navigation — by voyageurs, fur traders and explorers — was instrumental in the economic and commercial de-

velopment of the country. Hence, local craftsmen had, of necessity, to become expert boat builders.

As leisure time gradually became more abundant, these craftsmen were able to turn their years of experience in commercial boat building to the construction of boats for sport and recreational use.

Today, boat manufacturers in Canada, in addition to commercial vessels, produce everything from 1½ horsepower kickers, canoes and inflatable dinghies to sailboats, novelty sports crafts and palatial ocean-going yachts — many of which can be found cruising the waters of the world!

Water, too, has played an important role in the development of other Canadian leisure time activities — fishing and hunting, for example.

While the number of Canadian fishing gear manufacturers is small (and these rely to some extent on the import of components), their products are high in quality and workmanship, ranging from fishing rods, lines and tackle to reels, lures and nets. There is also a variety of hunting paraphernalia, like the innovative and recently introduced duck

decoy anchors described elsewhere in this edition of Canada Courier.

The Canadian swimming pool industry, whose companies and products are described on pages 4 and 5 in this edition of Canada Courier, is a rapidly growing one, with pools being exported to the United States and international markets. Consumer demand has greatly increased with the introduction of portable, convenient, low cost and easy to service above-and in-ground swimming pools.

In 1974, the Canadian retail market for such leisure products as swimming pools, tents, sleeping bags, sailboats, trailers and motor homes, was estimated to be in excess of \$3,650,000,000. By 1982, the Canadian retail market for leisure products is likely to reach between \$4,900,000,000 and \$6,400,000,000.

The smaller figure is considered as being perhaps over-conservative in view of the expected real growth in discretionary income, propitious changes in the age structure of the population, more consecutive periods of free time and the continued emphasis on involvement.



And the emphasis is definitely continuing, with all levels of government playing an active role in enriching the leisure time of Canadians.

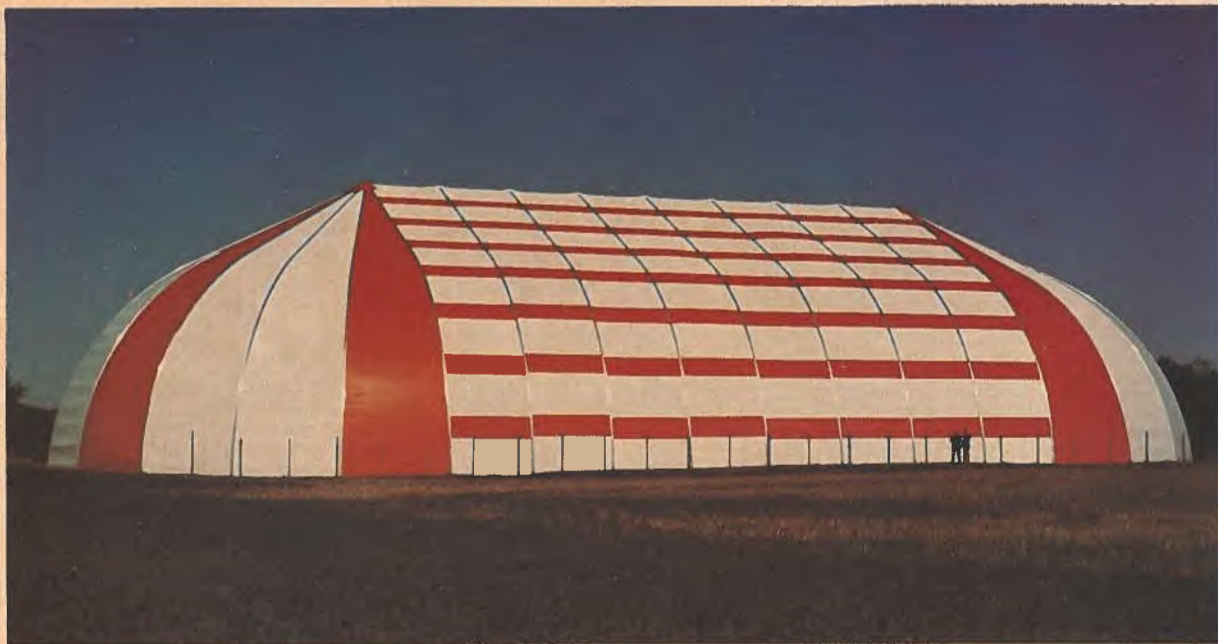
Several federal agencies have major programs related to leisure. Among these is the Fitness and Amateur Sports Branch of the Department of National Health and Welfare. It is mainly responsible for outdoor recreation and physical fitness programs and carries out a

number of programs aimed at encouraging citizens of all ages to take part in physical fitness activities. It also assists Canada's native people in increasing their participation in sports and recreation.

Countries wishing to import leisure products and sporting goods that they know to be high in quality and workmanship — and competitively priced — may find what they are looking for in this edition of Canada Courier.

Buildings erected in only an instant

Sprung's versatile, attractive all-season structures



Photograph courtesy of Alcan Canada Products Limited: Photographer — Karl Sliva.

The Memorial Drive Arena in Calgary, Alberta, is pillarfree, easy to heat and maintain. It is 36.5 m (120 feet) wide, 73 m (240 feet) long and 18 m (60 feet) high — and it was completed in just one month! Sprung Instant Structures Limited, whose product bears the same name, can send its buildings anywhere in the world in just three days. As an example of quick and efficient service, the company can supply a complete, pre-packaged arena, erected on site including design, building, ice-plant, ice-rink and auxiliary facilities, within four months from date of order. Sprung instant structures are installed throughout the world in both tropical and Arctic climates.

When it comes to enclosing a space efficiently and economically, customers come to Sprung Instant Structures Ltd., a Calgary, Alberta, company that caters to world markets.

Constructed from extruded aluminum arches integrally connected to an impervious outer skin, the instant structures are attractive in appearance and available in a range of different colours and sizes — or to customer specifications.

And building to customer specifications is this company's forte. As

examples: just recently, in Sharjah, United Arab Emirates, Sprung Instant Structures Limited erected — in only 16 days — a 6,224 m² (67,000 square foot) exhibition pavillion — and built it on a surface which had been under 1.2 m (4 feet) of water! Another 12,727 m² (137,000 square foot) trade show pavillion was recently erected in Bahrain.

Not inflatable structures, these products are well suited to a city or country environment where indoor — commercial, institutional or pri-

vate — space is needed in a hurry. They are also ideally suited to remote areas where transportation is difficult and speed of installation essential.

And they are versatile: openings can be located anywhere in the walls; each structure comes complete with one personnel door and one 2.4 m (8-foot) wide overhead garage door; any or all of the sections can be opened to provide access; and, if a fabric panel or frame member becomes damaged, it can easily be replaced or repaired with-

out disrupting the structure.

Able to withstand snow loading to 292 kg/m² (60 lbs./ft.²) and wind to 225 km/hr. (140 mph.), the sprung instant structure is also stable under limited ground movement and other environmental force factors.

Weatherproof, the structure is designed to resist tropical heat and Arctic cold. Occupant comfort can be augmented by the installation of insulation or heating and ventilating systems, if required. The PVC coated nylon or polyester fabric with durable aluminum framing is highly resistant to moisture, mildew, insects and other deteriorating elements.

The fabric, which is also fire retardant (self extinguishing) — as demonstrated through tests performed in Europe and North America — allows light to enter the building. It does, however, have inhibitors to prevent deterioration from sunlight and is coated to withstand extreme temperature changes.

Ideal as enclosures for skating rinks, riding arenas, exhibition pavillions, swimming pools — or whatever the space required on a permanent or temporary basis, sprung instant structures can be erected on any reasonably flat ground. Special anchor systems are used for erection on sand or muskeg. Complete erection services are provided or the company will supply an erection supervisor and necessary tools. This allows erection to be carried out by local labour.

Meeting standards set by the National Building Code of Canada, sprung instant structures can be designed and fabricated to suit the customer's individual requirements — with provision for local or special

usage codes and standards!

Since a large range of sizes and colours of structures is always on hand, almost immediate delivery is provided. Custom orders are also rapid as the company has a highly efficient engineering and design capability.

Exporting to such countries as the United States, Britain, Australia, Greece, Iraq, Iran and Saudi Arabia, Sprung Instant Structures Limited actively seeks additional international markets. Code 1-169

And inside...	Page
The beauty of wildlife in sculpture	2
Customers come to Vulcan for automotive needs	6
Large cylinders win markets worldwide	6
Cold systems warmly welcomed	7
Trade inquiry form	7
Canada: An overview of a vast and varied land	8
A dock with style	see page 3



Sailboats lead to sales success

Fibreglass sailing craft that satisfy the most demanding sailors — and which are easy on the pocket-book — are manufactured by Vandestad & McGruer Limited, a leading yacht designer and builder in Owen Sound, Ontario.

One of the company's newest sailboats introduced at the 1976 Chicago Marine Trade Show is the Sirius. An extremely popular craft with both experienced sailors and those purchasing their first cruising sailboat, more than 100 were sold in the first six months of production!

In addition to being attractive, the sleek 6.5 m (21 foot, 2-inch) craft is fast, roomy, stable and very easy to handle. Providing excellent stability are the wide beam — 2.4 m (7 feet, 11 inches), hard bilge and retractable cast iron keel.

Comfort and spaciousness are also characteristic of the Sirius, a boat built for tall people — right down to the dinette and moulded-in galley! There are five bunks, each with storage space beneath, and two large lined cockpit lockers. As well, there is a separate ventilated compartment for gas tank.

When it comes to fibreglass know-how Vandestad & McGruer is expert. Finish and construction on the Sirius are of such a high level that there is a two-year warranty on workmanship and materials. With the Sirius, extensive use is made of Liasil, a new, unidirectional roving, laid in alternating directions for greater strength and rigidity.

Liasil also reduces "print-through" and allows a high glass-to-resin ratio. Interior trim is teak throughout and hull and deck liners give a finished appearance, making cleaning much easier and providing insulation against condensation. The mast and boom are of anodized aluminum, while stainless steel is used for rigging and hardware.

Although stout construction is Vandestad & McGruer's first consideration in building a boat, they are equally concerned with design details — and here provision has been made for every possible safety margin.

For instance: a keel locking bolt ensures self righting; interior foam floatation makes the Sirius unsinkable; the cockpit has a large drain on either side for self-draining; anchor and line fit safely out of the way into the moulded locker near the bow; side decks are wide and teak handrails are provided for safety; and all horizontal surfaces have a moulded non-skid pattern.

Other Vandestad & McGruer sailing craft are the Shrimp, a 2.7 m (9-foot) dinghy; the Skunk, a 3.4 m (11-foot) general purpose dinghy; the Spindrift, a 4 m (13-foot) sailing dinghy; and the Siren, the economical 5.2 m (17-foot) week-ender.

Currently exporting its sailboats to the United States, Vandestad & McGruer actively seeks international markets, especially in the Caribbean, South America and Europe. Code 2-162

Finest in fishing gear comes from Northern Stag

Fishing lines and assorted gear to suit the needs of virtually any angler are available from Northern Stag Industries Limited of Rockwood, Ontario.

The company's Northern Air-Borne — available in floating and sinking — is regarded by many as Canada's outstanding flyline. Developed to most exacting specifications, these flylines have precision coating and finishing techniques that assure superb handling and have made Air-Borne the favourite of many serious fly fishermen.

A premium monofilament line, the Northern Teakwood, is specially processed for maximum limpness and strength. As well, it has lower

subsurface visibility because the unique woodtone colour and satin finish cut underwater light transmission to a minimum.

In addition to a variety of lines, spools, leaders, mill ends and sinkers, Northern Stag also offers a broad range of top quality fishing nets.

Designed exclusively for the ice fishing enthusiast is the Ice Line, a first-quality monofilament whose new green colour harmonizes with wintertime water conditions to make the line truly invisible underwater.

There are also ice hut landing nets, floating aluminum trout nets, bass nets and floating aluminum boat nets, heavy duty salmon nets,

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wood and aluminum handled minnow and smelt nets, floating boat hooks and gaffs.

Northern Stag Industries Limited is in the market to export its Canadian-made fishing gear internationally. Code 2-253

Hoselton sculptures depict beauty of wildlife



The graceful, fluid movement of a Canada goose in flight is reflected in this hand-polished aluminum sculpture by Carl Hoselton of Hoselton Studio Ltd., Colborne, Ontario. Depicting animal, bird and sea life common to North America, the sculptures are internationally popular gift items. They also make excellent trophies and have been presented to such golfers as Arnold Palmer, Lee Travino and Billy Casper. Because all the work is done by hand no two Hoselton pieces are exactly alike. Code 2-362

Enjoyment of the outdoors is brought inside with sculptures produced by Hoselton Studio Ltd. of Colborne, Ontario.

Designed by internationally famous artist and sculptor, Carl Hoselton, the finely executed pieces depict wildlife figures that are characteristic of Canada and

North America. These range from the Canada goose, beaver and loon to the seagull, crane, owl and fox.

The graceful, freeformed animals, birds and sea life are all individually sandcast in aluminum alloy and hand-polished to a smooth, non-tarnish, care-free finish. (The odd appearance of slight sand pits is

a characteristic of Hoselton, not a defect. If these were eliminated, the result would be a machine-like product, destroying the individuality of Hoselton sculptures.) To give the wildlife sculptures a life-like setting, rough stone bases of native quarried marble are used.

Extremely successful sellers, Hoselton sculptures are much sought after in the giftware market. Also available in solid bronze, they are carried in Canada's five largest gift chains — Eaton's, Sears, The Bay, Birks and Peoples. As well, they are sold in the Cara Shops of Canada's airports and hotels.

In the past year, Hoselton Studio Ltd. has exhibited at more than 40 gift shows in the United States. As a result, the company has taken on many U.S. sales representatives and has established a number of retail outlets.

In addition to its broad range of "non-functional" sculptures, Hoselton Studio Ltd. also creates more utilitarian pieces. For instance, Carl Hoselton has designed and sculpted the birds and animals of North America into platters, celery, pickle, bonbon and fruit bowls, table crumber, mint dishes, candy dishes, coasters and ash trays — all of which are crack, chip and break resistant.

Continuing on the same animal-bird-sea life theme, Hoselton has recently introduced another unique gift item: sculptured pendants.

With a constantly growing market that includes the United States, Britain, Australia and the Bahamas, Hoselton Studio Ltd. actively seeks additional international sales representatives and retail outlets.

Duck hunters flock to Duckstop!

Decoys fitted with the Duckstop™ anchor are as attractive to duck hunters as they are to ducks! And the reasons are obvious. The Duckstop, which can be used with all standard decoys, is novel in design in that the cord can be wound around the anchor and the whole assembly stored over the neck of the decoy. This makes for compactness and ease of portability. Other advantages to the hunter are: the Duckstop is fast to set and easy to retrieve; there are no more tangled lines as the anchor line is kept taut; and the anchor is appropriately coloured to camouflage itself underwater. Light, yet strong, the Duckstop is constructed of hollow polyethylene which can be filled on the spot with sand, gravel, pebbles, pellets, or any appropriate weighting material. The anchoring can be made as heavy as the hunter chooses, but typical weights attainable are: dry sand, 291 grams (10 ounces); wet sand, 348 grams (12 ounces). Empty, Duckstop weighs approximately 26 grams (0.9 ounces). The manufacturer of a variety of sporting goods, Duckstop, Division of The Belmid Corporation, Peterborough, Ontario, is currently represented in the United States. The company also seeks agents in such international markets as Australia, New Zealand, Britain, India, Mexico, Egypt and Russia. Code 2-453



Built for good times and for sailors with limited storage space, the Topcat is an ultra simple catamaran that can be off one's roof racks and under sail in less than five minutes. Only 2.8 m (9-feet, 1 inch) in length overall, the Topcat — which tacks easily and is very forgiving to inexperienced sailors — weighs approximately 50 kg. (110 pounds). The rudders are permanently attached and there are no centreboards to contend with. The two fibreglass hulls are connected with aluminum tube sections which provide stable mast support. With a 4.8 m² (52 square foot) sail area, the Topcat is just one of many fine sailing craft manufactured by Vandestad & McGruer.

Taking to tents — the light weigh!



There's hardly a better way to enjoy the great outdoors than with lightweight backpack tents from Ridgeline Products Inc. Successful in Canadian and worldwide export markets, Ridgeline nylon tents are constructed of the finest quality components, with all hardware assemblies made of seamless bright-drawn Canadian aluminum, shock-cord loaded for sure, simple assembly. At top is the Expedition, the most popular of all the Ridgeline Design series. Intended for four-season use, its highlights are: tripod frame consisting of three five-sectional shock-cord loaded poles for wind and snow stability; a vertical 114.3 cm (45-inch) high three-way zippered screen door with protective outside double zippered flap; and a zippered cook hole in the floor for hot meal preparation in inclement weather. Tent and fly set-up have been simplified through use of elasticized cords stretched between them. This both reduces the quantity of ropes used and provides taut, vertical side walls. The hexagonal floor plan allows sleeping room for three plus plenty of space for storage of gear. The entire roof area of the inner tent is of uncoated 53.8 gram (1.9-ounce) RIP-STOP nylon, while the walls, front flap and fly are of the same nylon, only fully coated. The floor is of heavily coated nylon which is more rugged than conventional lighter nylon floor materials. All necessary fittings are sewn into the tent door and there are even wall eaves for the later addition of a cotton frost liner to increase one's comfort in cold weather. The Expedition backpack tent packs into a 17.7 cm by 53.3 cm (7-inch by 21-inch) stuff pack and weighs approximately 3.6 kg (8 pounds). Lower photo is Ridgeline's best two-person tent, the Bruce Trail, featuring full A frame assemblies front and rear. This pole style has proved best overall for wind and snow shedding characteristics. Also constructed of high quality RIP-STOP nylon, Bruce Trail's special feature is the front vestibule, permanently sewn on, with full height zipper openings on both sides. There is also a permanent vent sewn into the peak to simplify cooking in inclement weather. Packed into a 13 cm by 51 cm (5-inch by 20-inch) stuff bag, the Bruce Trail weighs less than 3 kg. (7 pounds). Ridgeline Products Inc. of Toronto, Ontario, currently exports its line of lightweight backpack tents to Australia and West Germany. A progressive, dynamic company, Ridgeline seeks additional international markets.

Code 3-162



Modular aluminum system

A dock with style — no fuss, no trouble

Setting up a boat dock at marinas, lake front cottages or boat rental agencies is easy as one, two, three with Insto Dock!

Invented by Rudy Parisien and manufactured and distributed by Capital Fence and Wire Ltd. of Ottawa, Ontario, Insto Dock is a lightweight modular aluminum dock system that works well in both shallow and deep water and can be assembled, installed and disassembled easily by one person.

With its pre-formed parts and pre-punched holes, one has only to join the pieces with simple tools. It's simply a matter of nuts, washers and bolts with convenient aluminum-to-aluminum sleeve connections. Even the least mechanically inclined person can assemble it with ease.

In addition to being fast and easy to assemble, Insto Dock is engineered for strength and durability.

The secret is a rugged double frame of square aluminum channel rails interconnected by strong tubebridging for optimum load bearing capacity. For instance, an 8 m (24-foot) dock with four legs will safely support a distributed weight of 910 kg. (2,000 pounds).

And the dock is versatile: with a quick turn of a wrench it can be raised or lowered to adjust to varying water levels. Leg extensions can also be added to deal with deep water (at which time it is best to have a permanent support base below ice level). As well, the open-bridge design reduces the adverse effects of high waves and allows floating debris to pass through and away from the swimming or docking area.

The Insto Dock standard module is 5 m (16 feet) long with a ramp pack that adds 2.5 m (8 feet). Another 2.5 m (8-foot) extension

can be inserted between the two halves of the standard module without the addition of extra legs.

Even in the roughest inland waters there is no danger of sag or collapse. This risk is eliminated because of sway bars at each end, cross rails and gusset plates at right-angle connections in the main frame.

Insto Dock offers several other important advantages. As it is constructed of aluminum — which does not deteriorate in water — it has a long life; the mill finish aluminum frame is corrosion-resistant, requiring no painting or maintenance; and it's lightweight — the 5 m (16-foot) module is easily cartopped.

While Capital Fence and Wire Ltd. is prepared to ship its Insto Docks to export markets, the company is particularly interested in having the docks manufactured under license by international parties.

Leisure time product market

Zenith knows what's cooking!



Canadian-made outdoor barbecues — like the Garden Chef shown here — are among many diverse leisuretime products exported by Zenith Exports, Division of Zenith Tool & Manufacturing Limited of Georgetown, Ontario. The popular and versatile Garden Chef is practical in both design and size. The hood, which clips on to the 61 cm (24-inch) diameter firebowl, has a rotisserie — spit and motor included — and allows the wheel-mounted unit to be placed in or out of the wind for the desired cooking speed. The revolving grill features a height-adjustable ratchet system. Constructed of sturdy pressed steel and finished in black, silver and chrome, the Garden Chef weighs 11 kg. (24 pounds) and has a cooking height of 61 cm (24 inches). Other Canadian-made products exported by Zenith include charcoal briquettes, insect repellent citronella candles, outdoor cedar furniture, indoor pine furniture, cedar picnic tables — and even artificial Christmas trees! In 1977 Zenith shipped 15,000 artificial Christmas trees to Britain, where the company has its European headquarters, Zenith Canada, in Kent. Already exporting to some areas in Europe, the company seeks additional markets, especially in France, Germany and the Scandinavian countries.

Code 3-262



The economical and practical answer to recreational docking needs is Insto Dock, the lightweight aluminum docking system from Capital Fence and Wire Ltd., Ottawa, Ontario. The frame is easily assembled on shore, lifted into the water, then topped with the supplied bevelled end planks that slide into the frame — one board at a time. To dismantle, the procedure is reversed. Selling at competitive prices to wood and other metal dock systems, Insto Dock is conveniently packaged for lightweight, low cost shipping.

Code 3-362

Solid service keeps Kafko customers content

High quality products and top-notch service have helped make Kafko Manufacturing Ltd. one of Canada's largest manufacturers of in-ground, steel wall and vinyl liner swimming pools.

While the company is relatively young — it was established in 1971 — it has already sold more than 8,000 swimming pools to customers in Canada, the United States and Europe.

Manufacturing 10 basic pool models in a variety of shapes and sizes that will fit any lot, Kafko pools have 14-gauge copper bearing steel walls that are galvanized for strength and long life protection against corrosive chemicals in soils. The corners are also rounded for additional strength and ease of cleaning.

To ensure a perfect fit, Kafko custom makes its own 30-mil vinyl liners — chemically treated to protect against algae and bacteria. The liners, available plain or colour patterned, are easily cleaned and never need painting.

Kafko's adjustable A-frames provide positive wall alignment and strength and are constructed of the same rugged, corrosion-resistant steel as the walls.

Coping of white ridged non-slip ribbed vinyl is finished with baked enamel aluminum clips that never yellow and which completely conceal all joints. Kafko also offers a

smaller bull-nose coping that allows the owner to bring a concrete patio right to the edge of the pool. At the same time, it provides strength to the walls.

The company's exclusive concrete composition bottom ensures a skin-tight liner fit and is applied on

the ground after the hole is dug to assure a smooth pool bottom beneath the vinyl liner.

Modern filtration equipment supplied with each Kafko pool circulates the water between a main drain in the bottom of the deep end and a near-the-surface skimmer. Unlike

other pools, this provides a full 100 per cent circulation of water every nine hours. The high grade sand filter removes leaves, dust and other impurities before they reach the bottom.

Shipping complete pool kits within two days after orders are

made, Kafko also supplies its clients with solid backup service. Kafko Manufacturing Ltd. has pools installed in such countries as Iceland, France, Germany, Switzerland, The Netherlands, the Caribbean, Italy and Denmark and aims to further increase its exports. Code 4-162



The construction of sturdy durable pools, backed by solid follow-up service, is the hallmark of Kafko Manufacturing Ltd. of Mississauga, Ontario. The company, which manufactures in-ground, steel wall and vinyl liner pools, exports its swimming pools internationally.

Countries around the world Irwin sells for pleasure in the swim with Coleco



Coleco (Canada) Limited is literally in the swim of things! The Montreal, Quebec, company is the world's largest manufacturer of above-ground swimming and wading pools. Only 10 years old, Coleco already has its pools and related products in use in more than 28 countries around the world — and export sales are increasing by 20 to 25 per cent per year. From the company's 1978 line is this Greenport™ above-ground pool, available in both round and oval models. A leader in value with bolted construction for stability and exclusive Doube-Kote™ baked enamel finish (on walls, top rail and vertical supports) for long lasting beauty, the Greenport is also noted for its Greenweave™ Deco Print wall design. Vinyl liners are either registered heavy duty winterized Gold Seal or winterized standard gauge, and top rail and vertical supports are a wide 10.2 cm (4 inches). Bottom rail and bottom connectors are made of Copper-Guard™ protected "hot-dipped" galvanized steel. Noted for its high quality products, prompt and low cost delivery, Coleco (Canada) Limited is an aggressive company that actively seeks additional international markets. Code 4-262

For your bookshelf . . .

Integrated Dairy Farming in Canada, published by the Department of Industry, Trade and Commerce, is available free of charge in English, French and Spanish.

Among other informative items, there are sections on Canadian companies specializing in the export of turnkey dairy farm projects; consulting services for dairy industry development projects; livestock, semen and embryos; farm buildings, machinery and equipment.

To obtain a copy, fill in the trade inquiry form on page 7, quoting the following code number. Code 4-481

Summer fun and relaxation in one's own backyard — this is a strong selling point for swimming pools, patio furniture and barbecues from Irwin Leisure Products, Division of Irwin Toy Ltd., Etobicoke, Ontario.

The company's Pacific Pools — steel wall vinyl liner in-ground swimming pools — have sold by the thousands in the past 20 years and are noted for their high quality design and engineering.

The result of constant research and development, these pools incorporate many new features and improvements, such as the wide track auto skimmer which is fully three times the size of ordinary skimmers.

Other Pacific features include a 17.7 cm (seven-inch) coping which never needs painting and stylish,

rounded corners with one-piece blow-molded corner caps, giving each pool a clean, modern look. As well, all Pacific Pools feature a full 106.6 cm (42-inch) high wall for added strength and rigidity.

Irwin's broad selection of above-ground swimming pools comes in a variety of lines, each with several models. Under such trade names as Sherway, Sorrento, Granada, Brownwood, Aegean and Woodmere, these pools are winterized and sanitized with virgin vinyl liner.

In all models, the metal frame parts are hot-dipped galvanized and coated with baked-on outdoor enamel. Top coaming, buttresses and buttress supports increase the sturdiness and rigidity of the entire units while bottom rails of corrosion-free aluminum provide

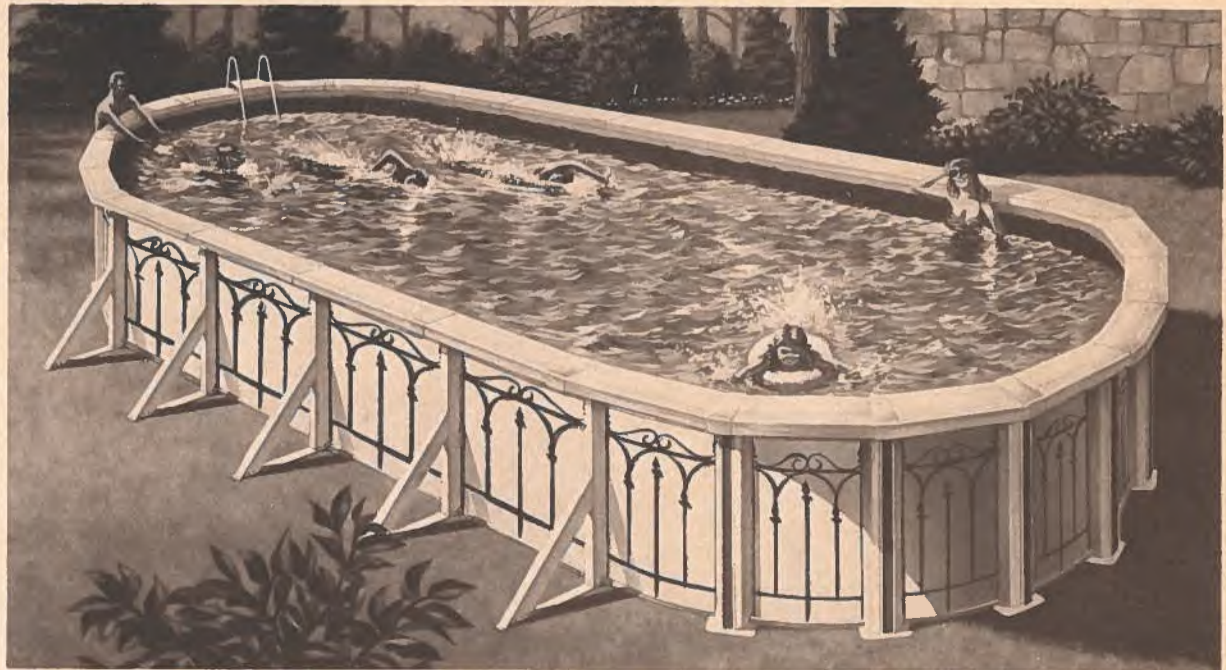
long life.

Irwin's recreational furniture covers the entire gamut from stacking chairs, captain's chairs, reclining chairs and chaise-lounges to complete dining sets and umbrellas. And the company's gas barbecues make outdoor cooking a real breeze!

Available in three portable models, the outdoor gas barbecues are designed to function in virtually all types of weather conditions. With them, one can rotiss, roast, bake, smoke, fry, barbecue or even grill.

Currently exporting to France, West Germany and Saudi Arabia, Irwin Leisure Products seeks additional international markets and is especially interested in Britain, Australia, the Scandinavian countries and South America.

Code 4-362



Long on looks and short on upkeep . . . that's the Granada™ above-ground swimming pool from Irwin Leisure Products of Etobicoke, Ontario. This sturdy and rigidly constructed model ranges from 4.5 m (15 feet) diameter with a 35,579-litre (9,400 gallons) capacity to 5.5 m (18 feet) diameter by 10.1 m (33 feet) oval with a capacity of 59,424 litres (15,700 gallons). All Granada models are 1.2 m (4 feet) high. Irwin also has in-ground pools, patio furniture and gas barbecues for export.

Attractive shapes, sizes created by Cornelius

In-ground and above-ground swimming pools in an assortment of shapes and sizes are created by Cornelius Pools and Equipment Ltd., St. Catharines, Ontario. One of the company's most popular lines, the Aquarian, is available in a variety of styles, including oval, round, Palette, Big L, Lazy L and rectangular (latter two shown here). All Aquarian pools have proved themselves capable of withstanding any climate, from the coldest Canadian winters to tropical sunshine — while retaining their excellent condition, with no painting or replastering required. And Aquarian pools are rugged: strong perma-steel walls are supported by galvanized multiple braces. The steel of the Aquarian pool is weld-free, making it stronger and longer lasting since none of the protective zinc coating is burned off by welding. This patented method was the brainchild of Cornelius designers. Also sturdy and durable are the company's above-ground pools in a wide range of configurations. With the finest in filtration systems, Cornelius Pools and Equipment Ltd. also manufactures air supported pool enclosures. The company is interested in increasing its markets in the United States and in developing markets in Germany, France, Spain, The Netherlands, Britain and the United Arab Emirates.

Code 5-162



Distinctive styles from International Pool



In-ground and above-ground swimming pools, like those shown here, are the specialty of International Pool Distributors. This Oshawa, Ontario, company, which manufactures 90 per cent of its products in its own plant, also produces such swimming pool accessories as filters, vinyl covers, vinyl domes, fibreglass modular enclosures, vibrant pools and spas. Interested in expanding its international markets, the company has available for potential customers a 60-page catalogue in metrics and a colour brochure in English, French and German. Code 5-262



Pioneer in prefab pools packs a compact package

In business since 1917, Acorn Pools is a pioneer in the manufacture of prefabricated, steel-walled, vinyl liner in-ground swimming pools.

The Hamilton, Ontario, company designs pools for strength and durability, with every part carefully engineered to give the user ultimate convenience and money value.

The company's latest patented pool method is designed to reduce labour and transportation costs, to use minimal warehouse storage space and to eliminate damage in transit — all of which means reduced costs to the end user.

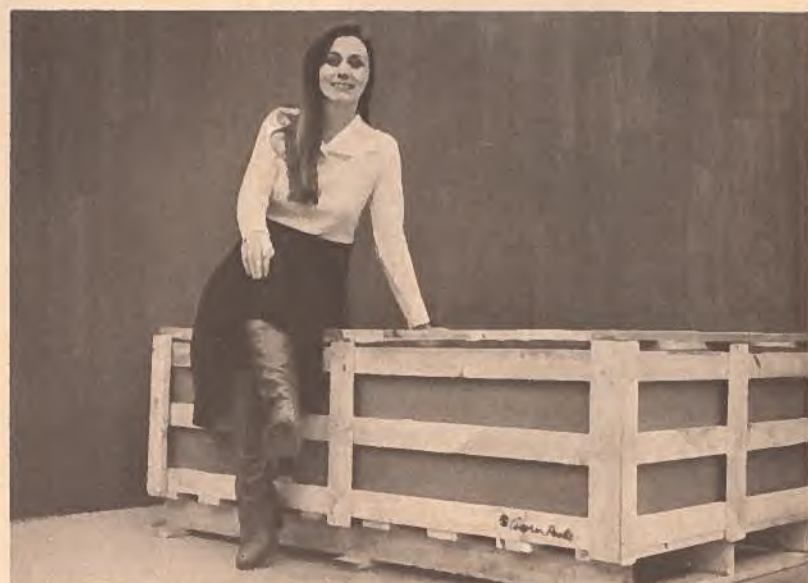
An example is Acorn's new 5 m by 10 m (16-foot by 32-foot) pool — which now fits in a box measuring 1.3 m by 1.4 m by 0.75 m (4.2 feet by 4.5 feet by 2.4 feet). Approximately 20 such pools will fit in a 6 m

(20-foot) container. At its final destination, the pool can be erected by two men in only 15 minutes.

In addition to manufacturing such swimming pool accessories as air-supported swimming pool domes, cistern liners, covers, tank liners and spas, Acorn also offers platform and on-ground tennis/squash courts. These are also easy to distribute as they are one-quarter the size of regular tennis courts and they are packaged in kit form.

Distributing its pools across Canada and to some areas outside the country, Acorn Pools is now interested in developing export markets and seeks licensing arrangements for its various leisure products.

Code 5-362



Swimming pool manufacturer and distributor, Acorn Pools of Hamilton, Ontario, has been designing and installing pools, like the one shown here, for more than eight years. The same pool fits easily into this crate for convenient, efficient and economic shipping.

Keeping the customer satisfied!

When it comes to automotive needs, customers in 43 countries come to Vulcan Equipment Company Ltd.

The Toronto, Ontario, company is a leading manufacturer and distributor of automotive equipment, towing equipment and pre-cure retreading equipment.

One of the company's newest products is the Auto-Mag tire changer which permits fast, damage-free automatic changing of all wheels — including alloy and mags — from 25 cm (10 inches) to 44.5 cm (17.5 inches).

Simple adaptors and operational sequence, along with a power reverse feature make the Auto-Mag the fastest machine on the market. As well, exclusive airhydraulic cylinders coupled with specially designed rack and pinion drive provide smooth, adequate power at air pressures as low as 586 kg/m² (120 psi.).

Designed with the operator in

mind, the Auto-Mag features: two foot pedals, one for power and the other for inflation, for ease of operation; friction lock upper bead loosener for quick and easy adjustment for all wheel sizes; and exclusive power arc on both the upper and lower bead looseners which permits simultaneous bead loosening action; and a conical table design which better directs air into the tire, making tubeless tire inflation a cinch.

Additionally, the operator has complete control to power or stop the machine at any point in the operational sequence — assuring complete safety for him and the wheel. In fact, in just a few minutes the operator can become a pro with the Auto-Mag.

And the Auto-Mag is easily serviced! Even after years of operation, all parts — including the cylinder, chassis, power drive and assembly — can be repaired in the field at minimum cost and downtime.

Established in 1940, Vulcan Equipment Company Limited has three major divisions, each producing a variety of high quality automotive products.

The Automotive Division includes lifts, jacks, hoists and alignment and balancing equipment — in effect, a total automotive service equipment package.

The Retread Division offers a complete line of equipment for repairing and precured retreading of passenger, truck and off-the-road tires.

The Towing Division is centred around the revolutionary hydraulic Cradle Snatcher which lifts cars by the wheels — for damage free towing.

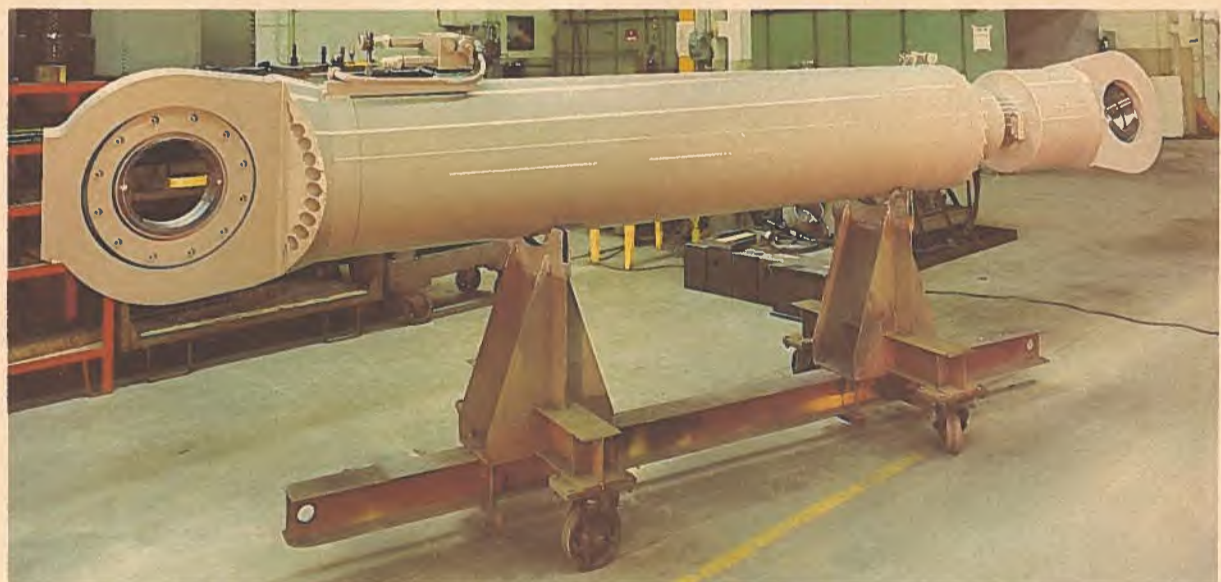
A reputable, innovative company, Vulcan Equipment Company Ltd. is a household word from Argentina to Australia, Sweden to Singapore.

Code 6-164



A leading manufacturer of automotive, towing and retreading equipment, Vulcan Equipment Company Ltd. now offers international markets its new Auto-Mag tire changer. Designed for today's and future needs, the Auto-Mag is competitively priced and handles all wheels without damage.

High quality cylinders win markets worldwide



A complete range of air and hydraulic cylinders — in bore sizes to 760 mm (30 inches) and strokes to 30 meters (100 feet) — are manufactured by Viceroy Fluid Power Limited of Rexdale, Ontario. One of the few world manufacturers capable of producing in these sizes, Viceroy specializes in the custom design and manufacture of large cylinders for such uses as locks and hydro-electric projects. The company's standard catalogued products are used extensively in nuclear and thermal stations for a variety of applications. Shown here is a precision engineered hydraulic luffing cylinder with a 508 mm (20-inch) bore produced for a stacker reclaimer. Viceroy also produces heavy duty mill type cylinders for steel mill machinery; compensator cylinders for offshore drilling applications; and long stroke rams for on-shore rigs. Custom designed are complete hydraulic systems with hydraulic power units, control mechanisms and cylinders. These are produced as complete functional factory tested systems — with tape controlled machines producing complicated manifolds that eliminate the conventional mass of piping to provide leak proof systems. Viceroy's modern plant facilities provide complete in-house manufacturing, including machining, honing, grinding, plating and polishing. All stages of manufacture are quality controlled — ensuring products that are long lasting, high in quality and low in maintenance costs. Viceroy Fluid Power Limited was one of 24 Canadian companies to exhibit at the international energy trade fair, Energy '78, Sao Paulo, Brazil. Viceroy also exhibited at the recent offshore Technology Conference, Houston, Texas. Exporting internationally, Viceroy has two wholly owned associates in the United States: Anker-Hoth of Port Huron, Michigan and EMG Hydraulics, Los Angeles, California.

Code 6-364

Clip-on refrigeration unit safely transports frozen foods



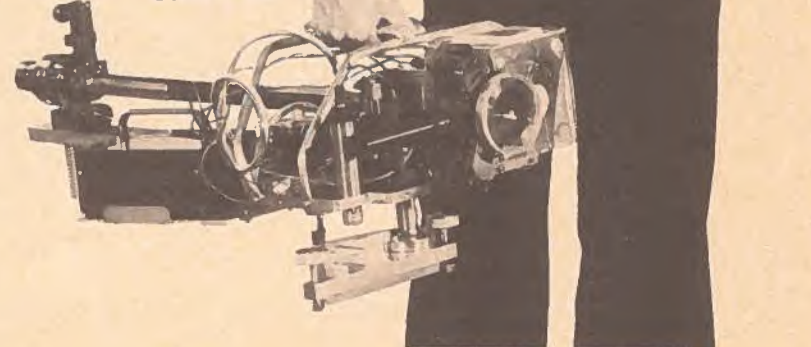
Designed and manufactured by Galt Equipment Limited of Candiac, Quebec, this "clip-on" refrigeration unit permits 14.5 metric ton (16-ton) containers of frozen meat or other foodstuffs to be safely transported in ambient temperatures as high as 40°C (104°F). Other outstanding features are: a pneumatic temperature control dispenses with electric power; the support system will withstand 15 G impacts; and, with normal CO₂ evaporation at the rate of five per cent per day, the frozen cargo can be stored in the container for periods up to three weeks. Refilling is accomplished in five minutes. A leading Canadian manufacturer of marine and industrial air conditioning systems and refrigerators and of fish preservation and processing equipment, Galt Equipment Limited exports to the United States and countries in Europe. The company was one of nine Canadian exhibitors to participate in Posidonia '78, the international shipping exhibition held at Piraeus, Greece.

Code 6-264

Advanced vacuum transfer device used by physicists, space researchers

Sophisticated and highly technical, this Vacuum Transfer Device for use in basic physics research — by universities and space research centres — is now being manufactured by Canadian Vacuum Equipment Company Ltd. of St. Laurent, Quebec. The system permits the transfer of a target from one ultrahigh vacuum apparatus to another while at all times maintaining the target at a pressure less than 10⁻¹⁰ Torr — and that's better than the pressures found in outer space! The aim is to permit surface analysis by a multiplicity of techniques on the same target without any change in target surface conditions. Advantages of the transfer system are: experimenters can work simultaneously on different targets; instruments or facilities can be added without disturbing existing experiments; samples can be brought from air to ultra-high vacuum where they can be stored indefinitely. In fact, observations on the same target need not be limited to the same laboratory: they could, in principle, be performed in remote laboratories anywhere on earth — without any deterioration of sample surface conditions! (It is here essential that each such laboratory be compatible with the transfer system — opening the possibilities of cooperative and complementary programs between laboratories.) Several other variants of the transfer system may be visualized: the preparation of a sample in a remote central facility such as an accelerator followed by its transfer to a surface analytic facility for examination; sample preparation rather than analysis in each apparatus; the inter comparison of standards for surface analysis; the use of the transfer system at conventional vacuum rather than uhv. The system can be adapted to most uhv surface analytic instruments without too much difficulty. The design objective is that a transfer from one nearby apparatus to another be complete within one hour. In 1976 the first working prototype of this Vacuum Transfer Device was conceived, designed, built and tested by members of the Electrical Engineering Division of the National Research Council of Canada.

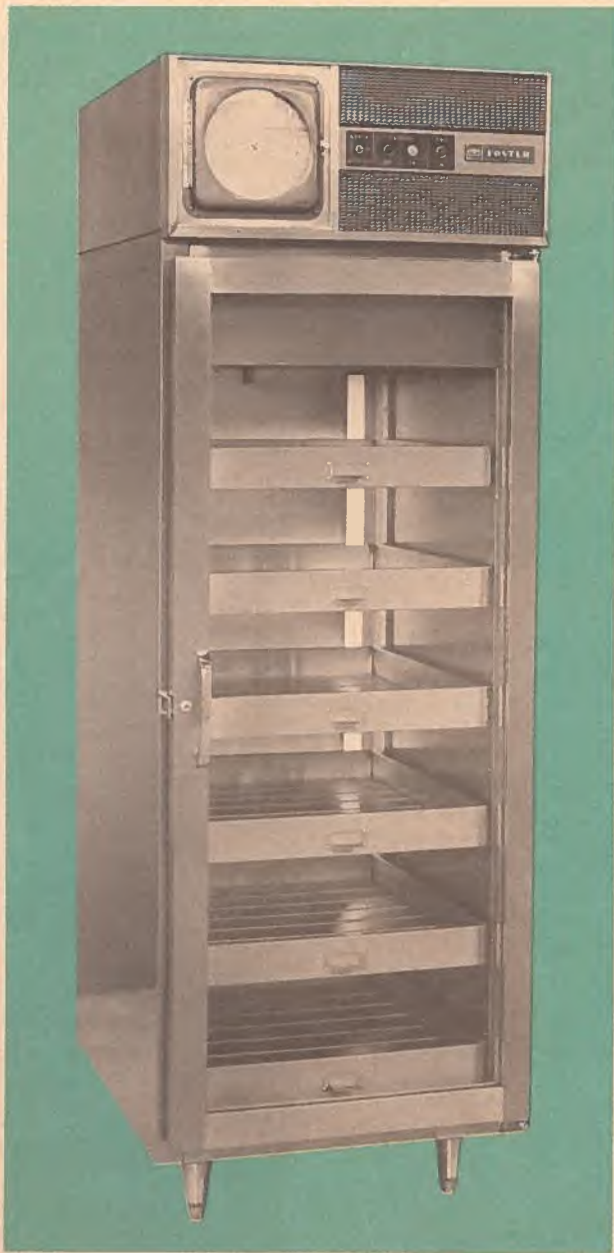
Code 6-464



Refrigeration from Foster

Whatever the freezing need, Foster Refrigerator of Canada Ltd. is likely to have the answer. The Drummondville, Quebec, company manufactures a wide range of top quality refrigerators and freezers for use in hospitals, hotels, food service establishments, laboratories and research institutions. Included are models especially designed for storage of blood, biologicals and nursery formulae as well as ultra-low-temperature cabinets for research applications. Foster refrigerators and freezers of stainless steel, aluminum or a combination of both, range in capacity from 4 to 80 cubic feet (113.3 to 2,265.3 dm³). The cabinets are insulated with foamed-in-place urethane and include accessories necessary for special applications. Dial thermometers with both Celsius and Fahrenheit scales are standard on all hospital models. Foster Refrigerator is also noted for its full line of reach-in, roll-in, mobile and prefabricated walk-in cold storage refrigerators, freezers and dual temps from a four foot by six foot (1 by 2 m) size to a warehouse size for food service use in hospitals, hotels and food processing plants. The Model QH-1-BL-T blood bank refrigerator shown here features fluorescent lighting, roll-out drawer-type shelves, seven-day wind-up or electric recording thermometer, and sentinel alarm. This alarm system monitors actual product temperature and not just the cabinet air temperature. As well, if the temperature rises or falls beyond safe limits, or if power fails, the alarm will signal both audibly and visually. This model has a capacity of 288-500 cc bottles or 360-500 cc bags. Other Foster Blood banks are available in capacities of 4, 7, 10, 22, and 50 cubic feet (113.3, 198.2, 283.2, 623 and 1,415.8 dm³). Foster Refrigerator of Canada Ltd. is particularly interested in exporting to the Caribbean, Central and South America and recently negotiated the sale of 40 dual-temperature marine refrigerators-freezers to Cuba for use by that country's fishing fleet.

Code 7-164



Cold systems warmly welcomed by industrial, commercial users

A pioneer in the field of industrial and commercial refrigeration, J. H. Lock & Sons Limited of Toronto, Ontario, now ranks as one of the largest producers of refrigeration and air-conditioning equipment in Canada.

Lock's specialty is packaged refrigeration units that provide the customer with complete factory-assembled cold systems that satisfy the specific needs of both industrial and commercial users.

Lock systems offer a number of attractive features. For instance, the units come in a compact size that takes up less space than conventional site-built installations. The packages measure up to 40 feet (12.2 m) by 8 feet (2.4 m) by 8 feet (2.4 m), so that they can be delivered anywhere using standard trucking. Once installed, start-up and operation is trouble-free with minimal maintenance requirements.

Lock refrigeration systems can be designed to suit any individual requirements whether the customer wants a single unit or an entire packaged system. More and more, the company's equipment is being used to fill the specialized needs of the gas processing, petrochemical, food processing and cold storage industries as well as meeting the requirements of ice rinks and the fluid handling, rubber, textile, pulp and paper, brewing and fishing industries.

The units are completely assembled in the company's Toronto or Calgary plants to reduce on-site installation time. Compressors and components are mounted on a common steel base and the units arrive pre-piped and pre-wired ready for initial operation. Each unit or package is designed to meet refrigeration demands effectively, efficiently and economically.

A number of specific systems and individual units are available. Lock's Ice Rink Packaged System's compact design provides refrigeration for year-round operation. The Packaged Brine Chilling Unit for ice

rink systems has a total capacity of 65.1 tons of refrigeration using two six-cylinder compressors.

The company's air cooled ice maker for the fishing industry is available in sizes from five tons (4.5 metric tons) to 35 tons (31.8 metric tons) of ice per 24 hours. Larger capacities can also be supplied to meet special requirements. A unique feature of this system is that it uses only the water required to feed the ice maker.

J. H. Lock & Sons Limited is also respected for its capabilities in the manufacture of vessels and heat exchangers in stainless steel, carbon steel, monel and aluminum.

Other products made by the firm include industrial auto-claves with quick opening lock-tight doors that can be operated manually, hydraulically or pneumatically; liquid natural gas vaporizers; dimple jacketed kettles; and screw compressor packages that feature an

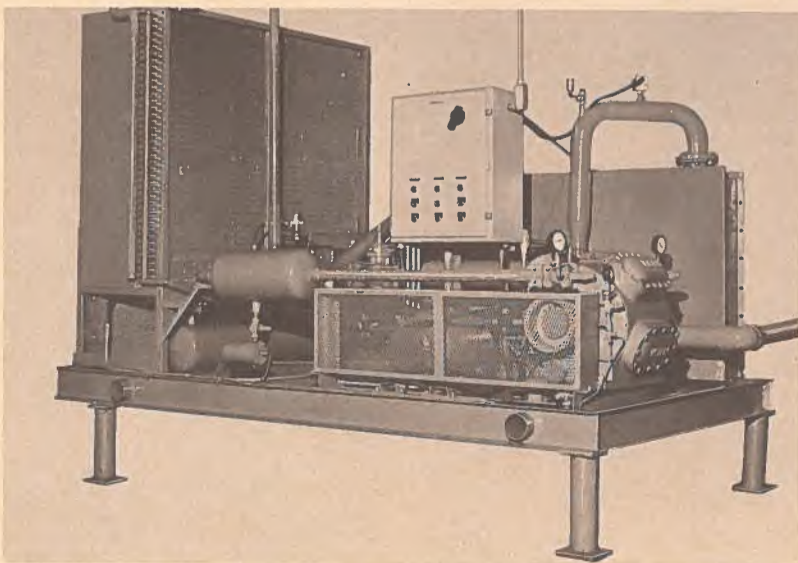
economizer port with a direct expansion oil cooler.

Lock's staff can either work to a client's specifications or visit the site in order to devise equipment for a specific application. The company can then follow through with the design, fabrication, inspection and installation of the system decided upon.

In addition to the refrigeration systems and the manufacture of parts, Lock's factory has facilities to do a number of procedures including x-ray; stress relieving; halogen testing; charpy impact testing; hydrostatic testing; sand blasting; shot peening; and epoxy lining.

J. H. Lock & Sons Limited has established a number of regional and district offices throughout Canada to meet the growing needs of its customers. International clients can be served from the closest Canadian office quickly and expertly.

Code 7-264



This J. H. Lock Recirculated Sea Water System is installed at the British Columbia Packers Ltd. plant at Punico, Nova Scotia. Designed for ship or shore installation, the Package incorporates a Port-a-Chiller to ensure that the sea water is kept cooled at the desired temperature. The air cooled condenser eliminates the need for the water condenser supply generally required. Lock seeks markets in Africa and South America.

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Canada: A vast and varied land with attractions for all



Canada Courier has from time to time featured individual Canadian cities: readers have been able to become somewhat acquainted with the business-and-pleasure aspects of cosmopolitan centres such as Toronto, Montreal, Vancouver and many more. But when one talks about Canada, one is referring to the second largest country in the world — all 10,015,200 km² (3,852,000 square miles) of it! It's a vast land of limitless variety. And here we are, taking a bird's eye, coast-to-coast view of it.

True, if prospective visitors to Canada wished to follow particular interests — trail ride in the Rockies; raft down a river; scuba dive for sunken wrecks; climb mountains; fish for Northern Pike — they would probably wish to confine themselves to certain areas; certainly such vacations could be easily arranged. But just for now, let's take a look at what is generally there to be seen from the Atlantic on the east to the Pacific on the west . . .

Atlantic Provinces

The province of Newfoundland and Labrador is a hardy place, ruggedly beautiful. In tiny port settlements, fishermen work as their ancestors did and pioneer life perseveres. Ferries link Newfoundland to mainland Canada at North Sydney, Nova Scotia.

The influence of the first Scottish settlers is still very much in evidence in Nova Scotia. The flash of tartans and the skirl of bagpipes are everywhere. The drive around Cape Breton island on the Cabot Trail is a thrilling experience, with the mountains, the sea, the forests and the village blending into a picture book scene.

Prince Edward Island has a 1,770 km (1,100-mile) coastline, ideal for seaside vacationing. The waters of the Gulf of St. Lawrence surrounding it are warmed by a gulf stream. The PEI National Park beaches are particularly fine.

New Brunswick, the fourth Atlantic Province, is a rich tapestry of lush valleys and wooded highlands, threaded by rivers and lakes. At Hartland, motorists can cross the world's longest covered bridge. Moncton boasts Magnetic Hill where cars and bicycles appear to coast uphill. And at Saint John, the Reversing Falls change course twice a day.

The principal cities of these provinces have their own special charm — we cannot do them justice here and shall not make the attempt. But certainly visitors to this part of the world would not wish to hurry through them.

Québec and Ontario

A highlight of anyone's visit to Québec — the beautiful province which is Canada's largest — would have to be Québec City. The only

walled city north of Mexico, it is a delightful combination of early French Canada culture and up-to-date tourist facilities.

To visit it is to explore Canada's history.

And then there is Montreal — an industrial-commercial metropolis and one of the world's great seaports. An exciting, charming city whether one's preferences lie in the direction of the bustling nightlife and the shops or exploring the parks and admiring the architecture of the older districts. Dining in restaurants in Québec and Montreal is a titillating taster adventure.

Canada's national capital, in the province of Ontario, is not a huge cosmopolitan capital such as Rome or Paris. Ottawa remains a relatively small, quiet city with a special kind of charm. Its rivers and canal, scenic driveways and parkways and easy access to the gentle hills and valleys of the surrounding countryside make it an ideal vacation centre for those who prefer the quieter pleasures.

Ontario's provincial capital is an entirely different scene. A modern financial and commercial giant, Toronto draws its residents from all over the world. There is something in this city for every taste, from notable museums and science centres to man-made island recreation areas and acres of parkland, to a remarkable variety of restaurants and the scenic beauty of the islands reached by ferry from Toronto Harbour.

We have just covered a fantastic amount of ground in what might be generously described as a postcard précis without mentioning the smaller cities and towns, the parkland and the wilder countryside, the events and the hunting and fishing. They are all there, for the visitor's pleasure. Meanwhile we press on to Canada's midwest . . .

Manitoba and Saskatchewan

Some of the richest farmland on the continent is here. In the south, the wheatfields stretch in beautiful uniformity. But only two-fifths of Manitoba's area is prairie. There are thousands upon thousands of lakes, sandy beaches and well equipped camping grounds scattered throughout the millions of acres of forestland and resort areas. Yet the population of the whole province does not much exceed 1,000,000 and more than half live in that friendly city of many cultures, Winnipeg.

As in Manitoba, the wheatlands occupy only the southern part of Saskatchewan. Coal mining, oil and gas fields, mixed farming and cattle ranching flourish there. With its many parks, sandy beaches and camping grounds, it is also a great place for family vacations. Regina, now the neat and orderly capital, was originally named Pile O'Bones and the name was changed to honour Queen Victoria in 1883. Wascana Center is the scenic and cultural heart of the city, with its attractive buildings and the parks surrounding the man-made Wascana Lake.

Alberta and British Columbia

With its geographic contrasts, Alberta is a recreational paradise: in the Rocky Mountain region, for the trail rider, climber, hiker, fisherman, or the fellow who is just a communter with nature; in the south there is Fort Macleod, with its North West Mounted Police Museum; the eastern section has the Badlands and Dinosaur Provincial Park. The province's two main cities are Edmonton, the provincial capital, and Calgary, home of the world-famous Calgary Stampede.

And moving on to British Columbia . . . it's big — and absolutely full of spectacular scenery, from the

magnificent harbours on the Pacific Ocean to the mountains and their provincial or national parks. Victoria, the provincial capital situated on Vancouver Island, is reminiscent of old England, but there's plenty of Canadiana too. Vancouver, the largest city in the province, is one of the most exciting in Canada — partly because of the natural beauty of its setting, bordered by the blue waters of the Burrard Inlet and backed by the Coast Mountains, partly because of its atmosphere. All this, and the climate's great!

Northwest Territories and The Yukon

Perhaps not too many of Canada's visitors find themselves adventurous enough to explore these vast lands. And that's a pity!

The Yukon is a huge unspoiled wilderness. More than half of its some 20,000 inhabitants live in the capital city of Whitehorse. It is a land of high mountains, swift rivers, evergreen forests rich with wildlife. Summers are unexpectedly warm and winters not much colder than in some of the more populated areas further south. Visitors can canoe, climb mountains or camp in the wilderness. Even watch vaudeville shows, pan for gold, hunt mineral samples, or gamble at Diamond Tooth Gertie's in Dawson City!

Nor is the Northwest Territories a land of eternal ice and snow. One finds lofty mountains, huge lakes, fast rivers, deep fjords and high waterfalls, plus a variety of wild animals and birds.

Yellowknife, the capital, is a modern, fast-growing city with good hotels and other services important to travellers. One highlight is in June when golfers travel to Yellowknife for the Annual Midnight Sun Golf Tournament with tee off time at midnight.

The unspoiled wilderness is not for everyone. Neither is the bustle of the cities. But there is something for everyone in Canada. It's a great place to be and a great place to visit!

For further information, fill in the trade inquiry form on page 7, quoting the following code number and stating specific interests, if possible.

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