

RESTRICTED

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 FM OTTAWA
 TO DESKBY 080830Z FCO
 TELNO 431
 OF 080130Z JULY 86
 AND TO DESKBY 080830Z DTII, DEPT OF TRANSPORT

FOR COOKE, DTII, OT2, RHODES, OT3 AND GABRIEL, FPB AND MORGAN, DEPT OF TRANSPORT.

YOUR TELNO 283: PRIME MINISTERS VISIT TO EXPO: BRITISH PAVILION
AND STORE PROMOTIONS

THE BRITISH BUSINESSMEN WHOM THE PRIME MINISTER IS LIKELY TO MEET
AT THE BRITISH PAVILION ARE:

1) ALAN HAINKNEY, CHAIRMAN/OPTICA. THIS HAS BEEN A MAJOR SUCCESS STORY. 4 OPTICA AIRCRAFT, EACH WORTH POUNDS 140,000, HAVE ALREADY BEEN SOLD TO PAYNE AVIATION INDUSTRIES OF TORONTO. THERE IS AN OPTION ON A FURTHER 16.

2) MALCOLM HOBBS, PRESIDENT OF MARKS AND SPENCER (CANADA). M AND S (CANADA) IS ABOUT TO BECOME 100 PER CENT BRITISH OWNED (HAVING BEEN JUST UNDER 50 PER CENT PREVIOUSLY). THEY HAVE 74 STORES THROUGHOUT CANADA, 7 IN VANCOUVER. THEIR SALES VOLUME IN 1985 WAS POUNDS 135 MILLION. THIRTY PER CENT OF THEIR SUPPLIES COME FROM THE UK. M AND S IS SLOWLY BECOMING MORE PROFITABLE IN CANADA. M AND S HAVE DONATED THE OFFICIAL UNIFORMS FOR THE STAFF AT THE BRITISH PAVILION.

3) MR J CRAIG, CHAIRMAN AND CEO, ROLLS ROYCE (CANADA). ROLLS ROYCE (CANADA) LTD IS A MAJOR SUBSIDIARY OF ROLLS ROYCE UK. OVER 50 PER CENT OF THEIR BUSINESS IS ON THE REPAIR AND OVERHAUL OF AERO ENGINES AND INDUSTRIAL GAS TURBINES. TOTAL ANNUAL TURNOVER IS IN EXCESS OF 200 MILLION CANADIAN DOLLARS. HISTORICALLY, ROLLS ROYCE HAVE SUPPLIED OVER 75 PER CENT OF THE UNITS OVER 10,000 HP TO POWER THE CANADIAN OIL AND GAS PIPELINES. THEY ARE OPENING A NEW TEST BED FACILITY WITH FEDERAL GOVERNMENT FINANCIAL ASSISTANCE.

4) MESSRS MACKIE AND WEBB, PRESIDENT AND BC MANAGER RESPECTIVELY OF JAGUAR (CANADA). THEIR SALES IN CANADA SO FAR THIS YEAR AT 945 ARE 58 PER CENT UP.

5) SIR ROBERT REID, CHAIRMAN/BRITISH RAIL. THERE ARE TWO BRITISH RAIL INTERESTS AT EXPO. (1) ALSO THE BRITISH RAIL TRAVELLING PEOPLE ARE PROMOTING TRAVELLING BY RAIL TO CANADIAN TOURISTS WITHIN THE UK. (2) RAILBUS BUILT BY BREL. THERE IS A RAILBUS RUNNING ON THE 60 KMS BETWEEN NEW WESTMINSTER AND ABBOTSFORD FOR THE DURATION OF EXPO WITH FARE PAYING PASSENGERS FOR THE DEMONSTRATION. BREL HOPE VIA RAIL MIGHT BUY RAILBUS FOR WIDESPREAD USE ON THE SHORTER ROUTES IN CANADA. BREL ARE IN CONTACT WITH PROSPECTIVE CANADIAN PARTNERS.

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6) MR COLIN MARSHALL, CEO OF BRITISH AIRWAYS. CANADIAN TOURIST FIGURES TO THE UK DID DROP, THOUGH NOT AS MUCH AS IN THE US, BUT THEY ARE NOW PICKING UP AGAIN.

7) MR VOADEN MANAGER OF GIFTSHOP IN BRITISH PAVILION WHICH IS SELLING ALL BRITISH GOODS AND DOING WELL.

8) MR GEOFFREY BARNETT, CHAIRMAN OF ELEPHANT AND CASTLE CHAIN OF RESTAURANTS WHO HAS THE CONCESSION FOR BRITISH PUB IN THE PAVILION. THE PUB IS SELLING BRITISH BEERS, LIQUORS AND FOODS AND IS DOING BRISK TRADE.

9) POSSIBLY MANAGING DIRECTOR OF HOVERCRAFT. THE AP 188 HAS BEEN SOLD TO HOVERWEST FOR FERRY SERVICES BETWEEN VICTORIA AND VANCOUVER. THIS FOLLOWS A SALE EARLIER THIS YEAR TO THE CANADIAN COAST GUARD FOR USE ON THE ST LAWRENCE. THERE ARE SOME PROSPECTS FOR LOCAL MANUFACTURE IN BRITISH COLUMBIA.

SHOPPING MALL:

2. IN THE ONE HOUR TOUR OF THE OAKRIDGE SHOPPING MALL, THE PRIME MINISTER WILL MEET:

1) WOODWARD DEPARTMENT STORE: MR JOHN WOODWARD, EXECUTIVE VICE PRESIDENT, MR C WOODWARD, VICE PRESIDENT (STORES), MR JOHN BISHOP, STORE MANAGER. WOODWARD ARE HAVING A MAJOR FOOD PROMOTION THROUGHOUT THEIR CHAIN OF STORES IN BRITISH COLUMBIA. FOR DETAILS SEE MIPT.

2) WOODWARDS BOOK STORE: MR TOFT, STORE MANAGER. THERE WILL BE A DISPLAY OF BRITISH BOOKS AS PART OF THE BRITISH BOOK MONTH IN BRITISH COLUMBIA. IT MIGHT BE APPROPRIATE TO ASK ABOUT THE EFFECT OF THE NEW TARIFFS ON BOOKS.

3) BIRKS JEWELLERS: MR G DRUMMOND, BIRKS PRESIDENT, MR THOMAS M BIRKS, VICE PRESIDENT, AND MR MICHAEL DOULTON OF ROYAL DOULTON. BIRKS IS AN UP-MARKET GIFTWARE SHOP AND CURRENTLY HOLDING A SPECIAL PROMOTION BY THE ROYAL DOULTON COMPANY THROUGHOUT THEIR STORES IN BRITISH COLUMBIA.

4) EDWARD CHAPMAN AND SONS: MR HUGH CHAPMAN, PRESIDENT, MISS LIZ CHAPMAN, MANAGER OF LADIES WEAR DIVISION. THIS IS A QUALITY MENS AND LADIES WEAR COMPANY WITH 5 STORES IN VANCOUVER, 90 PER CENT OF WHOSE MERCHANDISE IS IMPORTED FROM BRITAIN.

5) EDWARD CHAPMAN LADIES SHOP LIMITED (NO LONGER IN CONNECTION WITH

4) ABOVE: MR JOHN RAY, VICE PRESIDENT. THIS COMPANY, WITH 4 STORES IN VANCOUVER, IS INTERESTED IN EXPANDING THE NUMBER OF ITS BRITISH SUPPLIERS.

6) WOODWARDS FOOD STORE: MR KEN FIRTH, PROMOTION MANAGER, MR BOB MORROW, FOOD FLOOR MANAGER, MR BRIAN MARKS, ADVERTISING MANAGER.

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7) MARKS AND SPENCER: MR MALCOLM HOBBS, PRESIDENT, MR ANTHONY BODDINGTON, WESTERN CANADA REGIONAL MANAGER, MR O'DONNELL, STORE MANAGER. ONE PROBLEM M AND S HAVE HAD IS IN IMPORTING SO MUCH BRITISH CHEESES AS THEY WOULD LIKE. THERE IS A QUOTA FOR EC CHEESE IMPORTS, UNCHANGED SINCE 1978.

8) MARK SINGER LIMITED: MR MARK SINGER, PRESIDENT, MRS HEIDI SINGER, VICE PRESIDENT. SINGER OPERATES 4 GIFT SHOPS IN VANCOUVER AND ARE REGULAR IMPORTERS OF BRITISH GOODS.

9) ABERCROMBIE AND FITCH: MR VAN UNEN, GENERAL MANAGER, MRS WENDY REHFELT, OPERATIONS MANAGING DIRECTOR, MR RICHARD SIMON, LOCAL MANAGER. THIS IS A CANADIAN SUBSIDIARY OF A LARGE US COMPANY AND SPECIALISING IN UP-MARKET MERCHANDISE, CLOTHING AND SPORTS EQUIPMENT, 25 PER CENT OF WHOSE STOCK THROUGHOUT THEIR STORES IN THE US AND CANADA IS IMPORTED FROM THE UK.

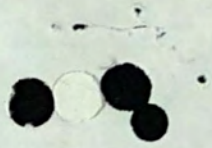
DAY

MINIMAL
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COPIES TO:

MR. COOKE OT2 }
MR. RHODES OT3 } DTI
MR. GABRIEL FPB }

MR. MORGAN D/TP.



AM TOURS Canada Jan 86

