BUSINESS COUNCIL ON NATIONAL ISSUES · CONSEIL CANADIEN DES CHEFS D'ENTREPRISE

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CANADIAN BUSINESS LEADERS VISIT GERMANY

A group of Canadian chief executives begins a two day visit to Germany today aimed at forging a closer and more productive working relationship between senior business leaders of both countries. The businessmen are members of Canada's Business Council on National Issues (BCNI), an organization composed of 150 chief executives of the country's leading enterprises.

"Germany is one of the world's leading industrial, trading and financial powers," said BCNI President and Chief Executive, **Thomas d'Aquino**, "and as such represents an important priority for the Business Council. With a population of over 80 million people, a united Germany now stands at the centre of Europe and holds a position of strategic importance in the European Union and in Central and Eastern Europe."

The BCNI delegation is composed of the following individuals: Matthew W. Barrett, Bank of Montreal; Peter J.G. Bentley, Canfor Corporation; Thomas P. d'Aquino, Business Council on National Issues; J. Trevor Eyton, Brascan Limited; Ronald N. Mannix, Loram Corporation; Jean C. Monty, Northern Telecom Limited; J. Edward Newall, NOVA Corporation; and Guy Saint-Pierre, SNC-LAVALIN Group Inc. and Chairman, Business Council on National Issues. The group represents a broad number of key sectors of the Canadian economy including telecommunications, banking, engineering, financial services, forest products, oil and gas, mining and metals, petrochemicals and power generation.

BCNI Chairman Guy Saint-Pierre explained the Council's mission objectives as follows:

• to attain a better grasp of the extraordinary economic and social changes that have taken place in Germany since unification;

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- to develop an improved understanding of the role of German enterprise in the markets of Central and Eastern Europe;
- to forge a closer and more productive working relationship at the senior business levels between Canada and Germany; and
- to promote the development of Canadian-German strategic business alliances in Europe, North America and the world.

Following meetings in Bonn and Cologne with their chief executive counterparts, the BCNI delegation will sign a strategic alliance with Germany's leading business association -- the Bundesverband der Deutschen Industrie e.V. (BDI). The Agreement is aimed at further enhancing and developing trade and investment relations between Canada and Germany.

"The mission to Germany is part of the Business Council's Global Strategy Initiative," continued Mr. d'Aquino, "a sustained effort on the part of the Council that aims at enhancing the global perspective of Canadian chief executives, ensuring that Canadian business has an influential voice on international economic, trade and investment issues, and developing private sector linkages in dynamic markets on a global basis."

The BCNI is a non-partisan, not-for-profit organization composed of the 150 chief executives of the country's leading enterprises. Member companies represent all major sectors of the Canadian economy, administer in excess of \$1.3 trillion in assets, and have an annual turnover of approximately \$400 billion. BCNI member companies also are responsible for a significant majority of Canada's total private sector investment, exports, training, and research and development.

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In Canada contact:

Patricia Longino (613) 238-3727

In Germany contact:

Nancy Wallace

(011-49) 22-23-74-0