

are good. In fact, it is happening already as I have noted in volume terms and indeed in terms of the composition of ASEAN exports which in 1981 included electronic and telephone components, tropical furniture, toys, household and other consumer related items as well as more traditional primary products.

Canada, for its part, is looking for a greater recognition in ASEAN countries of its export capabilities. Canadian firms are anxious to participate in the ambitious development plans of your countries; notably, energy and resource development, transportation and telecommunications. The Canadian government, for its part, takes every opportunity to portray ASEAN as a priority market area to its private sector. My department, for example, is currently preparing a series of trade development strategies outlining economic development and trade opportunities in your respective countries.

**Joint ventures
and investments**

Another way we can co-operate is to encourage investments and joint ventures in Southeast Asia. Here I might mention CANEX '82 which I shall inaugurate in this city on June 22, 1982. Twenty-three small- and medium-sized Canadian industries are to participate in this exhibition which is aimed at the transfer of technology. With Canadian assistance some 80 key business people from ASEAN countries will attend this exhibition. After it ends we shall consult the participating firms concerning appropriate follow-up actions. My officials at the Manila Dialogue also mentioned that the Canadian International Development Agency (CIDA) sponsored numerous feasibility studies in your region in the last three years and the preparation of brochures on opportunities for investment in ASEAN. While the Manila meeting was in progress, Minister Sumarlin of Indonesia was in Vancouver to promote investment in the sectors of mining, timber, and pulp and paper. This visit followed similar missions from Malaysia and the Philippines and should result in increased Canadian investment in your region.

On the development co-operation front, the main thrust of our activities up to now has been in the context of traditional aid. These include the ASEAN-Canada Forestry Seed Centre and the fisheries post-harvest technology project. I am pleased to say that we now have several new flexible instruments and mechanisms in CIDA through which we have already begun to broaden our range of co-operation with ASEAN and its member countries. These include our Industrial Co-operation Program through which we can tap the resources of expertise, knowledge and financing which reside in the private sector, the Institutional Co-operation Program through which we can finance joint ventures between Canadian universities, colleges, technical and other institutions and their counterparts in the developing world, and the Management for Change Program which enables us to contribute to projects to enhance managerial capacity.

**Areas for
co-operation
identified**

The Manila Dialogue identified a number of areas in which we intend to co-operate and which we propose to explore without delay. Some of these are a seminar in Canada in 1983 to bring together ASEAN experts in the energy sector with their
