

contract for the supply of 15 diesel locomotives worth \$28 million to the Indonesian State Railway. General Motors of Canada (Diesel Division) is the supplier. This contract is further to the one signed in January 1988 for the supply of \$17 million of coal hopper cars from Hawker Siddeley Canada. The equipment will be used in the important Bukit Asam coal/power project in South Sumatra where Canada is completing the equipment of a 400km railway line and port.

- In May 1988 Yong Hong Seng Co. Ltd, a producer of aluminium products, signed a joint venture agreement with Metofab Inc. of Canada to manufacture patented aluminium railings in Thailand. Yong Hong Seng will initially market the product locally and within the region, but it hopes to expand its marketing activities to include Europe and the US eventually. Although the company's total investment is around 30 million baht, it has projected to sell 50 million baht's worth of aluminium railings by the end of the second year.

- In May 1988 Bell Canada International Inc. (BCI) signed a \$12 million contract with the Malaysian Telephone Company, Syarikat Telekom Malaysia (STM), to extend the Consumer Automated Services System (CASS) on a national scale. Since 1985, in a pilot project assisted by CIDA, BCI has been providing software development and design consulting services for the system of 60,000 telephone subscribers in the township of Petaling Jaya. Now telephone subscribers throughout Malaysia are to benefit from CASS. The facility, requiring two mainframe computers to link some 2,000 terminals in STM offices around the nation, will be completed by 1991. Both companies plan to expand their association by marketing this CASS expertise in customer service management internationally to other utilities in the telecommunications and power sectors.

- Although one of the world's most efficient producers of farmed shrimp, quality control problems and lack of value-added processing had so far prevented Thailand from fully exploiting the export earning potential of the industry. To overcome this deficiency Thai-Phil Multitrade Ltd of Thailand identified Rim Pacific Import Export 1988 Inc. of Canada as a partner with the necessary expertise in quality control, processing and packaging technology and international marketing. The resulting joint venture company, British Columbia Thai Corporation, formed in June 1988, will invest US\$5 million in a novel shrimp farming project. It is estimated that the new undertaking, located in Chanthaburi pro-



vince, will produce 3,800 tons of shrimp annually with an export value of US\$36 million.

- On 1 July 1988 a new Singapore-Canadian-Australian company by the name of Jennis & Leblanc Communications (Asia) Pte Ltd was formed. This firm, which is a joint subsidiary of market leaders in all three countries, designs and builds state-of-the-art broadcasting communication towers. Even before its official start-up, it had won several major tenders. Using its new Singapore manufacturing base, the joint venture will conquer new markets in the Middle East and the Far East.

- Jurong Engineering Ltd (JEL) emerged as the successful bidder for the tender to build an ultra-modern inter-terminal baggage transport system for Singapore's Changi II. This S\$9.8 million system will feature equipment designed and manufactured by the Canadian company UTDC of Kingston, Ontario. The new installa-

tion, which will handle the movement of luggage between Terminal I and the new terminal, utilises innovative technology which greatly reduces the number of moving parts, so minimizing servicing requirements and operating costs.

1. Mr Ezio Brignoli, president of Metofab Inc. (far left) shakes hands with Mr Supoj Asvabenya, president of Yong Hong Seng Co. Ltd. Looking on are Canadian Ambassador Lawrence Smith (centre) and Mr Suwat Asvabenya, deputy manager of Yong Hong Seng Co. Ltd (far right).

2. Seated from left to right: Chira Sirisamphan, president of Thai Phil Multitrade Ltd; Ambassador Lawrence Smith; H.E. General Thienchai Sirisamphan, Deputy Prime Minister of Thailand; Pairoj Chaiyaporn, former Minister of Commerce and owner of Thai Seri Cold Storage; George Molnar, president of Rim Pacific Import Export