

## EXPORT SUCCESS STORIES

### INDONESIA

Canadian Astronautics Ltd., have signed a contract with Indonesian authorities for a ground station related to a Satellite based Search and Rescue System. value - \$10 million

General Motors, Diesel Division, concluded a sale of locomotives, in December, to the Indonesian Railway. Value of contract - \$25.5 million.

### MALAYSIA

The Malaysian Railway Authority (KTM) awarded a contract worth \$2 million for two shunting locomotives manufactured by G.M. Diesel, London Ontario. This was followed in September 1989 by a contract for the supply of an additional 10 diesel locomotives for on-line service.

Defence Services Asia '90 March 20-21, 1990 was attended by 8 Canadian firms. Anticipated (potential) sales over the next year are expected to be \$65 - 70 million.

British American Bank Note Inc., Ottawa Division, was recently awarded a \$6.5 million contract to print Malaysian 50 Ringgit bank notes.

The Royal Canadian Mint through its official agent in Malaysia, the Bank of Nova Scotia, has sold over 20,000 ounces of gold in the form of a Gold Maple Leaf bullion investment coin, which was introduced into the Malaysian market in 1989.

### PHILIPPINES

Canadian exports to the Philippines continue to increase significantly, reaching \$204.7 million in 1989 compared with \$49.5 million in 1986.

Since the Canadian Wheat Board re-entered the Philippine market place in 1987, sales of wheat continue to increase, reaching the highest annual level in 1989 of \$50.5 million.

### SINGAPORE

Asian Aerospace '90, Feb. 14-18, 1990 attracted 13 Canadian company participants. Almost \$10 million in sales contracts were finalized at this event.