

# TRADE UPDATE

■ Senior officers of the Malaysian Armed Forces, led by Army Chief General Dato' Yaacob bin Mohamed Zain, visited Canada for two weeks in December to broaden bilateral defence relations and learn about Canada's defence and high technology capabilities. Accompanying them were Colonel John Bremner, the Canadian Forces Advisor in Kuala Lumpur, and Mark Romoff, Trade Counsellor at the Canadian High Commission. The defence mission visited six major Canadian cities in five provinces, and met with 79 defence product suppliers. They were also met by John Jansen, Minister of International Business and Immigration of British Columbia, Alan Lacey, Minister of Commerce and Technology of New Brunswick, and a number of senior officials of the governments of Manitoba, Ontario and Quebec.

■ The Canadian Embassy recently conducted a trade presentation in Manila before the Federation of Filipino-Chinese Chamber of Commerce and Industry. At the presentation, Murray Oppertshauer, Immigration Counsellor at the Embassy, provided background on Canada's immigration policy. Canadian Ambassador R.H. Davidson and Trade Counsellor David McNamara followed with a perspective of Canada-Philippines relations and their continuing growth, and development through cooperative activities with organizations such as the Chamber.

■ Willowglen Systems Limited has been awarded a US\$6.5 million contract to provide a lift monitoring system to Singapore's Housing Development Board (HDB). This is the second contract awarded to the Calgary-based electronic design and manufacturing company by HDB. The company's first contract with Singapore's largest public housing developer and builder goes back to 1983. Willowglen set up its regional marketing office in Singapore in 1984.

■ On November 16, 1988, Gulf Canada signed its third production sharing agreement in Malaysia in 13 months. The agreement, with Petronas Carigali and Sun International, involves development of three oil and gas concessions, two off the coast of Peninsular Malaysia and one in Sabah. Mr Keith Caldwell, Vice President and Chief Operating Officer of Gulf Canada, commented that Malaysia was a priority on his company's list of international opportunities based on the geological potential, as well as the



Malaysian Government's positive attitude to foreign investment.

■ The first trade mission ever to Thailand from the Canadian province of Nova Scotia was in Bangkok in late November 1988, as part of a three-country Asian tour. The mission, jointly sponsored by the Halifax World Trade Centre and the Canadian Exporters Association, was led by the Honourable Ken Streach, Nova Scotia's

Mr Keith Caldwell (far right), Vice President of Gulf Canada, and Tan Sri Datuk Azizan Zainul Abidin, President of Petronas, at the signing of the production agreement

Minister of Mines and Energy. Representatives from six companies made up the mission. While in Bangkok, Minister Streach also called on Mr Banharn Silpa-Archa, Thailand's Minister of Industry.



## Thai-Canadian Business Club

The Thai-Canadian Business Club held its inaugural luncheon on January 12, 1989. Minister attached to the Prime Minister's Office, Mr Korn Dabbaransi, was the guest speaker at the event which attracted 150 Thais and Canadians who were interested in expanding the commercial relationship between the two countries. Two-way trade between Thailand and Canada is expected to reach \$600 million in 1989.

Minister Korn began his career, upon graduation from an American university in 1969, as a Commercial Officer in the Canadian Embassy in Bangkok. In his present capacity, he is responsible for the Board of Investment and the Tourism Authority of Thailand, as well as for the coordination of Thailand's energy policy.

Minister Korn is shown second from left with Canadian Ambassador L.A.H. Smith, David Solloway, General Manager, Canadian Airlines and President, Thai-Canadian Business Club, and Natee Thongdee, a member of the Club's executive committee.