



*Electrical equipment mission's visit to the Philippines. From left to right: Simon Brooks Bank (Monenco Consultants); Ian D. Scott, (Electrolyzer Corp.); Ernesto Abvitiz (National Power Corp.); H.E. Russell Davidson, Ambassador to the Philippines; Jack Scriven (Teshmont Consultants).*

## TRADE UPDATE

statistics. Sourcing from Malaysia, for example, increased by a per cent based on country of origin versus country of last shipment. As a consequence, the real importance of the Canadian market to ASEAN members will be much more significant with this new accounting method.

Mr Leger indicated that Statistics Canada has set up a world trade database, which can be made available to the public for a fee which varies according to the data required. Information about this database has generated a good deal of interest.

Mr Leger's trip was funded by the Canadian International Development Agency (CIDA), and is one of a number of projects Canada has recently undertaken in support of ASEAN. In order to provide a regional focal point for its ASEAN-wide program, CIDA will open a new Canada-ASEAN Centre in Singapore early next year.

■ The Canola Council of Canada has made its first sale to the Philippines after a trial conducted to determine the viability of using canola meal in the local feed industry. San Miguel Corporation, together with RFM Corporation, ordered 10,000 metric tons of canola meal. Following this breakthrough, various feed-millers and commercial farms in the Philippines have expressed interest in importing canola meal.

Canola meal is a good substitute for soya meal. It is also a rich source of protein for beef and dairy cattle, poultry and pigs. It is 30 per cent cheaper than soya meal.

■ A Quebec trade mission, led by Yves Cousineau, economic adviser at Quebec's Department of External Trade and Technology, visited Manila August 30 — September 3 for exploratory meetings with Philippine government officials and private companies. The team — made up of J.N. Berube, Vice-President (BOMEM, Inc.); J.P. Bruneau, Vice-President (DTI Telecom); France Bourdon, President (Electro-Mosaik); P. Laberge, President (Dessau, International); G. Rochon, President (DIGIM, Inc.) — discussed prospects for cooperative ventures which will be developed directly or through designated agents.

■ A nine-man electrical equipment mission to ASEAN, headed by Jim Robinson of the Department of Regional Industrial Expansion, stop-

ped in Manila for a four-day visit in September. The team members gained a better understanding of the business climate in the Philippines during group meetings with senior officers of the National Power Corporation (NPC), the Manila Electric Company (MERALCO), and the Asian Development Bank (ADB). They also held separate talks with officials of the National Electrification Administration (NEA) and the Philippine Electric Plant Owners Association (PEPOA). Some participants were introduced to Philippine companies which are potential agents of representatives in the country and were provided an insight on the how-to's of selling and competing in the Philippine market.

The mission's stopover in Thailand, on September 15-19, provided an opportunity to visit the Electricity Generating Authority of Thailand (EGAT), the largest power utility in ASEAN, and hold discussions with high-ranking officials as the organization's future power development plan and market potential for Canadian products and services. Mission members also attended individual meetings with two other power utilities, as well as with their potential agents. During the course of the visit, Markham Electric was awarded a US\$10 million contract for a 230KV substation project with EGAT. Electrolyzer concluded a pending contract of \$350,000.