

PUBLICATIONS

ASEAN Publications

Two guides on the six ASEAN countries are now available from *External Affairs and International Trade Canada*.

The **bilateral relations guides** are six publications that outline Canada's individual bilateral relations and general prospects for business with Brunei (CA8), Indonesia (French only CF10), Malaysia (CA12), Philippines (CA14), Singapore (CA15) and Thailand (CA18). There is one guide for each of the countries. They outline ASEAN economic growth, Canada-ASEAN trade, specific imports and exports between Canada and that country, a profile of Canada's development assistance program with that country, and sample listings of joint ventures between Canada and the particular country.

The **business guide** (CA6) contains data on all six ASEAN countries. It is a compendium of most of the material contained in the individual bilateral publications, but it also includes more information on trade and economic relations.

Either guide can be obtained from Info Export at 1-800-267-8376 (Ottawa area 944-4000); Fax (613) 996-9709. Quote codes indicated.

Trinidad Plastics

The Commercial Division of the Canadian High Commission in Port-of-Spain, Trinidad has prepared, in association with a private consulting firm there, a report, *The Trinidad and Tobago Plastics Industry*, which is intended to assist export trade opportunities for Canadian firms to the local industry.

Areas identified for Canadian supply potential

include co-extrusion, compression moulding, reaction injection moulding (RIM), recycling, and exploration of petrochemical industry "downstream" processing potential.

Copies of the report are available from Dick Brown, Latin America and Caribbean Trade Division, External Affairs and International Trade Canada, Ottawa. Tel.: (613) 943-8807. Fax: (613) 943-8806.

Pharmaceutical Market in Korea

"Canadian firms ... should consider Korea now", says *The Korean Pharmaceutical Market*, a study recently completed by the Canadian Embassy in Seoul, Korea.

The study indicates that Korea has become one of the world's top 10 pharmaceutical producers, with the industry, since 1987, growing at an average annual rate of over 18 per cent.

In 1991, total finished Korean pharmaceutical production was estimated at C\$6 billion. What's more, the rapidly growing Korean drug companies are seeking joint venture and new drug licensing opportunities.

The report says that, subject to limited exceptions, pharmaceutical raw materials and finished drugs may be imported into Korea. The best market prospects, however, are in licensing new drugs and in forming joint ventures with these rapidly growing pharmaceutical firms.

Copies of the study may be obtained from the Canadian Embassy, CPO Box 6299, Seoul, Korea. Fax: (82-2) 755-0686.

The Embassy also can provide advice on potential partners, market entry strategies and assist Canadian companies in dealing with the Korean government.

InfoExport

Info Export is a counselling and reference service for Canadian exporters. Canadian companies interested in exporting are invited to contact Info Export (toll-free) at 1-800-267-8376 (Ottawa area: 944-4000). To order EAITC publications, fax (613-996-9709) your requests on company letterhead. Include the publication code (in brackets).

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