

CANADIAN SUCCESS AT SINGAPORE INFORMATICS '88



Singapore Informatics '88, the largest computer hardware and software show in South-East Asia, attracted a total of 600 exhibitors from 28 countries. There were seven national pavilions, including one from Canada which comprised eight Canadian companies. Close to 100,000 visitors attended the show which was held in December.

The Canadian participants included Asia Communications Inc. (Tian Ma 2 Chinese Wordprocessing System), Gemini Technology (IBM AT compatible PC and EGA, VGA chips), Sydney Development Corp. (X.400), Software B.C. (an association representing 93 British Columbia software companies), Resort System (hotel and leisure industry software), Vancouver Community College (corporate and professional training software), Cognos ("Powerhouse" productivity tool), and Accugraph ("Mountain Top" CAD system).

Feedback from the Canadian participants was very positive. In addition to on-site sales of \$5,000, follow-up sales over the next 12 months are estimated at \$3.6 million, with 41 "serious" enquiries, 24 agency/distributorship offers and one agency appointment.

The Counsellor for Commercial Affairs at the Canadian High Commission in Singapore said these successes will be reinforced by a top-level Singapore Information Technology (IT) buyers mission scheduled for May 1989 which will travel to major Canadian cities.

DEFENCE ASIA '88

Following the overwhelming success of the inaugural event in March 1987, Defence Asia '88 was held for the second time in Bangkok from December 13-16, 1988. Eight thousand visitors attended the show.

Canadian participation included the Canadian Government Information Booth and individual stands from Canadian Marconi,

Canadian High Commissioner Sean Brady and Singapore's Minister of Finance Dr Richard Hu meeting with Mr Peter Zandarn, President of Resort Systems Inc. Looking on are Mr John Wong, Managing Director of IBM Singapore and Chairman of the Singapore Federation of Computer Industries, (extreme left) and Mr Stanley Lee, General Manager of Dataquip (S) Pte Ltd



Dash 8 Makes Thai Aviation History

On December 18, 1988, the Dash 8 Series 100 became the first plane ever to fly Bangkok-Chiang Rai-Bangkok. Boeing de Havilland of Canada is one of the contenders to replace Thai International's fleet of SHORT airplanes for domestic routes. Chiang Rai, Thailand's northernmost city, is fast becoming a popular tourist destination, but air connections to Chiang Rai currently can only be made through nearby Chiang Mai. The historic nature of the Dash 8 flight received wide press coverage. The photograph shows Derek Nice, Regional Sales Manager, (left) and Alan Hubble, Director, International Sales, Boeing de Havilland, being greeted on arrival in Chiang Rai by the Provincial Governor, Banasit Salabsang, and Mrs Salabsang, with Robert Vanderloo, Counsellor (Commercial), Canadian Embassy, Bangkok.