

Albertan Oil and Gas Mission Returns

ALBERTA'S Minister of State for Economic Development Horst A. Schmid led a Canadian oil and gas industry mission from his oil-rich province to the Philippines during the ASEAN Council on Petroleum (ASCOPE) conference and exhibition in Manila, October 7-9. The 11 companies represented on the mission sponsored six booths at the exhibition.

While in Manila, Minister Schmid met with the Philippines' Energy Minister Velasco and had meetings at the Asian Development Bank and the National Housing Authority as well as private corporations.

Among the Canadian oil and gas companies represented on the mission were the service and consulting engineers MHL Associates, Oil Recovery Ltd., Stanley Associates, Quantel Consultants, and James A. Lewis Co. Ltd., and equipment suppliers CPW Valve and Instrument Co., Dyer Ltd., Faster Oil-field Services, Global Trading Co., Pembina Controls Ltd., and Sprung Instant Structures Ltd. The Canadian Imperial Bank of Commerce and several Alberta government officials completed the list of mission members.

Through discussions with their Filipino counterparts and representatives from among the other 1,000 delegates from ASEAN and elsewhere who attended the ASCOPE conference, the Alberta delegation discovered significant future business potential. Canadian companies were invited to provide price

quotations for a number of projects, signed agency agreements, and held discussions ranging from project financing to possible joint ventures.

In addition to the Philippines, Mr. Schmid and his delegation visited Malaysia (October 3-7) and Indonesia (October 12-16), thus following up visits he made to the same three countries in 1979. Mr. Schmid also led a similar mission to Thailand in 1980. The Province of Alberta was well represented at the Offshore Asia oil and gas show held in Singapore in 1980, and Mr. Schmid will be returning to the next oil and gas show to be held in Singapore in February, 1982.

Filip for Joint Ventures

FIRE-RESISTANT doors and walls will soon be manufactured in Malaysia as a result of a joint venture between a Singaporean businessman and a Malaysian businessman with a Canadian firm.

The partnership is one of the successes of the first Canada-ASEAN Technology Exchange, which was held in Singapore in May under the sponsorship of the Canadian International Development Agency's (CIDA) Industrial Co-operation Program. Its aim was to promote the contact of Canadian manufacturers with potential business partners within ASEAN and to facilitate the transfer of technology to ASEAN countries.

Toronto-based Fili Industries, a research and development company that exhibited at the Exchange, will provide the technology and skills while the local partners will make the capital invest-

ment of more than \$520,000 needed to start the new company. A contract to supply doors and walls for a 24-storey building under construction in Kuala Lumpur has already been secured. When an associate firm has been formed in Singapore in a few months' time, the partners plan to export to Indonesia, the Philippines, and Thailand as a start to market penetration of the region.

The fire-resistant doors and walls, which are also insect and water resistant, are actually an off-shoot of the eight-year-old prefabricated houses concept of Mr. Stan Filip, the owner of the Canadian company. Made of a special compound, known as rigid cellular polymerik, also used for the doors and walls, the houses are both low-cost and light weight, constructed in units of two walls, one floor and one roof joined together. This makes them ideal for earthquake-prone countries because under stress of tremors the walls just drift apart and can be joined again. They have no foundations — though they are anchored by a method Mr. Filip intends to keep a trade secret — so they will float if exposed to flood.

Through another joint-venture that Mr. Filip is negotiating, in Hong Kong, he will be producing prefab houses for mainland China.

CIDA Support Started Zamboanga Success

THE Industrial Co-operation Program of the Canadian International Development Agency (CIDA) is designed to encourage Canadian companies to enter into joint ventures with their developing country counterparts through the support of starter and viability studies aimed at investigating and establishing commercially viable operations.

Successful projects show results in the effective creation of jobs, in technological and skill transfers, and in the additional revenues brought into the host country through quite often substantial export earnings.

It was the conclusions of a feasibility investigation sponsored by the Industrial Co-operation Program that persuaded British Columbia Packers Limited, one of Canada's largest fish products companies, to partner Marcopper Mining Corporation of the Philippines in a joint venture.

In November, 1980, Mar Fishing Company Inc. opened its tuna fish cannery in Zamboanga, the Philippines. This \$10-million operation incorporates the latest in equipment and food processing technology. Until sufficient volume was achieved in the joint-venture company's local tuna fishing and loining operation to warrant building the cannery, the canning was done in Canada.



While in Manila with a trade mission attending ASCOPE '81, Alberta's Minister for Economic Development Horst Schmid (r) presented 32 books about and on behalf of his province to University of the Philippines' President Edgardo Angara.