

# KEY CONTACTS

## In Canada:

International Trade Centres		phone #	fax #
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Moncton	Ben Hong	(506) 851-6669	851-6429
Montreal	William Horowitz	(514) 283-8792	283-8794
Toronto	Ghislaine Harquail	(416) 973-6154	973-8161
Winnipeg	Charles Hatzipanayis	(204) 983-2594	983-2187
Saskatoon	Rana Pudifin	(306) 975-5318	975-5334
Edmonton		(403) 495-2944	495-4507
Vancouver	John Burbridge	(604) 666-7633	666-8330

## Department of Foreign Affairs and International Trade Southeast Asia Division:

Indonesia	Georgina Wainwright	(613) 992-0959	944-1604
Malaysia	Pamela O'Donnell	(613) 996-5824	944-1604
Singapore	Pamela O'Donnell	(613) 996-5824	944-1604
Thailand	Elizabeth Gammell	(613) 995-7662	944-1604
Philippines	Pam Hay	(613) 995-7659	944-1604

ASEAN-Canada Business Council	(613) 238-4000	238-4000
Asia-Pacific Foundation	(604) 684-5986	681-1370
Canadian Exporters' Association	(613) 238-8888	563-9218
Export Development Corporation	(613) 598-2992	237-2690

## In Indonesia:

Canadian Embassy	(011-98-21) 525-0709	571-2251
Ambassador	Lawrence Dickenson	
Counsellor (Commercial)	Guill Rishchynski	

## In Malaysia:

Canadian High Commission	(011-60-3) 261-2000	261-3428
High Commissioner	John Bell	
Counsellor (Commercial)	Paul Lau	

## In Singapore:

Canadian High Commission	(011-65) 225-6363	225-2450
High Commissioner	Gavin Stewart	
Counsellor (Commercial)	William Roberts	

## In Thailand:

Canadian Embassy	(011-66-2) 237-4126	236-6463
Ambassador	Manfred von Nostitz	
Counsellor (Commercial)	Ken Lewis	

## Successful Canadian companies

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oil field. For more information on Cougar, contact Director of Flight Operations W.H. Jones. Tel.: (902) 873-3611. Fax: (902) 873-3972.

**MGI Packers Inc.** of Kitchener, Ont. has been successfully selling commercial to high grade beef and offal to Malaysia, Indonesia, Singapore and Japan for the last four to five years. It is also looking to expand into Korea and Taiwan. "Each country has different palates and demands to which we try to cater," says Export Manager Peter Spurgeon. One way is by offering Halal beef — certified by the North American Islamic Society — to some of these countries with large Muslim populations. MGI deals closely with the Canada Beef Export Federation and works with the Canadian Embassies which, according to Spurgeon, are of great benefit to his company. "Our marketing and sales operations have to be very efficient because the competition is fierce," Spurgeon admits. For more information on the rapidly expanding, 170-strong company, contact Peter Spurgeon, Export Manager. Tel.: (519) 744-7142. Fax: (519) 744-5533.

## PUBLICATIONS

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