

integration. We applaud the efforts to formulate ideas and strategies for greater regional economic cooperation. We know it will require considerable political will and statesmanship to make the difficult decisions that make closer integration possible.

Canada has been working actively to increase two-way trade and investment with the ASEAN countries. Under our national trade strategy, we have committed several million dollars to help Canadian business develop new trade opportunities here. To date, market studies or joint ventures have already been completed in the areas of oil and gas, telecommunications, forestry, high technology, sporting goods, and the aerospace industry. This year, we are undertaking 13 more studies in selected sectors, such as transportation and food processing, and these will be available later this year.

We will continue to fund sector specific trade missions to ASEAN and to host key ASEAN business decision-makers in Canada. Fourteen missions are planned this year, in such areas as power transmission, rural communications and livestock. In addition, as part of our effort to promote further two-way trade, we have established a fund specifically allocated to the ASEAN region to underwrite marketing seminars and to finance trade missions to Canada.

Last September, my Department sponsored, in Vancouver, the Canada-ASEAN Forum. It brought together Canadian and ASEAN business and industry representatives to discuss Canada-ASEAN cooperation in trade and investment. That Conference afforded an opportunity for private sector representatives to confer on joint ventures, technology transfer and licensing opportunities, particularly in the sectors of energy, communications and mining.

Other special initiatives in 1986 were the Canada-Malaysia Conference in Ottawa, the Thai-Canada Dialogue in Bangkok, and, of course, the tremendously successful EXPO'86 in Vancouver, at which each ASEAN country had a pavillion. These events were in addition to our continuing dialogue under the Canada-ASEAN Economic Cooperation Agreement.

We recognize that ASEAN has assigned priority to enhanced cooperation involving investment through joint ventures and transfer of technology. At present, the Canadian International Development Agency's Industrial Cooperation Program is involved in over 150 ASEAN projects - mostly related to joint ventures and prefeasibility studies. We recognize that Canadian firms still need to know more about the advantages of equity involvement in ASEAN, and so we are preparing publications on trade and investment opportunities in the region. If Canadian business wants to succeed in Southeast Asia, it will have to send investors as well as salesmen.