purchase of Boeing 747-400 flight simulators from CAE Electronics of Montreal ($8.3 million).

Canada's exports, which consisted in large part of primary products in the early 1980s, have grown in sophistication over the last decade and are now more equally distributed among the primary and manufacturing sectors (see Table 2). In contrast, exports of fertilizers and other chemical products, vegetable products and specialized instrumentation and equipment have thus decreased in importance.

The composition of Singapore's exports to Canada (Table 3) has also changed dramatically over the last decade with telecommunications, electric and electronic equipment and products now representing over 75 per cent of the total as compared to less than 32 per cent in 1980. These products have replaced the more traditional exports of rubber, textiles and other miscellaneous manufactured goods.

Singapore's exports to Canada mainly comprise electronic equipment including computers (33 per cent of the total), televisions, other telecommunications and electrical equipment (33 per cent), and machinery and mechanical appliances (11 per cent).

## 3.3 Export Marketing Efforts

A number of government programs and private sector initiatives have supported Canada's export marketing efforts in Singapore. They have been aimed at identifying opportunities for Canadian exports in specific sectors of Singapore's economy and establishing linkages between the business communities of both countries.

The increasing number of high-level federal and provincial government visits and private sector missions to Singapore is indicative of the growing interest in Canada for Singapore and Southeast Asia.

During 1989, the Canadian High Commission in Singapore assisted well over 1 300 business visitors. Aside from the trade missions sponsored by External Affairs and International Trade Canada, a large number of missions have been organized by provincial governments, often led by an economic minister. Frequently Singapore is the focal point of such missions which extend to various parts of Southeast Asia. Ontario, Quebec, Alberta, Saskatchewan and British Columbia have been the most active in this regard.

Prime Minister Mulroney visited Singapore prior to the Commonwealth Heads of Government Meeting in Kuala Lumpur in October 1989 to deliver a speech on the occasion of the 1989 "Singapore Lecture." During his visit, the Prime Minister met with Canadian and Singapore businesspersons to discuss the possibilities for increasing trade and investment ties. The Secretary of State for External Affairs was also in Singapore in June 1987 for the ASEAN Post-Ministerial Conference and returned in July 1989 for the opening of the Canada-ASEAN Centre.

**Table 2 Canada's Principal Exports to Singapore**
($ millions)

| PRODUCT CATEGORY | 1980 | (%) | 1985 | (%) | 1989 | (%) |
|---|---|---|---|---|---|---|
| Machinery, electrical equip. and parts | 18.1 | (9.1) | 24.7 | (23.3) | 58.2 | (23.8) |
| Special transactions — commodities | 0.4 | (0.2) | 0.3 | (0.3) | 31.6 | (12.9) |
| Paper and paperboard, articles | 21.2 | (11.1) | 10.3 | (9.7) | 25.3 | (10.4) |
| Aircraft and parts (incl. engines) | 3.7 | (1.8) | 5.2 | (4.9) | 24.7 | (10.1) |
| Base metals and articles | 18.5 | (9.3) | 7.4 | (6.9) | 19.0 | (7.8) |
| Chemical products (incl. fertilizers) | 29.5 | (14.9) | 25.4 | (23.8) | 14.5 | (5.9) |
| Precious stones and metals | — | — | — | — | 12.9 | (5.3) |
| Vehicle parts and accessories (excl. aircraft) | 2.4 | (1.2) | 0.9 | (0.8) | 10.6 | (4.3) |
| Vegetable products | 10.6 | (5.3) | 10.3 | (9.7) | 9.0 | (3.7) |
| Plastics, rubber and articles | 4.9 | (2.4) | 4.5 | (4.2) | 8.7 | (3.5) |
| Repairs | — | — | — | — | 7.8 | (3.2) |
| Mineral products | 66.3* | (33.4) | 2.1 | (1.9) | 2.2 | (0.9) |
| Measuring/controlling equipment | 7.7 | (3.9) | 6.0 | (5.6) | 4.0 | (1.6) |
| Other | 14.8 | (7.5) | 9.3 | (8.7) | 19.0 | (7.8) |
| TOTAL | 198.1 | (100) | 106.3 | (100) | 243.5 | (100) |

* *Exceptional, not associated with a trend*

*Source: Statistics Canada*