



Mr. Frank Yung-Cheng Yung (second from left), chairman of the Telecommunication Authority of Singapore (TAS) being briefed by Mr. Bob Mitchell (right) on ITT Canada's private automatic branch exchange (PABX) System 3100 during CommunicAsia '81. The trade show was held December 9-12, 1981, in Singapore's World Trade Centre. Eight Canadian telecommunications companies participated, as did the Canadian government's Department of Industry, Trade and Commerce. During the show, TAS announced its approval for the advanced technology private telephone exchange system, for which an installation and servicing centre has been established in Singapore.

specialized equipment and techniques for all aspects of exploration, production, tertiary recovery, and transportation. In the transportation field alone, Canada has installed over 128,000 kilometres of oil and gas pipelines. Some of the companies which accomplished this growth will be participating in the show.

Alberta's Minister of State for Economic Development and International Trade Horst A. Schmid will lead the group. No stranger to the ASEAN region, Mr. Schmid led two successful oil and gas equipment missions to ASEAN in 1981 and was instrumental in cementing the close relationships that have grown between the Alberta industry and the oil and gas producing nations of ASEAN.

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A Canadian Business Group has been established in Singapore and will hold its first luncheon meeting on Thursday, February 12, at the Raffles Hotel. The guest speaker will be Mr. Horst Schmid, Minister of State for Economic Development and International Trade for Alberta, who will be visiting Singapore as head of the Alberta delegation to the Offshore South East Asia trade show.

The general objectives of the Canadian Business Group (Singapore) are: to promote the development of commerce between Singapore and Canada; to

represent, express and give effect to the views of the business community of Canada in Singapore concerning trade, finance, industry and other related matters; to provide a forum for individuals and companies with an interest in Singapore-Canada commercial relations to meet together on an informal basis; and to facilitate liaison between the Canadian business community in Singapore and the Canadian government through the offices of the Canadian High Commission.

The first President of the Canadian Business Group is Mr. Peter Tulloch, Manager of the Bank of Nova Scotia in Singapore, and the Canadian High Commissioner L.M. Berry is the Honorary Chairman. Further information about the group can be obtained from the Secretary, Mr. Dale Congram, Manulife Singapore (Pte.) Ltd., 4-316 Merlin Plaza, Beach Road, Singapore 0719; telephone 296-0788.

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During 1981, Canadian industry participated in nine trade shows in and four industry missions to Singapore under the sponsorship of the Government of Canada, provincial governments, industry associations, and private industry.

Because of this activity, by the end of the year 145 Canadian companies had

entered the Southeast Asian market for the first time.

In addition, trade visitors to these shows, who came from all the countries of Asia, totalled more than 49,686, providing an unprecedented exposure for Canadian products and capabilities in Southeast Asia.

The nine trade shows were Wood Asia '81, Canada-ASEAN Technology Exchange, Fishing Asia '81, Machine Asia '81, Asian Aerospace Exhibition and Conference '81, Computa '81, Asian International Hardware Show, Asia Mining, and CommunicAsia '81.

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Singapore Computer Systems (Pte) Ltd. has awarded a contract to a Canadian company, DMR Associates of Montreal, to advise on the design and system specifications for the development of a computerized system for the Singapore Ministry of Trade and Industry. DMR Associates will bring specific expertise and experience in structured techniques of analysis and design to the Singapore Computer Systems team working on the project for the Ministry of Trade and Industry.

DMR's International Division is also currently overseeing the computerization of Zimbabwe's government departments. Other projects have been undertaken in Algeria, Australia, and the U.S.S.R., where the firm handled the results system for the 1980 Olympic Games in Moscow.

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Singapore International Software Services Pte. Ltd., (SISS), a joint-venture between Singapore Airlines (SIA) and the Canadian-based computer time-sharing company I.P. Sharp Associates, was launched at an agreement signing ceremony in November, 1981.

The new company was set up after more than a year of planning and negotiation to market computer time-sharing services and advanced computer software products within Singapore and a number of other Southeast Asian countries. The agreement provides for the eventual expansion of the company's operations to the four other ASEAN countries, plus Brunei, Burma, India, Pakistan, Bangladesh, and Sri Lanka.

Revenues for 1982 are expected to exceed \$1.7 million in Singapore alone, and it is anticipated that before 1985 SISS will become the largest supplier of computer time-sharing services in the region.

Initially, the computing facilities are being provided by I.P. Sharp Associates' giant Toronto-based twin Amdahl V8 computers and a world-wide data communications network, providing local dial-up access from more than 400 cities. A wide range of applications packages and data bases are available