



Mr. Derek Butler (centre), wine columnist with the Singapore Straits Times, gives further assistance to a member of the Canadian Alumni Association of Singapore.

Mr. Butler spoke to more than 80 alumni at a wine talk and tasting held at the Hilton Hotel in November.

MALAYSIA

Off-Campus Education Offered to Tertiary Level Students

In Canada, vast areas of the country are very sparsely inhabited, so students in these regions are forced to rely on other methods of schooling than face-to-face instruction from a teacher. To meet these students needs, a teaching method has been developed called "open learning", which involves guided self-study, through correspondence, tapes, video cassettes and TV.

Malaysia's Ministry of Education is interested in expanding its open learning program for tertiary education as a means of meeting the continuing demand for more university places, particularly from students in rural areas. Over the last decade, the Universiti Sains in Penang has granted degrees to 809 students through its off-campus program. Universiti Sains now plans to double the number of students in this program and offer a full range of university courses.

To meet this objective, they have sought the assistance of the Open

Learning Institute (OLI) of British Columbia. With funding from CIDA, OLI will run a series of seminars at Universiti Sains to train open learning teachers. Through the use of Canadian software, Malaysian educators should be able to develop their own open learning science course curricula in a fraction of the time now required.

Canadian Geological Mission to Malaysia

A Canadian trade delegation composed of 11 geological and geophysical companies will be visiting Malaysia from 25 to 28 January 1984.

As part of the visit, a seminar will be held to demonstrate exploration techniques and geophysical equipment developed in Canada.

The equipment produced by members of the mission include remote sensing devices to locate mineral and metal deposits on land and on the seabed, and different mapping techniques to interpret geophysical data.

Individual meetings will also be held with local oil and mining companies as well as with firms interested in the transfer of such technology.

Malaysian Firms Enter Canadian Markets

While Canada's exports to ASEAN have tripled since 1975, our imports from the region have expanded rapidly as well. In the case of Malaysia, Canada's imports almost doubled between 1980 and 1981 and a Canadian dollars 32.7 million trade surplus in Canada's favour in 1982 is expected to narrow to less than Canadian dollars 10 million for 1983.

Canada would like to enhance this trend towards balanced trade and now plans to assist ASEAN exporters interested in penetrating the Canadian market. The Trade Facilitation Office of Canada's aid agency, CIDA, plans to hold a series of seminars in ASEAN capitals to educate ASEAN exporters.

In Kuala Lumpur, the seminar will be from 27 February to 2 March and will cover such topics as Canadian business and marketing practices, tariff and import requirements and appropriate packaging for products in the Canadian market.

The seminar will be organized with the assistance of Malaysia's Ministry of International Trade, and about 90 representatives of the Malaysian private sector are expected to attend.

As our commercial relations become more sophisticated, company acquisition and investment between Canada and ASEAN also becomes a two-way process. When the Malaysian Government bought a controlling share in the giant Malaysian plantation firm, Guthries, it also acquired

Guthries overseas subsidiaries, including five firms in Canada.

During his official visit to Canada, Prime Minister Mahathir toured the factory of one of these firms, Butler Metals of Cambridge, Ontario, which manufactures metal stamped products.

On a larger scale, Inchcape Malaysia (Holdings) Bhd. recently acquired full ownership of a well known Canadian firm, Pacific Truck and Trailer Ltd. of Vancouver. Pacific Truck is a leading manufacturer of specialized, heavy duty, off-road vehicles and does a world-wide business estimated at Canadian dollars 50 million per annum. Their range of vehicles were originally designed to serve the Canadian logging industry, but they have also found a ready market among timber companies in southeast Asia.

Inchcape Malaysia plans to continue Pacific's production in Canada, while gradually developing a capability for increased local assembly of Pacific Trailers destined for sale in this region. Their aim is to transfer the Canadian technology to Malaysia that will ultimately allow bulk trailers to be fully fabricated here.

The case of Pacific Truck is an example of how an ASEAN company's capital can be invested in Canada to transfer Canadian technology back to ASEAN. Both the Canadian and Malaysian vehicle industries stand to gain by this model investment.

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