

Vietnam Viewed as Valuable Market — Continued from page 1

Trade Growth/Developments

In 1993, two-way trade totalled \$42.5 million, up from \$31 million in 1992. Major Canadian exports include pharmaceuticals, machinery and pulp.

During the Prime Minister's visit, and among many other developments, almost \$110 million in Canadian business deals were signed, with about \$68 million going to contracts that covered telecommunications, ship traffic management, and the sale of pharmaceutical equipment.

Another \$40 million in investments include a joint venture to explore an offshore oilfield in the South China Sea and the building of an office and residential complex in Ho Chi Minh City.

As well, a \$35-million agreement was signed under which the Canadian International Development Agency will provide training and assistance in environmental management, economic management, legal and administrative

reform, economic planning and information technology.

Opportunities

More than 200 Canadian business people and delegations have visited Vietnam in the last year — a sure sign of their growing interest in developing greater commercial/investment ties.

What they discovered, among other things, is that Canada is well placed to contribute to the economic reforms under way in Vietnam. They also learned that Canadian expertise and capabilities match Vietnamese requirements in areas designated for priority development, particularly in human resources, transportation, telecommunications, and energy.

As well, there are major opportunities for Canadian companies that can help rebuild the country's infrastructure. Vietnam needs roads, ports, communications systems, airports and railroads.

As International Trade Minister

Roy MacLaren said in an address to the Ho Chi Minh Business Community: "I encourage Canadian business to pursue new opportunities in Vietnam; to continue the search for the appropriate Vietnamese partners; and to continue our quest for providing world-class products and technologies to a receptive Vietnamese market."

What's more, MacLaren said: "Canada is here, and here to stay. Canada is committed to this market for the long term."

For trade information on Vietnam, contact David Edwards, Foreign Affairs and International Trade, Ottawa. Tel.: (613) 995-8649. Fax: (613) 996-1248.

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training, investments, franchising, licensing, and other forms of business cooperation."

Plante added: "Most importantly, there are no fees for this service."

Indonesia, aside from being an excellent location from which to access the ASEAN market, offers potential for business partnerships in a number of sectors which are appropriate for Canada: agriculture, oil and gas, forestry products, mineral (copper, nickel) resources, manufacturing, environment, energy and power, and natural resource processing (fertilizer, cement, pulp and paper, steel).

Contact Katherine Came, Director of Communications, CEA, Ottawa. Tel.: (613) 238-8888, ext. 234.

Safety Subject of Mexico Show

Mexico City — A Safety and Security Products Show will be held at the Canadian Business Centre February 20-24, 1995.

The show, designed to take advantage of this growing market, is being organized by Montreal-based Interexpo Canada Inc., in collaboration with the Department of Foreign Affairs and International Trade.

Safety and security products to

be promoted include: alarm systems; fire-fighting equipment; access control and identification systems; commercial/residential security and communications systems; ordnance equipment; protective clothing; security consulting and software systems.

Contact L.D. Burke, President, Interexpo Canada Inc., Montreal. Tel.: (514) 482-1946. Fax: (514) 483-6595.

INFOCENTRE

The InfoCentre of the Department of Foreign Affairs and International Trade provides counselling, publications and referral services to Canadian exporters. Companies interested in obtaining trade-related information are invited to contact the InfoCentre at 1-800-267-8376 (Ottawa 944-4000) or by fax at (613) 996-9709. Trade information is also available by calling F (613) 944-4500, the Department's round-the-clock faxback service.

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