

"The ASEAN markets offer excellent potential for the export of Canadian goods and services" the Minister said. In 1987 Canadian exports to ASEAN increased by 39.9% to \$908.5 million. "I am confident that this reference guide will assist both new and experienced exporters in improving Canada's trade performance in the ASEAN markets" Mr. Crosbie said.

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Copies of Winning Asian Development Bank Contracts and Exporter's Guide to ASEAN can be obtained from the Department of External Affairs (Ottawa), or through the local offices of the Department of Regional Industrial Expansion.