

## Minister's visit highlighted by signing of contracts for Bukit Asam

DURING THE VISIT to Indonesia, the Minister for International Trade, Gerald Regan, witnessed the signing of two contracts and made several announcements involving projects valued at more than \$130 million. The minister also gave a major impetus to the finalisation of three other contracts, worth more than \$40 million.

The minister's program was launched on the evening of his arrival when he attended a cocktail party given by the Calgary firm, Sceptre Resources Ltd. to inaugurate their office in Jakarta.

During the next two and a half days, Mr. Regan met with Indonesia's newly-elected Vice-President, Umar Wirahadikusumah, and with seven cabinet ministers whose portfolios all have trade aspects. Discussions ranged widely from Canada's potential role in cooperating with the Indonesian government in projects that will be scheduled under the country's new five-year development plan, called Repelita IV, to the possibility of assisting Indonesia in its efforts to promote exports to Canada. The Canadian businessmen invited to these meetings received a sympathetic hearing from the Indonesian ministers when they outlined their interests in Indonesia.

The minister witnessed the signing of a contract on May 7 by Roger Hebert, Director of Marketing of Sydney Steel, and by Nazar Noerdin, Director-General of Land Transport and Inland Waterways, for the supply of 19,000 tonnes of steel rail with a value in excess of \$13 million for the Bukit Asam project. In addition, Dominion Bridge, in conjunction with their joint-venture partner, Balfour Beatty of the UK, signed a letter that made effective their \$83.6 million contract to build the Tarahan coal handling facility, which is also part of the Bukit Asam project.

During a speech to the Canadian Businessmen's Club in Jakarta May 6, the Minister for International Trade announced the sale of two additional Dash-7 aircraft valued at \$30.75 million to P.T. Pelita Services. He also disclosed that LAPAN, Indonesia's space and aerospace agency, is to buy a \$5.9-million Landsat satellite from Macdonald Dettwiler and Associates.

Mr. Regan's visit was also helpful in bringing three contracts valued at over \$40 million closer to fruition.

The Integ/Sargent Lundy consulting contract for \$10.21



*Mr. Regan (left) is welcomed to Jakarta by Umar Wirahadikusumah, Vice-President of Indonesia (right).*

million for the IBRD-funded Paiton, East Java, thermal power station was awarded on May 9, immediately after Mr. Regan's departure, but he was able to make an official announcement of this contract award during his visit to Malaysia. In a symbolic ceremony with Indonesia's Minister of Communications, Roesmin Nurjadin, Mr. Regan was able to present Indonesia with model railway wagons in anticipation of the \$23-million contract Hawker Siddeley (Trenton Works) was to sign to supply rail cars to carry the Bukit Asam coal. And, the minister was also active in promoting the interests of Lavalin International for a \$12.3 million World Bank consulting contract for the Irian Jaya Transmigration Project.

The hospitality was warm and cordial and the discussions were fruitful, giving ample reason to believe that with the minister's visit, Canada's growing trade relationship with Indonesia received further impetus.

## Manila

### Opportunities in energy and transportation explored by Minister

TOP-LEVEL TALKS and fruitful trade exchanges were the hallmarks of Gerald Regan's visit to the Philippines.

The Minister for International Trade, and his accompanying delegation, were met on their arrival at Manila International Airport by the Minister of Trade and Industry for the Philippines, Roberto Ongpin. That evening, the mission was received at Malacanang Palace by Philippine First Lady and Minister of Human Settlements, Imelda Marcos.

At Malacanang, Madame Marcos and Mr. Regan signed a Memorandum of Understanding for the supply of six 3.1-megawatt wood-burning power plants valued at \$29 million. Detailed technical and commercial negotiations between the Philippines' National Electrification Administration and the Canadian consortium in charge of the project are scheduled to follow. The consortium, led by Babcock and Wilcox Canada Ltd., is confident that the final negotiations for the contract will be concluded shortly.

The second day of the minister's visit carried a more personal note as he visited some of the country's historical and tourist sites. In Corregidor, the rugged island which served as the last defense for Fil-American forces in the Philippines during World War II, Mr. Regan recalled the valour of the Filipino soldier.

Later that day, members of the mission visited an exhibition of Philippine manufactured goods, where they were impressed by the design and workmanship of the products on display.

On the third day, Mr. Regan followed a hectic schedule involving top-level meetings with President Marcos, Prime Minister Virata, Trade and Industry Minister Ongpin, Energy Minister Velasco, and Transportation and Communication Minister Dans. President Marcos and some of his senior ministers assured Mr. Regan that two major projects on which Canadian companies are bidding are on the Philippines' priority list. These are a project of \$250-million for a coal-burning power plant in the Southern Philippines and a \$90-million project for a coal railway transportation system. A Canadian consortium headed by Brown Boveri has been short-listed for the construction of the Bislig coal burning plant in the island of Mindanao. In the second project, Canadian Pacific Consulting Services made significant progress in its negotiations for upgrading a railway to transport coal to the Manila area.

Petro-Canada International Assistance Corporation (PCIAC) extended \$7.2 million to the Philippines for oil and gas exploration. The agreement on this grant was signed by PCIAC Chairman Peter Towe and Energy Minister and PNOC Chairman