

Major Airport Projects in Pacific Rim Could Give Canadian Exporters a Lift

Airport, infrastructure and other major projects are taking off around the Pacific Basin — affording Canadian companies potential business opportunities that will stretch throughout the 1990s.

But to take full advantage of such potential, Canadian firms must get in on the ground floor and maintain a high profile.

Some are already doing that — most recently through participation in APEX'91; others shouldn't hesitate to test the waters.

In addition to Hong Kong's massive US\$18 billion Port and Airport Development Strategy (PADS) — in which some Canadian companies already are involved, other projects planned or underway include:

- Construction of a new international airport in Macao;
- Construction of a new airport in southern China;
- Construction of an airport in Mongolia;
- Plans for a new airport in South Korea;
- Building Japan's Kansai Airport on an island near Osaka;
- Plans for two mass-transit railway projects in Thailand; and
- Infrastructure projects in Taiwan and Singapore.

Cornerstone of the PADS project is the construction of Chep Lap Kok airport for which the engineering consulting firm Marshall Macklin Monaghan Ltd. (MMM) of Markham, Ontario, in association with Wardley Capital Limited of Hong Kong, will serve as financial adviser on the airport planning phase.

Scheduled for completion in 1997, the airport alone will require the reclamation from the sea of enough land to cover almost 1,000 hectares. The state-of-the-art airport, open 24 hours a day, will have two runways capable of handling 80 million passengers and 4.4 million

tonnes of cargo per year.

Infrastructure required for PADS will include a five-fold expansion of the colony's container port (already the world's busiest); extensive transportation links (highways, freight/passenger rail lines, a road tunnel and suspension bridges); a new town to accommodate 150,000 people; and the development of light industrial zones.

To date, more than 50 companies, Canadian firms among them, from around the world have bid or expressed an interest in bidding on various PADS-related contracts. The complete project is scheduled for completion in 2006.

It was the PADS project in particular — and other regional projects previously mentioned — that brought 12 Canadian companies (four of whom participated as a result of a front-page article in the November 15 issue of *CanadExport*) to APEX'91, the **International Airport, Port & Transportation Development Exhibition** held January 24-27, 1991 in Hong Kong.

"APEX is not just a show about the Hong Kong airport," said Mr. C.S. Lee, project manager for the Hong Kong Trade Development Council, one of the show's organizers.

"This is a show about the infrastructure development in the Asia-Pacific region. The visitors came to show their expertise for projects all over the region."

That's pretty much what Canadian APEX participants did. In addition to serious inquiries relating to the Hong Kong project, a number of Canadian companies reported serious inquiries — and potential contracts — relating to projects in Macao, Mongolia and Singapore. Over a 12-month period, they anticipate sales in excess of \$15 million.

"We don't expect any Canadian

companies to walk away from APEX with signed contracts," Leslie Reissner, Assistant Trade Commissioner, Commission for Hong Kong, said prior to the opening of the show. "We see this as the beginning."

Another "beginning" and one which will help Canada maintain a high profile in the region will be **Festival Canada'91**, a series of Canadian activities planned for Hong Kong during the month of June. (These events will be published in future issues of *CanadExport*).

For further information on Hong Kong's airport/port development project — a Canadian trade commissioner has been assigned to PADS — contact Mr. Leslie Reissner, Commission for Canada, G.P.O. 11142, Hong Kong. Telex: (Destination code 802) 73391. Answerback: (73391 DOMCAHX). Fax: (011-852) 847-7441.

Information on PADS, other potential opportunities, APEX and possible future shows may be obtained from Dan Mrkich, East Asia Trade Division (PNC), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 995-6962. Fax: (613) 996-4309.

THE NEW ADDRESS FOR THE COMMERCIAL/ECONOMIC DIVISION OF THE CANADIAN EMBASSY IN THE NETHERLANDS IS 25 PARKSTRAAT, 2514 JD, THE HAGUE. THE NEW FAX NUMBER IS (070) 356-2823.

The new address for the Commercial/Economic division of the Canadian Embassy in the Netherlands is 25 Parkstraat, 2514 JD, The Hague. The new fax number is (070) 356-2823.

The new address for Canada's Commercial Office in Barcelona, Spain is Travessera de les Corts 265, ent 1a, 08014 Barcelona, Spain. Tel.: (34-3) 410 66 99. Fax: (34-3) 410 77 55.