

Trade Management Seminar Held in Bangkok

A SEMINAR on foreign trade management was held in Bangkok for two weeks from March 30. It was jointly sponsored by the Foundation for International Training (FIT), based in Toronto, Canada, and the Economic and Social Commission for Asia and the Pacific (ESCAP). It focussed on training in export management and import procurement skills. Some 15 senior officials from government agencies and private sector organizations in the ASEAN region attended the seminar.

The seminar is part of a program the foundation has conducted in the ASEAN region over the past year. Previous activities have included workshops on engineering consulting practice in Malaysia and Indonesia, training of extension workers for low-income housing in the Philippines and Indonesia, and a seminar on distance education, which was held in co-operation with the Asian Institute for Broadcast Development in Kuala Lumpur.

A series of follow-up seminars is planned throughout 1981 and some new areas of training, such as joint venture negotiations, licensing of foreign technology, and development banking, are being explored.

An international non-governmental organization with a multinational board of governors, staff and a cadre of trainers/consultants, FIT is beginning to make a contribution to the strengthening of human resource capabilities and institution building in the developing countries.

FIT co-operates with both public and private sector organizations in offering short-term, intensive training programs. Projects have included the development of skills in areas such as small business management, financial administration, planning and production management, international trade skills, and management and engineering consultancy practice, with emphasis on the practical, the training of trainers and strengthening of the host agency's institutional framework. An essential part of this process has been the provision of appropriate training manuals that are field tested and adapted for use by host agencies.

Financial support for FIT's programs is provided principally by the Canadian International Development Agency (CIDA) with some of its activities being funded by technical co-operation agencies in the United Nations' system.

BSAM Program to be Biannual Event

FOLLOWING on the success of the Management Development Program conducted at the Banff School of Advanced Management (BSAM), Banff, Alberta, the Canadian International Development Agency (CIDA), which funded the course through its Industrial Co-operation Program, has decided that similar programs will now be held twice a year.

The Management Development Program of six weeks, plus an across-Canada orientation tour of two weeks, is designed to instruct mature executives at the middle-management level of both the

Impressive Increase in Canada-ASEAN Trade

IN THE PERIOD 1975 to 1980 two-way trade between Canada and the ASEAN countries more than trebled in value from \$352 million to \$1,142 million. Canada's exports rose from \$206 million to \$754 million while imports from ASEAN reached \$388 million in 1980 compared with \$146 million in 1975.

In terms of volume, total trade increased by about eight per cent a year in the early 1970s but, as trade relations developed, trade accelerated in the second half of the 1970s by 16 per cent annually — a doubling of the momentum. Throughout the 1970s growth in Canadian exports to the ASEAN group of countries was greater than that to the rest of the world. The real growth rate of exports to the ASEAN countries was eight per cent from 1970 to 1975 and 19 per cent in the second half of the decade. In comparison, the growth rate of Canadian exports to the rest of the world was two per cent and six per cent over the same periods. Canada's imports from ASEAN increased by between nine per cent to 10 per cent in the second half of the 1970s, while the figure for the rest of the world was three per cent.

Canada's trade with Indonesia amounted to \$242 million in 1980 (exports \$213 million/imports \$29 million), the main Canadian exports being aluminum, textile fabrics, woodpulp and paperboard, asbestos, newsprint, plastic materials, wheat, and sulphur. Rubber, coconut oil, tea, coffee, woven fabrics, and tin headed the list of imports from Indonesia.

Canadian-Malaysian trade reached \$176 million in 1980 (exports \$93 million/imports \$83 million). The total figure would be around \$50 million higher if

private and public sector in modern management concepts and techniques. It has been specially adapted with ASEAN participants in mind.

The participants from ASEAN in the February program included Param Ajeet Singh Pal, deputy secretary (finance and administration) at the Singapore Broadcasting Corporation (SBC); Wan Hilal bin Haji A. Rahman, district officer in Malaysia's Negeri Sembilan state; Mrs. Leticia Villanao-Competente, acting assistance director, Civil Service Regional Office in Southern Tagalong, Philippines; and Willem D. W. Loesi, who heads the Indonesian government's Tax Facilities Division, Investment Co-ordinating Board (BKPM), Jakarta.

material (especially rubber) trans-shipped via Singapore were included. Major Canadian exports were asbestos, aluminum, telecommunications equipment, newsprint, steel, drilling and mining machinery, and paperboard. Malaysian exports included rubber, palm oil, wood products, fabrics and textile apparel, and electronic components.

With the Philippines two-way trade moved up to \$209 million in 1980 (exports \$108 million/imports \$101 million) having expanded at an impressive annual rate of 10 per cent between 1975 and 1980. Leading Canadian exports were zinc, plastic materials, mining machinery, fertilizers, woodpulp, iron ore and telecommunications equipment. Principal Philippine exports were coconut oil, textile apparel, nuts, canned fruits, wood products, footwear, and tropical furniture.

Canada-Singapore trade totalled \$348 million in 1980 (exports \$198 million/imports \$150 million), with trade growing in recent years at a rate of over 20 per cent per annum. Canadian exports included fertilizers (mostly for trans-shipment in the Asia-Pacific region), petroleum products, newsprint and paperboard, plastics, telecommunications equipment, and tools. Singapore's principal exports were rubber (originating mostly from Malaysia), televisions, radios and phonographs, compressors, air conditioners, office machines, clothing and textiles, and electrical toys and games.

Canadian trade with Thailand grew significantly in the late 1970s, especially on the export side. In 1980 total trade

All figures in this publication are in Canadian dollars unless otherwise specified.