

Canada-Malaysia Technology Transfer Fair

TECH-TRANS 85, a transfer of technology fair sponsored by the Canadian International Development Agency (CIDA), was held in Kuala Lumpur in conjunction with the assistance of the Malaysian Industrial Development Authority (MIDA) and the Federation of Malaysian Manufacturers (FMM).

Twenty-four Canadian companies participated in this fair which was held concurrently with EXPO '85, the annual trade exhibition organized by the Federation of Malaysian Manufacturers. Some of the sectors represented by Canada at Tech-Trans included food processing, packaging and storage, plastic production processes, pre-fabricated housing, and automotive parts. Every Canadian participant was a well-established and successful Canadian manufacturer. While some of them were already actively exporting their products, it was significant that the majority of the companies were testing the Southeast Asian market for the first time.

In his opening speech to the Expo '85 Exhibition, the Deputy Minister of Trade and Industry, Dato' Oo Gin Sun, stated: "I would like to congratulate the Canadian Government in its effort and wish to assure that my Ministry and the Malaysian Industrial Development Authority will give all their support for this exercise. This technology transfer section within the EXPO is something new and I hope that we will be able to see more such programs."

In his opening remarks, High Commissioner M.G. Von Nostitz emphasized that this was the first fair of this nature in Malaysia. It reflected the enhanced Pacific trade thrust of the new Government and was the single largest joint venture trade promotion effort ever undertaken by Canada in Malaysia. It was a substantive demonstration that Canada was prepared to commit funds and a great deal of effort to bring about technology transfers through the establishment of joint ventures and licensing agreements. Such a fair, he pointed out, reflected the maturity of the Canada-Malaysian economic relationship, as well as benefiting both countries through the creation of employment and production of new products.

Among the Canadian company participants, three left Malaysia with letters of intent for joint ventures, namely Okanagan Turbo Sprayers, L.V. Control System, and General Freezer. In addition, six other companies are currently negotiating joint venture and licensing agreements with their Malaysian counterparts.



Deputy Minister of Trade and Industry, Dato' Oo Gin Sun opens Tech-Trans '85.

New Pulp and Paper Mill In Sabah

At the end of a three-hour landrover ride from Kota Kinabalu, the capital of Sabah, the lush Malaysian forest opens to reveal structural steel rising from a virgin site near Sipitang where Canadian engineers are on schedule constructing ASEAN's most modern pulp and paper mill. An impressive jetty rated as one of the best of its kind by Canadian engineers and a road system have now been constructed. The first few shiploads of heavy equipment from Canada have also arrived together with two experts from Combustion Engineering, Montreal, to supervise the installation of boilers and machinery.

The plant, with an annual capacity of 125,000 tonnes of fine paper, is being built by an international consortium led by Klockner Stadler Hurter of Montreal, a company well known internationally for its expertise in the forest industry.

The Canadian High Commissioner to Malaysia, Mr. M.G. von Nostitz, visited the site together with Mr. Clarence Bongkos Malakun, Managing Director of Sabah Forest Industries. The High Commissioner was briefed by the six Canadian experts working on the site and was impressed with the site management's accomplishments to date including the adherence to planned schedules.

In Kota Kinabalu the High Commissioner also called on Sabah Chief Minister, Datuk Joseph Pairin Kitingan, to review the pulp and paper mill project. Datuk Pairin declared himself satisfied with the Canadian contribution to the project and indicated to the High Commissioner that the project would continue to proceed as scheduled under his new government.

Successful Telecoms Seminar

On May 27, 1985 twenty-eight representatives from leading Canadian government agencies and private companies took part in a technical seminar program in Kuala Lumpur opened by the Canadian High Commissioner, Mr. M. G. Von Nostitz. He stressed that telecommunications was an industry in which Canada had traditionally played a leading technological role. He went on to say that from the invention of the telephone by Alexander Graham Bell to today's sophisticated satellite systems, Canadians had constantly sought to overcome their vast geography through efficient communications. With these endeavours, Canada had built up a telecommunications identity which was on the cutting edge of state of the art technology.

Papers presented by Canadians included Radio Spectrum Management, Outdoor Cable Splicing, Satellite Systems, Secure VHF Data Transmission, Computerised Systems Management, Time Division Multi-plicing, and Rural Telecoms Planning. Attendance was from a broad cross-section of the Malaysian telecoms community, including Jabatan Telekom Malaysia (Department of Telecommunications Malaysia), turnkey contractors and equipment suppliers.

In his remarks at the seminar, the Director-General of Jabatan Telekom Malaysia, Encik Daud bin Isahak, referred to the advanced capability of many of the firms he had visited during his 1984 tour of Canada. He expressed the hope, shared by the seminar's Canadian participants, that they would play an increased role in Malaysia's telecommunications development.