

tested over time and modified to meet local conditions, decision-makers in less-developed countries may naturally be reluctant to commit financial and human resources to its introduction. The Canadian Technology Transfer Facility (CTTF) assists Canadian companies in testing and adapting their technology in developing-country environments. This presents the dual advantage of allowing the testing and adapting at minimal risk to the Canadian company while providing

assurance to the less-developed countries' authorities that the technology in question is appropriate to their environment. The first ASEAN area CTTF is already underway in Malaysia.

CIDA's Industrial Co-operation Division is thus actively promoting third world industrial development by means of a multifaceted program encouraging Canadian companies and their developing country counterparts to enter into co-operative commercial relationships.

Technology Exchange: a Successful First

THE FIRST Canada-ASEAN Technology Exchange, which was held in Singapore May 11-13, was a resounding success according to both Canadian and ASEAN businessmen who took part.

The Exchange was sponsored under the Canadian International Development Agency's (CIDA) Industrial Co-operation Program and was designed to bring small and medium-sized Canadian manufacturers interested in joint-venture relationships into contact with potential business partners within ASEAN, and to facilitate the transfer of technology to ASEAN countries.

Fourteen Canadian companies travelled to Singapore to participate in the Exchange. About 80 businessmen who had been invited by Canadian diplomatic missions in neighbouring ASEAN countries were flown to

Singapore accompanied by Canadian trade commissioners. The ASEAN entrepreneurs spent three days receiving briefings on Canadian manufacturing capabilities in a varied range of areas including solar energy, wind turbines, and aquaculture. There were also opportunities for discussion with each Canadian company about the possibilities for joint-venture participation.

Most of the Canadian firms reported keen interest on the part of ASEAN business representatives. One company specializing in the construction of modular housing received nineteen serious enquiries about the possibilities of a joint-venture set-up.

The Technology Exchange was the first such undertaking by CIDA in ASEAN and its success will provide a useful model for future exchanges.

Canadian Technical Publications Available in ASEAN

THE DISSEMINATION of technical information in the developing world is an important element in the transfer of technology and upgrading of industrial capability. Under a scheme recently initiated by the Canadian International Development Agency's (CIDA) Industrial Co-operation Program, Canadian technical and industrial publications are now being made available gratis to over 600 recipients in ASEAN. With the assistance of Canadian diplomatic missions in ASEAN capitals distribution lists of recipients have been prepared. These include government institutions, technical and engineering schools, research establishments, and Chambers of Commerce as well as major indigenous companies. The 27 journals represented cover a wide range of sectors including recent developments in energy, construction, resource management and manufacturing.

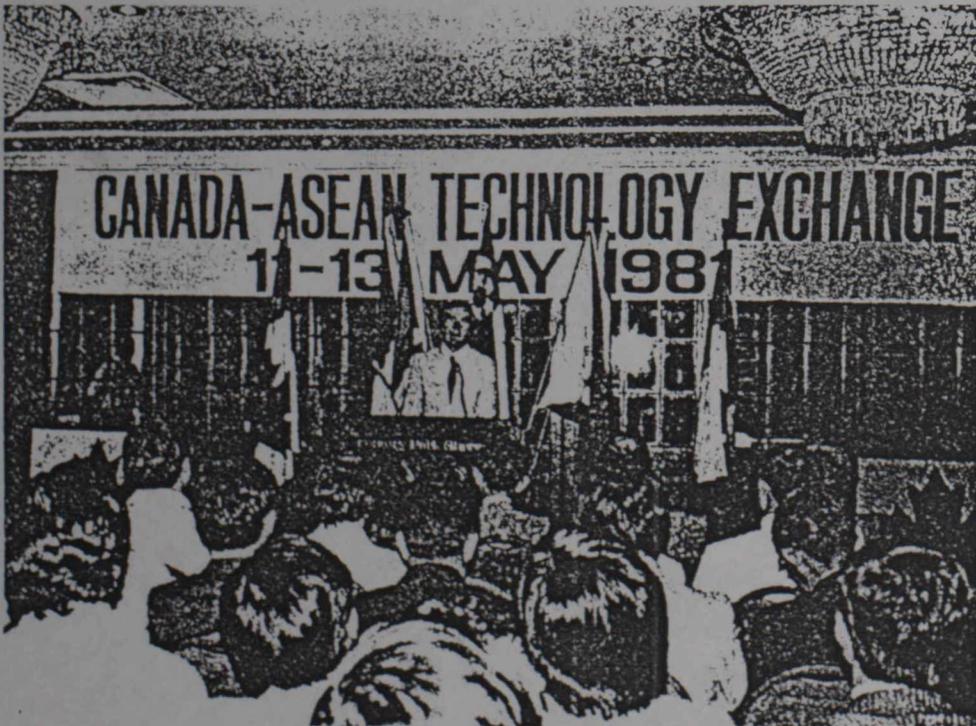
Aerospace Study at Development Phase

THE STUDY of the commercial aerospace needs of ASEAN that was recently undertaken by Aviation Planning Services (APS) of Montreal under a contribution agreement with the Canadian International Development Agency's (CIDA) Industrial Co-operation Program is now entering the concept development phase.

A team of five study experts have completed a seven-week-long assessment and evaluation tour of the four participating states – the Philippines, Thailand, Indonesia and Malaysia. During this period, the experts met with aerospace counterparts from approximately 100 organizations from government, state-owned enterprises, and the private sector. The team visited aircraft and component manufacturing firms, the repair and overhaul facilities of major airlines as well as smaller maintenance bases, industrial research organizations, training facilities, and government offices.

Based on the information gathered, APS has completed the requirements analysis phase of the work program by developing forecasts of projected expenditures on aerospace products over the next 10 years from both domestic and foreign suppliers.

The next task, program development, is to determine how the aerospace infra-



Canadian High Commissioner to Singapore L. M. Berry opens the Canada-ASEAN Technology Exchange.