

CANADA-ASEAN

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INITIATIVES VALUED AT \$100 MILLION ANNOUNCED

TRADE MINISTER'S VISIT UNDERSCORES NEW STRATEGY

International Trade Minister James Kelleher, accompanied by 40 Canadian businessmen, visited four Association of Southeast Asean Nations (ASEAN), February 11-21, to expand Canadian trade and investment in the area. The mission was Mr. Kelleher's third official visit to the Asia/Pacific region in the past 12 months. He visited Korea and Japan in February 1985, as well as Australia and New Zealand in November.

Successful discussions

The Asia Pacific region is now Canada's second most important trading block, noted Mr. Kelleher. "On this trip I have had the pleasure of announcing almost \$100 million worth of contracts awarded to Canadian firms now doing business in this vital area. As for the future, we have opened lines of credit for more than \$65 million to facilitate new exports to the region," he said.

Mr. Kelleher added "the amount of business we have done and the high level of acceptance we have met demonstrate the tremendous potential for Canadian business in the ASEAN area and throughout the Pacific Rim. This is why, under our national trade strategy, we have been dedicating so much effort in terms of increased funding and human resources, to our Pacific Rim trade thrust".



President Soeharto of Indonesia welcomes Mr James Kelleher during his regional visit.

Technology for Singapore

In Singapore, February 11-12, Mr. Kelleher, announced that Sarnia, Ontario's Polysar Limited, a world leader in high technology petrochemical products, will open a representative office in Singapore in the second half of 1986. "This new office will focus on business development, market research, sales promotion, and providing technical services to the Asia

Pacific region," he said.

In discussions with Singapore Trade and Industry Minister Tony Tan, Mr. Kelleher stressed the importance Canada attaches to co-operation with Singapore in the next round of Multilateral Trade Negotiations (MTN). He said that on the basis of his discussions, he expected Singapore would play a constructive role in the negotiations.

Contracts in Indonesia

In Jakarta, Indonesia, February 12-14, Mr. Kelleher announced contracts valued at more than \$80 million. They included:

- the sale of \$30-million worth of potash to Indonesia by Canpotex and Potocan;
- financing support of \$13.6 million for Sydney Steel Corporation (SYSCO) of Sydney, Nova Scotia for the Bukit Asam Coal Rail Transportation project;
- a \$10-million order for the supply of PT6T-3B twinned turboshaft engines from Pratt and Whitney Canada for the Bell 412 helicopter which is being assembled by (PT Nurtaio) the Indonesian aircraft manufacturer;
- an allocation of \$36.5 million for the supply of telecommunications equipment and services for the Bukit Asam Coal Rail Transportation project in South Sumatra by International Aeradio (North America) Limited of Richmond Hill, Ontario.

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Businessmen To Meet In Canada-ASEAN Forum

A Canada-ASEAN Forum is to take place in British Columbia in September 1986. Mr. Kelleher made this announcement during his visit to Indonesia as that country is Canada's official contact point in its private sector relationship with the Association of Southeast Asia Nations (ASEAN).

Canada and the ASEAN are committed to closer ties between their respective business leaders and commercial associations. The Forum will provide an opportunity for dialogue on the scope for cooperation between Canadian and Southeast Asian companies, especially through joint ventures.

Participants will include senior Canadian businessmen and private sector representatives from the countries of the ASEAN. The seminar portion of the program will take place at the Empress Hotel in Victoria on September 10, 11 and 12. The ASEAN participants will also have an opportunity to visit EXPO 86 in Vancouver on the weekend of September 13 and 14. Following the World's Fair, representatives of the ASEAN nations will pursue more individual programs focussing on particular sectors - such as oil and gas development, mineral exploration or telecommunications - in other Canadian centres.