

Taiwan Could Source from Canada

Canadian exporters have an opportunity to supply more than 200 assorted products to Taiwan, which is attempting to diversify its import sources.

This opportunity also could help Canada reduce its three-to-one trade deficit with Taiwan, says Ted Lipman, Deputy Director, Trade and Tourism, Canadian Trade Office (CTOT) in Taipei.

(CTOT is an office of the Canadian Chamber of Commerce, established in 1986 to encourage and support the increase of two-way trade and investment between Canada and Taiwan).

"It is rare to find Taiwan so forthcoming to promote imports, so this is an opportunity worth following up," Lipman says.

And there is a caveat. Lipman advises that, while the prospect is "exciting", exporters to Taiwan should understand that "market share is earned, not inherited. Any successes coming out of this exercise will be based on aggressive follow-up of enquiries, quality, price, etc."

The import diversification list is divided into four categories: machinery; industrial parts and accessories; raw materials; and consumer products — with each item having a product category (HS) code.

Copies of the list may be obtained from Info Export (see box bottom of page 16).

Companies interested in supplying these products to Taiwan will have their catalogues displayed in CTOT and China External Trade Development Council (CETRA) trade libraries for perusal by local enterprises. Be sure to quote the product category (HS) code.

Catalogues should be sent to Mr. C.T. Wu, Section 5, Second Department for Market Development, China External Trade Development Council (CETRA), 5th Floor, 333 Keelung Road, Section 1, Taipei, Taiwan, Republic of China.

Copies of correspondence also should be forwarded to Ted Lipman, Canadian Trade Office in Taipei; 13th Floor, 365, Fu Hsing North Road, Taipei 10483, Taiwan. Fax: 886-2-712-7244. Telex: 29484 CANTAI.

Canada-Taiwan Associate in Montreal

"Canada and Taiwan: Gateways for Trade and Investment Flow" is the theme this year of the Fifth Annual Joint Meeting of the Canada-Taiwan Business Association (CTBA), being held April 14 to 16 at Montreal's Bonaventure Hilton Hotel.

High-technology industries, manufacturing and investment, trade and services are the focal points of the meeting. But participants also will meet with senior representatives of Taiwanese and Canadian business firms — from all sectors — to discuss:

- opportunities for trade, services and joint ventures in Taiwan;
- Taiwan's US\$125 billion Six Year Infrastructure Plan that will require a vast array of foreign technology and expertise; and
- impediments and solutions to trade and investment.

Business and trade advice also will be offered by experts from the Canadian Trade Office in Taipei; the Export Development Corporation; External Affairs and International Trade Canada; and other government offices.

Two-way trade between Canada and Taiwan has increased from Cdn\$232 million in 1974 to Cdn\$3.23 billion in 1989 and many trade and investment opportunities continue to exist for Canadian companies that are willing to seriously explore this market.

For further information or to register, contact Elsie Lee or Denis Trottier, the Canada-Taiwan Business Association, Canadian Chamber of Commerce, Ottawa. Tel.: (613) 238-4000. Fax: (613) 238-7643.

Contracts Awarded

The Ottawa firm of consulting engineers, **Howe International Ltd.**, has been awarded a \$4.9 million contract to provide an integrated port and base system for the Jurong Port in Singapore. The project involves computerization of the port and marine base operations.

Burnaby-based **P.M. Sulcs & Associates Ltd.**, will supply El Paso Natural Gas with software designed to control maintenance procedures and costing for its installations located throughout the southern United States.

LGL Group, Montreal, will help plan the reorganization of the administration and infrastructure of the City of Moscow. The SNC subsidiary recently signed a US \$4.3 million consulting contract to carry out the first phase (an 18-month study) of the project, which involves the privatization of housing, the establishment of a mortgage finance system, the implementation of municipal taxation, and the renewal of Moscow's municipal infrastructure. Partners working with LGL are Raymond, Chabot, Martin, Paré, Montreal, and McMillan Bull Casgrain, Ottawa.

The International Division of **Babcock & Wilcox**, Cambridge, will supply steam generators and heat exchanger components, valued at more than \$32 million, for the Wolsong II CANDU Nuclear Power Station in Korea. The Wolsong II, designed and manufactured by Atomic Energy of Canada Ltd., was purchased by the Korea Electric Power Corporation in December of last year.

Two Quebec engineering companies, **Le Groupe S.M.** of Sherbrooke, and **Dynamis Envirotech** of Longueuil, will carry out a pre-feasibility study for hazardous waste management in Mexico and Mexico City. The joint venture contract is worth \$1.3 million.