

equipment, articles of iron and steel, boilers and mechanical appliances as well as "special provisions" which were items designated for re-export. A breakdown of Canadian exports to and imports from Brunei are provided in Tables VI and VII.

Canadian trade strategy has targeted Brunei as a market opportunity for oil and gas equipment and services, education and training, power generation equipment and services, engineering and construction services, and defence/aerospace products and services.

3.3 Export Marketing Efforts

Canada's export marketing efforts in Brunei have mainly been in response to interest expressed by a limited number of Canadian businesses. A number of market surveys have been commissioned under the National Trade Strategy (NTS) on specific sectors in Brunei to provide Canadian firms with information on available opportunities. Five such studies completed in 1990 and available from External Affairs and International Trade Canada

(EAITC) include: agriculture/fisheries/food; defence; education services; public utilities; and telecommunications sectors.

The Program for Export Market Development (PEMD) has also been used in Brunei by Canadian companies. The program is designed to stimulate increased export sales of Canadian goods and services abroad. Since 1980, over CDN \$62,000 has been offered in support of 14 projects in Brunei.

While the Export Development Corporation (EDC), Canada's official export credit agency, is not currently financing any specific export sales to Brunei, the medium to long-term lending program is available to support Canadian exports. The EDC provides export credit insurance, loans, loan guarantees and other financial services that support Canada's export community. In addition, all of the EDC's insurance programs, including provision of insurance against non-payment due to political and commercial risks are available to exporters conducting business in Brunei. The EDC's head office is in Ottawa, Ontario and regional offices are maintained across Canada.

TABLE VII **MAJOR CANADIAN EXPORTS TO BRUNEI**
(\$ CDN millions)

PRODUCT CATEGORY	1980	%	1985	%	1990	%	1991	%
Special Classification Provisions [†]	N/A		N/A		0.11	(18.8)	1.8	(77.7)
Optical, photo, cine, meas, checking, precision, etc.	N/A		N/A		0.22	(36.6)	0.3	(13.5)
Articles of iron or steel	N/A		N/A		0.001	(0.2)	0.1	(4.4)
Boilers, mchy & mech appliance; parts	N/A		N/A		0.01	(2.0)	0.04	(1.7)
Electrical mchy equip parts thereof; sound recorder etc.	N/A		N/A		0.21	(34.8)	0.03	(1.2)
Other textile articles; sets; worn clothing etc.	N/A		N/A		—		0.02	(0.9)
Wood & articles of wood	N/A		N/A		0.02	(34.80)	—	
Miscellaneous edible preparations	N/A		N/A		0.02	(34.80)	—	
Aircraft, spacecraft & parts thereof	N/A		N/A		0.002	(0.34)	—	
Printed books, newspapers, pictures & other product etc.	N/A		N/A		—		—	
Sub-Total of Above	N/A		N/A		0.6		2.3	
Total	N/A		N/A		0.6		2.4	

N/A Not Available

[†] Contractor equipment designated for re-export

Source: STATISTICS CANADA