

Berhad, the large Asian multi-national.

While noting the wealth of strategic raw materials in Pacific Basin countries, Tun Tan also pointed out the excellent economic performance of countries in the region that have practically no natural resources—Japan, South Korea, Taiwan, Hong Kong, and Singapore. These five economies have one characteristic in common: the most important resource, which is people who are prepared to work hard, who are frugal, enterprising and dynamic. In the final analysis, this is what really counts, he said.

Tun Tan's second message was one that was often repeated throughout the conference. It was that more and more Canadians should visit the region to acquaint themselves with the needs of Pacific Basin countries and the available opportunities. Until Canadians see for themselves they cannot really size up the situation, he advised.

Mr. Derek Davies, editor of the *Far Eastern Economic Review*, reinforced that message in a separate speech when he argued that some of the images that dominate Canadian thinking about Asia are wrong. He added that the Pacific Rim warrants more attention than the traditional Canadian trading areas like the North Atlantic.

Canada's Secretary of State for External Affairs Mark MacGuigan echoed Mr. Davies' call for greater attention to the priorities and aspirations of the people of Asia and the Pacific and encouraged Canadians to demonstrate that they are alive to the interests of the region. Dr. MacGuigan cited Canada's relationship with the member countries of the Association of Southeast Asian Nations (ASEAN) as a case in point and remarked that the Canada-ASEAN Economic Co-operation Agreement signed last September goes well beyond economic and trade interests.

Dr. MacGuigan also referred to the Pacific Community concept and noted that the Canadian government continues to support the concept and the work being carried out to encourage its examination.

With growth in Western economies reduced to a slow pace, speakers and panelists at the conference had no difficulty in portraying the ASEAN region as one of great economic potential. One government trade official told the conference that the ASEAN nations are like most developing countries in that they need just about everything. The difference, he said, is that the burgeoning level of economic activity means that ASEAN nations have the ability to purchase goods and services on a commercial basis.

Among the positive economic elements common to all five ASEAN countries, panelists mentioned the

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## Canada-ASEAN Developments

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### SSEA Due at ASEAN FMs' Meeting

CANADA's Secretary of State for External Affairs Mark MacGuigan expects to attend the Post Ministerial Conference (PMC) of ASEAN foreign ministers and foreign ministers of dialogue countries, which will be held in Singapore June 17-18, 1982. Foreign ministers from ASEAN's other dialogue partners—Australia, New Zealand, Japan, the European Economic Community and the United States of America are also expected to attend. This will be Dr. MacGuigan's third set of deliberations with ASEAN foreign ministers as he participated at the PMC in Kuala Lumpur (1980) and Manila (1981). It also will be his second visit to Singapore.

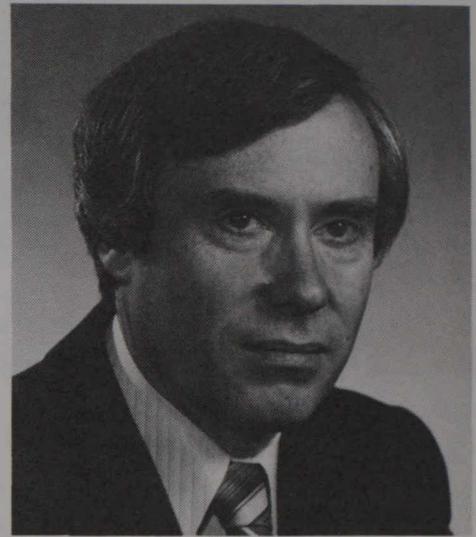
While in Singapore Dr. MacGuigan expects to address the second international (twelfth annual) conference of the Canadian Council for South East Asian Studies (CCSEAS). The conference, which is a collaborative effort between the CCSEAS and the Institute of Southeast Asian Studies (ISEAS), will be held from June 21-24 and is expected to attract about 80 scholars and academics from Canada and ASEAN countries.

### Manila to Host Dialogue Session

THE THIRD dialogue session of senior officials from Canada and ASEAN is expected to be held in Manila in the near future. Officials will review the progress in the development of Canada-ASEAN relations over the past few years. They also will explore areas for future co-operation including industrial, commercial technological, developmental, economic, educational and scientific.

openness of the markets to trade and investment, the easily trained, basically well-educated and always willing labour force, and countless opportunities in the fields of resource development and high technology at which Canadians excel.

An array of opportunities for trade and two-way benefit was outlined, including manufacturing, computer equipment and software, and aerospace in Singapore, agriculture in Thailand, consulting services in Malaysia and Indonesia, and communications in the Philippines. Prospects perceived as being



*Canada's Secretary of State for External Affairs Mark MacGuigan.*

Discussions under the Canada-ASEAN Economic Co-operation Agreement, which was signed in September, 1981, will also take place.

### Joint-Venture Show for Singapore

ESTABLISHING a joint-venture relationship with a company in the ASEAN region will be the objective of each of the 25 Canadian firms with appropriate technologies participating in CANEX '82.

The joint-venture technology transfer exhibit will take place from June 22-24 at the Century Park Sheraton Hotel in Singapore, the venue of the first such Canada-ASEAN technology exchange, which was held in May, 1981. Like that successful venture, CANEX '82 is sponsored by the Industrial Co-operation Division of the Canadian International Development Agency (CIDA).

foremost were for the provision of equipment and services related to energy, capital project development of resource-based industries, and various forms of direct sales and co-operation in the field of technology, including joint ventures, transfer of technology, and investment.

Amongst other things the second Pacific Rim Opportunities Conference was a manifestation of growing awareness among Canadian businessmen that the key to business success in the Asian and Pacific region is an adequate appreciation of local cultural, social and political factors. ❖