

CANADA-ASEAN

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CANADA LAUNCHES PACIFIC TRADE INITIATIVE

INTERNATIONAL TRADE MINISTER KELLEHER TO VISIT REGION

As part of Canada's commitment to strengthen economic and commercial cooperation with the countries of the Asia Pacific region, the Minister for International Trade, the Honourable James Kelleher, will visit Southeast Asia in mid-February. He will travel to Singapore (February 11-12), Indonesia (February 13-14), Malaysia (February 15-18) and Thailand (February 18-20).

Canada's government is giving priority attention to the United States and the Pacific Rim countries. Trade between Canada and the Pacific region already exceeds that with Europe and is growing rapidly. Mr Kelleher's visit will build on Canada's growing economic and trade relationship with the countries. It will be the third ministerial visit to the region in a twelve month period, following those of the Secretary of State for External Affairs, Joe Clark, and the Minister for Regional Industrial Expansion, Sinclair Stevens.

In addition to discussing ways of pursuing opportunities for expanded cooperation, the Minister will be supporting the marketing initiatives of a number of Canadian companies which are pursuing commercial opportunities in Southeast Asia. Canadian companies are world leaders in areas such as engineering consulting, power generation and transmission, telecommunications, computer software, transportation, remote sensing, and oil and gas. The commercial thrust in ASEAN is designed to fit with priority development sectors identified by the countries themselves.

Canadian companies have had recent successes locally. Babcock and Wilcox won \$100 million contract to supply power boilers for the Suralaya project to the power authority in Indonesia; Combustion Engineering recently was awarded \$38 million contract to supply power boilers for the thermal plant in Mae Moh in Thailand; Klockner-Stadler-Hurter received \$143 million contract to build a pulp and paper mill in Sabah, Malaysia; CAE Ltd has supplied aircraft simulators worth more than \$20 million to Singapore Airlines, and in the Philippines, Canada has sold several deep sea fishing vessels.

Mr Kelleher will announce several new



Minister for International Trade James Kelleher with Export Award Winners.

commercial contracts, joint ventures, and initiatives under the Canadian government's national trade strategy. He will also be discussing with ASEAN authorities the proposed new trade round to be launched in 1986.

Concrete Initiatives

In discussing the launching of several Canadian initiatives at the Vancouver Board of Trade meeting on October 23, 1985, the Secretary of State for External Affairs, the Right Honourable Joe Clark, indicated that the Pacific Rim will be a major source of new growth for Canada in the years to come. He went on to say "Ten years ago, Canada's trans-Pacific immigration surpassed our trans-Atlantic immigration for the first time in history. Two years ago our Pacific trade surpassed our Atlantic trade for the first time. For a hundred years, Canada has been a Pacific nation in geography, and we intend to make it a Pacific nation in mentality too. That requires concrete Pacific initiatives."

As part of this new program the Minister announced increased frequency of export missions, either in the company of visiting ministers or as separate delegations to discuss and seek out opportunities in regional countries. Furthermore, the Government of Canada will commit more than \$1 million to sharing costs of marketing efforts by Canadian business to develop and increase their exports in the markets of Asia and the Pacific. One of

the foci would be a deepening of awareness in Asia-Pacific countries of Canada as a trading partner. Additional resources are being allocated to the Pacific Rim, including the opening of an office in

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All Six At Expo 86

The announcements by the Governments of Malaysia and Brunei that they will participate in Expo 86 at Vancouver next year, means that all six ASEAN member states will be active participants in the world exposition celebrating a century of developments in transportation and communications.

To mark the participation of ASEAN countries in Expo 86, Canada-ASEAN includes a special four-page colour section on Expo 86 elaborating on the philosophy of world fairs and some of the sights and sounds visitors can expect when they arrive in Vancouver. Preparations for the opening ceremonies are well underway as a climax to the construction of exhibits and national pavilions now being completed in advance of the May 2, 1986 opening deadline.