



Mr Wirot with Don Gillespie of B.C. Hydro's Systems Planning Division

CANASEAN PROGRAM PROMOTES TRADE

■ Capilano College in Vancouver, British Columbia, has really taken the lead in cultivating trade between Canada and ASEAN countries by offering another program — the CANASEAN Program — which pairs ASEAN business entrepreneurs, managers and executives with their Canadian counterparts.

Ed Wong, Director of the program, explained that Capilano College brings "these two groups together to take part in a series of lectures, seminars, workshops, field trips and on-the-job sessions. It's the perfect setting for establishing relationships and business linkages. And who knows what they will lead to."

"It is really a two-way exchange," confirmed Wirot Boonchayangoon, Senior Engineer for Corporate Planning at the Electricity Generating Authority of Thailand (EGAT) and one of the four Thais in the group of 12 participating in the inaugural six-month Manager Program, which started in September, 1989.

"Although we were in Canada and learning about the Canadian economy, business practices, culture and customs, we also had a chance to represent and promote our own countries, to explain about doing business, and to talk about joint venture opportunities, both in a formal and informal way, with the other ASEAN participants and Canadian business people."

There are other benefits too. For Mr Wirot, it was the opportunity of

working for two months inside B.C. Hydro.

"It was great," exclaimed Mr Wirot. "Working in the same field, we were able to share our experiences, to know that we have the same goals and that we share the same problems. And, to learn that we have different approaches to solving these problems. What could be a more useful experience?"

Mr Wong is now recruiting for next year for both the Manager

Program, which has now been compacted into four months instead of six, and the three-week Executive Program.

As Mr Wong said, "The CANASEAN Program offers a chance for people already involved, or interested in getting involved, to pick up some essential skills, including finding the right partner and building good working relationships for the future."

Visit of the Junior Minister of Industry to Vancouver

■ The Junior Minister of Industry of Indonesia, Ir. T. Ariwibowo, led a delegation of twelve businessmen to Vancouver in June, 1990. The purpose of the mission was to promote trade and investment in Indonesia. Minister Ariwibowo was the guest speaker at a function co-hosted by the Canada-Indonesia Business Council, the Vancouver Board of Trade and the Asia Pacific Foundation. The event attracted more than 100 representatives of the local business scene. Minister Ariwibowo also met with B.C. International Business Minister, Elwood Veitch.