

Pacific Rim Opportunities Conference attracts Asian & Canadian business leaders

Over 400 representatives of Canadian business, academia and government participated in the recent Pacific Rim Opportunities Conference III, held in Calgary, October 5-7, 1983. The Canadian committee, PBEC (Pacific Basin Economic Council), eight Canadian business associations and the Canadian and Alberta governments co-sponsored the three day conference, which was chaired by S. Robert Blair, president and chief executive officer of Nova, an Alberta corporation. The conference featured addresses by leading Asian and Canadian commentators, and sector-specific workshops covering the fourteen markets of the Pacific rim.

Derek Davies, editor, Far Eastern Economic Review, gave the keynote address at the opening of the conference on October 5, 1983. His Pacific Overview was followed by two panel discussions. "Successful Canadian company strategies" in the Pacific rim reflected the performance of Cegir Inc. (management consultants), MacDonald, Dettwiler and Associates (digital and aerospace electronics), Novacorp International Consulting Inc. (oil and gas) and Champion Road Machinery Group Limited (road building equipment).

The financing panel, chaired by J. A. MacDonald of H. A. Simons (eng. consultants), reviewed the various resources available from the Export Development Corporation, the Canadian commercial banks, the Canadian International Development Agency, the Asian Development Bank and the World Bank.

The opening day was concluded by a dinner featuring an address by the Hon. Gerald Regan, Minister for International Trade.

The majority of the conference was devoted to six concurrent sector workshops: agriculture, food and fisheries; mining, metallurgy and forestry; energy and chemical products; general manufacturing; high technology products and services; and imports. Each workshop was chaired by two Canadian businessmen with expertise in that sector. Asian resource people and the Canadian trade commissioners presented information on trade and investment opportunities in each sector for the 12 markets of the region.

Two Asian dignitaries were featured speakers at a luncheon and dinner on 6 October: Anand Panyarachun, president of the ASEAN Chambers of Commerce and Industry (Bangkok) and Jiro Tokuyama, Dean of the Nomura School of Advanced Management (Tokyo).

The conference concluded on Friday, October 7th with a luncheon, at which

Hon Peter Lougheed, Premier of Alberta, provided the closing address. S. Robert Blair, chairman, formally concluded the proceedings of the Pacific Rim Opportunities Conference III.

In addition to the conference program, some forty Canadian companies took advantage of this opportunity to meet with the Canadian trade commissioners from the region for brief private interviews arranged immediately prior and subsequent to the conference.

A set of special sessions were provided to all registrants on Wednesday morning, October 5, prior to the formal program. Eric A. Trigg chairman of the Canada-Pacific Cooperation Committee led discussions at a workshop on the Pacific community concept, its history and its future.

Proceedings of the Pacific Rim Opportunities Conference III are available through application to External Affairs, Ottawa or to the nearest Canadian Embassy/High Commission.

Support for Asia Pacific Foundation

In the Speech from the Throne, 7 Dec., His Excellency the Governor-General announced that the Government would "move to facilitate the establishment of a non-profit foundation to enhance Canada's relationship with the Asia-Pacific region."

Creation of an Asia-Pacific Foundation is seen as an important step in realizing the full potential of Canada's relations — political, economic, and cultural — with members of the Asia Pacific region. Government, business, and academia have long recognized the growing need for some means of developing a greater mutual awareness between Canada and the region.

The Prime Minister appointed a Committee in March 1983 to develop a base of support for the Asia Pacific Foundation among all regions and sectors of Canada.

CCC Office opened in Kuala Lumpur to serve ASEAN Region

Canada Commercial Corporation (CCC), wholly-owned corporation of government of Canada will assist Canadian firms to obtain ASEAN government procurement contracts. Recently an officer at the Canadian High Commission in Kuala Lumpur has been given ASEAN-wide responsibilities for CCC.

CCC serves as prime contractor on behalf of Canadian suppliers in sales to foreign governments and international agencies and for capital projects on a government-to-government basis, when this is required by foreign customers and Canadian firms. To date Canadian private sector participation in ASEAN government procurement has been modest. However, considering ASEAN economic strength in face of worldwide recession, CCC, in cooperation with the Department of External Affairs, has inaugurated regional representation using an officer of the Canadian High Commission, Kuala Lumpur.

Since 1946, CCC has served more than 90 foreign governments and international agencies in transactions totalling approximately dollars 11 billion. 1982-86 business volume reached dollars 589 million. At any one time, the corporation has approximately 2,500 active contracts with about 500 Canadian firms. In its activities the Corporation is acting in support of, not in competition with, marketing efforts of Canadian private sector firms. In this respect, CCC activities complement those of other externally-oriented groups and agencies of Canadian government, including Canadian trade commissioners abroad (export marketing); Export Development Corporation (export financing and

insurance); and CIDA (loans and grants to developing countries).

Regional representatives role will be devoted to traditional CCC efforts, i.e. export contracting for commercial and defence-related products and services on government-to-government basis. Mandate for representative includes: explaining to procurement agencies CCC's traditional role and function; establishing procedures to obtain bid documents and information from government agencies; and assisting with administration of existing CCC contracts. It is intended that representatives efforts will lead host governments to consider using CCC for appropriate elements of their procurement. These advantages include assurance of dealing on government-to-government basis, and certainty that proposed Canadian suppliers are capable to meeting contractual requirements. In both commercial and defence-related sales, Corporation's services are provided free of charge. No fees are payable, either by client governments and agencies, or by Canadian suppliers.

Another manifestation of CCC's commitment to expanding trade links with ASEAN region was its recent participation in Indonesia Electric International trade show. As one of four Canadian exhibits, CCC responded to considerable number of inquiries regarding Canadian capabilities in power generation and transmission. President of the Corporation, Mr. Gorse Howarth and Vice-President of Export Supply, O.I. Matthews, attended the opening of the Indonesia Electric show as part of a tour of Pacific region which also included stopovers in Hong Kong and Australia.