

## JOINT VENTURE MISSION TO SINGAPORE



One of the best indicators of the strength and vigour of the Singapore economy is the demand on the part of Singapore companies for joint ventures and new sources of supply. This was reflected in the tremendous interest generated by a trade and joint venture mission of companies from the Toronto area that visited Singapore in early December.

The mission was led by Mr Mohsen Rifaat of the International Trade Centre, Toronto. It comprised five company representatives, covering a wide range of fields – automotive chemicals, paper products, vacuum furnaces, factory shopfloor management software, partial discharge analyzers and components for Caterpillar heavy equipment.

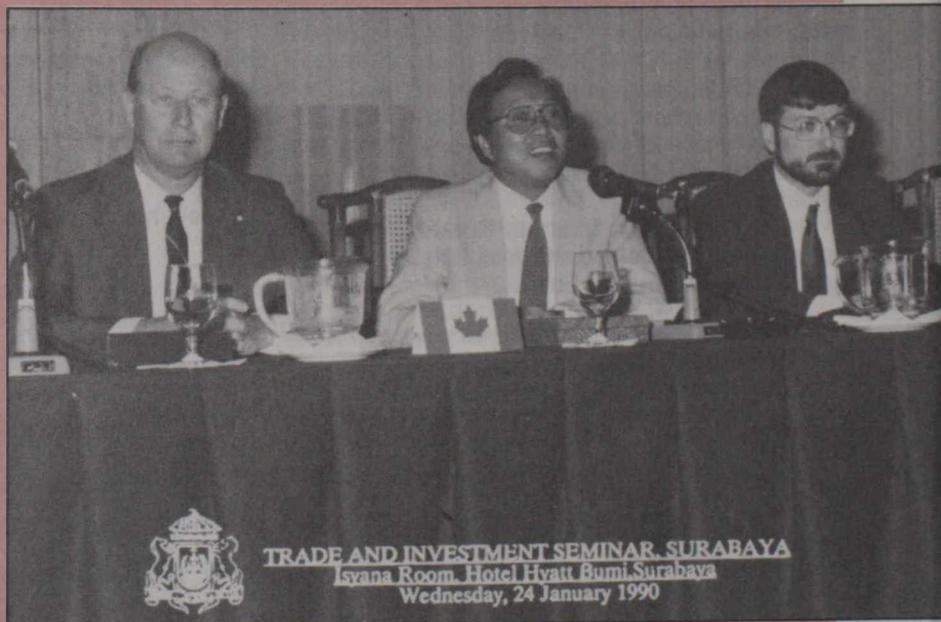
After being briefed by the Commercial Division of the Canadian High Commission, Singapore, the mission members met with the Singapore Economic Development Board to learn of the government's economic plans and priorities. Individual company representatives then met a wide range of Singapore business people. All of the representatives reported a great deal of interests in their products and technology. One company, Canada Tractor, announced sales within three days of over C\$250,000. Another company now has to choose between three highly impressive potential joint venture partners.

The combination of well-developed infrastructure, communications and financial links, and trading expertise contributed greatly to the mission members' favourable impression of Singapore as a place in which to do business. All of the mission members identified Singapore as likely choice for a representational office when their regional business could justify a stronger presence.

*Members of the trade mission. Seated from left: Kris Panday, Canadian High Commission; Kamy Shaikh, Brencor Chemicals Ltd; Ken Coelho, Canadian International Technology Exchange Corporation (CITEC); Mohamed Azzam, G.A. Paper. Standing from left: Goh Yeow Tin, Association of Small and Medium Enterprises; Mohsen Rifaat, International Trade Centre, Toronto; Peter Kantardziski, P.E.S. International; Peter Ho, Canadian High Commission; Koon-Lin Yap, Canada Tractor.*

## Trade and Investment Seminars in Indonesia

The Canadian Embassy in Jakarta organized successful trade and investment seminars in Surabaya and Medan in conjunction with local chapters of the Indonesian Chamber of Commerce and Industry (KADIN). In Surabaya the session was chaired by KADIN Deputy Chairman, Basroni Rizal. He is flanked by D. I. Campbell (left) and Roger Belanger, both of the Commercial Section of the Canadian Embassy.



**TRADE AND INVESTMENT SEMINAR, SURABAYA**  
 Isyana Room, Hotel Hyatt Bumi, Surabaya  
 Wednesday, 24 January 1990