

TRADE UPDATE



At the presentation-dinner hosted by the Tobacco Mission. Seated from left: Robert Vanderloo, Counsellor (Commercial), Mr Boonchai Chayanurak, Deputy Managing Director, TTM, Mr Lindsay and Dr Ketudat

- The Canadian Wheat Board recently sold 70,000 metric tons of Canadian Western Red Spring Wheat at a value of \$14 million to the Philippine Association of Flour Millers (PAFMIL). It is the first commercial shipment bought by PAFMIL since last year. PAFMIL represents the Philippines' eight flour mills which have banded together to make wheat purchases more economical. It imports approximately 1.2 million metric tons of wheat per annum, and the recent purchase from Canada was an important breakthrough for Canadian exporters. Following this sale, PAFMIL intends to schedule a visit to the Canadian Wheat Board in June to discuss further wheat sales and a long-term business relationship.

- A Tobacco Mission, sponsored by Ontario's Ministry of Agriculture and Food Products, visited Thailand on April 23-25, 1989, as part of a South-East Asian tour to reinforce contacts with established customers and to develop new business. The mission, led by Alvin Lindsay, Chairman of the Tobacco Board of Ontario, met with their counterparts at the Thailand Tobacco Monopoly (TTM). The visit is a follow-up to TTM's chief blender Dr Utis Ketudat's trip to Canada to visit tobacco farms and processing facilities.

- Lavalin International Inc. will be undertaking engineering studies for the Philippine National Power Corporation's (NPC) Agus III and Pulangi V hydroelectric generating stations in Mindanao. Agus III will be 225 megawatts (MW) and Pulangi V will be 340 MW. The increased capacities of these stations will augment considerably the supply of electricity in Mindanao and will extend service to the Visayas. The Export Development Corporation (EDC) will be financing the Agus III study worth \$2.4 million. Lavalin will use CIDA's Industrial Cooperation Fa-

cility for Pulangi V Study, worth approximately \$500,000.

- International Petroleum Ltd, a wholly-owned subsidiary of Vancouver-based International Petroleum Corporation, signed its first product-sharing contract in Malaysia with the state-owned oil company, Petronas, on February 16, 1989. The agreement covers an offshore exploration block near Kelantan and Terengganu states on peninsular Malaysia's east coast. IPL is Canada's fifth oil-related company to have successfully competed for exploration contracts in Malaysia, joining Home Oil, Petrocanada, Gulf Canada and Texaco Canada. The company has been active in the Arabian Gulf for the past decade, and also has exploration activities in Ethiopia, New Zealand, Australia, Papua New Guinea and Sweden.

- Monenco Consultants recently won the Private Sector Coal Study for the Philippines funded by the Asian Development Bank for the Office of Energy Affairs. The study is worth approximately \$280,000. Monenco will also be doing the boiler design for the National Power Corporation's 300 MW Calaca II coal-fired thermal plant. This is an OECF-funded project and Monenco's contract is worth approximately \$1.9 million.

- The Board of Investment recently approved a \$3.65 million joint venture project to manufacture hard gelatin capsules in the Philippines. The company will be known as Intercap and Capsule Technology Inc. of Canada will be providing the technology and equipment.

SASKATCHEWAN TRADE MINISTER VISITS MALAYSIA

The Honorable Robert Andrew, Minister of Trade and Investment of the Province of Saskatchewan, visited Malaysia on February 17-21 to pursue provincial commercial interests and discuss agricultural trade issues of mutual concern with his Malaysian counterparts.

Accompanied by Mr Richard Swenson, MLA, and by his Chief of Staff, Mr Don Chynoweth, Mr Andrew called on senior officials of the Department of Veterinary Services and the Ministry of Agriculture to discuss progress on the Cairns initiative on trade in agricultural products. He also met with the Chairman of the Malaysian Industrial Development Authority, Tan Sri Zainal.

While in Kuala Lumpur, Mr Andrew's

group also met with members of the Associated Chinese Chambers of Commerce and Industry, who were briefed on Saskatchewan's new investor promotion/migration program. He visited an oil palm estate owned by KKK Taiko Berhad, an important Malaysian buyer of Saskatchewan potash. Potash is Saskatchewan's largest export to Malaysia, and one of Canada's leading exports to this region. Sales to Malaysia in 1988 were in excess of \$40 million.

Mr Andrew and his party also travelled north first to Penang, then to Alor Setar, where he met the Vice Chancellor of Universiti Utara Malaysia (UUM), Dr Syed Othman Alhabshi. (See Education.)