

Singapore and ASEAN Environmental Markets

A recent environmental study commissioned by the Canadian High Commission in Singapore gives an overview of the market opportunities in that field in Singapore and the other ASEAN countries.

Assessing Environmental Opportunities in Singapore reveals that of all the ASEAN countries, Singapore is the most environmentally conscious, with stringent laws dealing with industrial and hazardous waste.

This in turn has created an increasing demand in environmental engineering, with the local construction industry depending on the import of environmental engineering hardware for legal compliance.

Current work in Singapore involves building a S\$ 13 million 350 hectare offshore dumping site; a third incineration project; as well as sewage and drainage projects.

Another area offering potential is the rapid-growth chemical in-

dustry which produces large volumes of hazardous waste.

The study also points out that the other ASEAN countries — being less developed and urbanized than Singapore — offer greater opportunities in the environmental field as they try to catch up with other more industrialized countries such as Singapore.

In **Malaysia**, there are plans to build two incinerators; **Indonesia** is facing many environmental problems as it harnesses its natural resources; and **Thailand** plans to build five waste-water treatment plants by 1994, and introduce reforestation plans.

All of these ASEAN countries, including the **Philippines**, need help in the planning, construction and maintenance of drainage systems, industrial waste management systems, pollution control and air and water quality monitoring systems.

The best strategy for getting into these markets — the study advises — is to begin on a consulting level, since the standard procedure of registration is much easier at this level. This will also allow a firm to gain exposure and name-recognition in the market.

As a next step, where the work

includes hardware sales and highly technical services, the company can expand into providing the full range of goods and services on the local level.

The study also recommends bidding on World Bank and Asian Development Bank projects as a means of accessing the ASEAN market — such contracts are facilitated by joint ventures.

As far as the choice for a regional centre in the ASEAN, Singapore represents an ideal location with its excellent shipping lines, infrastructure, banks and telecommunications.

With its open door and free trade policy — total foreign ownership of local firms or subsidiaries as well as generous tax laws — Singapore is the natural choice for environmental engineering firms considering doing business in the ASEAN region.

The report also gives a glimpse of the environmental regulatory climate in these countries as well as a list of key government and industry contacts.

To obtain a copy of the study, contact EAITC's Info Export, toll-free tel.: 1-800-267-8376 (Ottawa area: 993-6435). Fax: (613) 996-9709.

Study: The Aerospace Industry in Thailand

Prepared for the Canadian Embassy in Bangkok, this market study details the past, present and future of the industry — without providing concrete examples of export opportunities for Canadian aerospace companies, possibly because a number of projects either have been completed or are nearing completion and because future plans have yet to be projected or agreed to. One section of particular interest, **Thai Aerospace Market Structure**, provides specific information on procurement processes of government agencies and state enterprises, major bidding criteria, role of foreign governments, role of middlemen, and private sector role and its procurement. Copies of the market study are available through Info Export, toll-free tel.: 1-800-267-8376 (Ottawa area: 993-6435). Fax: (613) 996-9709.

The Philippine Mining Industry: Report Says Export Prospects Modest for Canada

Prepared by the Southeast Asian Science Foundation Inc. of Metro Manila, this report paints a rather bleak picture of the industry — compared to the boom times of the 1970s. However, in the last few years the Philippine mining sector has been experiencing a slight recovery and there are some modest prospects for would-be investors and exporters.

New or additional investments in capacity are hardly justified, says the report, but foreign companies that can offer new cost efficient technology and that are knowledgeable in negotiating satisfactory mining agreements will have "a distinct advantage" in the country.

Demand for spare parts should grow considerably, particularly in the absence of any major expansion or equipment upgrading programs. As well, the country could shift its sourcing of supplies, depending on the type of technology that is adopted by joint venture firms with foreign equity participation.

Also in the report are chapters on industry structure, demand/supply analysis, industry issues and government policies. Copies are available through EAITC's Info Export, toll-free tel.: 1-800-267-8376 (Ottawa area: 993-6435). Fax: (613) 996-9709.