



Canada's Ambassador to Indonesia, Earl G. Drake, presents a gift to a member of Indonesia's Scout Contingent to the XV World Jamboree which was held in Kananaski County, Alberta. The Ambassador hosted a reception in their honour on the Scouts' return to Indonesia. The Vice-Chairman of the Indonesia Scout Movement, Lt.-Gen. (Ret.) Sudirman and other senior Indonesian Scouting officials were in attendance.

SINGAPORE

Canadians Prominent at Small Business Congress

Representatives from government, universities, and the private sector made up the Canadian presence at the 10th International Small Business Congress in Singapore, 12-15 September.

The official delegation was led by Mr. Guy Lavigueur, President, Federal Business Development Bank (FBDB). Mr. Lavigueur, who has had an extensive career in government and the private sector before being appointed to the FBDB, delivered a paper entitled "Government and Small Business Development in Canada".

Accompanying Mr. Lavigueur was Mr. Pierre Deslisle, Director-General, Small Business Secretariat (SBS). The SBS is responsible for the program, Management Excellence in Small Business, which is designed to encourage management course development at universities and colleges by providing funds for research into small business and grants to students undertaking assignments in small business studies.

Prof. Yvon Gasse of the Business

School, Laval University, Quebec City, delivered a paper on "Identification and Development of Potential Entrepreneurs". Dr. Gasse's paper discussed the 'entrepreneurial spirit' and characteristics of successful entrepreneurs. He went on to describe the nature and results of a small project in Quebec to give potential entrepreneurs practical assistance (including role models and a network of experienced advisors) in starting their own business. To date, the project has met with very encouraging results.

Mr. John Bulloch, President of the Canadian Federation of Independent Business, was one of the many representatives from the private sector at the Congress. Mr. Bulloch, who has been a regular and active participant in ISBC activities, was the chairman of the discussion session on "Modern Management".

The ISBC is an annual event and the next Congress will take place in Holland in 1984.

Canex '84 in Singapore

For the fourth consecutive year, CANEX will be held in Singapore in 1984. Scheduled to take place mid-year, CANEX will bring together representatives of select Canadian companies and ASEAN businessmen who are interested in joint ventures and technology transfers. CANEX is funded by the Canadian International Development Agency under its Industrial Cooperation Program.

Foster Refrigerator Opens Export Office

Foster Refrigerator of Canada Ltd. has recently commenced operation of its International Export office in Singapore.

Following a major re-structuring of the International Export Division of the large multinational Foster Corporation, the Southeast Asia and Pacific Basin area are now the responsibility of Foster Refrigerator of Canada Ltd.

Mr. A.J. Faulkner is the new Export Manager for the region, responsible for seeking new markets in the region as well as for sales and engineering back-up with existing distributors in Japan, Singapore, Indonesia, Malaysia, Thailand, Burma, Hong Kong, Taiwan, South Korea, New Guinea, Noumea, and Fiji.

With over 600 models in their range of refrigeration equipment tailored to suit the food service, hospital, medical and marine markets, Foster is now enjoying an increasing share of these markets. Even in a time of economic downturn, the company has been successful in securing a number of large orders in various areas in the face of severe local and international competition.

According to Mr. Faulkner, the hard times of setting up the office and appointing new agents in a number of areas is now almost over, and 1984 will be a year of consolidation in the market place, continued development in the areas, and investigating new areas of marketing potential for their products.

With buyers in the SEA & Pacific areas looking more now than ever before at product excellence and reliability, rather than just price, Foster products have become commonplace over the last few years.

All the products coming into these areas are manufactured in the company's plant in Drummondville, Quebec, and shipped direct to the agent for installation and the all important, after sales service.

"The theme for '84 is Product Quality and Customer Service", said Mr. Faulkner, "and a continued increasing share of this developing market, appreciative of high-class Canadian products."