

# Alberta Companies Sell C\$30 Million

Sales of over C\$30 million in Canadian high technology equipment and services for the oil and gas industry are being actively negotiated by Alberta companies following the Offshore Southeast Asia Exhibition held recently in Singapore.

Fourteen Alberta companies participated in the show. The resulting leads are now being developed, mainly in ASEAN, China and Papua New Guinea.

Some of the companies did particularly well including:

**Techmaster Well Services** — a specialist in cementing, fracturing, acidizing and fluids for drilling — expects multi-million dollar contracts with Indonesia's Pertamina and Malaysia's Petronas. As a result of the new business, the company plans to set up its regional headquarters in Kuala Lumpur.

**Willowglen Systems** signed a contract with China for design and supplies control and data acquisition (SCADA) systems. The deal, worth \$4 million, will involve Willowglen's advanced production, processing and metering facilities and services.

The project at Liaohe, China, is the first of its kind in the country. The company is also setting up a service centre in Singapore for its Southeast Asian clients.



The new Singapore subsidiary, Willowglen Services Pte. Ltd., will be the maintenance base for SCADA systems and products in Asia. The facility will be the first by any SCADA system supplier in Singapore and will provide full technical service support for all hardware and software aspects of Willowglen SCADA systems. The office and laboratory is located in the Cisco Centre, 20 Jalan Afifi #04-04/05, Singapore 1440.

**Stream-Flo Industries** will undertake a joint venture with an Indonesian company to manufacture oil and gas wellheads and related pressure control equipment. (See article page 6.)

Stream-Flo's undertaking with its Indonesian partner, P. T. Bantalan Teguh Lestari (BTL), will involve "Total Technology Transfer" from engineering and design, to sales and installation.

Finally, a highly specialized consulting firm landed its first major project in Papua New Guinea. **Borcom Associates** will assist and advise on technical aspects related to oil and gas exploration and development.

## Committed to region

Alberta's commitment to the development of Southeast Asia was driven home when the leader of the Alberta group, Jack Kennedy, The Agent General Asia/Pacific, said, "Alberta has made a firm commitment to the development of Southeast Asia. Businessmen and industry professionals from the province have established roots in ASEAN and the Pacific Rim countries and we are actively collaborating with several governments and multinationals in projects."

"Alberta with its decades of experience in the oil and gas industry and its new technologies, is well placed to contribute to the development of countries in the region," he added.

## MALAYSIA

# Chief of Staff Visits Malaysia



*Canadian Armed Forces Chief of Staff, General Manson, reviewing a Royal Malaysian Armed Forces Tri-Service Honour Guard.*

*During his visit, the General also paid a courtesy call on Malaysian Defense Minister Tengku Ahmad Rithauddeen.*