

As a result, almost all of the Canadian businessmen decided to extend their stay in the region to follow up the contacts made during CANEX '82.

## Areas of Co-operation Agreed by Dialogue

THE third dialogue between senior officials of Canada and ASEAN was held in Manila from May 25-26. Mr. Sime Hidalgo, the Philippines' Director-General for ASEAN, and Mr. W.T. Delworth, Assistant Under-Secretary of State, Department of External Affairs, Canada, jointly chaired the two-day session. The Secretary-General of the ASEAN Secretariat Mr. Narciso Reyes also attended.

In addition to a review of current Canada-ASEAN projects—the Forest Tree Seed Centre and the Fisheries Post-Harvest Technology Project—officials identified specific areas for future co-operation in the industrial and commercial sectors, agriculture and forestry, energy, science and technology, transportation and communication, human resource development and information and culture. ASEAN officials welcomed the extended range of Canadian programs that are offered in industrial co-operation and institutional co-operation, and the Management for Change Program, in addition to the more traditional develop-

ment co-operation projects. The meeting also recognized the opportunities available through Canadian resources and expertise, especially in encouraging the transfer of technology.

The meeting agreed that pursuant to the ASEAN-Canada Economic Co-operation Agreement signed in September, 1981, the implementation of co-operative ventures would be channelled through the ASEAN-Canada Joint Co-operation Committee (JCC) which came into effect on June 1, 1982.

## Guides to Encourage Business Opportunities

THE Canadian International Development Agency (CIDA) has commissioned a series of industrial guides for ASEAN to introduce Canadian businessmen to business opportunities in the region. Entitled "Canada-ASEAN: Industrial Co-operation Opportunities," the first two in the series—on Thailand and Singapore—were recently released. Volumes on Malaysia, Indonesia and the Philippines will follow shortly.

The first copy of the Singapore volume was presented to Mr. Chua Soo Tian, Divisional Director, Economic Development Board, at a recent luncheon held by the Canadian Business Group to mark the CANEX '82 exhibition (see story p.3).

The guides provide comprehensive reviews of each ASEAN country's economy, infrastructure, tax system, government policies and investment opportunities and are available at Canadian diplomatic missions in ASEAN capitals.

The preparation of the ASEAN guides under CIDA's Industrial Co-operation Program (ICP) reflects efforts to strengthen economic ties between Canada and the ASEAN countries. Under the ICP it is projected that mutually profitable business relationships between Canadian companies and their developing country counterparts can develop in the form of joint ventures, direct investments, management contracts, licencing agreements, co-production arrangements, technical co-operation, technology transfer, and information development and dissemination.

## Vehicles Mission Has Successful Trip

A GOVERNMENT-LED mission of Canadian manufacturers of specialized airport maintenance and service vehicles travelled through Asia for a few weeks in April and May. Most of that time was devoted to the five ASEAN countries, starting with Thailand and finishing in the Philippines.

The mission comprised an officer of the federal Department of Regional and Industrial Expansion and representatives of six firms—Bombardier Limited, SMI Industries Limited, Walter Canada Incorporated and Canam Uptac Canada Limited, all from the Province of Quebec; Tri-Star Industries of Yarmouth, Nova Scotia; and Westank-Willock Limited of Regina, Saskatchewan. The object of the mission was to identify market opportunities.

During two-and-a-half days of intensive discussions with civil and military authorities and individual business representatives in Indonesia, the members of the mission received a warm reception and much interest was shown in products such as their aircraft towing tractors, crash rescue vehicles, high-lift service units, ambulances and refuelling trucks. Interest in such Canadian specialized airport units has already proved positive in Indonesia: a Canadian-built crash and rescue vehicle forms an important part of the safety equipment at the Curug Aviation Training Centre, just west of Jakarta.

In Malaysia, the group met with representatives from the Department of Civil Aviation, Malaysian Airline System and the Royal Malaysian Air Force, as well as with numerous local companies to discuss the development plans for civilian and military airports in the



Canada's Auditor-General K.M. Dye and the Deputy Auditor General G.P. Wilson visited several ASEAN capitals in late April and early May en route to the Board of Governors Meeting of the International Organization of Supreme Audit Institutions held in Manila. The Canadians were able to compare notes on international developments in this very specialized field when they met their auditor counterparts in Singapore, the Philippines, and Thailand, where Mr. Dye is pictured studying papers with Mr. Tawee Noonpukdee (l).