

# CANADA - ASEAN

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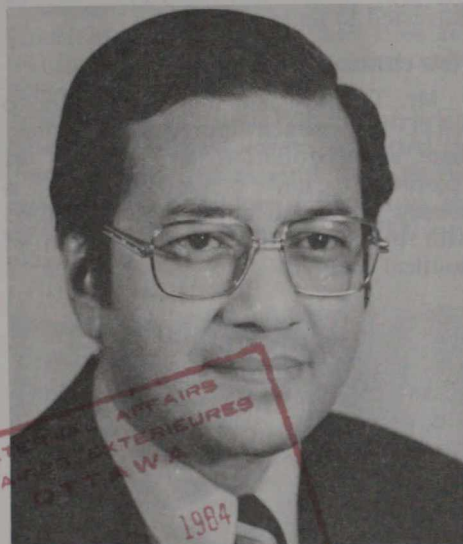


JANUARY 1984 VOL 1

## Dr. Mahathir's Visit to Canada Reaffirms Strength of Bilateral Ties with Malaysia

Malaysian Prime Minister Datuk Seri Dr. Mahathir bin Mohamad paid an official visit to Canada January 12-15, 1984. He was accompanied by his wife Dr. Siti Hasmah, the Minister of National and Rural Development Datuk Sanusi bin Haji Junid and senior officials. In addition a group of seventeen senior Malaysian business executives and a press contingent of ten accompanied Dr. Mahathir.

On arrival in Ottawa January 12, Dr. Mahathir was met by the Minister of International Trade The Hon Gerald Regan and a delegation of Malaysian students. In his welcoming remarks the Minister stressed Canada's desire to expand political and economic ties with Malaysia. The following day Dr. Mahathir and his wife paid a courtesy call on their Excellencies the Governor-General and Mrs. Schreyer. Dr. Mahathir subsequently met privately with Prime Minister Trudeau. The two PMs were later joined by Malaysian and Canadian ministers and



senior officials. Discussions centred on international economic and political issues as well as issues of interest in the Canada-Malaysia bilateral relationship.

Following a visit to the Ottawa facilities of Bell Canada-Northern Telecoms (the latter Canadian company having a manufacturing plant in Malaysia), Dr. Mahathir attended a reception and met 300-400 Malaysian students who are currently studying in the Ottawa area. In the evening Prime Minister Trudeau hosted a state dinner in honour of Dr. Mahathir. Both Prime Ministers spoke at the dinner referring to a number of international issues where there was a shared interest and similarity of outlook. They endorsed solid bilateral links and expressed the hope that commercial relations would be further strengthened as a result of the visit. Prime Minister Trudeau praised Malaysia's achievements and emphasized the importance Canada attached to its relationship with ASEAN. Prime Minister Mahathir expressed support for Prime Minister Trudeau's peace initiative.

On Saturday January 14 the Malaysian Prime Minister and his party left for Toronto and a visit to the Butler Metals plant in Cambridge Ontario which is owned by a Malaysian government corporation. He subsequently met with

senior ministers from the Ontario provincial government, including Deputy Premier Welch, Minister of Education Stephenson and Minister of Industry and Trade Miller. Discussions centred on the trade and investment opportunities between Canada and Malaysia. Later that day Dr. Mahathir participated in a well-attended roundtable discussion with senior Canadian business executives who have current and projected commercial interests in Malaysia.

Prior to his departure from Toronto Dr. Mahathir lunched at the CN Tower with the Hon D P Smith, Minister for Small Business.

This was Dr. Mahathir's first visit to Canada and reflects a rapidly growing interest, shared by Canada and Malaysia, in expanding the relationship between the two countries. Prime Minister Trudeau visited Malaysia in January 1983 and Minister of International Trade Gerald Regan led a group of senior Canadian business executives to Malaysia in May 1983.

### Canada Welcomes Brunei's Independence

On the occasion of Brunei's accession to full independence on January 1, 1984, Canada's Governor-General, Edward Schreyer, sent his congratulations to His Royal Highness, The Sultan of Brunei.

His Royal Highness hosted the Canadian Prime Minister, Pierre Elliott Trudeau, when he visited Brunei on January 13-14, 1983. Mr. Trudeau was the first western leader to pay a state visit to Brunei.

A second official visit from Canada is planned for February 23-24, 1984 when a ministerial delegation will attend the formal independence celebrations in Bandar Seri Begawan. Canada looks forward to expanding relations with Negara Brunei Darusallam as it assumes its membership in ASEAN, the Commonwealth and the United Nations.

### Minister Planche of Alberta visits Manila and Singapore

As part of his January visit to Asia to explore export and investment opportunities in support of Alberta industry, Mr. Hugh Planche, the Minister for Economic Development of Alberta met with government officials and business leaders in the Philippines and Singapore.

In the Philippines Mr. Planche, in particular, explored local entrepreneurial interest in investment in Alberta and extended support to Alberta firms engaged in business in the Philippines.

During his visit to Singapore from January 18 to 24 Mr. Planche pursued possibilities for strengthening the involvement of Alberta oil equipment and services suppliers in the region, particularly in the context of Singapore's association with oil exploration activities in South China. He also discussed with government leaders possible educational assistance in support of Singapore's interest in high technology training.



# Prime Minister Trudeau Outlines Peace Initiative to Ease World Tensions: Stresses Highest Priority is to Create Stable Environment Between East and West

Prime Minister Trudeau hopes to enlist world leaders in a concerted effort to lessen tensions by bringing a firmer political will to the control of arms and the building of East-West confidence.

His initiative for easing world tensions was first outlined in a major speech before the Conference on Strategies for Peace and Security in the Nuclear Age, at the University of Guelph, Ontario, on October 27.

Mr. Trudeau said he was deeply troubled by "a widening gap between military strategy and political purpose" and "a superpower relationship which is dangerously confrontational."

In the next few weeks the Prime Minister discussed his proposals with Pope John Paul II and the leaders of Britain, France, Germany, Italy, Belgium and the Netherlands. On November 13, in a speech in Montreal, he expanded on his initiative, and in late November he went to Japan to meet with Prime Minister Nakasone and to New Delhi, where he met with Commonwealth Heads of Government.

Both speeches emphasized Canada's dedication to the Western Alliance and its partnership with the United States in defence of the continent, coupled with a realization that efforts to improve the prospects for peace must be global in scope.

He said he is convinced that "casting a fresh linkage — of military strategy with, but subordinate to, strong political purpose — must become the highest priority of East and West alike," and that this is a time of changing realities, a time to weed out obsolete ideas.

## Objective serves East and West

"Our central purpose must be to create a stable environment of increased security for both East and West. We must aim at suppressing those nearly instinctive fears, frustrations, or ambitions which have so often been the reason for resorting to the use of force."

He continued: "The responsibility for this lies partly, but by no means exclusively, with both superpowers. The United States and the Soviet Union outstrip the rest of us in their global reach, their armaments, and their leadership responsibilities. Naturally, they differ greatly — and I am not committing the fallacy of describing them as equals in any moral sense at all. Nevertheless, they breathe an atmosphere common

to themselves and share a global perception according to which even remote events can threaten their interests or their associates."

"What is essential to assert is that . . . as war is too important to leave to the generals, so the relationship between the superpowers may have become too charged with animosity . . . to be entrusted to them alone."

## New channel of discourse

Mr. Trudeau said that in addition to NATO's two-track approach of deployment and negotiation, a "third rail" of "confidence and communications" is needed — "a rail charging our dealings with the other side with a current of political energy."



In Montreal he said he had taken the elements of a program for political management of the current crisis to his European colleagues "for discussion and refinement" and had returned "with the assurance of their personal attention." The first element is the need "to establish as soon as possible in the course of the coming year, a forum in which global limits might be negotiated for all five nuclear-weapons states."

He said that forum should recognize the rights of the USA and the USSR as strategic equals and provide a mutually acceptable and stable framework for the relationship between the forces of the United Kingdom, France and China and those of the superpowers.

A second element of his program is the need to shore up the Non-Proliferation Treaty which comes up for renewal in 1985.

He said there should be incentives for Third World states to forego nuclear

weapons — a linkage between disarmament and development, and a full range of safeguards governing the transfer of nuclear technology for peaceful purposes.

The third element of his initiative, he said, recognizes the dangerous concentration of forces — conventional as well as nuclear — in the heart of Europe.

He said there is an apprehension that the more powerful Warsaw Pact forces could be tempted to gamble on a conventionally-armed attack.

He said the simple but expensive way to correct the imbalance would be for the West to increase its conventional forces, but this should be a last resort. "The far more sensible approach would be for both sides to reduce their conventional forces to mutually agreed levels." He said the Mutual and Balanced Force Reduction (MBFR) talks in Vienna pursue this goal and though there is sign of movement the pace is too slow. He said he has explored, with his colleagues in the Alliance, ways to give the MBFR talks fresh political impetus.

He said another negotiating forum will open in Stockholm in January, the "Conference on Confidence- and Security-Building Measures and Disarmament in Europe." He said he has proposed that the merits of high-level political representation there be seriously considered.

## Strategy of suffocation

A fourth element, he said, flows from a strategy of suffocation he first proposed to the United Nations Special Session on Disarmament in 1978. The strategy would address arms control measures for new technologies.

The Prime Minister said he would introduce, in the appropriate forum, "papers calling for an international agreement to (a) ban the testing and deployment of high-altitude anti-satellite systems; (b) restrict excessive mobility of ICBMs; and (c) require that future strategic weapons systems be fully verifiable by national technical means."

He said the several elements offered represent a truly comprehensive approach to the crisis of peace and security.

"The choice we face is clear and present. We can without effort abandon our fate to the mindless drift toward nuclear war. Or we can gather our strength, working in good company to turn aside the forces bearing down on us, on our children, on this earth."



## Canada's Immigration Policy: New Targets and Priorities

Canada's demographic and labour market requirements are annually assessed through a consultative mechanism in which provincial and territorial governments, as well as national non-governmental organizations, are invited to provide their views on future levels of immigration to Canada. This process recently resulted in the Hon. John Roberts, Minister of Employment and Immigration, tabling a report to Parliament on immigration levels for the period 1984-1986. Concurrently Mr Roberts announced that Canada plans to admit between 90,000 to 95,000 immigrants in 1984 and that 1985 and 1986 levels have been set at 105,000 and 120,000 respectively. During this period the attainment of economic, social and humanitarian goals will continue to highlight Canada's immigration policy.

Canada's economic environment affects immigration level planning in general and labour market immigration in particular. Despite impressive economic recovery in Canada, employment growth during 1984 is expected to be affected by unused capacity and a determination to increase productivity. Rising rates of labour force participation, especially for young persons and women, is expected to result in substantial labour force growth during the next two years and this will retard a fall in unemployment rates. For this reason, restrictions which were introduced in May 1982 over the immigration of persons who would enter the Canadian labour force will be maintained for the immediate future.

There are, however, instances when a qualified Canadian worker cannot be found despite a thorough search of the national job market or when Canadians cannot be trained quickly enough to meet certain skill requirements. In this situation workers from abroad who are destined to pre-arranged jobs may be exempt from the general restrictions on persons entering the labour force. Immigration levels planning for 1984 includes a selected worker intake of between 6,000 and 8,000 persons.

### Entrepreneurs Welcome

During 1984, Canada will actively promote the immigration of foreign entrepreneurs who can provide economic benefit. The aims are to encourage job creation, the inflow of venture capital, growth in exports and the reduction of regional economic disparities. Measures designed to promote entrepreneurial immigration include increased emphasis on recruitment, streamlined selection procedures and provisional admission as a means of enabling entrepreneurs to develop business plans in cooperation

with the provincial government concerned. In announcing measures to encourage the admission of entrepreneurs as immigrants, the Minister of Employment and Immigration said,

"We are looking for immigrants who can establish job-creating businesses and bring a new investment spirit as well as new skills and product lines to Canada. To be accepted, entrepreneurs will need sufficient capital to start a business; however, financial status alone will not guarantee a visa. The active personal involvement of these immigrants in business that directly create jobs for Canadians, plus business know-how and managerial skills, are the most important considerations."

Between 1980 and 1982, some 5,500 business immigrants were admitted to Canada. These immigrants brought an estimated \$1.5 billion dollars into the country and created about 10,000 new jobs.

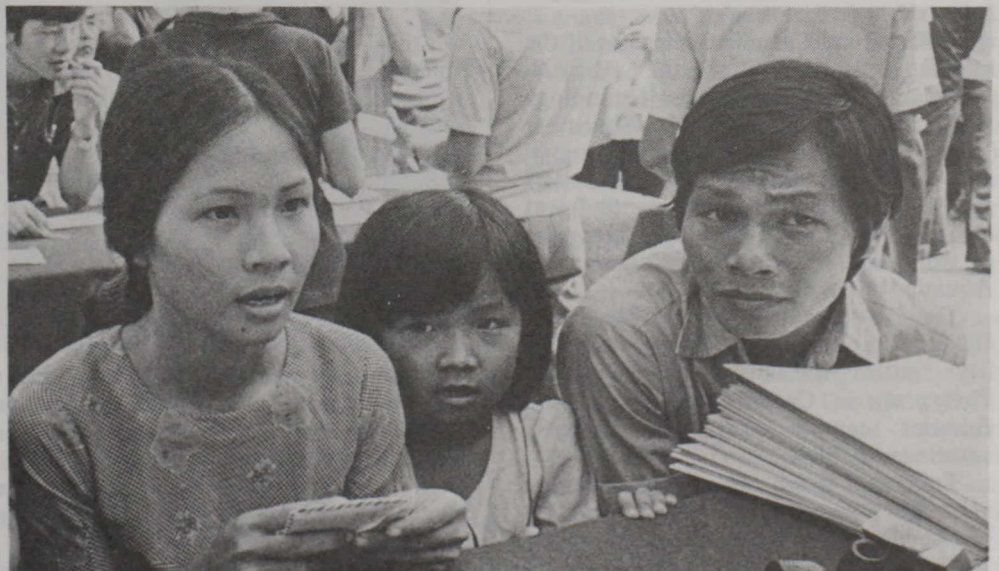
### Reunification of families

The government of Canada also remains committed to the reunification of eligible immediate family members from abroad with their sponsoring relatives in Canada. As settlement costs for members of the family class are underwritten by their sponsors, the selection criteria bearing on this portion of the immigrant movement to Canada are the requirements for good health and good character. In recent years family class immigration has accounted for approximately one-half of the total movement of immigrants to Canada. This has been due to the government's social policies directed at family reunification even during periods when labour market immigration declined in response to

domestic economic conditions. Family class immigration planning is expected to remain at about 50,000 per year during the forecast period, with a significant proportion originating in Asia.

An important aspect of Canada's immigration planning is the resettlement of refugees and other victims of displacement and persecution. A refugee plan is developed annually in which both international and domestic factors are taken into consideration. In addition to assisting in the resettlement of refugees from other world regions, the ongoing need for Indochinese refugee resettlement will again feature prominently in Canada's refugee assistance programs during 1984. Concurrent with Indochinese refugee resettlement activities, Canada will continue to encourage measures designed to curtail the refugee outflow from Vietnam and to redirect it through regular immigration programs for that country. The government assisted allocation for 12,000 refugees including 3000 refugees from South East Asia, in addition to private and family sponsorships, demonstrates Canada's traditional humanitarian commitment in the area of refugee relief.

At the time of the 1981 census, there were 3.9 million persons living in Canada who had been accepted as immigrants; they represented 16% of the total Canadian population. The numbers of immigrants admitted to Canada averaged approximately 130,000 per year between 1980 and 1982, with over 35% originating in Asia. Newcomers to Canada have contributed to profound changes in the size and the composition of the Canadian population. They will no doubt continue to play a significant role in Canada's economy, society and culture in the years to come.



*A family of Indochinese refugees is interviewed at one of the refugee processing centres in the region.*



## Canada-ASEAN Developments



*The Project Coordinator and the chairman of the Steering Committee for Canada-ASEAN Fish Post-Harvest Technology Project: Mrs. Gloria Guevara and Director Felix Gonzalez of the Philippines Bureau of Fisheries and Aquatic Resources.*

### Steering Committee Meets on Post-Harvest Fisheries Technology Project

ASEAN and Canadian delegates of the steering committee of the ASEAN-Canada fisheries post-harvest technology project met in Manila 25-26 November 1983 to review progress on the project, and to give guidance to project activities for the coming year. The meeting was chaired by Director Felix R. Gonzales of the Philippines Bureau of Fisheries and Aquatic Resources.

The first Canadian expert, Mr. Keith D. Spencer, a fish inspection and quality control specialist, arrived in the Philippines in October, and four more fisheries experts will visit ASEAN countries in 1984.

Trainees from all five countries attended a short-term training program in Newfoundland during July-August 1983, and graduate students are currently enrolled in fisheries studies programs in Canadian universities.

At the Steering Committee meeting Thailand, Singapore and Malaysia were requested to finalize arrangements for three short-term practical training courses in their countries and Indonesia and the Philippines offered to host and organize two workshops on fish handling and processing and quality control.

Finally, the proposed procurement of equipment — primarily in support of ASEAN members fisheries inspection and quality control programs — was reviewed.

The project coordinator is Miss Gloria Guevara, Chief, Fisheries Utilization Division, Bureau of Fisheries and Aquatic Resources, Philippines.

The post-harvest fisheries technology project is funded by the Canadian International Development Agency (CIDA) under the framework of the Canada-ASEAN Economic Cooperation Agreement.

### Canada Co-Sponsors ASEAN Resolution on Cambodia

During the 38th United Nations General Assembly in October, Canada, for the 4th year, co-sponsored the ASEAN resolution on Cambodia. Speaking during the debate on the resolution, Canada's Ambassador to the United Nations Gerard Pelletier described the Cambodia situation as the major impediment to peace and security in Southeast Asia.

He noted in particular, "the vital role of members of the Association of South East Asian Nations in continuing to mobilize international opinion in support of a free Cambodia and the consequent reduction in regional tensions."

The United Nations resolution, which calls for the withdrawal of all foreign troops from Cambodia, neutrality for the country and free elections, was passed by a vote of 105 to 23, with 19 abstentions recorded.

Ambassador Pelletier commended the activities of the United Nations High Commissioners Office for Refugees, the United Nations Border Relief Operation and the International Committee of the Red Cross for their continued effort to aid refugees under extremely difficult circumstances. He also reiterated Canada's commitment to support these multilateral aid programmes in assisting the displaced Khmer population.

In response to the ASEAN Joint Appeal on Cambodia, Ambassador Pelletier said, "Canada warmly supports the objectives of this appeal and it could provide an excellent framework upon which to work out a negotiated settlement of this issue."

### Capital Markets Training

Senior financial officers from ASEAN governmental institutions were recently attached to the Capital Markets Division of the Department of Finance, Ottawa for training.

The attachments took place in two phases, three ASEAN representatives undertaking training in August and two in September, 1983.

Training consisted of an examination of Canada's practices in government financing and debt management.

The participants each spent 4 weeks in Ottawa on the course, meeting with officials of the Department of Finance, Bank of Canada, and several Canadian Crown Corporations.

The participants were Mohd. Shah bin Abdullah (Malaysia); Argus Haryanto (Indonesia); Aurora Elarazon (Philippines); Sukanya Chantrapannik (Thailand); and Chan Mun Seng (Singapore).



## Seminars to Promote ASEAN Exports to Canada

At the April 1983 meeting of the Canada-ASEAN Joint Co-operation Committee officials discussed ways and means of increasing the two way trade flow between Canada and the countries of ASEAN. Canada exports to ASEAN countries have risen steadily during the past few years while imports from ASEAN have grown at a more modest level. It was agreed that in order to increase the flow of ASEAN goods Canada should provide assistance to ASEAN exporters in developing a better understanding and knowledge of the Canadian market.

The Canadian response will be in the form of export opportunities seminars to be held during 1984 in all ASEAN capitals. Each seminar will be tailored to export capabilities in the host country and will be directed to the private sector in each country. Resource people from Canada are being selected to cover all areas of expected interest including a speaker from one of Canada's largest department store chains, national distributors for wood products and furniture importers, an expert on processed foods

and seafoods, and an official from the Department of National Revenue who will provide guidance on Canada's tariff structure.

Planning for the export opportunities seminars has been co-ordinated in Canada by the Trade Facilitation Office (TFO), an agency supported by the Canadian International Development Agency. The TFO has been in direct contact with trade and export promotion ministries in each ASEAN capital to make the necessary arrangements. It is expected that each seminar will last for two-three days and be attended by about 150 businessmen and others interested in increasing their exports to Canada.

The seminars are being organized in two phases — in Thailand, Malaysia and Indonesia from February 20 — March 9, and in Singapore and the Philippines in November 1984.

Businessmen interested in attending the seminars should contact their national export/trade development ministries or the commercial section of the Canadian diplomatic mission in the ASEAN capitals.

## Senior Parliamentarian Attends AIPO Assembly

The Honourable Bryce S MacKasey, PC, MP, attended the recent meeting of the ASEAN Interparliamentary Organisation (AIPO) as the official representative of the Parliament of Canada.

This was the first occasion in which a Canadian parliamentary observer has participated in an AIPO assembly and follows upon the interest expressed in AIPO by members of the Canadian parliamentary delegation which visited Malaysia earlier in 1983.

Mr MacKasey is a senior parliamentarian who has held several appointments with the Government of Canada, including Minister of Labour, Minister of Manpower and Immigration, Postmaster General, and Minister of Consumer and Corporate Affairs.

After the AIPO assembly, Mr MacKasey departed Singapore for a four day visit to Bangkok.

(See article on pg 12).

## Canadians Participate in Pacific Economic Cooperation Meeting

A conference on Pacific Economic Cooperation (PECC) was held in Bali from November 21 to November 23, 1983. This was the third such informal consultative meeting of representatives of various Pacific rim nations to discuss regional trade and economic issues and how to enhance economic cooperation within the region. Previous meetings were held in Bangkok in 1982 and in Canberra in 1980.

The Bali meeting, hosted by Indonesia's Centre for Strategic and International Studies (CSIS), drew participants from the governmental, business and academic communities of 15 countries. Canada was represented by Mr. R.A. Kilpatrick, Assistant Deputy Minister, Asia and Pacific Branch, of the Department of External Affairs; Mr. Eric Trigg, Executive Vice-President of the Aluminum Company of Canada Ltd. (Alcan); Professor E. English from Carleton University in Ottawa and Mr. John Bruk, Chairman of the Founding Committee for the Asia-Pacific Foundation of Canada.

At its conclusion, the PECC established five task forces to study five major issues for the next meeting to be held in Seoul in April, 1985. Canada will co-ordinate an Agriculture and Resources Task Force. Other task forces and coordinating countries are: Capital Plans (United States, Japan and Indonesia), Manufactured Goods (South Korea), Minerals and Energy (Australia), and Direct Investment and Technology (United States, Japan and Indonesia).



ASEAN journalists meet members of the Department of External Affairs during their visit to Canada in September. Two weeks in duration, the visit saw the journalists travel approximately 5000 kms from Vancouver, B.C. to Montreal, Que.

While in Ottawa, the journalists met with Prime Minister Pierre Elliott Trudeau who had visited the ASEAN countries in January 1983.

The journalists' visit was intended to increase media awareness in ASEAN about Canada and its interests and activities in the region. The visit was one of several projects discussed during the Canada-ASEAN Joint Cooperation Committee (JCC) Meeting in April 1983.



## **Pacific Rim Opportunities Conference attracts Asian & Canadian business leaders**

Over 400 representatives of Canadian business, academia and government participated in the recent Pacific Rim Opportunities Conference III, held in Calgary, October 5-7, 1983. The Canadian committee, PBEC (Pacific Basin Economic Council), eight Canadian business associations and the Canadian and Alberta governments co-sponsored the three day conference, which was chaired by S. Robert Blair, president and chief executive officer of Nova, an Alberta corporation. The conference featured addresses by leading Asian and Canadian commentators, and sector-specific workshops covering the fourteen markets of the Pacific rim.

Derek Davies, editor, Far Eastern Economic Review, gave the keynote address at the opening of the conference on October 5, 1983. His Pacific Overview was followed by two panel discussions. "Successful Canadian company strategies" in the Pacific rim reflected the performance of Cegir Inc. (management consultants), MacDonald, Dettwiler and Associates (digital and aerospace electronics), Novacorp International Consulting Inc. (oil and gas) and Champion Road Machinery Group Limited (road building equipment).

The financing panel, chaired by J. A. MacDonald of H. A. Simons (eng. consultants), reviewed the various resources available from the Export Development Corporation, the Canadian commercial banks, the Canadian International Development Agency, the Asian Development Bank and the World Bank.

The opening day was concluded by a dinner featuring an address by the Hon. Gerald Regan, Minister for International Trade.

The majority of the conference was devoted to six concurrent sector workshops: agriculture, food and fisheries; mining, metallurgy and forestry; energy and chemical products; general manufacturing; high technology products and services; and imports. Each workshop was chaired by two Canadian businessmen with expertise in that sector. Asian resource people and the Canadian trade commissioners presented information on trade and investment opportunities in each sector for the 12 markets of the region.

Two Asian dignitaries were featured speakers at a luncheon and dinner on 6 October: Anand Panyarachun, president of the ASEAN Chambers of Commerce and Industry (Bangkok) and Jiro Tokuyama, Dean of the Nomura School of Advanced Management (Tokyo).

The conference concluded on Friday, October 7th with a luncheon, at which

Hon Peter Lougheed, Premier of Alberta, provided the closing address. S. Robert Blair, chairman, formally concluded the proceedings of the Pacific Rim Opportunities Conference III.

In addition to the conference program, some forty Canadian companies took advantage of this opportunity to meet with the Canadian trade commissioners from the region for brief private interviews arranged immediately prior and subsequent to the conference.

A set of special sessions were provided to all registrants on Wednesday morning, October 5, prior to the formal program. Eric A. Trigg chairman of the Canada-Pacific Cooperation Committee led discussions at a workshop on the Pacific community concept, its history and its future.

Proceedings of the Pacific Rim Opportunities Conference III are available through application to External Affairs, Ottawa or to the nearest Canadian Embassy/High Commission.

## **Support for Asia Pacific Foundation**

In the Speech from the Throne, 7 Dec., His Excellency the Governor-General announced that the Government would "move to facilitate the establishment of a non-profit foundation to enhance Canada's relationship with the Asia-Pacific region."

Creation of an Asia-Pacific Foundation is seen as an important step in realizing the full potential of Canada's relations — political, economic, and cultural — with members of the Asia Pacific region. Government, business, and academia have long recognized the growing need for some means of developing a greater mutual awareness between Canada and the region.

The Prime Minister appointed a Committee in March 1983 to develop a base of support for the Asia Pacific Foundation among all regions and sectors of Canada.

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## **CCC Office opened in Kuala Lumpur to serve ASEAN Region**

Canada Commercial Corporation (CCC), wholly-owned corporation of government of Canada will assist Canadian firms to obtain ASEAN government procurement contracts. Recently an officer at the Canadian High Commission in Kuala Lumpur has been given ASEAN-wide responsibilities for CCC.

CCC serves as prime contractor on behalf of Canadian suppliers in sales to foreign governments and international agencies and for capital projects on a government-to-government basis, when this is required by foreign customers and Canadian firms. To date Canadian private sector participation in ASEAN government procurement has been modest. However, considering ASEAN economic strength in face of worldwide recession, CCC, in cooperation with the Department of External Affairs, has inaugurated regional representation using an officer of the Canadian High Commission, Kuala Lumpur.

Since 1946, CCC has served more than 90 foreign governments and international agencies in transactions totalling approximately dollars 11 billion. 1982-86 business volume reached dollars 589 million. At any one time, the corporation has approximately 2,500 active contracts with about 500 Canadian firms. In its activities the Corporation is acting in support of, not in competition with, marketing efforts of Canadian private sector firms. In this respect, CCC activities complement those of other externally-oriented groups and agencies of Canadian government, including Canadian trade commissioners abroad (export marketing); Export Development Corporation (export financing and

insurance); and CIDA (loans and grants to developing countries).

Regional representatives role will be devoted to traditional CCC efforts, i.e. export contracting for commercial and defence-related products and services on government-to-government basis. Mandate for representative includes: explaining to procurement agencies CCC's traditional role and function; establishing procedures to obtain bid documents and information from government agencies; and assisting with administration of existing CCC contracts. It is intended that representatives efforts will lead host governments to consider using CCC for appropriate elements of their procurement. These advantages include assurance of dealing on government-to-government basis, and certainty that proposed Canadian suppliers are capable to meeting contractual requirements. In both commercial and defence-related sales, Corporation's services are provided free of charge. No fees are payable, either by client governments and agencies, or by Canadian suppliers.

Another manifestation of CCC's commitment to expanding trade links with ASEAN region was its recent participation in Indonesia Electric International trade show. As one of four Canadian exhibits, CCC responded to considerable number of inquiries regarding Canadian capabilities in power generation and transmission. President of the Corporation, Mr. Gorse Howarth and Vice-President of Export Supply, O.I. Matthews, attended the opening of the Indonesia Electric show as part of a tour of Pacific region which also included stopovers in Hong Kong and Australia.



## Company Profile: Bombardier Inc. Leader in Transport Technology

In the summer of 1982, the New York Metropolitan Transportation Authority announced that it had awarded Bombardier Inc. of Montreal a contract, with an indexed value of one billion Canadian dollars, for the manufacture of 825 subway cars. This order, the largest ever obtained by a Canadian company on the export market, was the fruit of long negotiations during which Bombardier had vied with two major competitors, one French, the other American. The order also marked the entry of Bombardier into the exclusive club of large international firms.

The performance of Bombardier is arresting, especially when it is considered that the company has been involved in the mass transit sector only since 1974.

But its tee-off in that sector had been a master stroke. At the time the City of Montreal was feverishly preparing to welcome the 1976 Summer Olympic Games. It planned to extend its metro (subway) system and, as a result, procure new subway trains. Bombardier picked up the contract after being assured the manufacturing rights under license for the French technology of the rubber-tired subway cars used for the first phase of the city's metro system inaugurated shortly before the opening of Expo '67.

This experience became the pivot of the Bombardier group which, already the world's foremost manufacturer of snowmobiles, henceforth would become also renowned in the public transit sector.

### From snowmobile to LRC train

The story of the company began in a small garage shop in Valcourt, a rural community mid-way between Granby and Sherbrooke in the Eastern Townships of Quebec. The founder of the company, J. Armand Bombardier, was an avid inventor. After having cut his inventive teeth on mechanical toys, he decided the time had come to replace the horse and sleigh with automotive snow vehicles that would enable his fellow citizens to escape the long months of winter imprisonment. In 1935, he invented a revolutionary control-wheel model and a type of tracked vehicle which led, two years later, to the assembly-line manufacture of a seven-passenger winter vehicle. Those were the first steps on the path to success. In the years that followed, other models of commercial vehicles, including an industrial tractor, a power-driven circular saw for clearing bushwood, and other vehicles for use in forest and mining exploitation, came off the assembly lines of the Valcourt plant.

Then, in 1959, came the invention of the snowmobile, the celebrated *Ski-Doo*, which rapidly became extremely popular in Canada and the United States, introducing a new winter sport onto the world scene. The word *Ski-Doo* forged its way into common usage long before the neologism "snowmobile" was invented.

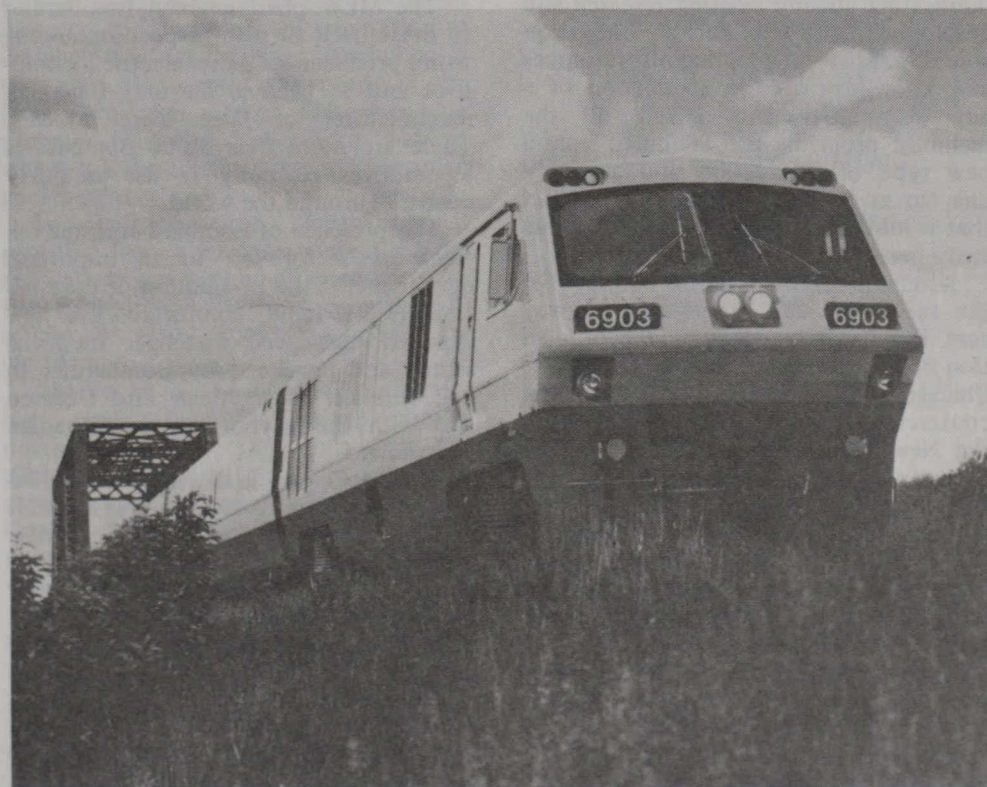
Snowmobile sales doubled every year, and the number of competitors grew. In the early 1970s, the first signs of a declining market appeared. Of the hundred or so snowmobile manufacturers that had sprung up, only six now remained, with Bombardier still in the lead. It was at this time, in order to avoid dependency on a single product and a single market, that the company sought to diversify its production.

The management of Bombardier, which by that time had become a solidly established firm, took a decision that was to orient the company's future. While continuing to ensure Bombardier's world leadership in the manufacture of snowmobiles, it decided to use its assembly lines to introduce the *Can-Am*, an off-road motorcycle that would also make its mark.

The motors used for the snowmobiles and motorcycles were manufactured in Gunkskirchen, in Austria, by the Rotax company and Bombardier decided that it would be profitable to buy that firm. But as the Austrian firm also had a plant that manufactured streetcars for the city of Vienna, Bombardier found itself suddenly involved in the public transportation industry. It was the beginning of a new era: the Bombardier group had come into being.

All this happened at the time when the energy crisis was leading public authorities to rethink their public transportation facilities. Bombardier had its new vocation mapped out. The contract for the supply of the Montreal metro cars would give it the opportunity to prove its know-how and adaptability. The company had the human resources and the facilities; all that was lacking was the technology.

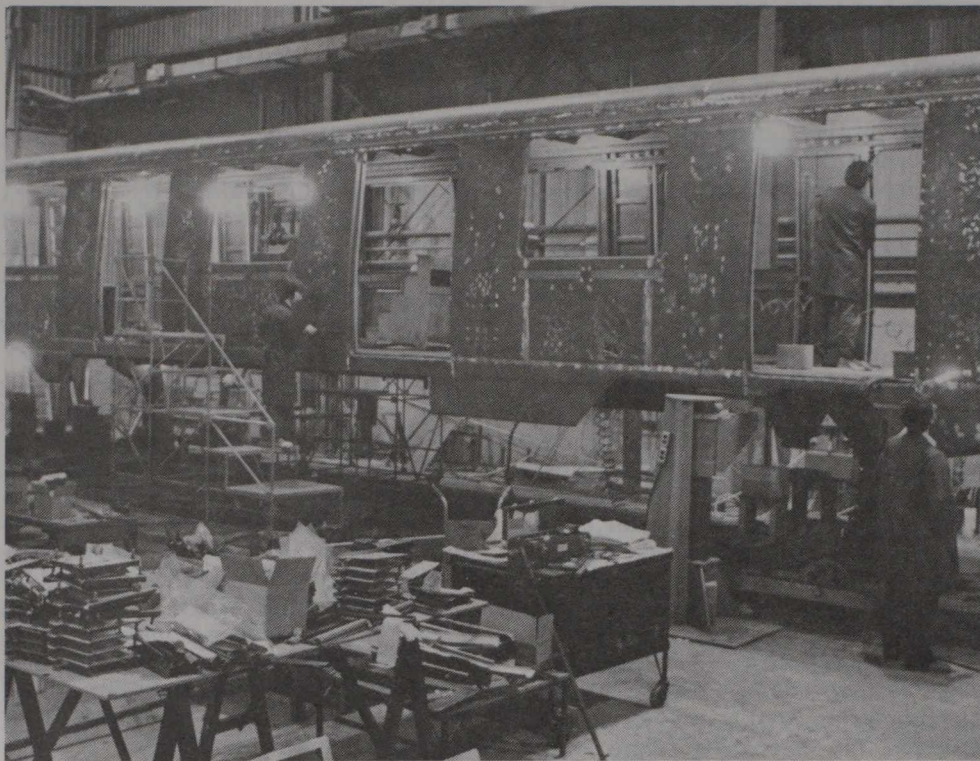
Management had the resourcefulness to adopt a method of operation that had proved highly successful in other countries — notably in Japan and Germany. They bought the technology from those who had it and manufactured under



Bombardier Inc., Mass Transit Division, Boucherville, Quebec, Canada will supply 10 additional LRC trains to VIA Rail commencing in early 1984, bringing the VIA fleet to 31 locomotives and 100 coaches.

The LRC train is a cost-effective high-performance train designed for speeds up to 125 mph (200 kmph) for operation on existing North American tracks.





Careful attention is given to the vehicle finish. Each car shell is meticulously worked to provide a base for the finished process. Above is one of the cars destined for use in the Montreal metro undergoing this process. These vehicles were the first to be produced by the Mass Transit Division in 1974.

license, instead of losing precious time duplicating already existing research and development. Bombardier's innovation would consist in adapting its resources and know-how to the application of a new technology and solving all the technical problems that stemmed from a new type of production and assembly line, so as to furnish a quality product that would meet the specific needs of its customers.

After the Montreal metro contract for the supply of 423 rubber-tired subway cars, Bombardier undertook the production of 36 bi-level commuter cars for the Chicago suburban transit network. The contracts that followed included one with the New Jersey Transit Corporation for the supply of 117 passenger cars for the state's suburban network, another for light rail vehicles (the modern version of the streetcar) for the City of Portland, Oregon, and a contract for 180 rubber-tired subway cars for Mexico City. All these contracts that Bombardier is currently executing placed the company in an excellent position to obtain the order for the New York subway.

#### **Birth of the LRC train**

To consolidate its position in the transportation field, Bombardier in 1976 acquired MLW-Worthington, a firm which manufactured locomotive and rail equipment; the company had always been located in Montreal, but was held by

American interests.

The MLW plant enabled Bombardier to hoist itself into third position among world producers of diesel electric locomotives and to become the only Canadian manufacturer of large diesel motors. There are more than 3,000 Bombardier locomotives currently in use in thirty countries around the world.

The presence of Bombardier in the rail transport sector led to an important development: the production of the LRC train (light, rapid, comfortable), a new type of high-speed passenger train designed and produced by Bombardier in collaboration with Alcan and Dofasco and with the support of the Canadian government.

The LRC train is expected to revolutionize inter-city passenger transport. It was developed expressly to provide a new type of high-speed inter-city transport designed for North American needs. Because the LRC train can be adapted to existing rail facilities, the cost of implementing its use was considerably reduced. It was developed from existing technologies and tested, then reviewed and corrected at the time of application, by incorporating new techniques (including a new revolutionary coach-incline system for curves) and by maximizing the possibilities of aluminium for lightness and design.

In 1981, Bombardier delivered twenty-one locomotives and fifty LRC coaches

to Via Rail Canada, which subsequently placed an order for ten additional trains comprising ten locomotives and fifty coaches. There are LRC trains in service now between Quebec City, Montreal, Ottawa, Toronto and Windsor.

Since the start of Bombardier's involvement in the area of mass transit in 1974, the company has acquired an international reputation which places it among North America's largest manufacturers of rolling rail stock and marks it as the sole manufacturer to offer the complete range of this type of vehicle.

#### **Logistics equipment**

Everything Bombardier produces is related to transportation, as can be noted in the table accompanying this article. Besides its recreational, industrial, mass-transit, rail and diesel products, Bombardier is also involved in logistics equipment.

After having successfully completed its product and market diversification in the area of mass transit, Bombardier is now employing similar methods in the manufacture of logistics equipment. However, the company has had some experience in that area. For several years, certain snowmobile, motorcycle and other off-road vehicle models have been modified to meet military needs. A Canadian government order for 2,767 military trucks for the Canadian Armed Forces led to the creation at Bombardier of a Logistics Equipment Division which no doubt will expand in future.

Once again the company was able to meet demand through a licensing agreement, this time with AM General Corporation, an American company.

Another license agreement, this one with Volkswagen of Germany, enabled Bombardier to manufacture the 4 x 4 ILTIS vehicle for the Belgian army.

#### **Bombardier International**

Although for a number of years its *Ski-Doo* and *Moto-Ski* snowmobiles had been sold in the United States and certain other countries as sports and commercial vehicles, Bombardier really gained access to the international market of industrial transport through its contract with the Montreal Metro.

Today, Bombardier operates plants in Canada, the United States, Austria, and the Republic of Ireland where, along with an American partner, it manufactures buses intended mainly for Ireland but which undoubtedly could reach European markets later.

In short, Bombardier became international in stature through numerous licensing agreements. In addition to the aforementioned technologies acquired from France, Belgium and Germany,



there were a number of others: diesel cars for the Chicago suburban network, manufactured from a design supplied by the client — The St. Louis car — and the New Jersey suburban trains, manufactured according to the technology of Pullman-Standard, which had abandoned its activities in the area of mass transit. For the steel-wheeled New York subway, the technology was acquired from Kawasaki of Japan.

#### Profitable corporate policy

In pursuing a policy of diversification, Bombardier is only following the example of many other international firms. Where the company has innovated is in the method of applying that policy.

The Chairman of the Board and Chief Executive Officer, Laurent Beaudoin, has very clearly defined that method: "Creative invention and research, in the strict sense, today are almost out of reach for the private sector, considering the enormous means that must be assembled to undertake creation, design and engineering and, afterward, the long and costly phases of development, testing and certification.

"Moreover, it must be remembered that most of the great innovations of this type are spinoffs from giant military, aerospace or other billion-dollar programs. The spectacular developments in electronics and micro-computers, for example, resulted from extensions of the NASA program. This is true of several high technology sectors.

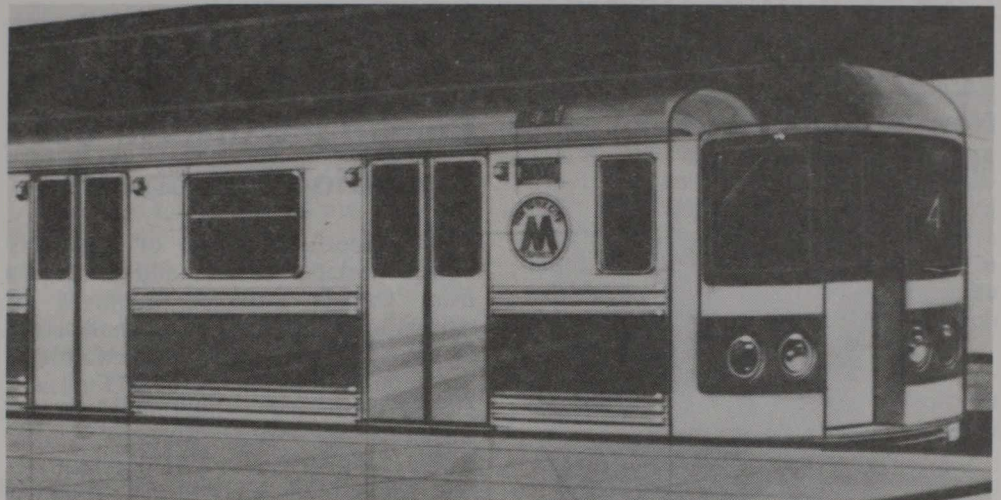
"At the risk of appearing prosaic, it is not this type of innovation that I want to mention, but rather the technological or industrial innovation that consists essentially in improving and perfecting existing products or techniques in order to adapt them to specific market needs that have been identified as clearly as possible.

"Of course, innovation is also accessible and can be made profitable through technological transfers. That's the choice we made at Bombardier for the domain of mass transit.

"Our method consisted in acquiring proven technologies that we afterwards adapted, domesticated so to speak, and rethought in terms of North American manufacturing techniques, in terms of the markets we were aiming at, and, finally, in terms of our operating conditions. From the technologies thus acquired under license for limited periods of time, which give us access to export markets, we succeed in developing a technology of our own which we control."

#### A promising future

With nearly \$1.4 billion worth of orders on its books, Bombardier is one



*New York's METROPOLITAN TRANSPORTATION AUTHORITY (MTA) chose Bombardier to build 825 subway cars for more than \$650 million U.S., the biggest mass transit order ever placed in North America. These graffiti-resistant stainless steel cars will be built partly in Canada and final assembly will be done in the U.S. Delivery will be made over the next 5 years to replace 20% of New York's existing fleet.*

of the few firms fortunate enough not to be suffering too much from Canada's current economic difficulties. In fact, Bombardier is one of the few firms in Canada presently maintaining a relatively steady rate of employment. Its public transit division is going full steam ahead and many major development projects are under way in its rail and diesel division. It has undertaken a research program designed to develop a new generation of diesel-electric locomotives (including a new motor) to meet the needs of the North American market. This seven-year program will cost \$54 million, half of which will be financed by the Canadian government.

In the meantime, Bombardier is profiting from a lucrative market for the renovation and supply of spare parts for the 8,000 diesel-electric locomotives in service in many countries around the world.

Finally, in recent months Bombardier has made headlines with another potential project. This time, it's the proposal it made to Singapore for creation of a consortium with other Quebec and Canadian firms in order to delineate a proposal for a turnkey subway project for that Asian country.

There is also the possibility of forming a consortium for construction of LRC trains for Florida's inter-city transport system.

Bombardier's dynamism is an example of the possibilities open to small and medium-sized firms. It is also a reflection of the young small and medium-sized firms in the various regions of Quebec and of the Beauce region in particular which have penetrated international markets and about which we are hearing more and more.

#### Four major sectors of activity

Bombardier Inc. comprises four major sectors of activity:

1. Recreational and industrial products sector (Valcourt plants)
  - snowmobiles (Ski-Doo and Moto-Ski)
  - motorcycles (Can-Am)
  - tracked off-road vehicles
2. Mass transit sector (plants in La Pocatiere, Quebec; Barre, Vermont; Vienna, Austria)
  - subway cars on rubber wheels
  - subway cars on steel wheels
  - suburban push-pull trains
  - streetcars
  - suburban diesel trains
  - LRC coaches
3. Rail and diesel products sector (Montreal plant)
  - diesel-electric locomotives
  - diesel motors
4. Logistics equipment sector (Valcourt plants)
  - 2½-ton trucks
  - 4 x 4
  - snowmobiles
  - motorcycles
  - tracked off-road vehicles

*Note:* Nearly 6,000 people work for Bombardier Inc. and its subsidiaries in Canada, the United States and Europe. At October 31, 1982, the company had \$361 million in assets and orders worth \$1.4 billion on its books.

*This article appeared originally in FORCES magazine and was written in French by Jean Benoit. Translation into English was done by Genevieve Cabana. Reprinted in Canada-ASEAN through the courtesy of Hydro-Quebec.*



## Around the Region

### PHILIPPINES

#### New Ambassador to the Philippines



Canada's new Ambassador to the Philippines, Reg H Dorrett, presented his credentials at Malacanang on 15 November 1983, at an audience with President Ferdinand E Marcos. He was accompanied by his wife, Isabelle.

Ambassador Dorrett was born in Saskatoon, Saskatchewan. He graduated from the University of Saskatchewan in Science and Economics. Before joining the Canadian foreign service in 1970, Ambassador Dorrett worked mainly in the area of industrial development for, successively, the province of Saskatchewan, the city of Regina and the Government of Canada. In 1968, he became director of the Industrial Intelligence and Promotion Branch, Federal Department of Regional Economic Expansion.

After joining the Canadian foreign service, Ambassador Dorrett served as a trade commissioner in Dusseldorf, Federal Republic of Germany. Subsequent postings took him to Jakarta and Tokyo. Prior to his nomination to Manila, he spent four years in headquarters where he served in various capacities, first with the Department of Industry, Trade and Commerce and, most recently, under the reorganization of government departments, as Assistant Under-Secretary, Office of Marketing Policy, Planning and Evaluation, Department of External Affairs.

Ambassador Dorrett has been active in various business and social organizations, including the Canadian Chamber of Commerce and the Association of Industrial Developers of Canada. In 1967 he received the Canada Centennial Medal for services rendered to the community.

Ambassador Dorrett's broad background of experience and interests will no doubt contribute to the further growth of good relations between Canada and the Philippines.

#### Colourful Canadian Book Exhibition For Children

A colourful exhibit of children's books, posters, journals and catalogues from Canada attracted hundreds of visitors at the Children's Communication Center (CCC) in Manila. The exhibition was sponsored by the Canadian Embassy.

The two-week exhibition from 19 November to 3 December 1983 at the CCC's Adarna House was the center's first activity for its 1982-83 "Children of the World" program. The program was started in 1981 to foster future understanding and appreciation of other cultures by Filipino children. Germany, China, France and Japan respectively exhibited during the program's pilot year.

The Canadian exhibit featured a wide variety of French and English literature that extended from basic learning for toddlers to the reading interest level of "young adults". Colourful posters from Canada's 1982 Children's Book Festival set the backdrop for this exhibit which borrowed the theme "Read right across Canada". Laminated posters on the maple tree, Canadian birds and animals as well as the country's six geographical regions presented a panorama of photographic and textual information on Canada.

The exhibit introduced Filipino children as well as their parents and teachers to stories and educational material from Vancouver Island to Newfoundland.

Filipino writers and a number of book publishers and distributors found the journals and catalogues invaluable in getting acquainted with Canada's literature for children. There were also film showings and story-telling sessions throughout the exhibit.

The Canadian Children's Book Exhibit was opened by Second Secretary and Vice-consul Celine Fittes; Cultural Center of the Philippines President Lucrecia Kasilag and CCC director Virgilio Bernardo.

The "Read right across Canada" exhibition is only one of the manifestations of the cooperation between the Canadian Embassy in Manila and the Children's Communication Center. A few months ago, the Embassy helped to launch another project for children "Broadcast Adarna". This project received assistance from the Mission-Administered Fund (MAF) for the printing of broadcast materials concerning children. These materials were distributed to radio and television stations all over the Philippines for dissemination to the general public.

#### ADM Kilpatrick holds talks with Philippines leaders

Mr. R.A. Kilpatrick, who has recently been appointed assistant deputy minister for the Asia Pacific branch, Department of External Affairs, was in Manila in November to familiarize himself with current political and economic events in the Philippines.

During his visit, Mr. Kilpatrick met President Ferdinand E. Marcos. He also carried on discussions with Ministry of Foreign Affairs Deputy Ministers Manuel Collantes and Pacifico Castro, as well as with the Assistant Deputy Minister for ASEAN affairs, Ambassador Sime D. Hidalgo.

During his brief stay in Manila, Mr. Kilpatrick had the opportunity to listen to the views of senior government officials and members of the business community on the current situation in the country.

#### Filipinos Study Tariff System

Two representatives of the Philippine Tariff Board recently spent three weeks in Canada observing Canadian methods in administration of government tariffs.

Mrs Estrella Buendia, Senior Tariff Analyst, and Mrs Gloria Agato, Commercial Secretary to the Philippines Tariff Board, began their work programme with three days at the Canadian Tariff Board which was followed by briefings by the Anti-Dumping Tribunal. The second week was divided between the International Trade and Finance Branch of the Department of Finance and the Tariff Programmes Branch of Revenue Canada. During their final week in Ottawa the Filipinos attended a harmonization system seminar at which efforts to make tariff systems more compatible was discussed.

The training programme was provided by the Canadian Government as a measure of Canada's ongoing efforts to extend better government-to-government understanding on tariff matters.

#### Canadian Wheat Board Visits Philippines

Canadian Wheatboard representatives, Dr. R Krist Janson, WH Smith, EC Isaac and T T Ono visited the Philippines 1-2 December 83. The officials met with the minister and officials of the National Food Authority and the Philippine Flour Millers Association to assess the potential for Canadian wheat sales.

Although Canada has not been a supplier of wheat to the Philippines in recent years, the discussion explored ways in which Philippine wheat imports could be greater diversified to take advantage of international credit sources.





Ambassador Reg. E. Dorrett cuts the ceremonial ribbon for the exhibition "Lines, Circles and Squares". Holding the ribbon is Ronni Tapia, director marketing and promotion, Cultural Center of the Philippines.

### Ambassador Dorrett Opens Exhibition of Abstract Art

The Canadian Embassy in cooperation with the Cultural Center of the Philippines (CCP) brought to Filipino art enthusiasts a preview of Canadian abstract works with the *Lines Circles and Squares* exhibit at the CCP small gallery 12-30 November 1983.

The collection consisted of 26 prints and drawings which reflected the popular style that dominated printmaking during the 60's and 70's. Nineteen Canadian artists, more featured namely: Charlotte Brainerd, Brian Fisher, Luba Genush, Brent Gifford, Reginald Holmes, Richard Lacroix, Norman McLaren, Michael Morris, Robert Savoie, Jacques Simard, Gordon Smith, Pierre Clerk, Francois Dallegret, Peter Deutsch, Augustin Filipovic, Takao Tanabe, Francois R. Thepot, George Tiessen, Claude Tousignant.

Canadian Ambassador Reg. H. Dorrett opened the exhibit with CCP director for promotions and marketing Ronni Rapia who represented CCP President Lucesia Kasilag. Various personalities from the literary and art circles as well as members of the foreign community and officials from the diplomatic corps attended the opening.

Initially presented in Canberra, the exhibit was shown in Manila on the first leg of an ASEAN tour. It goes next to Jakarta.

### IDRC Conducts Workshop on Multi-language Publishing

A global network to facilitate the transfer of agricultural knowledge from one language to another was proposed by more than 60 communication specialists at an international workshop held in the Philippines, 28 November - 1 December 1983.

The workshop on *Co-publication: Strategies for Multilanguage Publication in Agriculture* was perhaps the first to focus on strategies to alleviate the language barrier in agricultural development. For the workshop, "co-publication" was defined as cooperative endeavours whereby the original publisher of a book or other communications tool grants a second agency permission to adapt, translate, publish, and disseminate that material in another language.

Workshop sponsors were the International Development Research Centre (IDRC) of Canada and the International Rice Research Institute (IRRI). The meeting attracted publishers, scientists, communication specialists, and administrators from national and international agricultural research centers, extension agencies, private publishing houses, and development groups in Asia, Africa, and Latin America.

Participants agreed that, when possible, ways would be found to facilitate the exchange of artwork and printed matter, tapes, and other communications materials. It was recognized that cooperating publishers often must not only translate, but also modify and adapt materials to suit local priorities and needs. The need for exchange of information across national borders on

policies and methods to facilitate multi-language publication was identified as a priority. Suggested methods to accomplish these objectives included newsletter announcements of the availability of agricultural materials for adaptation and translation; the publication of guides reviewing methods and policies related to publication in a number of languages; participation in bookfairs; and research to evaluate the effectiveness and cost benefits of such collaborative ventures.

Such global exchanges require international cooperation, and a multilanguage communication network for agriculture was recommended.

A pilot project to examine the feasibility of such a network was proposed and a steering group was formed to guide its implementation. Steering group members are Michael Graham, IDRC, Singapore; A Jayusman, Bhartara Karya Aksara Publishers, Jakarta, Indonesia; Ubaldo Dantas Machado, EMBRAPA (Brazil's national agricultural research agency), Brasilia; Hernan Rincon, International Potato Center, Lima, Peru; Mamadou Seck, Nouvelles Editions Africaines Publishing House, Dakar, Senegal; Richard Stewart, International Livestock Center for Africa, Addis Ababa, Ethiopia; Datus C. Smith, Jr., The Asia Society, New York, USA; Wang Pei-Lin, Shanghai Scientific and Technical Press, Shanghai, China, Keith Richmond, Food and Agriculture Organization, Rome, Italy; and Thomas R. Hargrove, International Rice Research Institute, Philippines.

### Ontario Trade Mission in Manila

A ten-member Ontario trade mission, sponsored by the Ontario Ministry of Trade and Industry visited Manila 9-14 October 83, and held a wide range of consultations with Philippine business and government officials to investigate opportunities for increased trade.

The mission included manufacturers of combustion catalysts, mining and agriculture equipment, conveyer belt vulcanizers, ductile pipes plus companies in the architectural, consulting engineering, trading and importing fields.

Despite the current difficult economic environment in the Philippines, the mission members not only renewed contacts with their established representatives, but several companies selected representatives to develop a long-term marketing strategy to place their products in this market-place.

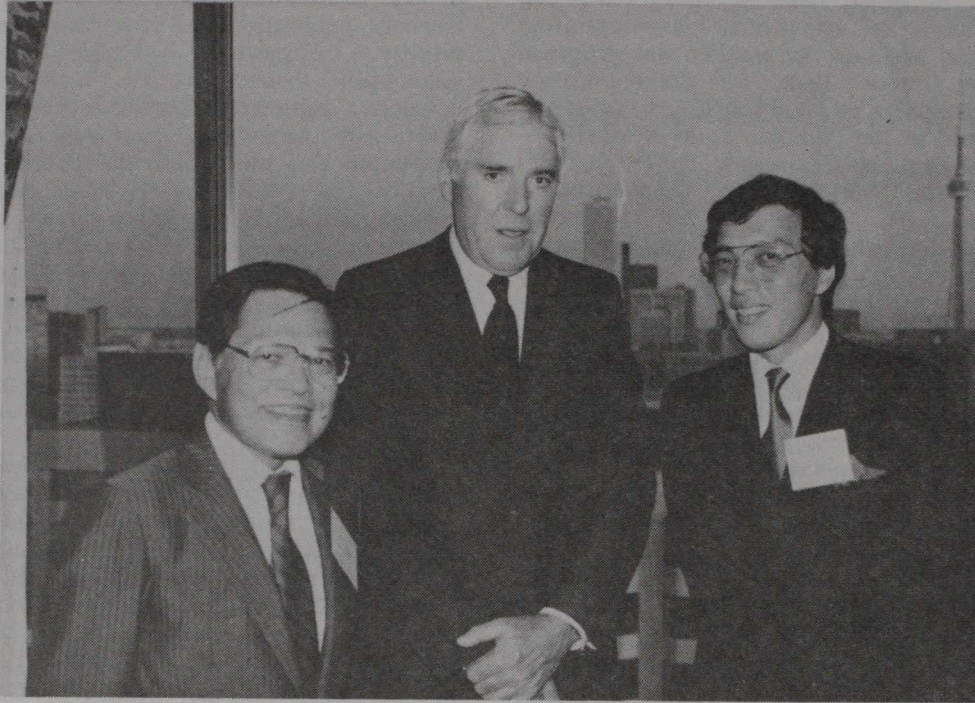
The businessmen were part of a large group visiting the ASEAN region along with Ontario Premier William Davis and Industry and Trade Minister Frank Miller.

### Canadian Assistance to Philippine Dairy Sector

As most non-marginal land in the Philippines is already under cultivation, efforts to increase agricultural output and small farm incomes are being directed towards improving productivity and diversifying production in areas other than the basic food commodities. The government has given a high priority to increasing milk production in order to achieve a degree of food security and to reduce imports.

An Agriculture Canada six-member study team recently completed a two-week technical assistance visit to the Philippines. The mission, with assistance from the Philippine Dairy Corporation, will prepare a detailed pre-feasibility study and master development plan on the location of a pure breed dairy stock farm in Sagobia, Tarlac as well as to complete an analysis of the overall dairy industry with a view to assessing the most appropriate way for Canada to assist in this sector.





*The Board of Investment of Thailand (BOI) held an investment seminar in Toronto in September. BOI Secretary General Chanchai Leetavorn (left) and Ambassador Vitthya Vejajiva of Thailand (right) were guests at a dinner hosted by Mr. George MacDonell, Asst Deputy Minister, Ministry of Industry and Trade of the Province of Ontario.*

### Cardinal Léger Visits Children's Centre in Pattaya

His Eminence Paul-Emile Cardinal Léger visited Thailand November 18-23 to observe first hand the progress being made on three special projects near Pattaya funded by his own Montreal-based foundation, "Le Cardinal Léger et ses Oeuvres".

Upon his arrival at the Father Brennan Centre, Cardinal Léger, now 80 years old, was met by an elephant which he mounted and rode into the main compound while the many children benefiting from Cardinal Léger's good work cheered him. A very dynamic Father Brennan, the man responsible for looking after the projects, then gave the Cardinal a tour of the three projects - an orphanage, a school for the deaf and dumb, and a proposed vocational school for the handicapped.

The orphanage is unique in that it integrates young children into the social environment by sending the children to different local schools where they participate fully without necessarily being identified and stigmatized as orphans. However the children are free at the same time to invite their friends back to the orphanage where various educational and recreational projects are ongoing. Some 150 children, ranging in age from 3 to 15 years old are resident in the orphanage.

The second school of the three sponsored by Cardinal Léger is also innovative because of the degree of

parental involvement. The school for the deaf and dumb concentrates on taking children from very poor rural families. Parents are expected to visit the school on a regular basis to keep in touch and courses are given so that parents can communicate more easily with their children.

Accommodation is provided for those coming from a great distance. Through the modern teaching techniques used at the school, and the excellent staff, the school has become one of the best, if not the best, of its kind in Thailand.

The final project consists of a vocational school for the handicapped which is now in the process of being set up with the main focus on integrating handicapped persons into society through the acquisition of technical skills. A modern computer centre is being installed to allow handicapped persons to learn programming skills which will allow them to find gainful employment in the mainstream of society.

The three projects, altogether called the Father Brennan Centre, are located in a unique setting, close to the world famous Pattaya Beach. The Centre has its own farm and is totally self-sufficient in its food requirements. This trip marked the third time that Cardinal Léger has visited Thailand. The previous two occasions Cardinal Léger came in his capacity as Co-Chairman of the Canadian Foundation for Refugees.

### More Funds Provided for Refugee Relief

The Canadian Deputy Prime Minister and Secretary of State for External Affairs, the Honourable Allan J. MacEachen, announced on 23 November that Canada will provide a further grant of 3,250,000 baht for the relief of displaced Khmers along the Thai-Cambodia border. The grant is in response to an emergency appeal by the United Nations and will be administered by the United Nations Border Relief Operation (UNBRO).

In 1983, Canada has provided over 33 million baht to aid refugees at the border through the UNBRO and the International Committee of the Red Cross.

The total Canadian contribution to refugee relief and programs for Thai people affected by the refugee influx since 1979 now stands at over 800 million baht.

Mr. MacEachen had an opportunity to discuss the problems of refugees on the border during his meeting with Foreign Minister Siddhi Savetsila while attending the ASEAN Foreign Ministers Post Ministerial Meeting with Dialogue Partners in Bangkok, June 1983.

### Visit to Singapore by Hon. B. MacKasey

Canadian Parliamentarian Bryce MacKasey PC, MP visited Bangkok from 8-12 October following his attendance at the Asean Inter-Parliamentary Organization (AIPO) meeting in Singapore.

During his stay in Thailand Mr. MacKasey paid a call on the Speaker of the Thai House of Representatives and leader of the Thai delegation to the AIPO meeting, Khun Uthai Pinchaichon. The meeting was followed by a tour of the Thai House of Parliament and a luncheon hosted by Khun Uthai and members of the Thai delegation to AIPO, in honour of Mr. MacKasey's visit. His Excellency Canadian Ambassador John Paynter hosted a return dinner for Mr. MacKasey and the Thai Parliamentarians the same day.

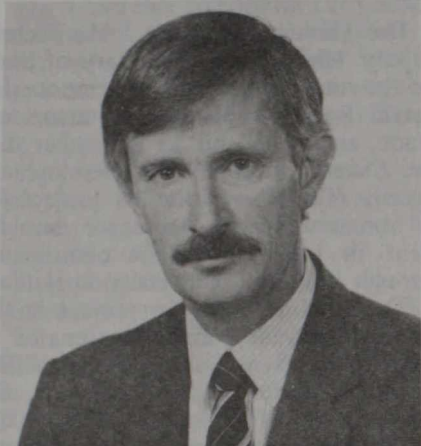
The visit of Mr. MacKasey provided an excellent opportunity for an exchange of information about Canada and Thailand. Thai Parliamentarians during their talks with Mr. MacKasey also raised specific issues such as refugees and narcotics control. Mr. MacKasey for his part noted the overall good relations between Canada and Thailand and expressed the sincere hope that they would continue to grow apace.

Mr. MacKasey's visit to Thailand was also timely because it allowed for discussion about Canadian participation in next year's AIPO meeting which will be held in Bangkok.



## INDONESIA

### New Ambassador Takes up Appointment in Jakarta



Mr. Maldwyn Thomas, Canada's new Ambassador to Indonesia, presented his credentials to President Suharto on October 22, at the Bina Graha Palace in Jakarta.

Mr. Thomas, a native of Vancouver, British Columbia, was born on November 2, 1932. He received a Bachelor of Commerce Degree from the University of British Columbia and studied Economic and Political Geography at the University in Oslo, Norway.

Mr. Thomas joined the Canadian Trade Commissioner Service in 1956 and began his career as Vice-Consul in Hamburg in 1957. Subsequent overseas assignments have taken him to Stockholm, Hong Kong, Moscow, Vienna, Tokyo, Paris and Dusseldorf.

He also was Chief of the Office of Trade Relations with Europe at Headquarters in 1966 and more recently General Director of the Pacific, Asia and African Bureau.

Mr. Thomas brings a long and diverse geographical experience to his new position, coupled with a background in economic and commercial matters.

### Concessional Loan Permits Potash Sales

Contracts were signed for the supply and delivery to Indonesia of 125,000 metric tons of potash from Canada, to be financed under a \$15 million Canadian concessional loan. The contracts were signed between the Indonesian purchasing agents P.T. Tjipta Niaga and P.T. Pantja Niaga and the Canadian supplier CANPOTEX and its national agent P.T. Bitaragana. Signing on behalf of P.T. Tjipta Niaga was Ir. Sanedi, on behalf of P.T. Pantja Niaga, R. Soedarno; and on behalf of CANPOTEX Mr. R.J. Ford and on behalf of P.T. Bitaragana Ir. A.P. Kustarjo.

The Acting Director General of Foreign Economic Relations of the

## Visit of Ontario Minister of Industry and Trade

In his first trip abroad as Ontario's Minister of Industry and Trade, the Honourable Frank S. Miller led a trade mission of 8 companies to Indonesia from October 4 to 7, 1983.

The Minister met with his Indonesian counterparts, Ir. Hartarto, Minister of Industry, and Rachmat Saleh, Minister of Trade, as well as with Prof. Dr. Subroto, the Minister of Mines and Energy. In addition, Mr. Miller called on KADIN, the Indonesian Chamber of Commerce, to discuss greater cooperation between the private sectors of Indonesia and Ontario.

Mission members included Carvern Petrochemical Co. Ltd., Kenroc Tools Ltd., Leighton and Kidd Ltd., Powell Agri-Systems Ltd., Shaw Almex Industries, Stanton Pipes Ltd., as well as the Hudson's Bay Company and the Trade Exchange Group.

In the spirit of promoting bilateral trade, Ontario encouraged the latter two companies to join the mission and look at expanding Indonesian exports to Canada — Hudson's Bay explored the possibility of increasing the Indonesian

content in their department stores across Canada, and the Trade Exchange Group discussed counterpurchase opportunities with Indonesian trading houses.

Of particular note, Leighton and Kidd made presentations to the private sector and various government departments, including the Ministry of Education and the State Electric Utility, to elaborate on their video training programs. Discussions are now underway to look at the feasibility of transferring the video training technology to the Indonesian Government.

Stanton Pipes pursued their bid to provide iron ductile pipe for the East Java Water Supply project, at the same time exploring joint venture possibilities to manufacture the ductile pipe locally.

The mission is part of the Ontario Government's export promotion program aimed at introducing a growing number of Ontario companies to the market opportunities in Indonesia. The mission left Jakarta on October 7 for Manila to continue with the second stage of their swing through the Far East.



Minister of Mines and Energy, Prof. Dr. Subroto greeted Ontario Trade Minister, Mr. Frank Miller on October 6, 1983. Minister Miller headed a Canadian trade delegation which visited Indonesia.

Ministry of Foreign Affairs Mr. R. M. Sudarmo Martonagoro and the Ambassador of Canada Mr. Maldwyn Thomas signed a loan agreement on October 26 regarding the provision of the Canadian \$15 million concessional loan to Indonesia.

The loan, with terms of 0% interest, ten years grace period and fifty year repayment period, will be used to finance the purchase of approximately 120,000

metric tons of Canadian potash this fiscal year.

With the provision of this loan Canada is fulfilling its commitment made at the meeting of the Inter-Governmental Group for Indonesia last June to assist Indonesia overcome a short-term adverse balance of payments situation by providing quick disbursing programme funding. The full amount of the loan is expected to be disbursed by 31 March 1984.



## Canadian firms enter Electric & Mining Shows

Two shows ran concurrently October 18-22 at the Jakarta Fair Grounds, namely Electric Indonesia which had 250 exhibitors and Mining Indonesia which had 210 exhibitors.

Shaw Almex Limited of Parry Sound, Ontario was the sole Canadian company participating in the Mining Indonesia while the Electric Indonesia exhibitors comprised of the Canadian Government booth, B.G. Checo International, Montreal Engineering Company Limited and Canadian Commercial Corporation.

During show period, Government booth was able to distribute over 3000 company brochures and Canadian capability guides such as Indonesian language session of Canadian capability guide.

Total visitors to both shows were approximately 11,000 and Embassy estimates are that approximately 1,500-2,000 visited the Canadian stand.

## Satellite-aided Search and Rescue System

When a plane crashes or a ship is endangered at sea, the greatest challenge facing search and rescue crews is to locate the site of the accident. Canada is playing a key role in developing SARSAT, an international search and rescue satellite-aided tracking system. Canada, the United States and France are testing SARSAT in cooperation with the Soviet Union's COSPAS system.

Canada's vast territory, varied geography and changeable climate have made it difficult and costly to locate missing aircraft and ships. Before SARSAT, often several days would go by before a Rescue Coordination Centre was even notified that a search was needed. Studies have shown that if survivors of an air crash are rescued within 8 hours, their survival rate is over 50 percent. If rescue is delayed beyond 2 days, the chance of survival is less than 10 percent.

COSPAS-SARSAT satellites in low polar orbits can detect distress signals and help rescue crews reach the accident site quickly, without having to conduct long searches over vast areas. Each satellite in the COSPAS-SARSAT system can cover the earth in 12 hours. With three satellites now in operation, an emergency signal would be detected in less than four hours.

In Canada, the Department of National Defence (DND) manages SARSAT and is responsible in cooperation with the Canadian Coast Guard for search and rescue activities. DND is contributing \$12.7 million for the project

## New Ambassador Presents Credentials

The newly appointed Indonesian Ambassador to Canada, His Excellency Hasjim Djalal presented his credentials on October 20.

Mr. Djalal was born in Sumatra and educated at the Academy for Foreign Service Officers in Indonesia, and the University of Virginia where he received his M.A. and Doctorate.

Ambassador Djalal is a distinguished and highly-experienced Indonesian diplomat having served abroad in Yugoslavia, Guinea, Singapore and Washington. Immediately prior to his Ottawa assignment he was Deputy Chief of Mission at the Indonesian Permanent Mission at the United Nations in New York. An acknowledged expert on the law of the sea, Ambassador Djalal has previously worked closely with Canadians on the LOS Convention.

He is accompanied to Ottawa by his wife Zurni and three children.

which is expected to increase the efficiency of search and rescue operations.

The Department of Communications is providing \$850,000 for SARSAT and is responsible for technical aspects of the project.

COSPAS-SARSAT has proved successful in detecting signals from existing emergency beacons operating at 121.5 MHZ. However, these emergency beacons were not designed for use with satellites and to overcome problems with frequency stability and interference from voice communications, the COSPAS-SARSAT partners are conducting experiments leading to a system using beacons operating at 406 MHZ. This frequency will be exclusively assigned to satellite-aided search and rescue and will provide location accuracy up to 5 km.

The Canadian suppliers of SARSAT equipment include,

- Spar Aerospace Ltd., Montreal, Quebec.
- Canadian Astronautics Ltd., Ottawa, Ontario.
- SED Systems Ltd., Saskatoon, Saskatchewan.

presentation on their ground station capabilities of the SARSAT system to various officials in Indonesia's Search and Air rescue organization on November 3 to outline to them the merits such a system would have in search and rescue operations throughout the vast archipelago of Indonesia. The Canadian Embassy participated in this presentation and it is expected Indonesia in the near future may be interested in purchasing 2 ground stations.

## CIDA Funding to assist Dalhousie University in Environmental Studies

The Honourable Allan J MacEachen, Deputy Minister and Secretary of State for External Affairs, and The Honourable Gerald Regan, Minister of International Trade, announced on 13 December that the Canada International Development Agency (CIDA) will fund a project for environmental human resource development in Indonesia to be coordinated through Dalhousie University in Halifax.

The total cost of the project in the initial three-year period is estimated at over dollars 5 million, of which CIDA will contribute \$2,516,704 and the Government of Indonesia \$2,480,000.

The project is unique in two respects. This is the first purely environmental project of such scope and size, and Canada is the first donor country to respond to the Government of Indonesia's major program for environmental planning and management. Its objective is to expand the numbers and capabilities of Indonesians required for environmental management. One of the first products will see a corps of University, government and private sector personnel trained and licensed in environmental impact assessment. Over the three-year initial phase of the project, linkages will be formed between Canada universities and Indonesian University Environmental Study Centres.

Dalhousie University has been instrumental in the planning and pilot phases of several Indonesian centres. A special feature of the project will be the training of environmental lawyers needed to administer new Indonesian environmental laws and regulations. Other project activities include graduate education of Indonesians at Canada universities, assistance to non-governmental organizations in Indonesia for environmental education, and a national meeting to bring together key Indonesian and Canadian environmental leaders. The Dalhousie University Institute for Resource and Environmental Studies and the Ministry of State for Population and Environment in Indonesia will implement the project. Other bodies such as the Federal Environmental Assessment Review Office (FEARO) of Canada will participate in the training activities. A number of Canadian consulting firms and university staff have already gained some experienced in solving Indonesian resource and environmental problems and will participate in the project.

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All figures in this publication are in Canadian dollars unless otherwise specified.



## SINGAPORE

### Negotiations Begin On Air Services Agreement

The Chief Air Negotiator for Canada, Mr. Geoffrey Elliot, led a delegation to Singapore in January to take part in negotiations to conclude an air services agreement between Canada and Singapore.

The first round of the negotiations took place 24-27 January with officials of the Singapore government at the Department of Civil Aviation.

Singapore Airlines, which was represented at the negotiations, has had a longstanding interest in flying to Canada as part of its air service to North America. For their part, Canadian airlines have shown increasing interest in expanding their services in Asia and the Pacific.

The Canadian delegation was composed of officials from the Department of External Affairs, Ministry of Transport and Canadian Transport Commission as well as representatives of Canada's two major airlines CP Air and Air Canada.

CP Air is already serving Asia with its twice weekly flights between Vancouver and Hong Kong. CP Air has maintained an office in Singapore since 1963 and has recently expanded its operations to assume greater regional responsibilities.

Air Canada opened an office in Singapore in 1983 and is interested in taking part in the steady expansion of travel and transportation activity in Southeast Asia.

### CIBC Signs EDC Line of Credit for US\$10 million

Canadian Imperial Bank of Commerce (Asia) Ltd. of Singapore has signed a US dollars 10 million line of credit with the Export Development Corporation (EDC) of Canada to support purchases of Canadian capital goods and services from 11 countries in the Asia and Pacific region as well as from Australia and New Zealand.

The line of credit will assist purchasers of Canadian capital goods and services in these countries by providing them with a simple and easily accessible credit facility through the bank.

It is expected that the main application of the line of credit will be to support contracts for small- and medium-sized purchases of Canadian capital goods and services.

Canadian Imperial Bank of Commerce (Asia) Ltd. is a wholly-owned subsidiary of Canadian Imperial Bank of Commerce. It was incorporated in Singapore in 1980 as a merchant bank and provides a wide range of financial services in the Asia and Pacific region.



*Mrs. Marie-Claire Seymour, wife of the Canadian High Commissioner, presented four Canada geese to the Jurong Bird Park on behalf of Mrs. Kathleen Davis, wife of the Premier of Ontario. Mrs. Davis visited the Bird Park in October during the visit of the Premier and his officials to Singapore.*

### Defence College Visit

Members of the National Defence College of Canada visited Singapore 16-19 January as part of a four-nation tour in the Asia-Pacific region.

The NDC group, made up of 50 participants from both the military and civilian sectors in Canada, received briefings from senior personnel of the Ministry of Foreign Affairs and Ministry of Defence.

The National Defence College is Canada's premier governmental institution for learning and development for senior Canadian Forces officers and civilian executives of the public and private sector. Course members hold the rank of Colonel or its civilian equivalent.

The NDC course is 10 months in duration involving class work and travel, both within Canada and to selected countries in the major regions of the world. The Asia-Pacific program in 1983-84 includes Japan, Singapore, Indonesia, and Australia.

### Review of Technician Training

Professor Karel Puffer of the Department of Industrial and Vocational Education, University of Alberta is one of five members of an international team conducting a review of the objectives, functions, and performance of the Colombo Plan Staff College for Technician Education (CPSC).

Dr Puffer has been involved with technician training in Canada for most of his professional career. Since 1975 he has been involved with the education and training of technical instructors, specialising in developing expertise among post-secondary technical and occupational teachers.

### Curriculum Development Team assists VITB

The Vocational and Industrial Training Board (VITB) has acquired Canadian expertise to improve the curriculum and teaching materials used in the Board's "BEST" program: Basic Education For Skills Training.

Mrs Jill Bell and Mrs Madeline Needham have been selected to lead curriculum development teams in Basic English and Basic Mathematics respectively. The teams comprise officers from the VITB and Curriculum Development Institute of Singapore.

The Canadian consultants have extensive experience in adult teaching, curriculum development and teacher training.

Mrs Jill Bell, leader of the Basic English project team, holds a BA (Hons) in English, MA in English and Certificate in Teaching English as a Second Language. Prior to her appointment with the Board, Mrs Bell was a Research Officer at the Ontario Institute for Studies in Education. She is the author of several books on English as a Second Language.

The leader of the Mathematics team is Mrs Madeline Needham, a Senior Instructor in Basic Mathematics at the Alberta Vocational Centre in Edmonton. Mrs Needham, whose teaching experience includes computer-aided instruction, holds the B Sc (Hons) in Mathematics and the B Ed.

The consultants will lead their respective teams to develop, evaluate and validate the English Language and Mathematics courses of the BEST Programme. They will be with the Board for one year in the first instance.





*Mr. Derek Butler (centre), wine columnist with the Singapore Straits Times, gives further assistance to a member of the Canadian Alumni Association of Singapore.*

*Mr. Butler spoke to more than 80 alumni at a wine talk and tasting held at the Hilton Hotel in November.*

## MALAYSIA

### Off-Campus Education Offered to Tertiary Level Students

In Canada, vast areas of the country are very sparsely inhabited, so students in these regions are forced to rely on other methods of schooling than face-to-face instruction from a teacher. To meet these students needs, a teaching method has been developed called "open learning", which involves guided self-study, through correspondence, tapes, video cassettes and TV.

Malaysia's Ministry of Education is interested in expanding its open learning program for tertiary education as a means of meeting the continuing demand for more university places, particularly from students in rural areas. Over the last decade, the Universiti Sains in Penang has granted degrees to 809 students through its off-campus program. Universiti Sains now plans to double the number of students in this program and offer a full range of university courses.

To meet this objective, they have sought the assistance of the Open

Learning Institute (OLI) of British Columbia. With funding from CIDA, OLI will run a series of seminars at Universiti Sains to train open learning teachers. Through the use of Canadian software, Malaysian educators should be able to develop their own open learning science course curricula in a fraction of the time now required.

### Canadian Geological Mission to Malaysia

A Canadian trade delegation composed of 11 geological and geophysical companies will be visiting Malaysia from 25 to 28 January 1984.

As part of the visit, a seminar will be held to demonstrate exploration techniques and geophysical equipment developed in Canada.

The equipment produced by members of the mission include remote sensing devices to locate mineral and metal deposits on land and on the seabed, and different mapping techniques to interpret geophysical data.

Individual meetings will also be held with local oil and mining companies as well as with firms interested in the transfer of such technology.

### Malaysian Firms Enter Canadian Markets

While Canada's exports to ASEAN have tripled since 1975, our imports from the region have expanded rapidly as well. In the case of Malaysia, Canada's imports almost doubled between 1980 and 1981 and a Canadian dollars 32.7 million trade surplus in Canada's favour in 1982 is expected to narrow to less than Canadian dollars 10 million for 1983.

Canada would like to enhance this trend towards balanced trade and now plans to assist ASEAN exporters interested in penetrating the Canadian market. The Trade Facilitation Office of Canada's aid agency, CIDA, plans to hold a series of seminars in ASEAN capitals to educate ASEAN exporters.

In Kuala Lumpur, the seminar will be from 27 February to 2 March and will cover such topics as Canadian business and marketing practices, tariff and import requirements and appropriate packaging for products in the Canadian market.

The seminar will be organized with the assistance of Malaysia's Ministry of International Trade, and about 90 representatives of the Malaysian private sector are expected to attend.

As our commercial relations become more sophisticated, company acquisition and investment between Canada and ASEAN also becomes a two-way process. When the Malaysian Government bought a controlling share in the giant Malaysian plantation firm, Guthries, it also acquired

Guthries overseas subsidiaries, including five firms in Canada.

During his official visit to Canada, Prime Minister Mahathir toured the factory of one of these firms, Butler Metals of Cambridge, Ontario, which manufactures metal stamped products.

On a larger scale, Inchcape Malaysia (Holdings) Bhd. recently acquired full ownership of a well known Canadian firm, Pacific Truck and Trailer Ltd. of Vancouver. Pacific Truck is a leading manufacturer of specialized, heavy duty, off-road vehicles and does a world-wide business estimated at Canadian dollars 50 million per annum. Their range of vehicles were originally designed to serve the Canadian logging industry, but they have also found a ready market among timber companies in southeast Asia.

Inchcape Malaysia plans to continue Pacific's production in Canada, while gradually developing a capability for increased local assembly of Pacific Trailers destined for sale in this region. Their aim is to transfer the Canadian technology to Malaysia that will ultimately allow bulk trailers to be fully fabricated here.

The case of Pacific Truck is an example of how an ASEAN company's capital can be invested in Canada to transfer Canadian technology back to ASEAN. Both the Canadian and Malaysian vehicle industries stand to gain by this model investment.

**For further information on material contained in this publication please contact the nearest Canadian diplomatic mission.**

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