

CANADA-ASEAN

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JANUARY 1987 VOL 1

Asia-Pacific: A priority

Canada recognizes as national policy that its future prosperity is tied to the Pacific and has therefore made the region an area of priority for trade, commented Canadian Secretary of State for External Affairs, the Right Honourable Joe Clark.

Addressing the opening dinner of the Fifth Pacific Economic Co-operation (PEC) Conference (see article this page), Mr. Clark went on to say that in the Canadian government's agenda for 1987 special emphasis is being placed on broadening the country's economic and trade relations with Pacific nations.

Said Mr. Clark: "Canada's stake is clear. Two years ago, our Pacific trade surpassed our trade across the Atlantic. Japan, China, Korea and Australia are all among our top 10 customers. Our trade with members of the ASEAN nations has tripled over the last decade. More business and government missions are visiting the region than ever before."

Concrete action

He added that concrete action reflecting government policy has been taken in the Pacific region.

Since October 1985, the Canadian government has opened new trade offices in Auckland, Bombay, Osaka and Shanghai. The resources of other posts in the Pacific have been strengthened. All at a time when Canadian diplomatic and trade stations are being closed in the United States, Europe, Latin America and Africa.

Mr. Clark also believes that for PEC to be truly successful, the six ASEAN nations must be completely engaged in the process.

Complementary objectives

"We believe that rather than detracting from the integrity of ASEAN, the PEC process can complement ASEAN objectives."

He went on to reassure the ASEAN delegates that Canada's commitment to ASEAN will not slacken because of greater Canadian involvement in PEC.

"We believe that only with ASEAN's full support, will Pacific Economic Co-operation reach its full potential," concluded Mr. Clark.



Vancouver, the site of the fifth PEC Conference, is the largest port on the west coast of North America.

Pacific Co-operation valuable

The ASEAN countries now recognize that Pacific Economic Co-operation (PEC) can be a constructive and useful process and are no longer concerned about the motivation behind PEC commented Dr. Subroto, the Indonesian Minister of Energy and Mines.

Enhance co-operation

Dr. Subroto made this comment as he addressed the more than 150 delegates from 14 countries who attended the Fifth Pacific Economic Co-operation Conference in order to enhance and explore ways for Pacific nations to co-operate in the economic sphere.

Held in Vancouver last November, the four-day conference attracted two participants for the first time: The China

National Committee for Pacific Economic Co-operation and the Chinese Taipei Committee for Pacific Economic Co-operation. There was strong representation from all the ASEAN countries whose members made substantive contributions to the conference.

In addition, there were numerous observers from Latin America, the European Economic Community and institutions such as the Asian Development Bank. The Soviet Union also attended, as an observer, for the first time.

The ASEAN delegates and those from the South Pacific Islands were pleased with the outcome of a fisheries forum, held during the conference, which they say has made concrete contributions to fisheries development in the region.

Min. des Affaires extérieures
OTTAWA

MAY 25 1987

RETURN TO: DEPARTMENT OF EXTERNAL AFFAIRS
OTTAWA, ONTARIO

les
ballets
de jazz
de montréal

*Les Ballets Jazz de Montreal has been described as
"a creative whirlwind that takes your breath away."*

*Singapore audiences are advised to prepare for their
breath to be stolen when the dance group breezes into
town for two performances at the Kallang Theatre on
February 20 and 21, 1987.*



Canadian Companies In ASEAN



Polysar's headquarters and plant in Sarnia, Ontario. A drawing of this plant graced the back of the Canadian \$10 bill until 1986.

Asian Headquarters for Polysar

The world's largest manufacturer of synthetic rubber and latex, Polysar Ltd., a C\$2-billion Canadian-based international petrochemical company, opened a regional headquarters in Singapore last November.

Polysar's Japan, Hong Kong and Australia operations will now report to the Singapore office. By the end of this year, it is expected that the Singapore operation will include a laboratory and employ 40 people.

\$100 m annual sales

Polysar has been doing business in the region for 35 years resulting in annual sales of \$100-million.

Commented Michael Hicks, Polysar's Vice President, Asia Pacific Region, "We felt the time had come to increase our presence in the area. We need better regional technical services, a lab and more local distribution facilities."

On choosing Singapore as the site for the new office and laboratory, Mr. Hicks noted, "The applied chemistry of

synthetic rubber is the same as for natural rubber. In Singapore we have access to a ready-made supply of trained rubber technologists."

While the company's primary production centres are in Canada, the United States and Europe, for many years Polysar has been actively and successfully pursuing markets in Asia and the Pacific.

Polysar looks to this region as its "third geography" for future development and is determined to capitalize on its successes in the area.

According to Mr. Hicks, by locating next door to the world's largest producer of natural rubber, Polysar intends to investigate producing blends of natural and synthetic rubbers.

Said Mr. Hicks, "Contrary to what many people think, natural rubber and synthetic rubber are complementary products not competitive ones."

He added that it is impossible to have a world class rubber industry without using both kinds of rubber.

"Malaysia now recognizes this and is

determined to become the centre of the world's rubber industry. The country has even removed its tariffs on synthetic rubber."

The Singapore laboratory will provide technical support to customers and specialize in application development instead of original research.

"We will use existing materials and develop new uses for them, including adapting our products to better suit tropical conditions," said Mr. Hicks.

Since its 1942 formation in Sarnia Ontario, Polysar has expanded its operations to almost every corner of the world. With plants and offices in 15 countries, the company employs more than 6,500 people worldwide.

Polysar sells its products in over 95 countries and now markets products and derivatives that have more than 40,000 applications. These are used in industries such as automobile manufacturing, construction, engineering, mining, textiles, packaging, agriculture and medicine.

Canada contributes \$1.7 million more

Canada will spend more than C\$1.7-million to further co-operation between Canada and ASEAN.

This proposal was made at the Fourth Canada-ASEAN Joint Co-operation Committee (JCC) meeting which was held in Bangkok last November.

Expand trade, tourism and investment

Dr. Chirayu Isarangkun Na Ayuthaya, Minister Attached to the Prime Minister's Office of Thailand, who opened the meeting, called for more expansion and consolidation of Canada-ASEAN co-operation in such areas as trade, investment, and tourism.

\$600,000 for ASEAN students

In response Canada proposed providing \$750,000 for the creation of a regional Human Resource Development Fund; to increase to \$250,000 the Regional Mission Administered Fund which provides financial support for non-governmental organization projects; and to establish an ASEAN Scholarship Fund of \$600,000 to allow ASEAN students to study in Canada.

In addition, specifically targetted funding to promote trade and investment will be made available for ASEAN countries and administered through the Canadian Trade Facilitation Office.



Canadian Ambassador to Thailand, John Paynter introducing Michael Berry, Director General of Asia Pacific South of Canada's Department of External Affairs to Minister Chirayu while looking on at left is Chawat Arthayukti, Director General of ASEAN Affairs, Foreign Ministry.

Also \$100,000 will be provided to the recently established ASEAN-Canada Business Council (ACBC) in an effort to give greater impetus to trade investment and commercial ties.

At the meeting senior officials on both sides reiterated their commitment to

continue consultations to achieve an early and substantial result in the New Round of Multilateral Trade Negotiations.

Considerable emphasis was placed also on the increasingly important role of the private sector.

ASEAN explores sharing electricity

In December, the Canadian High Commission sponsored a three-day seminar in Kuala Lumpur to discuss regional power interconnection with invited officials from power utilities of five ASEAN countries.

Transferring technology

Canadian High Commissioner, Manfred von Nostitz, in addressing this ASEAN gathering, said the seminar's purpose was to explore Canadian capabilities in the power sector relevant to the ASEAN region thus encouraging the transfer of Canadian technology and expertise.

The High Commissioner said such transfers were a fundamental commitment of the Canadian government in its relationship with ASEAN.

Speakers were drawn from Shawinigan Lavalin in Montreal and from Hydro-Quebec and Manitoba Hydro, two Canadian utilities with solid experience in power interconnection between provinces and with the United States.

Topics covered during the event included: Canada's experience with interconnection; line operation, control and protection; negotiating contracts and setting tariff structures; and characteristics and technical application of high voltage

AC and DC transmission interconnection over land and under the sea.

Major advantages

In his keynote speech, Malaysian Minister of Energy, Telecommunications and Posts, Dato Leo Moggie, stressed the importance and timeliness of the seminar, noting the significant advantages integrated systems provide to all participating countries in terms of fuller utilization of existing power capacity, reduced system operating costs, improved access to alternative power sources on an emergency basis, and greater economic viability for large projects under consideration.

Welcome for the Investor – immigrant

Canada is opening its doors to thousands more immigrants with between 115,000 and 125,000 immigrants being accepted into Canada this year.

Canada views immigrants as a positive force. Energetic people from all over the world help create jobs in Canada, consume Canadian products, enhance Canada's multicultural society, and stabilize the population.

Family reunification continues to be a fundamental aspect of Canadian immigration policy. However, in 1986 restrictions on independent immigrants were eased. People who do not have a job already lined up in Canada but who are in about 100 selected occupations can now apply.

Worldwide, Canada will accept 12,000 to 15,000 people in the independent category. As well, persons who are close relatives but not immediate dependants of Canadian residents, and who possess the needed skills, will receive special consideration in the selected occupational categories.

Canada is also recruiting business immigrants more than ever. The existing program has been expanded to include a new investor category coordinated by both the federal and provincial governments.

Experienced people

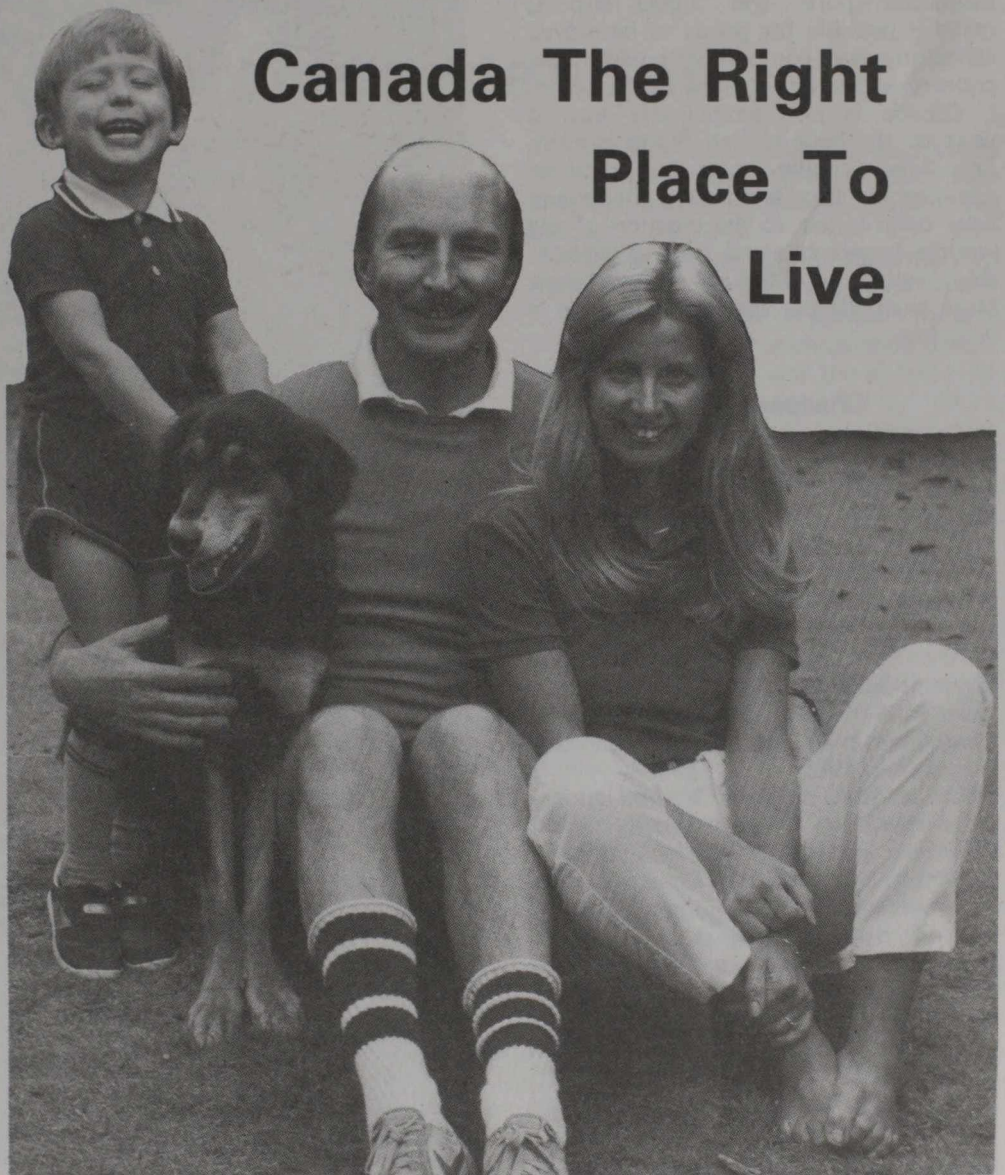
The new investor category is open to experienced people who will live in Canada and invest in provincially or federally sponsored business ventures. Unlike the existing entrepreneurial category, the investor does not have to become directly involved in managing the business.

Investors must have operated, controlled, or directed a financially successful business, have a net worth of C\$500,000, and invest at least \$250,000 for a minimum of three years.

Each investment proposal in the new category requires government support. Applicants in this category have the following three investment options for their funds: a business or commercial venture, a privately administered investment syndicate supported by the province in which the syndicate will make investments, or a government-administered venture capital fund targeted to business development.

Under the existing entrepreneurial immigrant program which began in 1984, individuals with a minimum of \$250,000 can obtain immigration visas. They must use at least \$100,000 to invest in a business in which they are actively involved and which employs at least one Canadian outside the immediate family. The rest of the money is deemed necessary to set up a home.

Canada The Right Place To Live



Invest in Canada

Canada, the world's seventh largest economy (GNP C\$453-billion in 1985), has introduced new policies designed to encourage and facilitate investment.

These policies, combined with Canada's markets, communication and transportation systems, skilled workforce, banking and finance system, energy and resources, and technological infrastructure are opening up interesting investment opportunities in every sector of the Canadian economy.

In terms of per capita wealth, Canada ranks fourth in the world and the OECD predicts that in 1986, Canada will have GNP growth second only to Japan. From 1982 to 1985 Canada's real domestic product grew by an average of 5.8 per cent. Canada is one of the world's leading

trading nations with exports growing at an annual rate of 13.6 per cent between 1975 and 1985. In fact, among OECD summit countries, only West Germany is more export-oriented.

As a market, Canada's numbers are impressive. In 1984 disposable income per worker reached \$26,367 and more than 55 per cent of Canadian families earned in excess of \$35,000. About 60 per cent of Canadian families own their own homes and 82 per cent their own automobiles. For durable goods 99 per cent have refrigerators, 98 per cent have telephones, and 98 per cent own televisions.

With more than half the population living in urban centres of 100,000 or more and one third of the population

living in three major cities, Vancouver, Toronto and Montreal, the structure of the market is convenient for businesses. Canada's 95,000 km of railway tracks, 271,000 km of inter-city highways, 25 deepwater ports and 1,600 airports make it possible for goods to be moved efficiently and competitively within the country and to any market in the world.

Canada is also strategically located next to the huge United States market. Proximity, similar business practices, common language and shared time zones have contributed to the creation of the world's largest bilateral trading relationship, valued at \$166-billion per year. More than 80 per cent of that trade is duty-free.

Cheaper energy

Canada's reputation as a reliable source of energy and raw materials is well-established. The 1985 European Management Forum Report ranked Canada number one in the world for secure, cheap energy and raw materials. Canada's supplies of oil, natural gas, coal and hydroelectricity all exceed demands. Furthermore, industrial energy rates in Canada's leading cities were 75 per cent lower than in New York and 50 per cent lower than in Chicago, Houston and San Francisco in 1985.

Canada has a highly-skilled and competitive workforce. It has over half-a-million scientists, engineers and technologists. More than 50 per cent of Canada's workers have high school diplomas and more than 20 per cent, college or university degrees. Canada's labour costs compare favourably. For example, in August 1985 the average hourly wage in Ontario was \$11.59 and \$10.90 in Quebec, whereas it was \$17.04 in Michigan and \$15.28 in Ohio.

Tradition of innovation

Canada also offers investors a sophisticated technological infrastructure. Universities work closely with industry in fields such as biotechnology, communications and electronics and the results of that research are put back into industry for implementation. Canada has a tradition of innovation: It was the first country to orbit a commercial communications satellite; it has the longest commercial fibre-optic system in the world; it developed the space shuttle arm for the American space program and it offers businesses high-speed, high-quality digital data transmission.

In addition to all the economic advantages listed above, Canada now offers investors a very attractive package of policies and programs. In July 1985 the Government of Canada replaced its foreign investment screening agency, the Foreign Investment Review Agency, by Investment Canada, an agency whose



primary mandate is to encourage and facilitate investment in Canada.

This new agency provides useful information and other services to help investors take advantage of investment opportunities in Canada. There is now no screening for most investments by non-Canadians in Canada. The sole requirement is to notify Investment Canada of the investment within 30 days of its inception.

The Government of Canada has also introduced a policy designed to attract successful non-Canadian business immigrants, called the Business Immigrant Program. The new policy applies to three categories of business person: the entrepreneur, the investor and the self-employed. The term of conditional admission for entrepreneurs is now two years and, in exceptional cases, a conditional admission for up to three years will apply. A special business visa is

available to those who enter the country from time to time to oversee their investments, but who do not wish to emigrate to Canada. This visa allows multiple entries and is valid for one year.

For those who decide to invest in Canada, the Canadian Government offers incentive programs for establishing or expanding businesses. The programs are varied and highly competitive with other jurisdictions. They include grants and tax advantages, loan guarantees and insurance. Canada's provincial governments offer their own incentive programs which are often complementary to those of the Government of Canada.

For more details on Canada's policies or on the advantages of investing in Canada, readers can consult the nearest Canadian embassy or high commission, or write to: Investment Canada, P.O. Box 2800, Station "D", Ottawa, Ontario, K1P 6A5, Canada.

Around the Region

SINGAPORE

Int'l Geosystems attracts attention



Peter Leimbiger, TianMa's inventor, demonstrates to Brig. Gen. Lee Hsien Loong, Singapore's Minister for Trade and Industry, while, Tai Chen background, also of IGC, and his wife watch.

TianMa, International Geosystems Corp's (IGC) new approach to Chinese language text, drew the crowds at Informatics.

TianMa converts Pinyin instantly into Hanzi with 99 per cent accuracy.

IGC is a producer of software for geoscience applications such as mine design, mineral exploration and tunnel-mapping. Its unique products are used by mining corporations in North and South America, Australia, Papua New Guinea, the Philippines, China, Indonesia and Malaysia.

IGC's products were used by the Canadian Pacific Railway when building the Roger's Pass Tunnel through the Rocky Mountains, the longest tunnel in the Western Hemisphere, and by the United States Federal Highway Administration. The United States Department of Environment is currently evaluating IGC's applications for use in hazardous waste storage tunnels.

For additional information please contact Mr. Hugh Mah, President, International Geosystems Corp., 401 Dina House, 11 Duddell Street, Hong Kong, telex 84797, telephone 5-213-555.

CAD/CAM firm succeeds in finding agent

Through Informatics '86, Accugraph Corp., a leading CAD/CAM software manufacturer serving the sheetmetal, flame cutting and punch pressing markets, was successful in finding a local distributor.

For microcomputers

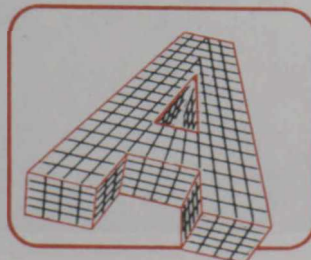
Trio-Tech International of Singapore will distribute Accugraph's products in Asia and eventually the two companies will enter into a joint venture to become the Canadian firm's regional office.

The strength of Accugraph's products lies in the fact that they are for use with microcomputers and sell for under US\$ 50,000.

M. MacKillop, Customer Support Representative for Accugraph, said, "We are the only Canadian company serving this market which makes software for microcomputers with the capability to move straight from design to the manufacturing stage. Other packages available are mostly for mainframes and are very expensive."

The company recently opened an office in England to serve Europe and with the appointment of Trio-Tech is now actively pursuing markets in Asia.

For more information please contact Mr. P. G. De Sousa Costa, Director International Marketing, Far East Division, Accugraph Corp., 204-50 Gervais Drive, Don Mills, Ontario, Canada M3C 1Z3, telephone (416) 441-2211.



Canadian Pavilion

At the recent Singapore Informatics computer exhibition, Canada, the only country with a national pavilion, made a substantial showing as it felt the exhibition provided the year's major showcase in the region for Canadian information technology companies.

Springboard to Asia

Canada's participation in the computer show was also further evidence of the growing importance Canada attaches to trade with Singapore. As High Commissioner Brady stated, "...with around 40 per cent of Canadian exports to Singapore being re-exported, we consider Singapore to be not only an important market in its own right, but also a springboard to Asia".

Software donated to Ngee Ann Polytechnic



Photo courtesy of Ngee Ann Polytechnic

Present at the donation ceremony were (from left): F.A. Vasenwala, Ngee Ann Polytechnic Vice Principal; Chen Hung, Principal; Don Coggan and High Commissioner Brady.

Arrakis Technologies of Montreal donated a C\$500,000 computer software package, called Text-Mate, to Ngee Ann Polytechnic.

Under a license provided by Coggan Douserv Associates (CDA) — an international consulting firm specializing in high technology systems and exclusive distributor of Arrakis products — Ngee Ann will use the Arrakis Socrates development software system to create Text-Mate products suitable for Singapore schools.

Text-Mate is a new concept in computer-aided instruction. The product is linked to the textbook used in the curriculum and features artificial intelligence capabilities allowing the programs to respond appropriately to users' enquiries.

Don Coggan, President of CDA, said that his company is looking for other partners in Malaysia, Thailand and Indonesia to develop Arrakis products for use outside North America. Joint venture agreements involving the licensed use of Arrakis systems will be considered.

Enquires from interested parties should be sent to Mr. Donald Coggan, President, Coggan Douserv Associates, 5035 de Maisonneuve Blvd. West, Montreal, Quebec, Canada H4A 1Y5.

Enquiries concerning text-related software should be directed to Mr. Geoff Wilson, Head, Educational Technologies Centre, Ngee Ann Polytechnic, Clementi Rd, Singapore 2159, telephone 466-6555.



During an unofficial visit to Singapore in January, the Canadian Minister of Transport, John Crosbie, (right) met with his Singapore counterpart, the Minister for Communications and Information, Yeo Ning Hong. A number of issues were discussed including the Canada — Singapore air agreement.

Photo courtesy of Straits Times

Fighting Protectionism

"We cannot survive selling to ourselves. We must export. We must compete worldwide." — Singapore Prime Minister Lee Kuan Yew in a speech October 31, 1986, opening Productivity Month.

Although Prime Minister Lee was referring to Singapore when he spoke these words, Canadian High Commissioner to Singapore, Sean Brady, felt they applied equally well to the Canadian situation.

Foreign markets crucial

As he explained in a speech to the Canadian Business Association of Singapore, "Canada and Singapore share a basic fact of economic life. Our small domestic markets mean that secure access to foreign markets is critical."

He went on to say that if both Singapore's and Canada's ways of life —

particularly their almost unequalled dependence on a liberal international trading environment — are not to suffer drastically, then the danger of worldwide protectionism must be firmly challenged.

"Countries like Singapore and Canada must pursue the broader objective of trade liberalization for sheer survival," said Mr. Brady.

Over 30 per cent of Canada's gross national product comes from exports. For Singapore, the figure is 34 per cent.

"Canada and Singapore must seek to ensure that the broader issue of anti-protectionist policies is pursued through the General Agreement on Tariffs and Trade (GATT). For it is the rules and conventions of GATT that provide the environment within which international trade can operate with a degree of certainty."

He added that protectionism and the erosion of traditional markets has led Canada to increase its focus on Asia and the Pacific region.

"In an early stocktaking exercise in the autumn of 1984, the new Canadian government concluded that this region constituted the only area of potential growth for Canadian trade and investment.

"Our efforts in this region are aimed at acquiring a significantly increased market share and in building on the partnerships that already exist."

In summing up, he stressed that the level of traffic between Canada and the Asia Pacific region would increase not decrease in future. He drew attention to the Speech from the Throne at Canada's opening of Parliament in October 1986, in which the government underlined the priority of increasing trade links with Pacific Rim countries, saving as a statement of political intent this constitutes a key indicator of Canada's long-term strategy and commitment to the region.

INDONESIA

Canada's potash sales boosted

A huge Indonesian purchase of Canadian potash has meant welcome work for Saskatchewan and New Brunswick potash miners following a world potash glut in 1985.

The sale represents about two months production time for a modern mine — a bonus as the surplus forced the closure of Saskatchewan mines for longer than their normal maintenance periods.

Almost all potash is used as fertilizer. Together with phosphorous and nitrogen, potash is the world's major plant nutrient and is essential for a country to increase or even simply maintain food production.

Potash improves production

In the case of Indonesia, where falling oil prices have negatively affected the economy, potash has helped turn around the country's rice production. Ten years ago, Indonesia relied on rice imports; today it is self-sufficient in rice and even exports some.

Two Canadian companies produced the potash for Indonesia: Saskatchewan's Canpotex, an organization consisting of seven Saskatchewan potash producers thus forming Canada's major potash exporter and the world's second largest producer after the Soviet Union; and Denison-Potacan Potash Co. of New Brunswick.



Photo by: Andrew Inkpen

Taking home his share of the spoils.

In 1986, the sale filled 75 per cent of Indonesia's needs and was made possible by a C\$30-million line of credit from the Canadian International Development Agency (CIDA).

Over the years, Indonesia has been steadily increasing its purchases of Canadian potash. Between 1979 and 1986, Indonesia's Canadian imports have quadrupled, confirming its potential as a new market in the developing world for Canada.

40% of world's potash reserves

Saskatchewan contains fully 40 per cent of the world's recoverable potash reserves — enough to last 3,000 years at current consumption rates.

The province is the world's largest exporter of potash — satisfying 25 per cent of world demand.

Canadian films on Indonesia premiered



Photo by: Andrew Inkpen

Talking to Indonesians in all walks of life.

Two new films about Indonesia, both produced by Canadians, were premiered at separate events in Jakarta last December.

Barbara Barde's film *Indonesia: A Generation of Change* examines the modernization process and the difficult challenges it presents to Indonesia over the next 20 years.

Katherine Stenger Frey's production *The Sanctuary of the Earth Goddess* profiles the Minangkabau people of West Sumatra and their struggle to preserve their culture in a rapidly modernizing society.

Investigates politics

Indonesia: A Generation of Change is the first major film to be made by a foreigner about Indonesian politics and economics with the explicit co-operation of the Indonesian government.

Targeted at a Canadian audience, the film features Indonesians in all walks of life, from cabinet ministers to rice farmers, talking about their country and its future.

Actually five separate half-hour shows, the series studies the chief issues in Indonesia as the country approaches the year 2000: Economic development,

environment and population, cultural diversity and Indonesia's role in the world economy.

According to Ms. Barde, "This film could not have been made without co-operation from the highest levels of the Indonesian government."

For Canadian TV

The Jakarta screening was co-hosted by Harmoko, the Minister of Information, and Jack Whittleton, Canadian Ambassador to Indonesia, and was attended by Indonesian Foreign Affairs Minister Mochtar Kasumaatmadja.

In Canada, negotiations are currently under way to show the series over the Canadian Broadcasting Corporation television network. The show will also be distributed to Canadian schools in both English and French with an accompanying teaching guide.

In Indonesia, the film will be shown on TVRI, the state-run television network.

Preserving their culture

In *The Sanctuary of the Earth Goddess*, Ms. Frey studies the Minangkabau people, one of the world's last matrilineal societies — meaning property is passed

from mother to daughter — which is all the more unusual as the people are also strict Muslims.

Claiming about 3-million people, concentrated in West Sumatra with some in Malaysia, the Minangkabau culture is currently at risk from the modernization taking place throughout Indonesia.

Ms. Frey spent much of her two years in Indonesia learning the Minangkabau's customs and legends. For the film, she used actors from Padang, West Sumatra, to depict the stories forming the basis of the society's beliefs.

Both women have extensive experience in making films. An anthropologist by training, Ms. Frey has been making films for over 10 years and previous works include *Happy Birthday Baby*, a study of bonding in children. She is currently working on an animated film about Jamu, a traditional herbal medicine used in Indonesia.

Ms. Barde has made many films on development all over the world. While filming the Indonesian series she also produced two additional films, one on women in development and the other on the Canadian International Development Agency's (CIDA) role in Indonesia.

Indonesian Resource Centre at UBC

In response to the increasing interest being focussed on the Pacific region by Canadian university and business communities, the Canadian government will contribute almost C\$435,000 to the University of British Columbia (UBC) for an Indonesia Resource and Policy Project establishing an information centre on Indonesia.

The aim of the resource project is to provide the Canadian public with an information service dealing exclusively with Indonesia, the world's fifth most

populous country.

The project will offer a complete range of government reports, Indonesian newspaper articles, studies and analysis on the political, economic and social situation in Indonesia.

The financial contribution will be spread over three years and will be provided by the Canadian International Development Agency (CIDA).

"The University of British Columbia has all the necessary expertise and resources to manage this project," commented

the Minister for External Relations, Monique Landry, when announcing the contribution.

"The centre will improve the quality of Canadian knowledge about Indonesia and will serve Canada's business community, government and non-governmental organizations," she added.

The Institute of Asian Research of UBC, which will be responsible for the project, will thus strengthen ties between Canadians and Indonesian research institutions.

PHILIPPINES

Musical instrument workshop founded



Mr. Gagnon (left) and his artisans in their workshop.

Canadian Jacques Gagnon, who settled in the Philippines, has founded the Istituto Luteria Italiana which successfully produces classical string instruments based on originals designed by Italian masters.

Realizing the high quality of local craftsmanship while vacationing in the Philippines, Mr. Gagnon began experimentally producing prototypes of classic string instruments. With the success of these experiments, he went into business.

The Istituto produces four to five bows per week and about four classic

string instruments per month under the direction of Mr. Gagnon who for 20 years was a double bass instrumentalist with the Montreal Symphony Orchestra.

The Istituto has sold bows in New York, Boston and Montreal. Mr. Gagnon is currently discussing with Filipino businessmen and musician Paul Manikan the possibility of exporting classical guitars and lutes.

The Istituto was also commissioned to produce prototypes of the mini-bass for the musicians' worldwide project initiating children to this instrument.

Filipino conductor Sergio Esmilla of the Manila Symphony Chamber Orchestra and other musicians affiliated with the Cultural Centre of the Philippines have been impressed with the quality of the Istituto's products.

Mr. Gagnon's core of artisans includes violin-makers Angelo Gabute, and Amador Tamayo — a professional cellist who studied violin-making in Germany — world-class bow maker Paniflo Cruz, and bass-maker Alfredo Cruz.

Young Presidents visit Manila

Reaffirming Canada's commitment to assist the Philippines rebuild its economy was a 10-member Canadian Young Presidents Organization (YPO) investment mission which visited the Philippines in November.

The highlight of the six-day mission was an audience with Philippine President Corazon Aquino. During the occasion, Canadian Ambassador Russell Davidson presented President Aquino with a letter from Canadian Prime Minister Brian Mulroney officially inviting her to visit Canada.

Identify opportunities

The mission was a direct result of the official visit in mid 1986 of Secretary of State for External Affairs, Joe Clark. He personally invited the YPO to visit the Philippines to identify trade and investment opportunities which might promote and expand economic cooperation between Canada and the Philippines. The mission arrived just as the Philippine government announced a policy of increased privatization.

Initial commercial successes were registered with the identification of trade prospects in the furniture, publishing and confectionery sectors.



Canada Publishing Corp's Ron Besse (centre) with Philippine Tourism Minister J. Antonio Gonzales (right) and Filipino businessman Eduardo Regala of In.Vest Intermediation Inc.

Filipino businessmen also outlined to the mission innovative ways of enhancing business relations between Canada and the Philippine private sector through direct investments, joint ventures, licensing, sub-contracting and expansion of bilateral trade.

The mission consisted of Ron Besse of Canada Publishing Corp., James Steward of Triarch Corp. Ltd., Gordon Sharwood of Sharwood and Co., Aubrey Sugar of A. and A. Jewellers Ltd., David Ganong of Ganong Brothers Ltd., James Westaway of Barbecon (Abitibi-Price), Edward Long of A. E. Long and Co., Joe Lipsett of Computer Terminals Manufacturer and Software Development, Carl Swan of Sklar-Peppler, Inc., and Jim LaRock, an investment dealer.

Children's Book Fair



Filipino schoolchildren, bookworms and other bibliophiles were treated to a special display of Canadian children's books during the 1986 International Children's Book Exhibition at the Philippine National Library.

More than 40 books, courtesy of the Ontario-based Children's Book Centre, were presented together with an interesting text-and-picture panel exhibition on Canadian trees, mammals and birds.

Investment Insurance

A bilateral agreement aiding the insurance of Canadian investments in the Philippines was signed in November by the Canadian Ambassador to the Philippines, Russell Davidson, and Philippine Vice President Salvador Laurel.

The agreement falls under the Canadian Export Development Corporation's Investment Insurance Program which insures Canadian investors against the loss of their overseas investments by reason of political events in the host country.

The Foreign Investment Insurance Agreement is designed to foster increased trade and investment between Canada and the Philippines. It also reflects the Canadian government's desire to do everything in its power to assist the Philippines face current political, social and economic challenges.

Novacorp signs two pipeline deals

In December, Novacorp International Consulting (NIC) Ltd., signed two pipeline contracts with the National Malaysian Oil and Gas Agency, PETRONAS.

The two contracts for project management/consultancy and for operations and maintenance are worth about C\$40-million. These contracts are part of the C\$650-million 730km gas pipeline which will run from the east coast of Peninsular Malaysia to the Kelang Valley, and Kuala Lumpur on the west coast. A branch line will also serve Singapore.

The entire project is scheduled to be completed by 1991 and will be one of the greatest engineering challenges undertaken to-date in Malaysia.

Novacorp's Malaysian partner for the pipeline project is the engineering firm Sepakat Setia Perunding Sdn. Bhd.

Commented NIC President Don Olafson, "We are delighted to have won this large contract in view of the stiff competition faced. It will strengthen Novacorp's international reputation as a leader in the pipeline sector."

The Canadian High Commissioner to Malaysia, Manfred von Nostitz, noted: "Novacorp won the contract against the best international competition, a prestigious accomplishment. It advertises



Don Olafson (left), High Commissioner von Nostitz (centre) and Dato' Murad Hashin, Sr. Vice President of Petronas, discuss the routing of the pipeline.

Canada as a technological leader in the oil and gas industry and reinforces Canada's credibility as an effective competitor in the region. It will also strengthen substan-

tively the Canadian presence in Malaysia and is bound to have a positive spill-over effect in other areas of the Canada/Malaysia relationship."

Shawinigan Hydro Contract

In December, Shawinigan Lavalin signed a contract to provide construction supervision and site commissioning services with Malaysia's National Electricity Board for the Sungai Piah hydroelectric power project in the upper Perak river region.

Shawinigan's involvement in the development of the Perak river goes back to 1964 when initial feasibility studies were undertaken. Since then, Shawinigan has been instrumental in developing three sites in the area: at Temengor, Bersia and Kenering.

The addition of Sungai Piah together with the rehabilitation by Shawinigan of a fifth dam in the region, Chenderoh, will raise, by 1990, the installed power capacity of the area to 650 megawatts, or 12 per cent of Peninsular Malaysia's power generating capacity.

Financing Agreement

The Export Development Corp. (EDC), a Canadian Crown Corporation that provides credit to buyers of Canadian goods and services, has renewed its C\$30-million buyer credit protocol that had been in effect since 1984.

The new agreement, which expires in November 1988, is aimed at enhancing bilateral trade and will support purchases of Canadian goods and services in all sectors of the Malaysian economy.

Favourable terms

The protocol can be applied either independently or, when appropriate, in parallel with a development line of credit presently available from the Canadian International Development Agency to provide favourable financing terms.

At the signing ceremony, the EDC was represented by Vice President Blaine Modin. Representing the Malaysian government was Encik Mohd. Sheriff, Deputy Secretary General of the Ministry of Finance.

The protocol has proved effective in the past. In 1985, financing was approved to support Bell Canada International

in its contract to automate consumer services at the Telecommunications Department of Malaysia.

Delivering legal aid

Thanks to a M\$78,000 donation from the Canadian High Commission, the Malaysian Association of Women Lawyers has bought a van equipped with audiovisual aids and educational materials and is now bringing free legal advice to plantations, kampungs, and squatter areas of large cities.

The project, which is staffed on a volunteer basis, is giving priority to people in these areas as most of them are too poor to afford lawyers and are often ignorant of their rights.

To ease people's understanding of the law, the association has also set up a drama group to present plays illustrating real-life legal situations.

Malaysia imports management expertise

Recognizing Malaysia's difficulty in disposing of increasing amounts of rubbish and industrial waste, two Canadian experts introduced Malaysian policy-makers to a software package which aids in waste management planning.

Joe Whitney of the University of Toronto and Michael Jones of Essa Ltd., Toronto, were in Malaysia attending a five-day workshop to review the issue of waste management in the country and to identify areas where research should be conducted to relieve the situation, a result of Malaysia's rapid urbanization and industrialization.

Developed by Professor Whitney and Mr. Jones, the program is called the "*Toronto Solid Waste Management Simulation Model*". Designed to run on an IBM personal computer, the software assisted the 30 workshop participants to develop a Malaysian model.

Like the Toronto model, the Kuala Lumpur version is meant for long-range planning purposes. It is not designed to assist in the day-to-day running of garbage disposal operations.

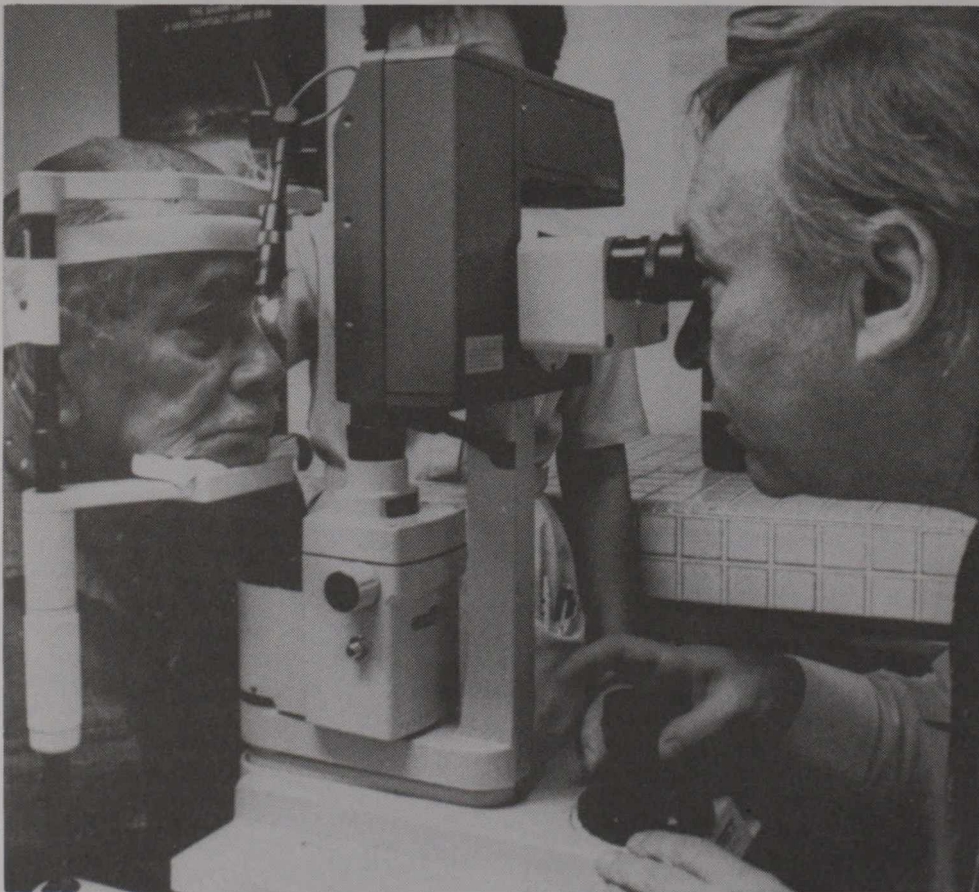
The model allows planners to simulate the financial and environmental consequences of different waste management



Toronto is renowned for its cleanliness.

planning scenarios. In doing so, it assists policy-makers and planners to arrive at an overall evaluation of the costs and benefits of any management decision. The model will also help waste managers in producing more accurate predictions of the amount and composition of solid waste generated in the future.

As follow-up, a team of Malaysian researchers headed by Dr. Low Kwai Sim of the University of Malaya are exploring, with Prof. Whitney and Mr. Jones, the possibilities of a collaborative research project to develop a waste management simulation model which can be used by various municipalities.



Tunku Abdul Rahman being treated by Dr. Mortimer.

Canadian improves Tunku's sight

Malaysia's first Prime Minister, Tunku Abdul Rahman's failing eyesight has been improved by a visiting Canadian ophthalmologist.

After two 10-minute painless treatments by Dr. Clive Mortimer, the Tunku was pleased to be able to read the newspaper again without his glasses.

The YAG (ytterium aluminium garnet) laser treatment used on the Tunku is a technique pioneered by Dr. Mortimer, the Chairman of the Ophthalmology Department of the University of Toronto.

The operation was carried out at Kuala Lumpur's Tun Hussein Onn Eye Hospital where Dr. Mortimer has been lecturing on his new techniques.

As a result of Dr. Mortimer's successful visit, efforts are now under way to bring more Canadian medical professors to Malaysia for lectures.

Bell Canada opens office

Late in 1986, Bell Canada International (BCI) opened a regional office in Malaysia to pursue investment and telecommunications opportunities throughout ASEAN.

Northern Telecom Ltd, another prominent company in the Bell family, will also operate their Malaysian office from the same premises facilitating greater co-ordination of services to their Malaysian clients.

Malaysian Minister of Energy, Telecommunications and Posts, Dato Leo Moggie, officially opened the office with Canadian High Commissioner, Manfred von Nostitz and the Chairman of BCI, Gordon Inns. Northern Telecom was represented by Graeme MacDonald, Managing Director of Northern Telecom S.E. Asia Ltd. The office will be headed by Ed Lee of BCI.

Both BCI and Northern Telecom are recognized international leaders in telecommunications and are already well established in ASEAN. In Malaysia, Northern Telecom has on-going equipment supply contracts with the local Telecommunications Department and has two component manufacturing plants in Penang.

BCI has secured a major consulting contract with the Telecommunications Department to develop a fully automated system of customer services. The system is to be implemented initially on a pilot project basis for the city of Petaling Jaya.

THAILAND

Considering women's role in development

For the first time a Women In Development (WID) Seminar was held for the ASEAN countries recently.

The seminar trained participants — who included senior government officials and observers from Negara Brunei Darussalam, Indonesia, Malaysia, the Philippines and Thailand — in the use of gender analysis techniques in development planning.

This method helps the understanding of the role women play in development, the impact development projects have upon women, and how planners can improve the chances of a project's success by fully considering the productive work women carry out in the community.

Provide training

As a result of the meeting, which was led by Canadian gender analysis expert Tim Broadhead, the Canadian International Development Agency (CIDA) has been asked to consider a regional program of support for a core group of trainers in each ASEAN country. This group would provide training continuity in the use of gender analysis techniques.

It was also recommended that a regular ASEAN forum be established to exchange gender analysis expertise and its application in ASEAN women's programs.

Ensuring women benefit from development programs.



Photo by: Andrew Inkpen



Photo by Royal Courtesy

While in Montreal during a visit to Canada in 1986, HRH Crown Prince Maha Vajiralongkorn exchanged toasts with Quebec Minister for International Relations Gil Remillard.

NT wins \$1.7m contract

Northern Telecom has won a C\$1.7-million contract to supply a telephone switching system to the new Don Muang Airport Terminal Complex in Bangkok.

The extensive Meridian SL-1 (XN) PBX system will serve more than 3,500 extensions and is designed to eventually accommodate some 7,000 extensions by 1992.

The new telephones to complement the system will be Harmony telephones made in London, Ontario.

"The airport system will be the largest of the Meridian SL-1's installed in Thailand and one of the largest in Asia," commented Dr. Graeme McDonald, Northern Telecom's Managing Director for ASEAN.

He added that the proven track record of support built by Northern Telecom and Loxley (Bangkok) Ltd., its distributor in Thailand, helped win the contract.

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