

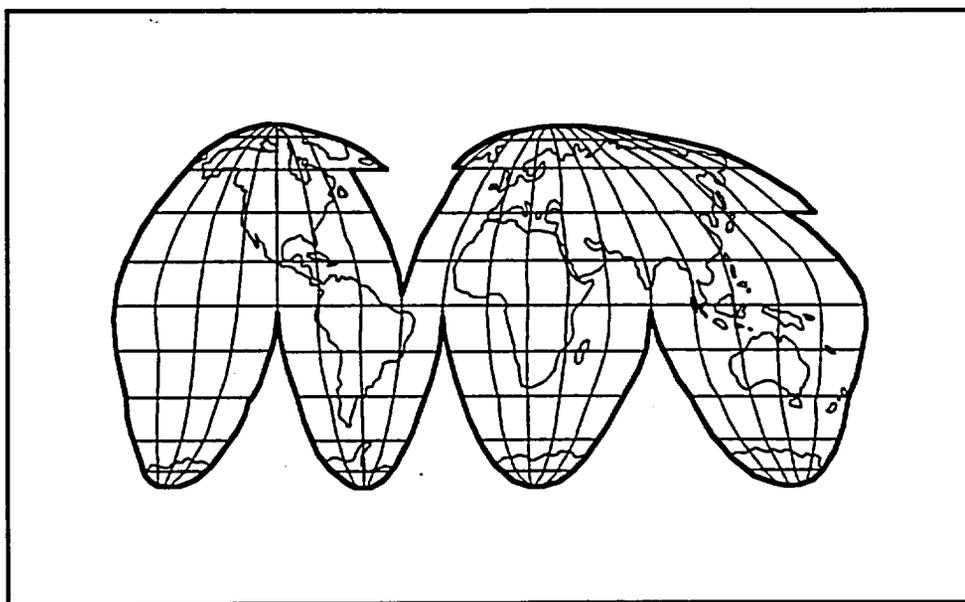
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BUSINESS GUIDE

TO SINGAPORE

1994-95

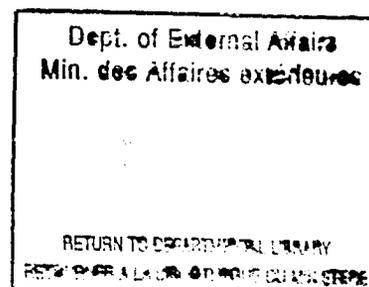


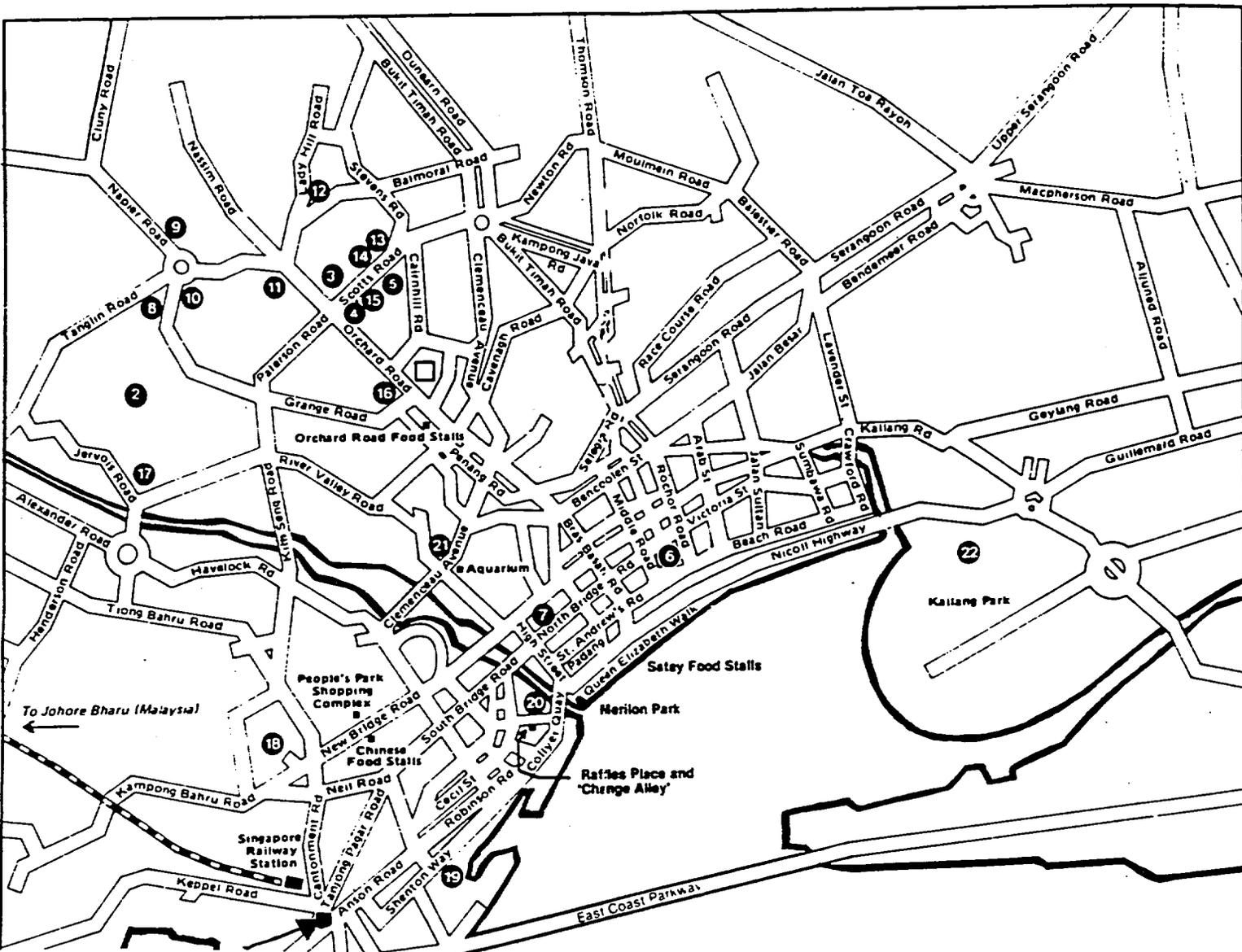
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Ottawa, Ontario K1A 0G2

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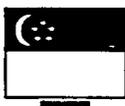


CANADIAN HIGH COMMISSION

Singapore

- Canadian High Commission
- ② Indonesian Embassy
- ③ Thai Embassy
- ④ Dynasty Hotel
- ⑤ Goodwill Hotel
- ⑦ Raffles Hotel
- ⑦ Peninsula Hotel
- ⑧ Marco Polo Hotel
- ⑨ Century Park Sheraton
- ⑩ Singapore Tourist Promotion Board
- ⑪ Singapore Hilton
- ⑫ Shangri-la
- ⑬ Philippine Embassy
- ⑭ Holiday Inn
- ⑮ Hyatt
- ⑯ Mandarin
- ⑰ Malaysian High Commission
- ⑱ General Hospital
- ⑲ Republic of China Trade Commission
- ⑳ General Post Office
- ㉑ Oberoi Imperial
- ㉒ National Stadium

Source: The Hong Kong and Shanghai Banking Corporation

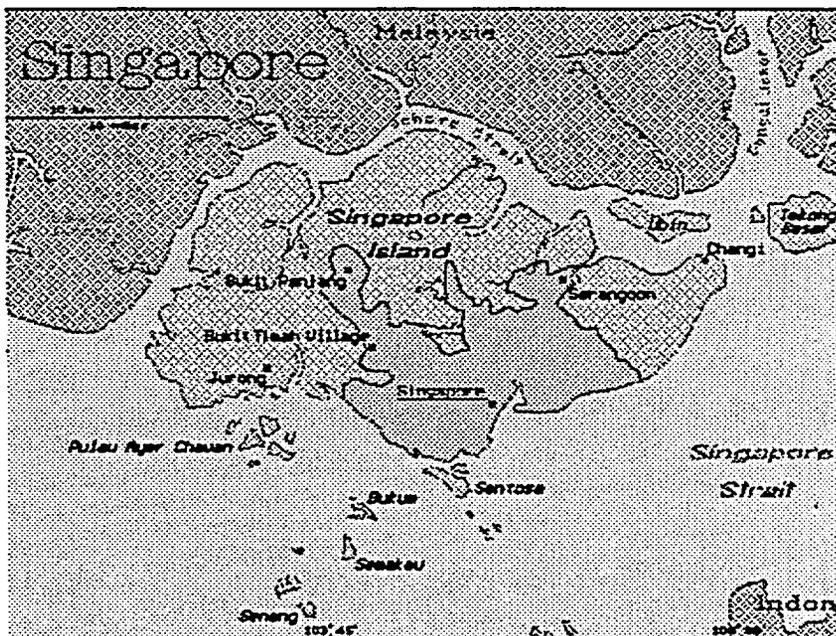


SINGAPORE IN THE ASEAN REGION



Singapore, situated at the tip of the Malay peninsula, encompasses a land area of just 641 square kilometres. Its population of 2.87 million people is predominantly Chinese, with Malay, Indian, and a variety of other ethnic groups make up the balance.

Singapore has been an independent Republic since its separation from Malaysia in 1965. The People's Action Party (PAP) has consistently led the parliamentary democratic government from the time of independence. As a result of the PAP's economic and social policies, Singapore has emerged as a dynamic trading, financial, manufacturing and distribution centre for South East Asia.



THE BUSINESS ENVIRONMENT

Singapore has few natural resources, outside of a deep water harbour, an educated and industrious labour force, and a strategic location.

Singapore's success on the international trade scene builds on its traditional role as an entrepot for the region. This role has been reinforced by its central geographic location in Asia, a well-developed infrastructure, world-class communications, political stability, and an English-speaking workforce.

Similar to Canada, Singapore has a small domestic market and is one of the world's most export-dependent countries. With its total trade amounting to over 3.6 times its GDP, Singapore is vulnerable to the vagaries of the international marketplace and external economic fluctuations.

Singapore's market economy is based on a free enterprise system. Fiscal and monetary policies promote Singapore as a business centre through the facilitation of private sector growth and export competitiveness. Large foreign reserves, relatively

low inflation, and competitive interest rates characterize the economy.

The Singapore government has also acted to create government-linked companies in sectors which are either important to the national economy or which have been left vacant by multi-nationals. The economy is dominated by manufacturing (and in particular electronics), which accounts for 27 percent of the GDP, and financial and business services, which account for 29 percent of the GDP.

Singapore functions as a free port, where most goods are not subject to quota restrictions and can be imported without a licence. Most imports are duty-free, with the principal exceptions being automobiles, gasoline, alcohol, and cigarettes.

Foreign investment is actively encouraged, especially in the development of technology and its related management and labour skills. Virtually all industries are open to foreign investment, with the exception of public utilities and telecommunications. Singapore offers a relatively risk free environment, with no record of nationalization or expropriation. Generally, no percentage restrictions are enforced regarding foreign ownership, although the approval of relevant government departments is required. The only areas where restrictions to ownership occur are in the banking, broadcasting and newspaper-publishing sectors. Special incentives have been developed to encourage high-technology based sectors.

Singapore has developed many tax incentives to attract both foreign and local investment. Currently, there is no differentiation made between foreign and local investment capital. *These incentives include various tax breaks and cover such aspects as pioneer status, expansion incentives, investment allowances, research development expenses and international consultancy services.* Special incentives have been developed to encourage high-technology based sectors.

As well, the Economic Development Board of Singapore has made available a range of economic development assistance programmes. They are designed to provide financial assistance for small to medium-sized companies and joint ventures.

RECENT ECONOMIC DEVELOPMENTS IN SINGAPORE

The economy is continuing its strong 1993 performance, when GDP growth reached 9.9 percent, with 1994 growth forecast for 8 percent, and 1995 only slightly lower than that. In 1993, growth was led by the financial sector (17 percent) and the lure of Singapore Telecom's privatization. All sectors except construction averaged growth of 8 percent. In 1994, the electronics sector led growth due to strong export demand. Wages increased by 6 percent in 1993, marginally below the 6.4 percent increase in productivity. This is contrary to the past four years, when the tight labour market (unemployment remains at 2.7 percent) led to wage increases exceeding productivity gains.

Foreign capital has continued to be a key factor in the development of Singapore as a major international financial, commercial, and trade centre. *Since 1981, the Japan Bond Research Institute has assigned a "no risk" status to Singapore as a location for foreign investment.* The Singapore Government policies have helped maintain investor confidence in the country's economic prospects, and have resulted in large capital inflows from foreign investors. The United States (38 percent), Japan (22 percent) and the European Community (16 percent) are by far the largest contributors of the approximately US\$4 billion invested by foreigners in Singapore. In 1993, 81 percent of investment was foreign, and foreign multi-nationals accounted for more than 2/3 of the country's manufacturing sector. The government is also actively encouraging foreign investment abroad, through a policy of "Regionalization" as a means of acquiring foreign technology, expanding export markets, and creating a pool of Singapore-owned and controlled multi-national corporations.

With a per capita income of more than \$22,000, Singapore's standard of living is higher than that of many European countries and, next to Japan, the highest in Asia. Currently, Singapore enjoys the 17th highest per capita GDP in the world. The government's Strategic Economic Plan (SEP) has set as its goal the achievement of G7 standard of living by the early 2000s. Singapore also has the highest rate of savings in the world at about 45 percent.

Singapore recognizes that it cannot achieve continuing competitiveness and its desired long-term growth rate of 5 to 6 percent if it relies solely on geography, current technologies, and job skills. Emphasis has been placed on the continuous upgrading of skills, higher productivity, the use of labour-saving technology, and incentives to attract capital-intensive, high value-added industries.

On April 1, 1994, the Singapore Government introduced a 3 per cent goods and services tax.



SINGAPORE'S GLOBAL TRADE

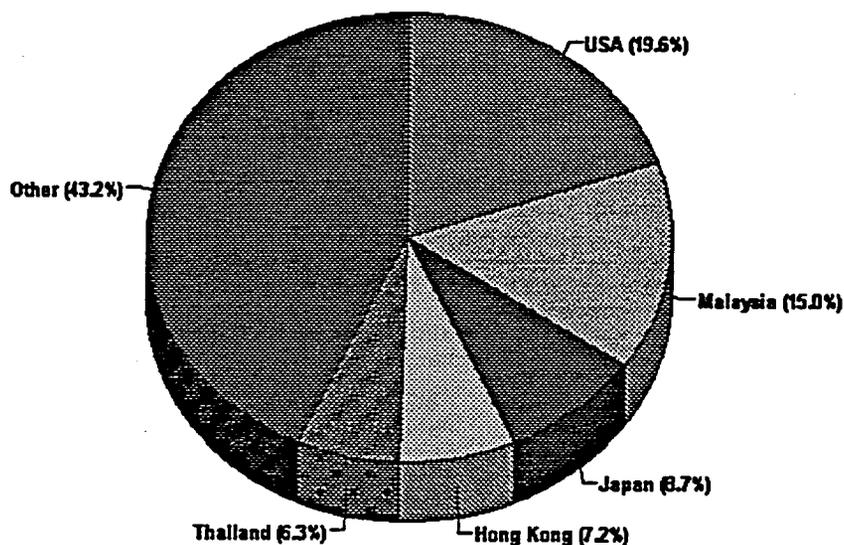
Singapore's success on the international trade scene builds on its traditional role as an entrepot for the region and its growing importance as a strategic communications, transportation and manufacturing centre. Singapore, with its tight labour supply and lack of natural resources, has encouraged companies to establish their management centres and value-added activities there, while labour and resource intensive manufacturing take place in nearby Malaysia or Indonesia. *As of 1991, re-exports accounted for 35 percent of the country's total trade; Singapore is the world's 17 largest exporter and 15th largest importer.* Its importance as an entrepot and a centre for value-added products is shown by the fact that its 1993 total trade was 3.6 times greater than its GDP, and that its principal exports and imports are in the same product categories.

Singapore's international merchandise trade reached CAD\$160 billion in 1992, an increase of more than 2 times its trade levels of a decade earlier. Its overall trade deficit reached CAD\$4 billion in 1992.

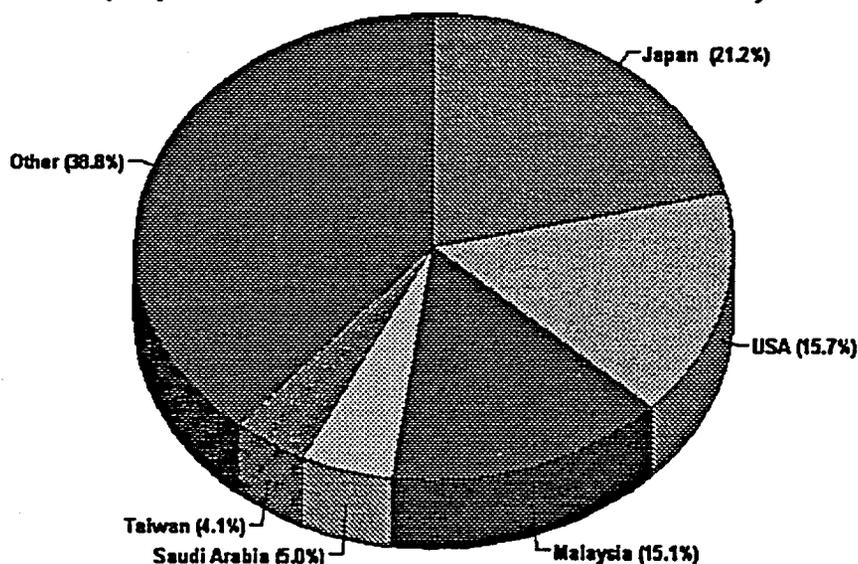
Singapore is becoming successful in maintaining a diversity of trading partners and thus insulating itself from regional economic downturns.

Japan is the largest source of imports for Singapore, accounting for 21.2 percent of Singapore's total imports. Japan, together with the U.S.A. and Malaysia, account for over 50 percent of Singapore's total imports. These amounted to CAD\$78 billion in 1992. Singapore's import sources have remained consistent over the decade.

Major Singaporean Trading Partners (Exports-1992 - Total Cdn\$82billion)



Major Singaporean Trading Partners (Imports-1992 - Total Cdn\$78billion)



Singapore's leading export markets are the U.S.A., Japan and Malaysia accounting in 1992 for 19.6 percent, 15 percent and 8.7 percent of trade respectively. Total exports amounted to CAD\$82 billion in 1992. Its' importance as an entrepot is shown by the fact that its total trade in 1993 was 3.6 times greater than its GDP, and that its principal exports and imports are in the same product categories. Re-exports alone account for over 15 per cent of Singapore's total trade.

Principal exports 1993

<i>Machinery & equipment</i>	58%
<i>Petroleum fuels</i>	12%
<i>Chemicals</i>	6%
<i>Food</i>	4%

Principal imports 1993

<i>Machinery & equipment</i>	58%
<i>Machinery & Transportation Equip.</i>	52%
<i>Petroleum</i>	11%
<i>Food</i>	5%
<i>Chemicals</i>	7%



CANADA-SINGAPORE RELATIONS

CANADA AND SINGAPORE

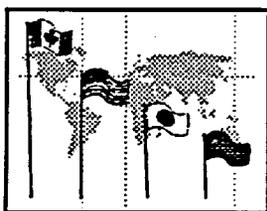
Canada enjoys sound relations with Singapore as a result of Commonwealth ties, a similar outlook on international problems, and Canada's support for and active dialogue with the Association of South East Asian Nations (ASEAN). In addition, Canada and Singapore are both members of the tripartite (government, business, and academia) Pacific Economic Co-operation Conference (PECC).

Singapore is an important interlocutor for Canada on regional and global trade, economic and political issues. Similarly dependent on foreign markets and, therefore, in opposing protectionist trends, both countries co-operate on international economic issues. Trade is by far the most important feature of Canada-Singapore relations.

Ties between Canada and Singapore have been strengthened through strong educational links. It is estimated that there are between 1,500 and 1,800 Singaporeans studying in Canada at any one time. Singaporean graduates of Canadian universities have attained local prominence in government, business and education and are important "unofficial" representatives of Canada.

A number of Singaporeans have chosen to move to Canada in recent years to establish businesses in a wide range of sectors. In 1993, 26 business category cases were processed for movement to Canada, bringing about CDN\$42 million in assets.

Canada and Singapore have worked closely on the Asia-Pacific Economic Co-operation (APEC) initiative. At its' Ministerial meeting in Bangkok in September, 1992, APEC member governments agreed to the establishment of an APEC Secretariat in Singapore. The Secretariat was opened in 1993 and includes one Canadian staff member. In March, 1994, Canada hosted the first APEC Environmental Ministers meeting in Vancouver, which the Singapore Minister of the Environment attended.



CANADA-SINGAPORE TRADE

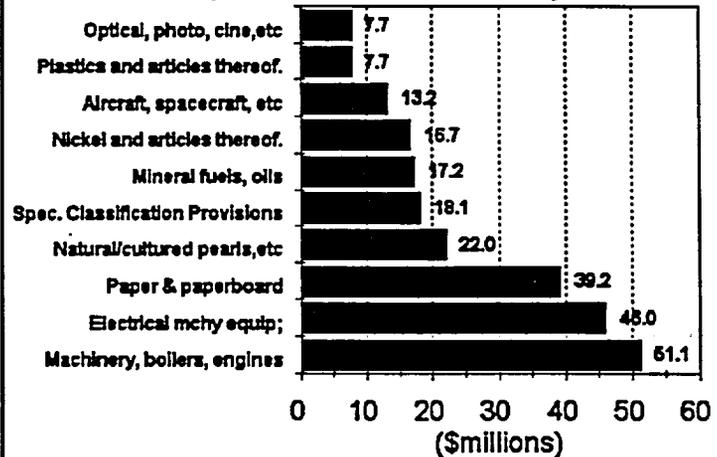
Trade is by far the most important feature of Canada-Singapore relations. It is carried out under the General Agreement on Tariffs and Trade. Singapore is a beneficiary of Canada's General Preferential Tariff (GPT) and British Preferential Tariff. In 1990, more than 75 percent of the dutiable shipments from Singapore were eligible for preferential access to the Canadian market under the GPT.

As Canada's 24th largest export market in the world and one of its largest export markets in ASEAN, Singapore has become a country of considerable importance to Canada. Trade between Canada and Singapore has doubled since 1987, in 1993 exceeding CDN\$1 billion for first time. Singapore's exports to Canada have increased more rapidly than Canada's exports to Singapore and have contributed to a trade deficit for Canada currently in the order of CDN\$478 million. Canadian exports to Singapore were valued at CDN\$318 million in 1993, while imports from Singapore totalled CDN\$796 million.

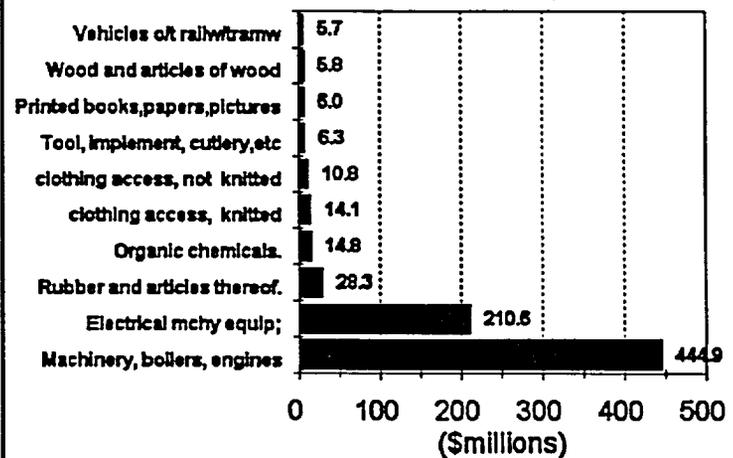
Although two-way trade has been growing at a rapid rate, neither country is a significant player in the other's market. With Canada's 0.5 percent share of Singapore's total imports and its 0.9 percent share of Singapore's total exports, there is much room for further growth in bilateral trade.

Canada's exports, which, in the early 1980's, consisted to a large degree of primary products, are now more equally distributed among the primary and manufacturing sectors. *Canada's major exports are unwrought silver 5 percent, helicopters and parts*

Top 10 Cdn Exports To Singapore (1993 - Customs Basis)



Top 10 Cdn Imports From Singapore (1993 - Customs Basis)



4 percent, machinery 16 percent, petroleum oils 5 percent, electric and electronic equipment 13 percent and paper (including newsprint) 9 percent. In contrast, exports of fertilizers and other chemical products and of vegetable products have thus decreased in importance.

The composition of Singapore's exports to Canada has also changed over the last decade. In 1993, 82 percent of Singapore's exports to Canada were electronic and electrical equipment (and components) including computers, televisions and machinery. These products have replaced the more traditional exports and re-exports of rubber, textiles and clothing, and other miscellaneous manufactured goods.

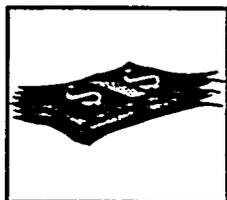
There are two principal reasons why such a small country accounts for such a significant portion of Canada's ASEAN trade. First, Singapore continues to fulfil its historical role as a transshipment point. *Its' air and sea ports are among the world's busiest and most efficient, and the country is rapidly becoming the business, financial and transshipment centre for much of the ASEAN region.* Although difficult to quantify, more than a third of our exports to Singapore are probably destined for re-export. Second, Singapore is the most advanced country in the region in terms of industrial development.

PRIORITY SECTORS FOR CANADIAN EXPORTERS

Canada's trade strategy has identified market opportunities in:

1. **INFORMATION TECHNOLOGY AND ELECTRONIC PRODUCTS:** Information Technology (IT), telecommunications and broadcast technologies are in great demand in Singapore. *Development as a telecommunications hub, programs such as IT2000 and a major cable TV plan create the demand for products, services and technologies.* Canada's capabilities in these areas is well known and many Canadian firms are already exploring the market potential.
2. **CONSTRUCTION:** *A major S\$10 billion retrofitting and refurbishing of public and private housing program and S\$20 billion worth of new buildings* in Singapore over the next 6-7 years will offer market opportunities for Canadian building materials and products, services, technologies, and select construction equipment and tools.
3. **DEFENCE PRODUCTS:** *All sub-sectors offer opportunity* for Canadian suppliers. The Singapore Air Forces are constantly seeking the most up to date, labour-saving equipment and technologies. Direct sales are possible, although technology-transfer may be required. There is also a market for *sophisticated security end products for both military and civilian application.*

4. **AGRI-FOOD:** Although soy beans account for a majority of current Canadian agri-food exports niche markets for processed food items also present opportunities for growth. *A growing Westernized middle class, large expatriate population and the impact of tourism* have heightened interest in specialty, niche market food, beverage and fisheries products.
5. **TRANSPORTATION SYSTEMS AND SERVICES:** There are select opportunities for products and services related to marine, ground and rail transportation, but the primary focus of this sector is the *Singapore aerospace industry. Singapore is a major centre for aerospace business* and home to the Asian Aerospace Show (the next event is in 1996). Canada is a key player in this sector.
6. **OIL AND GAS EQUIPMENT AND SERVICES:** *Singapore continues to serve as the offshore supply base for much of the exploration and development activity in Southeast Asia and Indochina.* The concentration of agents and distributors along with extensive refinery activity creates significant opportunities for Canadian suppliers. There are opportunities in petrochemicals and chemicals.
7. **ENVIRONMENTAL EQUIPMENT AND SERVICE:** Singapore expertise in areas of environmental protection and control, and growing regional environmental concerns, are leading to *Singapore becoming a regional centre of excellence.* Canadian companies with links to appropriate Singapore-based entities can benefit from environmental management and regional connections possessed by local companies.



INVESTMENT

More than 70 Canadian organizations have offices in Singapore, including a number of Canadian banks. Canadian companies are also represented in Singapore through over 200 agents and distributors.

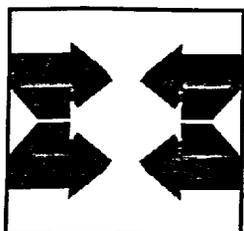
The Canadian commercial and corporate presence in Singapore is growing. By 1992, cumulative Canadian investment exceeded over \$1 billion. However, most of the involvement has taken the form of regional offices rather than manufacturing operations. Much of the investment is in the financial sector, and reflects the presence of Canadian chartered banks and insurance companies.

Canada and Singapore have a double taxation agreement in place.

Considerable potential for attracting Singaporean funds for the Asian market lies in its pool of capital available for foreign investment. In 1985, the Economic Development Board (EDB) created the country's first venture capital fund. Today,

there are more than 20 funds looking for investment opportunities. with 80 percent of them directed to the Asia Pacific region. In 1988, the EDB established a new international direct investment policy to encourage Singaporean companies to invest abroad as a means of creating a group of Singapore-owned and controlled multinational corporations. Added benefits include the acquisition of foreign technology and the creation of new export markets. This policy was modified in 1992 to focus on investment in Asia. China remains the most highly-publicized investment designation, with attention also being paid to Indochina, Myanmar, India, and ASEAN.

No reliable statistics on Singapore direct investment in Canada are available, but estimates indicate that it is approximately \$150 million. The growth potential is tremendous. Portfolio investments are substantial with the Government of Singapore Investment Corporation having over \$1 billion invested in Canadian Government bonds and other securities.



EXPORT MARKETING EFFORTS

A number of government programs and private sector initiatives have supported Canada's export marketing efforts in Singapore. They try to identify opportunities for Canadian exports in specific sectors of Singapore's economy and establishing linkages between the business communities of both countries.

During 1993, the Canadian High Commission in Singapore assisted over 800 Canadian and 2,000 Singapore business visitors. It also answered enquiries from more than 3,000 Canadians and 1,800 Singaporeans. In addition to trade missions sponsored by Foreign Affairs and International Trade Canada, provincial governments organize their own missions, often led by cabinet ministers. Ontario, Quebec, Alberta, Saskatchewan and British Columbia have been most active in this regard. Frequently, Singapore is the focal point of missions which extend to various parts of Southeast Asia. Major regional trade fairs, such as Asian Aerospace, CommunicAsia, Asia Telecom and Offshore Southeast Asia, all take place in Singapore and attract strong Canadian business participation.

The Export Development Corporation (EDC) is open for business in Singapore under all of its export programs. For more information about the Export Development Corporation, call its head office at (613)598-2500, or its regional offices in Halifax, (902)429-0426; Montreal, (514)283-3013; Toronto, (416)973-5211; Calgary, (403)292-6898, or Vancouver (604)666-6234.

The Canada-Singapore Business Association (membership of 280), based in Singapore, was created in response to the growing presence of Canadian companies

and business interests in the country. It acts as a focal point for Singaporean business persons wishing to do business in Canada, while the briefing committee meets with visiting groups to offer an informed perspective on Singapore. *The Association is located at #07-00 RELC Building, 30 Orange Grove Road, Singapore 1025, telephone (011-65)738-9232, fax 738-9227. The executive director is Meryl Estes.*

Two other groups, the Canadian Alumni Association (Singaporean graduates of Canadian universities) and the Canadian Association (Canadians residing in Singapore), try to promote trade and economic ties between the two countries.

A Canada-Singapore Business Association, based in Vancouver, was established in August, 1989 and officially launched in March, 1990. It assists in identifying business opportunities in Canada and Singapore and provides contacts to potential investors. This Association is a counterpart to its Singapore-based namesake, which pursues similar mandates. There are, however, no official links between the two bodies at present.

PROGRAM FOR EXPORT MARKET DEVELOPMENT

The Program for Export Market Development (PEMD) provides a degree of risk-sharing and partnership with the long-term commitment needed to succeed in global markets. It comprises four major elements:

- Market Development Strategies (incorporating a number of export initiatives)
- Small/New-to-Exporting Companies (individual activities for smaller companies)
- Capital Projects Bidding (for companies or commercial consortia)
- Special Activities (trade associations)

PEMD offers cost-shared support for approved activities to eligible companies. *PEMD contributions are repayable should the activity undertaken under PEMD result in sales.*

The program is managed by the Export and Investment Programs Division (TPE) of Foreign Affairs and International Trade Canada, and jointly implemented with Industry Canada. Applicants must be registered in the World Information Network (WIN) or Industry Canada's Business Opportunities Sourcing System (BOSS) to be considered. There are other criteria that must be met in terms of companies' minimum and maximum sales levels, Canadian content of the product(s) being exported, etc. Registration information for the WIN and BOSS, or other questions about PEMD or exporting is available from the Foreign Affairs and International Trade Canada InfoCentre, 1-800-267-8376 (Ottawa callers use 944-4000); fax (613)996-9709, or

International Trade Centres in the following cities:

- **British Columbia:** Vancouver, telephone (604)666-0434, fax 666-8330
- **Alberta:** Calgary, telephone (403)292-6660, fax 292-4578
- **Alberta:** Edmonton, telephone (403)495-2944, fax 495-4506
- **Saskatchewan:** Saskatoon, telephone (306)975-4353, fax 975-5334
- **Manitoba:** Winnipeg, telephone (204)983-8036, fax 983-2187
- **Ontario:** Toronto, telephone (416)973-5053, fax 973-8161
- **Quebec:** Montreal, telephone (514)283-8185, fax 283-8794
- **New Brunswick:** Moncton, telephone (506)851-6452, fax 851-6429
- **Nova Scotia:** Halifax, telephone (902)426-7540, fax 426-2624
- **Prince Edward Island:** Charlottetown, telephone (902)566-7400, fax 566-7450
- **Newfoundland:** St. John's, telephone (709)772-5511; fax (709)772-2373



DOING BUSINESS IN SINGAPORE



THE CANADIAN HIGH COMMISSION

The Commercial Division of the Canadian High Commission *acts as a liaison between Canadian companies and local business, government, and industry.* Canada-based trade commissioners and locally-engaged commerce officers seek business opportunities for interested and export-ready Canadian firms. They can offer recommendations and advice in areas such as selecting agents, methods of advertising, updated information on Singapore companies, knowledge of upcoming tenders, etc.

If you are considering Singapore as a market for your goods or services, you should advise the Commercial Division of your intention to visit Singapore and ask for a meeting with the officer who looks after your commodity. When writing the office, provide as much information as possible about your company and your good or service: *your product's competitive advantage where you are currently selling both in Canada and abroad, how old is your company, how big (number of employees, export sales, etc.).* A corporate brochure can be faxed to potential Singapore partners. A usual rule of thumb is you will not sell abroad if you are not successfully selling in Canada; your company will probably be an unknown entity in Singapore and you will have to establish your company and product credibility. Also useful is information about your product or service, including price, technology, applications, competition in Canada and abroad, and the type of exporting you want to do, i.e. direct sale, joint venture, third country, looking for agent or distributor.

THE CANADIAN HIGH COMMISSION IS LOCATED IN THE IBM TOWERS, 80 ANSON ROAD, 14 FLOOR, SINGAPORE 0207, TELEPHONE (011-65)225-6363, FAX 225-2450.



DOING BUSINESS IN SINGAPORE

A personal visit is the best introduction to Singapore and its business opportunities. Local business or government contacts prefer to meet and deal with prospective sellers, at least the first time a presentation is made. In entering a new market, you face the challenge of convincing local contacts of your firm's products and its competitiveness.

Making business contacts and sales occurs at a slower pace in Singapore (and most Asian countries) than in North America. Appointments should be kept punctually.

Entertainment can be an important part of business development. Canadian business representatives are often entertained and reciprocal invitations are much appreciated. Government or public officials, however, are unlikely to accept invitations or gifts. The Singapore Government has achieved a reputation of being free of corruption.

Your first presentation should be complete and include literature, product specifications, samples, and price, delivery and quality control information. Ensure the products you hope to export meet local labelling, content, environmental, size, and other standards. Let the Canadian High Commission and prospective buyer know if you will need audio-visual equipment for your presentation; Singapore uses PAL-format video tapes only. Video tapes no longer have to be reviewed by Singapore authorities if the Singapore addressee to whom they are sent signs a declaration that the videos are for commercial purposes only. ***Please note that the Canadian High Commission cannot certify the tapes for you. If no Singapore addressee is available, allow several weeks for the videos to be cleared by the Board of Film Censors.***

Appropriate follow-up can be crucial to the success of your visit. Thank-you notes, samples, brochures or other requested information should be dispatched as soon as you return to Canada. Regular correspondence with those you met, as well as the staff of the Canadian High Commission, will show you are serious and committed to the Singapore market. ***Singaporeans expect a turnaround of 24 hours to their faxes,*** even if this is only a note of acknowledgement and an indication of when the answer will be forthcoming. A follow-up visit should be planned in the event there is business potential.

BUSINESS CULTURE

Chinese names begin with the family name, followed by the generational and individual name. Thus, Lee Chow Meng would be addressed as Mr. Lee. Sometimes, an individual may also have a Christian name, in which case the business card might read John Lee or John Lee Chow Meng. He would still be addressed as Mr. Lee. Most Malay names follow the Singapore example, i.e. Abu Bakar Mohamad is Mr. Abu Bakar, and East Indian names have the family name at the end, the same as in Canada.

All three cultures in Singapore share a similar respect for age, family, and rank. In business, this translates into requests for meetings being accompanied by a desire to know the status and number of Canadians attending, in order to ensure Singaporeans of the equivalent level and group size are present. Often, only the most senior Singapore representative will speak. Family, networking, and close personal relations remain important links in business dealings. Less visible, but still present, is the Asian concept of "face" which is related to respect. ***Criticism is counterproductive. Decisions will be reached by consensus.***

These concepts have led to a strong respect for government in Singapore. Government is seen as part of the solution, not the problem. *Singaporeans almost never criticize their government, and will expect the same of visitors.*



REPRESENTATION

Singapore, an expanding market in its own right, is a springboard for trade with other South East Asian countries, and in particular, the other members of the Association of South East Asian Nations (ASEAN). Singapore's central location in the region, its excellent regional and international transportation and communication links, and its role as an entrepot into ASEAN, make it an ideal offshore export base or regional headquarters site.

Canadian companies considering southeast Asia as a long-term possibility should carefully choose a trading method suitable for regional as well as domestic marketing. Companies should investigate the effectiveness that a potential agent or distributor has in neighbouring countries. There is increasing sensitivity, especially in Malaysia and Indonesia, of foreign companies using Singapore agents to sell to them.

Exports can be handled through an established trading firm with branches in Singapore and throughout Singapore's marketing area. If substantial volume is involved, you may consider opening a branch office. The majority of Canadian exporters employ a Singapore agent, often a requirement to sell to Singapore Government departments, agencies, and corporations.

The strength of your company and its products can depend on the competence, credibility, and image of the local representation. *The key to securing sustained business in local and regional markets is ensuring that the chosen representative is familiar with the business practices and end users in the target market.* It is often necessary to rely on the agent to arrange appointments as well as process documents through official channels.

Business development requires positive initial contacts, the establishment of credentials, and patience. Frequent visits to Singapore allow a contact to be assured that the seller does want his business. The agent should be supported by product knowledge, technical support, and updated information and material.

The selection of an agent should be approached with some caution. The law for contracts and agencies in Singapore is similar to the British system. Agreements are governed by the common law of contracts. It may be best to appoint a representative for a one-year trial period, then confirm the appointment if performance is satisfactory.

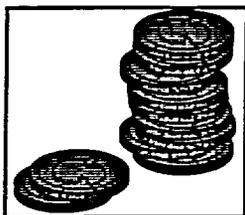
REGULATIONS FOR IMPORTING GOODS

Most goods are permitted into Singapore under an open general licence without a specific validated licence or prior permission. The exceptions, which are subject to import licensing, are certain commodities such as rice, refined sugar, chlorine, products from Albania, Laos, Mongolia and Vietnam, and some goods from Japan (for example, textiles). Firecrackers, play currency and lighters shaped like guns are banned.

The importation of animals, plants, and certain chemicals requires a special permit from the relevant Government department. Pharmaceutical, arms, explosives, and other goods require additional endorsements from the appropriate safety, health or environmental authority.

Singapore is a free port. *Only eight percent of the 2,200 items in the trading classification are subject to import duty.* Some of the dutiable items are liquor, tobacco, petroleum products, certain consumer goods such as clothing, motor cars, tires, electrical appliances and specific not-essential foodstuffs.

Details on the importation of goods can be obtained from the Singapore Permanent Mission to the United Nations in New York (the Singapore mission accredited for Canada) at (212)826-0840; fax (212)826-2964, or the Canadian High Commission in Singapore at (011-65)225-6363; fax 225-2450.



CURRENCY

There are no exchange controls in Singapore. All payments (profits, dividends, interest, royalties, fees, remittances, or capital transfers in any currency and to any country may be transacted without exchange control approval.

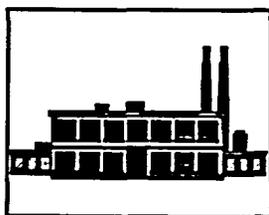
The unit of currency is the Singapore dollar (S\$), which is divided into 100 cents. Notes in circulation are in denominations of \$10,000, \$1,000, \$500, \$100, \$50, \$20, \$10, \$5, \$2, and \$1. Coins are in denominations of \$1, 50 cents, 20 cents, 10 cents, 5 cents, and 1 cent. There is no limit on the amount of Singapore or foreign currency which may be taken into or brought out of the country.

The Brunei dollar is at par with the Singapore dollar, and the two currencies are interchangeable in both countries.

In December, 1994, the Singapore dollar was almost at par with the Canadian dollar. The Singapore dollar has been appreciating steadily during the past year and can be expected to continue rising. Your bank can give you the most current quote.

TENDERING ON PROJECTS

Almost all government purchasing is done by tender. Invitations to bid on tenders may be restricted to contractors registered with the department initiating the request, or they may be open to special registration. Special registration allows foreign firms to demonstrate their expertise in a pre-qualification exercise. Invitations to tender are published in the Singapore *Government Gazette*, as well as the Friday edition of local daily newspapers such as *The Straits Times*. Singapore is not eligible for World Bank project financing, but it can borrow from the Asian Development Bank on a project-specific basis.

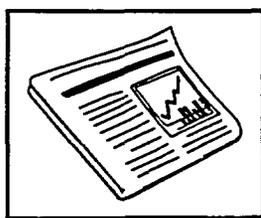


LABOUR

Singapore's total labour force exceeds 1.6 million, of which 20 percent are non-residents. Of this number, 64.4 percent are employed in services, 34.8 percent in industry, and 0.8 percent in agriculture. Unemployment is under 2 percent. Only 14 percent of the country's workers are unionized, and, apart from one work stoppage in 1986, there have been no strikes since the late 1970s. Worker training is viewed as one of the keys to increased labour productivity, capital investment, and technological innovations.

Employers and employees contribute an amount equivalent to 40 percent of the employee's salary to the employee's Central Provident Fund. The government-managed and employee-directed CPF provides social security for the employee, commensurate with salary level and years of work.

Expatriate personnel in Singapore require work permits from the Controller of Immigration, which are issued for periods not exceeding five years. Professional visit passes are issued to persons such as consultants and others intending to work on a short-term basis.



ADVERTISING AND RESEARCH

Newspapers in Singapore are published in the four major languages of English, Chinese, Indian, and Malay. The leading English-language newspapers are *The Straits Times* and the

Business Times. The country's state-owned radio and television stations offer commercial spots in all of the official languages. In some cases, advertising format may differ from that in Canada; for example television advertising usually takes the form of short spots similar to those on British television.

There are many advertising and public relations firms in Singapore that can assist Canadian exporters in media presentation. Market research is becoming increasingly important.

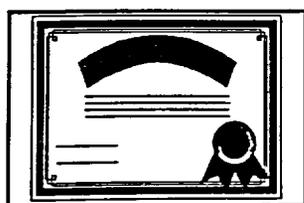
METHODS OF PAYMENT

Prices should be quoted c.i.f. in Singapore, U.S., or Canadian dollars. During early discussions, when the buyer just wants an idea of the cost, f.o.b. prices are acceptable, provided an estimate of insurance and freight is given as well.

Established Singapore importers usually have an excellent payment performance record, but *initially, it is best to ask for payment by irrevocable letter of credit.* This is acceptable and normal practice in Singapore. Once the relationship is well established, a variety of credit terms can be used, but a sale should be preceded by a current credit check. A full credit check can be obtained from companies such as Dun and Bradstreet Canada, which is linked by computer with Dun and Bradstreet in Singapore. Dun and Bradstreet has offices in major Canadian cities.

BANKING AND LOCAL FINANCE

Singapore is one of Asia's leading financial centres. By building on its infrastructure strengths, it has developed into the largest Eurocurrency market in Asia. In 1992, financial institutions operating in Singapore included 78 merchant banks, 27 financial companies and 131 commercial banks (13 locally incorporated and 118 foreign). There were 35 fully-licensed banks, 14 restricted-license banks, and 82 offshore-license banks. *Canadian banks represented in Singapore are the Bank of Montreal, Bank of Nova Scotia, Canadian Imperial Bank of Commerce, National Bank, Royal Bank of Canada, and the Toronto-Dominion Bank.* The Royal Bank recently centralized its Asian regional treasury operations in Singapore, reflecting the growth of Singapore's regional importance.

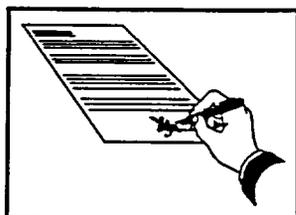


INTELLECTUAL PROPERTY PROTECTION

Patent protection in Singapore is obtained by first acquiring a British patent and then registering it within three years with the

Singapore Registrar of Patents and Trademarks. Initial patent registration is valid for 16 years. Renewal patent protection is also available. Applications are not examined for novelty and there are no opposition proceedings. A British patent that is not registered in Singapore has no protection. This procedure is under examination by the Singapore Government and is expected to change within the next few years.

Trade marks are protected by registration under the Trade Marks Act. Owners of trade marks already registered in Britain generally enjoy priority in Singapore, provided that the request for operation is made with six months of foreign registration. Initial registration covers a period of seven years, and is renewable for an additional period of 14 years. The trademark is open for opposition within two months of advertisement in the *Government Gazette*.



FORMS OF BUSINESS ORGANIZATION

A business enterprise in Singapore may be a sole proprietorship, a partnership, or an incorporated company. A Canadian firm may also establish a branch office, a representative office, or a wholly-owned subsidiary. The form of a company preferred by most foreign companies is the private limited company.

FURTHER READING

Singapore Business-The Portable Encyclopedia for Doing Business with Singapore, published by World Trade Press, 1505 Fifth Avenue, San Rafael, California 94901, 1994

The Investor's Guide to Singapore, (1994) published by Singapore International Chamber of Commerce, 6 Raffles Quay, #10-01, Hancock Tower, Singapore 0104.

GENERAL INFORMATION

LOCAL CUSTOMS

Singapore has banned smoking in restaurants, cinemas, public transport, and other public places. There are fines for littering and crossing streets outside of intersections and crosswalks (jaywalking), and not flushing after using public toilets. Chewing gum is not sold commercially, although visitors can import it for personal use. Magazines, newspapers, and video tapes may be refused entry on editorial or moral grounds, even if they are for personal or business use.

SINGAPORE HAS VERY STRICT LAWS AGAINST CRIME AND DRUGS. CONTRAVENTION OF DRUG LAWS CAN RESULT IN THE APPLICATION OF THE DEATH PENALTY.



CLIMATE

The climate is tropical, with little seasonal variation. The average temperatures range from 31C (88F) during the day to 25C (77F) at night. Daily humidity ranges from 85 to 95 percent. November to January is considered the wet season. Rain falls on most days throughout the year somewhere on the island. Business jackets are rarely worn.

HOLIDAYS

The periods immediately before and for two weeks after the Chinese New Year are busy in Singapore and are not a good time to visit. Several holidays follow the lunar calendar and vary from year to year. The following public holidays are observed:

New Year's Day: January 1

Chinese New Year: Late January to mid-February depending on lunar calendar

Hari Raya Puasa (Muslim): March to April, depending on lunar calendar

Good Friday: Same as Canada

Labour Day: May 1

Vesak Day (Buddhist): April to May, depending on lunar calendar

Hari Raya Haji (Muslim): July to July, depending on lunar calendar

National Day: August 9

Deepavali (Hindu): October to November, depending on lunar calendar

Christmas Day: December 25.

The High Commission observes a mixture of Singaporean and Canadian holidays. If visiting during a suspected holiday, check that the office will be open.



MEASURES

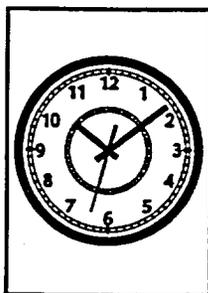
The metric system is the official system of measurement. Information on industrial standards for electrical, sanitary and building products can be obtained from the Singapore Institute of Standards and Industrial Research (SISIR).

FOOD

It is safe to drink the tap water and eat at local hawker centres. Singapore has a wide variety of cosmopolitan restaurants, offering almost every cuisine. ***A 10 percent service charge is automatically included in restaurant bill. Tips are not required for waiters or taxi drivers.***

ELECTRICITY

Electricity supplied for domestic use is 230V, single phase, 50 cycles AC. For industrial purposes, the supply is 415V, three phases, 50 cycles AC. There is no uniformity of appliance plug design, although English three-prong (large) plugs predominate.



TIME DIFFERENCE

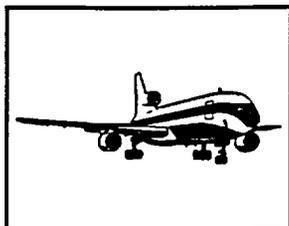
Singapore is 12 hours ahead of Canadian Eastern Standard Time, 13 hours ahead of Daylight Savings Time (October-April).

BUSINESS HOURS

Business hours are generally 9 a.m. to 5 p.m., and industrial enterprises work from 8 a.m. to 5 p.m. Most places normally close for lunch between 1 p.m. and 2 p.m. Saturday business hours are from 8 a.m. to 1 p.m. ***Many stores are open seven days a week until about 9 p.m.***

TELEPHONE

Internal telephone facilities are excellent, as are connections to most countries in the world. *The Singapore direct dial code is 65 for the whole country.*



TRANSPORTATION

Singapore has a highly-developed transportation network. It is connected by both rail and road with West Malaysia via the Johore causeway. The Island of Singapore has a system of well-paved roads and a subway system known as the MRT (Mass Rapid Transit). Changi Airport is served by 58 international airlines. In 1992, it handled 18 million passengers. Neither of Canada's two flag carriers currently serve Singapore, but *Singapore Airlines offers flights to Changi from Vancouver.* There is an airport departure tax of S\$5 for passengers flying to Malaysia, S\$15 for any other destination.

Visiting Canadians require a visitors visa, obtainable free of charge upon arrival. This visa is normally granted for two-week period, unless longer periods are requested. If travelling on, ensure that your passport is valid for at least six months.

The Port of Singapore is among the three busiest in the world in terms of shipping tonnage, including containerized cargo. It is also one of the most efficient. The container port terminals have a capacity of about nine million twenty-foot equivalent units (TEU). A new terminal with 50 berths and a capacity of 36 million TEUs is being built over a 30-year period.

Motor vehicle traffic drives on the left. Taxis are plentiful and the fares reasonable. The flag rate is S\$2.40, which covers the first one and a half kilometres. The 20-kilometre ride from the airport to the city centre is about \$15, which includes a S\$3 airport surcharge.

AUTOMATIC BANK MACHINES

Canadians can use Singapore automatic bank machines to get cash from their bank accounts (not account balances) *if the personal identification number uses only numbers, not a combination of numbers and symbols or numbers and letters.*

HOTELS

Singapore has a wide range of accommodation, but there can sometimes be a shortage of rooms during large conventions and trade shows. Book your hotel early to ensure you get your choice of location and price range. Rates for a first-class hotel can start at S\$175-250, plus a 10 percent service charge and 1 percent tax.

Some of the more popular hotels are:

Ana Hotel Singapore
16 Nassim Hill
Telephone (011-65)732-1222, fax 732-2222

Four Seasons Hotel
190 Orchard Boulevard
Telephone (011-65)1110, fax 733-0682

Dynasty Hotel
Orchard/Scotts Road
Telephone (011-65)734-9900, fax 733-5251

Hilton International Singapore
581 Orchard Road
Telephone (011-65)737-2233, fax 737-6849

Mandarin (Orchard) Hotel
333 Orchard Road
Telephone (011-65)737-4411, fax 732-2361

Marina Mandarin
Marina Square
Telephone (011-65)338-3388, fax 339-4988

Regent Hotel
1 Cuscaden Road
Telephone (011-65)733-8888, fax 732-8838

Westin Stamford and Westin Plaza
2 Stamford Road
Telephone (011-65)338-8585, fax 338-2862

A full list of hotels and other tourist information can be obtained from the Singapore Tourist Promotion Board, 121 King Street West, Suite 1000, Toronto, Ontario M5H 3T9, telephone (416)363-8898, fax 363-5752.



IMPORTANT TELEPHONE NUMBERS

CANADIAN HIGH COMMISSION IN SINGAPORE:

High Commissioner - Gavin Stewart
 Commercial Counsellor - William Roberts
 80 Anson Road, #14-00
 Singapore 0207
 Telephone: (011-65)225-6363, Fax: (011-65)225-2450

DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE, OTTAWA:

Southeast Asia Division - Ted Weinstein
 125 Sussex Drive (PSE)
 Ottawa, Ontario K1A 0G2
 Telephone: (613)996-5824, Fax: (613)996-4309

OTHER CANADIAN ORGANIZATIONS:

Export Development Corporation
 151 O'Connor Street
 Ottawa, Ontario K1A 1K3
 Telephone: (613)598-2992, Fax 237-2690

Provides export financing and various types of export insurance.

Canadian Commercial Corporation
 50 O'Connor Street, 11 Floor
 Ottawa, Ontario K1A 0S6
 Telephone: (613)996-0034, Fax 995-2121

Can act as the prime contractor when foreign s want to purchase goods and services from Canadian suppliers on a government-to-government basis.

Asia-Pacific Foundation of Canada
 999 Canada Place, Suite 666
 Vancouver, British Columbia V6C 3E1
 Telephone: (604)684-5986, Fax 681-1370

A private sector organization that supplies cultural, educational, small business information on Asia Pacific countries.

Standards Council of Canada
45 O'Connor Street
Ottawa, Ontario K1P 6N7
Telephone (613)238-3222 or 1-800-267-8220, Fax (613)995-4564

Information on ISO 9000 and other international standards established by the International Organization for Standardization.

SINGAPOREAN REPRESENTATIVES IN CANADA:

Singapore High Commission to Canada
c/o Singapore Permanent Mission in New York
Two United Nations Plaza, 25th Floor
New York, NY 10017, USA
Telephone: (212)826-0840, Fax: (212)826-2964

Singapore Consulate-General
999 West Hastings Street, Suite 1305
Vancouver, British Columbia V6C 2W1
Telephone: (604)669-5115, Fax: (604)669-5153

SINGAPORE GOVERNMENT AGENCIES AND DEPARTMENTS:

Trade Development Board
1 Maritime Square #10-40 (Lobby D)
Telok Blangah Road
World Trade Centre
Singapore 0409
Telephone (011-65)271-9388, Fax 274-0770

Responsible for all aspects of trade, including export and import permits, certificates of origin, trade statistics. Also maintains offices in New York, telephone (212)421-2207, fax 888-2897; Los Angeles, telephone (213)617-7358, fax 617-7367, and Washington, telephone (202)667-7555, fax 265-7915.

Customs and Excise Department
1 Maritime Square #03-01 and #10-01
Singapore 0409
Telephone (011-65)272-8222, Fax 277-9090

Responsible for all revenue matters relating to customs and Free Trade Zones.

Board of Film Censors

140 Hill Street #04-00, Block G

Singapore 0617

Telephone (011-65)330-0938, Fax 339-2264

Censors all imported films and videotapes, even those used for product demonstration, product knowledge, or company information.

Economic Development Board

250 North Bridge Road, #24-00

Raffles City Tower

Singapore 0617

Telephone (011-65)339-5805, Fax 339-6077

Grants investment and taxation incentives to attract foreign industry to Singapore.

Immigration Department

95 South Bridge Road, #07-00 and #08-00

Pidemco Centre

Singapore 0105

Telephone (011-65)532-2877, Fax 530-1840

Issues and controls visas, visit permits, work permits/employment passes, and permanent resident status permits.

Port Authority of Singapore

460 Alexandra Road

PSA Building

Singapore 0511

Telephone (011-65)274-7111, Fax 274-5677

Provides and runs all port facilities in Singapore.

Ministry of Finance

8 Shenton Way

Floors 43, 45, 46, 50

Treasury Building

Singapore 0106

Telephone (011-65)320-9322; 320-9360, Fax 320-9932

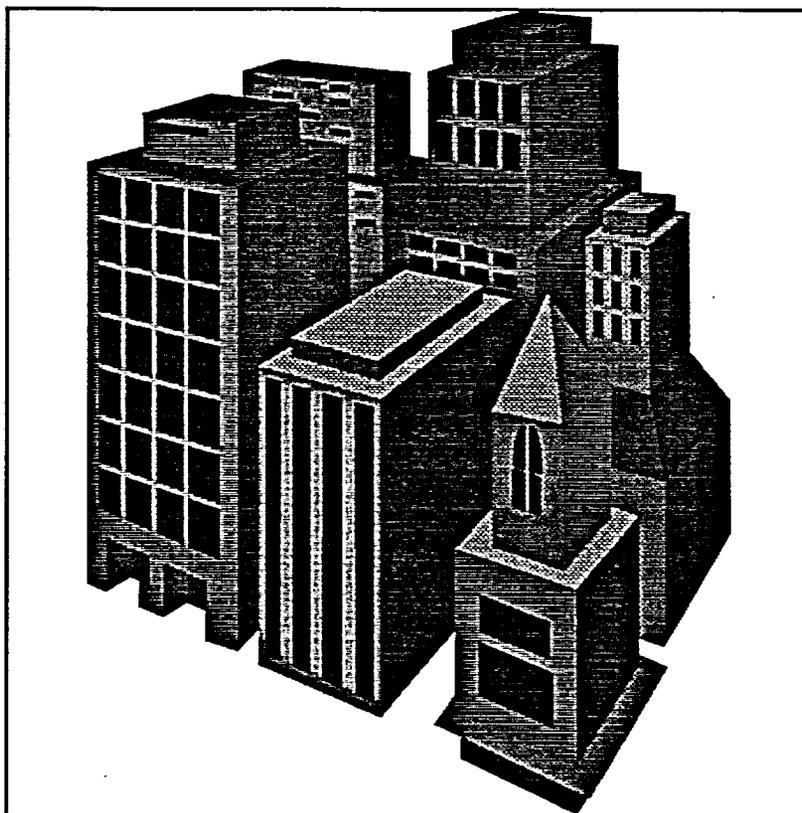
Administers taxation and revenue, international and bilateral aid, government investment in companies, and contact with the Asian Development Bank.

Public Utilities Board
111 Somerset Road
PUB Building
Singapore 0923
Telephone (011-65)235-8888, Fax 731-3020

Provides, distributes, controls, maintains, and administers all gas, electricity and water utilities.

Singapore Institute of Standards and Industrial Research
1 Science Park Drive
Singapore 0511
Telephone (011-65)778-7777, Fax 778-0086

Establishes, approves, and evaluates safety standards for consumer products.



InfoCentre Information Order Service

The Foreign Affairs and International Trade Canada InfoCentre now offers *FaxLink*. The system stores a wide variety of trade and foreign policy-related documents and publications, each with their own publication code, and makes them accessible to you via a facsimile (fax) machine. The FaxLink number is (613) 944-4500 using the handset on your fax machine. Follow the voice prompts to interact with the service, in your choice of English or French, 24 hours a day.

In addition to FaxLink, the InfoCentre also has *publications, market studies and other documents on Singapore and a number of export markets around the world*. These can be ordered by calling 1-800-267-8376 (Ottawa area callers should use 944-4000). The fax number is (613)996-9709.

Publication	Description
ASEAN Guide (1992)	General information on all ASEAN countries
Advanced Industrial Technologies and Materials (1990)	Market profile
Architectural Services Market (1993)	Market profile
Assessing Franchising Opportunities (1990)	Market profile
Beef Market (1994)	Market profile
Bottled Water Products (1994)	Market profile
Canada-Singapore Partnership in Third Country Markets(1992)	Information on selling to third countries from Singapore
Computer Industry (1993)	Market profile
Construction/Building Products (1993)	Market profile
Educational Services (1993)	Market profile

Environmental Protection & Control Products & Services (1991)	Market profile
Environmental Technologies (1993)	Market profile
Food Sectoral Analysis (1993)	Market profile
Oil and Gas Industry (1993)	Market profile
Pork Products (1994)	Market profile
Port Industry (1990)	Market profile
Proposed Cable TV Network (1993)	Market profile
Public Utilities Industry, (1993)	Market profile
Setting Up In Singapore (1993)	Information about opening an Office
Technology Inventory (1993)	Market profile
Telecommunications Industry (1993)	Market profile
Value-Added Wood Products (1994)	Market profile

FACT SHEET - SINGAPORE

July 1994

Area: 641 sq km
Capital: City State

Population: 2.87 million (1993)
System of Government: Constitutional Parliamentary
Democracy

Head of State: President Qng Teng Cheong Prime Minister: Goh Chok Tong
Minister for Foreign Affairs: Prof. S. Jayakumar Minister for Trade and Industry: Yeo Cheow Tong

Language: English, Mandarin, Malay, Tamil
Ethnic Background: Chinese 78%, Malay 14%, East Indian 8%

GDP: CAD\$67.3b (1993) Per Capita Income: CAD\$22,000 (1993) Currency: Spore\$ = Cdn\$0.93
Inflation Rate: 2.4% (1993) Debt Service Ratio: 0.1% (1993) Unemployment Rate: 2.7% (1993)

Major Trading Partners (1993) (CAD billion):**Exports** (Total: \$95.56 b)

1. USA (\$19.5 b)
2. Malaysia (\$13.6 b)
3. Japan (\$7.16 b)
4. Hong Kong (\$6.24 b)
5. Thailand (\$5.46 b)

Imports (Total: \$110.81 b)

1. Japan (\$24.18 b)
2. USA (\$17.95 b)
3. Malaysia (\$18.2 b)
4. Thailand (\$4.56 b)
5. Hong Kong (\$3.48 b)

Canadian Trade Statistics: (CAD\$ millions)

	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992</u>	<u>1993</u>
Exports	275.2	243.5	381.3	377.8	319.2	317.6
Imports	466.9	502.4	551.8	588.9	644.7	796.5
Balance	-191.7	-258.9	-170.5	-211.1	-325.5	-478.9

Major Canadian Exports 1993(CAD\$000)

Newsprint	29,119
Petroleum	17,116
Silver in unwrought forms	16,717
Cathode-ray TV picture tubes	10,504
Helicopter of unladen weight	10,410

Major Canadian Imports 1993(CAD\$000)

Digital & automatic process unit	164,058
Storage units	159,634
Parts and Access of auto. data	84,111
Monolithic integrated circuits	51,805
Radio Broad Receivers	45,516

Main Sectors of Opportunity for Canadian Business:

- | | |
|---|------------------------------------|
| 1. Information Technology/Electronic Products | 4. Agri-Food |
| 2. Construction | 5. Transportation Systems/Services |
| 3. Defence Products | 6. Oil and Gas |

EDC Status: On cover

CIDA Status: Not a program country

Resident Canadian Banks: Bank of Montreal, Bank of Nova Scotia, Canadian Imperial Bank of Commerce, National Bank of Canada, Royal Bank, Toronto Dominion Bank

Canadian Reps in Singapore: High Commissioner - Gavin Stewart; Commercial Counsellor - William Roberts, Tel: (011-65) 225-6363; Fax: (011-65) 225-2450

Department of Foreign Affairs & International Trade/South East Asia Division Trade Contact - Ted Weinstein; Tel: (613) 996-5824; Fax: (613) 996-4309/944-1604

Singapore Reps in Canada: c/o Singapore Permanent Mission in New York; Tel: (212) 826-0840
Fax: (212)826-2964.

MAJOR CANADIAN IMPORTS FROM SINGAPORE
(\$'000s)

<u>Code</u>	<u>1992</u>	<u>1993</u>	<u>Jan-Sep 1994</u>
84 Boilers, mchy & mech appliance; parts	322,850	444,479	503,278
85 Electrical mchy equip parts thereof; sound recorder	196,397	210,804	175,044
29 Organic chemicals	19,615	14,801	46,553
40 Rubber & articles thereof	19,872	28,337	27,533
61 Art of apparel & clothing access, knitted or crocheted	10,978	14,021	8,580
62 Art of apparel & clothing access, not knitted/crocheted	11,381	10,801	7,644
49 Printed books, newspapers, pictures & other product etc.	6,834	5,980	7,351
44 Wood & articles of wood	3,865	5,823	5,255
87 Vehicles o/t railw/tramw roll-stock, pts.	5,539	5,672	5,133
90 Optical, photo	3,475	5,343	5,045
95 Toys, games & sports requisites	3,964	4,613	4,990
98 Special Classification Provisions	2,475	2,253	4,873
82 Tool, implement	1,981	6,274	4,794
03 Fish & crustacean	5,975	5,434	4,291
71 Natural/cultured pearls, prec stones, etc.	2,392	2,294	2,597
39 Plastics and articles thereof	1,951	3,444	2,507
19 Prep of cereal, flour, starch/milk	1,810	1,407	1,936
18 Cocoa & cocoa preparations	1,247	2,132	1,807
99 Special Transaction - Trade	2,723	2,084	1,589
94 Furniture; bedding, mattress	5,636	4,109	1,422
30 Pharmaceutical products	1,076	943	1,202
88 Aircraft, spacecraft, & parts thereof	1,809	4,652	921
48 Paper & paperboard; art of paper pulp, paper/paperboard	738	1,046	848
89 Ships, boats & floating structures	499	490	525
55 Man-made staple fibres	<u>2,003</u>	<u>1,983</u>	<u>150</u>
Sub-Total of	<u>637,973</u>	<u>788,173</u>	<u>825,868</u>
Total	<u>645,631</u>	<u>798,921</u>	<u>831,793</u>

MAJOR CANADIAN EXPORTS TO SINGAPORE
(\$'000s)

<u>Code</u>	<u>1992</u>	<u>1993</u>	<u>Jan-Sep 1994</u>
84 Boilers, mchy & mech appliance; parts	50,507	50,972	41,296
48 Paper & paperboard	39,430	35,058	37,409
85 Electrical mchy equip parts thereof; sound recorder etc.	35,858	42,022	25,285
88 Aircraft, spacecraft & parts thereof	60,119	13,191	14,005
75 Nickel & articles thereof	16,427	16,614	12,166
29 Organic chemicals	812	4,341	7,498
12 Miscellaneous grain, seed, fruit etc.	7,381	6,438	7,313
90 Optical, photo	6,553	7,651	7,044
87 Vehicles o/t railw/tramw roll-stock, pts & accessories	2,131	3,023	5,935
98 Special Classification Provisions	16,227	18,065	5,645
71 Natural/cultured pearls, prec stones & metals, coin etc.	24,117	21,998	5,102
94 Furniture; bedding, mattress, matt support, cushion etc	643	4,153	4,662
39 Plastics & articles thereof	6,961	7,761	4,290
73 Articles of iron or steel	2,819	2,896	3,105
33 Essential oils & resinoids; perf, cosmetic/toilet prep	3,036	4,994	2,551
28 Inorgn chem; compds of prec met	4,650	5,515	2,406
81 Other base metals; cermets; articles thereof	6	211	2,364
82 Tools, implements, cutlery	3,302	3,448	2,361
76 Aluminium & articles thereof	3,134	2,188	1,850
99 Special Transaction - Trade	4,441	4,929	1,793
22 Beverages, spirits & vinegar	969	1,804	1,681
24 Tobacco & manufactured tobacco substitutes	1,556	391	1,525
72 Iron & steel	604	1,673	1,525
44 Wood & articles of wood	2,069	2,039	1,335
55 Man-made staple fibres	2,347	4,483	1,326
10 Cereals	404	370	1,254
03 Fish & crustacean, mollusc & other aquatic invertabrate	979	1,805	1,248
30 Pharmaceutical products	1,267	1,525	1,192
20 Prep of vegetable, fruit, nuts or other parts of plants	1,434	1,999	1,168
49 Printed books, newspapers, pictures & other product etc.	324	819	1,095
70 Glass & glassware	481	1,152	1,024
63 Other made up textile articles; sets; worn clothing	938	1,256	971
38 Misc. chemical products	454	757	962
68 Art of stone, plaster, cement, asbestos, mica/sim mat.	247	1,051	848
57 Carpets & other textile floor coverings	1,252	1,263	819
08 Edible fruit & nuts, peel of citrus fruit	455	1,291	741
78 Lead and articles thereof	2,221	2,422	730
31 Fertilizers	1,306	1,715	722
79 Zinc & articles thereof	1,897	1,677	719
95 Toys, games & sports requisites; parts & access thereof	587	1,824	653
47 Pulp of wood/of other fibrous cellulosic mat; waste etc.	1,620	820	125
27 Mineral fuels, oils & product of their distillation	16	17,220	60
15 Animal/veg fats & oils & their cleavage products	---	1,079	---
Sub-Total of	311,981	305,903	215,803
Total	323,831	322,986	221,758

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