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External Affairs and
International Trade Canada

ASIA PACIFIC

DATA BOOK

MAY 31, 1990

Canada

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TRADE BALANCE WITH ASIA PACIFIC

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MONTREAL - TORONTO

May 28, 1990

MERCHANDISE TRADE BALANCE WITH COUNTRIES OF ASIA PACIFIC

1989 (\$ THOUSAND)

<u>Countries</u>	<u>Exports</u>	<u>Imports</u>	<u>Balance Deficit</u>
BANGLADESH	64,904	23,181	41,723
SRI LANKA	11,220	33,875	(22,655)
HONG KONG	1,013,664	1,160,716	(147,052)
INDIA	297,484	224,032	73,452
MALAYSIA	218,761	320,006	(101,245)
BRUNEI DARUSSALAM	2,339	56	2,283
PAKISTAN	68,875	79,249	(10,374)
SINGAPORE	242,983	503,056	(260,073)
LAOS	1,292	255	1,037
P.R. CHINA	1,115,839	1,182,001	(66,162)
INDONESIA	294,793	191,840	102,953
JAPAN	8,730,870	9,541,037	(810,167)
NORTH KOREA	1,813	257	1,556
SOUTH KOREA	1,591,982	2,440,779	(848,797)
NEPAL	1,715	1,479	236
PHILIPPINES	219,423	204,751	14,672
TAIWAN	881,796	2,351,589	(1,469,793)
THAILAND	339,533	419,700	(80,167)
VIETNAM	2,738	14,983	(12,245)
PAPUA N.G.	31,261	512	30,749
AUSTRALIA	1,032,352	618,144	414,208
FIJI	2,133	15,307	(13,174)
TOKELAU	4,971	432	4,539
NEW ZEALAND	167,904	216,871	(48,967)
NEW CALEDONIA	2,046	3,606	(1,560)
FR. POLYNESIA	1,013	3	1,010
GUAM	3,162	1,024	2,138
OTHER	2,638	35,737	(33,099)
TOTAL	16,349,504	19,584,478	(3,234,974)

SOURCE: STATISTICS CANADA

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VISIT BY JAPANESE MINISTERS TO CANADA

Mr. Hiroshi Mitsuzuka, the Japanese Minister of International Trade and Industry (MITI) visited Ottawa on May 4 and 5, 1990, where he met with the Minister for International Trade as well as with the Ministers for Energy, Mines and Resources; Industry, Science and Technology; and, Consumer and Corporate Affairs.

Prime Minister Toshiki Kaifu visited Ottawa on September 6 to 8, 1989 where he met with Prime Minister Mulroney and Secretary of State for External Affairs, Joe Clark. He was accompanied by the Foreign Minister, Mr. Taro Nakayama. Before returning to Japan, Prime Minister Kaifu visited Vancouver on September 9, 1989 where he met with Premier Vander Zalm. The Associate Minister for National Defence, Mary Collins accompanied the Japanese delegation during its Vancouver visit.

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SOME CANADA/JAPAN TRADE SUCCESS STORIES

A. AGRICULTURE, FISHERY, FOOD PRODUCTS

- * Mr. Crispy's Ltd., a Toronto area company which manufactures french fry vending machines announced in 1989 a \$45 million contract with Tiokai Boeckl to ship 4,400 machines to Japan over the next 3 years.
- * Canadian exports of french fries increased 60% in 1989 and hold 15% of the entire Japanese market.
- * Bread mix (contents which include skim milk powder, wheat flour and sugar; all items highly protected individually) exports were introduced to the Japanese market in 1986. Since then, these exports have risen to the level of 6,000 MT per year.
- * Pet food sales doubled between 1988 and 1989 to reach \$4 million.
- * There was a rapid expansion in bottled water sales in 1989. Exports are now valued at \$2 million.
- * The Canada Beef Export Federation opened an office in Tokyo in November 1989 and is developing a full scale promotion program. Canadian beef exports increased by 70% to \$32 million in 1989.
- * Canola sales set volume and value records in 1989. More oil is now crushed in Japan from canola than from U.S. soyabeans.
- * Sea urchin exports have jumped from \$0 to \$10 million in the space of 2 years.
- * Newly launched Nova Scotia surf clam exports continue to rise rapidly and are expected to reach the \$10 million level shortly.
- * The "dry" beer fad in Japan resulted in the doubling of Canadian malt sales from \$40 million in 1988 to \$80 million in 1989.
- * McCain Foods of Florenceville, N.B. has decided to establish a frozen and chilled food manufacturing plant and sales centres in Japan. Production of a line of frozen potato-based foods will begin in July 1991.

B. MANUFACTURED PRODUCTS

- * Biosig Instrument Inc. (Montreal, Quebec), a pioneer in commercial-market pulse monitors, physical fitness computers and original equipment components built into exercise bicycles and other fitness equipment is now having its products distributed in sports and fitness clubs throughout Japan by Sony.
- * Through the efforts of Thought Technology Inc.'s Japanese distributor, Pollux Overseas Inc., Japan has been identified as one of its strongest export markets. The company manufactures biofeedback performance aids which help improve various kinds of performance through relaxation and visualization techniques combined with feedback of galvanic skin response and other physiological functions.
- * Seeburn Metal Products Ltd. (Orillia, Ontario) is supplying car jacks to Japanese auto manufacturers on an OEM basis.
- * Glas-Aire Industries Ltd. (Langley, British Columbia) is supplying sun roof assemblies and other acrylic components on an OEM basis to Honda Motor Company.
- * Three structural engineering and architectural firms, the RAN Consortium, have teamed up with the large Japanese construction and engineering firm, Kumagai Gumi to market Skydome's design and technology. This effort is among the first by Canadians to develop a marketing presence in the construction and related architectural/engineering services in Japan.
- * Bell Helicopter Textron (Ste. Therese, Quebec) has reported that nearly 25% of its total production or 20 Jet Ranger 206B and 20 Longer Ranger, have been purchased by its Japanese distributor, Mitsui, making Japan its largest offshore market.
- * CAE Electronics Ltd. (Montreal, Quebec) has been awarded an estimated \$35 million contract by All Nippon Airways Co. Ltd. of Japan to develop and build two flight simulators and a maintenance training simulator for the Boeing 747-400 aircraft. The simulators will be delivered in the fall of 1990 and the spring of 1991.

- * Nintendo of Japan has signed a six year licensing agreement with Archer Communications Inc. of Calgary, for their new computer software-hardware system called Q-sound, which promises to "revolutionize" audio visual recording and playback. A system that enables engineers to place sound elements exactly where they will be heard, Q-Sound works with virtually any 2-speaker stereo system.

- * Litton Systems Canada Ltd., Etobicoke, Ontario has supplied flight inspection systems valued at \$11.5 million (1990).

SOME CANADA/JAPAN TRADE SUCCESS STORIES

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- * Sea urchin exports have jumped from \$0 to \$10 million in the space of 2 years.
- * Newly launched Nova Scotia surf clam exports continue to rise rapidly and are expected to reach the \$10 million level shortly.
- * The "dry" beer fad in Japan resulted in the doubling of Canadian malt sales from \$40 million in 1988 to \$80 million in 1989.
- * McCain Foods of Florenceville, N.B. has decided to establish a frozen and chilled food manufacturing plant and sales centres in Japan. Production of a line of frozen potato-based foods will begin in July 1991.

NEWFOUNDLAND DEPENDANCE ON JAPAN AS AN EXPORT MARKET - 1989

	Exports to		% Share (a) / (b)
	Japan (a)	All Countries (b)	
	(Cdn \$ '000)		
Total Exports	64,693	1,830,858	3.53
1 Fish & crustacean, mollusc	44,463	461,458	9.64
2 Paper & Paperboard	15,975	373,708	4.27
3 Salt, Sulphur, earth, plastering material	3,141	34,863	9.01
4 Preparations of meat, fish or crustaceans	447	14,999	2.98
5 Plastics & articles thereof	369	558	66.13
6 Residues & waste from the food industry	153	539	28.39
7 Ores, slag & ash	60	399,800	0.02
8 Articles of stone, plaster, cement	57	58	98.28
9 Ships, boats and floating structures	11	282	3.90
10 Wood & articles of wood, wood charcoal	7	3,041	0.23
11 Other made up textile articles	6	16	37.50
Sub total	64,689	1,289,322	5.02
as % of total	99.99	70.42	

Source: Statistics Canada, Catalogue 65-003

PRINCE EDWARD ISLAND DEPENDENCE ON JAPAN AS AN EXPORT MARKET - 1989

	Exports to		% Share (a) / (b)
	Japan (a)	All Countries (b)	
	(Cdn \$ '000)		
Total Exports	6,391	161,183	3.97
1 Fish & crustacean, mollusc	3,863	41,846	9.23
2 Mineral fuels, oils & products of distillation	1,292	2,002	64.54
3 Preparations of vegetable, fruit, nuts	907	29,374	3.09
4 Nuclear reactors, boilers, machinery	166	6,293	2.64
5 Preparations of meat, fish or crustaceans	86	14,038	0.61
6 Salt, sulphur, earth & stone	30	75	40.00
7 Beverages, spirits & vinegar	27	103	26.21
8 Articles of leather	10	647	1.55
9 Optical, photo, cine, precision	6	2,683	0.22
Sub total	6,387	97,061	6.58
as % of total	99.94	60.22	

Source: Statistics Canada, Catalogue 65-003

NOVA SCOTIA DEPENDENCE ON JAPAN AS AN EXPORT MARKET - 1989

	Exports to		% Share (a) / (b)
	Japan (a)	All Countries (b)	
	(Cdn \$ '000)		
Total Exports	85,779	2,100,176	4.08
1 Fish & crustacean, mollusc	44,995	629,213	7.15
2 Mineral fuels, oils & products of distillation	19,381	90,995	21.30
3 Residues & waste from food industry	1,914	3,779	50.65
4 Preparations of meat, fish or crustaceans	1,838	13,432	13.68
5 Pulp of wood/of other fibrous cellulosic mat.	1,811	225,455	0.80
6 Aluminium & articles thereof	1,393	3,288	42.37
7 Edible fruit & nuts	1,027	18,800	5.46
8 Paper & paperboard	573	240,055	0.24
9 Plastics & articles thereof	410	32,309	1.27
10 Nuclear reactors, boilers, machinery	256	23,210	1.10
11 Impregnated, coated, textile fabric	123	4,040	3.04
12 Vegetable plaiting materials	104	455	22.86
13 Inorganic chemicals	93	1,611	5.77
14 Preparations of vegetable, fruit, nuts	72	3,889	1.85
15 Copper & articles thereof	67	8,626	0.78
Sub total	74,057	1,299,157	5.70
as % of total	86.33	61.86	

Source: Statistics Canada, Catalogue 65-003

NEW BRUNSWICK DEPENDENCE ON JAPAN AS AN EXPORT MARKET - 1989

	Exports to		% Share (a) / (b)
	Japan (a)	All Countries (b)	
	(Cdn \$ '000)		
Total Exports	210,335	2,988,750	7.04
1 Pulp of wood/other fibrous cellulosic mat.	116,240	719,935	16.15
2 Paper & paperboard	63,373	584,112	10.85
3 Fish & crustacean, mollusc	16,053	168,918	9.50
4 Mineral fuels, oils & products of distillation	6,221	634,872	0.98
5 Preparations of vegetable, fruit, nuts	3,347	18,722	17.88
6 Dres, slag and ash	2,034	171,416	1.19
7 Aluminium & articles thereof	824	5,292	15.57
8 Musical Instruments	784	4,857	16.14
9 Wood & articles of wood, wood charcoal	348	188,640	0.18
10 Preparations of meat, fish or crustaceans	230	62,187	0.37
11 Cocoa & cocoa preparations	224	401	55.86
12 Iron & steel	133	1,600	8.31
13 Furniture, bedding, cushions	94	1,912	4.92
14 Products of animal origin	86	1,834	4.69
15 Nuclear reactors, boilers, machinery	78	25,906	0.30
Sub total	210,069	2,590,604	8.11
as % of total	99.87	86.68	

Source: Statistics Canada, Catalogue 65-003

QUEBEC DEPENDENCE ON JAPAN AS AN EXPORT MARKET - 1989

	Exports to		% Share (a)/(b)
	Japan (a)	All Countries (b)	
	(Cdn \$ '000)		
Total Exports	469,859	22,875,103	2.05
1 Meat & edible meat offal	74,430	369,734	20.13
2 Aluminium & articles thereof	66,962	2,450,193	2.73
3 Ores, slag & ash	50,574	954,324	5.30
4 Precious stones & metals	44,461	311,892	14.26
5 Salt, sulphur, earth & stone	41,356	381,908	10.83
6 Pulp of wood/of other fibrous cellulosic mat.	20,217	806,439	2.51
7 Fish & crustacean, mollusc	17,527	99,378	17.64
8 Nuclear reactors, boilers, machinery	15,422	2,027,290	0.76
9 Paper & paperboard	12,244	3,399,514	0.36
10 Raw hides & skins (other than furskins)	11,944	89,178	13.39
11 Aircraft, spacecraft & parts thereof	11,540	809,971	1.42
12 Iron & steel	9,912	450,520	2.20
13 Electrical machinery & equipment	9,627	1,697,827	0.57
14 Dairy products, birds' eggs, natural honey	9,571	109,649	8.73
15 Zinc & articles thereof	9,236	298,406	3.10
16 Wood & articles of wood, wood charcoal	8,123	874,305	0.93
17 Inorganic chemicals	7,947	357,983	2.22
18 Optical, photo, measuring equipment	6,345	185,620	3.42
19 Pharmaceutical products	3,809	82,900	4.59
20 Sugars & sugar confectionary	3,501	41,367	8.46
21 Mineral fuels, oils & products of distillation	3,346	434,331	0.77
22 Impregnated, coated, textile fabric	3,213	60,267	5.33
23 Furskins & artificial fur	3,089	102,521	3.01
24 Plastics & articles thereof	2,820	314,740	0.90
25 Miscellaneous chemical products	2,283	51,296	4.45
Sub total	449,499	16,761,553	2.68
as % of total	95.67	73.27	

Source: Statistics Canada, Catalogue 65-003

ONTARIO DEPENDENCE ON JAPAN AS AN EXPORT MARKET - 1989

	Exports to		% Share (a) / (b)
	Japan (a)	All Countries (b)	
	(Cdn \$ '000)		
Total Exports	821,885	65,050,534	1.26
1 Precious stones & metals	330,203	2,431,236	13.58
2 Meat & edible meat offal	68,380	213,428	32.04
3 Nuclear reactors, boilers, machinery	42,262	7,754,775	0.54
4 Optical, photo, measuring equipment	37,850	989,851	3.82
5 Electrical machinery equipment	37,151	2,832,354	1.31
6 Inorganic chemicals	26,974	1,034,455	2.61
7 Dross, slag, & ash	16,933	265,523	6.38
8 Nickel & articles thereof	13,253	791,527	1.67
9 Beverages, spirits & vinegar	12,554	291,665	4.30
10 Fish & crustaceans, mollusc	10,870	59,407	18.30
11 Aluminium & articles thereof	10,796	695,459	1.55
12 Oil seed, oleagi fruits, misc grain	10,207	108,553	9.40
13 Wood & articles of wood, wood charcoal	8,346	687,406	1.21
14 Vehicles other than railway related	8,342	28,543,712	0.03
15 Rubber & articles thereof	8,174	720,906	1.13
16 Raw hides & skins (other than furskins)	7,628	110,671	6.89
17 Furskins & artificial fur	5,902	107,615	5.48
18 Pharmaceutical products	5,047	97,866	5.16
19 Aircraft, spacecraft & parts thereof	4,125	1,082,217	0.38
20 Miscellaneous chemical products	4,087	179,141	2.28
21 Articles of iron or steel	3,333	1,171,420	0.28
22 Plastics & articles thereof	3,106	1,189,843	0.26
23 Glass & glassware	3,066	336,062	0.91
24 Tools, cutlery, of base metals	2,956	141,171	2.09
25 Residue & waste from food industry	2,882	107,671	2.68
26 Organic chemicals	2,646	611,658	0.43
27 Pulp wood/of other fibrous cellulosic mat.	2,524	973,368	0.26
28 Paper & paperboard	2,400	2,240,619	0.11
29 Albuminoidal substances, starch, glue	2,392	21,256	11.25
30 Products of animal origin	2,303	40,074	5.75
Sub total	696,692	55,830,909	1.25
as % of total	84.77	85.83	

Source: Statistics Canada, Catalogue 65-003

MANITOBA DEPENDENCE ON JAPAN AS AN EXPORT MARKET - 1989

	Exports to		% Share (a) / (b)
	Japan (a)	All Countries (b)	
	(Cdn \$ '000)		
Total Exports	217,941	2,866,597	7.60
1 Oil seed, oleagi fruits, misc grain	107,963	256,796	42.04
2 Cereals	64,643	447,233	14.45
3 Meat & edible meat offal	11,840	60,325	19.63
4 Preparation of vegetable, fruit, nuts	10,699	14,169	75.51
5 Products of mill industry, malt,	4,524	9,394	48.16
6 Albuminoidal substances, starches, glues	3,472	4,435	78.29
7 Dairy products, birds' eggs, natural honey	2,363	14,252	16.58
8 Wood & articles of wood, wood charcoal	1,311	76,288	1.72
9 Animal/vegetable fats & oils	911	47,793	1.91
10 Preparations of meat, fish or crustaceans	378	684	55.26
11 Nuclear reactors, boilers, machinery	350	291,071	0.12
12 Aluminium & articles thereof	293	17,410	1.68
13 Articles of apparel & clothing accessories	211	1,010	20.89
14 Vehicles other than railway related	139	248,088	0.06
15 Printed books, newspapers	126	13,964	0.90
16 Fish & crustacean, mollusc	102	37,920	0.27
17 Furniture, bedding, mattress, cushion	100	24,213	0.41
Sub total	209,425	1,565,045	13.38
as % of total	96.09	54.60	

Source: Statistics Canada, Catalogue 65-003

SASKATCHEWAN DEPENDENCE ON JAPAN AS AN EXPORT MARKET - 1989

	Exports to		% Share (a) / (b)
	Japan (a)	All Countries (b)	
	(Cdn \$ '000)		
Total Exports	635,563	4,670,212	13.61
1 Cereals	248,404	1,782,508	13.94
2 Oil seed, oleagi fruits, misc grain	245,796	365,887	67.18
3 Fertilizers	74,464	1,000,995	7.44
4 Pulp of wood/of other fibrous cellulosic mat.	48,136	148,364	32.44
5 Meat & edible meat offal	3,978	52,866	7.52
6 Residues & waste from food industry	3,081	10,168	30.30
7 Products of mill industry, malt, starches	3,030	10,462	28.96
8 Preparations of cereal, flour, starch	2,253	2,490	90.48
9 Edible vegetables & certain roots & tubers	770	35,339	2.18
10 Wood & articles of wood, wood charcoal	317	29,866	1.06
11 Pharmaceutical products	231	250	92.40
12 Animal/vegetable products	229	5,335	4.29
13 Nuclear reactors, boilers, machinery	167	61,950	0.27
14 Dairy products, birds' eggs, natural honey	129	4,390	2.94
15 Furniture, bedding, mattress, cushion	106	518	20.46
Sub total	631,091	3,511,388	17.97
as % of total	99.30	75.19	

Source: Statistics Canada, Catalogue 65-003

ALBERTA DEPENDENCE ON JAPAN AS AN EXPORT MARKET - 1989

	Exports to		% Share (a)/(b)
	Japan (a)	All Countries (b)	
	(Cdn \$ '000)		
Total Exports	1,083,605	12,860,684	8.43
1 Mineral fuels, oils & products of distillation	373,960	7,203,944	5.19
2 Oil seed, oleagi fruits, misc grain	234,558	311,592	75.28
3 Organic chemicals	181,058	886,811	20.42
4 Cereals	143,216	957,133	14.96
5 Products of mill industry, malt, starches	47,364	56,942	83.18
6 Meat & edible meat offal	24,515	176,753	13.87
7 Pulp of wood/of other fibrous cellulosic mat.	18,899	434,471	4.35
8 Raw hides & skins (other than furskins)	8,627	46,076	18.72
9 Residues & waste from food industry	7,843	26,423	29.68
10 Wood & articles of wood, wood charcoal	4,908	286,395	1.71
11 Plastics & articles thereof	3,572	451,381	0.79
12 Preparations of cereal, flour, starch	1,998	4,217	47.38
13 Beverages, spirits & vinegar	1,618	19,153	8.45
14 Nuclear reactors, boilers, machinery	1,605	186,626	0.86
15 Furniture, bedding, mattress, cushion	1,448	29,250	4.95
16 Inorganic chemicals	1,420	92,251	1.54
17 Electrical machinery equipment parts thereof	1,185	212,460	0.56
18 Optical, photo, measuring equipment	1,112	33,710	3.30
19 Preparations of vegetable, fruit, nuts	915	2,386	38.35
20 Live animals	857	206,309	0.42
Sub total	1,060,678	11,624,283	9.12
as % of total	97.88	90.39	

Source: Statistics Canada, Catalogue 65-003

BRITISH COLUMBIA DEPENDENCE ON JAPAN AS AN EXPORT MARKET - 1989

	Exports to		% Share (a) / (b)
	Japan (a)	All Countries (b)	
	(Cdn \$ '000)		
Total Exports	5,094,761	17,765,848	28.68
1 Wood & articles of wood, wood charcoal	1,331,532	5,020,192	26.52
2 Mineral fuels, oils & product of distillation	1,090,563	2,065,110	52.81
3 Pulp of wood/of other fibrous cellulosic mat.	828,694	3,718,878	22.28
4 Dres, slag & ash	795,036	1,172,709	67.79
5 Fish & crustacean, mollusc	346,512	581,173	59.62
6 Aluminium & articles thereof	272,096	576,539	47.19
7 Oil seed, oleagi fruits, misc grain	54,574	76,654	71.20
8 Paper & paperboard	52,358	1,420,929	3.68
9 Organic chemicals	38,047	102,772	37.02
10 Zinc & articles thereof	30,938	442,207	7.00
11 Furniture, bedding, mattress, cushion	25,344	74,633	33.96
12 Residues & waste from food industry	23,492	77,989	30.12
13 Animal/vegetable fats & oils	23,109	44,316	52.15
14 Vehicles other than railway related	21,644	237,116	9.13
15 Meat & edible meat offal	21,271	46,190	46.05
16 Products of mill industry, malt, starches	19,154	20,605	92.96
17 Salt, sulphur, earth & stone	11,526	177,005	6.51
18 Edible vegetables	10,489	30,893	33.95
19 Nuclear reactors, boilers, machinery	10,444	408,843	2.55
20 Inorganic chemicals	10,150	84,384	12.03
Sub total	5,016,973	16,379,137	30.63
as % of total	98.47	92.19	

Source: Statistics Canada, Catalogue 65-003

JAPANESE INVESTMENT

NEWFOUNDLAND

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1979	Marubeni Corp.	Earle Brothers Fisheries	\$40,000	Fish processing	Carbonear
1989	Bridgestone (Canada) Inc.	Pardy's Tire Services Ltd.	\$4.2 M	Tire manufacturing	Grand Falls

M = Million
n.a. = not available

JAPANESE INVESTMENT

PRINCE EDWARD ISLAND

There are no sizeable Japanese investments in the province.

M = Million
n.a. = not available

JAPANESE INVESTMENT

NOVA SCOTIA

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1988	Bridgestone (Canada) Inc.	Good-Wear Treaders Ltd.	\$4.0 M	Tire Importer & Seller	Bridgewater
1988	Daiwa Marine Expressor Co. Ltd.	Ocean Capture Inc.	n.a.	Fish products & aquaculture	Yarmouth

M = Million

n.a. = not available

JAPANESE INVESTMENT

NEW BRUNSWICK

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1980	Oji Paper	N.B. Int'l Paper	\$550.5 M	Paper	Dalhousie
1988	Happy World Inc.	Ocean Pound Inc.	\$0.2 M	Lobsters	Grand Manan

M = Million

n.a. = not available

JAPANESE INVESTMENT

QUEBEC

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1968	YKK	YKK Canada	\$2.0 M	Fastners	St. Laurent
1976	Sanyo Electric	Sanyo Industries	\$0.6 M	Colour TV assembly	Montreal
1979	Toyobo	Consoltex Canada	\$16.4 M	Dyeing & processing of woven fabrics	Montreal
1986	Bridgestone (Canada) Inc.	C.T.R. Inc.	n.a.	Tire Manufacturing & Distributing	Quebec City
1987	Amada S.A.	Amada Promecam Canada Ltd.	\$0.5 M	Machine Tools	Granby
1987	Toyoda Gosei Holdings Inc.	Waterville T.G. Inc.	n.a.	Car Mats	Waterville
1988	Daishowa Forest Products Ltd.	none	\$631 M	Newsprint and paperboard	Quebec City
1988	Inx Int'l Inc.	Acme Inks of Canada Inc.	n.a.	Printing Ink	Dorval
1988	Nippon Kogaku/Nikon	none	\$3.0 M	Optical instruments	Montreal
1988	Settsu Corp.	Drummond Business Forms (1984) Ltd.	n.a.	Business Forms	Boucherville
1989	C.T.R. Inc.	Service de Pneus Baie Comeau Inc.	n.a.	Tire Distributing	Baie Comeau
1989	Hitachi Data Systems Corp.	NAS Canada Inc.	n.a.	Mainframe Computers	Montreal

M = Million

n.a. = not available

QUEBEC (Cont'd)

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1989	Kobe Steel Ltd./Marubeni	Kobe Aluminium Canada Inc.	\$220 M	Aluminium	Montreal
1989	Marubeni Corp.	Marubeni Quebec Inc.	n.a.	Trading House	Montreal
1989	Minolta (Montreal) Inc.	S.M.B. Machine Specialist Co.	n.a.	Copying Equipment	Montreal
1990	Mitsui/Sovadenko	Ferrochrome	\$140 M	Manufacturing	Becancour
1990	Tokyo Biological & Zoologie Research Institute	ITR Laboratories	\$14 M	Pharmaceuticals	Montreal

M = Million
n.a. = not available

JAPANESE INVESTMENT

ONTARIO

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1972	Mitsubishi Electric Ind.	Mitsubishi Electric Ind.	\$0.7 M	Colour TVs	Toronto
1972	Mitsui	Weld Loc Systems of Canada	\$67,500	Polpropylene strapping bands	Coburg
1973	Makita Electric Works	Makita Power Tools Canada	\$8.5 M	Electric power tools	Whitby
1974	Prince Hotels	Toronto Prince Hotel	n.a.	Hotel	Toronto
1976	Fujitsu	Consolidated Computer	\$23 M	Computer peripheral equipment	Don Mills
1981	Mirata Mfg.	Murata-Erie North America	\$4.8 M	Electronic components	Trenton
1982	Sanyo Machine Works	Sunrise Automation Systems	\$0.8 M	Welding Machines	Elmira
1983	Mitsubishi Electric	Mitsubishi Electric Industries Canada	\$15 M	Colour cathode ray tubes	Midland
1984	Kuriyama of America	Kuriyama Canada	\$0.5 M	Industrial hoses	Brantford
1984	Sony Corp.	Sony Electronics	\$1.1 M	Headphones, loud speakers	Whitby
1984	Tokai Corp.	Tokai of Canada	\$5.0 M	Cigarette Lighters	Uxbridge
1984	Honda Motor & 1988 Company	Honda of Canada Mfg.	\$280 M	Passenger cars	Alliston

M = Million
n.a. = not available

ONTARIO (Cont'd)

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1985	Fuji Tool & Die	Fujima Int'l	\$5.0 M	Auto stamping dies	Guelph
1985	Hosokawa Micron Corp.	Ducon Mikropul Ltd.	\$0.9 M	Air pollution Control equip.	Brampton
1985	Nippon Columbia Co. Ltd.	Denon Canada Inc.	\$1.0 M	Stereos	Markham
1985	Teraoko Seiko Co. Ltd.	Scales Canada Inc.	n.a.	Scales	Downsview
1985	Toshiba of Canada Ltd.	Vokronix Distribution Inc.	n.a.	Telecommuni-cations	Rexdale
1985	Trutec Industries (Canada) Inc.	Despatch Industries Inc.	\$1 M	Paint finishing Systems	Malton
1986	Fukuda Press Industry	F & P Mfgr.	\$55 M	Auto parts	Tottenham
1986	Kyocera Int'l Inc.	Yashica Canada Inc.	n.a.	Video Systems	Mississauga
1986	Konishiroku Photo Industry Co. Ltd.	Royal Business Machines (Canada) Ltd.	n.a.	Photocopiers	Pickering
1986	Mitsubishi Canada Ltd.	ACLO Compounders Inc.	\$0.1 M	Plastic Compounders	Cambridge
1986	Ryobi Canada Ltd.	Galt Wood Tools Ltd.	\$0.5 M	Power Tools	Cambridge
1986	Suzuki Motor	CAMI Automotive Inc.	\$200 M	Passenger cars	Ingersoll

M = Million
n.a. = not available

ONTARIO (Cont'd)

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1986	Tokai Rika Co. Ltd.	Quality Safety Systems Co.	n.a.	Automotive Safety Systems	Windsor
1986	Tokai Rika Co. Ltd.	Quality Safety Systems	\$1.4 M	Seatbelts	Midstone
1986/ 1987	Toyota Motor Corp.	Toyota Motor Mfg. Canada	\$400 M	Passenger cars	Cambridge
1987	DIC Holdings Corp.	Reichhold Ltd.	n.a.	Plastics & Composites	Mississauga
1987	Kao Corp.	Kao-Didak	\$25 M	Floppy disks	Amprior
1987	Nichirin Rubber Industrial	Nichirin Inc.	\$0.5 M	Hydraulic hoses	Brantford
1987	SRI Int'l Inc.	Dunlop Tires (Canada) Ltd.	n.a.	Tires	Woodbridge
1987	Sumitomo Canada Ltd.	Miura Canada Co. Ltd.	\$1.1 M	Boilers	Ajax
1987	Toyo Soda Mfg. Co. Ltd.	Tosoh Canada Ltd.	\$0.3 M	Chemicals	Toronto
1987	Yazaki	VDO-Yazaki	\$2 M	Auto parts	Barrie
1988	Bridgestone Corp.	Firestone Canada Inc.	n.a.	Tires	Hamilton
1988	CKD Corp.	Miller Fluid Power (Canada) Ltd.	n.a.	Hydraulic & Pneumatic Cylinders	Mississauga
1988	Honda Motor	Balmer Parts Industries	\$4.5 M	Automobile Seats	Tecumseh
1988	Kao Corp. of America	Jergens Canada Inc.	n.a.	Soap	Perth

M = Million
n.a. = not available

ONTARIO (Cont'd)

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1988	Mitsui & Co.	Magna Int'l	\$49 M	Auto parts	Tillsonburg
1988	Paloma Industries Ltd.	Raypak Thermonics (Canada) Ltd.	n.a.	Heaters	Rexdale
1988	Ryobi Motor Products of Inc.	Singer Company of Canada	n.a.	Electric Power Tools	Willowdale
1988	Sony Corp.	CBS Records Canada Ltd.	n.a.	Records, Tapes, CDs	Toronto
1989	ASCII Corp. of America	International Datacasting Corporation	\$0.05 M	Software for Satellites & Telecommunications Systems	Ottawa
1989	Canon	O.E. Inc. O.E. Hamilton Inc. O.E. Oshawa Inc.	\$100.2 M	Office Equipment	Toronto Hamilton Oshawa
1989	Edoken Canada Inc.	Windsor Arms Hotel	\$30 M	Hotel	Toronto
1989	GGs Hotel Holdings Canada Inc.	Sheraton Hamilton Hotel	n.a.	Hotel	Hamilton
1989	Kao Corp.	Goldwell Cosmetics (Canada) Ltd.	n.a.	Personal Care Products	Mississauga
1989	Kikuchi Color Ltd.	Dominion Color Canada	n.a.	Pigments	Toronto
1989	Komatsu Ltd.	Husky Injection Molding System Ltd.	\$40 M	Injection Molding	Toronto

M = Million

n.a. = not available

ONTARIO (Cont'd)

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1989	Kuriyama of America Inc.	Accuflex Industrial Hose Ltd.	n.a.	Thermoplastic Hose & Tubing	North York
1989	Mitsubishi	Stelco	n.a.	Steel Mfg.	Hamilton
1989	NEC Canada Inc.	Interconnect Equipment Systems	n.a.	Facsimile Equipment	Markham
1989	Nippon Sanso K.K.	Matheson Gas Products Canada Inc.	n.a.	Gases	Whitby
1989	Nippon Sanso K.K.	Canadian Thermos Products Inc.	\$1.7 M	Leisure	Scarborough
1989	Service de Pneus CTR Ltée.	Sudbury Tire Inc.	n.a.	Tires	Sudbury
1989	SHI Acquisition Corp.	Lumonics Inc.	\$83.6 M	Lasers	Kanata
1989	Yamanouchi Acquisition Corp.	Shaklee Canada Inc.	n.a.	Personal Care Products	Burlington
1989	YKK Canada Inc.	Universal Fasteners Ltd.	n.a.	Fasteners	Windsor

M = Million

n.a. = not available

JAPANESE INVESTMENT

MANITOBA

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1989	Minebea	Northern Manitoba Breeders	\$3.0 M	Develop purebred hogs	Winnipeg

M = Million
n.a. = not available

JAPANESE INVESTMENT

SASKATCHEWAN

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1986	Marubeni Hitachi	Hitachi Canada	\$8.0 M	Turbine plant	Saskatoon
1987	S.K. Turbine Ltd.	S.K. Turbine Ltd.	\$25,000	Turbines	Saskatoon
1988	Bridgestone (Canada) Inc.	James Tire Centres Ltd.	n.a.	Tire distributing	Regina
1988	Hitachi Ltd.	Hitachi Canadian Industries Ltd.	\$0.7 M	Turbines & Generators	Saskatoon

M = Million

n.a. = not available

JAPANESE INVESTMENT

ALBERTA

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1986	Oyo Corp. USA	Geo Space Canada Inc.	n.a.	Geophones	Calgary
1986	National Laser Disc Manufacturing Ltd.	National Laser Manufacturing	n.a.	Laser disc manufacturing	Calgary
1987	Bridgestone (Canada) Inc.	Crown Tire Service Ltd.	n.a.	Tires	Edmonton
1988	Canpex Co. Ltd.	Canpex Co. Ltd.	n.a.	Oil & Gas Exploration	Calgary
1988	Daishowa Paper	none	\$500 M	Market pulp	Peace River
1988	Fuji Project Co. Ltd.	Banff Park Lodge	\$26 M	Hotel	Banff
1988	Honshu Paper Company & Mitsubishi Corp.	Crestbrook Forest Industries	\$1.3 B	Market pulp	Athabaska
1988	Mitsui & Co. (Canada) Ltd.	Argo Sales Ltd.	n.a.	Oilfield & Pipeline equip.	Calgary
1989	Okabe Canada Investments Co. Ltd.	Delta Bow Valley Inn	\$24 M	Hotel	Calgary
1989	Nippon Meat Packers (Canada) Inc.	Alsask Processors Co. Ltd.	\$0.2 M	Horsemeat Processor	Edmonton
1989	Taiho	SynPhar Laboratories	\$2.0 M	Drugs	Edmonton

M = Million
n.a. = not available

JAPANESE INVESTMENT

BRITISH COLUMBIA

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1962	Marubeni Corp.	Cassiar Packing	\$2.3 M	Fish processing, sales	Richmond
1963	Marubeni Corp.	Tonquin Enterprises	\$9.0 M	Fish processing, herring roe	Vancouver
1966	Mitsui & Co. Kobe Steel Shinko Wire	Titan Steel & Wire Co.	\$2.6 M	Steel rod products	North Surrey
1967	Honshu Paper Mitsubishi Corp.	Crestbrook Forest Industries	\$30.7 M	Pulp, plywood	Cranbrook
1967	Mitsui Mining & Smelting Marubeni Corp.	Nuspar Resources	\$2.2 M	Prospecting non-ferrous metals	Vancouver
1968	Jujo Paper	Finlay Forest Industries	\$50.6 M	Pulp, lumbering	McKenzie
1973	10 Companies	Westar Mining	\$18.5 M	Coal mining	Vancouver
1973	Misawa Homes	Misawa Homes	\$4.0 M	Building material, lumber	Vancouver
1978	Daishowa Paper	Daishowa Canada	\$16 M	Lumber, paper	Vancouver
1981	Mitsui Mining Mitsubishi Corp.	Kaiser Coal	\$5.5 M	Mining	Vancouver

M = Million
n.a. = not available

BRITISH COLUMBIA (Cont'd)

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1983	Mitsui Mining Tokyo Boeki Nippon Steel Sumitomo Corp.	Quintette Coal	\$114 M	Coal	Vancouver
1983	Toyota Motor Corp.	Captin	\$23 M	Aluminum wheel	Delta
1985	Akai Electric Co. Ltd.	Akai Audio Video Canada Inc.	n.a.	Consumer Electronics Importer	Richmond
1985	Toyo Tire & Rubber Co. Ltd.	MC Tire Sales (Canada) Ltd.	\$1.0 M	Tire distributing	Richmond
1986	Tokyu Corp.	Pan Pacific Hotel	n.a.	Hotel	Vancouver
1987	Itoman & Co. Ltd.	Harrison Hot Springs Hotel	\$13.5 M	Hotel	Harrison Hot Springs
1987	Oji Paper	Canfor	\$307.5 M	Newsprint	Port Mellon
1987	Tohei Trading Co. Ltd.	Canako Sea Products Inc.	n.a.	Fish Processor	Tofino
1988	Caesar Park Hotel Investment Ltd.	Westin Hotel Company Ltd.	n.a.	Hotel	Vancouver
1988	Howe Sound Pulp & Paper Ltd.	Howe Sound Pulp Divison	n.a.	Pulp	Port Mellon
1988	Howe Sound Pulp & Paper Ltd.	Westcoast Cellufibre Industries Division	n.a.	Sawmill	Vancouver

M = Million
n.a. = not available

BRITISH COLUMBIA (Cont'd)

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1988	IPEC Inc.	Nancy Green's Olympic Lodge	n.a.	Hotel	Whistler
1988	Listel Canada Ltd.	International Lodge	\$2.0 M	Hotel	Whistler
1988	Okabe Co. Ltd.	Coast Hotels Ltd.	\$24 M	Hotel	Vancouver
1988	Nissho Iwai Corp.	N.I. Newsprint Inc.	n.a.	Newsprint	Vancouver
1988	Mitsubishi Corp.	Canadian Chopstick Manufacturing Co.	\$2.0 M	Disposable Wooden Chopsticks	Fort Nelson
1988	Sanyo Kokusaku Pulp	Primex Forest Industries	\$7.0 M	Hardwood pulp, chipping plant	Delta
1989	Cariboo Resorts Inc.	Red Coach Inn Ltd.	n.a.	Hotel/Resort	Vancouver
1989	Chotokan	Radium Hot Springs	\$20 M	Hotel	Radium Hot Springs
1989	Fuji Heavy Industries Ltd.	Subaru Auto Canada Ltd.	n.a.	Autoparts parts distributor	Richmond
1989	IPEC, Inc.	Harbour Towers Hotel	n.a.	Hotel	Victoria
1989	Japan Palios Developments Canada Inc.	O'Doul Hotel	\$23 M	Hotel	Vancouver
1989	Mitsui & Co. Ltd.	Moli Energy	\$15 M	Batteries	Vancouver

M = Million
n.a. = not available

BRITISH COLUMBIA (Cont'd)

<u>Year</u>	<u>Japanese Company</u>	<u>Canadian Company</u>	<u>Capital (Cdn\$)</u>	<u>Type of Business</u>	<u>Location</u>
1989	Nisshin Flour Milling Co. Ltd.	Rogers Foods Ltd.	\$13 M	Cereals	Armstrong
1989	Sun's Enterprises Ltd.	Hong Kong Bank of Canada Bldg.	\$130 M	Real Estate	Vancouver
1990	Yamouchi Pharmaceutical Co. Ltd.	Chateau Whistler Resort	\$3.0 M	Hotel	Whistler

M = Million
n.a. = not available

JAPAN TRADE DEVELOPMENT DIVISION (PNJ)
APPROVED TRADE DEVELOPMENT PROGRAM (as of 11May90)

PEMD PROGRAM - FY 90/91

PROJECT

90/02832 - FOODEX '91

Tokyo

March '91

Food Products

90/02835 - JAPAN INTERNATIONAL AEROSPACE EXHIBITION

Tokyo

Feb. '91

Hi-tech (Aerospace/Defence)

MISSION TO JAPAN INTERNATIONAL AEROSPACE EXHIBITION

Tokyo

Feb. '91

Hi-tech (Aerospace/Defence)

90/002838 - KANSAI BLDG PRODUCTS MISSION TO CANADA

Osaka

April '90

Forest Products

JAPAN BUILD '90

Tokyo

October '90

Forest Products

90/02840 - KOBE INTERNATIONAL HOUSING FAIR

Osaka

June '90

Forest Products

PULP MILL EQUIPMENT MISSION TO JAPAN

Tokyo

June '90

Hi-tech/equipment

90/02842 - TOKYO INTERNATIONAL BOAT SHOW

Tokyo

February '91

Consumer Products

SAWMILL EQUIPMENT MISSION TO JAPAN

Tokyo
September '90
Hi-tech/equipment

SOLO BUILDING PRODUCTS SHOW

Osaka
October '90
Forest Products

AUTO PARTS/PLASTIC MISSION TO JAPAN

Tokyo
November '90
Automotive/hi-tech

CANADIAN SOFTWARE MISSION TO JAPAN

Tokyo
February '91
Hi-tech

90/02130 - TOKYO SPORTING GOODS TRADE FAIR

Tokyo
February '91
Consumer Products

TECHNO OCEAN '90 (INFO BOOTH) AND MISSION

Osaka
November '90
Hi-tech

DIAGNOSTICS MISSION TO JAPAN

Tokyo
October '90
Hi-tech

TELECOM/DATA COMM MISSION TO JAPAN

Tokyo
October '90
Hi-tech

CONSULTING ENGINEERING MISSION TO JAPAN

Tokyo
November '90
Services

90/02915 - MARINE MARKETING MISSION TO JAPAN

Tokyo
June '90
Defence

MISSION TO ROV '90/VANCOUVER

Tokyo
June 24-30/90
High Tech/Ocean Industries

90/02354 - GOOD LIVING SHOW

Tokyo
April '90
Forest Products/Building Products

NTS PROGRAM - FY 90/91**PROJECT****A100 - EXPORT OPPORTUNITIES STUDIES**

PNJ/Tokyo

All year

Multi-sectoral

A101 - ASIA PACIFIC FOUNDATION/CEA**3RD COUNTRY ACROSS CANADA SEMINARS**

PNJ

June '90

Multi-sectoral

A102 - THIRD COUNTRY COOPERATION CONFERENCE

PNJ/Tokyo

April/May '90

Third Country

A103 - OSAKA INTERNATIONAL TRADE FAIR

Osaka

April '90

Agriculture/Consumer

A104 - NEW BUSINESS DEVELOPMENT (CANADA FOOD FAIR)

Tokyo

All year

Agriculture

A105 - REGIONAL FOOD/CONSUMER SHOWS

Tokyo

All year

Agriculture/Consumer

A106 - MISSION TO AIA (AUTOMOBILE**INT. ASSOC.) SHOW**

Tokyo

May '90

Automotive/hi-tech

A107 - SAMPE MISSION TO CANADA

Tokyo

May '90

Hi-tech

A108 - NEW FOOD BUSINESS DEVELOPMENT

Osaka
All year
Agriculture

A109 - JSI COAL MISSION

PNJ/Tokyo
October '90
Resources

**A110 - PNJ PUBLICATIONS PURCHASE BUDGET
(purchase Kyoto News Service, Nihon Keizai,
various Directories, etc.)**

PNJ
All year
Multi-sectoral

**A111 - UPDATE OF AGENTS LIST (Directory of Canadian
Businesses in Japan)**

PNJ/Tokyo
All year
Multi-sectoral

A112 - AUTOMOTIVE SECTOR INITIATIVE

Tokyo
All year
Automotive

WMTF PROGRAM - FY 90/91**PROJECT**

**B100 - RECONCILIATION OF CANADIAN &
JAPANESE TRADE STATISTICS**
PNJ (in cooperation w/Statistics Canada)
April - Sept '90
Statistics

B101 - CUSTOMS POLICY PROJECT
PNJ (in cooperation w/Finance)
All year
Investment/Customs

**B102 - MISSION OF BUYERS TO CANADIAN SPORTING
GOODS TRADE SHOW/MONTREAL, PQ**
Tokyo
February '91
Consumer Products

B103 - PLANT BIOTECHNOLOGY MISSION TO OSAKA
Osaka
May '90
Biotechnology/hi-tech

B104 - WORLD FASHION FAIR II
Osaka
October '90
Consumer Products (fashion)

B105 - AUTO TECHNOLOGIES MISSION TO JAPAN
Tokyo
October '90
Automotive/hi-tech

B106 - CANADIAN INTERNATIONAL FUR FAIR
Tokyo
May '90
Consumer Products

B107 - THERMAL COAL STUDY MISSION
Tokyo
August '90
Resources

B108 - RARE EARTH STUDY MISSION TO JAPAN

Tokyo
November '90
Resources

**B109 - GRANITE MISSION - WORLD ARCHITECTURAL
CONFERENCE**

Tokyo
June '90
Resources

**B110 - ENVIRONMENTAL TECHNOLOGY VISIT TO
ASIA PACIFIC**

PNJ
May 25 - June 12, 1990
Environmental

PAC 2000/NTS PROGRAM - FY 90/91PROJECT**1100 - SPRING SOLO FOOD SHOW**

Osaka

March '91

Agriculture

1101 - FALL SOLO FOOD SHOW

Osaka

September '90

Agriculture

1102 - CANADA '91 FACILITIES PROMOTION

Tokyo

November '91

Multi-sectoral

CANADA-JAPAN BUSINESSMEN'S COOPERATION COMMITTEE

(CJBCC)

The CJBCC was formed in 1977 to provide a forum in which Canada's captains of industry could discuss, with Japan's most senior business leaders, the strategic issues which frame Canada's relationship with Japan.

Mr. David Culver, former Chairman and Chief Executive Officer of Alcan was Chairman of the CJBCC until his retirement in 1988 when Mr. Allan Lambert, Group Chairman of Edper-Brascan became Chairman.

The CJBCC has no permanent Secretariat. Mr. W. Dimma, Royal LePage, and his staff provide the services of a Secretariat.

Annual meetings of the CJBCC alternate between Japan and Canada. In 1990, the annual meeting was held in Hiroshima, May 13 to 16; and in 1991, the annual meeting will be held in Halifax, May 12 to 15.

At its 1990 annual meeting, the CJBCC exchanged views on Canada's bilateral relationship with Japan in the context of the Canada-USA Free Trade Agreement. Japan's efforts to globalize its commercial interests through increased direct investment and joint venture activity in Canada and other foreign markets also formed part of the meeting's agenda.

KOREA

VISITS BY MINISTERS TO CANADA

No ministerial visits are planned for 1990.

SUCCESS STORIES: KOREA

In 1988, AECL was engaged as the principal contractor/consultant for a 30 MW multi-purpose research reactor (KMRR), valued at \$30 million. Based on the Canadian MAPLE concept, the KMRR can be utilized for isotope production, material research, neutron radiography and fuel examination.

In January 1988, the Hyundai automotive plant in Bromont, Quebec began production of the new Sonata. 30,000 vehicles per year are to be supplied to Hyundai dealers in Canada and the United States. In 1989, 1,000 units were exported to Taiwan. Commencing in 1991, Chrysler Corporation has agreed to purchase an additional 30,000 Bromont manufactured vehicles per year to be marketed through its dealer network in the United States.

SPAR has sold one of its "TIGER EYE" night landing, runway illumination systems to the Korean military. Contract value: \$6 million.

Raytheon Canada has signed a contract for the supply of six tactical radars, for the Korean military. Contract Value: \$60 million.

Sammi Steel recently announced their intention to purchase Atlas Steel from Rio Algom for \$250 million. Sammi also plans to spend another \$200 million for expansion on one of the plants in either Quebec or Ontario.

In early 1989, Alcan began to sell cylinder heads to Dae Woo out of their St. Catherines office.

Manufacturer's Life Insurance Company (Manulife) and their joint venture partner, Korea Zinc, received approval from the Korean Ministry of Finance to operate a life insurance business in Korea. Manulife is the first Canadian company to receive such approval.

Atomic Energy of Canada Limited (AECL) has been invited to submit a proposal for the construction of a second CANDU nuclear reactor at Wolsung. Negotiations are expected to begin following an analysis of the bid by the Korea Electric Power Corporation (KEPCO) sometime this spring.

The second "Canada Week", of which the Canadian Products Show was the central event, introduced several Canadian "hitech" companies to the Korean market and similarly Koreans to Canadian technological capabilities. Many companies reported excellent contacts with several reporting impressive on-site contracts in such areas as microchip processing, telecommunications, and aerospace.

South Korea 1989 Trade By Province
(thousands of Canadian Dollars)

Imports from Korea

Commodity	Province										TOTAL
	Nfld	PEI	NS	NB	PQ	ON	Man	Sask	AB	BC	
Elec mchy	130	0	598	9	68,893	363,648	11,904	248	14,305	138,583	588,322
Mech eqt	906	0	139	746	60,581	136,152	145	43	5,051	57,458	261,613
Vehicles	25	0	377	0	68,986	10,493	0	125	24	131,043	211,077
Clthg not knt	1	0	0	25	97,039	53,463	10,308	0	491	24,603	185,933
Leather gds	0	0	20	11	68,295	52,854	9,059	23	1,747	13,505	145,518
Footwear	0	0	0	30	18,518	93,503	493	4	685	27,475	140,717
Knit clthg	2	0	0	0	67,570	40,307	6,459	0	306	13,829	128,476
Steel goods	72	0	3,094	316	17,779	25,045	696	71	1,966	33,208	82,251
TOTAL (all commodities)	2,219	3	9,934	4,794	760,865	1,000,209	35,455	2,509	42,317	582,637	2,440,953

Exports to Korea

Commodity	Province										TOTAL
	Nfld	PEI	NS	NB	PQ	ON	Man	Sask	AB	BC	
Fuels, oils	0	0	0	18	16	282	0	7	77,077	213,506	290,908
Wood pulp	0	0	41	14,309	10,906	1,197	0	5,855	2,354	145,736	180,402
Ores	0	0	0	0	8,595	9,238	115	0	0	89,585	171,897
Organic chem	0	0	0	0	410	890	0	0	145,894	10,182	157,377
Aluminum gds	0	0	10	29	9,262	860	0	0	0	110,801	121,227
Iron/steel	0	0	595	0	17,825	88,817	0	0	0	8,028	115,266
Spec. trans	0	0	5,173	0	29	45,010	9,060	0	0	1	59,275
Raw hides	0	0	726	60	18,850	13,024	477	0	10,274	11,284	54,697
TOTAL (all commodities)	3,208	137	9,101	15,939	140,870	263,703	14,455	66,956	331,512	682,095	1,592,343

South Korea Trade

January-December
thousands of Canadian Dollars

Imports

HS	Description	1988	1989	% change
85	Electrical Equipment	513 070	588 322	+14.7%
84	Mechanical Equipment	192 764	261 613	+35.7%
87	Vehicles and Parts	194 106	211 077	+8.7%
62	Clothing, not knitted	181 088	185 933	+2.7%
42	Leather Goods	114 517	145 518	+27.1%
64	Footware	142 522	140 717	-1.3%
61	Clothing, knitted	125 938	128 476	+2.0%
55	Fibres, man-made (textiles)	77 586	83 550	+7.7%
73	Iron and Steel Goods	112 348	82 251	-26.8%
40	Rubber	48 808	57 896	+18.6%
	All categories (HS 1-99)	2 270 186	2 440 953	+7.5%

Exports

HS	Description	1988	1989	% change
27	Coal, Mineral Fuels	242 398	290 908	+20.0%
47	Wood Pulp	142 015	180 406	+27.0%
26	Ores, Slag and Ash	83 821	171 897	+105.1%
29	Organic Chemicals	140 381	157 377	+12.1%
76	Aluminium	95 614	121 227	+26.8%
72	Iron and Steel	19 578	115 266	+488.8%
99	Spcl, Confidential Transactions	12 436	59 275	+376.6%
41	Raw Hides, Leather	47 652	54 697	+14.8%
31	Fertilizers	55 605	50 045	-10.0%
25	Sulphur	74 089	49 649	-33.2%
	All categories (HS 1-99)	1 194 560	1 592 343	+33.3%

KOREAN INVESTMENT IN CANADA

Han Yang Chemical Corporation, a member company of Korea Explosives Group, has signed a joint venture agreement with a Canadian counterpart to invest in a "greenfield" project to build a \$16.5 million PVC window frame plant in St. John's, Newfoundland. The investors anticipate sales in 1989 of \$18 million with a doubling of plant capacity in the near future.

Shinho Group of Korea has plans to invest up to \$120 million in a new pulp mill in the Thunder Bay area, to be completed by 1990. It will supply 100,000 tons/year of pulp 50% of which will be exported to the Korean market. Initial investment is \$30 million, should create 100 jobs. They also purchased Kakabeka Falls timber plant for \$3.3 million.

Hyundai Motor Company of Korea has a head office and distribution centre in Markham, Ontario, a \$20 million automobile aluminum wheel manufacturing plant and a \$350 million automobile assembly plant in Bromont, Quebec.

Hyundai Engineering and Construction Co. owns a majority interest in a joint venture with Kerkhoff Bridge Ltd. of B.C., formed in late 1986 for construction related to the Vancouver Advanced Light Rapid Transit "Skytrain" and diversion tunnels for the Old Man River Dam project in Alberta.

In 1979, POSCO (Pohang Iron and Steel Co. Ltd.) and Westar Mining established a joint venture to produce both metallurgical and thermal coal, much of which is exported to Korea. The Korean investment totalled \$3 million.

Korea Electric Power Corp. (KEPCO) has a joint-venture with Canadian Mining and Energy Limited in an uranium mine development project at Cigar Lake and Key Lake located in Saskatchewan. Investment is \$2,5 million.

Another \$4 million uranium mining project at Baker Lake, N.W.T., involves Daewoo Corporation and Urangesellschaft Ltd.

Sammi Steel recently announced their intention to purchase Atlas Steel from Rio Algom for \$250 million. Sammi also plans to spend another \$200 million for expansion on one of the plants in either Quebec or Ontario.

Daesung Industrial Co. (DIC) and KOCA Co. Ltd. (KCL) in a joint venture under the name Daesung Canada Inc., is investing US\$ 3.5 million in a plant in Prince George, B.C. to produce semi-finished chopsticks. Plant construction is to begin in August 1989, with production commencing in early 1990.

Samsung Electronics has purchased a 20 percent interest, valued at \$2 million, in Norpak of Ottawa, a videotext firm. Norpak has had a licencing agreement with Samsung since 1983. Noranda Enterprises also owns 20 percent.

Kil Hoon Construction Co. has established a joint venture with MAHA International Petroleum Inc. to build a waste oil refinery at Sheet Harbour Industrial Complex in Nova Scotia. Value of Plant will be \$20 million with \$2 million coming from Korea.

Chonju Paper Mfg. Co., a division of Samsung Corp., is in a joint venture with CK Fibres Corp and Environmental Technology Ltd of New Westminster B.C. to operate a paper recycling plant in Richmond B.C. The plant has a value of \$1.2 million and represents the first joint venture in North America for Samsung.

Sum Jin Petroleum of Pusan plans to invest \$13.5 million in an asphalt, solvent and roof shingle facility with their joint venture partner Sheet Harbour Industrial Petroleum Company. This project, near Bathurst, New Brunswick, will employ 260 workers.

Form 675 G (6)
PROCÉDE **Plastex**® PROCESS
MONTREAL - TORONTO

PROMOTIONAL PROJECTS

1. Seoulfood 90 Trade Fair
2. Korea Electronics Trade Fair
3. Urban Transportation Mission
4. Environmental Industries Mission
5. Biotechnology Mission

PRIVATE SECTOR REGIONAL BILATERAL BUSINESS ORGANIZATIONS

**Canada-Korea/Korea-Canada Business Council
(CKBC/KCBC)**

Co-Chairmen:

Mr. Robert Ferchat
Chairman
Canada-Korea Business Council

Mr. Koo, Pyong-Hwoi
Vice Chairman
The Lucky Goldstar Group

Established: 1982

Format: Annual meetings are held alternatively in Canada and Korea. The 8th Joint Meeting was held at Vancouver in November, 1989. Secretariat services to the CKBC are provided by the Canadian Chamber of Commerce.

Next Meeting: Seoul, November 1990.

Form 875 G (S)
PROCÉDÉ **Plasbox**® PROCESS
MONTREAL - TORONTO

CHINA

VISITS BY MINISTERS TO CANADA

No ministerial visits are planned for 1990.

Form 675 G (5)
PROCÉDÉ **Plasdax**® PROCESS
MONTREAL - TORONTO

EXPORT SUCCESS STORIES

Following the tragic incidents in Beijing in June 1989, Minister Clark issued a policy statement which called for the scaling down of certain key aspects of the bilateral trade relations, such as the suspension of high-level visits, downgrading Canadian trade representation in Beijing, withdrawal from participation in all Chinese-sponsored trade fairs, and establishment of the China Project Review Committee, in order to assess all EDC projects. At the same time, however, the June 30th policy provided for the continuation of export credit and development assistance in line with new criteria: maintenance of existing links, promotion of people-to-people exchanges, and avoidance of activities which benefit the military or propaganda apparatus.

Since January 1, 1990, the following negotiations and sales agreements have been reached between Canadian companies and the Chinese authorities.

- The Canadian Wheat Board announced the signing of an agreement with the PRC's Cereals, Oils and Foods Corporation for the sale of one million tonnes of wheat for delivery in May, June and July. The contract value is approximately \$180 million. Projected wheat sales to China for 1990 are approximately 4.5 million tonnes for a total value of \$800 million.
- Magna International has signed its first contract worth approximately \$6 million, to supply plastic molds to the First Auto Works in CHangchun.
- Spar Aerospace has signed a \$2.0 million contract to supply a satellite earth station to Qingdao. This contract is viewed as key to Spar's bid on over 10 other upcoming earth stations, valued at more than \$50 million.
- Champion Road Machinery, of Goderich, Ontario, have completed negotiations for the sale of two road graders to Jiangxi Province, valued at approximately \$250,000.
- Inc. Tobacco Company of Charlottetown negotiated several contracts in China for sale of tobacco and tobacco processing technology.

Economic Situation

It seems that China has entered a period of re-centralization, implementation of economic austerity policy and consolidation, during which time the Government will assess the impact that several years of decentralization of decision-making have had on its overall economic performance. While the overall thrust of the reform movement has been blunted, and the economic slowdown is expected to continue over the next two to three years, China's

"open door" policy will likely continue in one form or another. In response to the events of June, 1989, the World Bank - a major source of development funds and policy advice for China - suspended all loans. It is believed that in 1990, the World Bank and the G-7 countries may resume funding to China on a project-by-project basis, with careful monitoring, to assure that projects benefit China's people, and support the economic reform initiated in the past decade.

April, 1990

FACT SHEET - PEOPLE'S REPUBLIC OF CHINA

Area: 9.6 million square km (3.7 million square miles)

Population: 1.1 billion (1988) world's most populous country

% cultivated area: 10.1%

Life Expectancy at Birth: 74 years

Capital: Beijing

System of Government: Communist state, divided into 22 provinces, 5 minority autonomous regions and 3 directly administered cities.

Head of State: President Yang Shang Kun

Premier: Li Peng

Ethnic Background: Han Chinese and over 50 minority nations

Language: Mandarin, Chinese

GDP: C\$424.5 (1988) Per Capita Income: Urban C\$152 Rural C\$302 Currency: Yuan = Cdn.34

Inflation Rate: 5.9 (Dec.1989) Unemployment Rate: 5% (1990) Debt Service Ratio (debt to GNP): 11-12%

Major Trading Partners

Exports (Total): C\$57 billion - 1988

1. Hong Kong
2. Japan
3. US
4. Singapore
5. West Germany
8. Canada

Imports (Total): C\$66.4 billion 1988

1. Japan
2. Hong Kong
3. U.S.A
4. West Germany
5. Canada

Canada-China Trade Statistics (Cdn \$000,000s)

	<u>1986</u>	<u>1987</u>	<u>1988</u>	<u>1989</u>
Exports	1.1	1.43	2.63	1.12
Imports	.56	.78	.97	1.18
Balance	+.54	+.65	+1.66	-0.06

Major Cdn Exports (1989)

Wheat
Fertilizer
Wood Pulp
Mechanical Equipment
Synthetic plastic/rubber

Major Cdn Imports (1989)

Games and Sports Eqpt
Outerwear and Clothing
Leather Goods
Electrical Goods
Miscellaneous Apparel

Main Sectors of Opportunity for Canadian Business:

1. Power
2. Telecommunications
3. Agriculture
4. Chemicals and Petrochemicals
5. Transportation
6. Mining, Minerals and Metals

EDC Status: \$2 billion Line of Credit

CIDA Status: Has a wide range of project activities in China

Resident Canadian Banks: Bank of Montreal, Bank of Nova Scotia, Canadian Imperial Bank of Commerce, (Representatives only) Royal Bank of Canada (Beijing and Shanghai)

Canadian Reps in the People's Republic of China:

Ambassador - Mr. Earl G. Drake
Minister Counsellor (Commercial) - Mr. Frederick Spoke

Department of External Affairs/PNC Trade Contact: (613) 992-6129

Chinese Rep in Canada:

Ambassador - Mr. Zhang Wenpu

China Trade

January-December
thousands of Canadian Dollars

Imports

HS	Description	1988	1989	% change
95	Toys, Games and Sports Eqt.	97 112	152 091	+56.6%
62	Clothing, not knitted	149 221	150 874	+1.1%
42	Leather Goods	79 890	112 771	+41.2%
85	Electrical Goods	74 035	110 744	+49.6%
64	Footware	43 889	67 678	+54.2%
61	Clothing, knitted	56 760	54 600	-3.8%
84	Mechanical Equipment	18 597	45 533	+144.8%
63	Other types of textile articles	38 908	39 623	+1.8%
52	Cotton	38 524	33 046	-14.2%
03	Fish, seafood	25 641	30 451	+18.8%
	All categories (HS 1-99)	955 919	1 182 291	+23.7%

Exports

HS	Description	1988	1989	% change
10	Cereals (grain)	1 678 976	397 033	-76.4%
31	Fertilizers	160 584	126 741	-21.1%
47	Wood Pulp	165 460	105 527	-36.2%
84	Mechanical Equipment	58 694	80 075	+36.4%
39	Plastics and Plastic Goods	232 843	68 242	-70.7%
71	Precious Stones and Metals	14 902	40 150	+169.4%
85	Electrical Equipment	14 944	35 173	+135.4%
88	Aircraft	16 242	32 984	+103.1%
26	Ores, Slag and Ash	28 569	31 703	+11.0%
48	Paper and Paper Products	63 654	28 897	-54.6%
	All categories (HS 1-99)	2 599 707	1 120 017	-56.9%

INVESTMENT

CANADIAN INVESTMENTS IN CHINA

Canadian companies are currently involved in a number of joint ventures in China: These include:

- Babcock Wilcox/Beijing Boiler Works
- Alcan Nikkei China Ltd./Non-Ferrous Metals Industry Corp.
- Semi Tech Microelectronics/Shenzhen Electronics Group Joint Development of computer products.
- Northern Telecom/Tong Guang Electronics.
Joint production of Meridian SL-1 switch.
- Seagram (China) Ltd/Shanghai Distillery.
- Royal Bank/ITIC
Financing, leasing.
- CITIC is involved in a 50/50 joint venture with Consolidated Bathurst in the \$95 Castelgar Pulp and Paper Mill
- Chinese enterprises have also been active in real estate investment which include a \$14 million hotel project in Vancouver.
- Shenzhen Municipality owns some 5 million shares of International Semitech electronics.

PROMOTIONAL PROJECTS

1. Agro-Expo 90
2. Energy & Power Trade Fair 90
3. Mining China Exhibition
4. Thermal Power Technical Seminars
5. Instrumentation and Electronic Control Fair
6. EXPO-COMM 90
7. Automotive Mission
8. Coal Utilization Technology and Mission

CANADA-CHINA TRADE COUNCIL

The Canada-China Trade Council (CCTC) was established in 1978.

A private, non-profit organization, the CCTC has as its objective the promotion of bilateral trade between Canada and China.

Under the sponsorship of the China Council for the Promotion of International Trade, the CCTC has maintained an office in Beijing since 1980. Members have found this office a cost-effective alternative to maintaining their own permanent staff in China, and have deemed the on-site representation and liaison service especially valuable.

All major sectors of the Canadian economy having business interests in China are represented in the Council.

The Council is located at 133 Richmond Street West, Suite 310, Toronto, Ontario M5H 2L3; telephone (416) 364-8321.

HONG KONG

No ministerial visits to Canada anticipated for 1990.

HONG KONG SUCCESS STORIES

-Northern Telecom, in partnership with Motorola, won in 1988 a contract worth \$65 million for the supply of an integrated communication system for the Royal Hong Kong Police Force.

-Hutchison Mobile Data Ltd. chose, in 1989, to use 100% Canadian technology for its new public mobile data service in Hong Kong. This represents a contract of more than \$2 million.

-The 1989 version of the in-store Canadian Food and Beverage Festival in Hong Kong resulted in direct sales of \$7.3 million and follow-on sales of another \$1 million.

-Canadian Astronautics Limited of Ottawa, entered, in September 1989, into an export sale agreement with Hong Kong authorities for the supply of a SARSAT system (Search and Rescue Satellite).

-The broadly defined Building and Construction sector has generated export opportunities including the supply of a vault and a high-rise window-cleaning system for the new Bank of China building, and the provision of design technology for structural components such as curtain walls. We will follow up on this through participation in the IBEX Construction Show May 31-June 2, 1990. It is estimated that \$9 million in Building Product/Equipment sales will be generated for Canadian Exhibitors over the next 12 months.

-Accugraph Corporation from Ontario won contracts expected to reach \$2.5 million in 1989 for provision of software.

FACT SHEET - HONG KONG

Area: 1,069 sq km

Population: 5.7 million (1988)

Head of State: Governor, Sir David Wilson

System of Government: British Colony

Language: English, Cantonese

GDP: US 54.5 B (1988) Per Capita Income: US \$9,592. (1988) Currency: Hong Kong dollar
(\$1.00 US = HK \$7.81)

Inflation Rate: 10.1% (1989) Unemployment Rate: 1.3% (1989) Lending Rate: 10% (February 1990)

Major Trading Partners (1989):

Exports (Total: US \$73.1 billion - 1989)

1. USA
2. China
3. FRG
4. UK
5. Japan
6. Canada

Imports (Total: US \$72.1 billion - 1989)

1. China
2. Japan
3. Taiwan
4. USA
5. Korea
6. Singapore
21. Canada

Canadian Trade Statistics: (Cdn \$'000s)

	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>1987</u>	<u>1988</u>	<u>1989</u>
Exports	214.8	322.7	315.2	480.3	1004.3	1049.2
Imports	966.2	866.7	1040.9	1138.1	1153.4	1161.0
Balance	-715.4	-564.0	-725.7	-657.8	-149.1	-111.8

Major Cdn Exports (1989)

Gold coins
Precious Metals
Electrical machinery equipment parts
Paper and paperboard
Aluminium and articles
Plastic and articles

Major Cdn Imports (1988)

Art of apparel & clothing access (knitted/crocheted)
Art of apparel & clothing access (not knitted/crocheted)
Electrical equipment parts thereof
Mechanical Equipment
Toys, games and sports equipment
Clocks and watches and parts

Main Sectors of Opportunity for Canadian Business:

1. Mine, metal, mineral products and services
2. Forest product, equipment, services
3. Chem prod. and Petrochem, eqp., serv.
4. Advanced tech. prod. and serv.
5. Consumer products and services
6. Fisheries, sea products and serv.

EDC Status: Normal coverage applies

CIDA Status: Not applicable

Resident Canadian Banks: All major Canadian banking and financial institutions.

Canadian Reps in Hong Kong: Commissioner: John Higginbotham. Senior Trade Commissioner: Ray Guy

Department of External Affairs/PNC Trade Contact: Robert Catellier (613) 995-8705

Hong Kong Reps in Canada: Minister - Peter Y.F. Lo, Hong Kong Economic & Trade Affairs, British Embassy, Washington.

Hong Kong 1989 Trade By Province
(thousands of Canadian Dollars)

Imports from Hong Kong

Commodity	Province										
	Nfld	PEI	NS	NB	PQ	ON	Man	Sask	AB	BC	TOTAL
Unknit clthg	0	0	2	19	145,685	57,388	4,633	1	3,085	17,289	228,106
Cithg, knit	0	0	30	1	124,450	73,529	4,505	0	1,205	19,182	223,005
Elec eqt	0	0	36	4	33,679	109,887	1,217	176	5,233	21,298	171,533
Mech eqt	0	0	10	0	7,057	52,884	50	24	737	21,524	82,288
Clocks	0	0	16	2	18,341	34,994	224	29	379	1,981	55,969
Toys	1	0	52	75	9,031	28,063	1,004	28	560	5,890	44,708
TOTAL (all commodities)	51	1	903	287	445,140	511,164	17,784	1,163	16,618	167,594	1,160,725

Imports from Hong Kong

Commodity	Province										
	Nfld	PEI	NS	NB	PQ	ON	Man	Sask	AB	BC	TOTAL
Prec mtis	0	0	24	0	137,533	452,082	0	35	5	344	590,002
Spec trans	0	0	0	64	15,084	88,140	2,589	0	43	407	106,331
Elec eqt	0	0	125	0	2,397	40,863	0	3	4,888	1,803	50,081
Paper	0	0	17	0	7,173	2,962	0	0	12	34,399	46,825
Aluminum gds	0	0	75	0	8,580	1,530	1	0	84	33,676	43,958
Plastic gds	0	0	416	11	4,106	24,916	41	0	6,038	1,394	36,926
Mech eqt	0	0	19	0	3,235	16,206	125	0	244	2,449	22,280
Oil seed	0	0	221	0	0	13,160	344	0	103	1,555	15,835
TOTAL (all commodities)	639	393	2,578	2,477	203,873	687,472	3,817	1,910	29,697	117,065	1,049,927

Hong Kong Trade

January-December
thousands of Canadian Dollars

Imports

HS	Description	1988	1989	% change
62	Clothing, not knitted	203 655	228 106	+12.0%
61	Clothing, knitted	208 628	223 005	+6.9%
85	Electrical Equipment	175 277	171 533	-2.1%
84	Mechanical Equipment	83 100	82 288	-1.0%
91	Clocks, watches and parts	57 414	55 969	-2.5%
95	Toys, games, sports equipment	70 061	44 708	-36.2%
71	Pearls, precious stones, metals	30 815	36 997	+20.1%
52	Cotton	33 208	33 806	+1.8%
90	Optical precision equipment	28 511	28 574	+0.9%
39	Plastics and plastic goods	29 673	27 488	-7.5%
All categories (HS 1-99)		1 153 400	1 160 725	+0.6%

Exports

HS	Description	1988	1989	% change
71	Pearls, precious stones, metals	432 711	590 002	+36.4%
99	Spcl, confidential transactions	137 754	106 331	-22.8%
85	Electrical Equipment	40 876	50 081	+22.5%
48	Paper and Paperboard	44 720	46 825	+4.7%
76	Aluminium and aluminium products	44 961	43 958	-2.2%
39	Plastics and plastic articles	46 044	39 926	-19.8%
84	Mechanical Equipment	29 217	22 280	-23.7%
12	Oil Seeds	20 324	15 835	-22.1%
55	Man-made staple fibres	7 828	13 556	+73.2%
47	Wood Pulp	38 644	13 401	-65.3%
All categories (HS 1-99)		1004 300	1 049 927	+4.5%

<u>Two Way Trade</u>	2157.700	2210.652	+2.5%
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<u>Bilateral Balance</u>	-149.1	-111.8	-25.0%
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CANADA-HONG KONG INVESTMENT RELATIONS

-Hong Kong is an important source of investment for Canada, with a significant potential for increase. In 1989, the total flow of investment from Hong Kong to foreign countries was estimated at \$12 billion. The Canadian share is estimated to represent 20 percent or \$2.4 billion. The value of the estimated outflow of capital from Hong Kong in 1990 is \$20 billion. Of this amount, one-half is considered portfolio investment. Investment figures by province are not available.

-Hong Kong investment in Canada is concentrated in certain sectors: Electronics - high-tech capabilities in Canada coupled with vast consumer electronics manufacturing in Hong Kong; Textiles-Hong Kong's largest industry, with proven success in Canada; Telecommunications (telephone, broadcasting networks) - good technology available in Canada with manufacturing ability in Hong Kong; Plastics (toys, games, household goods) - Hong Kong dominates in a wide variety of consumer products; Tourism - hotels (especially downtown major urban properties) have the highest priority in the tourism sector and Hong Kong is a specialist in this market.

-Some of the largest investments that Hong Kong has made in Canada are: the Hong Kong and Shanghai Banking Corporation purchase of the Bank of B.C. and recently the Lloyds Bank of Canada, Li Ka Shing's acquisition of a significant share percentage in Husky Oil and the purchase of the Expo 86 site. Further, Hong Kong commercial investments have concentrated on hotels and commercial properties especially in Vancouver and Toronto.

-Compared to major competitive destinations such as U.S.A, Australia, Thailand, Malaysia, and China, Canada is perceived in Hong Kong as having the following advantages: low-cost energy, the Canada - US Free Trade Agreement; immigration and longstanding connections with Hong Kong; available land; and political and social stability. On the other hand, the constraints perceived by potential Hong Kong investors are: a complicated tax regime (fear of high taxes); relatively high cost of labour; scarcity of certain skills; fear of labour unions; and questions regarding the Canadian work ethic.

PROMOTIONAL PROJECTS

1. IBEX 90
2. Airport Trade Fair
3. Computer Show
4. CENIT Asia
5. All-Year Food Promotion
6. Expo 91 (Tourism)
7. All-Year Investment Seminars

HONG KONG
INCOMING MISSIONS, 1990

To promote the Canadian tourism industry, there will be a VCP Media Tour throughout 1990.

As a follow-up to the IBEX Trade fair, there will be a Buyers' Mission to Canada in the Building sector, in September/October, 1990.

HONG KONG-CANADA BUSINESS ASSOCIATION (HKCBA)

The Association has ten sections in St. John's, Halifax, Montreal, Ottawa, Toronto, Winnipeg, Saskatoon, Calgary, Edmonton, and Vancouver. With a total membership of 4000, the HKCBA is the largest bilateral association in the country. Although based on strong local committees, there is a national president, Bob Isсенman of the Law firm of Martineau Walker in Montreal. He chairs an executive committee composed of the presidents of the local chapters.

The Association meets annually with the members of Canada Chamber of Commerce in Hong Kong, their overseas counterparts with a membership of more than 700 business persons.

TAIWAN

VISITS BY MINISTERS TO CANADA

No ministerial visits from Taiwan are scheduled for 1990.

SUCCESS STORIES: TAIWAN

The Shell Company of Canada has recorded a growth in export sales of petrochemical products from zero in 1986 to over US\$50 million in 1988. Shell is currently exploring the possibility of a joint venture with their sister company in Taiwan to expand their petrochemical facility in Alberta.

De Havilland Aircraft Co. of Canada recently sold several Dash-8 aircraft to Taiwan for use by their new regional carrier Great China Airways, based in Taipei.

The International Nickel Company (INCO) reports ever-expanding sales of nickel to the Taiwan Nickel Refining Corporation, its largest single customer.

Vantai Development Corporation of B.C. is selling through the Chinese Automobile Co., six timber frame wood homes for display purposes.

Hyundai Canada has shipped 1000 Bromont-assembled Sonatas to Taiwan.

Polysar Incorporated is negotiating a \$120 million joint venture with China Synthetic Rubber Co. Ltd. to be located in Kaosiung.

Home Oil sold 1 million barrels of Alberta crude oil to Taiwan in 1988.

500 000 B.C. apples were sold to Taiwan last year despite severe import restrictions on Canadian apples.

Taiwan Trade

January-December
thousands of Canadian Dollars

Imports

HS	Description	1988	1989	% change
84	Mechanical Equipment	362 920	406 665	+12.1%
85	Electrical Equipment	324 285	348 192	+7.4%
94	Furniture	135 904	165 152	+21.5%
61	Clothing, knitted	158 089	146 487	-7.3%
64	Footware	152 115	142 193	-6.5%
95	Toys, Games, Sports Equipment	119 884	125 482	+4.7%
39	Plastics and Plastics Goods	123 511	120 144	-2.7%
87	Vehicles and Parts	133 236	112 566	-15.5%
73	Iron and/or Steel Goods	92 863	103 883	+11.9%
62	Clothing, not knitted	92 913	95 150	+2.4%
	All categories (HS 1-99)	2 255 994	2 351 381	+4.2%

Exports

HS	Description	1988	1989	% change
47	Wood Pulp	96 030	89 515	-6.8%
27	Coal, Mineral Fuels	90 418	88 180	-2.5%
99	Spcl, Confidential Transactions	89 715	76 754	-14.4%
29	Organic Chemicals	140 349	73 201	-47.8%
41	Raw Hides, Skins, Leather	92 781	68 515	-26.2%
72	Iron and Steel	14 651	61 080	+316.9%
87	Vehicles, Parts	50 254	60 897	+21.2%
48	Paper and products	34 949	43 760	+25.2%
76	Aluminium and products	51 136	42 926	-16.1%
85	Electrical equipment	21 379	30 000	+40.3%
	All categories (HS 1-99)	1 009 980	882 350	-12.6%

Form 675 G (6)
PROCÉDÉ **Plusdix** PROCESS
MONTREAL - TORONTO

TAIWAN: INVESTMENT IN CANADA

China Steel is currently examining and evaluating locales for the establishment of a \$4 billion steel mill. Countries under consideration include Canada, Australia and Indonesia. Australia has enacted protective legislation as incentive for China Steel to locate in that country. The province of B.C. is considering similar legislation as it is beyond the jurisdiction of the federal government to pass such legislation.

Taiwanese investors are reported to have put \$10 million into a ceramic tile plant in Maple Ridge B.C. following the twinning of that city with the city of Ying Ko in Taiwan.

The Ritz Hotel of Taipei purchased the Westbrook Hotel in Vancouver and will convert it into a 4-star operation.

International Pacific Properties of Taipei operates a real estate operation in Vancouver.

The International Commercial Bank of Cathay has been established in Toronto.

PROMOTIONAL PROJECTS

1. Environmental Technologies Mission May/June 1990, sponsored by the International Trade Centre, Toronto Office
2. Urban Transportation Mission 1990
3. Far East Department Store Show--"Canada Week"
Dec. 28 1990-Jan. 6 1991
4. Environmental Industries Mission, Feb. 1991
5. Biotechnology Mission, March 1991

CANADA-TAIWAN BUSINESS ASSOCIATION

Co-Chairmen: Canada
Mr E. Sydney Jackson
Chairman
Manufacturers Life Insurance Company

Taiwan
Vacant

Established: 1985

Format: The Canada-Taiwan Business Association (CTBA) is a private sector, bilateral organization established to further business relations and enhance bilateral trade between Canada and Taiwan. The major activity of the CTBA is the annual joint conference held alternately between Taiwan and Canada. Sessions on general issues and workshops organized along sector lines provide a forum for airing concerns and improving communications between the two economies. The last meeting of the CTBA was held in Taiwan, April 1-3 1990.

The CTBA is administered in Canada by the Canadian Chamber of Commerce and in Taiwan by the Chinese National Association of Industry and Commerce.

Form 675 (15)
PROCEDE PASSEGER PROGRESS
MONTREAL - TORONTO

NO MINISTERIAL VISITS ANTICIPATED FOR 1990

Form 675 (1-51)
PUBBLICITÀ **Plasdog** & PRODOTTORE
MONTAVI AL JONORATO

AUSTRALIAN SUCCESS STORIES

Northern Telecom

- has won 5 tenders a row over the past 12 months in Australia. Over the next five years, their sales (based on current orders) will exceed \$200 million. To meet requirements for Australian content and technology transfer obligations, NT has expanded its production facilities in Australia and designated Australia as its Head Office for Asian operations.

MacDonald Dettweiler

- was awarded a \$27 million contract to supply computerized equipment to the Australian National Aeronautical Information Processing System (NAIPS) by the Civil Aviation Authority of Australia.

Vestronix

- has signed a joint venture with an Australian software firm, Squire Computers, which will adapt Vestronix's PRO-C application to DEC VMX systems. This partnership is expected to generate sales exceeding \$1.25 million over the next three years.

Lovat Tunnel Equipment Ltd.

- has sold a 4 meter diameter tunnel boring machine, worth \$5.25 million to Melbourne Metropolitan Board of Works. The machine, to be delivered October 1991, will be used to bore a new 11 km. trunk sewer.

Vetrepharm Inc.

- sales of specialty veterinary drugs will approach \$1 million this year.

Canadair

- sold regional jets to Ansett Worldwide Aviation Services valued at Australian \$560 million.

Okanagan Dried Fruits

- \$.5 million in exports to Australia of dried fruit products.

General Motors

- sold 15 light armoured vehicles to Australian armed forces with potential follow-on sales for additional 87.

Seagull Pewterers and Silversmiths

- in first six months after acquiring an Australian agent sold \$600,000 wholesale of pewter giftware. Has now set up warehouse and sales office in Australia.

Homestead Computer

- sold turnkey financial software system to Sydney futures exchange.

DMR Consulting

- after only five years in the Australian market, has become the fifth largest professional service firm.

GEAC Computers

- won a A\$ 500,000 contract with Griffith University in Australia to supply the library information system.

Campotex

- has acquired 96% of the Australian market for Potassium Chloride Murate (potash). Sales totalled nearly \$35 million in 1989.

**Sales of Bovine and Dairy Breeding Stock and Genetic
Material**

- over the last two years, sales of live breeding stock and genetic material (embryos and semen) have risen from virtually zero in 1987 to \$3.6 million in 1988 to \$11.9 in 1989.

NEW ZEALAND SUCCESS STORIES

Royal Canadian Mint

- awarded contract valued at \$1.97 million to produce New Zealand's 1989 circulation coinage. Fifty million coins have been produced.

Canada West Trading

- nearly tripled sales of food products in 1989-90 over the previous year from C\$192,500 to C\$541,800, primarily through sales of new products introduced through a Taste of Canada promotion in conjunction with Woolworths.

Canpotex

- more than doubled sales of potash from 1988 to 1989 to \$12.9 million.

De Havilland Aircraft Company of Canada

- delivered Dash-7 aircraft worth \$3.5 million to Ansett New Zealand in 1989.

Form 615-G
PROCESO PASCOP & PROCESOS
MONTREAL TORONTO

April 1990

Dependance on New Zealand as an Export Market

By Province (1989)

<u>Province</u>	<u>Exports to New Zealand (\$000)</u>	<u>Exports to All Countries (\$000)</u>	<u>Shares of Exports to all Countries (%)</u>
Newfoundland	--	1,830,858	--
Prince Edward Island	--	161,183	--
Nova Scotia	1,285	2,100,176	*
New Brunswick	4,270	2,988,750	0.1
Quebec	17,293	22,875,103	*
Ontario	67,794	65,050,534	0.1
Manitoba	2,004	2,866,597	*
Saskatchewan	11,994	4,670,212	0.3
Alberta	21,548	12,860,684	0.2
British Columbia	41,842	17,765,848	0.2
TOTAL CANADA	168,030	133,483,646	0.1

* Less than 1\10 of one percent

Source: Statistics Canada Cat #65-003

April 1990

LEADING EXPORTS TO NEW ZEALAND BY PROVINCE 1989 (\$000)

Newfoundland

Nil

Prince Edward Island

Nil

Nova Scotia

Machinery and mechanical appliances	415
Vehicles, parts and accessories	324
Electrical machinery and equipment	262
Articles of iron or steel	63
Tanning/dying extract	55
Sub-total (87% of total exports)	1,119
Total exports to New Zealand	1,285

New Brunswick

Fertilizer	1,754
Preparation of meat and fish	154
Machinery and mechanical appliances	116
Cocoa and cocoa preparations	62
Sub-total (49% of total exports)	2,086
Total exports to New Zealand	4,270

Quebec

Plastics and articles thereof	2,730
Aluminium and articles thereof	1,895
Carpets and other textile floor covering	1,686
Machinery and mechanical appliances	1,684
Iron and steel	1,484
Pharmaceutical products	1,108
Coated textile fabric	800
Paper and paperboard	753
Sub-total (70% of total exports)	12,140
Total exports to New Zealand	17,293

Ontario

Electrical machinery and equipment	12,021
Zinc and articles thereof	11,908
Plastics and articles thereof	6,746
Machinery and mechanical appliances	6,356
Paper and paperboard	5,490
Vehicles, parts and accessories	2,857
Man-made filaments	2,184
Pharmaceutical products	1,997
Glass and articles thereof	1,870
Meat and edible meat offal	1,867
Coated textile fabric	1,812
Sub-total (81% of total exports)	55,108
Total exports to New Zealand	67,794

Manitoba

Machinery and mechanical appliances	1,240
Printed books, newspapers and pictures	313
Products of animal origin	202
Electrical machinery and equipment	60
Vehicles, parts and accessories	51
Sub-total (93% of total exports)	1,866
Total exports to New Zealand	2,004

Saskatchewan

Fertilizer	11,895
Plastics and articles thereof	55
Sub-total (99% of total exports)	11,950
Total exports to New Zealand	11,994

Alberta

Sulphur	14,269
Plastics and articles thereof	3,938
Fertilizer	751
Organic chemicals	516
Products of animal origin	515
Sub-total (93% of total exports)	19,989
Total exports to New Zealand	21,548

British Columbia

Preparations of meat and fish	10,336
Wood and articles thereof	8,642
Machinery and mechanical appliances	6,078
Paper and paperboard	3,632
Aircraft and parts	3,613
Zinc and articles thereof	3,518
Sub-total (86% of total exports)	35,819
Total exports to New Zealand	41,842

Total exports all provinces to New Zealand 168,030

Source: Statistics Canada Cat #65-003

April 1990

Dependance on Australia as an Export Market

By Province (1989)

<u>Province</u>	<u>Exports to Australia (\$000)</u>	<u>Exports to All Countries (\$000)</u>	<u>Shares of Exports to all Countries (%)</u>
Newfoundland	13,046	1,830,858	0.7
Prince Edward Island	895	161,183	0.6
Nova Scotia	13,054	2,100,176	0.6
New Brunswick	9,758	2,988,750	0.3
Quebec	120,883	22,875,103	0.5
Ontario	359,376	65,050,534	0.6
Manitoba	14,110	2,866,597	0.5
Saskatchewan	39,390	4,670,212	0.8
Alberta	101,398	12,860,684	0.8
British Columbia	358,530	17,765,848	2.0
TOTAL CANADA	1,030,390	133,483,646	0.8

Source: Statistics Canada Cat #65-003

April 1990

LEADING EXPORTS TO AUSTRALIA BY PROVINCE 1989 (\$000)

Newfoundland

Paper and paperboard	10,890
Fish, crustaceans and molluscs	2,148
Sub-total (99% of total exports)	13,038
Total exports to Australia	13,046

Prince Edward Island

Preparations of vegetables, fruits and nuts	870
Articles of leather	20
Sub-total (99% of total exports)	890
Total exports to Australia	895

Nova Scotia

Fish, crustaceans and molluscs	3,316
Paper and paperboard	1,720
Pulp of wood	1,509
Machinery and mechanical appliances	1,083
Sub-total (58% of total exports)	7,628
Total exports to Australia	13,054

New Brunswick

Preparations of vegetables, fruits and nuts	2,957
Machinery and mechanical appliances	1,202
Vegetables	504
Pulp of wood	495
Paper and paperboard	344
Sub-total (56% of total exports)	5,502
Total exports to Australia	9,758

Quebec

Machinery and mechanical appliances	27,677
Paper and paperboard	21,696
Aircraft and parts thereof	16,539
Carpets and other textile floor coverings	7,888
Iron and steel	6,292
Electrical machinery and equipment	3,863
Plastics and articles thereof	2,982
Precision measuring and checking instruments	2,563
Coated textile fabric	2,521
Pulp of wood	2,267
Pharmaceutical products	2,168
Sub-total (80% of total exports)	96,456
Total exports to Australia	120,833

Ontario

Machinery and mechanical appliances	48,199
Vehicles, parts and accessories	48,084
Iron and steel	33,145
Precious stones, metals and coins	31,341
Electrical machinery and equipment	30,433
Aircraft and parts thereof	29,053
Plastics and articles thereof	18,078
Paper and paperboard	12,119
Precision measuring and checking instruments	10,171
Man-made staple fibres	8,758
Photographic and cinematographic goods	7,194
Man-made filaments	6,238
Articles of iron or steel	6,055
Tools, implements and cullery of base metal	4,472
Carpets and other textile floor coverings	3,853
Toys, games, and sports requisites	3,339
Sub-total (84% of total exports)	300,532
Total exports to Australia	359,376

Manitoba

Vehicles, parts and accessories	8,857
Machinery and mechanical appliances	1,686
Electrical machinery and equipment	715
Articles of iron or steel	295
Inorganic chemicals	204
Precision measuring and checking instruments	141
Vegetables	115
Aluminium and articles thereof	107
Iron and steel	101
Sub-total (87% of total exports)	12,221
Total exports to Australia	14,110

Saskatchewan

Fertilizer	34,749
Machinery and mechanical appliances	2,359
Inorganic chemicals	1,032
Electrical machinery and equipment	411
Vegetables	361
Miscellaneous chemical products	250
Sub-total (99% of total exports)	39,162
Total exports to Australia	39,390

Alberta

Sulphur	49,661
Plastics and articles thereof	18,855
Fertilizer	12,370
Products of animal origin	6,304
Machinery and mechanical appliances	3,978
Man-made staple fibres	2,442
Organic chemicals	2,060
Electrical machinery and equipment	1,510
Sub-total (96% of total exports)	97,180
Total exports to Australia	101,398

British Columbia

Wood and articles of wood	98,128
Paper and paperboard	81,855
Pulp of wood	73,989
Prepared meat and fish	29,845
Inorganic chemicals	22,167
Preparations of vegetables, fruits and nuts	9,599
Machinery and mechanical appliances	9,120
Sub-total (91% of total exports)	324,703
Total exports to Australia	358,530

Total exports all provinces to Australia 1,030,390

Source: Statistics Canada Cat #65-003

INVESTMENT (\$CDN BILLION)

Canadian Investment in Australia 3.3

Australia Investment in Canada 1.5

SELECTED COMPANIES OPERATING IN CANADA WITH SIGNIFICANT

AUSTRALIAN INVESTMENT

- 1 - THE BROKEN HILL PTY CO. LTD.
- 2 - ARIADNE AUSTRALIA LTD.
- 3 - CITY RESOURCES LTD.
- 4 - EXPO OIL N.L.
5. CSR LTD.
- 6 - CHEP CANADA INC.
- 7 - AUSCAN CLOSURES INC.
- 8 - ELDERS IXL LTD.
- 9 - AFP INVESTMENT CORP.
- 10 - MINERALS COMMODITIES LTD.
- 11 - BELMORAL RESOURCES NL
- 12 - PANCONTINENTAL MINING LTD.
- 13 - THE ROBERT HOLMES A COURT GROUP
- 14 - WORMALD INTERNATIONAL LTD.
- 15 - CRUSADER LTD.
- 16 - FIELDER GILLESPIE DAVIS LTD.
- 17 - NEWS CORPORATION LTD.
- 18 - HANIMEX CORPORATION LTD.
- 19 - MAYNE NICKLESS LTD.
- 20 - AUSTRALIA & NEW ZEALAND BANKING GROUP
- 21 - CLYDE INDUSTRIES LTD.
- 22 - AQUILA STEEL CO. LTD.
- 23 - TNT LTD.
- 24 - TRANSPORT CHAMPLAIN EXPRESS (INTERNATIONAL) INC.
- 25 - CONSOLIDATED HOME INDUSTRIES LTD.
- 26 - JAMES HARDIE ASBESTOS LTD.

SELECTED COMPANIES OPERATING IN CANADA WITH SIGNIFICANT

NEW ZEALAND INVESTMENT

- 1 - BRIERLEY INVESTMENTS LTD.
- 2 - IZARD MFG. CO. LTD.
- 3 - FLETCHER CHALLENGE LTD.
- 4 - NEW ZEALAND GOLDFIELDS LTD.
- 5 - RENOUF CORP. LTD.
- 6 - NZI CORP. LTD.
- 7 - DORVAN DEVELOPMENTS LTD.
- 8 - THE NEW ZEALAND SOUTH BRITISH GROUP LTD.
- 9 - THE SHIPPING CORPORATION OF NEW ZEALAND LTD.
- 10 - W.T. RAWLEIGH CO. LTD.
- 11 - WATAKI INTERNATIONAL TLD.
- 12 - EQUITICORP. HOLDINGS LTD.
- 13 - CANADIAN HOLDINGS LTD.
- 14 - NEW ZEALAND CASING CO. LTD.
- 15 - WOOLREST INTERNATIONAL LTD.
- 16 - CANADIAN SEED COATERS LTD.
- 17 - HODDER & TOLLEY LTD.

AUSTRALIA-NEW ZEALAND

Major investments in Canada

New Zealand/British Columbia

BC Forest Products and Crown Forest is owned by Fletcher Challenge Corp.

Australia/Across Canada

Carling O'Keefe is owned by Elders IXL

Cominco is controlled by an investment group of which MIM (Mount Isa Mining) is a substantial investor

TNT Canada controls numerous shipping and transport companies including AllTrans and Overland Express and is in turn owned by TNT of Australia

Loomis Canada (transport) is controlled by Mayne Nickles

Various mining companies are controlled by Western Mining

1990-91 PROJECTS CALENDAR

AUSTRALIA

ATUG
May 8-10, 1990
PEMD

VCP Media Program
May 1990
NTS A-614

IDP: FTA Investment Seminar
August 1990

WAMEX
May 23-25, 1990
PEMD

Capital Projects Outgoing Mission
July 1990
PEMD

Canadian Publishing Promotion
July 1990 distribution
NTS B-602

Communications Seminars
August 12-19, 1990, Melbourne, Sydney, following
TUANZ in New Zealand
NTS A-608

Franchising Mission to Australia
September 2-14, 1990 (incl. Franchising 90 show,
Melbourne, September 7-9)
NTS A-606

Defence Equipment Mission
September 1990
PEMD

Mission to Woodexpo 90
September 27-29, 1990
PEMD

Incoming Rural Telecommunications Mission
September 1990
PEMD

AUSPLAS (Australian Plastics Exposition)
October 1990, Sydney
PEMD

Goldfields Mining Show and Mission
25-27 October 1990
PEMD

13th All Australian Timber Congress
November 11-16, 1990, info booth
PEMD

Cable TV Study
completed December 1990
NTS A-603

Papua New Guinea Market Study
completed January 1, 1990
WTF B-601

Outgoing Mission of Truck Parts Manufacturers
February 1991
PEMD

Software Mission to Australia
February 23 - March 9, 1991
NTS A-600

Wimmera Fields Days
March 1991
PEMD

Throughout the Year

Canadian Commercial Newsletter
NTS A-604

Market Access Workshops (PST)
WTF B-603

Market Development Seminars (PST)
WTF B-604

Timing to be Determined

Hardware/Houseware Buyers to Canada from
New Zealand and Australia
NTS A-607

Incoming Building Regulations Mission
WTF B-600

Sector Studies Updates
NTS A-601

Contract Study
NTS A-602

Canadian Cultural Industries Study
P2000

Visiting Journalist Program
NTS A-605

Directory of Canadian Manufacturing Companies &
Products of Australia
NTS A-609

Tourism: Incentive Travel Study
NTS A-610

Tourism: Incentive Travel Site Inspection Program
NTS A-611

Tourism: Agents Directory/Seminars
NTS A-612

Tourism Incentive Merchandising Material
NTS A-613

Tourism: Promotion Incentive Exhibition/Melbourne
NTS A-615

IDP: Visiting Journalist

IDP: Investment Seminar Brisbane

1990-91 PROJECT CALENDER

NEW ZEALAND

APPITA 90 exhibition
April 2-6, 1990
PEMD

LIRA Mission to Canada, 29 April-11 May 1990
NTS A-616

XMAS Merchandise Show, Auckland, May 13-16
NTS A-617 Info Booth Programme

EMEX (6th International Trade Fair of Engineering
Machinery, Industrial Equipment and Manufacturing
Technology) May 22-31, 1990
NTS A-617 Info Booth Programme

Tourism Trade Shows: "Destinations"
July 1990, Auckland
NTS A-622

Communications Mission to New Zealand and Australia
August 5-19, 1990 (NZ: 5-11 August incl. TUANZ
exhibition 7-9 August; Austrla: 12-19 August)
PEMD

Mission to Food Pacific
August 1990
PEMD

NELCON (National Electronics Conference and Exhibition)
September 4-6, 1990
NTS A-617 Info Booth Programme

Forest Equipment Mission to Canada
September 1990 (incl. Woodexpo)
PEMD

Communications Mission to Canada
October 21-26 in conjunction with Intercomm 90
WTF B-605

FOODTECH (6th International Exhibition of Food Processing
Equipment and Technology, Auckland)
November 6-8, 1990
NTS A-617 Info Booth Programme

Tourism Promotion Seminars
February 1991
NTS A-621

Solo Food Show
sometime January-March 1991
NTS A-618

Taste of Canada In-Store Food Promotion.
March 1991
NTS A-619

Throughout the Year

Market Development Media Project
WTF B-606

Timing to be determined

Hardware/Houseware Buyers Mission to Canada fm
New Zealand and Australia
NTS 6007 (joint project)

Tourism: VCP (Media)(4 journalists)
NTS A-623

Tourism: Ski and Outdoors Market
NTS A-624

Tourism: Corporate Incentive Travel
NTS A-625

Tourism: Research
NTS A-625

CANADA, NEW ZEALAND BUSINESS ASSOCIATION INC.

Planned Activities of the Bilateral Business Council

The Canada-New Zealand Business Association, Business Association, established March 1989 by Minister Crosbie. Membership now exceeds 100 and the club has planned a full programme of events in 1990 as follows:

1990 PROGRAMME

- | | |
|----------------|--|
| 28th Feb (Wed) | Members Rub Shoulders Reception
6pm Hyatt Hotel AKL. |
| 5th Mar (Wed) | Luncheon, Top of The Town, Hyatt
Hotel AKL. (Guest Speaker The
Honourable Monte Kwinter, Minister of
Industry, Trade & Technology for the
Province of Ontario, Canada)
Tickets limited to 80. |
| 18th Apr (Wed) | Breakfast (Reg Birchfield Publisher
Management Magazine.
Hyatt Hotel AKL. |

- 17th May (Thu) 1st Annual Association Golf Day
 Remuera Gold Club
 12.30 pm Tee off. In Evening
 Dinner at Club for Golfers and non
 Golfers. (Members and guests).
- 13th Jun (Wed) Breakfast (Guest Speaker T.B.A.)
 Hyatt Hotel AKL.
- 29th Jun (Fri) Canada Day Luncheon
 Hyatt Hotel AKL.
- 18th Jul (Wed) Annual General Meeting and Reception
 6pm Hyatt Hotel AKL.
- 22nd Aug (Wed) Breakfast (Guest Speaker T.B.A.)
 Hyatt Hotel AKL.
- 19th Sep (Wed) Luncheon (Guest Speaker T.B.A.)
 Hyatt Hotel AKL.
- 31st Oct (Wed) Luncheon (Guest Speaker T.B.A.)
 Hyatt Hotel AKL.

28th Nov (Wed)

End of Year Christmas Dinner

Hyatt Hotel AKL.

Subject to alteration as the Association decides.

MINISTERIAL VISITS TO CANADA 1989/90

INDONESIA

- a) There were no official Indonesian Ministerial visits to Canada. However, Junior Minister of Trade Djiwandono, Junior Minister of Agriculture Baharsjah, and Minister of Communications Anas visited Canada to attend functions relating to their respective Ministries.

MALAYSIA

- a) There were no Malaysian ministerial visits to Canada during 1989/90

PHILIPPINES

- a) President Corazon Aquino, visit to Canada, November 4 - 10, 1989

SINGAPORE

- a) Mr. Peter Sung, Minister of State and Foreign Development, visit to Canada September 15-21, 1989.

THAILAND

- a) Princess Chulabhorn, visit to Canada May 1989, and March 1990.
- b) Minister Prachuab, Minister of Energy, Science and Technology, visit to Canada, September 11-20, 1989, and again visited Canada for Globe 90 in Vancouver, March 1990.
- c) Minister Korn, Minister attached to the Prime Minister's Office, visit to Canada, October 21-27, 1989
- d) Minister Subin, Minister of Commerce, visit to Canada September, 1989
- e) Minister Anuwat, Minister Responsible For EGAT, visit to Canada, October 4-7, 1989.

Form 675 G (S)
PROCEDE **Plasdex** * PROGRESS
MONTREAL TORONTO

EXPORT SUCCESS STORIES

INDONESIA

Canadian Astronautics Ltd., have signed a contract with Indonesian authorities for a ground station related to a Satellite based Search and Rescue System. value - \$10 million

General Motors, Diesel Division, concluded a sale of locomotives, in December, to the Indonesian Railway. Value of contract - \$25.5 million.

MALAYSIA

The Malaysian Railway Authority (KTM) awarded a contract worth \$2 million for two shunting locomotives manufactured by G.M. Diesel, London Ontario. This was followed in September 1989 by a contract for the supply of an additional 10 diesel locomotives for on-line service.

Defence Services Asia '90 March 20-21, 1990 was attended by 8 Canadian firms. Anticipated (potential) sales over the next year are expected to be \$65 - 70 million.

British American Bank Note Inc., Ottawa Division, was recently awarded a \$6.5 million contract to print Malaysian 50 Ringgit bank notes.

The Royal Canadian Mint through its official agent in Malaysia, the Bank of Nova Scotia, has sold over 20,000 ounces of gold in the form of a Gold Maple Leaf bullion investment coin, which was introduced into the Malaysian market in 1989.

PHILIPPINES

Canadian exports to the Philippines continue to increase significantly, reaching \$204.7 million in 1989 compared with \$49.5 million in 1986.

Since the Canadian Wheat Board re-entered the Philippine market place in 1987, sales of wheat continue to increase, reaching the highest annual level in 1989 of \$50.5 million.

SINGAPORE

Asian Aerospace '90, Feb. 14-18, 1990 attracted 13 Canadian company participants. Almost \$10 million in sales contracts were finalized at this event.

A contract in the amount of \$6.1 million was awarded to UTDC, Toronto, and a Singapore joint venture partner to build an ultra-modern 1 km underground baggage train, connecting airport terminals.

THAILAND

Export sales to Thailand increased to \$340 million in 1989, while imports were \$420, giving a two way trade total of \$760 million. With this level of exports, Thailand became Canada's largest export destination in ASEAN.

Lavalin International Inc. continues to pursue the \$2.025 billion contract for the supply, construction and operation of the 36 km mass rapid transit system in Bangkok.

CANADIAN DOMESTIC EXPORTS TO ASEAN 1990
 (\$'000)

<u>Destination</u>	<u>Total</u>	<u>Province of origin (if reported)</u>									
		<u>Nfld.</u>	<u>N.S.</u>	<u>PEI</u>	<u>N.B.</u>	<u>Que.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>BC</u>
Brunei	2,337	0	0	0	0	19	1,154	0	0	1,112	52
Indonesia	310,771	229	16,445	154	948	11,895	53,417	9,876	52,608	71,819	93,380
Malaysia	218,649	3,729	9,100	0	154	26,361	44,009	4,216	52,604	21,377	57,099
Philippines	219,403	69	2,131	101	3,679	30,324	48,468	7,454	37,636	27,124	62,417
Singapore	243,689	208	1,237	254	1,799	59,641	118,387	11,812	3,644	13,868	32,839
Thailand	339,792	5,076	256	0	2,241	55,901	150,269	2,218	10,067	40,540	73,224
TOTAL	1,334,641	9,311	29,169	509	8,821	184,141	415,704	35,576	156,559	175,840	319,011

CANADA/ASEAN TRADE
(Cdn \$ millions)

Country	1987		1988		1989		% Change Fm 1988	% Change Fm 1988	Balance
	Imports	Exports	Imports	Exports	Imports	Exports			
Brunei	.2	--	--	.2	--				
Indonesia	193.1	305.1	179.5	298.7	192.1	(7%)	311.3	(4%)	119.2
Malaysia	257.5	118.4	323.9	192.0	320.1	(-1%)	218.7	(14%)	- 101.4
Philippines	132.8	122.1	178.4	131.0	204.7	(15%)	219.4	(67%)	14.7
Singapore	291.4	168.0	466.9	275.2	502.4	(7%)	243.5	(-13%)	- 276.9
Thailand	209.8	194.9	343.5	259.0	419.9	(22%)	339.8	(31%)	- 80.1
TOTAL	1,084.8	908.5	1,492.2	1,156.1	1,478.3		1,338.5		
Two-Way Trade	1,993.3		2,648.3			2,816.8			
	32% Change Over 1986		32% Change Over 1987			6% Change Over 1988			

FACT SHEET - BRUNEI

April 1990

Area: 5,765 sq km

Population: 227,000 (1989)

Capital: Bandar Seri Begawan

System of Government: (Monarchy) Sultanate

Head of State: Sultan Hassanal Bolkiah Mu'izzaddin Waddaulah

Prime Minister: Sultan Hassanal Bolkiah Mu'izzaddin Waddaulah

Minister of Finance (responsible for Trade): Prince Jefri Bolkiah

Language: Malay, English, Chinese

Ethnic Background: Malays 65%, Chinese 20%
Indigenous tribes 8%, Indian & others 6%

GDP: (1988) US \$3.1 B Per Capita Income: US \$17,000 Currency: Brunei Dollar on par with Spore \$= Cdn \$0.63

Inflation Rate: 2.0% (1988) Unemployment Rate: N/A Debt Service Ratio: Nil

Major Trading Partners (1988):

Exports (Total: US \$2 billion)

- 1. Japan (\$1.04 b)
- 2. S. Korea (\$0.3 b)
- 3. U.K. (\$0.24 b)
- 4. Thailand (\$0.16 b)
- 5. Singapore (\$0.1b)

Imports (Total: US \$1.3 billion)

- 1. Singapore (\$0.47 b)
- 2. U.K. (\$0.34 b)
- 3. Switzerland (\$0.09 b)
- 4. USA (\$0.09 b)
- 5. Japan (\$0.78 b)

Canadian Trade Statistics: (Cdn \$ '000s)

	1987	1988	1989
Exports	37	232	2,339
Imports	192	37	56
Balance	-155	195	2,283

Main Sectors of Opportunity for Canadian Business:

- 1. Oil and Gas Equipment and Services
- 2. Advanced Technology Products and Services
- 3. Defence Programs, Products and Services

EDC Status: on cover

CIDA Status: not programme country

Resident Canadian Banks: None

Canadian Reps in Brunei: (resident in Singapore)

High Commissioner - Bernie Gagosz; Commercial Counsellor - Denis Comeau; Tel: (011-65) 225-6363; Telex: (Destination Code 87) RS21277; Fax: (011-65) 225-2450

Department of External Affairs/PST Trade Contact: Laurena Gies (613) 995-7659; Telex: 053-3745; Fax: (613) 996-4309

Brunei Reps in Canada: At the present time, contact should be made via Brunei Permanent Mission in New York

MAJOR CANADIAN EXPORTS TO BRUNEI
('000s)

<u>Code</u>	<u>1988</u>	<u>1989</u>
85 Electrical mchy equip parts thereof; sound recorder etc.	36	1,132
49 Printed books, newspapers, pictures & other product etc.		893
21 Miscellaneous edible preparations		156
90 Optical, photo, cine, meas, checking, precision, etc.	3	85
98 Special Classification Provisions	168	22
84 Boilers, mchy & mech appliance; parts	15	13
88 Aircraft, spacecraft & parts thereof		<u>11</u>
Sub-Total of	<u>222</u>	<u>2,312</u>
Total	232	2,339

MAJOR CANADIAN IMPORTS TO BRUNEI
('000s)

<u>Code</u>	<u>1988</u>	<u>1989</u>
83 Miscellaneous articles of base metal	--	56
Sub-Total of	--	56
Total	37	56

MAJOR CANADIAN EXPORTS TO INDONESIA
('000s)

<u>Code</u>	<u>1988</u>	<u>1989</u>
10 Cereals (Wheat 65,124)	55,779	65,254
47 Pulp of wood/of other fibrous cellulosic material (Chemical wood pulp 52,574)	49,744	55,234
39 Plastics & articles thereof (Polyethylene 25,762) (Polypropylene 23,750)	46,743	50,332
25 Salt; sulphur; plastering material; lime & cement (Sulphur, crude or refined 32,394)	31,522	37,841
86 Railway/tramway locomotives, rolling-stock & parts; etc. (Railway cars, open 16,040)	--	16,057
31 Fertilizers	30,729	15,108
79 Zinc & articles thereof	11,827	14,412
48 Paper & paperboard	16,841	13,452
84 Nuclear reactors, boilers, machinery & mechanical appliance; parts	6,543	9,673
29 Organic chemicals (Ethylene glycol (ethanediol) 7,480)	6,203	8,860
23 Residues & waste from food industry; animal fodder	9,694	4,064
85 Electrical mchy equip parts thereof; sound recorder etc.	6,134	3,730
40 Rubber & articles thereof	1,883	2,633
38 Miscellaneous chemical products	80	2,408
55 Man-made staple fibres	1,987	1,568
28 Inorgn chem; compds of precious metals, radioactive elements etc.	116	1,355
90 Optical, photo, cine, measuring, checking, precision, etc.	1,595	1,103
76 Aluminium & articles thereof	1,249	1,008
82 Tool, implement, cutlery, spoon & fork, of base met etc.	<u>369</u>	<u>1,002</u>
Sub-Total	279,038	305,094
of	<u> </u>	<u> </u>
Total	317,173	310,775

MAJOR CANADIAN IMPORTS FROM INDONESIA
('000s)

<u>Code</u>	<u>1988</u>	<u>1989</u>
40 Rubber & articles thereof (Technically specified natural rubber 28,677)	59,720	49,808
44 Wood & articles of wood; wood charcoal (Plywood 30,486) (Wood (lumber) continuously shaped non-coniferous (hardwood) 5,729)	49,728	39,902
62 Articles of apparel & clothing access, not knitted/crocheted	13,514	23,230
61 Articles of apparel & clothing access, knitted or crocheted	13,519	13,337
09 Coffee, tea, & spices	12,234	10,993
55 Man-made staple fibres	6,267	7,232
80 Tin and articles thereof	2,431	5,995
03 Fish & crustacean, mollusc & other aquatic invertebrate	526	5,940
54 Man-made filaments	3,025	4,929
64 Footwear	1,075	4,535
15 Animal/veg fats & oils	28	3,503
70 Glass and glassware	3,278	2,995
02 Meat & edible meat offal.	1,046	2,195
94 Furniture; bedding, mattress	290	2,134
18 Cocoa & cocoa preparations	693	1,314
16 Preparations of meat, fish or crustaceans, molluscs	1,430	1,302
42 Articles of leather; saddlery/harness; travel goods etc.	977	1,210
85 Electrical mchy equip parts thereof; sound recorder etc.	662	1,162
58 Special woven fabric; tufted tex fab; lace; tapestries etc.	547	1,116
Sub-Total of	170,990	182,832
Total	179,015	192,098

FACT SHEET - MALAYSIA

April 1990

Area: 329,744 sq. km.

Population: 17.6 million (1990)

Capital: Kuala Lumpur

System of Government: Constitutional Monarchy

Head of State: Yang di-Pertuan Agong, Sultan Iskandar

Prime Minister: Dato Seri Dr. Mahathir Mohamad

Minister of Trade/Industry: Datin Paduka Rafidah Aziz

Language: Bhasa Malaysia, English,
Chinese, Tamil

Ethnic Background: Malay 50%, Chinese 33%,
East Indian 10%, indigenous tribes 7%

GDP: (1988) US \$33.6 B Per Capita Income: US \$2,028 Currency: Mlsian Ringgit = Cdn \$0.43

Inflation Rate: 4.5% (1989) Unemployment Rate: 7.9% (1989) Debt Service Ratio: 12.0% (1989)

Major Trading Partners (1988):

Exports (Total: US \$20.8 billion)

Imports (Total: US \$16.6 billion)

- 1. Singapore \$4.0 b
- 2. USA \$3.6 b
- 3. Japan \$3.5 b
- 4. S. Korea \$1.0 b
- 5. U.K. \$0.7 b

- 1. Japan \$3.9 b
- 2. USA \$2.9 b
- 3. Singapore \$2.2 b
- 4. U.K. \$0.8 b
- 5. Taiwan \$0.7 b

Canadian Trade Statistics: (Cdn \$ millions)

	1986	1987	1988	1989
Exports	103.6	118.4	192.0	218.7
Imports	208.4	257.5	323.9	320.1
Balance	- 104.8	- 139.1	- 131.9	-101.4

Major Cdn Exports (Cdn \$'000)

1989

Major Cdn Imports (Cdn \$'000)

1989

Fertilizers & fertil. material	(36,933)	Integrated Circuits	(45,669)
Wheat	(26,535)	Clothing	(37,505)
Newsprint and Paper	(23,696)	Rubber	(29,278)
Asbestos	(18,256)	Radios	(28,106)
Aircraft	(17,211)	Transformers	(12,917)

Main Sectors of Opportunity for Canadian Business:

- 1. Advanced Technology Products/Services
- 2. Oil and gas equipment and services
- 3. Agriculture and Food Products and Services
- 4. Defence Programs, Products/Services
- 5. Power and Energy Equipment/Services

EDC Status: on cover

CIDA Status: Category II

Resident Canadian Banks: Bank of Nova Scotia

Canadian Reps in Malaysia: High Commissioner - Garrett Lambert; Commercial Counsellor - Melvin MacDonald; Tel: (011-60-3) 261-2000; Telex: (Destination code 84) 30269; Fax: (011-60-3) 261-3428

Department of External Affairs/PST Trade Contact: Laurena Gies (613) 995-7659; Telex: 053-3745; Fax: (613) 996-4309

Malaysia Reps in Canada: High Commissioner - Tan Sri Datuk Thomas Jayasurya; Commercial Reps - Toronto

MAJOR CANADIAN EXPORTS TO MALAYSIA
('000s)

<u>Code</u>	<u>1988</u>	<u>1989</u>
31 Fertilizers (Potassium chloride 36,933)	41,336	37,099
10 Cereals (Wheat nes and meslin 26,535)	12,158	26,547
25 Salt; sulphur; earth & ston; plastering mat; lime & cem (Asbestos 18,256)	9,657	19,368
88 Aircraft, spacecraft & parts thereof	448	17,698
48 Paper & paperboard (Paper 7,063) (Newsprint, in rolls or sheets 6,956)	27,052	14,589
84 Boilers, mchy & mech appliance; parts	7,113	14,440
72 Iron & steel (Flat rolled prod 9,268)	16	9,432
85 Electrical mchy equip parts thereof; sound recorder etc.	8,763	9,209
47 Pulp of wood/of other fibrous cellulosic mat; waste etc.	6,106	7,649
39 Plastics & articles thereof	6,447	7,407
99 Special transaction - trade	37	7,082
26 Ores, slag and ash	4,674	6,906
29 Organic chemicals	4,133	5,796
76 Aluminium & articles thereof	13,870	5,639
79 Zinc & articles thereof	4,715	3,872
12 Miscell. grain, seed, fruit etc.	2,182	3,208
74 Copper & articles thereof	3	2,860
21 Miscellaneous edible preparations	165	2,617
30 Pharmaceutical products	561	2,525
87 Vehicles o/t railw/tramw roll-stock, pts & accessories	4,373	2,381
59 Impregnated, coated, cover/laminated textile fabric etc.	5,447	2,344
71 Natural/cultured pearls, prec stones & metals, coin etc.	106	1,745
Sub-Total of	159,362	210,413
Total	179,205	218,652

MAJOR CANADIAN IMPORTS FROM MALAYSIA
('000s)

<u>Code</u>	<u>1988</u>	<u>1989</u>
85 Electrical mchy equip parts thereof; sound recorder etc. (Monolithic integrated circuits 45,699) (Radios 28,106)	133,263	135,597
40 Rubber & articles thereof	62,191	52,687
62 Articles of apparel & clothing access, not knitted/crocheted	15,562	20,446
61 Articles of apparel & clothing access, knitted or crocheted	13,496	17,101
16 Prep of meat, fish or crustaceans, molluscs (Tunas, skipjack & Atl bonito 12,198)	13,726	15,553
15 Animal/veg fats & oils & their cleavage products; etc. (Palm kernel or babassu oil, crude 5,490) (Coconut (copra) oil 5,117)	24,672	14,716
80 Tin & articles thereof	4,508	8,217
55 Man-made staple fibres	9,719	7,924
18 Cocoa & cocoa preparations (Cocoa butter, fat & oil 5,296)	6,694	7,890
44 Wood & articles of wood; wood charcoal	8,138	6,635
95 Toys, games & sports requisites; parts & access thereof	7,400	6,134
84 Boilers, mchy & mech. appliance; parts	2,812	3,964
94 Furniture; bedding, mattress, etc.	1,429	3,168
83 Miscellaneous articles of base metal	2,363	2,762
54 Man-made filaments	3,012	2,320
69 Ceramic products	1,102	2,054
39 Plastics & articles thereof	1,288	2,009
64 Footwear	2,608	1,850
52 Cotton	2,126	1,388
90 Optical, photo, etc.	835	1,114
09 Coffee, tea, maté & spices	308	1,032
Sub-Total of	317,252	314,561
Total	323,533	320,142

Area: 300,439 sq km Population: 64.9 million (mid-1989) -13th most populous country

Capital: Manila System of Government: Democracy

President: President Corazon Aquino Vice President: Salvador Laurel

Minister of Trade and Industry: José Concepcion Jr.

Language: Tagalog, (English Widely spoken) Ethnic Background: Mainly Malay, Chinese, also Indians, Japanese, Arabs, Spanish

GDP: US 39.2 B (1988) Per Capita Income: US \$670 (1988) Currency: peso = Cdn 6.3¢

Inflation Rate: 11.7% (Aug 89) Unemployment Rate: 10.6% (1987) Debt Service Ratio: 34.2

Major Trading Partners (1988):

Exports (Total: US \$7.034 billion)

1. USA (\$2.512 b)
2. Japan (\$1.415 b)
3. Hong Kong (\$0.343 b)
4. United Kingdom (\$0.325 b)
5. Netherlands (\$0.314 b)

Imports (Total: US \$8.7 billion)

1. USA (\$1.822 b)
2. Japan (\$1.502 b)
3. Taiwan (\$0.532 b)
4. Hong Kong (\$0.388 b)
5. Singapore (\$0.353 b)

Canadian Trade Statistics: (Cdn \$ millions)

	1986	1987	1988	1989
Exports	49.5	122.1	131.0	219.4
Imports	133.5	132.8	178.4	204.7
Balance	-84.0	-10.7	-47.4	+14.7

Major Cdn Exports (\$Cdn '000) 1989

Wheat	50,542
Copper ores/concentrates	38,633
Flat rolled products	24,956
Paper	13,259
Potassium chloride	9,660
Zinc not alloyed unwrought	8,688

Major Cdn Imports (\$Cdn '000) 1989

Clothing	45,777
Integrated circuits	32,602
Tuna, Skipjack/Atl. bonito prepared or preserved	24,052
Wrist Watches	11,628
Gloves, Mittens & Mitts	7,269
Furniture of other materials	5,528

Main Sectors of Opportunity for Canadian Business:

1. Advanced Technology Products/Services
2. Mining, Metals and Minerals
3. Power
4. Grains and Oilseeds
5. Agriculture & Food Products
6. Asian Development & World Bank Projects

EDC Status: on cover

CIDA Status: Category I country (\$100 million program to be spent in 5 years)

Resident Canadian Banks: Bank of Nova Scotia (Equity participation)

Canadian Reps in the Philippines: Ambassador - André Simard; Commercial Counsellor - David McNamara; Tel: (011-63-2) 815-9536; Telex: (Destination Code 75) 63676 DOMCAN PN; Fax: (011-63-2) 815-9595

Department of External Affairs/PST Trade Contact: Louise Branch (613) 995-7680; Telex: 053-3745; Fax: (613) 996-4309

Philippines Reps in Canada: Ambassador - Ramon Diaz, Ottawa, Consulates in Vancouver and Toronto

MAJOR CANADIAN EXPORTS TO THE PHILIPPINES
('000s)

<u>Code</u>	<u>1988</u>	<u>1989</u>
10 Cereals (Wheat 50,542)	9,602	50,561
26 Ores, slag & ash (Copper ores & concentrates 38,633)	4,305	38,672
72 Iron & steel (Flat rolled prod 24,956)	1,037	25,114
48 Paper & paperboard	15,997	13,572
31 Fertilizers (Potassium chloride 9,660)	22,930	11,450
84 Boilers, mchy & mech appliance; parts	5,383	11,330
79 Zinc & articles thereof	7,251	10,214
39 Plastics & articles thereof	11,599	9,715
04 Dairy prod; natural honey (Milk powder 8,263)	9,123	8,750
47 Pulp of wood/of other fibrous cellulosic mat; waste etc. (Chemical wood pulp 6,806)	8,484	7,240
85 Electrical mchy equip parts thereof; sound recorder etc.	2,538	5,722
55 Man-made staple fibres	7,422	4,097
29 Organic chemicals	1,813	2,400
88 Aircraft & parts thereof	12	2,220
08 Edible fruit & nuts; peel	638	1,677
21 Miscellaneous edible preparations	2,599	1,535
25 Salt; sulphur; earth & stone; plastering mat; lime & cement	2,105	1,368
30 Pharmaceutical products	1,487	1,362
23 Residues & waste from food indust; animal fodder	<u>3,821</u>	<u>1,048</u>
Sub-Total of	<u>118,146</u>	<u>208,047</u>
Total	<u>131,014</u>	<u>219,408</u>

MAJOR CANADIAN IMPORTS FROM THE PHILIPPINES
('000s)

<u>Code</u>	<u>1988</u>	<u>1989</u>
85 Electrical machinery equip parts; sound recorder etc. (Monolithic integrated circuits 32,602)	33,303	44,194
62 Art of apparel & clothing access, not knitted/crocheted	25,937	31,479
16 Prep of meat, fish or crustaceans (Tunas, skipjack & Atl bonito 24,052)	9,493	24,580
61 Art of apparel & clothing access, knitted or crocheted	16,002	14,520
91 Clocks & watches & parts thereof (Wrist watches 11,628)	8,898	11,650
42 Articles of leather; saddlery/harness; travel goods etc.	8,414	9,078
94 Furniture; bedding, mattress, matt support, cushion etc.	6,094	8,199
20 Prep of vegetable, fruit, nuts	10,816	6,525
44 Wood & articles of wood; wood charcoal	6,970	5,981
08 Edible fruit & nuts	6,431	5,782
46 Manufactures of straw, exparto/other plaiting mat; etc.	4,576	4,901
64 Footwear, gaiters & like; parts of such articles	4,474	4,084
84 Boilers, machinery & mech appliance; parts	4,675	3,978
15 Animal/veg fats & oils & their cleavage products; etc.	8,637	3,404
03 Fish & crustacean	2,117	3,085
09 Coffee, tea, maté & spices	3,331	2,572
26 Ores, slag and ash	1,384	2,510
38 Miscellaneous chemical products	1,122	1,693
56 Wadding, felt & nonwoven; yarns; twine; cordage etc.	811	1,663
95 Toys, games & sports requisites; parts & access thereof	4,146	1,470
71 Natural/cultured pearls, prec stones & metals, coin etc.	769	1,324
69 Ceramic products	870	1,317
93 Arms & ammunition; parts & accessories	995	1,059
40 Rubber & articles thereof	454	1,004
63 Other made up textile articles; sets; worn clothing etc.	858	1,000
Sub-Total of	171,577	197,052
Total	178,248	204,853

FACT SHEET - SINGAPORE

April 1990

Area: 626 sq km

Population: 2.7 million (1990)

Capital: City State System of Government: Constitutional Parliamentary Democracy

Head of State: President Wee Kim Wee Prime Minister: Lee Kuan YewMinister of Trade and Industry: Lee Hsien LoongLanguage: English, Mandarin, Malay,
TamilEthnic Background: Chinese 77%, Malay 15%,
East Indian 7%

GDP: (1989) US \$29.8 B Per Capita Income: US \$10,484 Currency: Spore Dollar = Cdn \$0.63

Inflation Rate: (1989) 2.4% Unemployment Rate: 2.5% (1986) Debt Service Ratio: 0.7%

Major Trading Partners (1989):Exports (Total: US \$47.0 billion)

1. USA	\$10.9 b
2. Malaysia	\$6.4 b
3. Japan	\$4.0 b
4. Hong Kong	\$2.5 b
5. Thailand	\$2.1 b

Imports (Total: US \$52.3 billion)

1. Japan	\$11.2 b
2. USA	\$9.0 b
3. Malaysia	\$6.9 b
4. Saudi Arabia	\$2.9 b
5. Taiwan	\$2.6 b

Canadian Trade Statistics: (Cdn \$ millions)

	1986	1987	1988	1989
Exports	146.3	168.0	275.2	243.5
Imports	208.3	291.4	466.9	502.4
Balance	- 62.0	-123.4	-191.7	-258.9

Major Cdn Exports (\$Cdn million) 1989

Machinery, Elec Eqpt & Parts	(58.2)
Special Transactions/Commodities	(31.6)
Paper & Paperboard Articles	(25.3)
Aircraft & Parts (incl. engines)	(24.7)
Base Metals & Articles	(19.0)

Major Cdn Imports (\$Cdn million) 1989

Telecom, Electrical Eqpt/Parts	(168.2)
AutoData, Proc. Machines/Eqpt	(167.5)
Machinery, Mech Appliances/Parts	(59.0)
Textiles and Articles	(32.8)
Organic Chemicals	(15.0)

Main Sectors of Opportunity for Canadian Business:

- | | |
|--|---|
| 1. Advanced technology products & services | 4. Transportation systems/equipment |
| 2. Defence Programs/Products/Services | 5. Oil & Gas Equipment/Services |
| 3. Agriculture & Food Products | 6. Education, Medical & Health Products |

EDC Status: on cover

CIDA Status: not programme 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 - Bernie Gagosz; Commercial Counsellor - Denis Comeau; Tel: (011-65) 225-6363; Telex: (Destination Code 87) RS21277; Fax: (011-65) 225-2450

Department of External Affairs/PST Trade Contact: Laurena Gies (613) 995-7659; Telex: 053-3745; Fax: (613) 996-4309

Singapore Reps in Canada: High Commissioner - Chan Heng Chee, contact should be made via Singapore Permanent Mission in New York, Tel: (212) 826-0840

Commercial Reps - Lim Chin Geok, Toronto, Ontario, Tel: (416)363-8227
- Ng Che Meng, Vancouver, B. C., Tel: (604) 662-7055

MAJOR CANADIAN EXPORTS TO SINGAPORE
('000s)

<u>Code</u>	<u>1988</u>	<u>1989</u>
12 Miscellaneous grain, seed, fruit etc. (Soya beans 7,149)	6,948	8,419
20 Prep of vegetable, fruit, nuts or other parts of plants	1,500	1,029
21 Miscellaneous edible preparations	857	1,530
26 Ores, slag & ash	241	2,129
28 Inorgn chem; compds of prec met	925	3,242
29 Organic chemicals	2,240	2,736
31 Fertilizers (Potassium chloride 5,024)	23,252	7,042
39 Plastics & articles thereof	12,745	7,843
44 Wood & articles of wood	1,768	2,375
47 Pulp of wood/of other fibrous cellulosic mat; waste etc.	1,525	1,470
48 Paper & paperboard (Newsprint, in rolls or sheets 13,513) (Paper 8,860)	35,582	23,471
54 Man-made filaments	188	1,810
55 Man-made staple fibres	486	1,400
57 Carpets & other textile floor coverings	3,196	3,204
71 Natural/cultured pearls, prec stones & metals, coin etc. (Silver in unwrought forms 9,304)	36,282	12,969
72 Iron & steel	129	1,446
73 Articles of iron or steel	1,676	5,446
76 Aluminium & articles thereof	1,432	2,014
79 Zinc & articles thereof	7,032	6,884
82 Tools, implements, cutlery	3,228	2,053
84 Boilers, mchy & mech appliance; parts	22,824	27,012
85 Electrical mchy equip parts thereof; sound recorder etc. (Cathode-ray TV picture tubes 13,461)	32,579	31,191
87 Vehicles o/t railw/tramw roll-stock, pts & accessories	9,705	5,823
88 Aircraft, spacecraft & parts thereof (Flight simulators & parts thereof 15,071)	3,083	24,735
90 Optical, photo	2,428	4,194
93 Arms & ammunition; parts & access. thereof	--	2,070
98 Special Classification Provisions	5,700	7,896
99 Special Transaction - Trade	<u>39,392</u>	<u>31,705</u>
Sub-Total	256,943	233,138
of		
Total	<u>275,445</u>	<u>243,515</u>

MAJOR CANADIAN IMPORTS FROM SINGAPORE
('000s)

<u>Code</u>	<u>1988</u>	<u>1989</u>
84 Boilers, mchy & mech appliance; parts (Storage units 130,109) (Compressors of kind used in refrig. 30,374) (Digital process units 29,087) (Parts & access. of automatic data processing machines 12,259) (Automatic typewriters & word-processing machines 7,268)	216,113	226,589
85 Electrical mchy equip parts thereof; sound recorder etc. (Radio-broadcast receivers 41,274) (Monolithic integrated circuits 28,475) (TV receivers incl. video monitors 13,893) (Telephone answering machines 10,168) (Microwave ovens 8,926) (Electric smoothing irons 7,777)	152,179	168,742
29 Organic chemicals	15,129	15,123
62 Art of apparel & clothing access, not knitted/crocheted	10,551	13,262
61 Art of apparel & clothing access, knitted or crocheted	10,118	13,143
40 Rubber & articles thereof	1,343	8,670
03 Fish & crustacean	6,110	5,202
87 Vehicles o/t railw/tramw roll-stock, pts.	4,682	4,599
95 Toys, games & sports requisites	10,392	4,596
55 Man-made staple fibres	4,268	3,957
44 Wood & articles of wood	3,536	3,397
94 Furniture; bedding, mattress	4,103	3,254
90 Optical, photo	3,309	3,244
72 Iron & steel	42	2,630
49 Printed books, newspapers, pictures & other product etc.	1,657	2,502
83 Miscellaneous articles of base metal	1,402	2,421
63 Other made up textile articles; sets; worn clothing etc.	622	2,298
89 Ships, boats & floating structures	2,918	1,711
09 Coffee, tea, maté & spices	1,642	1,699
82 Tool, implement	1,690	1,615
15 Animal/veg fats & oils	956	1,572
73 Articles of iron or steel	665	1,180
05 Products of animal origin	2,828	1,158
Sub-Total	446,255	492,564
of		
Total	446,562	502,431

FACT SHEET - THAILAND

April 1990

Area: 513,115 km²**Population:** 55.9 million (1989 approx)**Capital:** Bangkok (Krung Thep)**System of Government:** Constitutional Monarchy**Head of State:** HM King Bhumibol Adulyadej (Rama IX)**Prime Minister:** Chatichai Choonhavan**Minister of Commerce:** Subin Pinkhayon**Language:** Thai/Chinese/English **Ethnic Background:** Thai 80%; Chinese 10%; Malay 3%;
Other 7%**GDP:** 1987-US \$46.6 B**Per Capita Income:** US \$1000
(1989)**Currency:** Baht (100 Satang)
Cdn \$1 = approx 21.9 baht**Inflation Rate:** 4.0% (1989) **Debt Service Ratio:** (1989) 12.9% **Unemployment Rate:** 4.6%
(1989) **Economic Growth (1989)** 9.1% (1989)**Major Trading Partners (1988):**Exports (Total: US \$14.7 billion)

1. USA (\$3.1 b)
2. Japan (\$2.5 b)
3. Singapore (\$1.2 b)
4. Germany (0.7 b)
5. Hong Kong (0.7 b)

Imports (Total: US \$17.5 billion)

1. Japan (\$5.8 b)
2. USA (\$2.7 b)
3. Singapore (\$1.5 b)
4. Germany (\$1.1 b)
5. U.K. (\$0.6 b)

Canadian Trade Statistics: (Cdn \$ millions)

	1986	1987	1988	1989
Exports	105.3	194.9	259.0	339.8
Imports	161.5	209.8	343.4	419.9
Balance	- 56.2	- 14.9	- 84.4	-74.5

Major Cdn Exports 1989 (Cdn \$'000)

Boilers (parts of)	37,946
Flat Rolled Steel	37,287
Products	
Asbestos	29,539
Chemical Wood Pulp	27,906
Newsprint	20,848
Flight Simulators	15,606

Major Cdn Imports 1989 (Cdn\$'000)

Automobiles	73,982
Clothing	52,020
Tuna	45,977
Storage Units	26,145
Pineapples	15,056
Textile Fabrics	12,872
Footwear	11,233

Main Sectors of Opportunity for Canadian Business:

1. Advanced Technology (Products/Services)
2. Oil & Gas
3. Power & Energy Equipment/Services
4. Defence Sector
5. Agriculture & Food Products

EDC Status: On cover**CIDA Status:** CORE country (Category I)**Resident Canadian Bank:** Bank of Nova Scotia, Bangkok - Robert Rayner**Canadian Reps in Thailand:** Ambassador - Lawrence Smith; Commercial Counsellor - Robert Vanderloo; First Secretary - Bertrand Desjardins; Third Secretary - David McKinnon; Telex: 82671 DOMCAN TH; Tel: (011-66-2) 234-1561/8; Fax: (011-66-2) 236-7119**Department of External Affairs/PST Trade Contact:** Alan McBride, Tel: (613) 992-0959, Fax: (613) 996-4309; Telex: 053-3745**Thailand Reps in Canada:** Ambassador - Chawat Arthayukti (Ottawa); Tel: (613) 722-4444
Commercial reps: Ottawa, Toronto, Montreal, Edmonton, and Vancouver

MAJOR CANADIAN EXPORTS TO THAILAND
('000s)

<u>Code</u>	<u>1988</u>	<u>1989</u>
72 Iron & steel (Flat rolled prod 37,287)	34,320	59,626
84 Nuclear reactors, boilers, mchy & mech appliance; parts (Parts of steam/vapour generating boilers 37,946)	18,724	47,550
25 Salt; sulphur; earth & ston; plastering mat; lime & cem (Asbestos 29,539)	32,494	33,532
47 Pulp of wood/of other fibrous cellulosic mat; waste etc. (Chemical wood pulp 27,906)	26,573	33,286
88 Aircraft, spacecraft & parts thereof (Flight simulators & parts thereof 15,606) (Aircraft nes of unladen weight 15,388)	671	31,181
48 Paper & paperboard; art of paper pulp, paper/paperboard (Newsprint, in rolls or sheets 20,848)	16,260	30,028
39 Plastics & articles thereof (Polypropylene 8,416) (Polyethylene 7,279)	17,907	20,908
29 Organic chemicals (Styrene 8,531)	17,288	17,025
10 Cereals (Wheat nes & meslin 14,022)	7,222	14,033
76 Aluminium & articles thereof	39,707	7,325
90 Optical, photo, cine, meas, checking, precision, etc.	11,513	7,031
85 Electrical mchy equip parts thereof; sound recorder etc.	4,846	6,237
55 Man-made staple fibres	3,213	5,457
31 Fertilizers	--	4,884
27 Mineral fuels, oils & product of their distillation; etc.	10,052	4,353
99 Special transaction - trade	4,408	2,246
82 Tool, implement, cutlery, spoon & fork, of base met etc.	2,433	1,858
41 Raw hides & skins (other than furskins) and leather	183	1,413
04 Dairy prod; birds' eggs; natural honey; edible prod nes	<u>2,537</u>	<u>1,166</u>
Sub-Total of	<u>250,351</u>	<u>329,139</u>
Total	<u>262,611</u>	<u>339,796</u>

MAJOR CANADIAN IMPORTS FROM THAILAND
('000s)

<u>Code</u>	<u>1988</u>	<u>1989</u>
87 Vehicles o/t railw/tramw roll-stock, pts & accessories (Automobiles 73,982)	74,123	74,482
16 Prep of meat, fish or crustaceans, molluscs (Tunas, skipjack & Atl bonito 45,977) (Shrimps & prawns prep. or preserved 10,511)	66,972	66,726
84 Nuclear reactors, boilers, mchy & mech appliance; parts (Storage units 26,145)	19,640	32,276
62 Art of apparel & clothing access, not knitted/crocheted	19,768	27,758
20 Prep of vegetable, fruit, nuts or other parts of plants (Pineapples nes 15,056)	20,863	25,159
61 Art of apparel & clothing access, knitted or crocheted	20,812	24,466
85 Electrical mchy equip parts thereof; sound recorder etc. (Monolithic integrated circuits 8,860)	10,822	18,243
71 Natural/cultured pearls, prec stones & metals, coin etc.	9,721	15,538
03 Fish & crustacean, mollusc & other aquatic invertebrate (Shrimps & prawns, frozen in shell 7,570)	8,961	12,564
64 Footwear, gaiters & like; parts of such articles	6,544	11,375
10 Cereals (Rice, semi or wholly milled 9,684)	10,327	10,227
94 Furniture; bedding, mattress, matt support, cushion etc.	5,201	9,613
55 Man-made staple fibres	8,315	8,850
73 Articles of iron or steel	5,801	7,702
40 Rubber & articles thereof	7,570	7,516
67 Prepr feathers & down; arti flower; articles human hair	6,104	7,083
95 Toys, games & sports requisites; parts & access thereof	3,272	5,688
42 Articles of leather; saddlery/harness; travel goods etc.	2,666	5,353
39 Plastics & articles thereof	3,011	4,983
23 Residues & waste from food indust; prepr ani fodder	2,576	4,607
44 Wood & articles of wood; wood charcoal	2,840	3,827
08 Edible fruit & nuts; peel of citrus fruit or melons	3,009	3,733
91 Clocks & watches & parts thereof	1,308	3,461
69 Ceramic products	1,611	2,984

<u>Code</u>		<u>1988</u>	<u>1989</u>
19	Prep of cereal, flour, starch/milk; pastrycooks' prod	2,047	2,738
63	Other made up textile articles; sets; worn clothing etc.	1,357	2,677
09	Coffee, tea, maté & spices	3,509	2,526
52	Cotton	2,364	2,273
07	Edible vegetables & certain roots & tubers	900	2,018
21	Miscellaneous edible preparations	1,097	1,395
54	Man-made filaments	<u>2,783</u>	<u>1,358</u>
	Sub-Total of	<u>335,894</u>	<u>409,199</u>
	Total	<u>343,890</u>	<u>419,886</u>

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MONTREAL - TORONTO

INVESTMENT

INDONESIA

Little investment by Indonesia.

MALAYSIA

A major Malaysian conglomerate is in the process of purchasing 85% of the Consumers Distributing Catalogue chain.

PHILIPPINES

Negligible

SINGAPORE

A number of Singaporeans have invested in Canadian real estate, largely in the Vancouver area. In June 1989, a Singaporean biotechnology mission visited Canada to establish contacts between Canadian and Singaporean companies/institutions in order to explore opportunities for business/research, collaboration, joint ventures etc. Negotiations are currently underway with British Columbia to establish institutional linkages.

THAILAND

Little investment by Thailand.

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MONTREAL TORONTO

ASEAN

GOVERNMENT INITIATED PEMD and PACIFIC 2000
BUSINESS STRATEGY PROMOTIONAL PROJECTS
FY 90/91

<u>DATE</u>	<u>ACTIVITY</u>
Apr 90	Singapore - Food and Hotel Asia
29May-1Jun	Singapore - CommunicAsia/BroadcastAsia
12-14 May	Thailand - Inter-Mach
16-18 Aug	Vancouver - Food Pacific
Sept	Philippines - Philippine Telecom
9-12 Oct	Malaysia - Malaysian International Livestock Exhibition
23-27 Oct	Indonesia - Agriculture/Food Processing
22Oct-2Nov	Indonesia - Forestry Sector Trade Fair (Pac 2000 Initiative)
13-17 Nov	Indonesia - Education World 90
13-17 Nov	Indonesia - Advanced Tech/Insturmentation
17-20 Jan	Thailand - Hi-Tech Fair (Solo Canadian Show)
27Feb-2Mar	Indonesia - Advanced Tech/Communications

ASEAN

WORLD TRADE FUND INITIATIVES - FY 90/91

<u>DATE</u>	<u>ACTIVITY</u>
27May-2June	Malaysia - Food Promotion Activities in Canada
21Sept-4Oct	Malaysia - Food Promotion Activities in Malaysia
Nov 90	Philippines - Broadcast Fair
Jan 91	Philippines - Philippine International Trade Fair
Year	Philippines - Solo Food Show
Year	Singapore - Food Promotions

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MONTREAL TORONTO

BILATERAL BUSINESS ORGANIZATIONS

INDONESIA

The Canada-Indonesia Business Council (CIBC) organized seminars in Vancouver, Calgary and Toronto on joint ventures and investing in Indonesia. The seminars were held in August 1988.

In March 1990, the CIBC organized a Trade Mission to Indonesia.

MALAYSIA

As a result of a Canadian Manufacturers Association (CMA) mission to Malaysia in 1988, a co-operation agreement was signed with the Federation of Malaysian Manufacturers (FMM). Negotiations are ongoing to formalize consultations and review commercial opportunities of mutual interest.

The Malaysia-Canada Business Council was fully established in 1989 in Kuala Lumpur in order to give greater impetus to private sector linkages.

PHILIPPINES

The Manila based Canadian Chamber of Commerce, as it is called, held its inaugural meeting in October, 1989

SINGAPORE

The 300 member Canadian Business Association of Singapore provides an opportunity for Canadian business to meet informally with their Singaporean counterparts in order to strengthen Canada Singapore business relations.

THAILAND

A Thai-Canadian Business Club has expanded its membership and activities significantly since its establishment in November 1988 in Bangkok. The club arranges monthly luncheon meetings, guest speakers, a newsletter, business Directory, with the basic goal of capitalizing on business opportunities.

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MONTREAL TORONTO

MINISTERIAL VISITS 1989/90

INDIA

- a) Mr. J. Sharief, Minister of State for Coal, visit to Canada July 3-12, 1989.
- b) Mr. Ajit Singh, Minister of Industry, visit to Canada - June 3-5, 1990.
- c) Mr. A. M. Khan, Minister of Energy, and Minister Responsible for Civil Aviation, visit to Canada, Fall, 1990.
- d) Mme. M. Landry, Minister for External Relations and International Development, visit to India - May 1-6, 1990.
- e) Rt Hon Joe Clark, Secretary of State for External Affairs, visit to India - November, 1990.

PAKISTAN

- a) Mr. Kazmi, Minister of Health, visit to Canada - April 23-27, 1990.
- b) Mme. M. Landry, Minister for External Relations and International Development, visit to Pakistan - May 7-11, 1990.

NEPAL

- a) Mr. B. Pradhan, Minister of Finance, visit to Canada - October 5, 1990.

MALDIVES

- a) Mr. Abbas Ibrahim, Minister of Transport, visit to Canada - August 6-18, 1990.

EXPORT SUCCESS STORIES 89/90

INDIA

Metchem of Montreal signed a contract for the development of the Rajmahal coal mine (\$166 million).

Canpotex of Saskatoon signed a long term potash supply agreement with MMTC (average annual sales \$30 million).

CAE Electronics of Montreal sold a third flight simulator to Indian Airlines (\$9 million U.S.).

EICON of Montreal sold a network adapter and software to Zenith Computers of Bombay. The companies have also signed a distributorship agreement aimed at introducing EICON's communication products to India.

MDA of Vancouver sold a satellite data processing station to the Indian Meteorological Department, in collaboration with CMC India (\$10 million).

Dataradio of Montreal entered into a ten year technical exchange agreement with Hindustan Computers Ltd. The potential market for Dataradio's proprietary products is promising.

Cardwell of Edmonton sold three drilling rigs to ONGC (\$9 million).

International Pipeline Engineering Ltd. of Calgary, sold an internal pipeline inspection system to Indian Oil Corporation (\$1.2 million).

HIR International, a small but dynamic trading company based in Winnipeg, has established steady repeat business in India covering a number of products. One of its client companies, Cubex, a Winnipeg based manufacturer of mining equipment, made several sales in 1989.

The ultra-modern Nhava Sheva Port in Bombay, designed by Howe International of Ottawa, was officially opened by the Indian Prime Minister on May 26, 1989.

Joint venture agreements signed in 1989 covered incubators for poultry (V.J. Equipment Ltd/Jamesway Co.), Aluminum ingots (Indian Aluminum/Alcan), and mapping equipment (Optomech Engineering/Gregory Geoscience).

PAKISTAN

Several companies were successful in 1989 in winning

Asian Development Bank projects in Pakistan. Technifluids of Calgary won the Second Pirkoh Gas Development Project, and Garneau Pipeline International of Nisku was awarded the Indus Right Bank Pipeline Capacity Extension Project. Agrodev and Kenting Earth Sciences of Ottawa will be undertaking the Rural Development Strategy for the Sind Arid Zone, and Reid, Collins and Associates secured the Forestry Sector Master Plan.

Westar Mining of Vancouver was awarded a five year coal supply contract with Pakistan Steel (U.S.\$60 million over five years).

BANGLADESH

Pratt and Whitney of Montreal sold eight aircraft engines to Biman Airlines (U.S.\$3.3 million).

The Canadian Commercial Corporation, acting on behalf of Global Thermoelectric Power Systems of Calgary, won a World Bank Project to supply thermoelectric generating systems for cathodic protection of the North-South Gas Pipeline (\$1.25 million).

Three contracts were awarded to Canadian firms in 1989 under ADB loans to Bangladesh:

- Global Thermoelectric for the Bangladesh Gas Transmission and Distribution Project

- Novacorp International Consulting for the Second Natural Gas Development Project

- Canadian Blower/Canada Pumps of Kitchener for the Chittagong Urea Fertilizer Project

SRI LANKA

Candecom International won the ADB financed Second Technical Education Development Program.

Form 615-G
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CANADIAN EXPORTS TO ASIA-PACIFIC BY PROVINCE OF EXPORT 1989
 CDN. \$ THOUSANDS
 (% OF TOTAL)

COUNTRY	NFLD	PEI	N.S.	N.B.	QUE.	ONT.	MAN.	SASK.	ALTA.	B.C.	TOTAL
BANGLADESH	60 (-)	253 (-)	31 (-)	3,171 (5)	3,095 (5)	8,040 (13)	5,445 (9)	32,126 (50)	11,200 (18)	1,478 (3)	64,904
SRI LANKA	--	--	--	3 (-)	8,402 (75)	1,076 (10)	55 (-)	--	27 (-)	1,654 (15)	11,220
INDIA	5,891 (2)	34 (-)	262 (-)	15,414 (6)	92,020 (31)	65,897 (22)	1,216 (-)	18,979 (7)	53,832 (18)	43,405 (15)	298,486
PAKISTAN	637 (-)	--	421 (-)	27 (-)	14,380 (21)	26,440 (39)	29 (-)	1,609 (3)	2,320 (4)	23,045 (34)	68,913
AFGHANISTAN	--	--	--	--	3 (-)	410 (99)	--	--	--	--	414
MYANMAR	--	--	--	--	47 (16)	49 (17)	197 (67)	--	--	--	297
NEPAL	--	--	--	--	743 (44)	581 (4)	--	--	362 (22)	27 (2)	1,715
MALDIVES	--	--	--	--	--	16 (14)	--	--	--	98 (86)	115
BHUTAN	--	--	--	--	15 (100)	--	--	--	--	--	15
TOTAL SOUTH ASIA	6,588 (1)	287 (-)	714 (-)	18,615 (4)	118,692 (27)	102,509 (23)	6,942 (2)	52,714 (12)	67,741 (15)	69,707 (16)	

CANADIAN EXPORTS TO ASIA AND PACIFIC
(THOUSANDS OF DOLLAR)

	1986	Exports %	1987	Exports %	1988	Exports %	1989	Exports %
BANGLADESH	101,296	0.9	124,365	0.9	127,144	0.7	64,904	0.4
SRI LANKA	30,395	0.2	30,518	0.2	26,983	0.2	11,220	--
INDIA	352,085	3.2	270,978	2.1	391,032	2.3	297,484	1.9
PAKISTAN	65,053	0.6	82,055	0.6	86,427	0.5	68,875	0.4
AFGHANISTAN	132	--	43	--	772	--	414	--
MYANMAR	318	--	1,073	--	806	--	297	--
NEPAL	1,174	--	3,743	--	2,945	--	1,715	--
<u>SOUTH ASIA</u>	550,453	4.9	512,775	3.8	636,019	3.7	444,909	2.7

INVESTMENT BY PROVINCE

INDIA

There is relatively little Indian investment in Canada.

PAKISTAN

There is relatively little investment by Pakistan in Canada.

BANGLADESH

There is relatively little investment by Bangladesh in Canada.

SOUTH ASIA PROMOTIONAL PROJECTS 90/91

COUNTRY	EVENT	NTS	PEMD	WTF
INDIA	Chemtech Info booth		X	
	Electronics 90 Inf bth		X	
	Engineering Trd Fair		X	
	MMTC & STC Cdn Tour	X		
	PHDCCI Visit to Cda	X		
	Catalogue Show Bmbay	X		
	Newsletter Delhi	X		
	LIF Delhi/Bmbay	X		
	Visit of 3 CO's	X		
	Sector Studies	X		
	CO/Scy Bmbay	X		
	TFO/Trading Exercise	X		
	CIBC Newsletter			
PAKISTAN	Defence Mission to Cda		X	
	Railway Mission to Cda		X	
	Opportunities Conf Pak			X
	Defence Sector Study	X		
	General Sector Studies	X		
	LIF	X		
	CO Visit	X		
	Karachi Office & CO			X
Canada/Pak Journal			X	
BDESH	LIF	X		
	Sector Studies	X		
	Two Catalogue Shows	X		
SRI LANKA	LIF	X		
	Hire CO			X
GENERAL	Pocket Guides			X
	S. Asia Guide			X
	Trd Comms Regional Mtg			X
	Gen'l Initiatives Fund	X		
	New Companies Fund			X

SOUTH ASIA

BILATERAL BUSINESS ORGANIZATIONS

- The Canada India Business Council
55 Metcalfe Street, Suite 1160
Ottawa, K1P6N4
613-238-4000 Fax:613-238-7643

- The Canada Pakistan Business Council
1160-55 Metcalfe
Ottawa K1P6N4
613-238-4000 Fax:613-238-7643

INDIA

Planned Activities of Bilateral Business Council

In November 1988 the Vancouver Board of Trade signed a co-operation agreement with the Indian Merchants' Chamber, Bombay India for the widening and improvement of the economic co-operation and trade between the Canada and India. Under the agreement both parties agree to mutually contribute for the consolidation and expanding of commercial ties between the foreign trade enterprises of Canada and India.

A Memorandum of Understanding for co-operation and technology exchange between the Ontario Ministry of Industry Trade and Technology and the Automotive Component Manufacturers Association was signed on February 21, 1989. Of particular interest to MITT and ACMA is the establishment in India of a Centre for Automotive Parts Technology, similar in objective and mandate to that of the Ontario Centre for Automotive Parts Technology, which will lead to the improvement of product and process technology to the benefit of the Indian Automotive Parts Industry.

Under the umbrella of a Memorandum of Understanding between the Canadian Manufacturers' Association (CMA) and the Confederation of Engineering Industry (CEI) both parties agree to expanding on the joint activities of trade and industrial cooperation by exchanging and sharing experiences in the areas of (i) Industrial Competitiveness (ii) Quality (iii) Energy management (iv) Human Resources Development (v) Research & Development. Joint meetings are held annually, alternating between Canada and India. In February coinciding with the second meeting of the Joint Committee, the CMA organized a high powered Industrial Delegation from Canada to India.

The Canada-India Business Council (CIBC) has an industrial cooperation program which include, Canada-based activities to feature business Luncheons, visiting Speakers (from the government and private sectors) and Conferences on trade and investment opportunities in India. The CIBC hosted an incoming industrial cooperation mission from India in September 1988 organized by a sister organization in India - The Federation of Indian Chambers of Commerce and Industry. The CIBC also organized in February 1988 a technical seminar series to highlight Canadian expertise in a number of industrial sectors of interest to India. The CIBC also provides information services to encompass a wide range of services such as the publication of a newsletter, trade enquiries and the dissemination of other relevant business information to the Council's membership.

PAKISTAN

Planned Activities of Bilateral Business Council

The Canada-Pakistan Business Council has an ambitious industrial cooperation program which will include:

- 1) Canada-based activities to feature Business Luncheons, Visiting Speakers (from the government and private sectors) and a major Business Conference on trade and investment opportunities in Pakistan (to be held in September, 1989);
- 2) Pakistan-based activities to include two Industrial Cooperation Missions (1989 and 1990), a Technical Seminar Series (1991) and other liaison activities (including the massive distribution in Pakistan of a CPBC Business Directory);
- 3) Information Services to encompass a wide range of services such as the publication of a newsletter (in both countries), trade enquiries and the dissemination of other relevant business information to the Council's membership.



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