



# communiqué

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## MR. KELLEHER VISITS MALAYSIA

KUALA LUMPUR, MALAYSIA--Mr. Kelleher, the Minister for International Trade, today ended a two-day visit to Malaysia. He announced the approval of a US \$10 million EDC supplier credit, the approval of CIDA funding for a palm oil mill feasibility study, the opening of a Bell Canada International office in Malaysia, a Conference on Malaysia to take place in Ottawa later this year, and the participation of a Canadian Company (CEGIR) in the development of small-scale enterprises in Malaysia.

Mr. Kelleher witnessed the signing of a US \$10 million supplier credit protocol between the Export Development Corporation and Malayan Banking Berhad of Malaysia. The protocol will support the sale of Canadian capital goods and services to Malaysia.

Walsh Inc. of Montreal will receive nearly \$300,000 from the Canadian Government as a contribution to costs it will incur in carrying out a feasibility study on the construction of an experimental palm oil mill for the Palm Oil Research Institute of Malaysia.

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Bell Canada International, Ottawa, has selected Kuala Lumpur as the site for its regional headquarters in Southeast Asia. The new office is expected to be operational in April 1986. Bell Canada International is already working with the Malaysian telephone organization to jointly develop a computerized Customer Automated Service System.

The Canada-Malaysia Conference is scheduled to take place in Ottawa October 7-9, 1986. Its dual objective is to promote mutual awareness between the two countries and to provide an opportunity for overall consultations on a wide variety of issues. The program will include discussions on economic relations, industrial strategy, and social issues, and there will also be workshops on specialized subjects such as trade, finance, and education.

CEGIR Inc., Montreal, has signed two contracts valued at \$660,000 to provide consulting services in connection with the Small-Scale Entrepreneurial Development Project, financed by the World Bank. This project aims to expand the capacity of Malaysian institutions to provide technical assistance to Malaysian entrepreneurs, increase the availability of institutional credit for entrepreneurs, and improve the co-ordination of all Malaysian assistance programs for small-scale entrepreneurs. CEGIR Inc. has substantial experience in this area.

Canada and ASEAN are committed to developing closer ties between their respective business leaders and commercial associations. "The Canada-ASEAN Forum to be held September 10, 11 and 12, 1986 in Victoria, British Columbia will provide an opportunity for dialogue on the scope for cooperation between Canadian and Southeast Asian companies, especially through joint ventures", said Mr. Kelleher.

During his two-day visit, Mr. Kelleher met with Prime Minister Mahathir, Deputy Prime Minister Musa, Trade Minister Razaleigh and Energy, Telecommunications and Posts Minister Moggie. In his discussions, he emphasized the readiness of Canadian industry to work with the Malaysian private sector in priority areas identified in the Malaysian Five Year Plan. These sectors coincide with areas of Canadian strengths such as telecommunications, power, and oil and gas.

Mr. Kelleher also proposed that Canada and Malaysia should work together on furthering negotiations on resource products in the forthcoming Multilateral Trade Negotiations. He also asked Malaysia to support Montreal's candidacy as the venue for the Ministerial Conference which will launch the new Multilateral Trade Negotiations.

Mr. Kelleher's next stop will be Bangkok, Thailand, followed by Hong Kong, which will be the last stop on his six-country tour.

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