

CANADIAN ECONOMIC DEVELOPMENT

IN

SOUTHEAST ASIA

By

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ABSTRACT

The focus of Canadian trade and investment has shifted from the Atlantic to the Pacific region. This paper looks at the increase in Canadian trade and investment within one area of the Pacific region, the Association of Southeast Asian Nations. Trade between Canada and ASEAN, from 1970 to 1983, is analyzed. Canadian involvement in ASEAN is measured through general investment data, and a survey of some Canadian firms in the region. Recommendations are given for continued Canadian economic involvement in ASEAN.

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TABLE OF CONTENTS

	PAGE
1. INTRODUCTION	1
1.1 Canadian Trade Focus.....	1
1.2 Objective.....	2
1.3 ASEAN.....	3
1.4 Canada-ASEAN Relations.....	5
1.5 Canada-ASEAN Trade Background.....	9
2. ANALYSIS OF CANADA-ASEAN TRADE	12
2.1 Introduction.....	12
2.2 Economies of Canada and ASEAN.....	13
2.3 Analysis of Trade Data.....	14
3. INVESTMENT	20
3.1 Investment in Developing Countries.....	20
3.2 Investment in ASEAN.....	21
3.3 Canadian Investment in ASEAN.....	25
3.4 Canadian Trade and Investment Decisions.....	26
3.5 Canadian Aid.....	29
3.6 Canadian Companies Operating in ASEAN.....	31
4. SUMMARY AND CONCLUSIONS	36
4.1 Summary.....	36
4.2 Conclusions.....	39

LIST OF TABLES

	PAGE
Table 1. Canada-ASEAN Projects	8
Table 2. ASEAN Nation's Trade with Canada	11
Table 3. Percentage Change in GDP	13
Table 4. Canadian Exports to ASEAN	18
Table 5. Canadian Imports from ASEAN	18
Table 6. Assessment of Asia/Pacific Countries as Markets	24
Table 7. Assessment of Asia/Pacific Countries as Investment Sites	24
Table 8. Amount of Loans Managed/Co-managed in Asia during 1980	34

LIST OF FIGURES

	Page
Figure 1. Canada-ASEAN Trade (1970-1983)	16

1. INTRODUCTION

1.1 CANADIAN TRADE FOCUS

The future of continued economic growth in Canada depends on both expanding markets and developing new markets for Canadian goods. It is important to recognize changes in foreign markets in order to facilitate continual economic growth through informed government policy, business investment, and industrial location decisions. Canada is now the most export reliant industrialized country in the world. Canada had an export reliance of 26% in the 1970's while Japan's export reliance during the 70's was 13% and the United States only 7% (Kniewasser, 1984). Additionally, Canada's share of world trade has decreased from 6% in 1970 to 4.5% in 1984 (Kniewasser, 1984) make it increasingly important for the country to develop new markets.

The traditional markets for Canadian products have been the United States and Europe, but this is beginning to change. Although the United States will continue to be the major market for Canadian goods and services because of its proximity and our close relations, recent developments in the Pacific Rim countries have increased the market potential of this region of the world. The result is that Canada has shown an increase in its amount of trade with the Asia Pacific region relative to increases in the amount of trade with Europe.

As a nation that depends on trade for economic growth, it is important for Canada to establish relations with regions of increasing economic potential. Since the economy of the Asia Pacific region is presently exhibiting a higher rate of growth than any other area in the world, it would be economically beneficial for Canada to further develop trade and investment in the Asia Pacific region.

This paper will focus on one area of the Asia Pacific region, the Association of Southeast Asian Nations (ASEAN). Founded in 1967, ASEAN consists of six nations: Singapore; Malaysia; Thailand; the Philippines; Indonesia; and Brunei, which joined in 1984.

1.2 OBJECTIVE

The objective of this paper is to analyze trade and investment flows from Canada to ASEAN in an effort to discuss the changing nature of Canada's relations with this region. The study specifically addresses the changes which occurred to the trade relationship between Canada and ASEAN, from 1970 to 1983, focusing on the changes in the commodities traded at both an aggregate level and a national level. The study then addresses the role of foreign, and more specifically Canadian, investment in ASEAN and the relationship between Canadian Aid and Canadian investment in the region. An indication of Canadian economic involvement in ASEAN is given through a survey of some Canadian firms

located in the region. From these different economic indicators it may then be possible to observe what Canadian sectors are developing markets in ASEAN.

1.3 ASEAN

On August 8, 1967, a declaration was signed by Indonesia, Malaysia, the Philippines, Singapore, and Thailand, establishing the Association of Southeast Asian Nations (ASEAN). The agreement, signed in Bangkok and known the purposes of the association with a deliberate lack of specificity (Stifel, 1979). The reason for the lack of clearly stated objectives results from the purpose of the formation of the Association. As Malik (1976) states:

ASEAN was conceived as an organization for economic, social and cultural co-operation, and although considerations in these fields were no doubt central, it was the fact that there was a convergence in the political outlook of the five prospective member-nations...which provided the main stimulus to join together in ASEAN...There was early recognition that meaningful progress could only be achieved by giving first priority to the task of overall and rapid economic development. (in R. Irvine, 1982, p.17)

The concept of a regional association was seen as a necessity for regional stability and individual nation building (Yue, 1980). The lack of a coordinating secretariat, and the Association's institutional structure, consisting of only committees and the foreign ministers annual meetings, resulted in nothing substantial being achieved for the first nine years of the Association's

existence (Yue,1980).

The role of ASEAN was altered at the ASEAN Summit Meeting in Bali in February 1976. The Bali Summit is viewed as the commencement of a second phase in the existence of ASEAN, a phase characterized by economic co-operation (Stifel,1979). Proposals from a United Nations report on ASEAN economic co-operation were adopted by the ASEAN Economic Ministers. These proposals called for co-operation in basic commodities, industrial projects, trade and international economic issues (D. Irvine,1982). The results of regional economic co-operation can be seen in the real growth of Gross Domestic Product in the member countries. During the 1970's real growth of G.D.P. was 7.6% for Indonesia, 7.8% for Malaysia, 6.3% for the Philippines, 8.5% for Singapore, and 7.2% for Thailand; while in the same period Canada's real growth in G.D.P. was only 3.9% (Crone,1985).

There are several reasons for the world-wide economic interest being exhibited in ASEAN. The Association is the only non-communist market economy in Southeast Asia.

The member countries have a present population of 260 million people, which is expected to exceed 320 million by 1990. Only 29% of ASEAN's land area of 1.2 million square miles is presently being utilized, and the agricultural potential of its unused land is enormous (del Rosario,1982).

The region not only offers an expanding market and

strategic primary commodities, but it also provides an attractive investment climate for foreign investors (Yue,1980).

1.4 CANADA-ASEAN RELATIONS

Official contact between Canada and ASEAN began in March, 1975, when the ASEAN Standing Committee was informed of Canada's proposal to expand to the grouping a programme of development assistance (Yao,1981). The first dialogue between Canada and ASEAN took place in Manila in February, 1977 (Small,1978). At this meeting, an agreement was reached on adherence of Canadian Aid to some ASEAN areas for Canadian assistance. Areas deemed suitable included regional satellite communications, regional air-transportation, fisheries, forestry, oceanography, agricultural research, mineral surveys, development and transportation technologies (Small,1978).

As a result of growing economic interests, representatives of ASEAN and the Canadian government met in July 1981 in Ottawa, and signed the Agreement on Economic Cooperation. The purpose of the agreement is to allow for increased technology transfer between Canada and ASEAN, extension of regional development assistance from the current level negotiated bilaterally to a higher level negotiated with the Association, and commitments to international principles of commercial and trade relations

(del Rosario,1982). Co-operation was further developed through the establishment of the ASEAN-Canada Joint Co-operation Committee in 1982 which resulted in regular forum between the ASEAN-Ottawa Committee, the ASEAN missions and the Canadian government (Crone,1985).

The Canadian government's interaction with ASEAN has increased rapidly in recent years. This can be observed from the increasing frequency of exchange of ministerial visits through the 1970's and then the institutionalization of economic relations in the 1980's (Crone,1985). Mark MacGuigan, then Minister of External Affairs for Canada, claimed that we were entering a 'new phase' of institutionalized relations with ASEAN appears to be a valid response to the diplomatic changes that were occurring (Crone,1985). It was at this time that the Department of External Affairs established Canada-ASEAN, a quarterly newsletter, and instituted the South and Southeast Asia Relations division of the Department.

Further evidence of the developing relations between the Canadian government and ASEAN can be seen in the Canadian participation at the Annual Prime Ministers' Post Ministerial Conferences held each year (Djalal,1984), and the close consultation between the Canadian and ASEAN delegations on a number of issues, particularly with respect to trade and agricultural products, at the GATT Tariff meetings (Drake,1984).

While the political relationship between Canada and ASEAN has expanded, the Canadian political presence in the region has not become any more tangible. The main reason for this is that "Canada cannot and does not pretend to be any more than a supporting player on the Pacific political stage" (Coull, 1981,p.36). The Canadian Federal government is increasing its involvement with ASEAN in an attempt to increase Canadian economic development in the region. This was confirmed by Jean Chretien, then Deputy Prime Minister and Secretary of State for External Affairs, when he said "Canada has targeted the expansion of economic ties with all member countries of the Association of Southeast Asian Nations as a key foreign policy objective" (Jakarta,1984). The government's economic objectives can be seen in Federal programmes such as the Industrial Co-operation Programme, which attempts to match Canadian businesses with counterparts in developing countries. This programme has lead to a number of potential projects in ASEAN, tours by industry groups, and two major conferences for Canadian and ASEAN private business managers (Crone,1985).

Not only is the Canadian government introducing private industry to the region, it is also involving itself in several joint projects. For a list of Canada-ASEAN projects as listed in the Annual Report of the ASEAN Standing Committee 1983-84, see Table 1. It is also worth noting that it is not only government which

TABLE 1CANADA-ASEAN PROJECTS

<u>PROJECTS</u>	<u>STATUS</u>	<u>ASEAN MEMBER INVOLVED</u>
ASEAN Forest Tree Seed Centre	Partially implemented	Thailand
ASEAN-Canada Fisheries Post-Harvest Technology	Partially implemented	Philippines
ASEAN Institute of Forest Management	Project approved but not yet implemented	Malaysia
Wind Energy Development Project	Project approved but not yet implemented	Philippines
Bio-Energy Conversion-Biogas	Project approved but not yet implemented	Thailand
Attachment Program for ASEAN Officials to the Canadian Dept. of Finance	Took place in August and September 1983.	All
Tax Computerization Administration	Approved by ASEAN but not yet implemented	Singapore
ASEAN Offset Program in the Aerospace Industry (study)	On going project	All

 Source: Annual Report of ASEAN Standing Committee, 1983-84
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wishes to further develop relations between Canada and ASEAN, but a group in ASEAN are interested in the development of a Canada-ASEAN Business Council (Drake,1984).

1.5 CANADA-ASEAN TRADE BACKGROUND

The rapid increase in trade with ASEAN is a reflection of Canada's increased economic interest in the Pacific region. The year 1983 may represent an important turning point in Canadian history as it was the first time Canada sold more goods to Asia than to Europe (Gwyn,1984). This change in the perspective of Canada's trade focus was echoed by Stuart Smith, Chairman of the Science Council of Canada, who stated, "Never again will Canada's Atlantic trade be even close to that which we will experience with the Pacific nations" (Montreal Gazette,30 March 1984,p.21).

The increase in trade between Canada and ASEAN has grown at a very fast pace over the last decade. ASEAN exports to Canada have increased from \$69.8 million (U.S.) in 1971 to \$419.5 million (U.S.) in 1983, an increase of 501%, while Canadian exports to ASEAN, for the same period, increased from \$84.4 million (U.S.) to \$622 million (U.S.), an increase of 637% (Asian Development Bank,1985). Although there has been a rapid increase in the amount of trade, the actual volume is still relatively small. In 1980, ASEAN represented only 0.6% of Canada's world trade and Canada represented only about 1% of ASEAN's world trade (Yao,1981).

Trade between Canada and ASEAN varies from unprocessed natural resources to manufactured products and technology transfers. Canada's largest trading partner in ASEAN is Singapore but this is partially due to its role as a transshipment point for the region (Crone,1985). The ASEAN members purchase natural resources such as potash from Saskatchewan; processed goods such as aluminum and pig iron; complex manufactured products such as a Candu reactor sold to the Philippines; and technology in natural resource management (Crone,1985). For a more detailed break-down of ASEAN's trade with Canada see Table 2.

The expansion of trade is not only a result of the change in Canada's international focus but it is also a consequence of a doctrine that emerged among ASEAN nations in the 1970's stressing a wider diversification of economic relations (Crone,1985). This idea was reinforced by Kobash Chutikul, Director of the Commerce and Industry Division in Thailand's Department of ASEAN Affairs, when he stated,"We can see Canada as the one (industrialized) country that can come into the region without a lot of historical baggage"(Globe and Mail, 22 Oct. 1985,p.7). The region wants to increase its trade, especially in the area of technology transfer, with Canada rather than the United States which is seen to be much more overwhelming than Canada (Marshall,1983).

One of the characteristics of the trade relationship

TABLE 2

ASEAN Nation's Trade with Canada

Imports from Canada	Exports to Canada
INDONESIA	
sulphur, crude or refined; man-made fibres; asbestos; blooms billets and slabs; aluminum pig iron, ingots	crude rubber; black tea; clothing; palm oil; green coffee
MALAYSIA	
asbestos; newsprint paper; aluminum ingots; telephone apparatus, equipment and parts; special construction materials; wheat	crude rubber; textile fabrics; palm oil; coconut oil; palm kernel oil
THE PHILIPPINES	
concentrated iron ore; semi-conductor parts; ammonium nitrate; wood pulp; crude and refined sulphur	clothing; coconut oil canned pineapple; gloves and mittens; dessicated coconut; footwear; integrated circuits
SINGAPORE	
potassium chloride, muriate; newsprint paper; soya beans; wrap paper; unbleached sulphate zinc block, pig iron and slabs	crude natural fibres refrigerator compressor units; feathers, down and quills; radio receivers; clothing
THAILAND	
aluminum pigs, ingots; man-made fibres; wood pulp; polyethylene resins; asbestos	clothing; dried beans fish products; gems ornamental stones; fish products

SOURCE: Pacific Rim Opportunities Conference II, Toronto, 1982

between Canada and ASEAN has been an increasing trade surplus for Canada. In 1979, Canada had a trade surplus with ASEAN of \$2.4 million (Can.) which had increased to \$105.4 million (Can.) by 1981 (del Rosario,1982). Although this is beneficial to the Canadian economy it is detrimental to the economies of the ASEAN nations. Consequently, ASEAN has been negotiating with the Canadian government to i) expand the product list Canada is willing to import, ii) expand products covered by Canada's generalized system of preferences, and iii) liberalization of non-tariff barriers (Helliker,1983). The use of non-tariff barriers, quotas and marketing arrangements are discouraged by ASEAN who were late developing their export-oriented industrialization(D. Irvine,1982). This may cause some problems in the trading relationship between Canada and ASEAN since Canada continues to protect some of its domestic industries from foreign competition, and Canada is considering a free trade agreement with the United States.

2. ANALYSIS OF CANADA-ASEAN TRADE

2.1 INTRODUCTION

Most trade between Canada and ASEAN is conducted between Canada and the member countries on a bi-lateral basis. The majority of the Canadian trading with ASEAN is conducted by private industry but in the ASEAN countries

both private and government sectors are heavily involved in trading with Canada. The analysis trade relationships between Canada and ASEAN, focuses on the trade flows between Canada and the ASEAN members as a group. Only when there is a major variance from the group's trend will trade between Canada and specific countries be discussed. A more detailed assessment of trade between Canada and the individual countries of ASEAN is contained in the trade tables in Appendix B and figures in Appendix A.

2.2 ECONOMIES OF CANADA AND ASEAN

Before attempting to interpret the trade data, it is important to see how the economies of the countries have performed over the period being studied. The best measure of a developing country's economy is Gross Domestic Product (GDP) because it does not include imports or exports. These tend to obscure the actual performance of a developing country's economy. By using GDP, it is then possible to see if Canada-ASEAN trade is affected by changes in the internal economies of any of the countries. Table 3 shows the percentage change in GDP at constant prices for Canada, ASEAN, and the World.

TABLE 3 Percentage Change in GDP at Constant Prices

YEAR	World	Canada	Indon.	Malay.	Phil.	Sing.	Thai.
1970	3.4	2.9	6.5	--	4.6	13.7	6.5
1971	4.0	6.8	7.0	7.1	4.9	12.5	4.7

1972	5.5	6.1	9.4	9.4	4.8	13.4	4.8
1973	6.2	7.5	11.3	11.7	8.7	11.5	9.4
1974	1.6	3.6	7.6	8.3	5.3	6.3	5.4
1975	1.0	1.2	5.0	0.8	6.6	4.1	7.1
1976	4.9	5.8	6.9	11.6	6.7	7.5	8.7
1977	4.4	2.0	8.8	7.8	7.1	7.9	7.2
1978	4.3	3.6	7.8	6.7	5.7	8.6	10.1
1979	3.6	3.2	6.3	9.3	6.9	9.4	6.1
1980	2.1	1.1	9.9	7.8	4.9	10.3	5.8
1981	2.0	3.3	7.9	7.1	3.8	9.9	6.3
1982	0.3	-4.4	2.2	5.6	2.9	6.3	4.1
1983	2.0	3.3	4.2	5.9	1.1	7.9	5.8

 SOURCE: IMF, International Financial Statistics, 1985 Yearbook
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Table 3 discloses the economic performance of the ASEAN countries, Canada and the World from 1970 to 1983. It clearly shows that the ASEAN internal economies have grown at a greater rate than that of Canada or the World average.

2.3 ANALYSIS OF TRADE DATA

During the period 1970 to 1983, Canadian exports to the world increased by 350%. Canadian exports to ASEAN, for the same period, increased by over 750%. Similar figures for imports to Canada show an increase of 350% from the world, and an increase of 680% from ASEAN. These figures not only reveal an increased trade reliance for Canada but

they also show a major increase in trade between Canada and ASEAN. Although the actual amount of trade between Canada and ASEAN is still fairly small, compared to Canada's trade with the world, it is the rate of increase which makes the relationship worthy of study.

Figure 1 shows the increase in trade between Canada and ASEAN from 1970 to 1983. The figure clearly shows the rapid growth that has occurred in Canadian imports from, and exports to ASEAN. The other significant feature of Figure 2 is the decline in trade between 1980 and 1982. This decline may be understood by analyzing Table 3 to see the economic performance of the countries. As the table reveals, the economies of all the ASEAN countries and Canada were experiencing varying levels of growth until 1982. During 1982, the economies of ASEAN all experienced slower growth in domestic output but, more important the domestic output of the Canadian economy decreased from the previous year by 4.4%. This decline in the Canadian economy seems to provide an explanation for the decrease in trade between Canada and ASEAN. During the early 1980's, many countries, like Canada, experienced a depressed economy. The result was that the amount of world trade began to decline around 1980, in a pattern similar to the decline between Canada and ASEAN.

A further understanding of the Canada-ASEAN trade relationship may be gained by viewing the absolute amount of

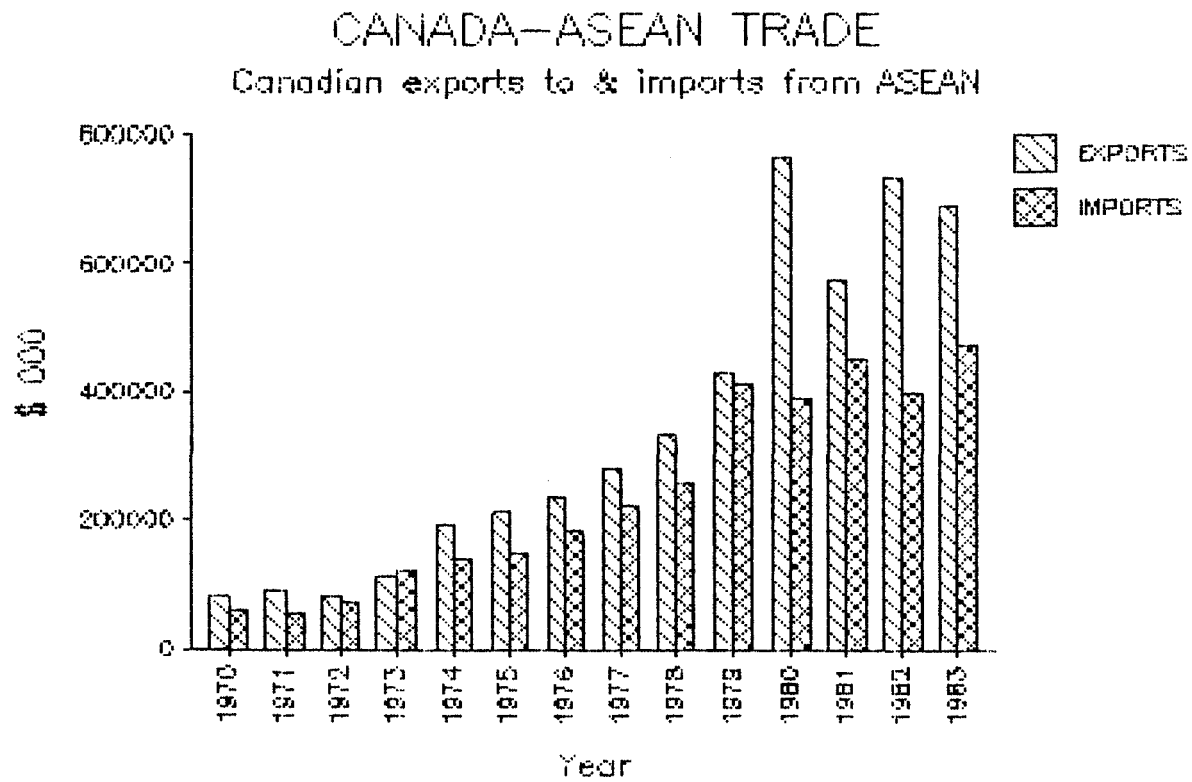


Figure 1: Source, Statistics Canada

trade and the amount of trade within different commodity groups. Focusing on bi-lateral trade between Canada and the members of ASEAN, Canada imports the greatest amount from Singapore and also exports the most to Singapore. This may be a result of the fact that Singapore serves as an international transshipment point for ASEAN. Evidence for this arises from the fact that Singapore's major export to Canada in 1978 was crude natural rubber, a resource which is not found in Singapore (Yao,1981).

While no ASEAN country appears to receive a disproportionate share of Canadian exports, it is significant to note the major increase in Canadian exports to Indonesia after 1980. This increase may be the result of purchases of resource extraction equipment and the emphasis of Canadian Aid on Indonesian industrial projects. This would explain why the increased exports were in the fabricated materials and end products commodity categories.

Turning to the aggregate level, Tables 4 and 5 provide a detailed classification of Canadian exports to ASEAN and imports from ASEAN. Analyzing the Canadian exports to ASEAN (Table 4) one might expect that the countries would be importing large amounts of machinery and equipment to complement their import-substitution development programs. Over the time period 1970 to 1983, most of the commodity categories have maintained a fairly constant share of the total exports. The two groups whose

TABLE 4

Total Exports to ASEAN from Canada ('000 Cdn.\$)

Year	1	2	3	4	5	6	7	8	9
1970	65	8475	5953	25168	39677	112	79449	1581	81032
1971	105	19863	7875	24945	32611	927	86327	2238	88565
1972	95	22584	5186	28617	23927	25	80434	3257	83690
1973	96	22496	8077	34366	44046	101	109182	3017	112198
1974	150	50749	10799	67074	57563	1072	187409	5152	192562
1975	211	41865	9599	66635	86609	2185	207103	5087	212190
1976	241	36416	20371	90816	76550	5230	229624	4541	234166
1977	268	55411	34189	103449	81006	436	274756	3773	278529
1978	283	24313	40085	150653	112577	1956	329860	5112	334972
1979	344	20823	60104	228002	100026	5567	414918	13293	428211
1980	519	55009	80748	434230	184681	831	756019	10419	766439
1981	858	23594	93510	288425	150482	7687	564556	9555	574112
1982	688	27739	99725	304150	284923	1292	718517	17226	735743
1983	816	68647	81741	297922	222082	2732	673942	16561	690504

TABLE 5

Total Imports to Canada from ASEAN ('000 Cdn.\$)

Year	1	2	3	4	5	6	7
1970	0	0	0	0	0	0	60370
1971	111	9403	17647	22985	5169	291	55606
1972	153	9242	20066	35501	9215	409	74589
1973	240	12152	36759	38169	31912	1337	120572
1974	261	15037	41213	45069	38013	1485	141079
1975	319	17037	37021	51325	39371	1058	146130
1976	284	19784	57995	48441	55141	2900	184544
1977	302	25325	76568	58185	60899	1860	223140
1978	320	33381	81483	65992	71883	6437	259495
1979	229	40356	121984	102351	140400	7029	412346
1980	257	40731	112368	100324	131248	3296	388224
1981	228	54696	123375	94134	178020	2918	453370
1982	170	51202	72782	64919	204369	5549	398988
1983	170	70664	103647	96248	197612	4568	472912

CATEGORIES

1/ Live Animals

2/ Food, Beverages and Tobacco

3/ Crude Materials (metal ores, scrap, textile fibres, non-metallic m

4/ Fabricated Materials (textiles, chemicals, iron and steel products

5/ End Products (machinery, transport. equipment, etc)

6/ Special Transactions

For Imports

7/ Total

For Exports

7/ Domestic Exports

8/ Re-exports (previously imports which are exported in the same form

9/ Total

SOURCE: Statistics Canada

shares have changed are fabricated products and end products. As a percentage of total exports, fabricated materials increased from 31% in 1970 to 43% in 1983 but end products decreased from 49% to 32% over the same period.

A similar analysis of Canadian imports from ASEAN can be found in Table 5. While the percentage of food, feed, beverages, and tobacco have remained fairly constant from 1970 to 1983, the percentage of fabricated materials has decreased from 41% in 1970 to 20% in 1983. The notable changes have occurred in the crude materials and end product categories. ASEAN is perceived as a major supplier of natural resources to Canada, however, the amount of crude materials Canada imports from ASEAN has decreased from 31% of total imports in 1970 to 22% in 1983. Canadian imports of end products from ASEAN, on the other hand, have risen from 9% of total imports in 1970 to 42% in 1983. The major reason for this increase seems to be the export manufacturing strategy adopted by Singapore, who contributes the greatest amount of end products to Canada from ASEAN. Singapore's end product export value to Canada of \$100,513,000 (Cdn) represents over 50% of the ASEAN total of \$197,612,000 (Cdn).

The trade relationship between Canada and ASEAN is not only growing but it is also undergoing structural changes. These changes may be a result of a maturing of the developing economies of ASEAN. Previously the Canada-ASEAN

trade relationship involved Canadians trading finished and semi-finished products to ASEAN in return for a variety of natural resources. The percentage change in what Canada and ASEAN are exporting to each other seems to reveal transformations in their trade relationship. Foreign firms are increasingly attracted to ASEAN, and Singapore in particular, to benefit from the large labour force available at a low cost. Although ASEAN continues to be a major exporter of natural resources such as rubber and tin; the increasing development of foreign manufacturing firms within ASEAN is generating changes in the commodities being traded by ASEAN and Canada.

3. INVESTMENT

3.1 INVESTMENT IN DEVELOPING COUNTRIES

Foreign investment exists in two distinct forms, direct and portfolio investment. Direct investment is defined as "any flow of lending to, or purchases of ownership in, a foreign enterprise that is largely owned by residents of the investing country" (Lindert and Kindleberger, 1982, pp.448). In contrast portfolio investment, involves equities or long-term loan capital which are invested into a foreign firm with the investing firm owning less than 10% of the foreign firm (Lindert and Kindleberger, 1982). The amount of portfolio investment in

developing countries is relatively small. One of the major differences between portfolio and direct investment is the fact that direct investment usually involves the transfer of a package of resources such as technology, managerial and marketing expertise in addition to the transfer of capital (I.M.F.,1985).

During the 1970's, many developing nations changed their economic development strategies and moved away from foreign direct or portfolio equity investment towards medium and short term bank credits (I.M.F.,1985). Many developing nations felt that they could have more control of their economic development if they developed their own enterprises financed through bank loans.

3.2 INVESTMENT IN ASEAN

Investment patterns in ASEAN are the result of two different economic strategies operating within the region. By 1983, five countries accounted for almost one-half of the stock of foreign direct investment in the world, included in this group were Singapore and Malaysia. Singapore's share of foreign direct investment in total gross external liabilities in 1983 was 91.9%, while for Malaysia it was 28.1% (I.M.F.,1985). ASEAN also contains the Philippines which accounted for 40% of the total external debt of all non-oil producing countries. The other large borrower in the region is Indonesia, an oil producing nation. In 1983,

the Philippines external debt was \$23.9 billion (U.S.) and Indonesia's external debt had reached \$30.4 billion (U.S.) (I.M.F.,1985). It is fairly evident that the individual governments within ASEAN have employed different development strategies.

Another important feature of foreign investment has been the change in the sectoral composition of investment over time. Throughout the world there has been a trend away from investment in mineral extraction and petroleum, and an increase in investment in manufacturing and services (I.M.F.,1985). Two reasons have been given for these sectoral changes. The first relates to the desire by the governments of developing countries to increase the domestic control of their natural resources. The second reason relates to the decisions of multi-national corporations wanting to increase markets and consequently investing in manufacturing plants within developing countries to overcome trade restrictions resulting from import-substitution policies (I.M.F.,1985). These reasons for investment changes in developing countries, while holding true for most of the ASEAN countries, fail to explain the development in Singapore. Singapore does not possess many natural resources except for a large labour force, nor did Singapore maintain its import-substitution policy but rather they opted for more open trade policies encouraging corporations to manufacture for export (I.M.F.,1985). Consequently, a

third reason that may help explain the changes in sectoral investment patterns is the availability of a cheap low-skilled and semi-skilled labour force. This allows firms to manufacture products in developing countries at a much lower cost than in developed countries.

In 1981, Business International produced a survey on corporate attitudes about Asia. The survey was conducted on large international corporations. The nationality of the parent companies involved in the survey was as follows: North American 72.0%; European 11.5%; Australian 9.0%; Japanese 3.5%; Other Asian countries 4.0%. The firms included in the survey were not only a geographically diverse group but were also representatives of different industrial sectors. The sectoral composition was as follows:

Pharmacueticals and cosmetics	10.0%
Chemicals	10.0%
Machinery and equipment	25.0%
Metal and basic products	25.0%
Electrical, electronics	15.0%
Consumer products	5.0%
Food, beverages, tobacco	7.0%
Others, including financial	3.0%

This group of international corporations were then asked to assess the Asia/Pacific countries as markets and as investment sites. The results of the survey are contained in the following two tables:

TABLE 6

Assessment of Asia/Pacific Countries as Markets
 Based on Combination of Good (100%)+ Fair(50%)
 Adjusted to Best Possible Rating = 100

<u>COUNTRY</u>	<u>RATING</u>
Japan	82.5
Singapore	76.0
ASEAN as a group	74.0
Malaysia	73.5
Philippines	72.0
Taiwan	72.0
Australia	72.0
Hong Kong	71.0
South Korea	67.0
Indonesia	65.5
Thailand	64.5
People's Republic of China	55.5
New Zealand	54.0
India	45.0

TABLE 7

Assessment of Asia/Pacific Countries as Investment Sites
 Based on Combination of Good (100%)+ Fair (50%)
 Adjusted to Best Possible Rating = 100

<u>COUNTRY</u>	<u>RATING*</u>
Singapore	78.5
Australia	70.0
Japan	70.0
Taiwan	68.0
ASEAN as a group	61.5
Malaysia	60.5
Philippines	55.0
South Korea	53.0
Hong Kong	51.5
New Zealand	46.0
Indonesia	44.5
Thailand	42.0
People's Republic of China	37.5
Sri Lanka	33.5
India	25.0

* The higher the rating, the more desirable the country is considered as an investment site during the 1980's.

SOURCE: Business International, Asia in the 1980's Corporate Forecasts and Strategies, pp.86-8

This survey seems to indicate that international corporations not only view ASEAN, and the countries that comprise the organization, as having great market potential but they also feel that the area is one of the better locations, in the Asia/Pacific region for investment in the 1980's.

3.3 CANADIAN INVESTMENT IN ASEAN

Although there is a lack of data on Canadian investment in ASEAN, data does exist on world-wide investment in the region, and on Canadian foreign direct investment world-wide. In 1970, Canadian foreign direct investment totalled \$1.7 billion (U.S.) but this had increased to \$4.5 billion (U.S.) by 1982 (I.M.F., 1985). This growth, at an average annual growth rate of 8.5%, reveals that Canadians are increasingly seeking foreign investment opportunities. While Canadian foreign investment is increasing, it has also undergone a geographic shift. The percentage of Canadian investment going to developing countries has increased from 12.4% in 1968 to 24.8% in 1977. In particular, the Asian share of Canadian foreign investment has increased from 3.7% in 1968 to 15.1% in 1977 (Crone, 1985).

Canadian private investment in ASEAN was valued at over \$1 billion (Cdn.) in 1977; involved in mining, fishing, banking, insurance, and manufacturing (Preston, 1977).

Within the ASEAN region, the total value of world-wide direct foreign investment amounted to over \$16 billion (U.S.) by 1979. Almost one-half of this total was invested in Indonesia, mainly in petroleum production and mining. Almost one-quarter of the total was invested in Singapore in manufacturing and petroleum refining, while Malaysia received about 14%, the Philippines 8%, and Thailand 4% of the total (Krause, 1982).

The history of ASEAN has had a great effect on the pattern of foreign investment in the region. The colonial background of the countries resulted in the focus of most foreign investment on the primary resource sector and trading. The increased American economic and political influence in the region after World War II resulted in American business interests beginning to dominate foreign investment in the ASEAN countries. This domination of investment has continued until recently when Japanese investments in ASEAN began to increase (Wong, 1979).

3.4 CANADIAN TRADE AND INVESTMENT DECISIONS

A survey of 54 Canadian controlled firms with at least minority interests in firms outside Canada was conducted by Tomlinson (1973). When questioned on their criteria for foreign investment decisions involving Asia, the response was as follows:

- i/ Attractive New Market
84% considered this to be critical

- ii/ Surplus Capital or Physical Assets Available
83% considered this important, but not critical
- iii/ Geographic Diversification
81% considered this very important
- iv/ Political Stability of Host Country
72% felt this was important
- v/ Ready Made Opportunities (offer by a prospective partner; awarded a contract; etc)
66% of the firms felt this was important
- vi/ Preference or Knowledge of Country by Senior Executive
61% felt this was important

This list represents the criteria which Canadian firms felt were important factors in foreign investment decisions. The high importance of political stability may reflect the regional bias of the survey. The proximity of communist countries may tend to reduce Canadian firms' desires to invest in what they otherwise perceive as a very desirable market. An attempt to overcome this fear of political instability has been made by the Canadian Export Development Corporation, an agency of the Canadian Federal government, who provide insurance for Canadian investors in Third World countries. This survey seems to indicate that if ASEAN can maintain some political stability, its attractive market will draw further Canadian investment as surplus capital becomes available.

It should also be noted how low government incentives were ranked. Only 15% of the firms felt that host government incentives were important, while only 2%

claimed that Canadian government incentives had any influence on their decision to invest abroad. While the effect of government incentives appears to be very minimal in promoting Canadian investment abroad, one must remember that business investment in ASEAN must overcome language and cultural barriers. It is in this area that Canadian government may play a key role in creating opportunities and partnerships for Canadian firms in ASEAN.

In his survey, Tomlinson (1973) asked a question about the importance of lower cost conditions but he could not find any conclusive results. A similar survey conducted by The Asian Wall Street Journal (1979) questioned the motives of multi-national enterprises investing in industrial projects in ASEAN. The survey found that the development of lower cost bases overseas for export purposes, made necessary by competitive forces at home and in international markets was very important.

Another important aspect of Tomlinson's (1973) survey is the fact that it was conducted in 1973 when Canadian trade and investment in the area were at much lower levels. A more recent study may reveal changes in the perceived importance of the different criteria.

In conclusion, ASEAN is viewed by developed countries as one of the most attractive regions for investment in the world. The high economic growth rates are expected to continue through the 1980's, and the member

countries of ASEAN have maintained fairly open foreign investment policies (Yue, 1982). Foreign investment in ASEAN is no longer contained within the resource development sector but has increasingly shifted into manufacturing and service sectors. The reasons for foreign investment in ASEAN no longer simply arise from the region's abundant natural resources but also include the large local market, low wages, large labour force, and improved transportation and communication facilities.

3.5 CANADIAN AID

Canada's official aid program began in Asia in the early 1950's. Until recently the emphasis of the program was on poverty alleviation and rural development. But recently, Canada has tried to diversify its development strategies and has become increasingly involved with resource rich middle-income nations who require help in institution-building to distribute the increased wealth to their population (Far Eastern Economic Review, 1981). The Canadian International Development Agency (CIDA) recognizes the ASEAN region as a prime candidate for its new development strategy. This change in aid strategy is stated by John Sinclair, CIDA's Director for Programming and Operations, who claimed;

There's a new focus now on ASEAN.
We've been active in giving

structural assistance to Indonesia, but today it's more technical help rather than conventional aid projects. Now we're looking to diversify our aid to other ASEAN countries.

(Far Eastern Economic Review,
26 June 1981,p.44)

The result of CIDA's changed approach is not only beneficial to the countries who receive Canadian aid but the emphasis on industrial and commercial development also benefits Canadian business. CIDA has developed a program which attempts to get Canadian businesses involved in developing countries where aid has been targeted. CIDA's Industrial Cooperation Program, developed in 1978, provides financial incentives to mobilize private sector resources for development, usually involving technology transfers or technical assistance in order to gain mutual benefits for Canada and developing countries (CIDA,1983).

The program attempts to reduce the risk costs to Canadian firms investigating joint ventures, licensing arrangements, long-term management contracts, co-production agreements and other types of cooperation with developing countries. The program also encourages Canadian technology transfer and provides pre-feasibility studies for large capital projects.

Examples of this program are: Canadian firms assisting in the development of Thailand's off-shore and on-shore gas resources; and hydroelectric feasibility studies (CIDA,1983). In its first year, the program implemented 150

projects, including 60 starter studies, 29 viability studies, 18 missions and seminars, and 21 projects involving different forms of cooperation at a cost of \$4 million (Cdn.) (Far Eastern Economic Review, 1981).

3.6 CANADIAN COMPANIES OPERATING IN ASEAN

A diverse group of Canadian companies are presently operating in ASEAN. The Canadian presence is not just confined to resource oriented industries but also includes manufacturing, banking, and consulting services. One of the problems for Canadian firms wishing to enter the ASEAN market is the fact that ASEAN is a highly competitive market and many business ties are firmly established. Rejene Frenette, Canadian Trade Commissioner to Malaysia, points out that contracts are hard to obtain, he claims that "the Japanese, British and West Germans are firmly entrenched and Canadians can't expect to be successful without a good deal of effort" (Financial Post, 22 May 1982, p.56). However, Canadian government officials are making more business contacts, and the presence of some Canadian multi-nationals in the region is increasing ASEAN's recognition of Canada as a business partner.

In resource oriented industries, Canada has several companies operating in ASEAN. Five Canadian firms with investments in ASEAN are Alcan, Inco, and Marcopper Mining Corporation, Placer Development Corp., and Sherritt Gordon.

Alcan is engaged in aluminum fabrication and operates a joint venture aluminum-rod mill in Indonesia. Alcan is also represented in Malaysia through the Aluminum Company of Malaysia Berhad (Alcom), of which Alcan owns a 40% interest.

Alcom operates an aluminum rolling mill and a bauxite mine in Malaysia. Inco operates a \$1 billion (Cdn) nickel mine and smelters in Indonesia, which represents one of the largest foreign private investments in any single project in ASEAN (Financial Post, 1982). Marcopper Mining Corporation, located in the Philippines, has recently augmented its mining operations and diversified. It is now 70% owner of the most modern fish packing plant in ASEAN (B.C. Packers owns the other 30%). Placer Development Corp. is involved in copper mining in the Philippines. The other major resource oriented Canadian firm in ASEAN is Sherritt Gordon who have ownership in nickel mines in the Philippines and Indonesia, and a copper mining operation in the Philippines.

Canadian companies are also represented in ASEAN's manufacturing sector. Some Canadian companies manufacturing in ASEAN consist of Northern Telecom, Microsystems International Ltd, and Bata Ltd. Northern Telecom not only sells its technology in ASEAN but it also has a manufacturing plant in a free trade zone at Penang in northern Malaysia. Microsystems International have a computer manufacturing plant located in Malaysia. Bata has been manufacturing in Singapore, Malaysia, Indonesia, and

Thailand since 1930. The company is so prominent in the region that few people realize that it is Canadian owned. In Malaysia alone, Bata has 185 retail stores. For Bata, ASEAN not only represents a source of cheap labour but 80% of the shoes produced in Malaysia, Indonesia, and Thailand are sold within the region. The only exception to this pattern is Bata's operations in Singapore where 50% of production is for export (Financial Post, 1982). Another important aspect of Canadian manufacturing involvement in ASEAN is the significant amount produced in Canada and then sold to ASEAN. This includes aircraft from Canadair and deHavilland, radar equipment manufactured by Raytheon of Canada, helicopters and helicopter maintenance from Okanagan Helicopters Ltd, farm equipment from Massey-Ferguson Ltd, and many others.

The first Canadian banking presence in Asia was in the early 1960's. This has increased to the point where Canadian banks had by 1980 become some of the top money lenders in Asia (Far Eastern Economic Review, 1981). One measure of the presence of Canadian banks in the Asian market is the total amount of loans, managed and co-managed. For the year 1980, the amount of loans managed by Canadian banks against all others in the Asian market was as follows:

TABLE 8**AMOUNT OF LOANS MANAGED/CO-MANAGED IN ASIA DURING 1980**

1/ The Royal Bank of Canada	\$4.61 billion (U.S.)
2/ Lloyds Bank	\$4.6 billion
3/ Toronto-Dominion Bank	\$3.5 billion
4/ The Bank of Nova Scotia	\$3.3 billion
5/ Chase Manhattan Bank	\$3.0 billion
14/ The Bank of Montreal	\$2.1 billion

SOURCE: Far Eastern Economic Review, 26 June 1981

The Canadian banking presence within ASEAN is also quite prominent. The Royal Bank of Canada has a regional branch in Singapore; The Bank of Nova Scotia has branches in Thailand, Malaysia, Singapore, and the Philippines; The Bank of Montreal has a branch in Singapore; The Toronto-Dominion Bank has a branch in Singapore; and The Canadian Imperial Bank of Commerce has a branch in Singapore.

The other area where Canadian companies are highly involved in ASEAN is in the area of consulting services. Three types of consulting services are provided by Canadian companies in ASEAN. They are: engineering; business; and resource management. M.C.S., a consortium of engineering firms consisting of Canadian Pacific Consulting Services Ltd, Montreal Engineering Company, and Swan Wooster Engineering Company, was the sole consultant on the first phase of a \$2 billion (Cdn) project consisting of an open-pit coal mine, upgrading the rail line to the coast and construction of a coal terminal for the Indonesian government. This was one of the largest government projects

under-taken in ASEAN, and for their involvement M.C.S. received over \$150 million (Cdn) (Financial Post, 1982). Another Canadian engineering firm, Lavalin, has had contracts for two Malaysian hydroelectric projects and conducted a study of 41 mini-hydro sites. One of the largest engineering consulting services in ASEAN is Canadian owned Monenco. They have been in the region since 1968 when they were hired to study the feasibility of underground wiring in Singapore.

Canada also has some business consulting firms operating in ASEAN. One of these is The Merritt Group of Companies, based in Rockwood Ontario. The company arranges contacts, organizes agendas and provides advise, particularly regarding cultural differences. Examples of some other Canadian business consulting firms operating in ASEAN are: Systemhouse Ltd, who were contracted to computerize The Malaysian Ministry of Health; D.M.R. Associates of Montreal, who advise The Ministry of Trade and Industry in Singapore on computer design and system specifications.

The other type of Canadian consulting service active in ASEAN relates to resource management. One firm is T.M. Thomson and Associates of Victoria B.C., who have won contracts in Indonesia, Malaysia, and the Philippines. The firm's different projects have included an environmental study of a logging operation in Indonesia in 1982. The other

involvement in resource management consulting services is mainly from the Canadian government, who work directly with the governments of ASEAN in natural resource management.

The actual number of Canadian consulting firms in ASEAN is not that great but the firms that are present there are quite aggressive. From 1967-80, Canadian consultants won 8.3% of all Asian Development Bank funded contracts. This placed them fourth in ranking behind only the United States (22.2%), Japan (12.2%), and Britain (10.3%) (Financial Post, 1982).

4. SUMMARY AND CONCLUSIONS

4.1 SUMMARY

The economic growth experienced by the countries of ASEAN has resulted in marked changes in trade and investment with Canada. ASEAN is not only an area of increasing market potential, but the region is also undergoing structural changes as its economies diversify. The result is a decreased dependence on foreign development of natural resources and an increase in investment in other sectors such as manufacturing.

These changes are reflected in trade flows between ASEAN and Canada. The increased level of trade witnessed through the 1970's reflects the growth of industrial sectors in ASEAN. The increase in exports to Canada and the

increase in Canadian exports to ASEAN reveals the economic growth occurring in the region and the recognition on the part of Canada that ASEAN is rapidly becoming an important market for exports.

The pattern of Canadian investment in ASEAN is also a result of the recent economic growth and policies of the countries in ASEAN. Historically, the majority of Canadian investment was in resource-oriented industries, but this is beginning to change as the countries attempt to obtain more control of their natural resources and as it becomes more profitable for Canadian firms to change the location of their manufacturing activities. As a result recent Canadian investment has been targeted, with the assistance of CIDA, toward manufacturing and service sector opportunities. The Canadian government recognizes the market potential of both Asia/Pacific region and ASEAN and they are attempting to aid Canadian investors interested in the region.

One sector of the ASEAN economy in which Canadian companies are heavily involved is the area of resource extraction. Canadian companies involved in resource extraction in ASEAN enjoyed a competitive advantage in technologies over most other countries because many of the same resources found in ASEAN are also present in Canada.

The one area of Canadian business that quickly capitalized on the economic growth in ASEAN was the banking sector. As a result, Canadian banks rank among the most

prominent financial institutions in the region. This may become increasingly important as Singapore may soon challenge Hong Kong as the financial centre for Asia.

4.2 CONCLUSIONS

The ASEAN countries are not only concerned with further development of their manufacturing sector, but they are also committed to further developing their agricultural and energy resources (Yue,1982). The potential benefits for Canada arising from this commitment appear great. Canada has developed both technology and equipment for energy projects and for agricultural projects.

Canada's small local market dictates a reliance on exports for continued economic growth. ASEAN is a region that provides great market potential for Canadian firms. The success of Canadian firms operating within ASEAN, in turn, is highly dependent on recognizing the cultural differences not only between Canada and ASEAN but also among the countries which comprise ASEAN. Canadian firms wanting to begin operations in ASEAN should follow the example of Bata Ltd., one of the most successful manufacturing operations within the region. The strategy employed by Bata has been to employ local labour, not only at the production level but also in upper management positions. This allows for a better knowledge of business practices within the countries, and being able to understand that the most

efficient method of production may differ from Canadian production methods.

Canadian firms may soon find it much more difficult to develop operations in ASEAN as pressure increases for the Canadian federal government to reduce spending. Spending on aid programs may be reduced and this would mean the reduction of CIDA programs which have been helping Canadian firms get established in ASEAN. The consequence of this will be the increased expense to private business to develop markets or operations ASEAN. A possible solution to this dilemma may exist in the formation of Canadian export consortia. A consortium is defined as:

an ad hoc or ongoing, informal or formal, sometimes "shell" association of two or more business/government/financial entities to profitably pursue, generally on a competitive basis, one or more common commercial activities which are either complementary to, an extension of, or in addition to the regular activities of its members.
(Dhawan and Kryzanowski, 1978, p.9)

Consortia have been employed by Japanese businesses in ASEAN with great success. The benefits of a consortium are that the companies can participate in projects of a broader scope, underwrite risks through sharing, lower distribution and delivery costs, and creating a stronger organization for market penetration (Dhawan and Kryzanowski, 1978). The formation of single product or 'high tech' Canadian based

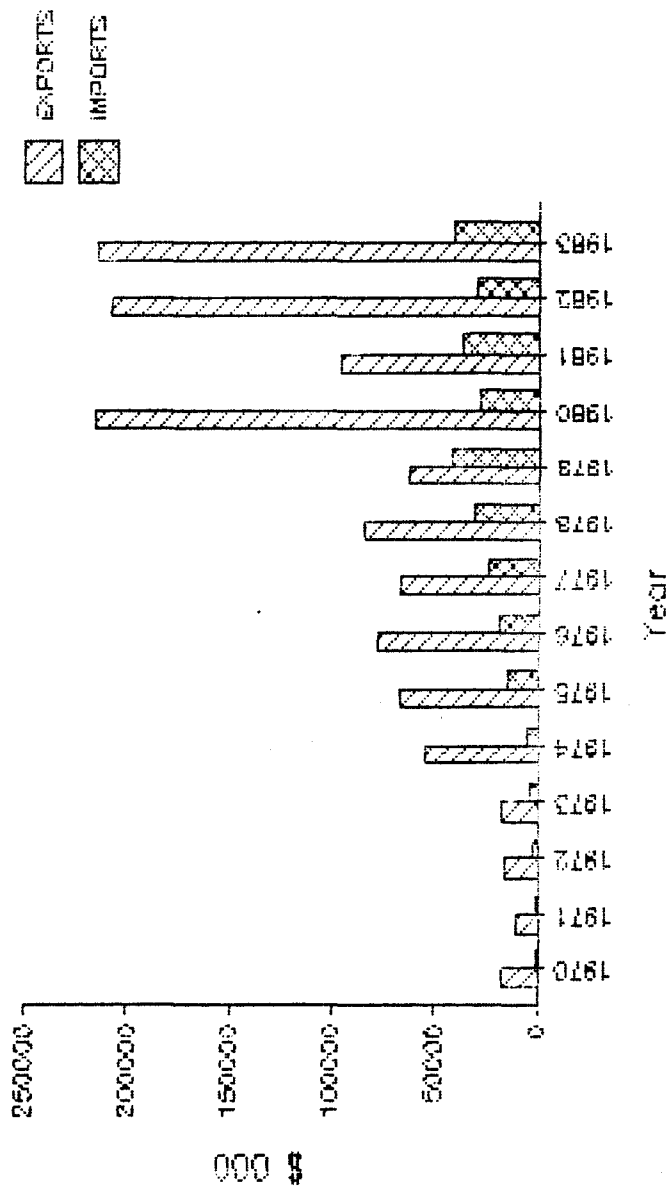
consortia may result in a more competitive position for Canada in ASEAN.

This paper has attempted to present how the ASEAN region is developing into one of the greatest potential markets in the world. While Canada's economic cooperation with ASEAN has increased, Canada will benefit further only if it increases its economic relations with ASEAN. Programs such as CIDA's Industrial Cooperation, and ideas about export consortia will be rendered ineffective unless private business begins to give ASEAN the higher priority that its market deserves.

APPENDIX A

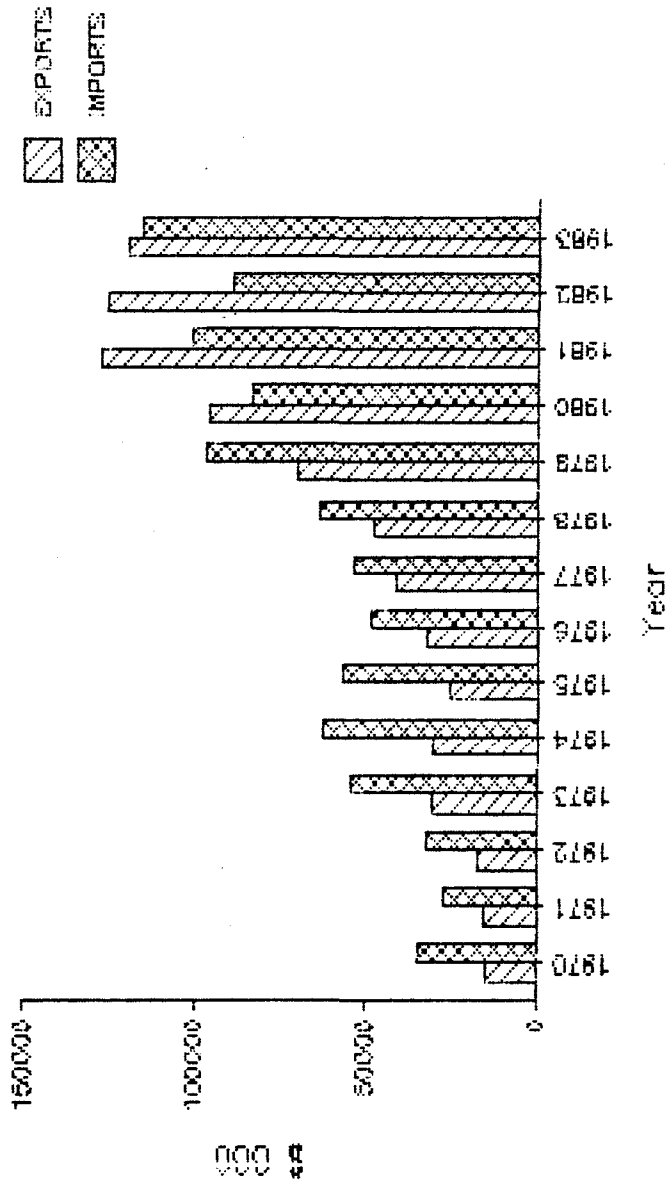
CANADA-INDONESIA TRADE

Canadian exports to & imports from Indonesia



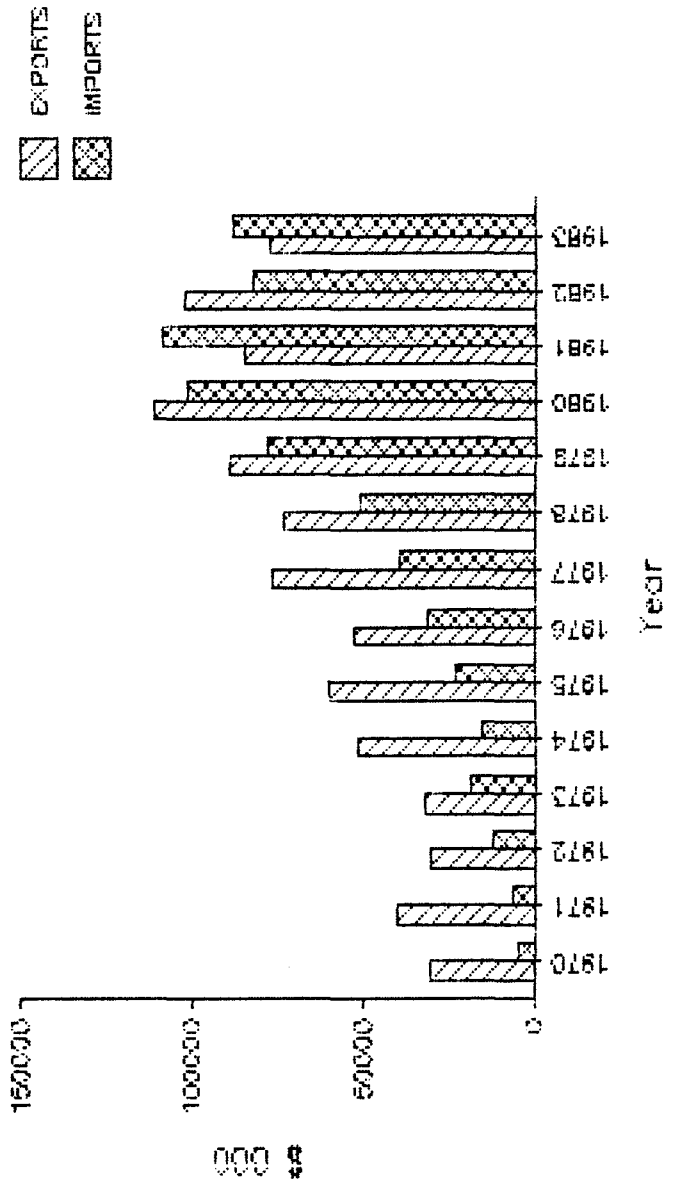
CANADA—MALAYSIA TRADE

Canadian exports to & imports from Malaysia



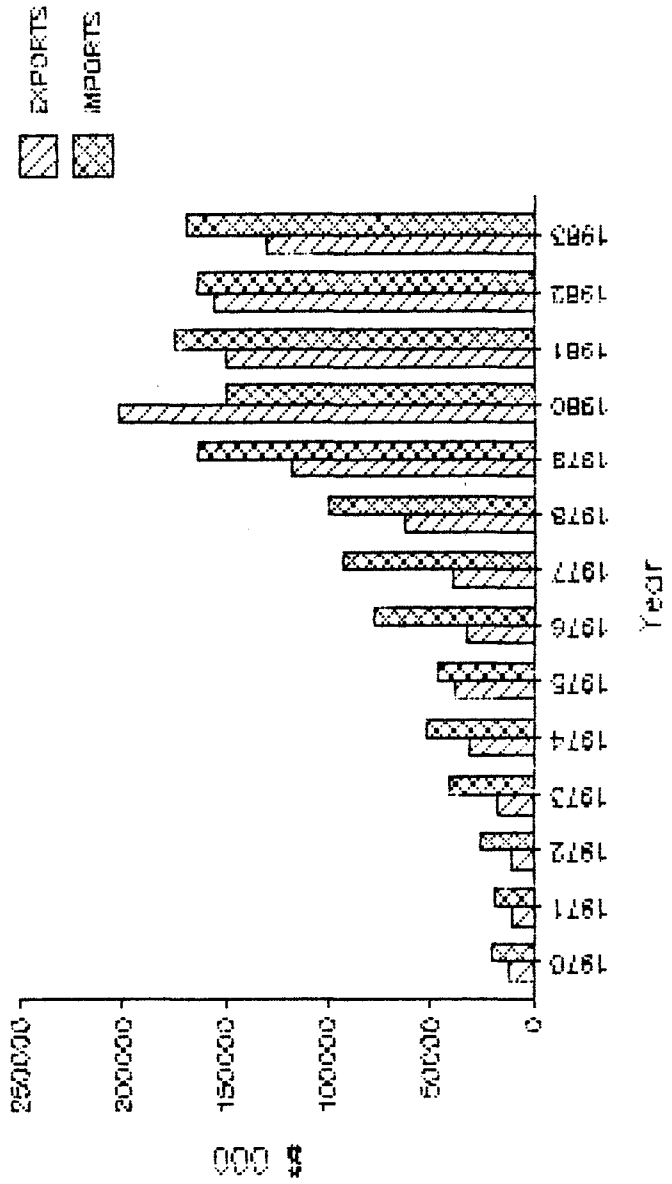
CANADA-PHILIPPINES TRADE

Canadian exports to & imports from the Philippines



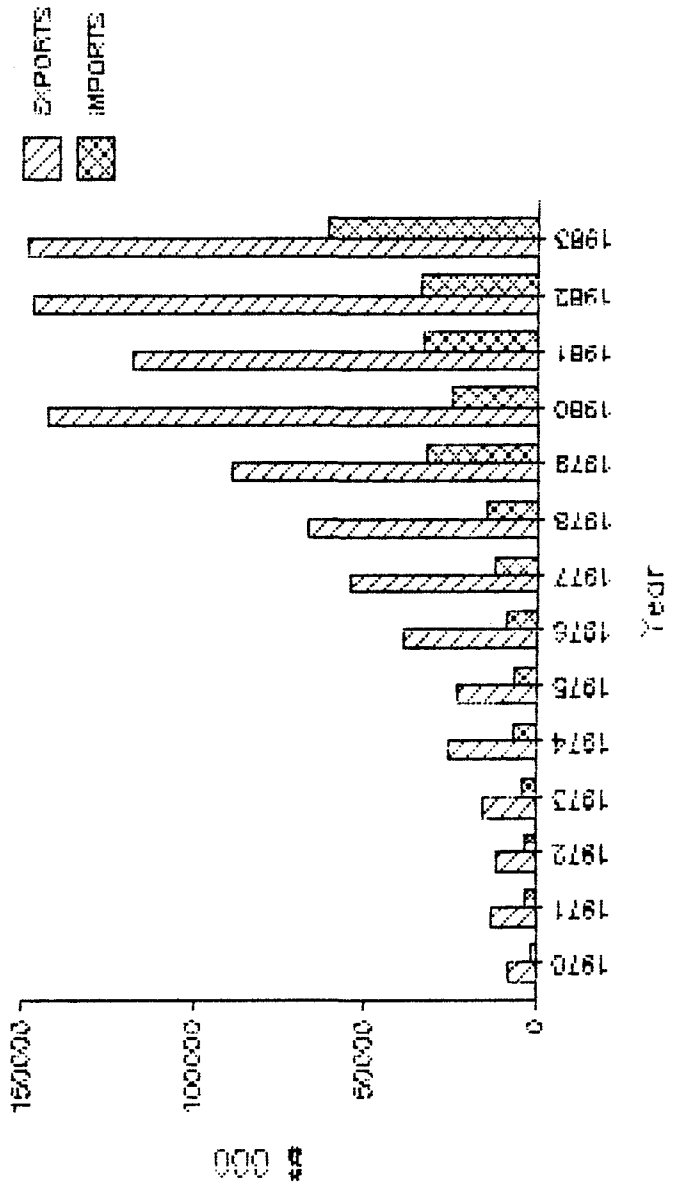
CANADA-SINGAPORE TRADE

Canadian exports to & imports from Singapore



CANADA-THAILAND TRADE

Canadian exports to & imports from Thailand



APPENDIX B

APPENDIX B

Total Imports from Malaysia ('000 Cdn.\$)

Year	1	2	3	4	5	6	7
1970							34180
1971	1	912	6661	18198	984	111	26867
1972	2	650	6151	23454	1466	89	31813
1973		672	13946	26796	11555	1026	53996
1974		1159	13932	29525	17273	328	62217
1975		1582	12284	33039	8983	857	56745
1976		1954	15950	20585	9577	248	48314
1977		1350	19922	21365	10799	212	53648
1978		864	23927	25157	10471	2783	63202
1979		1556	37983	40477	15608	661	96284
1980		3058	30835	31599	17792	175	85458
1981		3595	31011	41746	23121	558	100031
1982		3673	24450	33234	27543	294	89193
1983		6925	38177	43429	26649	400	115581

Total Imports from Singapore ('000 Cdn.\$)

Year	1	2	3	4	5	6	7
1970							20211
1971	85	3305	10038	1988	2962	77	18456
1972	116	2657	12109	4322	6240	149	28594
1973	147	2025	19864	5115	13843	120	41114
1974	151	2722	24695	9216	15068	118	51970
1975	212	2196	17504	4909	21699	104	46624
1976	220	4957	33552	4615	32138	2144	77626
1977	252	4751	46770	4080	37262	394	93509
1978	275	5489	44468	7698	40912	1700	100542
1979	210	3889	63344	13955	81844	723	163964
1980	226	3293	58892	19973	65650	1649	149684
1981	199	4549	59165	22443	87086	1188	174629
1982	129	4010	27365	12112	115971	3976	163562
1983	94	3447	46117	17106	100513	1166	168444

Total Imports from Indonesia ('000 Cdn.\$)

Year	1	2	3	4	5	6	7
1970							589
1971		478	138	5	402	38	1061
1972	1	1164	872	54	195	5	2291
1973	1	1414	1639	22	14	38	3128
1974	6	2139	1228	1194	30	14	4610
1975	9	2926	5151	6110	62	9	14266
1976	3	3940	5999	8029	168	14	18153
1977		5992	7425	10830	222	84	24553
1978	2	7133	10176	12030	85	1581	31006
1979		5996	18022	10846	2404	4841	42108
1980		4517	19362	4265	652	116	28913
1981		5463	28255	2142	1078	23	36961
1982		5125	18933	1997	4126	87	30269
1983		6967	16688	9183	6973	231	40043

Total Imports from the Phil ('000 Cdn.\$)

Year	1	2	3	4	5	6	7
1970							4329
1971	6	4186	306	989	681	43	6211
1972	9	4552	353	5802	1004	134	11854
1973	22	7080	936	4186	5858	121	18204
1974	17	7650	634	1726	4657	1005	15691
1975	18	8870	1630	4506	7353	53	22430
1976	16	7176	2041	11104	10630	397	31365
1977	21	9542	2285	15723	10703	1076	39349
1978	23	12714	2832	16727	17917	228	50440
1979	10	18332	1771	29739	28160	273	78285
1980	11	18705	2766	42088	37093	818	101481
1981	12	26423	4420	22487	54955	384	108682
1982	21	23835	1321	11776	44554	673	82179
1983	52	24621	800	17416	44666	735	88290

Total Imports from Thailand ('000 Cdn.\$)

Year	1	2	3	4	5	6	7
1970							1061
1971	19	522	504	1805	140	22	3011
1972	25	219	581	1069	310	32	3057
1973	70	961	374	2050	642	32	4130
1974	87	1367	724	3408	985	20	6591
1975	80	1463	452	2761	1274	35	6065
1976	45	1757	453	4108	2628	97	9086
1977	29	3690	166	6187	1913	94	12081
1978	20	7181	80	4380	2498	145	14305
1979	9	10583	864	7334	12384	531	31705
1980	20	11158	513	2399	10061	558	24688
1981	17	14666	524	5316	11780	765	33067
1982	20	14559	713	5800	12175	519	33785
1983	24	28704	1865	9114	18811	2036	60554

=====
Total Exports to Malaysia ('000 Cdn.\$)
 =====

Year	1	2	3	4	5	6	7	8	9
1970	2	1085	2318	7437	3154	7	14003	415	14418
1971	1	1079	2305	5805	5996	1	15187	406	15593
1972	3	2449	1805	6528	4717		15502	1368	16870
1973	5	1117	2809	7104	17777	23	28835	1151	29986
1974	23	2467	3844	10587	12406	15	29342	1071	30414
1975	18	1069	2703	13867	6373	78	24108	834	24942
1976	9	390	6357	16082	7763	112	30713	1094	31807
1977		2345	6638	19165	12053	3	40204	1100	41304
1978	77	4474	9561	17133	15240	5	46491	1403	47894
1979	2	3391	13457	30558	17891	30	65329	4319	69648
1980	142	7138	17027	48102	20587	19	93015	2184	95200
1981	273	7599	16285	48948	52464	137	125706	1381	127086
1982	26	4471	14149	48767	51029	17	118458	6798	125256
1983	8	5104	14423	65844	28615	9	114003	5738	119742

=====
Total Exports to Singapore ('000 Cdn.\$)
 =====

Year	1	2	3	4	5	6	7	8	9
1970	13	1209	521	4333	4716	6	10797	410	11208
1971	15	1172	676	3695	3661	28	9248	438	9686
1972	21	2127	340	4742	2227	1	9457	234	9690
1973	14	1991	425	7604	6632	58	16723	711	17434
1974	38	3726	1027	15598	9093		29483	1810	31293
1975	45	3597	965	15939	15983	49	36577	1110	37687
1976	40	1666	2546	17837	9295	527	31910	1019	32929
1977	63	2369	6704	19242	9502	396	38275	1155	39430
1978	15	4935	4574	36554	15457	8	61544	966	62510
1979	8	3468	9169	81175	15691	5317	114828	3218	118046
1980	28	4178	10531	140346	42585	492	198161	3450	201611
1981	68	3211	8423	98986	33024	1948	145661	3618	149280
1982		5862	11588	72011	60065	586	150112	4436	154548
1983	135	11042	9902	56944	46739	1972	126735	3367	130102

=====
Total Exports to Indonesia ('000 Cdn.\$)
 =====

Year	1	2	3	4	5	6	7	8	9
1970	2	4705	1	526	11172	84	16489	234	16723
1971	6	523	35	590	7414	898	9466	719	10185
1972		5767	580	4079	3998		14425	1154	15579
1973	15	5595	1423	5501	5182	20	17735	31	17766
1974		25152	1492	18070	8851	46	53611	322	53933
1975	16	9324	2552	18891	34102	14	64899	1981	66880
1976	17	15603	3047	25550	28327	4381	76925	1145	78070
1977		8492	6024	18017	33400	35	65967	1143	67110
1978	1	1277	9606	28306	41924	1928	83043	1627	84670
1979		5070	12570	30298	14664	40	62643	317	62960
1980		1412	24837	127515	61216	50	215029	921	215950
1981	123	3279	28903	44726	12177	4881	94088	1375	95463
1982	169	11798	28426	77015	88702	55	206165	1688	207853
1983	183	43293	16705	80612	69094	3	209890	4870	214760

Total Exports to the Philippines ('000 Cdn.\$)

Year	1	2	3	4	5	6	7	8	9
1970	46	1064	1064	9527	18442	10	30154	419	30573
1971	76	16532	1376	8840	12558		39382	503	39885
1972	65	11672	885	6535	10389	24	29569	425	29994
1973	58	13249	1111	5137	11386		30942	1011	31953
1974	82	18973	1321	9023	19609	1010	50019	1614	51633
1975	120	27412	690	6960	23956	24	59162	961	60123
1976	163	18096	2362	12275	18640	157	51694	951	52645
1977	153	38651	7205	12418	17846	1	76274	283	76557
1978	186	8488	6250	31086	26563	4	72567	573	73140
1979	324	5915	11172	35693	31746	20	84870	4180	89050
1980	322	35326	10637	30354	31505	68	108212	3078	111290
1981	381	5603	14342	33530	29041	199	83096	1584	84681
1982	311	3293	16119	49191	30901	161	99977	1754	101731
1983	310	4493	12989	39266	19454	316	76828	667	77493

Total Exports to Thailand ('000 Cdn.\$)

Year	1	2	3	4	5	6	7	8	9
1970	2	412	2049	3345	2193	5	8006	103	8110
1971	7	557	3483	6015	2982		13044	172	13216
1972	6	569	1576	6733	2596		11481	76	11557
1973	4	544	2309	9020	3069		14947	113	15059
1974	7	431	3115	13796	7604	1	24954	335	25289
1975	12	463	2689	10978	6195	2020	22357	201	22550
1976	12	661	6059	19072	12525	53	38382	332	38715
1977	52	3554	7618	34607	8205	1	54036	92	54128
1978	4	5139	10094	37574	13393	11	66215	543	66758
1979	10	2979	13736	50278	20034	160	87248	1259	88507
1980	27	6955	17716	87913	28788	202	141602	786	142388
1981	13	3902	25557	62235	23776	522	116005	1597	117602
1982	182	2315	29443	57166	54226	473	143805	2550	146355
1983	180	4715	27722	55256	58180	432	146486	1919	148403

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