

AS YOU ARE AWARE, WE HAVE BEEN PROMOTING CANADIAN FOOD AND BEVERAGE PRODUCTS OVER THE LAST FEW YEARS. A THREE MONTH PROMOTION AT DAH CHONG HONG'S 35 FOOD MARKETS FINISHED IN JUNE WHICH RESULTED IN SALES OF SOME \$10 MILLION WORTH OF CDN PRODUCTS, INCLUDING FISH FROM NEWFOUNDLAND! (TOM HALLETT, BEOTHUK FISHERIES, NFLD AND CLAUDE TCHAO, TRISTAR SEAFOOD SUPPLY, B.C, REPRESENTING FISHERIES, ARE ON MISSION).

A TWO WEEK FOOD PROMOTION WILL BE LAUNCHED NEXT WEEK (SEPT. 23) AT PARK N SHOP FOOD STORES.

AS A RESULT OF OUR EFFORTS, CANADIAN EXPORTS OF FOOD PRODUCTS HAVE INCREASED BY SOME 30% OVER THE LAST TWO YEARS; FISH PRODUCTS ALONE INCREASED BY OVER 120% DURING THE SAME PERIOD.

CANADA IS ALSO WELL REPRESENTED IN HONG KONG IN THE FINANCIAL SERVICES SECTOR. THE LARGEST INSURANCE COMPANIES IN HONG KONG ARE CANADIAN - MANULIFE (JOSEPH PIETROSKI IS WITH ME ON THE MISSION), SUN LIFE AND CROWN LIFE JUST TO NAME A FEW.

OTHER MISSION MEMBERS WITH ME ARE: JOHN BURROWS, THE CHAIRMAN OF NOVATEL COMMUNICATIONS OF CALGARY, BRUCE PARDY, PRESIDENT OF BAE GROUP, ST JOHN'S; AND CLAUDE GIORGI OF CANADIAN ASTRONAUTICS LTD., OTTAWA, WHO LATER TODAY WILL SIGN A CONTRACT WITH CABLE AND WIRELESS.

SUCCESSFUL BUSINESS DEALINGS ALSO REQUIRE CONFIDENCE AT BOTH THE LEVEL OF THE INDIVIDUAL BUSINESS PERSON AND IN A MUCH BROADER CONTEXT. HONG KONG IS ENTERING A PERIOD OF CHANGE AND SOME UNDERSTANDABLE UNCERTAINTY. WE SYMPATHIZE WITH YOUR ASPIRATIONS AND WITH YOUR CONCERNS. CANADA HAS AN INTEREST IN HONG KONG'S CONTINUING SUCCESS AS A FINANCIAL AND COMMERCIAL CENTRE. CANADA IS READY TO COOPERATE WITH HONG KONG AND OTHERS IN THE IMPORTANT TASK OF RE-ESTABLISHING CONFIDENCE IN A SECURE, VIABLE AND PROSPEROUS FUTURE FOR HONG KONG FOR MANY DECADES TO COME.