

THE TRADE RELATIONSHIP BETWEEN HONG KONG AND CANADA IS REMARKABLY FREE OF IRRITANTS. ALTHOUGH CANADA'S EXPORTS REPRESENT ONLY 1% OF HONG KONG'S TOTAL IMPORT MARKET, WE HAVE SEEN SOME REMARKABLE INCREASES IN OUR EXPORTS TO HONG KONG IN RECENT YEARS. IN 1988, CANADIAN EXPORTS TO THE TERRITORY INCREASED BY OVER 100%, TO APPROXIMATELY \$1 BILLION! AND SO FAR IN THE FIRST SIX MONTHS OF 1989, OUR EXPORTS ARE UP 34% OVER LAST YEAR. IN FACT, FOR THE FIRST TIME IN MANY YEARS, CANADA IS CURRENTLY ENJOYING A MODEST TRADE SURPLUS WITH HONG KONG. FROM JANUARY TO JUNE, 1989, CANADA ENJOYED A \$64.2 MILLION TRADE SURPLUS WITH HONG KONG - WHILE FOR ALL OF 1988 CANADA HAD A TRADE DEFICIT OF \$149.1 MILLION. OUR TOTAL TWO-WAY TRADE IN 1988 WAS \$2.16 BILLION.

CANADIAN PRODUCTS COVER HONG KONG IN UNEXPECTED PLACES -- THE STAINLESS STEEL USED ON THE EXTERIOR OF EXCHANGE SQUARE IS CANADIAN, THE GLASS CURTAIN WALL FOR THE BOND CENTRE AND THE TWO HOTELS AT THE HONG KONG EXHIBITION AND CONVENTION CENTRE ORIGINATE IN CANADA, AS DOES THE NEW BANK VAULT IN THE BANK OF CHINA BUILDING.

THE HONG KONG MARINE DEPARTMENT WILL SOON BE MANAGING HONG KONG'S INTERNATIONAL MARITIME TRAFFIC WITH THE USE OF CANADIAN EXPERTISE THAT IS ALSO IN USE IN VANCOUVER AND HALIFAX. (TECHNOLOGY PROVIDED BY THE SNC GROUP, REPRESENTED ON THE MISSION BY AJIT SODHI). THE CONTRACT WITH THE MARINE DEPARTMENT HAS ALSO INCLUDED TRAINING FOR ITS OFFICERS IN CORNWALL, ONTARIO.

A CANADIAN COMPANY, UTLAS INTERNATIONAL (MS. NATSUKO FURUYA, V.P. IS ON MISSION) HAS DEVISED A UNIQUE AUTOMATED LIBRARY RETRIEVAL SYSTEM IN CHINESE THAT IS NOW BEING USED IN TAIWAN. WE HOPE YOU WILL SOON BE ABLE TO ENJOY ITS BENEFITS IN HONG KONG'S PUBLIC LIBRARY SYSTEM.