

## Chan Mission to China Targets Emerging Interior Markets

Secretary of State (Asia-Pacific) Raymond Chan will lead a Canadian trade mission to China March 3 to 15, 1997. Accompanying him will be a business delegation representing some 40 Canadian companies.

### Focus on the interior

Mr. Chan's visit is a follow-up to his first China trade mission in May 1996. That mission explored

opportunities in the fast-growing markets of the more affluent coastal regions. The current mission complements that activity

with its focus on the emerging markets of the Chinese interior. Visits are planned to cities in the interior provinces of Sichuan, Hubei, Yunnan and the Guangxi Autonomous Region, as well as to the capital Beijing.

Development of China's interior markets is a priority for China's central government. Canadian firms have significant opportunities in infrastructure projects — power, communications, transportation — and in resource industries. Other business potential exists in environmental and agricultural projects and in urban infrastructure development.

### Building on existing ties

Mr. Chan's mission to China is designed to build on Canada's

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## Christine Stewart to Lead Delegation to South Africa

Secretary of State (Latin America and Africa) Christine Stewart will head a trade delegation to Kenya and South Africa, March 21 to 26, 1997. A primary goal of the delegation is to support the activities of Canadian companies in eastern and southern Africa.

### Kenyan agenda

With its recent privatization of various sectors, including telecommunications, Kenya offers some exciting opportunities for

### Canadian firms.

While in Kenya, Mrs. Stewart's delegation will work to advance

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## Prime Minister's Visit to France: an Enhanced Partnership

Prime Minister Jean Chrétien paid an official visit to France on January 22 and 23, accompanied by Industry Minister John Manley and a delegation of 25 business leaders.

During the visit, the Prime Minister and his French counterpart Alain Juppé signed a Declaration of Enhanced Partnership whereby the two governments will adopt an activity program setting the course for relations between our two countries as the 21st century approaches.

### Trade agreements signed

The visit was marked by the signing of trade agreements and deals between the following companies:

Cancom (Canada) and Havas Overseas (France) — agreement for broadcasting by French television stations in Canada and in

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