

Canadians Selling to Government of Hong Kong

Canadian companies in 1994 sold about Cdn\$16 million worth of goods to the Hong Kong government, mainly telecommunications, medical and information technology (IT) equipment.

In 1995-96, the Hong Kong government forecasts spending some Cdn\$100 million on major purchases. Among the upcoming purchases, where opportunities exist for Canadian companies, are:

- * Hospital/Medical/Clinical Equipment (MRI, CT Scanner, Gamma Camera, Linear Accelerator and X-ray);

- * Pharmaceutical items;

- * Electronics Products (PABX, Tracking System for Mail, SCADA Systems); and

- * Telecommunications/Scientific Equipment (Radio Pager, PABX, ATC, Windshear & Turbulence Warning System for the new Hong Kong Airport).

All Hong Kong government purchases are done through the Government Supplies Department (GSD).

The Commission for Canada in Hong Kong alerts possible Canadian suppliers of tenders as they come up but the GSD also maintains lists of registered sup-

pliers that are invited direct to tender. Companies based in Hong Kong and/or overseas may apply for GSD registration. Applicants are required to provide a company profile, financial information, as well as details on the goods they can offer.

Interested companies should contact trade commissioners in Hong Kong for details on announced planned purchases by the Hong Kong government and how to register with the GSD. The contact is: Commission For Canada, Commercial Division, Hong Kong, Fax: (011-852) 847-7441.

Exports to Brazil Bolstered by EDC Lines of Credit

Canadian companies selling goods or services to Brazil can benefit from up to \$30 million in new export financing from the Export Development Corporation (EDC).

EDC has signed a US\$15 million line of credit with Unibanco, one of Brazil's leading commercial

banks, which can "on-lend" funds to Brazilian companies purchasing Canadian goods and services.

As well, EDC signed a US\$15 million line of credit with Petroleo Brasileiro S.A., Brazil's state-owned oil company, to finance its purchases of goods and services from Canada.

"Although Canadian exporters have a strong track record in the sale of capital goods and services to Brazil, demand for value-added, high-tech and manufactured goods is growing and Canadian companies are well positioned to seize these new opportunities," said International Trade Minister Roy MacLaren.

EDC lines of credit give Canadian companies a competitive advantage when doing business in foreign markets because they can offer their customers pre-established financing terms, which accelerate approvals.

Exporters interested in knowing more about these and other EDC export finance and insurance services may contact an EDC regional office in Vancouver, Calgary, Winnipeg, London, Toronto, Ottawa, Montreal or Halifax.

Smaller exporters (with annual export sales under \$1 million) may call EDC's Emerging Exporter Team at 1-800-850-9626.

Canada Pakistan Business Development Board

The Canada Pakistan Business Development Board (CPBDB) is a non-profit organization incorporated under the Canada Corporations Act. Its aim is to promote business joint ventures and trade between the two countries as well as a socio-economic and professional development environment related to various industry sectors, agencies, universities, world institutions, governments and similar organizations.

Membership benefits include business and cultural orientation services, interpretation services, joint venture investment opportunities, trade link recommendation services, project funding advisory services, trade shows, representation service to governments and financial institutions, business delegations, market studies, and travel discounts.

For more details, contact CPBDB, P.O. Box 37088, Ottawa, K1V 0W0, Tel.: (613) 731-0404; Fax: (613) 731-8530.