



Her Excellency the Right Honourable Jeanne Sauve, the Governor General of Canada and the Honourable Monique Landry, the Minister for External Relations pay their respects at Stanley Cemetery, March, 1987.

Charles Gallow's day, to the world's 13th largest trading nation. It was by then the world's third largest financial centre, and had overtaken Rotterdam as the world's busiest container port. It's citizens had, after Singapore and Japan, the highest standard of living in Asia. Without natural resources, it had nonetheless become what one magazine described as "the purest form of free-market capitalism anywhere in the world".

Hong Kong imported close to C\$65 billion in goods in 1987. While imports from Canada had increased tenfold since 1977 to C\$500 million, Canada still commanded less than one percent of the Hong Kong market. But in resources, food products, telecommunications, and building materials, Canadian manufacturers had succeeded in breaking into the local market. There was reason for optimism.

During the term of Trade Minister Pat Carney, a new "Hong Kong Trade Initiative" was formulated. The main thrust of the strategy being to focus Canadian attention on the Territory – business interest, mostly.

There are already signs that a new crew of companies are thinking about the market prospects, for the most part unconcerned about "the issue of 1997". Food, computer software, furs, building materials, telecom-

munications, and a range of new venture sectors account for this success.

These days, the Trade Commissioners and Commercial Officers are not alone in promoting trade with Hong Kong. Six provinces have offices of their own in Hong Kong. The largest Canadian Chamber of Commerce outside Canada is now situated in Hong Kong – 700 active members. And 10 chapters of the Hong Kong – Canada Business Association are now spread across Canada – 2000 members, and doubling in size each year – the largest and most active such trade group in Canada. The latter is particularly important, since it is comprised mainly of business-people inexperienced in trade with Hong Kong and China, who have joined for the purpose of learning about trading in Asia.

At the end of our journey through its history what can be said about the Canadian Trade Commission? That it will assist in doubling the volume of Canadian exports to Hong Kong within the next five years, there is no doubt. That future Trade Commissioners will register successes undreamed of by their predecessors, is a certainty. But lets hope they remember that they stand on the shoulders of some impressive forerunners.....