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Hong Kong Airport/Port Project Worth Pursuit by Canadian Firms

Canadian engineering, consulting and investment firms have an opportunity — in the face of international competition — to bid on Hong Kong's massive Port and Airport Development Strategy (PADS).

Indeed, the engineering consultant firm, Marshall Macklin Monaghan Ltd. (MMM) of Markham, Ontario, already has a foot in the door, becoming the first Canadian company chosen to take part in

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the project which, in 1989 dollars, is estimated to cost US\$18 billion. MMM, in association with Wardley Capital Limited of Hong Kong, will serve as financial adviser on PADS' airport planning phase.

The project already has brought inquiries from around the world and will provide plenty of opportunities for overseas investors and contractors who will be invited to participate in the Hong Kong airport/port development.

Get In On the Ground Floor

But to stand a chance, it is essential that Canadian companies get in on the ground floor and maintain a high profile in the early stages of the project.

That's one reason why External Affairs and International Trade Canada is inviting qualified Canadian companies to participate in its national stand at the International Airport, Port & Transportation Development Exhibition (APEX'91), being held January 24-27, 1991 at the Hong Kong Convention & Exhibition Centre.

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The focus of APEX'91 will be the new airport at Chep Lap Kok, the cornerstone to the entire PADS plan.

This major fair will provide Canadian participants with an excellent forum to present their expertise and products to Honk Kong government decision-makers and consultants who currently are drawing up specifications for the project.

APEX'91 also allows exhibitors to pursue other business opportunities; to enhance their relations with firms with which they may already be doing business; to

demonstrate their long-term commitment to the market; and to assess the competition.

Major Feat/Major Components

Described as one of the world's biggest single civil engineering projects, the airport/port complex is massive by any standards. But given Hong Kong's size of just over 400 square miles, the project is colossal.

It will also be a major engineering feat involving huge reclamation works, with most of the land for the port and airport being reclaimed from the sea. Almost 1,000 hectares of land will have to be created for the airport alone.

The new state-of-the-art airport, to be open 24 hours a day, will have two runways (the first being operational in 1997) capable of handling 80 million passengers and 4.4 million tonnes of cargo per year.

What's more, ancillary infrastructure — for which Hong Kong also will require capital (the colony is seeking foreign private

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Canadian Trade Office in Taipei Expands to Meet Exporters' Needs

Canadian exporters now have at their service a recently expanded Canadian Trade Office in Taipei (CTOT) to support their export initiatives into the burgeoning Taiwanese market.

Only about the size of Vancouver Island but with a population of 20 million, Taiwan's two-way foreign trade exceeds US\$100 billion annually. That makes it the world's 12th largest trading economy.

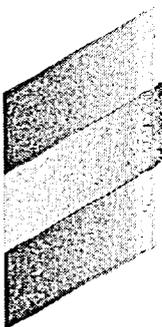
As well, over the past three years,

the Taiwanese government has been deregulating foreign exchange controls and gradually reducing import tariffs — moves which have created "significant opportunities" for Canadian exporters, says a CTOT report.

Responding to the increased demand for services and to support Canadian exporters to Taiwan, the CTOT, in September, moved into new premises and doubled its staff to twenty.

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