



# CANADEXPORT

TRADE + INVEST + PROSPER

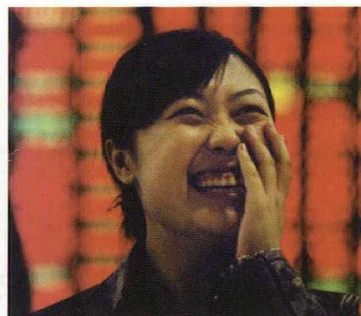
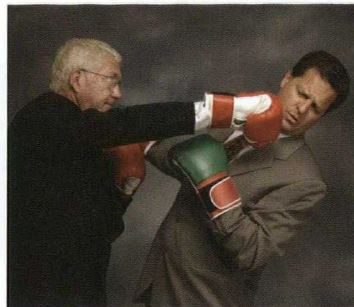
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## ▶ TOP STORIES

### When a sweet deal goes sour

Doing business abroad doesn't always turn out as planned. Business deals can derail with miscommunication, ill will or just plain bad luck. So how can Canadian entrepreneurs resolve their disputes without the expense of going to court? There is a better way. [see page 3](#)



### Location, location, location

Quick. What are Hefei, Kunming and Wuhan? If you don't know, you might want to listen to the latest *CanadExport* podcast. They're just three of China's so-called second-tier cities and which say are at the heart of this Asian tiger's roaring economy. Tune in to find out why location is key for Canadian entrepreneurs. [see page 9](#)

### An entrepreneur's winning mantra for success

Ask Tanya Shaw Weeks what it takes to succeed in the global marketplace and she will tell you to ask as many questions as you can all the time. As President and Chief Executive Officer of Unique Patterns Design Ltd., Weeks should know. [see page 4](#)



## ▶ ALSO IN THIS ISSUE

### ▶ The mighty Baltics: Hear them roar

For years now, the economies of Latvia, Lithuania and Estonia have been firing on all cylinders. Since accession to the European Union in 2004, these countries have posted the highest growth rates of any member country. [see page 5](#)

### ▶ Iroquois cranberries cause a stir

The Wahta Mohawks in Ontario have been selling their cranberry products in the international marketplace for some time, but now they have their eyes on the health conscious markets of Southeast Asia. Too far sighted? Canadian trade commissioners don't think so. [see page 7](#)

### ▶ Ontario company eyes returns on its investment

As Mexico continues to strengthen its place in the global supply chain, manufacturers of all stripes are establishing operations there—taking advantage of available labour, lower costs and Mexico proximity to the rest of North America. [see page 8](#)

FACTS & FIGURES  
[see page 10](#)

TRADE EVENTS  
[see page 12](#)

