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State (Asia-Pacific) accompanying Prime Minister Jean Chrétien. The mission proved that Team Canada not only opens doors to business for Canadian firms, but can attract foreign investment to Canada as well.

Team Canada 2001 clearly demonstrated how successful Canadian companies can be in the rapidly expanding markets of China and Hong Kong, which combined, represent Canada's third-largest trading partner, with over \$16 billion in annual trade. Canadian businesses, ranging from small and medium-sized enterprises relatively new to the Chinese market to large, well-established firms, netted new business worth almost \$5.7 billion. The deals included contracts, memoranda of understanding, and letters of intent.

In Beijing, Prime Minister Chrétien announced the signing of 204 new business deals worth over \$5.2 billion; in Shanghai, 62 new business deals

worth over \$314 million were signed and in Hong Kong 27 new deals were announced, worth over \$75 million to Canadian enterprises.

ties was another important aspect of this year's mission. In Beijing, Prime Minister Chrétien announced the signing of agreements between

# Team Canada 2001: Mission accomplished

Key sectors for Team Canada 2001 were **environmental technologies; agriculture and agri-food; information and communications technologies; education technologies and cultural industries; energy; transportation; mining and minerals; financial services; and medical and health services.**

Strengthening intergovernmental

Canada and China to enhance bilateral co-operation in the areas of energy, development assistance, and student exchanges. In Xi'an, he witnessed the signing of

agreements for Canada Fund projects to improve basic human conditions in impoverished areas of Shaanxi province, and in

Hong Kong, agreements

deepening co-operation in the fields of culture, education, law and the environment.

In 1994, the first Team Canada mission to Beijing and Shanghai signalled a new Canadian interest in this major export market and this year's Team Canada 2001 has reinforced Canada's commitment to the region.

For more information on how the Canadian Trade Commissioner Service can help you with market prospects in China, click on [www.infoexport.gc.ca](http://www.infoexport.gc.ca) or contact Dave Murphy, China and Mongolia Division, DFAIT, tel.: (613) 992-6129, fax: (613) 943-1068, e-mail: [dave.murphy@dfait-maeci.gc.ca](mailto:dave.murphy@dfait-maeci.gc.ca) \*



## Business exploration tours to China

Gold-Mine Travel Service Ltd. has reached an agreement with the Chinese Society of Urban Development (and its subsidiary China Cities International Travel Service Ltd.) to be the world-wide organizer and sales agency of the "China Explorers' Tours" for the Chinese Society of Urban Development. Each of the business exploration tours to 10 Chinese cities involve comprehensive itineraries and routes. Participants will meet local entrepreneurs and government authorities for informa-

tion sessions. Each tour provides business travellers with opportunities to meet new contacts, and tours are designed to familiarize potential investors with China's pillar industries.

For more information, visit Gold-Mine Travel Service Ltd.'s Web site: [www.chinaupdate.com](http://www.chinaupdate.com) or contact Dick Yip, tel.: (416) 780-9619, fax: (416) 783-0849. \*

(For the unabridged version, see [www.infoexport.gc.ca/canadexport](http://www.infoexport.gc.ca/canadexport) and click on "Roadmap to China and Hong Kong")

## Texas-Mexico border — Continued from page 6

sessions and matchmaking and site visits introduced delegates to many potential buyers and partners in this urban area, which comprises over 3 million inhabitants and over 10% of Mexico's total GDP.

The mission highlighted the effectiveness of Canada's unique public-private approach to export develop-

ment in the region. Brian Monaghan, Sales Manager at Hydromantis Inc., expressed it this way: "I am what you might call a 'happy taxpayer'."

For further information, contact Scott Flukinger, Business Development Officer, Canadian Consulate General, Dallas, tel.: (214) 922-9806, fax: (214) 922-9815, e-mail:

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(For the unabridged version, see [www.infoexport.gc.ca/canadexport](http://www.infoexport.gc.ca/canadexport) and click on "The U.S. Connection.")