

Canadian power sector firms once again face brightening prospects in China, with its red-hot economy and new policy priorities. Already this is the largest power-producing nation after the United States. In the spring, China will unveil its 10th five-year plan, expected to give higher priority to developing and upgrading the country's power sector infrastructure.

The expansion is needed to keep pace with a rapid growth in demand for electricity, generated by the economic boom in southern and coastal areas. In the first half of 2000, China generated 625.5 billion kilowatt hours of electricity. Nationwide, this represented an increase of 10.55% over the previous year, but in the southern and coastal areas the increase was as much as 20.75%. By mid-2001, China should have entered the World Trade Organization, a step that will help ensure ongoing demand for expanded electricity supplies.

The next five-year plan commits China to tackling major power sector challenges:

- planning and development of new hydro-electric generating facilities in water-rich western China, thousands of kilometres from major urban and industrial centres;
- cleanup and modernization of thermal power facilities, which

make up almost 80% of existing power sources;

- increased investment in power line construction to move western

For Canadian companies, there are exciting supplier or joint venture opportunities for a range of niche equipment and services, particularly:

China power sector energized

China's power to consumers (60,000 km of AC line at 220 kilovolts and up, and 3,600 km of DC line of over 10 gigavolt amperes planned);

- integration of power grids;
- better power generation and conservation at existing facilities through improved management, modernization and equipment upgrades; and more rational pricing policies;
- development of new and renewable energy sources, especially wind and solar power in several regions; and
- spurred development of China's nuclear power sector, with growing emphasis on localization of design, manufacturing, construction and operation.

power systems, controls and instrumentation; desulphuring equipment; switching equipment; large capacity transformers; large project management services and training; and

services and advanced technologies related to transmission and distribution.

Soon to appear are two comprehensive market reports prepared by the Department of Foreign Affairs and International Trade's

Market Research Division: *The Electrical Power Market in China* and *The Energy Market in Hong Kong*. These include useful contact information and tips for doing business. The reports will be available on the Web site of the Trade Commissioner Service (www.infoexport.gc.ca) as of late February. For a sneak preview, participants registered for Team Canada 2001 can visit the Team Canada Web site at www.tcm-mec.gc.ca/China/menu-e.asp

The timing could not be better for leaders in the Canadian power sector to look at the China market. And ready to assist them are the Canadian Embassy in Beijing, the Consulates General in Shanghai, Hong Kong, and Guangzhou, and the Consulate in Chongqing.

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Toronto singer's Australian tour

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"First of all, you need to believe in yourself. There's no way you're going to make it far away from home if you don't. If you feel like you have nothing to offer, you won't."

Along with networking on the Internet, enlisting the assistance of the Canadian missions is high on her list of recommendations. "The missions are invaluable in putting you in touch with the right people in the industry."

Florian's Australian success is

testament to the power of such teamwork. With DFAIT's help, she went for "gold" — and got it. There's no telling who she'll win over next.

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