

successful that food and beverage exports in 1987 grew by 130 percent over the year before.

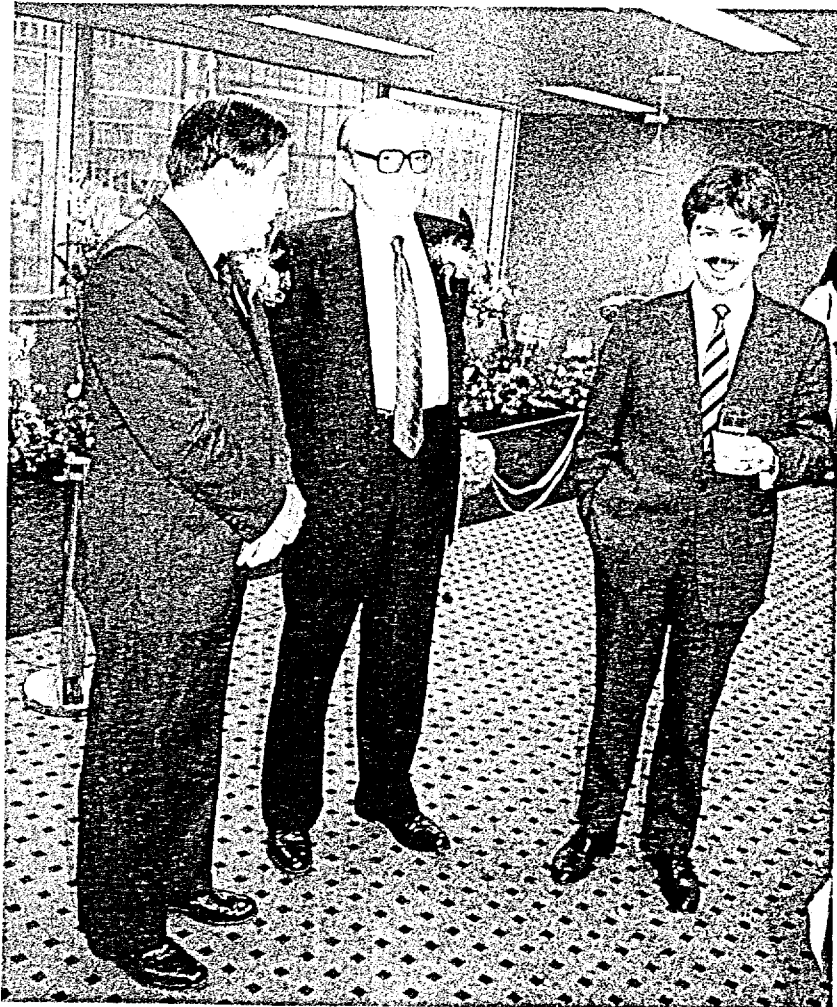
One important by-product of the food promotion was a cementing of federal-provincial relations in Hong Kong by focusing the combined resources of the six provincial government offices and the Commission at a single target. The impact and rewards of this excellent example of cooperation formed the pattern for numerous future efforts.

The South China Program was proceeding forward on all fronts too. By 1987, official Chinese sources estimated that over one thousand national, provincial and municipal level trade entities were operating in Hong Kong. Those offices became "windows on the world" for those corporations. During

1987-88, the South China Trade Office undertook to sensitize those organizations to Canadian capabilities through a series of seminars called the "Know Canada Trade Seminars." In March 1988, it also organized, together with the Alberta government office, and corporate sponsors, the first ever Canadian food festival at the White Swan Hotel in Guangzhou.

Times were changing in China. One indication of this was that the White Swan Hotel which, like its foreign joint ventures counterparts, catered mainly to foreign guests, was by 1988, trying to attract local clientele. It had in fact become a popular gathering place for Guangzhou's own increasingly affluent yuppies.

By 1987, the Territory had grown from the backwater port of 600,000 people of



The Honourable James Kelleher, Minister for International Trade (L) with Commissioner Maurice Copithorne (C) at the opening of the Exchange Square offices. February, 1986.