



Consulate General of Canada-Guangzhou

Trade and Economic Section

Who We Are

We are a team of Canadian Trade Commissioners and locally engaged Commercial Officers promoting Canadian goods and services exports, interational business opportunities and investment to Canada in the four southern Chinese provinces of **Guangdong, Guangxi, Fujian** and **Hainan**. Our offices work closely with the Canadian Embassy in Beijing, the Consulates General in Shanghai and Hong Kong, and the Consulate in Chongqing, to expand Canada's business links with China.

Our Trade Priorities

Our sector priorities, established through the Canadian International Business Strategy are:

- Building products and construction services
- Agricultural and food products
- Information technology, including telecommunications and computer software
- Environmental services and equipment
- Infrastructure, particularly power/energy and transportation

How We Can Help You

- We can match Canadian clients to local partners through our local contact networks.
- We can provide guidance to Canadians on local business practices, financial and legal services, business trends, reputable agents, distributors and partners and make introductions through associations and other networks.
- On a cost-recovery basis, we can organize seminars, participation in trade fairs or organize other events to showcase Canadian products or services.
- We can also provide contacts and costs for translation, event organizers and other professional business, legal and financial services.

How You Can Help Us

To provide effective and professional advice to our Canadian clients, we require:

- a detailed business profile, including reference to current export activities and strategy
- 5 to 6 "sales pitch" points we can use to describe your product or service
- specific questions you would like answered or information you require from us. Be precise.

Our Service Standards

Clients can expect the following service standards from our offices;

- All clients will receive a response
- Telephone calls from the region returned within one working day and from Canada within two working days (time difference)
- Faxes, e-mail messsages and letters answered within five working days
- All Canadian clients who arrive without an appointment can expect to meet a staff member.

OUR TEAM IN GUANGZHOU

Consul General-Mr. Paul S. H. Lau

Consul and Trade Commissioner-Mr. Robert McDowell

Trade Team: Ms. Fay Wu, Ms. Cathy Yao

Ms. Fenny Sun, Ms. Eileen Lao, Ms. Chandra Mark, Mr. Minster Li

Tel: (86-20) 8666-0569 Fax: (86-20) 8667-2401

Website: www.canada.org.hk E-mail: gzconcan@public.guangzhou.gd.cn