

» LATVIA

Latvia's banking system has been Westernized and is internationally recognized, stable and safe, with the free movement of money convertible to any other currency. Latvia has agreements on the mutual promotion and protection of investments with many countries, including Canada, and has joined the major international conventions. Latvia has been given positive investment ratings, reflecting the low debt level, political stability, economic reform and progress toward EU membership. Visit: www.bankasoc.lv

Free zones can be established and operated within the EU. Similarly, the Latvian customs code, which is modelled on the EU code, allows the establishment and operation of customs-free zones and customs warehouses. Two free ports and two special economic zones (SEZs) have been established in Latvia in recent years. The **Riga Free Port** is managed like a British free port; the main responsibility for the control of duty-free goods in Riga lies with the port operator, who keeps the customs administration informed. In the **Rezekne SEZ**, qualifying investors are granted a tax reduction for land, property and corporate income. The **Ventspils Free Port**, the leading port on the Baltic Sea, is among the 15 leading European ports in terms of cargo turnover. The port is both the largest crude oil and oil products transshipment terminal and the largest liquid chemicals transshipment terminal in the Baltic Sea region. It is the second-largest potash transshipment terminal in the world. Visit: www.ventspils.lv The **Liepaja SEZ** is in the third-largest city in Latvia. Its investment advantage includes infrastructure facilities, highways and a railway system connecting Liepaja to the major industrial regions of Russia and the Commonwealth of Independent States. For a 20-year period, each and every enterprise will enjoy generous tax incentives. Visit: www.liepaja-sez.lv

FOR MORE INFORMATION, VISIT:

- Bureau of Statistics: www.csb.lv
- General business information: www.zl.lv
- Information on Latvian companies: www.lursoft.lv
- Latvian Chamber of Commerce and Industry (a non-governmental, politically neutral, voluntary organization of Latvian companies in different economic sectors, providing information on Latvia's top 50 enterprises and trade fairs): www.chamber.lv
- Latvian Development Agency (for advice on foreign investment): www.ida.gov.lv
- Latvia Economic Bulletin* (a monthly source of information on government priorities and projects/programs, which is accessible to anyone free of charge for 5 days): www.leta2000.com
- Latvian Institute (particularly concerning Latvian culture): www.latinst.lv
- Latvian Tourist Board: www.latviatravel.com
- Ministry of Economy: www.lem.gov.lv

» LITHUANIA

Lithuania has an excellent infrastructure, with European-standard highways linked to major industrial centres, a well-developed ice-free port (Klaipeda), low operating costs (among the lowest in Central and Eastern Europe), an unusually well educated and cost-effective work force, strong pro-business governments, excellent relations with its neighbours, harmonious minority relations, a stable currency, and low inflation. Lithuania has succeeded in developing a stable foundation for a business-friendly and opportunity-filled economy geared toward sustained, long-term growth. With its proven distribution channels, Lithuania is the region's main East-West corridor. Free trade agreements have been signed with bordering countries. Also, an agreement on trade and commerce between Canada and Lithuania has been signed, as well as a double taxation treaty. And Lithuania has signed the major international conventions on investment promotion and protection.

The **Klaipeda Free Economic Zone** is a 500-acre industrial and commercial site in the heart of Lithuania's largest port. This zone is one of the prime sites in the Baltics, offering strong incentives for business. Visit: www.feiz.lt

FOR MORE INFORMATION, VISIT:

- General information: www.lithuania.lt
- Lithuanian Chamber of Commerce (for opportunities in Lithuania): www.chambers.lt
- Lithuanian Development Agency (a local partner for foreign businesses interested in investing or sourcing products) for opportunities, terms and procedures: www.ida.lt
- Travel information: www.travel.lt

FOR MORE INFORMATION, CONTACT:

- IN RIGA, LATVIA:**
Dominique Rossetti, Commercial Counsellor
Tel.: 011 371 783 0141 E-mail: dominique.rossetti@dfait-maeci.gc.ca
or **Irena Cirpuse**, Commercial Officer
Tel.: 011 371 783 0141 E-mail: irena.cirpuse@dfait-maeci.gc.ca
- IN VILNIUS, LITHUANIA:**
Egle Jurkeviciene, Program Officer
Tel.: 011 370 2 497 865 E-mail: eglej@canada.lt
- IN TALLINN, ESTONIA:**
Marina Asari, Program Officer
Tel.: 011 372 6 273 311 E-mail: canada@uninet.ee
- IN OTTAWA, CANADA:**
François Michaud, Desk Officer, Estonia, Latvia and Lithuania
Tel.: (613) 996-7107 E-mail: francois.michaud@dfait-maeci.gc.ca



Serving the Aerospace and Defence Industries

Up coming Event(s) in Canada

Aerospace Industries Association
of Canada's Annual General Meeting
September 22-23, 2002
Ottawa, Ontario
www.aiac.ca

National Associations

Aerospace Industries Association
of Canada (AIAC)
www.aiac.ca

Air Transport Association
of Canada (ATAC)
www.atac.ca

Canadian Defence Industries
Association (CDIA)
www.cdia.ca

Contact in the Trade Commissioner Service

Mark Richardson
Trade Commissioner
Aerospace and Defence Industries
Department of Foreign Affairs
and International Trade
125 Sussex Drive
Ottawa, Ontario, K1A 0G2
T: 613-996-3644
F: 613-943-1103
E: mark.richardson@dfait-maeci.gc.ca

Available Market Reports and Profiles*

Asia Pacific China

- The Airport Development Market
- The Aerospace and Airport Development
- The Civil Aviation Industry

India

- The Airport and Development

Sector profiles:

- China, Philippines, Singapore, Vietnam

Europe United Kingdom

- Aerospace Market

on - architects China



"Trade officers at the Canadian Consulate General in Guangzhou were extremely helpful," he says, "in providing us with briefings, contacts and market support. I don't know if I could have done it without them."

Number one — by design

Wong goes on to explain his company's involvement in China's construction market: "An accident led me there. Toronto was twinned with the city of Chongqing and Art Eggleton, who was mayor from 1980 to 1991, chose me to represent the Toronto building services sector in 1986. Later, when Chongqing wanted to build a 110-floor highrise, city officials said: 'Let's call Wong.' That was in 1994 and ever since then it has been one project after another."

"A lot has changed in the building services sector in China," notes Wong. "The Chinese are now starting to appreciate good design in the free market. They are beginning to shop for quality."

Wong's commitment to China goes beyond business, however. He has recently completed a lecture series with Larry Richards, Dean of the University of Toronto's Faculty of Architecture, Landscape and Design (ALD), that took them to seven cities



in China. Their speaking tour emphasized a singular virtue to their audiences: creativity.

"The Chinese architectural community is learning fast," Wong says. But, he asserts, "Canadian architects are second to none. Put simply, we are the best."

Tips from an expert

The prospects for architects and designers in China are good. Furthermore, Wong believes that Canada's educational system and its harsh climate have inculcated Canadian-trained architects with that essential creative "edge."

"Canadians also have a good image in the Chinese market. This," explains Wong, "is due to our government's promotion of Canadian businesses there and Dr. Bethune (who) did a wonderful job."



Guangdong Mobile Communications, Guangzhou.

Market opportunities abroad should, however, be engaged cautiously. Speaking of the Canadian architectural industry, Wong offers exporters this advice: "The resources of Canadian companies are comparatively small, therefore, to reinforce success our approach must be focused and targeted."

Take it from Wong, an old hand in this new market:

- Understand the country and know your market: do your homework.
- Talk to those already doing business abroad.
- Use your trade commissioners (www.infoexport.gc.ca).

For more information, contact Brandon Geithner, China and Mongolia Division, DFAIT, tel.: (613) 996-7256, e-mail: brandon.geithner@dfait-maeci.gc.ca