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Season's Greetings!  
Next issue will be January 15, 1999

# Canada Export

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## Minister Marchi to Lead Canadian Trade Mission to the Middle East

**I**nternational Trade Minister Sergio Marchi will lead a trade mission to the Middle East in late February 1999, with stops in Saudi Arabia, the United Arab Emirates, Israel, and the West Bank.

The visit will highlight several sectors, including aerospace, information technology, biotechnology, education, construction, and agri-food products.

"These four markets together accounted for more than \$1 billion of Canadian exports in 1997," said Mr. Marchi. "I welcome this opportunity to support the companies active in the region and help them gain a competitive edge."

In Riyadh, the Minister will participate in the 9th session of the Canada-Saudi Arabia Joint Economic Commission and meet with a number of Saudi government officials.

In 1997, Canadian exports to Saudi Arabia reached over \$545 million, and over \$257 million in the

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Mission to Middle East*

## Commercial Agreements Highlight Canadian Business Mission to China, Singapore and Malaysia

**C**oinciding visits to China (November 17-20), Singapore (November 13) and Malaysia (November 14-15) by Prime Minister Jean Chrétien and International Trade Minister Sergio Marchi were rewarded with the signing of a number of exciting and innovative commercial agreements by Canadian companies and organizations.

### China visit strengthens relationships

The China portion of Minister Marchi's trip focused on Canada's long-term plans to develop closer business relationships with that country's rapidly emerging regional markets and diversifying Canada's already strong trade and investment with China.

The Minister's visit to Beijing built upon his successful trade mission in March of this year, effectively strengthening relations with pivotal Chinese ministers, elevating the profile of key market access issues, supporting the market goals and achievements of specific Canadian firms and, generally, raising Canada's profile among China's leaders and enterprises as a major and committed business partner.

In Beijing, the Minister gave a keynote address at the annual general meeting of the Canada-China Business Council (CCBC) and met with several senior Chinese ministers to discuss Canadian trade and investment interests, including agriculture, mining and telecommunications market access concerns.

For the fifth consecutive year, there was visible and extensive support of China's political leadership at the CCBC's annual general meeting, once again demonstrating the effective partnership between the Canadian Government and the Council in planning and executing this important milestone in our annual bilateral business relations.

The positive and animated speeches by Prime Minister Chrétien and Premier Zhu Rongji at the CCBC Gala Dinner established a mood of confidence that

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