



## 6. Contacts

### Assistance in Canada

#### China and Mongolia Division, Department of Foreign Affairs and International Trade

Working in conjunction with the Canadian Embassy in Beijing, the Consulates General in Shanghai, Guangzhou, Hong Kong and the Consulate in Chongqing, DFAIT's China and Mongolia Division in Ottawa has overall responsibility for Canada's trade and economic relations with China. While many officers in the Department are involved in china-related issues, the China and Mongolia division is the best first point of contact.

Through an array of contact and market intelligence sources, the China and Mongolia Division can help you assess your potential target market, and can provide advice on doing business, especially with matters relating to market access. To allow DFAIT and the Canadian missions in China to provide the most assistance possible, please supply detailed information regarding your business and your specific market interests. (Of course, this information will be treated as commercially confidential.) These details will allow you to tap into DFAIT's trade development network. Officers in the China and Mongolia Division are in daily contact with Canadian trade commissioners posted in China.

#### China and Mongolia Division Department of Foreign Affairs and International Trade

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125 Sussex Drive  
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Web site: <http://www.dfait-maeci.gc.ca/china/>

### Canada Business Service Centres

The Canada Business Service Centres (CBSCs) will help new exporters gain access to a wide range of information on government services, programs and regulations. The Centres are a collaborative effort among federal, provincial and private sector organizations. A CBSC has been established in a major urban centre in each province.

Each CBSC offers a variety of products and services to help clients obtain quick, accurate and comprehensive business information. They minimize telephone run-around, inadequate or incorrect information, and duplication of government services, enabling clients to make well-informed business decisions. To learn more about the CBSCs, contact:

#### Canada Business Service Centres

Tel: 1-888-811-1119

Web site: <http://www.cbosc.org>

### International Trade Centres

International Trade Centres (ITCs) have been set up to help companies — both experienced exporters and those who are ready to export — to take advantage of export opportunities. The 12 ITCs, located in major cities across Canada, are part of a network of trade officers working in more than 125 countries around the world. They work to ensure that your company receives the most pertinent information for your export requirements, providing information on international markets, joint ventures and technology transfer opportunities; trade fairs and missions; and trade-related conferences and seminars. ITCs can also provide advice to companies that are developing their marketing plans, before they contact a trade commissioner at one of Canada's missions in China.

Use the following list to locate the ITC closest to you.

	Telephone	Fax
St. John's	(709) 772-5511	(709) 772-5093
Charlottetown	(902) 566-7382	(902) 566-7450
Halifax	(902) 426-7450	(902) 426-5218
Moncton	(506) 851-6452	(506) 851-6429
Montreal	(514) 283-6328	(514) 283-8794
Toronto	(416) 973-5053	(416) 973-8161
Winnipeg	(204) 983-5851	(204) 983-3182
Regina	(306) 780-6124	(306) 780-8797
Saskatoon	(306) 975-5315	(306) 975-5334
Calgary	(403) 292-4575	(403) 292-4578
Edmonton	(403) 495-2944	(403) 495-4507
Vancouver	(604) 666-0434	(604) 666-0954

### World Information Network for Exports — WIN Exports

WIN Exports is DFAIT's computerized database of Canadian exporters and their capabilities. It is used by trade commissioners in Canada and overseas, by the ITCs, and by Team Canada partners — the federal and provincial government departments involved in international business development — to share information, to keep track of services provided, and to match companies like yours to foreign purchase requirements.

Canadian trade commissioners use the WIN Exports database to find out more about your company and to identify Canadian exporters in response to the tens of thousands of requests they receive each year from potential foreign buyers.



#### WIN Exports Registration

You can call the WIN Exports

hot line at 1-800-551-4946 to register. You can also obtain a WIN registration form on-line at: <http://www.infoexport.gc.ca/section2/winexp2-e.asp>

Company information supplied to WIN Exports can be quickly printed and provided to prospective foreign buyers, importers, distributors and partners. Trade commissioners also use the fax function of WIN Exports to keep registered companies informed of events of interest, such as trade fairs and missions, seminars and opportunities. Registered companies automatically receive *CanadExport*, DFAIT's international business newsletter. Please note that only exporters or export-ready firms that expect to be actively exporting soon can register.

### Export Opportunities in China Financed by International Financial Institutions

Both the World Bank (WB) and the Asian Development Bank (AsDB) operate significant programs in China, which offer opportunities to Canadian suppliers of goods and services. Over the last five years, China has been the largest recipient of WB and AsDB loans in Asia. In 1998, the WB disbursed approximately US\$2.5 billion to projects in China, and each year, the AsDB lends the country approximately \$1.2 billion. A large majority of these IFI projects are in the infrastructure sector (transport, industry and urban development), and are related, in part, to the Government of China's initiatives to address infrastructure needs and growth in the near term.

Working in conjunction with DFAIT's Export Financing Division, the Canadian Embassy in Beijing, our Consulates General in Shanghai, Guangzhou and Hong Kong, and our Consulate in Chongqing are currently exploring ways to facilitate increased bidding by Canadian companies on IFI projects. Posts will not only provide information on how procurement decisions are made, but will also give Canadian firms advice on how to market successfully to contractors (i.e. proposals), and will link them up with potential Chinese partners. Trade commissioners have access to an IFI Net tracking system, and can provide current information on projects in the pipeline for bidding.

For more information on the government's IFI strategy, check out the Web site (<http://www.dfait-maeci.gc.ca/ifinet>).