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The "Four Pillars"

Chrétien China Trip Also Promotes Trade

A "Team Canada" delegation — led by Prime Minister Jean Chrétien — will be in the People's Republic of China November 5 to 13, 1994. A visit to Hong Kong is also on the itinerary.

The Prime Minister will also attend the Asia Pacific Economic Cooperation (APEC) summit meeting in Jakarta, followed by a brief visit to Hanoi.

The China visit — the last by a Canadian Prime Minister was in 1986 — will reinforce Canada-China relations and allow Canadian interests to be pursued at the highest levels, with Chrétien

meeting senior Chinese leaders.

The objective of the visit is to further develop relations according to the "four pillars" of Canada's China policy: economic partnership, sustainable development, peace and security, and human rights and the rule of law. It also will reinforce the Canadian government's objectives of job creation, especially in small-and medium-sized enterprises.

One of the highlights of the visit will be the Prime Minister's participation in the Canada China Business Council's (CCBC) annual general meeting in Beijing. Some

200 Canadian businesspeople, representing over 100 companies, are expected to attend.

Partnership with China is important to Canada. With over one-fifth of the world's population, China has one of the fastest-growing national economies. China is Canada's fifth-largest trading partner, with two-way transactions worth about \$4.77 billion in 1993. Canadians are involved in over 1,500 investment projects in China, with related contracts valued at US \$1.81 billion.

Chrétien also will take part in cultural events. In Shanghai, he will preside at a Haida totem pole-raising ceremony celebrating the conclusion of a sister port relationship between Shanghai and Vancouver, the largest ports in their respective countries.

As part of the Government's "Team Canada" approach, the Prime Minister will be accompanied by Roy MacLaren, Minister of International Trade, and Raymond Chan, Secretary of State-Asia Pacific. Provincial premiers and territorial leaders, as well as

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Small, Medium Firms Benefit as New Company Finances Exports

Small- to medium-size Canadian companies looking to expand sales into international markets now have access to a new source of export financing.

An innovative export finance company — Northstar Trade Finance Inc. — has begun offering term export financing for smaller export transactions.

The firm is owned by Bank of Montreal, the British Columbia Trade Development Corporation, Ontario Ministry of Economic Development and Trade, and Dalhousie Financial Corporation, a small Vancouver-based financing firm. The Government of Canada, through the Export Development Corporation, also is a partner.

Northstar Trade Finance sup-

ports Canadian exporters by offering fixed-rate, medium-term financing to credit-worthy foreign buyers of eligible Canadian goods and services. Its establishment fills a recognized gap in the financial market for export sales of relatively modest amounts (under \$3 million), with payment terms up to four years.

Companies hoping to take advantage of this facility must meet the following criteria:

- the export must have a value of between Cdn\$100,000 and Cdn\$3,000,000.
- the exporter must be Canadian.
- the buyer must be resident in an OECD country other than Canada.

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