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Team Canada in Action

Plan to Enhance Canada-Hong Kong Trade

Trade links between Canada and Hong Kong will get a shot in the arm through a cooperative action plan being formulated by personnel at the Commission for Canada in Hong Kong, the Department of Foreign Affairs and International Trade (International Business Opportunities Centre) in Ottawa,

and the Hong Kong Trade Development Council (HKTDC).

Through an eight-point **Team Canada-Hong Kong Action Plan**, the intention is to "leverage" the expertise of the HKTDC, which opened a new office building March 19, 1996 in Toronto.

The HKTDC, a quasi-government goods/services trade promotion agency, has 50 offices around the world, including eight in China, one in Toronto, and a representative in Vancouver.

HKTDC's trade enquiry service was used by 40,000 Hong Kong firms in fiscal year 1994-95 and the TDC-Link on-line trade information system (similar to DFAIT's WIN system) lists more than 100,000 Chinese firms.

Thousands of foreign companies contact TDC-Link for information on Hong Kong suppliers. Companies wanting information on the HKTDC may contact their web site at <http://www.tdc.org.hk>

Under the action plan, the HKTDC will actively help resident Canadian firms in Hong Kong (many regional headquarters) and give special assistance to selected Canadian-based firms which have been referred by the Commission for Canada.

The forging of this special and closer relationship with the TDC should allow DFAIT to use referrals and to "download" trade information in a way that complements DFAIT's own efforts: in this particular instance, to better serve Canadian exporters and enhance Canada-Hong Kong-Asia trade relations.

Hong Kong Procurement On-Line

In 1995, Hong Kong's Government Supplies Department (GSD) purchased goods totalling Cdn\$830 million, supplied primarily by the U.S., the UK, Germany, China and Japan. Canada's share totalled Cdn\$5.7 million.

A *Forecast of Major Hong Kong Government Purchases in 1996-97* reveals there are excellent opportunities for Canadian exporters that are interested — and committed — and able to provide the right mix of price, quality and service!

Particularly attractive are markets for: computer systems/peripherals; telecommunications hardware; hospital/medical/clinical equipment; pharmaceuticals; office equipment; and paper.

Committed Canadian exporters may access this Forecast on Internet at <http://www.info.gov.hk/gsd/tender.htm>

Market in Africa for Mining Equipment, Services

What follows is a thumb-nail sketch of the findings of a Department of Foreign Affairs and International Trade (DFAIT)-organized mission of Canadian mining equipment and services companies to Tanzania, Zimbabwe and Zambia.

Tanzania, literally, is a "gold mine" of opportunity, with Canadian exploration companies that are developing concessions there predicting a profitable future.

Continuing concern about artisanal miners has somewhat slowed certain *exploration opportunities*, but the newly-elected government has pledged to find a rapid and reasonable solution.

Opportunities for *equipment sales* are still limited

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CANADEXPORT ON-LINE

<http://www.dfait-maeci.gc.ca/english/news/newsletr/canex>

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