

4) Using Trade Finance Mechanisms 21

- *Export Development Corporation (EDC)*
- *Canadian International Development Agency (CIDA)*
- *Business Development Bank of Canada (BDC)*
- *Canadian Commercial Corporation (CCC)*
- *Canadian Commercial Banks*

5) What to Expect in China 26

- *General Advice*
- *Negotiating Tips*

6) Sources of Help in China 30

- *Canadian Embassy and Consulates*
- *Canadian Law Firms*

7) Hot Links Index to China 34