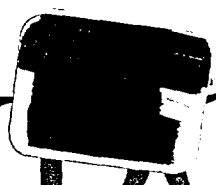
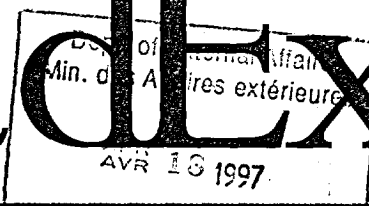


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CanadaExport



Vol.15, No. 7 — April 21, 1997

Telecom Deal Improves Market Access

Canadian telecommunications firms will gain improved access to the United States, the European Union, Japan and other important markets when the Agreement on Basic Telecommunications is implemented on January 1, 1998.

As well as allowing more competition in the provision of telecommunications services, the Agreement, concluded February 15, 1997 by the World Trade Organization (WTO), establishes a clear set of international rules in a sector that up until now has had none. Disputes will be resolved in a timely manner through the WTO dispute settlement

Continued on page 5 — Telecom Deal

Excellent Prospects Await Canadian Exporters in Egyptian Market

Thanks to its economic reform program, Egypt is rapidly emerging from a period of financial and economic uncertainty, bringing new trade prospects for Canadian exporters.

The Ganzouri government, which came to power in January 1996, understands the need for Egypt to develop a free-enterprise economy. In its reforms, the government is focusing on creating jobs, privatizing state-owned companies, attracting foreign investment and increasing the country's export capabilities, reflecting its commitment to free markets, economic growth, and enhanced roles for foreign investment and the private sector.

Canadian companies enjoy an excellent reputation for quality and state-of-the-art technology Egypt. While the economic problems that plagued Egypt through the 1980s.

saw Canada's exports fall from a high of \$287 million in 1984 to just \$60 million in 1989, trade has rebounded through the 1990s. In 1995, Canadian merchandise exports totalled approximately \$150 million, and that figure is even greater when trade in services is considered, as well as the various Canadian products shipped through Europe or the United States.

This issue of *CanadaExport* features an eight-page supplement on Egypt, outlining the many opportunities available to Canadian companies in various sectors of the market, as well as advice on doing business in Egypt, upcoming trade fairs, and Canadian success stories.

Additional Export Financing Helps Canadians Doing Business in China

As committed by Minister for International Trade Art Eggleton at the Canada China Business Council's annual meeting in Shanghai last November, the Government of Canada has now made available a \$75-million concessional line of credit with China's Ministry of Foreign Trade and International Co-operation (MOFTEC).

This line of credit will ensure that Canadian exporters are on a level playing field when selling goods and services in China. It will also

provide a useful tool as another financing resource of Canadian exporters pursuing business in

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