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# news release

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## MACLAREN ANNOUNCES NEW TRADE OFFICE IN GUANGZHOU

BEIJING -- The Minister for International Trade, the Honourable Roy MacLaren, announced today that the Government of Canada will establish an office at Guangzhou, Guangdong Province, heart of the fast-growing southern region of the People's Republic of China.

"This move underscores the Government's determination to focus on key Asian markets to improve our market analysis and market information services in support of Canadian exporters," the Minister said. "It is particularly important for small and medium-sized companies to be able to call on effective, on-the-ground support. This new office will prove especially valuable to many smaller Canadian firms which have yet to establish their own presence in South China."

Mr. MacLaren made the announcement in Beijing, where he is leading a 15-day trade mission to China, Korea and Japan. Accompanying the Minister are representatives of leading Canadian companies from a variety of sectors with business interests in China. While in Beijing, the Minister has witnessed the signing of contracts by Northern Telecom, Kvaerner Hymac, CANAC and GEC.

The decision to open a commercial office in Guangzhou is part of Canada's integrated China trade strategy, which co-ordinates the activities of Canadian trade commissioners in Beijing, Hong Kong and Guangzhou.

South China is among the fastest-growing economies in the world. Canadian business is active in the region in a variety of projects involving transportation, telecommunications, construction and other sectors. Substantial new opportunities for Canadian businesspeople are expected in the years ahead.

The size of the new office and the opening date will be determined after further consultations with the Chinese

government. China is Canada's fifth-largest trading partner. Two-way trade totalled \$4.8 billion last year.

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