

OVER THE WALL: DOING BUSINESS IN CHINA

INDUSTRY SECTORS FOR
CANADIAN COMPANIES IN CHINA

PRESENTED BY
BOB ARMSTRONG



INDUSTRY SECTORS

- CANADIAN COMPANIES HAVE HAD SUCCESS AND/OR SHOULD HAVE SUCCESS IN CHINA IN THE FOLLOWING SECTORS:
- AEROSPACE, AGRICULTURE SUCH AS FOOD & BEVERAGE, AUTOMOTIVE, CLEANTECH, EDUCATION, INFORMATION AND COMMUNICATIONS TECHNOLOGY, INFRASTRUCTURE PROJECTS, LIFE SCIENCES, MINING, TRANSPORTATION

WHAT YOU FIRST MUST DO



- UNDERSTAND ANY PRODUCT REGULATIONS WHEN ENTERING CHINA MARKET
- ASSESS POTENTIAL RISKS AND BENEFITS OF EXPANDING YOUR MARKET TO CHINA
- FIND OUT WHO CAN HELP YOU PREPARE FOR THE CHINA MARKET
- FIND OUT ALL CHINA CUSTOMS REGULATIONS, PROCEDURES AND PROPER LOGISTICS TO MOVE YOUR PRODUCT

AGRICULTURE, FOOD & BEVERAGE



- CANADA HAS A GOOD SOLID REPUTATION IN CHINA AND WE ARE SEEN AS A LARGE,QUALITY PRODUCER
- THE CANADIAN FOOD & BEVERAGE ASSOCISATION HAS MADE STRONG INROADS INTO CHINA
MARKETING/PROMOTING CANADIAN FOODS AND BEVERAGES
- CANADIAN FOOD WEEK PROMOTIONS ARE HELD IN MAJOR CHINESE CITIES

AGRICULTURE, FOOD & BEVERAGE, CONT'D



- HONG KONG HAS ACTED AS A MAJOR PORT OF ENTRY FOR CANADIAN PRODUCTS AND THEIR MANY TRADING HOUSES HAVE THE DISTRIBUTION NETWORK IN MAINLAND CHINA
- THE CANADIAN FOOD INSPECTION AGENCY (CFIA) WORKS WITH THE CHINA QUARANTINE BUREAU FOR FOOD SAFETY



GREEN TECHNOLOGY ENERGY EFFICIENCY SECTOR

- THE CHINESE GOVERNMENT IS PAYING VERY CLOSE ATTENTION TO THEIR ENVIRONMENT AND THIS OPENS THE DOOR FOR CANADIAN PRUDUCTS SUCH AS WASTE MANAGEMENT & TECHNOLOGY
- CANADIANS HAVE BEEN MORE SUCCESSFUL WITH SMALLER PROJECTS IN CITIES LIKE CHONGQING WHERE THE LOCAL GOVERNMENT DESIRES TO WORK WITH RELIABLE CANADIAN COMPANIES...GREAT GROWTH

SUMMARY

- CHINA IS PROVING TO BE A GOOD MARKET FOR THE CANADIAN SECTORS I LISTED EARLIER AND THOSE COMPANIES WHO HAVE BEEN SUCCESSFUL DID THEIR HOMEWORK AND HAVE SOLID PLANNING AND FINANCIAL BACKING
- CONTACT THE CANADIAN TRADE COMMISSIONERS AT THEIR TORONTO OFFICE AND IN CHINA AT CANADIAN CONSULS AND EMBASSY

QUESTIONS

BOB ARMSTRONG, PRESIDENT
ARMSTRONG TRADE & LOGISTICS
ADVISORY SERVICES INC

EMAIL

barmstrong1@rogers.blackberry.net

or phone 416-418-3990