



# NEWSLETTER

## CHINA – CANADA BUSINESS ASSOCIATION

VOLUME 4, NO. 1 • JANUARY 2002



### Companies in the news

#### • **Wi-LAN Announces 20% Participation in Chinese Joint Venture**

Wi-LAN Inc., a Calgary-based firm involved in high-speed wireless data communications, especially high-speed Internet access, LAN/WAN extension and broadband wireless access, announced it has acquired a 20% participation in Wi-Comm Communications Co. Ltd., a Chinese joint venture company based in Beijing, to accelerate its penetration of the Chinese broadband wireless market. Wi-Comm is 51% owned by Ray Scientific and Technology Development Co. Ltd, and 29% by Wincomm Communications, of Beijing. Wi-LAN has granted Wi-Comm a non-exclusive licence to manufacture and sell Wi-LAN products in China.

Information summarized from: Wi-LAN Inc.

Press Release 16/01/02

#### • **Edmonton Company opens Beijing Branch**

Flukong Canada Ltd., an Edmonton-based company has, through equity investment established the Beijing Flukong Environmental Equipment and Engineering Co., Ltd. In Beijing, China. Beijing Flukong's major functions are to develop Chinese environmental markets, conduct Chinese environmental projects, test new technologies and manufacture equipment and parts for environmental purposes. Flukong Canada's core business is to conduct projects and provide relevant services within the environmental industry: including but not limited to engineering consultation, design, equipment allocation and project management assistance. The company specializes in the area of water or wastewater treatment, and municipal solid waste handling and treatment. Kirk Quan, executive director of Flukong, is also the current president of the Edmonton Section of China-Canada Business Association.

#### • **CCBA opens Representative Office in China**

China-Canada Business Association (CCBA) has opened a representative office in Beijing, in June of 2001. Mr. Jisi Meng, a founding director of CCBA now residing in Beijing, has been appointed by the CCBA National Board to be the Director of this liaison office, which will add efficiency to the management of bi-national association affairs, which include delegation coordination, company due diligence and networking information gathering.

#### • **Alberta Cattle Export Company Closes China Deal**

Canada Livestock Services Ltd., an Alberta-based company has recently closed a deal for the supply of 800 heads of dairy cows to Heilongjiang, China. Sydney Palmer, President of the company signed the agreement with the Chinese company during the 20<sup>th</sup> Anniversary Celebrations between Alberta & Heilongjiang in Edmonton, on September 19, 2001.

### Networking News

#### • **Real Estate Service**

Currently, there is a wonderful opportunity in the China's commercial real estate market for foreign investors. China's big banks have many real estate holdings available to foreign buyers. This is due to the result of the recent banking reformation in China after years of excessive lending, weak central bank regulation and a buildup of non-performing loans. These banks are actively looking for buyers for the holdings which include hotels, office buildings, theaters and land. (excerpt from chinaWTO.com) For further information, contact : CCBA <[icf@telusplanet.net](mailto:icf@telusplanet.net)>

#### • **Architectural / Engineering Service**

As a result of China's accession in the WTO, the Chinese Ministry of Construction has waived many previous conditions blocking foreign design professionals from practicing in China. In the next three years, foreign accredited firms are welcome to joint venture with Chinese design institutes. Due to the real needs to assimilate foreign technologies, these institutes are now actively seeking J.V. partners from Canada and the US, to upgrade design quality and to sharpen edges in their bidding competitiveness. By year 2005, the market will be fully open. For further information, contact : CCBA <[icf@telusplanet.net](mailto:icf@telusplanet.net)>

#### • **Tourism Service**

Golden Bridge Travel Services Company, a Beijing-based agency affiliated with the China Real Estate Development (Group) Corporation, is seeking a Canadian travel service delivery agency to joint-venture in their international operations. For further information, contact : CCBA <[icf@telusplanet.net](mailto:icf@telusplanet.net)>

### Visiting Delegations

#### • **Delegation from Qingdao**

Fall 2001. Mayor Du Shicheng of Qingdao, China, led a delegation of 15 and visited Edmonton. He and Mayor Bill Smith signed an Economic Cooperation Agreement during a formal CCBA/EDE luncheon, paving the way for future business exchanges between the two cities.

#### • **Delegation from Inner Mongolia**

October 2001. Mayor Zhao Shuanglian of Tongliao, Inner Mongolia, China, led a delegation of 5 and visited Edmonton by invitation of CCBA. They were very impressed with the beef/cattle/embryo/forage industries after a one-day visit to Alberta farms, courtesy of Canadian Livestock Services Ltd. A presentation was also made by Alberta Agriculture. Tongliao is being developed into the biggest Beef production centre in China as part of China's "Western Regions Development Strategy". It is expected that Alberta and Inner Mongolia will be doing more business with each other in the near future.

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## Upcoming Events

### • Inner Mongolia Cultural Week

CCBA will be playing a key role in the planning of "Inner Mongolia Week". Scheduled to take place in Edmonton and Calgary in September of 2002, this ambitious event will showcase indigenous Mongolian performing dance and musical troupes; a film festival of three award-winning films; a world-class exhibit of Mongolian artifacts titled "History & Life On the Saddle", as well as a trade show of Mongolian companies and products. Industry sectors include livestock, meat/food processing, wool products, mining resources, bio-medical, Chinese medicine and health products, sustainable agriculture and environmental protection.

### • CCBA Business Mission to China Planned

CCBA is planning a 12-day business mission to Qingdao, Huhohot (capitol - Inner Mongolia) and Beijing in June of this year, to take advantage of the increasingly favorable business atmosphere over there, as a result of China's accession into the WTO. This mission is designed for those Alberta participants eyeing the China market, either as a first-timer or a seasoned China trader. This no-pain package will be organized and managed by experienced CCBA personnel both here and in China. Your individual business targets will be solicited and efforts made to match up counterparts in China for you. Spouses are welcome to join this 'business and pleasure' mission. Register your interest early and to receive future details of this exciting mission. Participation by Mayor Smith is pending confirmation. For further information, contact : CCBA <[icf@telusplanet.net](mailto:icf@telusplanet.net)> and please state briefly your business interest and number of tentative participants.

[ CCBA has in the past organized successful missions to China which include Mayor Reimer's China/HK Mission ('93), Canadian Lawyers' (CBA) Mission ('94), and several industry-specific missions since.]

## Other News

### • Good-bye to Zhang Liyong, Commercial Consul

A fond farewell to Zhang Liyong, departing Commercial Consul of the Chinese Consulate General in Calgary. After serving for two years, Mr. Zhang will take up a new post at the Chinese Consulate General in Perth, Australia. He will be succeeded by Mr. Liu Huabo.

### • Friend of CCBA Appointed

President Jiang Zemin appointed Sun Zhenyu as China's permanent representative and ambassador to the World Trade Organization (WTO), in accordance with a decision made by the National Peoples Congress Standing Committee. Sun was also appointed China's permanent deputy representative to the Geneva Office of the United Nations and other Switzerland-based international organizations. (China Daily 17/01/02)

Mr. Sun has been a Vice Minister in the Ministry of Foreign Trade & Economic Cooperation (MOFTEC). He led a delegation to Alberta last year. CCBA Calgary Section hosted a private breakfast meeting with this delegation. MOFTEC is a strong supporter of the China- Canada Business Association (CCBA).

