



蒙特利尔地区中加企业商务中心  
Centre d'affaires sino-canadien du Grand Montréal  
Greater Montreal Sino-Canadian Business Centre



加拿大中国魁北克商业联合会  
Association commerciale Chine-Québec du Canada  
China-Quebec Commerce Association Of Canada

# Business Newsletter

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## CHINA NIGHT

Cooperated by Greater Montreal Sino-Canadian Business Centre and AGA (Brossard Business Association), “China Night” was held at 18:00 on March 27th, 2008. The former Mayor of Montreal Mr. Pierre Bourque, the Mayor of Brossard Mr. Jean-Marc Pelletier, and the Chinese Economy Research Center professor from Laval University, Doctor Zhan Su were also invited as VIP and speakers.



In the meeting, the participants took the further discussion concerning the prosperous Chinese economy and the impact on the Brossard local economy. As a good friend of Chinese people, Mr. Pierre Bourque encouraged the Quebec enterprises bravely go out to China for the further development. The aim is to change the potential economy menace to be a commercial cooperation partner. As a Chinese economy research professor of Laval University, Mr. Zhan Su analyzed the Chinese economy development with the positive and negative aspects. He also

presented the objective evaluation and the future prospects to all the participants.

After more than 4 hours speech and further discussions, “China Night” was successfully ended in the interlocution between the participants and the journalists.



## Zhenyuan Group Attended the China National Seminar on Urban Application of DME Fuel Gas

On March 11, 2008, consigned by the Chinese National Construction Ministry and organized by the Chinese Fuel Gas Association, the China National Seminar on the Urban Application of DME Fuel Gas was held in Beijing, China. DME (Dimethyl Ether) is the ideal new clean energy source for the 21st century, bearing the promise of fundamentally

altering Chinese energy makeup that is “rich in coal, less abundant in natural gas, and short of oil”. Moreover, it is in accord with the China’s national strategy of sustainable economical development, concurrently protecting the environment. DME can replace oil and natural gas in a wide variety of applications. It is projected that in year

2010, China’s demand for DME will top 19 million tons.

Zhenyuan Group, a conglomerate in natural resources and one of the pioneers in developing DME fuel, was invited to and participated the seminar. During the seminar, Mr. Ruiping Fu, the director of Zhenyuan Research Institute offered a special speech on

Zhenyuan’s successful experience and practice in promoting the urban application of DME fuel gas, in areas like DME production, storage and transportation, and marketing and sales. In particular, Zhenyuan’s practice in safety management and customer protection has been recognized by peers and deemed to be excellent references to the industry as a whole.

## 2008 China Trade Mission: Taking an EZ Path to the China Market



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Our 2008 China trade mission and the associated matchmaking conferences will be co-organized by Great Montreal Sino-Canadian Business Centre and US-China Exchange Association, and will be a multi-city, pre-matchmaking, and across-industry-lines event. The focuses of this year's mission are to help small-medium-sized companies (SMCs) increase export to China and meet their other business development needs. We are going to visit Shanghai, Ningbo (China's major port city with the newly built longest bridge in the world), Chongqing and Beijing from June 2 through June 12, 2008.

Our 2008 trade mission will continue to provide distinct values to the delegates:

- The easy and fast access to China market. By simply filling the matchmaking request form, the delegates will be pre-matched with at least 2-5 Chinese counter partner at each city visited and start a face-to-face meeting with these pre-matched and hundreds more non-pre-matched companies in just a few months.

- The efficiency of one-stop shopping. As anyone

doing business with China would know setting up a connection with the Chinese government is important for conducting business in China. Every year, along with hundreds of the Chinese companies, ranking officials from the Chinese central, provincial and municipal government also participated in our events. These government leaders are not easily accessible by individuals, and their participations are not very common in other events, either. So in only one meeting, delegate will be able to connect with both corporate and government leaders in China.

- The cost-effectiveness. While other high level and high quality trips and conferences usually charge high prices, our mission is an exception: high quality with low price. Given the sponsorships that our association received, however, the cost for the entire trip is only about 30% - 50% of any other comparable missions. It is an International Business at Domestic Expense.

No matter how much modern technology develop, nothing can replace a face-to-face talk to build trust and confidence, and the first hand experience gained by

the personal investigation of the place in which a SMC is going to do business in or with.

For more detailed information and the matchmaking request form if interested. In order to give the China side adequate time to do the matchmaking, the deadline for the regular registration is April 30<sup>th</sup>, 2008.

## Presentation of Chinese cities: Ningbo & Chongqing

**Ningbo**, located in the middle of China's coastline and in the south of Yangtze Delta, is one of China's coastal cities to be opened to the outside world. It is divided from Shanghai by Hangzhou Bay. With an area of 9,365 square kilometers and a population of 5.3 million people, Ningbo enjoys a privileged right of economic management at provincial level, which gives a great impetus to its economic prosperity.



In ancient times, Ningbo was the starting point of "road of silk" and "road of china" through sea. Now Ningbo has grown into one of the four international deepwater harbors in China, which can berth 300,000-tonnage vessels. In 1997, its handling capacity of cargo amounted to 82.2 tons and therefore jumped to be the No. 2 harbor in Mainland China.

Ningbo has remained to be a main harbor of foreign trade ever since ancient times. It has now opened the nation-level economic and technological development zone,

Ningbo tax-free zone and Daxie development zone.

As a base of chemical industry in East China, the GDP in Ningbo in 1997 came up to 90 billion yuan, its industrial production value 201.9 billion yuan. It is listed as the No. 27 of China's 219 above-prefecture-level cities.

While Ningbo boasts of advanced transportation and communication facilities, it is also well known for its social stability, unsophisticated residents and developed science and technologies.

Ningbo has gradually broadened its relations with other countries. More than 300,000 overseas Chinese who were born in Ningbo now are dedicated to making contributions to their hometown.

Ningbo now has set its goal to become one of the most modern harbours in China.



**Chongqing** is situated at the geological transitional area between the Qinghai-Tibet Plateau and the plain on the middle and lower reaches of the Yangtze River, which is in the southeast of the Sichuan Basin in Southwest China. Widely acknowledged as the largest industrial and economic center in southwestern China, Chongqing City is a popular destination for travelers with its hilly slopes, rivers, night views and spicy food.

Chongqing is used to be one of china's old industrial bases and now the city is vigorously developing its automobile and motorcycle, chemicals and medicine, construction and building materials, foodstuffs, and tourism industries. With summers so hot it's been dubbed one of China's Three Furnaces, and streets so steep that no one rides a bike, terrain and weather were once its chief claims to fame.

Chongqing is the biggest metropolitan area in the world (surpassing Tokyo); it's got the world's biggest dam site; and it's in the midst of building the

world's tallest skyscraper (the Chongqing Tower).

Wansheng District  
Wansheng District, 130km south of Chongqing in the border region of Sichuan and Guizhou, and renowned for its abundant travel resources and rich produce, is the only experimental tourist district of Chongqing municipality. On its 565 sq. km area are scattered forests, rivers, fountains, waterfalls, stone forests, and stalactite caves. The "Wansheng Stone Forest" express tourist train is especially set up for the tourists to Wansheng and the Sichuan Guizhou and Sichuan Huan highways pass through the district. Transportation from the city proper to the scenic spots is very convenient. Politics, economy, commerce, and trade are well developed in this region. Wansheng is one of the best places for visitors to make a trip to and to carry out scientific inspections in.



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## A Great Hit ---The Business Promotion Event for Qujing City of Chinese Yunnan Province

On March 27, 2008, invited by Mr. Pierre Bourque, the president of Constellation Monde (Group) Inc. and former major of Montreal, 15 people from the clients and the representatives of Greater Montreal Sino-Canadian Business Centre, led by the president of SCBC, Ms. Li Wang, participated in the promotion event for the Qujing City of Chinese Yunnan Province. There are around 150 guesses from both China and Quebec attended the event.



Mr. Lixiong Zhao, the party secretary of Qujing, discussed the establishment of the Qujing Agriculture Demonstration Park with the Constellation Monde (Group) Inc. The event was fully supported by the Chinese Embassy and its ministerial counselor, Mr. Huikang Huang joined the event and gave a warm speech. Mr. Zhao generally introduced the Qujing city on its long history, abundant natural resources, convenient transportation and good infrastructure for agriculture and industry to the 150 guesses.

In particular, Mr. Zhao expressed his strong endorsement of the Agriculture Park project. Qujing will bestow the project with the best policy support, a series of efficient and well-rounded services, and the best possible development environment. His speech generated a great deal of interests among the Canadian enterprises attended the event. According to their respective situation, the enterprises asked many specific questions regarding industrialization of Qujing's agriculture, policies on taxation and land use and investment environment, etc. Mr. Zhao answered each question in details and with great clarity.

Mr. Bourque also gave a detailed description of the project.



The promotion event, assisted by the Greater Montreal Sino-Canadian Business Centre, achieved the objective of enhancing friendship and bilateral cooperation and economic development. Canadian enterprises gained more knowledge over Qujing, and consequently the economy reality of China.



### Greater Montreal Sino-Canadian Business Centre

The Greater Montreal Sino-Canadian Business Center and the China-Quebec Commerce Association of Canada were founded in 2004 and specialize in the development of Canadian and Chinese market by providing pre-marketing research and project selection as well as service facilities for promoting bilateral trade and commerce.

Our mission is to promote business opportunities for both Chinese and Canadian investors and entrepreneurs. We let you do business more efficiently and effectively.