



Metro Toronto Convention Centre
April 23, 2007



THE HONG KONG-CANADA BUSINESS ASSOCIATION
E-mail: canhkforum07@hkcb.com

9 Temperance Street, 2nd Floor
Toronto, Ontario M5H 1Y6
Tel: 416-366-2642 Fax: 416-366-1599

E-mail: bos@hkcb.com
Website: www.hkcb.com/canhkforum



HKCBA National Business Forum 2007

"A Winning China Strategy for Canada: Hong Kong and Fujian"

Metro Toronto Convention Centre, Room 105
North Building, 255 Front Street West
Monday April 23, 2007

(Revised APRIL 20th 2007)

PROGRAMME OUTLINE

7:30 A.M.	Registration and Networking	Trade Show Area
8:00 A.M.	Welcome Remarks: Ms. Lenore Gibson Mr. David I. Matheson, QC Mr. Ted Menzies His Excellency Ambassador Shumin Lu The Honourable Frederick Ma	HKCBA National Chair Forum Chair Government of Canada Embassy of the People's Republic of China in Canada Secretary for Financial Services and the Treasury The Government of the Hong Kong Special Administrative Region
8:30 A.M.	Canada and China – Advancing Business Opportunities Mr. Ted Menzies, Parliamentary Secretary to the Minister of International Trade and Minister of International Cooperation	
9:00 A.M. – 9:45 A.M.	PLENARY SESSION I "CHINA – THE WAY AND WHERE TO ADVANCE IN CHINA" Moderator: David I. Matheson, QC, McMillan Binch Mendelsohn LLP	
9:05 A.M. – 9:25 A.M.	Hong Kong and the Pan Pearl River Delta Mr. Mike Rowse, Director-General of Invest Hong Kong, The Government of the Hong Kong Special Administrative Region	
9:25 A.M. – 9:45 A.M.	Investment Environment in Fujian Province Mr. Zhang Qiu, Vice General-Director of Fujian Provincial Department of Foreign Trade and Economic Cooperation	
9:45 A.M. – 9:55 A.M.	Question Period	
9:55 A.M. – 10:15 A.M.	Refreshments and Networking - Trade Show Area	

- 10:15 A.M. – 12:00 P.M. **PLENARY SESSION II**
"HOW TO FIND THE OPPORTUNITIES AND FOLLOW THROUGH SUCCESSFULLY"
Moderator: **David I. Matheson, QC**, McMillan Binch Mendelsohn LLP
- 10:15 A.M. – 10:45 A.M. 1. ***"How We Successfully Did It – and Where are the Others!"***
 - **Yuen Pau Woo**, President and Co-CEO, Asia Pacific Foundation
 - **Joseph K. Lam**, President, Systems Business, Delcan Corporation
- 10:45 A.M. – 11:05 A.M. 2. ***"The Best Legal Approach for Investment in China"***
Victor Yang, Founding Partner, Boughton Peterson Yang Anderson, Hong Kong
- 11:10 A.M. – 11:40 A.M. 3. ***"The Best Trade and Investment Finance Approach"***
 - **Tom Niebuhr**, Senior Manager, Supply Chain Business North America, HSBC Bank USA
 - **Marvin Hough**, Regional Vice President, Asia, Export Development Canada (Ottawa)
- 11:40 A.M. – 12:00 P.M. 4. **Question Period**
- 12:00 P.M. – 12:15 P.M. **Reception and Networking – Trade Show Area**
- 12:15 P.M. – 1:45 P.M. **LUNCH & KEYNOTE SPEAKER**
Introduction: Her Worship Mayor Hazel McCallion
City of Mississauga
The Honourable Frederick Ma, Secretary for Financial Services and the Treasury,
The Government of the Hong Kong Special Administrative Region
"Hong Kong: Gateway to Opportunities in Mainland China"
Conclusion: Barry Macdonald
Chair, Federation of Hong Kong Business Associations Worldwide
- 1:45 P.M. – 5:15 P.M. **CONCURRENT AFTERNOON ACTIVITY**
ONE-ON-ONE NETWORKING MEETINGS – HONG KONG, FUJIAN and CANADIAN BUSINESS INDIVIDUAL APPOINTMENTS AS ARRANGED - ROOM 104 A/B
Target sectors: Telecom, Biotechnology, Light Industry, Machinery Manufacturing, Auto Parts, Trading (exporting/importing/sourcing/logistics)
- 1:45 P.M. – 3:55 P.M. **PLENARY SESSION III**
"THE PRACTICAL FINESSE IN SOURCING PRODUCTS, GAINING NEW CUSTOMERS, MOVING GOODS AND HANDLING RISK"
Moderator: **Bob Armstrong**, Armstrong Trade & Logistics Advisory Services Inc.
- 1:45 P.M. – 2:15 P.M. 1. ***How to Best Source and Move Products – Canada/Hong Kong/Mainland China/Fujian***
Bob Armstrong, Armstrong Trade & Logistics Advisory Services Inc.
- 2:20 P.M. – 2:35 P.M. 2. **Hong Kong – Logistics Centre of the Pan-PRD Region**
Philippe Lacamp, Vice President, Canada, Cathay Pacific Airways Limited
- 2:40 P.M. – 2:55 P.M. 3. ***How Best to Find New Export Customers in Hong Kong, Mainland China and the Province of Fujian***
Francois Rivest, Consul & Senior Trade Commissioner, Consulate General of Canada, Hong Kong
- 3:00 P.M. – 3:15 P.M. 4. ***Legal Aspects of Intermodal Transportation and Logistics in Canada/China Trade***
Catherine Pawluch, Partner, Gowling Lafleur Henderson LLP
- 3:20 P.M. – 3:35 P.M. 5. ***Managing your Insurance Risks***
Nick Benson, Senior Vice President, Global Marine and Energy Division, AIG-American International Group, Inc. (New York)

3:35 P.M. – 3:55 P.M.

6. Question Period

3:55 P.M. – 4:05 P.M.

Refreshments and Networking in Trade Show Area

4:10 P.M. – 4:45 P.M.

“Capitalizing on Your Opportunities in the Pan PRD Region via Hong Kong”

Introductions: **LEN CRISPINO**, President & Chief Executive Officer,
Ontario Chamber of Commerce

ANDREW TURCZYNIAK, Member of the Executive Committee of the Canadian
Chamber of Commerce in Hong Kong
Chief Executive Officer, Asia, Royal Bank of Canada
Financial Group

BRUCE HICKS, Member of the Executive Committee of the Canadian
Chamber of Commerce in Hong Kong
Managing Director, TPIZ Resources Ltd

*Helping Canadian SME's to better understand the “big picture” of the China Opportunity –
now – and in the future - the risks and opportunities – capitalizing on using Hong Kong as
their base from which to enter the China market.*

4:45 P.M. – 5:15 P.M.

Collective Sum-Up - The Canada, Hong Kong, Fujian Advantage

Forum Chairman's 5 minute sum-up of the key messages of the Forum and concluding
“One Liner” sum-ups by Selected Panel Members

5:30 P.M. – 7:00 P.M.

Closing Networking Reception