

## **Doing Business in China**

### **Nanaimo News Bulletin EDG Column Thursday, November 13, 2008**

The Government of Canada, in partnership with the Province of BC, is presenting a workshop titled China 201 in Nanaimo on January 20, 2009. This workshop will help Nanaimo companies who are ready to do business in China and would benefit from receiving specific resources and contacts from representatives who have extensive experience in international markets.

Asia is emerging as a global economic power. China is expected to have the world's largest economy by 2020. The government of Canada recognizes this and is focused on making Canada a partner of choice for international business, and has identified China as one of the priority markets in its Global Commerce Strategy. Likewise, the Province's Gateway to Asia Initiative positions British Columbia as Canada's Pacific Gateway to China.

Participants in the China 201 workshop will receive valuable information on topics such as legal considerations, relevant contacts and business resources to help them expand into China markets. Local business agents, lawyers, translators, marketing professionals, among others, can assist with many aspects of Chinese ventures.

Case studies will also be presented of local businesses who have been successful in their dealings with China. Malcome Hargrave of Mangonel Investments Corporation is one example. For four years, Hargrave's company has been importing components from China to assist in the manufacturing of vehicle mounted air compressors in Nanaimo. He acknowledges that a similar workshop would have been useful when he was first exploring China business opportunities. When asked if he had any advice for those just starting out, he responded "don't make any assumptions and make sure you do your research." He also recommends embarking on trade missions. In a competitive marketplace of 1.3 billion people, it is helpful to qualify the businesses that you will be dealing with in person. It may be a much smaller initial investment than the alternative.

Businesses can benefit from this workshop by learning from those who have already established the contacts and have years of experience in international markets. There will also be a one-on-one component to address individual questions.

The China 201 Workshop will be on Tuesday, January 20, 2009. Cost is \$30 and registration is by contacting Jeanetta Hall of Community Futures at 250-753-6414. If you are unsure whether or not this workshop would benefit your business, contact Marilyn Hutchinson, the City's Economic Development Officer at 250-755-4466 or [marilyn.hutchinson@nanaimo.ca](mailto:marilyn.hutchinson@nanaimo.ca). Deadline to register is Friday, January 16.