



World Trade Centre
Montréal

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Hong Kong Economic & Trade Office
Hong Kong Special Administrative Region Government



香港貿易發展局
Hong Kong Trade Development Council



Hong Kong: Your Gateway to China

Outsourcing done right

Wednesday March 29th, 2006. Salon St-Laurent, Delta Centre-Ville, Montreal.

- 8:30 a.m. Registration and networking. Coffee, tea and muffins will be served.
- 8:55 a.m. **Introduction of seminar**
Philippe Mailhot, Project manager, Training and international trade
World Trade Centre Montreal
- 9:00 a.m. **Welcoming remarks**
Josh Miller, President, Hong Kong-Canada Business Association – Montreal Section
- 9:05 a.m. **Global economy's pressure to concentrate on core competencies and the integration of outsourcing in your business model**
Giolong International
- 9:20 a.m. **"Hong Kong: Gateway to China's manufacturing powerhouse"**
Bassanio So, Director, Hong Kong Economic and Trade Office
- 9:40 a.m. **Sectors of outsourcing opportunities for Montreal companies**
Andrew Yui, Director – Canada, Hong Kong Trade Development Council
- 10:00 a.m. Coffee and networking break
- 10:15 a.m. **The legal "Do's and Don'ts" of subcontracting and intellectual property**
Wing Yan, Lawyer, Patent and Trademark Agent
Nelligan O'Brian Payne LLP
- 10:40 a.m. **"Getting paid in China"**
Henry Park, Vice president and Head, International trade
HSBC Bank Canada
- 11:00 a.m. **The "ins and outs" of shipping to and from Hong Kong**
Freda Mak, Route Development manager
Kuehne and Nagel Ltd.
- 11:10 a.m. **A Quebec entrepreneur's experience: 20 years in Hong Kong**
Michel Lahaie, Managing director, Axiom Investment Management Ltd.
- 11:30 a.m. **Presentation of crucial partners that can make a world of difference**
International Trade Canada
Export Development Canada
Ministère du Développement économique, de l'Innovation et de l'Exportation
Government of Quebec
- 11:45 a.m. **Question period**
- 12:00 p.m. End of seminar