

Minister of  
International Trade



Ministre du  
Commerce international

Ottawa, Canada K1A 0G2

NOV 18 2016

Ms. Amy Karam  
Karam Consulting  
[amy@karamconsulting.com](mailto:amy@karamconsulting.com)

Dear Ms. Karam:

Thank you for your letter of August 26, 2016, and a copy of your recently published book, *The China Factor: Leveraging Emerging Business Strategies to Compete, Grow and Win in the New Global Economy*. I am also replying on behalf of my colleague, the Honourable Stéphane Dion, Minister of Foreign Affairs, to whom you also wrote on the same matter.

I hope that your insights and advice on business strategy for succeeding in the Chinese market will be helpful to Canadian companies. I have shared the copy of your book with relevant officials within Global Affairs Canada for their information. Expanding trade with large fast-growing markets, including China, is a key component of my mandate as Minister of International Trade and this was highlighted in Budget 2016.

As you are aware, Prime Minister Justin Trudeau recently completed his first official visit to China. The visit was very successful in helping to build the foundation for a stronger, more stable Canada-China relationship. Both countries will continue to explore how to harness the untapped potential and benefits that closer relations could provide—especially in the areas of trade and investment, collaboration on environmental issues, and growing the middle class. The visit also resulted in 56 new commercial contracts and agreements between Canadian and Chinese companies valued at \$1.2 billion.

Thank you again for sharing a copy of your book and for your support in helping to raise the awareness of Canadian companies of how to do business in China.

Sincerely,

A handwritten signature in blue ink, appearing to be "CF", written in a cursive style.

The Honourable Chrystia Freeland, P.C., M.P.

c.c. The Honourable Stéphane Dion, P.C., M.P.

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