

## Louie, Jacqueline JTT:EX

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**From:** Au,Chak <CAu@richmond.ca>  
**Sent:** Wednesday, March 7, 2018 12:40 PM  
**To:** Duncan, Kate EMPR:EX  
**Subject:** 140186 attendeesRe: Time to meet with Minister Chow and staff from Ministry of Jobs, Trade and Technology

Kate,

The following people will be coming with me on Friday. They are all involved in the organization of the 2018 Canada-China Trade Conference.

Chak

1. Ivan Chen - Business Development Manager from Richway New Media Technology Inc.
2. Alvin Zhao - Managing Director from PPVision Inc.
3. Aaron Zhang - Vice President from Cheung Kong Graduate School of Business Alumni Association of Canada
4. Candice Qian - Executive Assistant from Cheung Kong Graduate School of Business Alumni Association of Canada

Sent from my iPad

On Mar 1, 2018, at 16:00, Duncan, Kate JTT:EX <[Kate.Duncan@gov.bc.ca](mailto:Kate.Duncan@gov.bc.ca)<<mailto:Kate.Duncan@gov.bc.ca>>> wrote:

Hello,

Did you get a chance to confirm the date and time?

Kate Duncan  
Administrative Assistant to the Honourable George Chow Minister of State for Trade  
T: 250-387-9139  
E: [kate.duncan@gov.bc.ca](mailto:kate.duncan@gov.bc.ca)<<mailto:kate.duncan@gov.bc.ca>>

-----Original Message-----

From: Au,Chak [<mailto:CAu@richmond.ca>]  
Sent: Wednesday, February 28, 2018 9:23 AM  
To: Duncan, Kate JTT:EX  
Subject: Re: Time to meet with Minister Chow and staff from Ministry of Jobs, Trade and Technology

Thanks for the arrangement. I'll get back to you to confirm later today.

Chak

Sent from my iPad

On Feb 28, 2018, at 08:58, Duncan, Kate JTT:EX <[Kate.Duncan@gov.bc.ca](mailto:Kate.Duncan@gov.bc.ca)<<mailto:Kate.Duncan@gov.bc.ca>>> wrote:

Hello Chak Au,

I am following up on this joint meeting with yourself, Minister Chow, Minister Ralston and staff.

After looking at the Minister's calendar's we would like to suggest Friday, March 9th from 4-4:30 at our Vancouver JTT offices.

Please confirm that this works for you as well

Thank you kindly

Kate Duncan  
Administrative Assistant to the Honourable George Chow Minister of State for Trade  
T: 250-387-9139  
E: [kate.duncan@gov.bc.ca](mailto:kate.duncan@gov.bc.ca)<<mailto:kate.duncan@gov.bc.ca>>

-----Original Message-----

From: Au,Chak [<mailto:CAu@richmond.ca>]  
Sent: Tuesday, February 27, 2018 11:08 AM  
To: Louie, Jacqueline JTT:EX  
Subject: Time to meet with Minister Chow and staff from Ministry of Jobs, Trade and Technology

Jacqueline,

Good morning! I have been asked by Minister Chow to contact you in order to set up a meeting with Minister Chow, Minister Ralston, and staff from Ministry of Jobs, Trade and Technology. The proposed date is March 9, but it can be sooner if it is more convenient for Minister Chow and other people.

The purpose of the meeting is to discuss matters related to 2018 Canada China Trade Conference which is scheduled to be held in May. This is a very important conference on e-commerce between Canada and China. Big companies such as Baidu, Alibaba, Tencent, JD.Com<<http://JD.Com>><<http://JD.Com>>, and Amazon will attend this conference.

Attached please find the link about the conference in 2016.  
<https://www.google.ca/amp/vancouver.sun.com/business/local-business/canada-china-e-commerce-conference-features-new-vancouver-flight-announcement/amp>

Thank you in advance for your assistance in making the arrangement.

Chak Au  
Councillor, City of Richmond

## Louie, Jacqueline JTT:EX

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**From:** Robb, Amanda JTT:EX  
**Sent:** Tuesday, March 6, 2018 9:26 AM  
**To:** Louie, Jacqueline JTT:EX; McColl, John-Michael JTT:EX  
**Cc:** Tan, Alyson JTT:EX; Duncan, Kate EMPR:EX  
**Subject:** RE: NAIA

Hi Jacqueline,

Minister Ralston has indicated that he would not like to participate in this meeting. I will leave it in Minister Chow's calendar as a hold though in the event you proceed with the meeting.

Sorry.

**Amanda Robb**

Administrative Coordinator to the Honourable Bruce Ralston  
Minister of Jobs, Trade and Technology  
Administrative Coordinator to the Honourable George Chow  
Minister of State for Trade

s.15 | Parliament Buildings | Victoria | British Columbia | V8W 9E2  
Phone: 250-387-9133 | Fax: 250-356-3000 | Email: [amanda.rob主@gov.bc.ca](mailto:amanda.rob主@gov.bc.ca)

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**From:** Louie, Jacqueline JTT:EX  
**Sent:** Monday, March 5, 2018 4:30 PM  
**To:** Robb, Amanda JTT:EX; McColl, John-Michael JTT:EX  
**Cc:** Tan, Alyson JTT:EX; Duncan, Kate JTT:EX  
**Subject:** NAIA

Hi,

MGC has requested that he and MBR (if available) meet with Amy Huang of the North American Investment Association along with Ministry staff this Friday after their meeting with Chak Au at the JTT offices. The topic would be their June trade show in Hong Kong and Amy can be reached at s.22

Alyson, could you please ask staff to provide materials?

Thanks,

Jacqueline

**Jacqueline Louie**

Ministerial Assistant to the Honourable George Chow, Minister of State for Trade  
Ministry of Jobs, Trade, and Technology  
British Columbia Parliament Buildings | 501 Belleville St, Victoria, BC V8V 2L8  
[Jacqueline.louie@gov.bc.ca](mailto:Jacqueline.louie@gov.bc.ca) | 250-387-9142

## Louie, Jacqueline JTT:EX

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**From:** Robb, Amanda JTT:EX  
**Sent:** Tuesday, February 27, 2018 6:02 PM  
**To:** Duncan, Kate EMPR:EX  
**Subject:** FW: Time to meet with Minister Chow and staff from Ministry of Jobs, Trade and Technology

Hi Kate,

Could you please reach out to this group and suggest **Friday March 9th from 4:00-4:30PM at** the JTT Vancouver Offices? This will be joint with MBR/MGC. Materials have been requested.

Thanks!

Amanda Robb  
Administrative Coordinator to the Honourable Bruce Ralston  
Minister of Jobs, Trade and Technology

Administrative Coordinator to the Honourable George Chow  
Minister of State for Trade

S.15 | Parliament Buildings | Victoria | British Columbia | V8W 9E2  
Phone: 250-387-9133 | Fax: 250-356-3000 | Email:amanda.rob主@gov.bc.ca

-----Original Message-----

From: Louie, Jacqueline JTT:EX  
Sent: Tuesday, February 27, 2018 11:42 AM  
To: McColl, John-Michael JTT:EX  
Cc: Duncan, Kate JTT:EX; Robb, Amanda JTT:EX  
Subject: FW: Time to meet with Minister Chow and staff from Ministry of Jobs, Trade and Technology

Hi All,

It looks like MBR and MGC have some availability on March 9th. I think we should go forward with a joint meeting, including staff and materials.

Let me know.  
Thanks!  
Jacqueline

Jacqueline Louie  
Ministerial Assistant to the Honourable George Chow, Minister of State for Trade Ministry of Jobs, Trade, and Technology

British Columbia Parliament Buildings | 501 Belleville St, Victoria, BC V8V 2L8 Jacqueline.louie@gov.bc.ca | 250-387-9142

-----Original Message-----

From: Au,Chak [mailto:CAu@richmond.ca]  
Sent: Tuesday, February 27, 2018 11:08 AM

To: Louie, Jacqueline JTT:EX

Subject: Time to meet with Minister Chow and staff from Ministry of Jobs, Trade and Technology

Jacqueline,

Good morning! I have been asked by Minister Chow to contact you in order to set up a meeting with Minister Chow, Minister Ralston, and staff from Ministry of Jobs, Trade and Technology. The proposed date is March 9, but it can be sooner if it is more convenient for Minister Chow and other people.

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Attached please find the link about the conference in 2016. <https://www.google.ca/amp/vancouver.sun.com/business/local-business/canada-china-e-commerce-conference-features-new-vancouver-flight-announcement/amp>

Thank you in advance for your assistance in making the arrangement.

Chak Au  
Councillor, City of Richmond

## Louie, Jacqueline JTT:EX

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**From:** Starko, Christina JTT:EX  
**Sent:** Tuesday, February 27, 2018 4:27 PM  
**To:** Louie, Jacqueline JTT:EX; Sali, Meghan JTT:EX; McColl, John-Michael JTT:EX; Robb, Amanda JTT:EX; Hay, Lorna JTT:EX; Maloney, Katie JTT:EX  
**Cc:** Kwan, Shirley JTT:EX; Jang, Monica JTT:EX; Tan, Alyson JTT:EX  
**Subject:** RE: March 9 2018

**Follow Up Flag:** Follow up  
**Flag Status:** Completed

Great! We are using cliff 140186. ☺

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**From:** Louie, Jacqueline JTT:EX  
**Sent:** Tuesday, February 27, 2018 4:00 PM  
**To:** Starko, Christina JTT:EX; Sali, Meghan JTT:EX; McColl, John-Michael JTT:EX; Robb, Amanda JTT:EX; Hay, Lorna JTT:EX; Maloney, Katie JTT:EX  
**Cc:** Kwan, Shirley JTT:EX; Jang, Monica JTT:EX; Tan, Alyson JTT:EX  
**Subject:** RE: March 9 2018

Hi Christina,

A note with some background about the 2018 Canada China Trade Conference would be much appreciated.

Thanks!  
Jacqueline

**Jacqueline Louie**  
Ministerial Assistant to the Honourable George Chow, Minister of State for Trade  
Ministry of Jobs, Trade, and Technology

British Columbia Parliament Buildings | 501 Belleville St, Victoria, BC V8V 2L8  
[Jacqueline.louie@gov.bc.ca](mailto:Jacqueline.louie@gov.bc.ca) |250-387-9142

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**From:** Starko, Christina JTT:EX  
**Sent:** Tuesday, February 27, 2018 3:08 PM  
**To:** Sali, Meghan JTT:EX; McColl, John-Michael JTT:EX; Robb, Amanda JTT:EX; Hay, Lorna JTT:EX; Maloney, Katie JTT:EX  
**Cc:** Kwan, Shirley JTT:EX; Jang, Monica JTT:EX; Tan, Alyson JTT:EX; Louie, Jacqueline JTT:EX  
**Subject:** RE: March 9 2018

Sorry Chak Au is a joint! ( I just didn't spell "with" all the way.)

Also copying Jacqueline in. ☺

Thanks,

C

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**From:** Sali, Meghan JTT:EX  
**Sent:** Tuesday, February 27, 2018 2:53 PM  
**To:** Starko, Christina JTT:EX; McColl, John-Michael JTT:EX; Robb, Amanda JTT:EX; Hay, Lorna JTT:EX; Maloney, Katie JTT:EX

**Cc:** Kwan, Shirley JTT:EX; Jang, Monica JTT:EX; Tan, Alyson JTT:EX  
**Subject:** RE: March 9 2018

Nothing for Don Campbell, nothing for March 9<sup>th</sup>. KMs are coming from Tasha's shop.

I'll let Jacqueline reply re: MoSC!

M

**Meghan Sali**

**Ministerial Assistant to Hon. Bruce Ralston**

*Minister of Jobs, Trade and Technology*

British Columbia Parliament Buildings | 501 Belleville St, Victoria, BC V8V 2L8

[meghan.sali@gov.bc.ca](mailto:meghan.sali@gov.bc.ca) | s.17

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**From:** Starko, Christina JTT:EX

**Sent:** Tuesday, February 27, 2018 2:49 PM

**To:** Sali, Meghan JTT:EX; McColl, John-Michael JTT:EX; Robb, Amanda JTT:EX; Hay, Lorna JTT:EX; Maloney, Katie JTT:EX

**Cc:** Kwan, Shirley JTT:EX; Jang, Monica JTT:EX; Tan, Alyson JTT:EX

**Subject:** March 9 2018

Hi MO,

There are a few things Shirley and I would to clarify before next week with re to March 9.

Do you need anything for 9:30-10:30 Don Campbell?

The Tech Roundtable. March 6 from 11-11:30 (staff and mats coming) is serving as briefing for March 9 from 1:00-3:00pm  
Do you need anything on March 9?

Chak Au w MoS, Do you need anything for this meeting?

Thanks,

Christina

Christina Starko

Documents Coordinator

Ministry of Jobs, Trade and Technology

Office Phone: (250) 952-6389

## Louie, Jacqueline JTT:EX

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**From:** Louie, Jacqueline JTT:EX  
**Sent:** Tuesday, February 27, 2018 11:42 AM  
**To:** McColl, John-Michael JTT:EX  
**Cc:** Duncan, Kate EMPR:EX; Robb, Amanda JTT:EX  
**Subject:** FW: Time to meet with Minister Chow and staff from Ministry of Jobs, Trade and Technology

**Follow Up Flag:** Follow up  
**Flag Status:** Completed

Hi All,

It looks like MBR and MGC have some availability on March 9th. I think we should go forward with a joint meeting, including staff and materials.

Let me know.  
Thanks!  
Jacqueline

Jacqueline Louie  
Ministerial Assistant to the Honourable George Chow, Minister of State for Trade Ministry of Jobs, Trade, and Technology

British Columbia Parliament Buildings | 501 Belleville St, Victoria, BC V8V 2L8 [Jacqueline.louie@gov.bc.ca](mailto:Jacqueline.louie@gov.bc.ca) | 250-387-9142

-----Original Message-----

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Thank you in advance for your assistance in making the arrangement.

Chak Au  
Councillor, City of Richmond



**MEETING NOTE**

Cliff #: 140186

Date: February 28, 2018

**PREPARED FOR:** Honourable Bruce Ralston, Minister of Jobs, Trade and Technology  
Honourable George Chow, Minister of State for Trade

**DATE AND TIME OF MEETING:** 4:00 – 4:30 pm March 9<sup>th</sup>, 2018

**ATTENDEES:** Mr. Chak Au, Councillor, City of Richmond

**ISSUE:** Meeting with Councillor Chak Au to discuss the 2018 Canada-China Trade Conference (Conference).

**BACKGROUND:**

- The Conference is organized by Richway New Media Technology Inc. (Richway). The first Canada-China Trade Conference (CCTC) took place on August 23<sup>rd</sup>, 2016 in Vancouver. Note: JTT did not provide funding nor did the former Minister speak at the event.
- The event's objective is to promote Canada-China cross-border E-commerce trade.
- Richway is the Canadian subsidiary of Ruizhiqi Technology, a Baidu Promotion agent for the Province of Henan headquartered in Zhengzhou – (Baidu is the biggest search engine in China; and Baidu Promotion is the Google Ad equivalent in China).
- During the 2016 Canada-China Trade Conference, a Strategic Partnership Agreement between Richmond Overseas Friendship Association and Zhengzhou Airport Economic Zone (ZAEZ) was signed. The goal was to create a platform for better communication and information exchange as well as to facilitate trade and investment between Richmond and Zhengzhou.
- Mr. Chak Au, City Councillor of Richmond and Mr. Wang Fei, Director of the Commerce Bureau of ZAEZ signed the agreement on behalf of their respective jurisdictions.
- JTT East Asia Branch has worked closely with Richway and Chairman Jacky Li on several occasions to discuss potential support for their event.

**DISCUSSION:**

- Councillor Au has in the past worked with Jacky Li and Richway s.13,s.17 s.13,s.17 The 2016 event drew over 200 local participants. A few Chinese e-Commerce platforms, mainly social media

marketing agencies, including 58.com and Youzan made presentations at the Conference.

s.13,s.17

#### **SUGGESTED RESPONSE/KEY MESSAGING:**

- The rapid expansion of e-commerce in China presents great business opportunities for BC exporters.
- With an ideal geographic location and local resources, BC companies are well-positioned to take advantage of the growth in Chinese online commerce.
- The Ministry is being asked to support and participate in a growing number of online/e-commerce events.
- The Ministry takes “due-diligence” very seriously, and takes measures to ensure that proper vetting is done on all organizations. Our objective is to support events that will provide a clear benefit for BC companies.
- We look forward to receiving additional details on the proposed 2018 Conference and JTT staff will work with Richway.

Prepared by: Jason Si, Senior Manager, China, East Asia Branch  
Telephone: (604-660-5911) s.17

| Reviewed by |     |           |        |      |
|-------------|-----|-----------|--------|------|
| Dir: FA     | ED: | A/ADM: HH | DM: FM | MIN: |

**Attachment I:**

**Biography**  
**Councillor Chak Kwong Au**

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