

Hot off the press

By now, all Chamber members should have received their 1993-94 directories, hot off the press in Bangkok. "Canadian Business in Hong Kong", a joint publication by the Chamber and the Commission for Canada, is an invaluable reference tool. Not only does the 196-page book give you the who's who of the Canadian Chamber, it also lists Canadian companies represented in Hong Kong, gives an overview of doing business in Hong Kong and provides lists of useful contacts. Work has already begun on the next issue so make sure your Chamber membership is up-to-date if you want to be included. The current directories are available to non-members at the Chamber office for HK\$350.

New co-chair for Entrepreneur Committee

In the two years of existence, the Entrepreneur Committee, under the capable leadership of Susan Mey, has been involved in a number of successful ventures - entrepreneur forums, luncheons and the trade show/open house to name a few. Now, Greg York will share the role of chairperson of the Entrepreneur Committee.



Greg York

York, who has been in Hong Kong since 1984, is the owner of Interpac, a software development company. A charter member of the Entrepreneur Committee, York is a familiar face to many for his efforts organizing the trade show/open house which last year was one of the highest profile Chamber events.

Membership drive

The membership drive is in full swing and committee members are hoping to boost the levels to new heights.

"Our goal is to push our membership over the 1,000 person mark in the early part of this year," says Ada Tsang, chairperson of the Chamber's new Membership Committee.

One of the key elements is a new category - the entrepreneur membership - designed to meet the needs of small businesses in Hong Kong. "We polled the existing membership and discovered that to an overwhelming degree our individual members are actually owners of small businesses in Hong Kong," says Eliza Chan, CanCham President.

"To better serve the needs of existing members we decided to create this new category so small businesses could benefit from many of the privileges granted to corporate members but at a lower cost.

"It made sense to combine this initiative with a drive to attract more members from the Hong Kong community - from companies which may not be large but which represent a large proportion of Canadian

business activity in Hong Kong and China - we felt it only appropriate to give these people an opportunity to gain benefits from membership to the Chamber," adds Chan.

To qualify for the new category, companies must employ fewer than 15 people and be based in Hong Kong or Canada. The HK\$2,000 price tag entitles the entrepreneur to many of the benefits of corporate membership. As well as having their company's profile in the Chamber directory, entrepreneur members can also take advantage of the Chamber's mailing list and receive advertising discounts in *Canada Hong Kong Business*. Entrepreneur members, like corporate members, get discounts on Chamber events and guest privileges.

As an incentive to get the entrepreneur category off to a flying start, individuals who sign up two entrepreneur members will be upgraded to the entrepreneur category.

Special prices for students and non-profit organizations are also being offered for the first time in addition to corporate, corporate additional, individual, special and non-resident categories. ♦



Jiang Bo, vice-chairman of the Hong Kong Chinese Enterprises Association, spoke to a sold-out crowd of 65 people at the Canadian Chamber of Commerce in Hong Kong luncheon on January 25, 1994. His speech, "The Present and Future of PRC-Invested Enterprises in Hong Kong" also attracted significant media coverage.