

### Lai receives Manulife Award

In February, 1993 Mr Alex Lai was awarded the 1992 Underwriter of the Year Award by Manulife for top production volume selling life insurance and employee benefits.



Mr Alex Lai is Manulife's Underwriter of the Year

This award tops a collection of distinguished awards for Mr Lai. He is also the recipient of the Distinguished Agent Award in 1992 from The Life Underwriters Association of Hong Kong; and received the Distinguished Salesman

Award from the Hong Kong Management Association in 1991.

He attributes his success to his working philosophy: "I believe in forming good habits and working patterns by setting up targets which can be accomplished with creative planning and proper actions."

Mr Lai has worked at Manulife since January, 1987. He has been among the top 10 salespeople for the last several years. "My target now is to maintain my status," he says.

### Provincial office closes



Brian Collins, former head of the Newfoundland provincial office in Hong Kong

After two-and-a-half years, the Newfoundland provincial government has closed its doors in Hong Kong.

Senior Newfoundland Representative Brian Collins cited fiscal restraint by the provincial government as the reason for the March 31 closure.

"We initially intended this to be a temporary assignment for a two year period. The goal was to raise our profile in Hong Kong and South East Asia and promote ourselves as an attractive place to do busi-

ness. We are pleased so far with our efforts in this regard," said Collins.

"It was a difficult decision to make because we have invested a considerable amount of time and money in our operations here. We are also beginning to realize positive results because of this," he said, adding that he expects to continue expanding the relationship with Hong Kong through business delegations.

Other provinces which maintain offices in Hong Kong are: British Columbia, Alberta, Manitoba, Ontario and Prince Edward Island.

### Royal Bank opens Shanghai Branch

In mid-March senior executives from the Royal Bank of Canada officiated at the opening ceremony of its Shanghai branch, the first branch of any Canadian bank to be established in the People's Republic of China.

The move strengthens its position in the Asian region, says Dr Edward Neufeld, executive vice-president.

"As a top-tier North American bank, it would be inappropriate not to expand in markets which are important to our Canadian and global clients," says Neufeld. "We are pursuing a niche presence in the fast-growing economies of the Asia Pacific region."

The Bank is celebrating its 35th year of operations in Hong Kong. It also has offices in Beijing, Shanghai, Taipei, Kaohsiung, Singapore, Seoul, Tokyo and Sydney.

### New Regal Hotel opens in Hong Kong

In March, 1993 Regal Hotels International opened a new five star hotel in the heart of Causeway Bay. The Regal Hongkong Hotel, situated opposite Victoria Park, is the flagship of Regal Hotels International which has three other properties in the territory.

This deluxe new hotel is 33 storeys high and has 425 rooms, including 32 suites. Some of the special features include a personal safe in each room, non-smoking

floors, business centre, health club and swimming pool, limousine and Rolls Royce service and a baby-sitting service available.

There are seven restaurants and bars ranging from Mediterranean-style cuisine to specialized Chinese restaurants to the Windsor Arms pub.

Sparkles has been set up for live-band entertainment and karaoke. The hotel also features a lavish ballroom for 250.

Other Regal properties include the Regal Kowloon Hotel, the Regal Airport Hotel and the Regal Riverside Hotel. Together, Regal Properties account for approximately 10 per cent of Hong Kong's total hotel rooms.

### Canadian and American Airlines join forces on points

As of February 1, 1993, members of Canadian Airlines International's frequent flyer program - Canadian Plus - could earn points when travelling on American Airlines.

Now, as of April 1, members can redeem their Canadian Plus points and book award travel on American. With this arrangement, access to 330 cities served by American Airlines is added to the 166 destinations already on Canadian routes.

This is the first phase of the comprehensive agreement signed December 29, 1992 between PWA Corporation, parent of Canadian Airlines International, and American's parent, AMR Corporation.

"This is a great benefit to Canadian's customers, and an important step in positioning Canadian Airlines International as a long-term competitor in the global airline industry," said Drew Fitch, vice-president of scheduling and planning.

### ARTEM features Canadian artists

Danusia Applebee, founder of ARTEM, co-presented an art glass exhibit with the Fringe Club Pottery Workshop from April 29th to May 8th.

The exhibit featured three Canadian glass artists: Michael Trimpol, Claire Maunsell



The elegant new marble staircase in the lobby of the Regal Hongkong Hotel.

