

by plane or by train, is usually not looked forward to. The sights, sounds and smells, as well as the heat (or cold), humidity (either too high or too low), and the ever-pressing humanity, conspire to give one an overdose of unwanted, if not unhealthy, stimulation. In order to alleviate the pain, frustration and boredom of travellers who frequently fall victim to delays and last minute cancellations, whether caused by human negligence, or bad luck, enterprising local cadres organize impromptu screenings, on communal televisions, of Chinese videos featuring soap operas, and Kung Fu sagas.

In one case in Changsha, the non-stop action and blasting sound kept the Chinese travellers, and Trade Commissioner Desloges (the only foreign devil present in the smoke-filled, sticky and hushed waiting room), riveted to their wooden benches for over six hours!

Hong Kong based traders again became an important phenomenon, not just for the China trade, but for Asian trade generally. The Commission trade staff began to put in significant effort to identify and cultivate the best of them. Entrepot trade, the oldest form of business in Hong Kong, had come full circle, after years of neglect.

The new Chancery became Canadian in January, 1986. On February 21st, the Minister for International Trade, James Kelleher, presided over the opening of the new premises. The ribbon cutting ceremony was attended by over 300 guests. Hladik left nothing to chance. A lavish buffet was set up, surrounding an enormous Maple Leaf ice sculpture. Congratulatory bouquets of flowers competed with a host of Canadian flags for colourful attention. There was to be a ritual dragon dance in grand style.

In the bustle of it all, a request was received, supposedly from the Minister's delegation. It was felt that some sort of symbolic Canadian content should be in evidence at the ceremony. The two communicators who received the message were asked if they would mind wearing suits of the country's national symbol – the beaver – and make appropriate sounds, while the National Anthem was sung? This caused some consternation among the pair who were not only unsure about the availability of beaver suits in Hong Kong, but of the "appropriate noises"

that these animals made. They also had to consider the authenticity of the request.

Promptly at 5:30 pm, Minister Kelleher and Commissioner Copithorne took their places before the assembly, as the dragon entered the room. An assistant to the dragon dancers helped the Minister in the "Waking up the Dragon" ceremony by putting drops of paint on the creature's eyes, ears and mouth. Then, for prosperity, spinach was fed by the Minister into the dragon's mouth. He had been warned to step back after doing this, but was nonetheless jolted when the dragon ceremoniously spat it out. What Kelleher lacked in speed, the dragon made up for in gusto. Thus the Commission's new offices were christened.

Several anxious glances were directed by his party at the two communicators who were at that point helping themselves at the buffet table. Not only were they not in costume, but not a recognisable beaver sound could be heard. No one was ever sure if the request was a joke, or not.

To Maurice Copithorne's frustration, Hong Kong was still not enjoying a very high profile in Canada's foreign policy. He chided the Canadian government in relating politically to Hong Kong primarily on the basis of Canada's relationship with the United Kingdom and China. It was his contention that new perceptions should be fostered that took account of the emergence of distinctive local interests, and recognised the significant Canadian ties with the citizens of Hong Kong.

In September, 1986, Anne Marie Doyle was appointed as the Canadian Commissioner to Hong Kong. She arrived in October, 1986, and within a few short months welcomed the Governor-General of Canada, Madame Jeane Sauve, to the Exchange Square offices.

With a total staff now numbering 19, and a National Trade Strategy focussed on the Pacific Rim as a future growth market second only to the United States, the Hong Kong trade and investment presence undertook a number of major projects.

With Hladik's strategic flare and Fraser's organization and promotional skills, a thrust was initiated in the food sector. A huge food show was mounted that attracted 54 Canadian exhibitors, and both restaurant and supermarket promotions were cooperatively staged with local firms. The effort was so