

**PUBLISHED BY:** COMMERCE IN HONG KONG Tel: (852) 526-3207 Fax: (852) 845-1654

EDITOR:

**EDITORIAL BOARD** LESLIE HENDERSON (EXECUTIVE DIRECTOR)

**1993/94 EXECUTIVE PRESIDENT:** 

VICE PRESIDENTS: PETER TULLOCH

TREASURER: BARRY MACDONALD

SECRETARY: HAROLD MANDEL

EX-OFFICIO:

**BOARD OF GOVERNORS**:

- CHAIRMAN: MARLENE LEE
- **GOVERNORS:** DOMINIQUE BONIFACIO
- FOK YING TUNG L. ELVON HARRIS LEE SHAU KEE HING-CHOY MUNG ROB NORRIS FRANK SIXT RICHARD WEBB PETER WONG ANNIE WU MICHAEL WU

HONOURARY GOVERNOR:

DESIGN, TYPESET, AND PRINTING BY:

**ADVERTISING REPRESENTATIVES:** STEVE LEECE MEDIA LTD Office B 5-11 Thomson Road Wanchai, Hong Kong Tel: 528-9121 Fax: 528-3260

ROBERT WATSON Calgary, Alberta T2P 2E4 TEL: (403) 234-7344 FAX: (403) 234-7343

### 0 N

### COVER STORY

### **4** Canadians see red - The risks and rewards of doing business in China

Canadian companies may not be charging towards markets in southern China, but they are feeling their way slowly in true Canadian fashion. Joanne Pawluk and Gerald Lamoureux talk with Canadian companies leading the way.

# **Fastfood in Foshan**

Canadian Ward Rogers was all set to open a fast-food restaurant in Vancouver. Now he's learning Mandarin and has opened his first restaurant in Foshan, with another three restaurants slated to open this year op Guar External Affairs

#### SPECIAL FEATURES

1994 JUIN 2

Min. des Affaires extérieures

# 12 Canadian budget highlights

New Canadian rules on the taxation of foreign income and how they might affect RETURN TO DEMARTMENTAL LIBRARY RETOURNER A LA SELICITAZIOUE DU MINISTERE

# **14** The Chamber's China direction

An interview with Chamber President Eliza Chan on where we go from here.

### Linguistic license 17

Jack Moore takes a look at some of Hong Kong's more humorous compromises with the English language.

## 21 Canada's first Secretary of State for the Asia Pacific Region

Hong Kong-born Raymond Chan speaks candidly about his new role in Canadian government.

### 27 Tax tips

vou.

What you need to know if you're a Hong Kong resident or former Canadian resident owning Canadian real estate

#### **Phone facts** 28

Are your phone bills rising as quickly as your rent? Mark Alessio looks at some lower cost options.

### **30** Food faxback poll

You told us you missed Old Dutch potato chips and Labatts Blue beer. We tell you where to find them.

#### REGULAR FEATURES

3 President's message

- 22 News from the Commission and special focus on the **Trade Section**
- 24 Legal & policies column
- **26** Management Consulting column

- **31** Member profile: William Wai Hoi Doo
- **32** Chamber news
- **34** Members in the news
- **35** New members
- **36** Service directory