

Cover photo courtesy of Outward Bound

**PUBLISHED BY** 

THE CANADIAN CHAMBER OF COMMERCE IN HONG KONG 14/F, One Exchange Square 8 Connaught Place Hong Kong Tel: (852) 526-3207 Fax: (852) 845-1654

EDITOR:

EDITORIAL BOARD

LESLIE HENDERSON (EXECUTIVE DIRECTOR)
DAN PETERSON
HAROLD MANDEL
JEAN GOYER
MARGARET COATES
LENA FENG
VAN-YAN LI

1993/94 EXECUTIVE PRESIDENT:

ELIZA C. H. CHAN

VICE PRESIDENTS:

DAVID SOLLOWAY HUGH GILLESPIE BARRY MACDONALD

TREASURER:

SECRETARY:

HAROLD MAND

SCOTT MULLIN

BOARD OF GOVERNORS:

CHAIRMAN: MARLENE LEE

GOVERNORS:

DOMINIQUE BONIFACIO
Y.C. CHOW
HENRY FETIGAN
FOK YING TUNG
TIM GIBBS
L. ELVON HARRIS
LEE SHAU KEE
SYDNEY S. W. LEONG
HING-CHOY MUNG
ROB NORRIS
KEVIN ROWE
FRANK SIXT
KENNETH TING
RICHARD WEBB
PETER WONG
ANNIE WU
MICHAEL WU

HONOURARY GOVERNOR: JOHN HIGGINBOTHAM

**DESIGN, TYPESET, AND PRINTING BY:** GRAPHICS CIRCLE

ADVERTISING REPRESENTATIVES:

HONG KONG -RONAN GARDINER/PETER JEFFERY STEVE LEECE MEDIA LTD. Office B 5-11 Thomson Road Wanchai, Hong Kong Tel: 528-9121 Fax: 528-3260

CANADA WATSON GROUP
ROBERT WATSON
PO Box 6622, Station D
Calgary, Alberta T2P 2E4
TEL: (403) 234-7344 FAX: (403) 234-7343

Dept. of External Affairs Min. des Affaires extérieures

NOV 29 1993

RETURN TO CEPARTMENTAL LIBRARY RETOURNER A LA BIBLIOTHEQUE DU MINISTERE

CONTENT

COVER STORY

In demand

Canadians are in demand as opportunities in management consulting continue to grow in Hong Kong. Lena Feng examines this trend.

New joint venture

Accounting firm Deloitte Touch Tohmatsu lanches a new Canada-Hong Kong joint venture in management consulting. Lena Feng reports.

SPECIAL FEATURES

12 The key to good Ch'i

Fung shui traditions may go back thousands of years but they are still an important force in Hong Kong society today.

15 Election report

Canadians in Hong Kong watched as Canada ushered in a new federal leadership.

19 Ghosts of war

By moving to Hong Kong Leslie Henderson unlocks some doors from her father's past.

20 Governor speaks to CanCham

Governor Patten stresses the importance of maintaining the rule of law in Hong Kong.

The fine art of haggling

Jack Moore looks at how a mild-mannered Canadian hones her bargaining skills in Hong Kong's consumer paradise.

25 Toronto fever

Metro Toronto Week in Hong Kong celebrates the mutually rewarding relationship between Toronto and Hong Kong.

28 All you need to know

A special guide on relocating between Hong Kong and Canada.

44 1993-94 committees

Margaret Coates gives us the low-down on Chamber committees and what they offer.

45 Canada-Hong Kong Trade Competition

Winner Michael Chan reflects on his experiences with the competition and his recent trip to Hong Kong.

47 Words of wisdom

China's ambassador to Canada urges Canadians to be more aggressive when it comes to doing business in China.

48 No bribes

Annie Wu talks about some of the keys to long-term business success in China.

Scott Mullin

Commission for Canada welcomes new Senior Trade Commissioner.

REGULAR FEATURES

3 President's message

40 New members

15 Election news

42 Members in the news

16 Management column

46 Canadian companies in the news

21 Legal and policies column

51 Hong Kong highlights

38 Chamber news

52 Service directory