



TRADE COMPETITION RESULTS ANNOUNCED

Two students from McGill University in Montreal were the winners of this year's MBA Canada-Hong Kong Trade Competition. Ngai Au and Michael Chan submitted a business plan on setting up a Visual Communication Network in Hong Kong's Mass Transit Railway.

"Apart from being fairly innovative, the winners showed a strong understanding of the business environment in Hong Kong," says Leif Quraeshi, 1992-93 chairman of the Scholarships and Awards Committee.

The two students arrived in Hong Kong in late August and will remain in the territory until mid-September. They'll be meeting with business leaders, attending a Chamber luncheon in their honour, and furthering their business plan. They received a business-class round trip to Hong Kong, a month at the Hilton Hotel, and spending money for their first place finish.

Entrants to the Trade Competition are required to submit a business plan to set up a Canadian product or service in Hong Kong.

The 1992-93 competition - in its sixth year - was the most successful to date.

Eighty-one students from 10 universities across Canada submitted 29 business plans ranging from hi-tech advertising displays and environmental protection systems to premium food items such as cookie and muffin outlets.

The business plans were judged by 14 people from the local Hong Kong business community. They ranked the plans according to a number of factors including the understanding of the business environment, innovation, viability, depth of research and clarity and presentation.

Next year's committee is targeting an even bigger success in terms of numbers. "We're hoping to get 50 entries from more than 100 students," says 1993-94 Committee Chairman Helen Wong.

The Scholarships and Awards Committee, which oversees this event, can boast that over 80 per cent of its members are past entrants to the competition, including Wong, a member of the 1991-92 winning team.

This year's committee will also be responsible for the Voyageur Award, which honours the entrepreneur who makes a significant contribution to Canada-Hong Kong links.

"The support our committee received from the Chamber staff was instrumen-

tal to our great success this year," says Quraeshi. "I'd also like to thank Executive Committee member Barry Macdonald, who was responsible for guiding us through the year. His past experience and calm approach steadied us through our rough times. It was almost two years ago when he first invited me to be a part of the committee.

"The high calibre of people involved with the event from the students to the Chamber members making it all happen have made this year an incredibly rewarding experience," he adds.

Business plans from this year's Trade Competition, as well as from previous years, are kept on file in the Chamber library. ♦



Photo by Heather Doyle

Trade competition winners: Michael Chan and Ngai Au at the Hongkong & Shanghai Bank where they have temporary office space. They are joined by 1993-94 Committee Chairman Helen Wong.

Results of 1992-1993 MBA Canada Hong Kong Trade Competition

1st prize & Quebec regional prize

Ngai Au	McGill University	Visual Communication
Michael Chan		Network for the MTR

2nd prize & Ontario regional prize

John Chow	University of Ottawa	Treats
Flavia Leung		
Bryan Socransky		

3rd prize

Ngai Au	McGill University	Monsieur Felix & Mr
Timothy Lo		Norton
Weitao Yang		

British Columbia regional prize

Stephen Chow	University of BC	Indoor Environmental
Michael Louie		Control Systems -
Wendy Purdy		Young Environmental
		Systems Inc

Atlantic regional prize

Greg Smyth	Dalhousie University	Order Route Software
Craig Lindsay		