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FESTIVAL
CANADA 91
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Official Programme

Published by the Canadian Chamber of Commerce in Hong Kong

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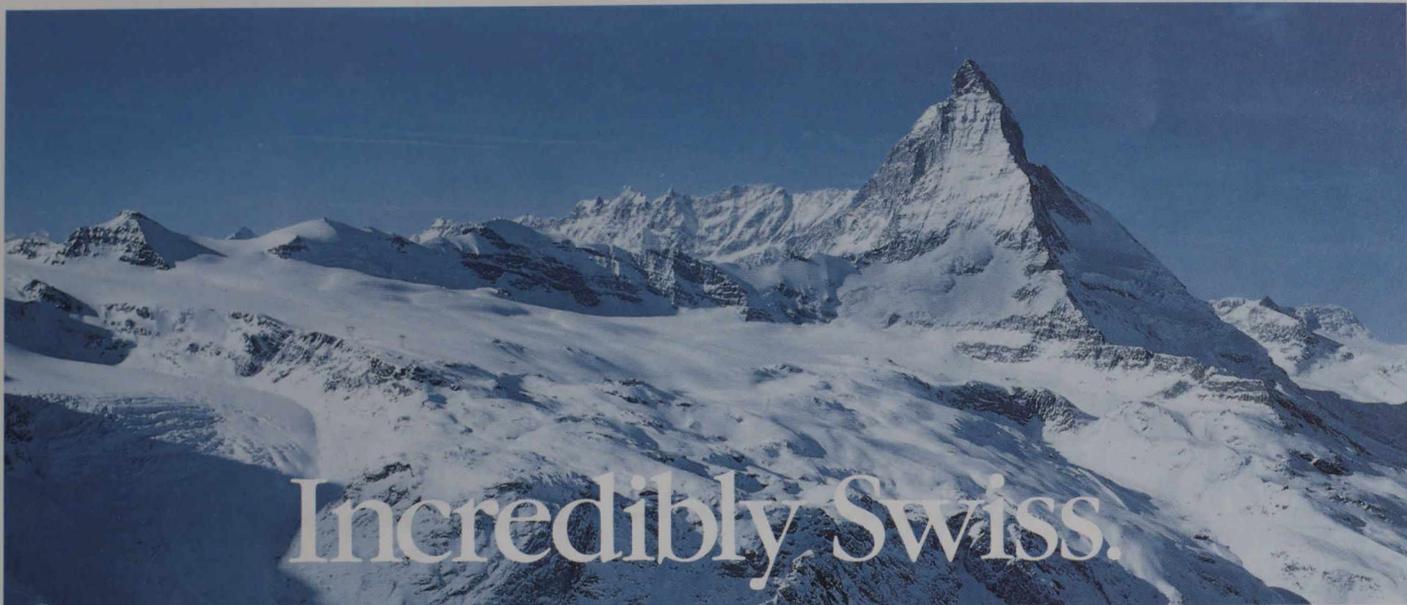
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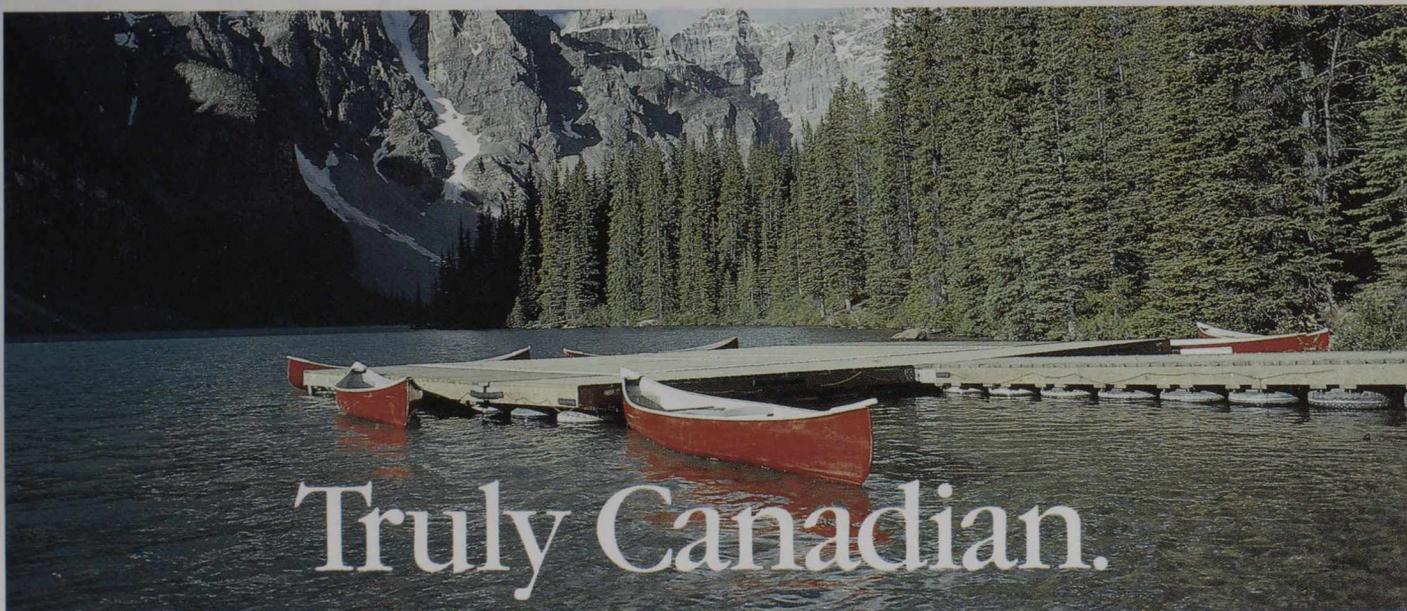
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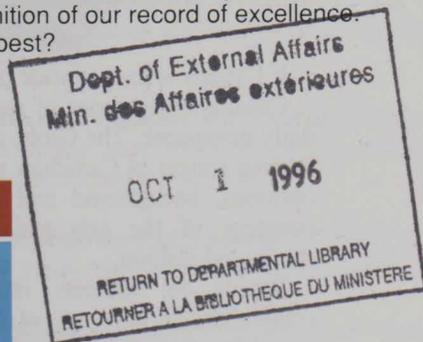
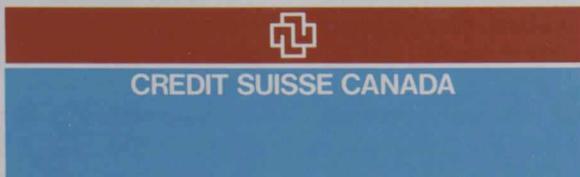


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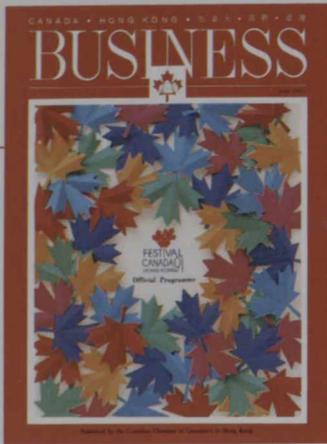
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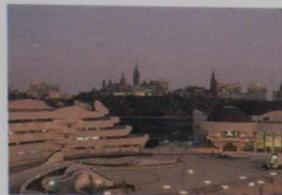
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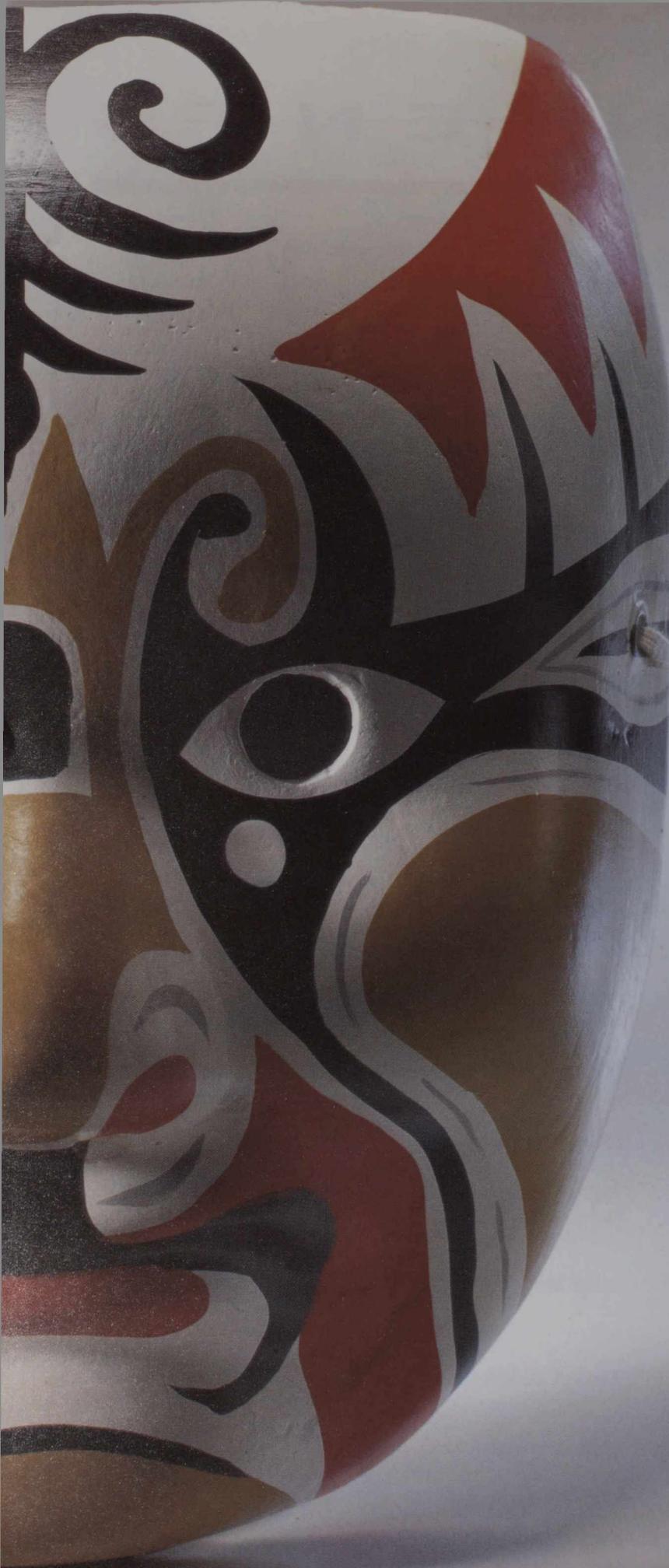
- 6 **Festival Canada events:** A detailed look at what exactly is going on at Festival Canada '91. The who what when where why's and how to get involved. Also a pull-out calendar of events (pg 44,45). Stick it on your fridge (wall, bulletin board, fish tank) as a reminder of daily happenings.
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PRESIDENT'S MESSAGE



by Art McInnis

I am delighted to be giving my first address at a time coinciding with Festival Canada '91. What an introduction - sixty events over six weeks - a hard act to follow. Clearly with this setting of the stage, the task for the incoming executive is to carry on the momentum.

Let me say congratulations to Festival Canada corporation subscribers, the Commissioner, Colin Russel, and all the Canadian organizations, sponsors and volunteers who have contributed. Hats off.

The Chamber itself has added a number of events and I would like to mention three:

- The first Canadian All Asia Business Associations' conference, sponsored by the HongkongBank
- Franchising forum 1991 and
- The Annual Ball.

Given the level of interest so far they promise to be excellent.

Returning to the more usual matters in an address such as this let me first express my thanks to the outgoing executive members, and in particular immediate past president Francis Lee, who have put in so much time over the past year to make the Canadian Chamber a success. The second matter I wish to touch on is to outline some of the plans for the upcoming year. Briefly, I see those plans including:

- formalizing our business briefings service
- creating an electronic data processing component within CANCHAM-Net
- adding a taxation component to broaden the appeal of the Legal Committee
- focusing on community relations
- with formal sponsorship to soon be announced for the MBA Competition, building on our experience here to encompass more scholarships and awards
- publishing more on matters of current interest and
- continuing Chamber support of the Canadian International School project

The Canadian Chamber of Commerce (CCC) has many friends in Hong Kong and I would like to work with them adopting the theme of "Commerce, Contact and Communication" for 1991-'92. Naturally, with this then, I invite your support.

FESTIVAL CANADA '91

Outline of Events

For up to the minute information on the following events see your local newspaper entertainment listing or call the Festival 'hotline' on 5980277



Friday May 24

Launch of Festival Canada '91 by Prime Minister Brian Mulroney

Canada's Prime Minister, Brian Mulroney and Sir David Wilson will launch Festival Canada '91 with a fireboat display, children from local schools, fanfare from an award winning band and the presentation of a 38-foot totem pole. Prime Minister Mulroney will officially present the totem pole to the people of Hong Kong as a gesture of long lasting friendship. The totem pole will be erected in Kowloon Park on July 1st. Following the launch the Prime Minister will speak at a luncheon hosted by The Canadian Chamber of Commerce.



Friday May 24

Gift of Bus to the Handicapped of Hong Kong

On behalf of the Canadian Club of Hong Kong, Mrs. Mulroney will present a bus to The Hong Kong Society for Rehabilitation. The ceremony will take place on the City Hall, promenade at 3:00pm.



Saturday May 25

Commemoration of the Battle of Hong Kong and the Canadian Sacrifice

More than 550 Canadians from the Winnipeg Grenadiers and Royal Rifles died in defence of Hong Kong during the Battle of Hong Kong in World War II. To commemorate the 50th anniversary of the battle the Governor, Sir David Wilson and Canada's Prime Minister, Mr. Brian Mulroney will pay tribute to the Canadians who fought in a memorial ceremony at Sai Wan cemetery at 9:00am.





Wednesday May 29
Manufacturing Seminar

Canadian

The Canadian Chamber of Commerce in cooperation with the Chinese Manufacturers Association will host a seminar (in Cantonese) offering practical advice on setting up a manufacturing business in Canada. Topics for the seminar will include: investment and legal considerations, general tax issues, financing a small business in Canada and a case study of a Hong Kong immigrant successfully establishing a manufacturing business in Canada. At the Hotel Victoria, Ballroom 2:00–5:00pm. Chamber members HK\$350, non-members \$400. *Sponsored by Canadian Airlines International*



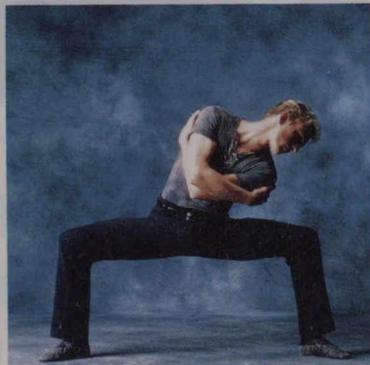
Thursday May 30 – Saturday June 1
Intertour '91

This international travel exhibition profiles the many wonderful aspects of Canada as a travel destination. Participants will include Delta Hotels and Resorts, Canadian Airlines, Alberta Tourism, Tourism Ontario, Tourism Quebec, the Calgary Visitors & Convention Bureau and Air Canada.



Saturdays June 1st, 8th and 15th
Canadian Film Festival on TVB

TVB – Pearl will show the movies: *The Tadpole and the Whale*, *The Young Magician*, *Tommy Tricker* and the *Stamp Traveller* on successive Saturday afternoons at 2:00pm. The films made their Asian debut at the second annual Canadian film festival and are all produced by Canadian Rock Demers. (His two latest films, *Vincent and Me* and *Case of the Witch Who Wasn't* are being shown during the 1991 film festival.)



Tuesday June 4 – Monday June 24
Laura Wee Lay Laq Pottery Exhibition

Laura Wee Lay Laq, a native Haida Canadian, resident in Vancouver, will exhibit her pottery first at the Fringe Club, from June 4–12, from 11am–7pm and from June 14–24 at the Sir Run Run Shaw Exhibition Centre, Chinese University, weekdays from 9am–6pm, Saturday 9am–1pm, closed Sunday. Sponsored by Canadian Airlines International.



Friday June 7 – Saturday June 9
Les Grands Ballets Canadiens

One of Canada's foremost ballet companies renowned for its varied repertoire, drawn from great classical traditions and contemporary works. Performing for three nights at the Hong Kong Cultural Centre, Grand Theatre, 7:30pm. Sponsored by Canadian Airlines International.



Wednesday June 12 – Saturday June 15
IBEX '91

Canada's expertise in building products will be highlighted at the Canadian Pavilion at this trade show where twelve top Canadian companies will present their products and services. At the Hong Kong Convention and Exhibition Centre.



Friday June 14
Dorothy Lam Canadian Lecture

Jeffrey Simpson, Canada's foremost political pundit and national political columnist for the *Globe and Mail*, will give the first annual Dorothy Lam Canadian lecture at the Furama Hotel. This is a luncheon lecture organised by the Canadian Chamber of Commerce. While in Hong Kong, Simpson will write a series of columns about the Canadian presence and the future of the territory. At the Furama Hotel, Jade Ballroom, 12:00pm. Members HK\$185, non-members \$210. Sponsored by Canadian Airlines International.



Friday June 14 – Monday June 17
Festival Canada on Ice

Top Canadian figure skaters will be performing two shows daily at 5:30 and 6:30 pm at Cityplaza, Ice Palace, Taikooshing. Sponsored by Canadian Airlines International.



Sunday June 16
Festival Canada Disco Party

Open to members and friends of all 18 Canadian Alumni Associations represented in Hong Kong. This evening of fun is expected to attract 800 people to the Manhattan Disco at the New World Hotel. On behalf of Festival Canada '91 the proceeds of the party will be donated to a local charity. This will be a fun filled evening and one of the premier social events of the Festival. Tickets are available at the Canadian Alumni Association. Call Ms. Rita Mui at 521-4555.

Canadian



Saturday June 15
"This is Canada" Showcases

Starting today travelling showcases, featuring travel and tourism, food products, and the environment, will be displayed at Cityplaza, New Town, and the Landmark, through June 30. See 'ongoing events' section page 20 for details.



Monday June 17 – Sunday June 30
"The Canadian Experience"

Canadian Airlines International and the Hong Kong Hilton will celebrate the 'Heart of Festival' with a Canadian Buffet in the Jade Lotus Restaurant, one of Hong Kong's favourite dining spots. A wide selection of delicacies from all regions of Canada will be flown in especially for this event. Come and treat yourself to a truly "Canadian Experience". Savour lobster, scallops and oysters from the Atlantic coast, wild rice from Manitoba, succulent beef from Alberta and British Columbia smoked salmon.



Saturday June 15 – Sunday June 16
Local Dragon Boat Races

The annual dragon boat race, celebrates a traditional festival, while promoting mutual cooperation among the people of all nations participating. This year's race will include five Canadian teams representing Canadian organizations in Hong Kong; one women's and one men's team from the Canadian Club of Hong Kong, a Festival Canada team composed of joint Canadian alumni graduates, and a Simon Fraser Alumni Association team. At the main beach in Stanley (Tai Tan Bay) all day. Canadian Airlines International will present a trophy to the winning Canadian team. Come out and cheer on our teams!



Monday June 17 – Monday June 24
The Hong Kong – Canada Business Association National Meeting

Representatives from each Hong Kong Canada Business Association across Canada will be meeting in Hong Kong to hold their annual national meeting in conjunction with Festival Canada. Sponsored by Canadian Airlines International.

Canadian



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Canada



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The Heart of Festival Canada '91



Wednesday June 19

Sir David Wilson speaks on the Canada - Hong Kong Relationship

Sir David Wilson will officially open the 'Heart' of Festival Canada '91 at a luncheon hosted by The Canadian Chamber of Commerce. At the Grand Hyatt Hotel, Ballroom, 12:00pm. (by invitation)



Wednesday June 19 - Sunday June 23

Canadian Film Festival

The third annual Canadian film festival will feature *Bethune, Vincent and Me, Case of the Witch Who Wasn't, George's Island, The Legend of Kootenai Brown, Babar, Princes in Exile, Cold Front and My American Boyfriend*. The festival will be launched with a gala reception at City Hall on June 19, followed by the premiere performance of *Bethune*. Nicolas Clermont, the producer of *Bethune*, will introduce the film which was made in Canada, China and Spain. The reception will also honour the visiting Canadian artists Laura Wee Lay Laq, Huang Zhong Yang and Karen Kulyk. See film listings on Calendar of events, page 44-45.



Wednesday June 19 - Monday July 1

Huang Zhong Yang Exhibition

Chinese Canadian landscape and portrait artist, Huang Zhong Yang, now a resident of Regina, Saskatchewan will exhibit his works at the Cultural Centre, foyer, 9:00am-11:00pm daily.



Wednesday June 19

British Columbia Film Industry Seminar

The Province of British-Columbia has organized a seminar on film opportunities in British Columbia. Information on all aspects of the B.C. film industry including, production and co-production projects, investments in post-production facilities, and financing. Speakers will include members of the B.C. film commission, B.C. film producers, film finance specialists and others of interest to Hong Kong film production companies. The B.C. produced films, *The Legend of Kootenai Brown* and *Cold Front* will be shown at the Film Festival. At the Hotel Furama Kempinski, Tang Room 4/F, 3:00-5:00pm. Jointly sponsored by the B.C. Film Commission and Canadian Airlines International.



Thursday June 20 - Monday July 1

Karen Kulyk Exhibition

Following an exhibition in Thailand, this well known Ontario artist will hold an exhibit of paintings produced in her gallery in Thailand. In the Rotunda of Exchange Square. Jointly sponsored by the Asia Pacific foundation and Canadian Airlines International.



Thursday June 20

Asia Pacific Foundation Seminar

The Asia Pacific Foundation and the Government of British Columbia will be hosting a seminar on Asian success stories in Canada with speakers including David Lam, Victor Li and Andrea Eng. Entitled "An enduring partnership: planning the co-prosperity of Canada and Hong Kong" topics such as; bringing deals together; differences in the Canadian context; Hong Kong and British Columbia, ideal locales for shipping and trans-shipment; and potential and opportunities in the 90's, will be discussed. Sponsored by Cathay Pacific, Capital Communications Corporation, Nova Corp. of Alberta, and Ray Connell Barristers & Solicitors. At the Hong Kong Convention and Exhibition Centre. This seminar is being held in association with the Canadian Chamber of Commerce and the Hong Kong Canada Business Association.



Thursday June 20 - Tuesday June 25

Miss Canada in Hong Kong

Leslie McLaren, who won the hearts of many when she was in Hong Kong during New Year holiday will be back to participate in Festival activities such as the Gala Fashion Show, in-store and food promotions. The highlight of her visit will be the official inauguration, with the Commissioner for Canada, Mr. John Higginbotham, of the new Canadian Airlines International 747-400 aircraft, at Kai Tak Airport on June 22.



Thursday June 20

Canada Gala Fashion Show

Hong Kong's fashion industry will be invited to attend a "Gala Fashion Show" featuring a number of Canada's top name fashion designers including Comrags, Brian Bailey, Lyse Spenard, Alfred Sung, Stefan Caras, Parachute, Hilary Radley, Marcelle Danan and Trace, at the Regent Hotel. Sponsored by Canadian Airlines International. (by invitation)



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Thursday June 20 – Friday June 21
All Asia Canadian Business Conference

Representatives from Canadian Business Associations throughout Asia will meet in Hong Kong to discuss the ins and outs of doing business between their respective countries and Canada. The aim is to discuss greater cooperation between the Associations to help Canadian businesses be more competitive in the Asia region. By invitation. Interested parties please contact The Canadian Chamber on 526-3207. This conference is being generously sponsored by the Hongkong Bank and supported by the Hong Kong Hilton Hotel.



Thursday June 20 – Saturday June 22
The University of British Columbia Basketball Team

The UBC basketball team will be in Hong Kong to play local teams. Call the festival 'hotline' for details.



Friday June 21
Music Composer's Seminar "Contemporary music in Canada"

This seminar will be held at the Hong Kong Academy for the Performing Arts at 2:00 pm. Open to music students and all interested. Admission \$10. Dr. Ka Lin Chan, Professor from the University of Toronto faculty of music, Ms. Alice Ho, composer from Canada and Mr. Ringo Chan of Western University will speak on studying and teaching in Canada, the music business, performance activities and associations, and how oriental techniques are incorporated in today's music. Sponsored by the Chinese Canadian Association, Friends of the Philharmonic Society and the Centre of Contemporary Art Hong Kong,



Friday June 21
Bonhomme Carnaval

The symbol of Quebec's Winter Carnival will be in Hong Kong appearing at various festival events through June 30. For more about Bonhomme see page 24.



Saturday June 22
Hong Kong Bill of Rights Conference

Eminent Canadian jurists including the Honourable Bertha Wilson (former Supreme Court Justice) will participate in a conference on the legal aspects of the Bill of Rights. Sponsored by the University of Hong Kong with support from the Commission for Canada.



Saturday June 22
'Colourful Canada Black Tie Ball' hosted by The Canadian Chamber of Commerce

One of the highlights of Festival Canada's social calendar. Organized by The Canadian Chamber of Commerce at the new Island Shangri-La Hotel. A main attraction of the evening will be the silent auction of art donated by prominent Canadian artists.



Saturday June 22
Franchising Forum '91

This Franchising Seminar organized by The Canadian Chamber of Commerce presents Canadian speakers who will share their expertise with the local business community. This full day seminar will give practical advice to those either buying a Canadian franchise in Canada or bringing a Canadian franchise to Hong Kong. At the Hong Kong Convention and Exhibition Centre, 9:00am-5:00pm members HK\$475, non-members \$575 (includes lunch). This event is being sponsored by Canadian Airlines International.





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Saturday June 22

The 'Christening of Festival Canada '91'

Canadian Airlines International will "christen" the newest member of their airlines fleet at a ceremony at Kai Tak Airport. Mr. John Higginbotham, Commissioner for Canada and Miss Canada, Leslie McLaren, will name the Boeing 747-400 "Festival Canada '91". From 12:30-1:30pm (by invitation)



Saturday June 22 – Sunday June 23

International Dragon Boat Festival

Three Canadian teams, a women's and men's team from Vancouver and a men's team from Toronto as well as the local Canadian Club ladies team will be competing in the annual international Dragon Boat competition. In the Tsimshatsui harbour, all day.



Sunday June 23 – Monday July 1

Robron High School Jazz Band

The award winning high school jazz band from Campbell river will be performing at various malls and the picnic on June 30th. The 17 musicians will be playing a variety of jazz and pop favourites. The band is being sponsored by the B.C. Ministry of Education with assistance from Canadian Airlines International.



Sunday June 23

The Chinese Canadian Music Showcase

"A Musical Tribute to Canada". Leading Hong Kong performing artists will give a concert ranging from traditional Canadian and Chinese folk tunes to contemporary ensemble works by Chinese-Canadian composers. The Association aims to emphasize the cultural trend of blending east and west and also to enhance the music education and performance links between Canada and Hong Kong. The concert will take place at the Shouson Theatre of the Hong Kong Arts Centre

Canadian

8:00pm. Sponsored by the Chinese Canadian Association with assistance from Canadian Airlines International. Tickets available through Urbtix, adults HK\$80, students and seniors \$30.



Tuesday June 25

Manulife Maple Leaf Run

The Wanchai Gap Playground is the starting point for this evening run. Designed for both the serious and fun runners, the run will be approximately 8 kms. There will be Maple Leaf Gold Coin prizes for a variety of categories and refreshments served, both compliments of the sponsor, Manulife. 7pm is the registration and aerobic warm-up time, with the run starting at 8pm.



Wednesday June 26

Canada and Hong Kong : Some Legal Considerations

Professor Bill Angus of Osgoode Hall, University of Toronto and Maurice Copithorne, formerly of the Commission for Canada in Hong Kong will speak with Hong Kong representatives in a workshop to be held at the University of Hong Kong .



Wednesday June 26

University of British Columbia (UBC) selection of two visiting students awards for 1991-92

UBC is committed to enhancing its relationships with partners in the Pacific Rim. As a step towards achieving its goal, UBC, in partnership with the Hong Kong UBC Alumni Association, is pleased to announce two UBC visiting student awards. These awards, of C\$10,000 each, are for outstanding undergraduate students currently enrolled in degree programmes at either the Chinese University of H.K. or the University of Hong Kong. The award provides for one year of study at UBC as a visiting student. At the B.C. Government representative office, 901 Hutchison House, 9:00 am.



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Wednesday June 26

Fund raising film premier for the new Canadian International School. Hong Kong Convention & Exhibition Centre, 8:00pm. For further information please contact Albert Wang on 848-4848.



Wednesday June 26

Environment Seminar

Canada's biennial environmental Conference & Exhibition, Globe '92, is collaborating with the Commission for Canada to present a seminar dealing with environmental policy and technology issues common to Hong Kong and Canada. At the World Trade Centre Club (by invitation). For more information call the Commission for Canada 847-7414



Wednesday June 26 – Thursday June 27

Margie Gillis Solo Dance Performance



Contemporary dancer Margie Gillis, of Montreal, will perform at the Cultural Centre, Studio Theatre, 8:00pm. Tickets HK\$100, \$70. For reservations call 734-9009.



Friday June 28

Jean-Paul Sevilla Concert

Pianist Jean-Paul Sevilla, who gave his first recital at age nine and is currently professor of piano at Ottawa University, will give a recital at City Hall, Concert Hall, 8:00pm. Tickets HK\$100, \$80, \$55, \$30, call 734-9009.



Friday June 28

The Editors and World in Review

The award-winning CBC and PBS series will shoot two episodes each of its series *The Editors and World in Review*. The topics will be 'The Future of Hong Kong', 'The Changing Economies of Asia', and 'Hong Kong and Canada'. The episodes will be shown on ATV later this fall.



Saturday June 29

Ofra Harnoy Concert



Cellist Ofra Harnoy, regarded as the "hottest virtuoso in Canada" has appeared as soloist with numerous major orchestras all over the world. Winner of countless awards, her recordings are widely available in Hong Kong. Concert at the Cultural Centre, Concert Hall, 8:00pm. Tickets available at HK\$140, \$100, \$70, \$30. For reservations call 734-9009.



Saturday June 29

Canadian Education Orientation Seminar

A half-day seminar for young people going to study in Canada for the first time. Returning graduates from Canadian Universities will talk on daily living in Canada, guidance and advice on course selection, and university preparation.



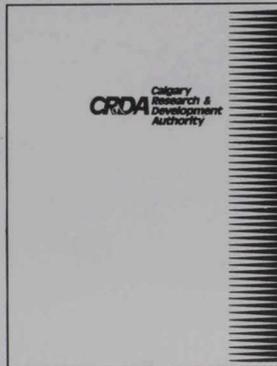
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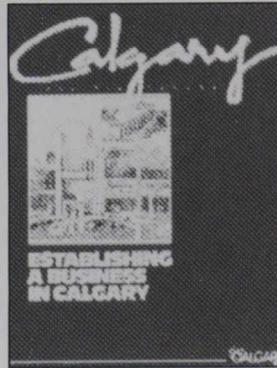
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Market Facts


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Representatives from the Commission for Canada will also be present to provide information on immigration regulations for students. Organized by the Canadian Alumni Associations, Hang Seng Bank's education advisory section, and the Commission for Canada. At the Hong Kong Cultural Centre, Grand theatre, 9:00am-1:00pm. First time students to Canada may reserve seats through Ms. Mona Ng of the Canadian University Association at 541-7434.



Saturday June 29

A Seminar on the Canadian Education System for Hong Kong Career Guidance Teachers

The Hong Kong office of the Vancouver Community College is hosting a seminar designed for career and guidance teachers of local secondary schools who advise students on further studies in Canada. Speakers experienced in guiding local students who plan to study in Canada will be present to address participants. Issues to be discussed include; opportunities available to Hong Kong students in the Canadian post-secondary education system, the use of information and guidance techniques in helping students choose a programme in Canada, and potential difficulties students might encounter while studying in Canada. At the Excelsior Hotel, Gloucester room, 2:00-4:30pm.



Sunday June 30

Festival Canada Picnic

The biggest event of the Festival! This day-long series of events will bring together the Hong Kong and Canadian communities for a fun filled day of sports, charitable games, arts and crafts and Canadian food tasting. This is Canada's way of throwing the biggest possible party for Hong Kong! A variety of local charitable organisations have been invited to participate in the Picnic and fund raise for their various charities. In addition, all surplus funds raised from the day will be distributed to various local charities through the Canadian Club whose sole purpose is to fund raise and offer donations to Hong Kong charities.



Picnic Highlights include:

- Senior citizens walkathon
- Early morning tai chi & aerobics as an East-meets-West warm-up
- Alumni "olympics"
- Celebrity soccer match
- V.I.P. ceremony with Hong Kong & Canadian government officials
- Games for all ages
- Art in the park and face painting for the children
- Children's play area
- Hot-air balloon rides
- Local & Canadian performers on stage throughout the day
- Food & beverage outlets featuring Canadian & local products
- Arts & crafts bazaar
- Totem pole carving and dance by native B.C. Indians
- Photography competition
- Presentation of winning entries to the Singer Stitch and Win competition
- Canadian Universities Alumni reunion centre
- Tents providing information on Canada's provinces.
- A Canadian Chamber of Commerce in Hong Kong booth
- A Canadian Club booth with home made chocolate chip Cookies

At Happy Valley Race Track – inner field 7:30am! until 6:00pm. To join in the Festival Canada Picnic, please purchase entry buttons at HK\$10 each. These can be purchased through the Festival Canada Showcases at Cityplaza Taikoooshing, New Town Plaza or the Landmark throughout the Festival, from June 19 to June 29. Sponsors of this event are Festival Canada Ltd. and the Canadian Club of Hong Kong. For more information call the Festival 'hotline' on 598-0277.



Monday July 1

Dedication of Totem Pole

The totem pole, which was presented at the opening ceremony with Canada's Prime Minister Brian Mulroney, will be officially dedicated to the people of Hong Kong at a ceremony in Kowloon park.



Monday July 1

Canada Day Reception

The Commissioner for Canada, John Higginbotham will host a reception in the ballroom of the Hong Kong Hilton Hotel to celebrate Canada Day (by invitation).



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CANADA 

Events ongoing throughout Festival Canada '91



Childrens' Art Exhibition

Christian Childrens' Fund of Canada, a non-denominational organization with links in over 30 countries dedicated to raising awareness of the plight of children, will sponsor an exhibit of childrens' art of Canada. The exhibit can be viewed at Festival Canada picnic and a number of shopping malls throughout Hong Kong.



Savour Canada

This will be Hong Kong's opportunity to experience a wide range of mouth watering Canadian foods and beverages. In cooperation with Dah Chong Hong, these products will be featured and available throughout the territory in over 40 supermarkets and department stores. In addition, Canadian menus will be featured at a range of hotels, restaurants and a private clubs during the Festival. The following is a list of participating patrons for Savour Canada;

Tsui Hang Village Restaurant	June 12 - 29
Hilton Hotel (Jade Lotus)	June 19 - July 1
Hotel Miramar (Napoleon Grill)	June 21 - July 6
Eaton Hotel	July 1 - 31
Tin Tin Seafood Restaurants	June 15 - 30
Food Street Holdings	June 12 - July 14
Pearl Court Restaurant	June 12 - 30
Maxim's Caterers Ltd.	June 14 - 23
Yohan Department Store	July 19 - 29
Seiyu (Shatin)	July 4 - 17
Shui Hing	June 14 - 30
Tower Club	July 8 - 13
Pacific Club Kowloon	June 19 - 30
Dah Chong Hong	June 12 - July 31
Regal Riverside Hotel	June 23 - 30
Royal Meridien	June 24 - 30
Regal Airport	June 17 - 30



Canadian Festival In-Store Fashion Promotion

To celebrate Festival Canada '91, a Canadian fashion promotion will be held exclusively at Shui Hing from June 14 to July 1, 1991. Designer labels including Roger Edwards, Alfred Sung, Dean Hutchison, and Irving Samuel, as well as other latest fashions from Canada. Shui

Hing, in the heart of Tsimshatsui, was first established in 1926 and since then has become one of Hong Kong's most prestigious department stores. Shui Hing is also participating in Canada's food promotion 'Savour Canada' from June 16 - July 1. During this special promotion,

consumers will have a chance to win fabulous prizes including air tickets and gold coins in the grand lucky draw. This is an opportunity not to be missed. Be sure to come out and see the latest looks from Canada. Store hours 10:00am-8:00pm daily.



"This is Canada" Showcases

The Hong Kong public will be introduced to many new features of Canada through a series of photo and video displays at New Town Plaza (Shatin), Cityplaza (Tai Koo Shing) and the Landmark (Central). Under the common theme "This is Canada", the areas featured will include Canadian food products, Canada as a tourism destination, Canada's contribution to Hong Kong through trade and industry and finally, Canada as an environmental partner.

Saturday, June 15

- Cityplaza - Travel and tourism
- New Town - Food products
- Landmark - Environment/Success stories

Thursday, June 20

- Cityplaza - Food products
- New Town - Environment/Success stories
- Landmark - Travel and tourism

Wednesday, June 26

- Cityplaza : Environment/Success stories
- New Town : Travel and tourism
- Landmark : Food products



Post Office Overstamping

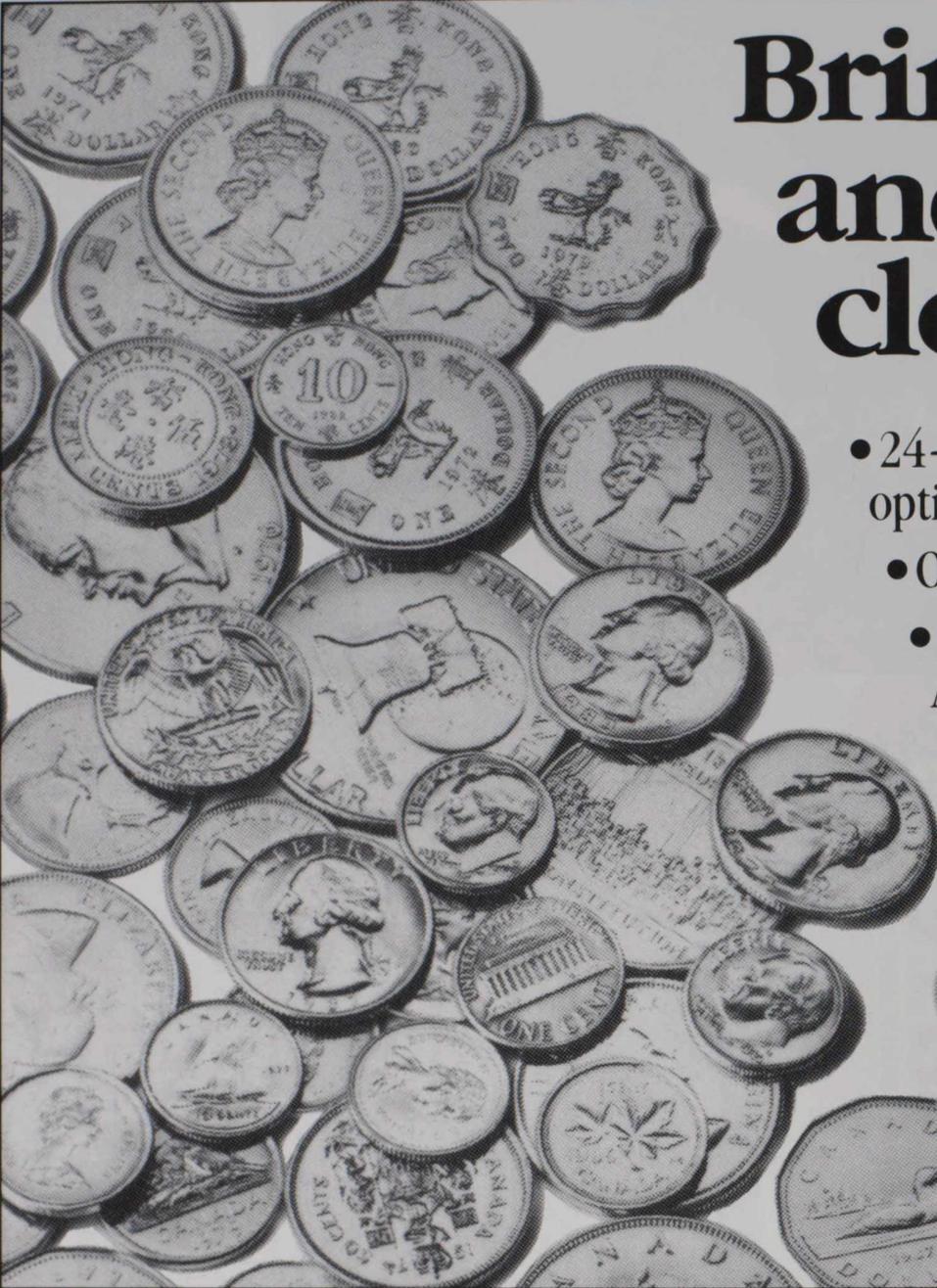
Throughout the period of Festival Canada, all mail will be stamped with the Festival Canada logo which will then be sent all over the world.



Essay Competition "My impressions of Canada"

"My impressions of Canada" is the theme for the Festival Canada essay competition which is to be jointly organized by the Canadian University Association (Hong Kong) and the Sunday Morning Post. Essays of no longer than 500 words should be submitted to: Canadian University Association, P.O. Box #33949, Sheung Wan Post Office, Hong Kong, no later than June 19, 1991. Prizes include a round trip ticket to anywhere in Canada sponsored by Canadian Airlines International, and Maple Leaf Gold Coins. The winning stories will also be published in the Sunday Morning Post.





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Singer 'Stitch and Win' Competition

Submit stitched creations based on the maple leaf design to any of the 11 Singer shops throughout Hong Kong to win prizes.



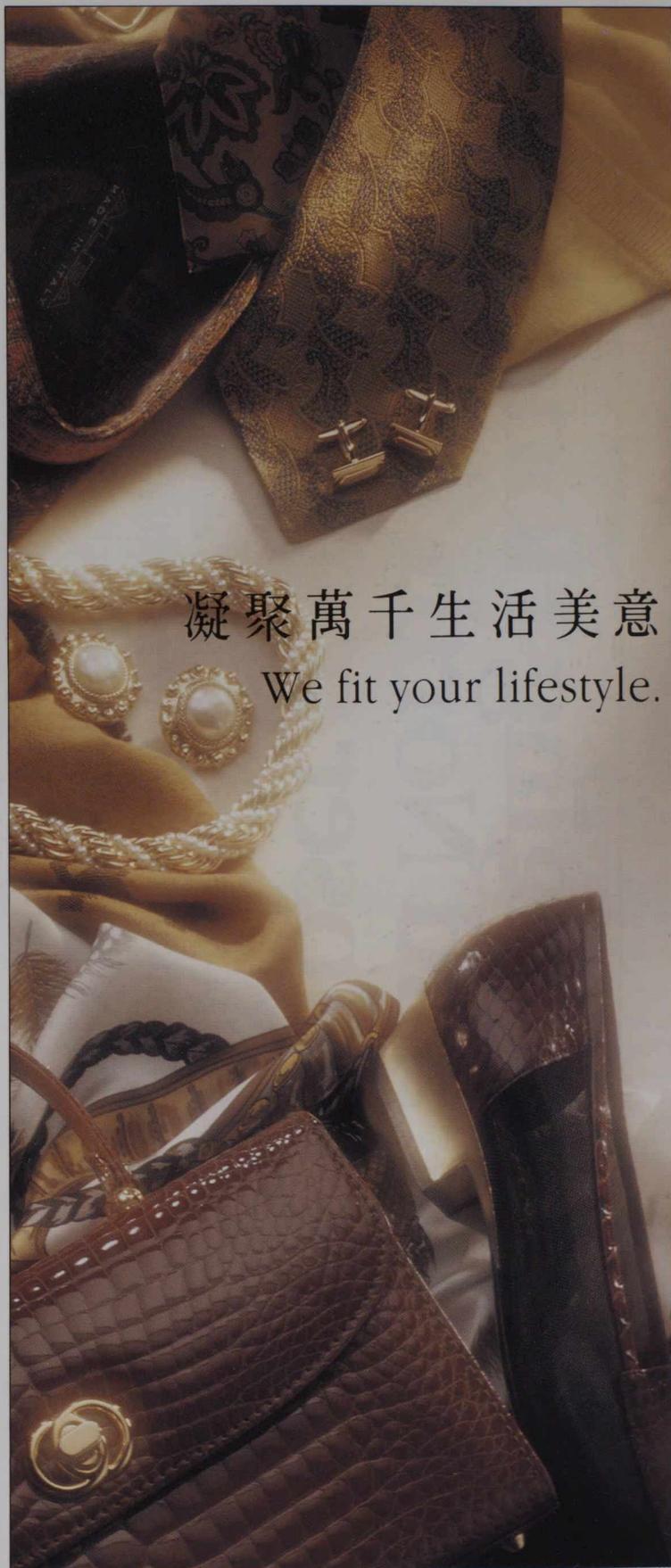
Carving of the Native Canadian Indian Totem Pole

The Prime Minister of Canada, Mr. Brian Mulroney, will be dedicating a totem pole to the people of Hong Kong during his visit on May 24th. A smaller pole will be carved at the 'showcases' at City Plaza, the Landmark, and New Town Plaza throughout the Festival. The large pole will be erected in Kowloon park at the closing ceremony for Festival Canada '91 on July 1st as a memento of lasting friendship between the people of Hong Kong and Canada. For more about the totem pole see Ross Meder's story on page 78.



Photography Competition

A photography competition, jointly organized by the Photographic Society of Hong Kong and the University of Waterloo Alumni Association, will carry on throughout Festival Canada '91 at all public events. The objective is to record the Festival, its events, and participants for the eventual creation of a portfolio of photographs. This will be used as a record and at subsequent exhibitions. The contest rules will be published in seven Hong Kong newspapers. Judges will include three distinguished artists from the Photographic Society, a representative from the Commission for Canada and a member of the Alumni Association. There will be a first, second and third prize, plus a special award from the Commission for Canada.



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Bonhomme inspires a sense of excitement and deep affection to all he sees. His ready smile and contagious enthusiasm exemplify the warm and resilient spirit of Quebecers. Bonhomme is the personification of the renowned "joie de vivre" Quebecers are famous for.

Bonhomme Carnaval is obviously much more than a mascot, he is nothing less than an ambassador for the Quebec Winter Carnaval, the official spokesmen. He is a personality who talks, laughs, dances, expresses his feeling, and commands respect while retaining a certain mystique. Wherever Bonhomme goes his behaviour testifies to Quebecers' friendly

spirit, their gracious hospitality, their respect for tradition and all the love and joy in their hearts. He has represented the Winter Carnaval and people of Quebec in every province in Canada, in the United States, Europe, the Bahamas and now at Festival Canada in Hong Kong.



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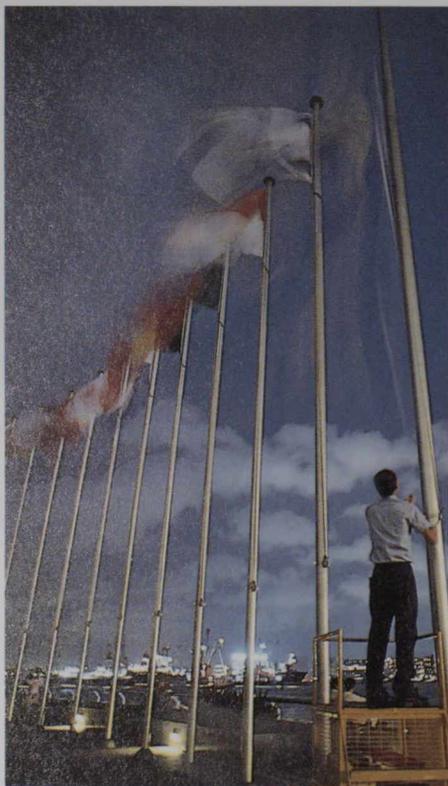
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The Canadian presence in Hong Kong

by Jack Moore



The year was 1969, and it was Stanley Cup season in Hong Kong – which was anything but a high-profile event in those days.

In fact, Canada's annual national sporting frenzy was then so low-key in Hong Kong that the results of crucial playoff games were made known to many Canadian expatriates here by means of a dodgy system known as Beaver-Tail Telegraph.

This was a crude but effective communication network which operated like this: An ex-Vancouver broadcast journalist (working at Commercial Radio Hong Kong, where he had access to international sports news) would telephone the Stanley Cup scores to five Canadians.

Those five Canadians would then each telephone five other Canadians, who would each telephone five more and so on, until all interested members of this tiny, exotic minority were aware of who ruled the ice back home.

You don't have to be a registered historical relic to remember times like that in Hong Kong. It wasn't that long ago when there was a lot of space – geographical, social, financial and psychological – between Hong Kong and Canada.

To say this situation has changed is embarrassingly redundant. In Hong Kong neighbourhoods where a global map was once necessary to merely identify

Canada, every third family now seems to have a friend or relative living in Scarborough or planning to set up a business in Burnaby.

As of early 1991, for instance, the territory contained sixty thousand graduates from Canadian universities – about one per cent of Hong Kong's total population. And dozens of other trans-Pacific ties between Hong Kong and Canada have nowadays become stronger and more visible than ever before.

Tens of thousands of Hong Kongers migrate to Canada every year, and tens of thousands of Canadians now make Hong Kong their home and business address. And at present, everyone agrees the numbers for both these groups of people will continue to increase unabated for several years to come.

"There's no question that the links between the two countries are unusually strong," says Canada's commissioner in Hong Kong, John Higginbotham. "What's even better is that they're the results of unusually close people-to-people relationships – and a quarter of a century of steadily increasing co-operation, and the movement of people back and forth.

"Of course, it goes back well beyond that time, too: many people here still remember that Canadians sacrificed their lives to defend Hong Kong during World War II.

"But even more importantly, it's a special relationship we see extending far into the future. Whatever political difficulties

there may be here in the short term, we are absolutely confident of Hong Kong's bright future as an economic centre in Asia.

"Canada firmly intends to be a part of that future."

The commissioner's sentiments are echoed by Francis Lee, president of The Canadian Chamber of Commerce in Hong Kong.

"Hong Kong and Canada enjoy a very special relationship that was built through educational, family and business ties over many years," he says. "These ties have been strengthened even more in the last few years, when we have seen a tremendous flow of people and investments between the two places; not just Hong Kong emigrants going to invest in Canada, but also a substantial number of Canadians coming to Hong Kong, and Canadian businesses establishing a presence here.

"Our chamber membership, which consists of Hong Kong as well as Canadian-based businesses, is representative of this two-way business flow. I am confident that our chamber will play a significant role in the 1990s in enhancing this business relationship.

"Our chamber is an enthusiastic supporter of Festival Canada, which is a testimony to this unique relationship. We are proud to participate in this festival by sponsoring the trade and business-related seminars and conferences, as well as our annual black-tie ball."

A near-perfect indicator of the ever-growing Canada-Hong Kong relationship, says Canadian Commission counsellor Colin Robertson, is the story of Festival Canada '91 and how it grew.

The event, he explains, started off as a fairly ambitious and large-scale undertaking. Like many enjoyable parties, it quickly outgrew all attempts to keep it at or near its original size.

"It was an extraordinary thing to see, and it was very interesting trying to keep it under control," says Robertson. "It just swelled up like a balloon.

"We began by thinking we would organize 15 or 16 events, and before we knew what had happened, there were more than 50 events on the festival calendar – all of them well worth including in the agenda.

"What seems funny now is that we started off hoping there would be enough activity and interest for a busy and successful

two-week festival. But as things developed, we ended up with a celebration that really starts when the Prime Minister officially launches the festival in late May, and runs to the first of July."

Clearly, he says, this high level of interest in a Canadian showcase in Hong Kong indicates that such a major annual festival is an idea whose time has come – and may even be long overdue.

"Once we started organizing Festival Canada '91," he said, "we simply couldn't believe how much material we had to work with – everything from a pottery exhibition to a huge western barbecue to a ballet company to a three-ton totem pole."

more directly: "In some ways, Hong Kong is like the eleventh Canadian province these days," he says.

"Over the past years, and especially recently, a really tremendous network of contacts has been established between these two countries on a very wide social and economic basis.

"These are contacts that include families, companies, societies – every kind of human association that can span the Pacific Ocean."

But more to the point, says McInnis, they are ties that go well beyond financial expediency: "It's possible to tap into these networks simply in order to do business,



"As we started working on putting Festival Canada together, events and exhibitions and shows and official visits and related happenings just kept coming along, and they were all obviously important and relevant and enjoyable enough to be included in the festival.

"As a result, this is going to be the national show of the year in Hong Kong... but really, it will no more than accurately reflect the importance and significance of Canada's role in this territory in 1991.

"You've seen the numbers, you know the sheer volume of human contact that's taking place between here and there. Those bonds are very strong."

Canadian Chamber of Commerce vice-president Art McInnis phrases it even

of course – but they're not only networks made up of profits and finance. There's also a tremendous reservoir of goodwill here that has been created by the association between Hong Kong and Canada, and I find it very reassuring to see these bonds grow stronger and more numerous every day."

Still, those business ties are the most visible of all the current connections, and universally, business people in the territory agree that even the massive amount of Canada-Hong Kong trade and finance that exists right now might just be the beginning of an even closer relationship in the future.

"From a banker's point of view," says Royal Bank vice-president Tim Gibbs, "the links between Hong Kong and

Canada are based on important investment and trade flows supported by an in-depth understanding of Canada by the people of Hong Kong.

"This has been gained through long-established educational ties (13,000 students went to Canada last year) and, of course, through immigration.

"In Canada," says Gibbs, "the banks have reacted to the influx of Chinese by expanding their capabilities to deal with Cantonese and other Chinese dialects – and indeed, other Asian languages.

"Last year, Canada accepted approximately 23,000 people from Hong Kong. This ever-growing number has created a special relationship with Hong Kong, and has also had a significant impact on Canada.

"Canadian financial institutions are well-established in Hong Kong – and as Hong Kong's love affair with Canada is not likely to wane, growth prospects remain excellent.

"Recently too, Hong Kong has felt something of an impact from arriving Canadians, many of them drawn by the much-publicised growth in Hong Kong-Canada trade and finance."

One recent factor stressed by many Canadians in Hong Kong is that the two-way flow of people across the Pacific now appears to be running freely in both directions.

One thing I've noticed that seems to be a very quickly-developing trend this year," says Pacific Rim's John Henderson, "is the number of people – especially young people – who are coming here from Canada to live and work.

"I don't have any specific numbers on just how many of these people there are," he says, "but I'm certain that I've never seen quite so many of them in previous years.

"I think this is an extremely healthy trend for everybody concerned. When this happens in volume, Hong Kong gets a supply of enthusiastic young professionals, the Canadians who come here get the benefit of working in this fascinating and profitable marketplace, and eventually, when many of these individuals return home, Canada gets people who have international experience and an international perspective."

The growing trans-Pacific affinity is something that's also felt at the provincial level, says Dickson Hall, agent general of British Columbia's busy representative office in the territory.

"During the past few years the impact of Hong Kong on B.C., in particular Vancouver, has been immense," he says. "And during the next few years it will be even greater.

"But the significant point is not the obvious one of Hong Kong people moving to B.C. Instead, it's the increasing economic linkage that results from these human ties.

"As Hong Kong people get to know B.C. and Canada, they will look to establish more businesses. As B.C. and Canadian people and companies get to know more about Hong Kong, they will see its importance as the business centre for China and South-East Asia.

"Time and time again we see B.C. companies coming to Hong Kong and establishing relationships with Hong Kong companies – and then expanding together into China, South-East Asia and to other parts of the world. This is true in various sectors...food products, telecommunications and building products, among others.

"The future of this cross-Pacific partnership," Hall says, "is very positive."

Jack Moore is a freelance writer living and working in Hong Kong

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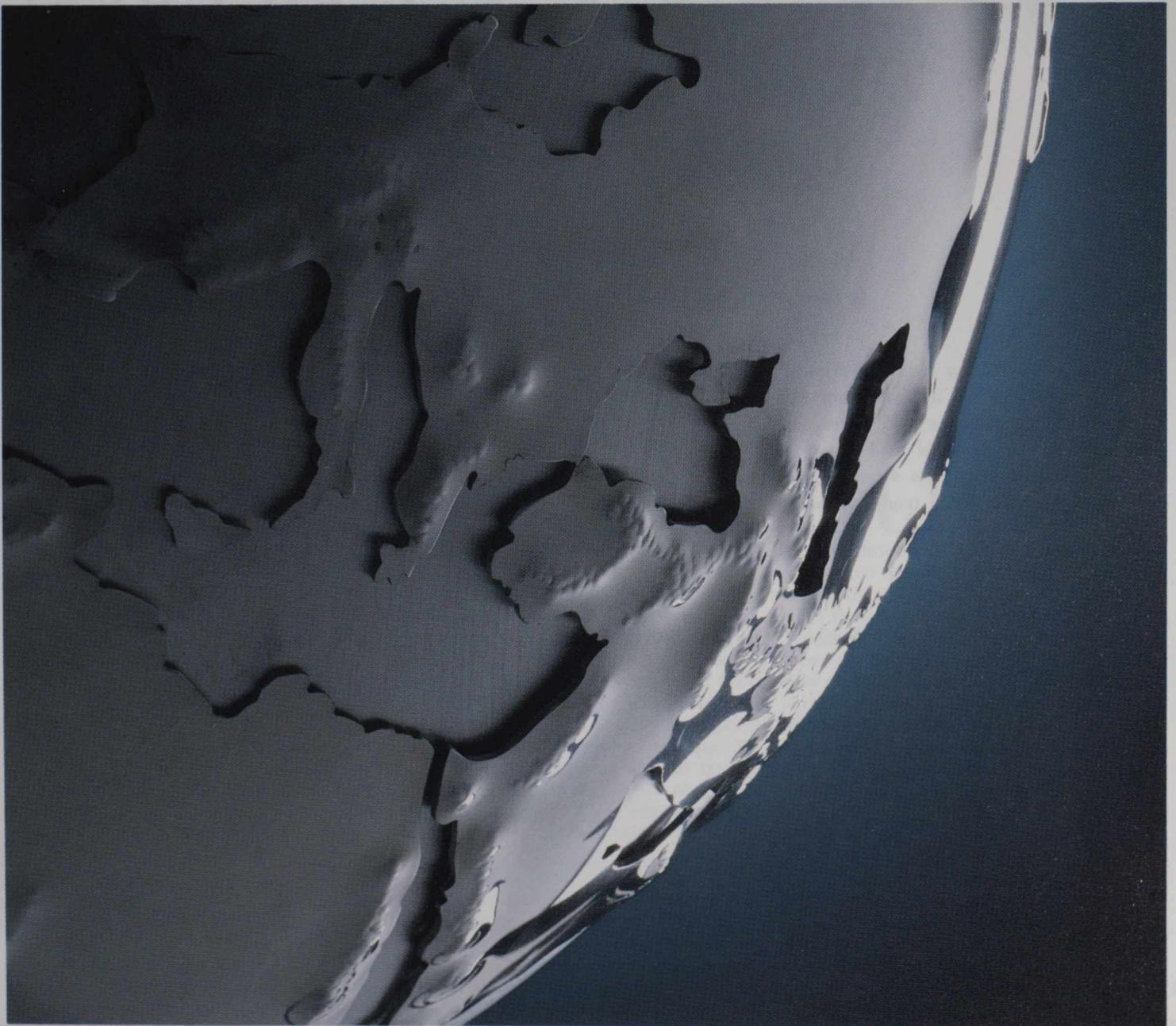
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ALUMINIUM TO THE WORLD

Photo: Michel Pilon.



Canada Hong Kong Trade

WHO'S BEHIND THE FIGURES?

by Harold Mandel

In 1990, Hong Kong imported over HK\$2.7 billion worth of Canadian goods and services. A variety of creative and diverse companies from across Canada are behind this impressive trade statistic.

Delcan International Corporation is a good example of a Canadian consulting company succeeding in Hong Kong and around the world. Delcan began in 1953 specializing in the planning of transportation facilities, and traffic and highway engineering. It expanded through the years into other civil engineering disciplines including structural and systems engineering. Its multi-disciplinary staff comprises engineers, planners, economists, architects and environmental scientists.

Delcan's began doing business in Hong Kong in 1988. An office was established in 1990 that now employs over 10 people. "The development of traffic management systems have been Delcan's first successes in Hong Kong." Says Kenneth Lau, Delcan's Hong Kong operations manager. Delcan has completed the feasibility studies for both the Kowloon Area

traffic control system renewal and enhancement project, and the Tsuen Wan New Town area traffic control system. The company is currently working on the system design and contract preparation for the joint procurement of the renewal of these systems. They have also developed a traffic control and surveillance system for the New Territories' Tate's Cairn Tunnel and its approaches.

"Our future plans in Hong Kong include expanding from systems engineering into other transportation disciplines" says Lau. The Hong Kong office also oversees Delcan's operations in Thailand, Singapore, Malaysia, Indonesia and the Philippines. Anyone who has experienced driving in Hong Kong or elsewhere in South-East Asia will certainly appreciate the opportunities Delcan has before it in the field of traffic management.

Northern Telecom (NT) is one of the growing number of companies helping Canada become synonymous with first-rate telecommunications systems. "We opened our Hong Kong office in the late 70s with a handful of employees, and now have four offices here and in China,

with close to 400 staff in total," Says Dominic Chan, NT's Hong Kong sales manager. NT's China offices are located in Beijing and Guangzhou and there is a manufacturing plant in Shekou.

One of NT's largest projects in Hong Kong has been the installation of the Royal Hong Kong Police Force's private communication network, as well as the switches which connect callers dialling '999' for help. "Switches allowing Hong Kong Telephone customers to dial 108 for directory assistance, 109 for repairs, and 013 for international operators were also supplied by NT," says Mr.Chan. In fact, NT's customers include a veritable "Who's Who" list of essential services in Hong Kong, from HK Electric to the Mass Transit Railway. NT also provides services to what is arguably Hong Kong's most essential service organization — the Royal Hong Kong Jockey Club!

SMED Manufacturing Inc. is a Calgary-based manufacturer of high quality Wood Systems Furniture. SMED office furniture arrived in Hong Kong two years ago with Bob Thorssen, SMED Asia's managing director. Recent successes include the furnishing of an entire floor of offices in





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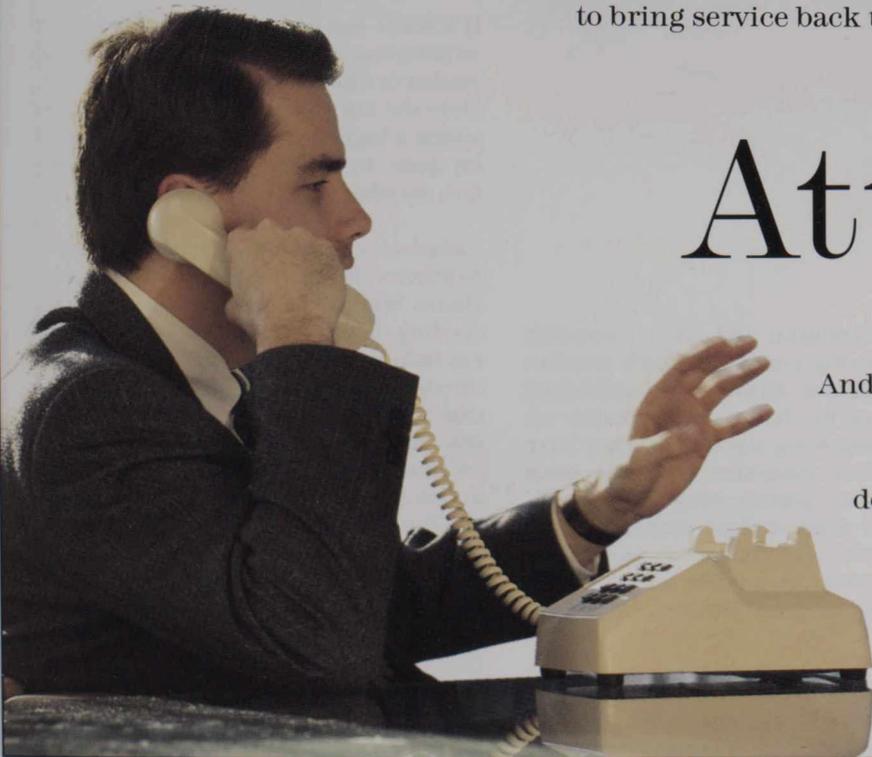
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2306 Jardine House, 1 Connaught Place,
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the Bank of China Tower, and the new Banque Nationale de Paris (BNP) executive office in Central. Regionally, distributors are being considered in Japan, Singapore and Taiwan.

Two features stand out about SMED furniture. First, the luxurious wood veneer. Second, the seemingly impossible four-week lead for production time. Considering that SMED's competitors operate with production schedules ranging from 12-16 weeks, it is remarkable that they can offer such high-quality furniture in such a short time.

"Including shipping, the BNP executive furnishings arrived only 7 weeks after the order was placed!" said Thorsen. "Considering that in the Hong Kong market

quent trips to Canada. Chu noticed that salmon heads at a processing plant were being discarded. While salmon is a well-known meal to Canadians from coast to coast, salmon heads are not.

However, Chu worked together with some suppliers to package the salmon heads as a quality product for human consumption. Today, thanks to some ingenuity, Canadian salmon heads are being enjoyed by many Hong Kong people with over 100,000 pounds of this product imported last year.

DCH is a perfect example of people from Hong Kong and Canada working together to broaden and even create markets for Canadian products.

ing shown by automobile manufacturers. Aluminum is lighter than steel, and is recyclable as well."

Alcan is a good example of a Canadian-based manufacturing company operating and competing on a global scale and succeeding. The fact that the product it produces is recyclable, making it economical as well as environmentally friendly, is a further credit to Canada.

Hiram Walker established his whisky distillery in Canada in 1856. Since then, Hiram Walker Limited has grown to become an international player in the spirits industry, coming under the wing of Allied-Lyons in 1988.

Hiram Walker's flagship brand started out as 'Club Whisky'. However, in 1890, U.S. country of origin labelling requirements resulted in it being changed to the name we are all familiar with today: Canadian Club (CC).

"Hiram Walker Limited still operates a distillery in Canada as well as in Scotland," says Daniel Chiu, Hiram Walker Wines & Spirits Limited's (HWW&SL) senior product manager. As a testament to its diverse operations, HWW&SL's portfolio in Hong Kong includes Courvoisier Cognac, Beefeater Gin, Kahlua, Tia Maria, Evian Mineral Water, Kronenbourg Beer and of course CC.

HWW&SL has been placing emphasis on penetrating and expanding the spirits market in China as well as in Hong Kong. Over the last two years it have been enjoying a high degree of success. It would be quite an achievement to have a billion members of the "Canadian Club".

Canadian companies, such as Delcan, Northern Telecom, SMED, Alcan and Hiram Walker, are competing and succeeding on a global scale in many different industries. Despite the Canadian tendency to downgrade success and maintain a "small country" attitude, Canadians are showing that they can be just as inventive and innovative as anyone else in the world, and in some cases, more so. The fact that Canadian products are successfully competing in Hong Kong, a market where anything in the world can be made available, is a testament to this!

Harold Mandel is the managing director of Marketing Consultants Limited and would like to thank the people mentioned in this article as well as the staff of the Canadian Trade Commission for their assistance.

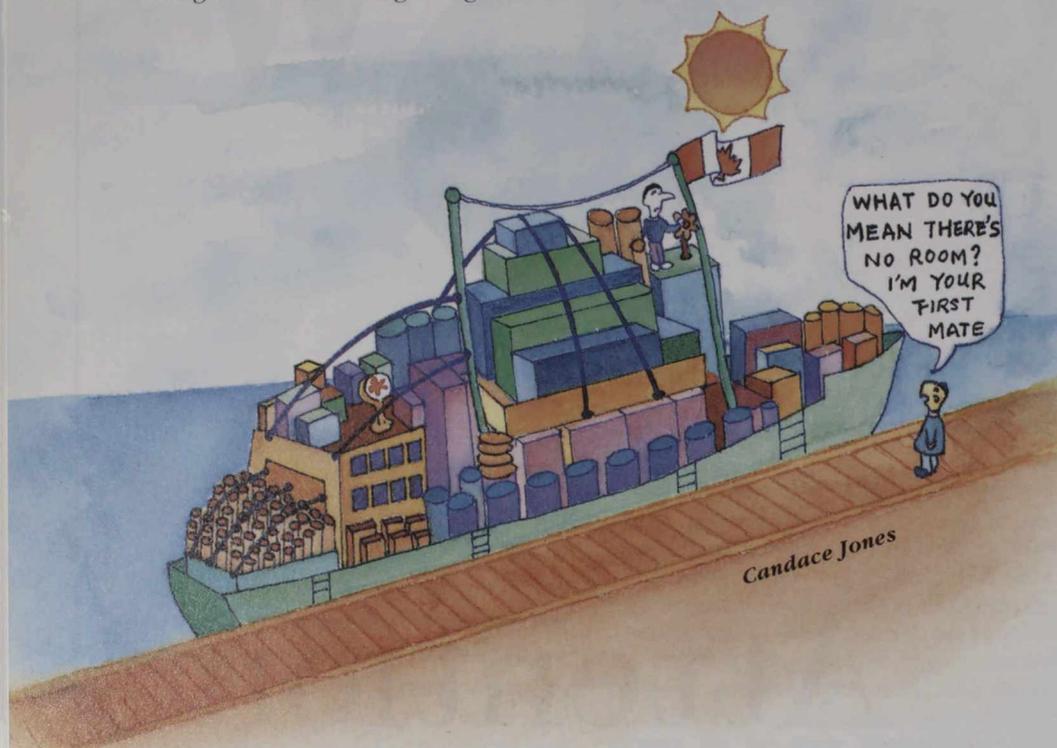
you compete with the world's best, being able to deliver the highest quality wood product in a short time is a definite advantage."

Dah Chong Hong Limited (DCH) is a prime example of a Hong Kong company that is working with Canadian companies to distribute Canadian foods throughout the territory. DCH's 43 outlets as well as its connections with local wholesalers, manufacturers, and distributors ensure that Canadian products are available in establishments ranging from local supermarkets to exclusive restaurants.

H.F. Chu, DCH's assistant general manager related a case in point in which the company worked together with Canadian food processors during one of his fre-

Alcan Aluminum Ltd. is a Canadian manufacturing company which requires no introduction. Alcan is well established in Asia and has had a representative office in Hong Kong since 1948. They have been selling aluminum to China since 1970, and are participating in a \$26-million-dollar joint venture extrusion plant in Shenzhen. The company's pan-Pacific presence includes bauxite mines in Australia and smelting facilities in Kitimat B.C.

In order to both remain competitive and better service its customers, Alcan offers customized aluminum ingots. This saves manufacturers in the region the time and cost of re-melting ingots to add any necessary alloys. Nicolas Rouse, Alcan Asia's director says, "the market for aluminum is expanding with particular interest be-





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by Andrea Hamilton

Foreign Investment in Canada

Supportive government policies and strong economic performance from 1983 to 1989 made Canada a preferred destination for a growing tide of foreign investment. Now that the economy is flagging, however, the flow may ebb unless Canada can prove to investors that they aren't buying a stake in a sinking ship.

For Canada, 1990 was not a banner year. The new decade heralded recession, and by the second quarter the Canadian economy was in a tail-spin after 7½ years of uninterrupted growth. Newspaper headlines told a doom-and-gloom tale of large layoffs and plummeting profits, especially in Ontario, which had seen the greatest expansion during the boom years. Add the failure of the Meech Lake Accord, a drawn-out confrontation with native Indians in Quebec, war in the Gulf, various political scandals and a new goods and services tax, and the result was a recipe for national crisis. Call-in radio shows buzzed with Canadian disaffection for most of the year.

■

“The Free Trade Agreement has helped to boost foreign direct investment. Investors like the idea of a market of 26 million changing to 260 million.”

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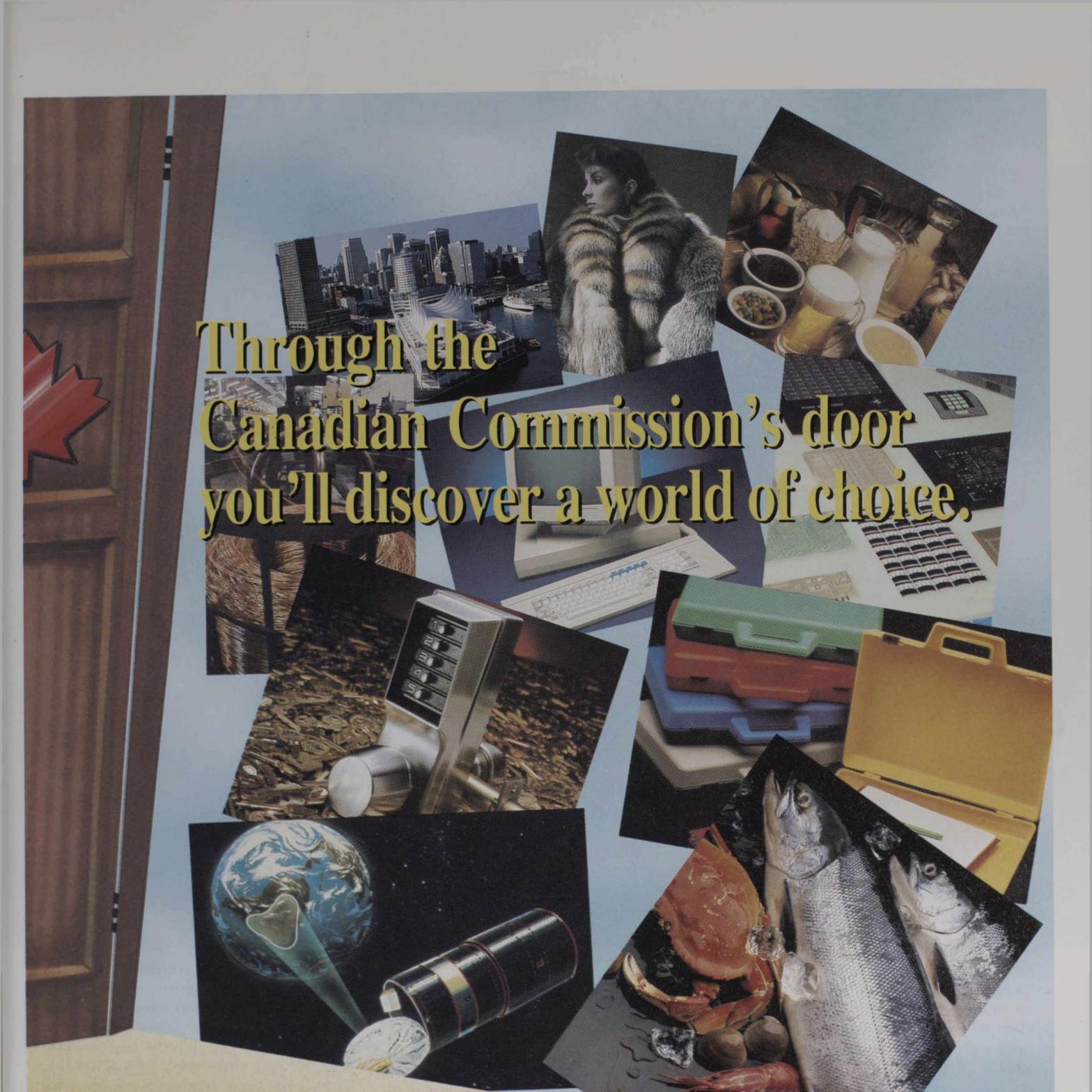
Meanwhile foreign investors went on buying. The value of investments in the fourth quarter of 1990, however, totalled C\$7.2 billion, slightly lower than that for the same period the year before, according to Investment Canada statistics. Similarly, the number of investments and the number of new businesses established fell from the 1989 levels. Mergers and acquisitions dropped by 24% when compared with the number in the first nine months of 1989; in value terms this decrease was 43%, consistent with a worldwide decrease in this activity of 42% from C\$550 billion to C\$317 billion.

But these results were far from disastrous. It seems offshore investors still see Canada as a relatively safe haven for their money. This may be because Canada, for all its current economic and political woes, has a great deal to offer investors. In the majority of instances benefits outweigh drawbacks. These benefits include:

- **Political stability.** A recent issue of *Canadian Business* magazine reported that New York traders on Wall Street were “spooked” by the possibility of Quebec’s succession from Canada. However, stability is a relative matter in a World fraught with political upheaval, so despite the failure of the Meech Lake Accord to bring the province of Quebec into the Canadian Constitution, Canada remains one of the world’s stablest destinations for investors’ funds. In general, the Meech Lake discord has not affected investment in Canada, says Amy Yung, director of the Commission for Canada’s investment program in Hong Kong. “Investors talk about it in conversation, but it’s not an issue in making a decision.”

- **The liberalisation of government policy.** “Canada is open for business,” Prime Minister Brian Mulroney told the Economic Club of New York several years ago, and his Progressive Conservative government, elected in 1984, has supported those words through its free enterprise policies. Restrictions on foreign investment, for instance, have been relaxed considerably. In particular, the government replaced the Foreign Investment Review Agency with Investment Canada in 1985, thus abolishing the review process for most direct takeovers and indirect acquisitions; only acquisitions of control by non-Canadians that are above certain thresholds are now reviewable.

It is government policy to deregulate business. Recent deregulation in the energy, transportation and finance



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Canada 

sectors has encouraged competition and given more leeway to both foreign and domestic investors.

As well, recent federal legislation designated Vancouver and Montreal as international banking centres where certain financial institutions are allowed to accept deposits from and make loans to non-residents on a tax-free basis, provided the loans are not used to earn income in Canada. In addition, provincial legislation allows both Vancouver and Montreal to extend tax incentives to Canadian and foreign corporations carrying out certain international transactions within those cities.

- **Government incentives.** Incentives in the form of cash grants, loans, guarantees, tax reductions and accelerated capital allowances are available to foreign investors on the same basis as local investors. Export-linked incentives are also available, including duty drawbacks on imported components that are re-exported.

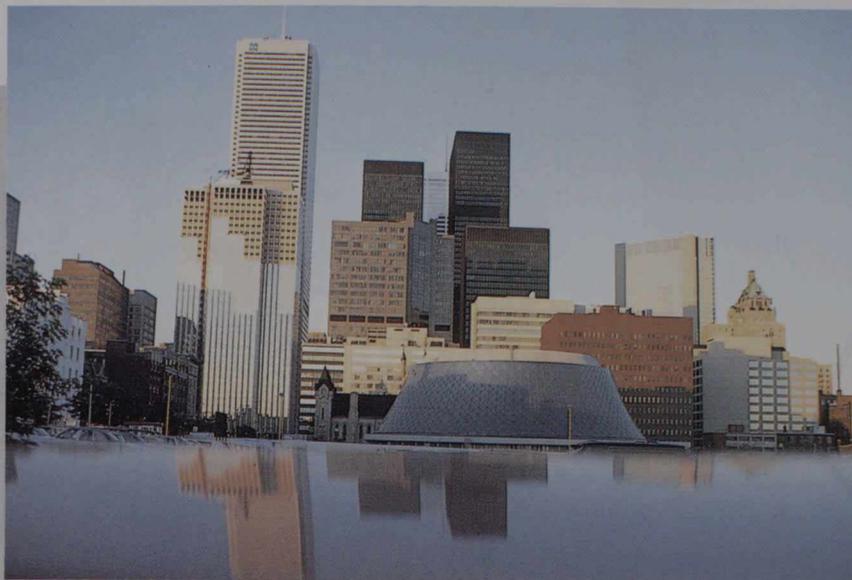
The government may offer special tax and non-tax incentives to investors in the high technology industries it particularly wants to attract. Currently these industries include lasers, biotechnology, advanced materials, waste management and computer software.

- **The Canada-US Free Trade Agreement.** The Free Trade Agreement, now in effect for over two years, significantly increased the reviewable thresholds for American investors to \$100 million for a direct acquisition and \$500 million for an indirect acquisition in 1991. The review of indirect acquisitions by Americans will be completely phased out by 1992.

The Agreement has also helped to boost foreign direct investment from countries other than the United States, according to Yung. She says investors like the idea of a market of 26 million changing to one of 260 million.

Likewise, Canada's entry into trilateral free trade talks with the United States and Mexico is a positive sign to investors. With a population of 85 million — estimated to reach 100 million by the end of the century — Mexico has the potential to become an important market for Canada.

- **Fiscal responsibility.** The current government has taken a hard line approach toward economic recovery in a



series of consistently tough budgets since it came to power. In particular, government spending has been curtailed to reduce Canada's huge budget deficit. This fiscal moderation should add to domestic and foreign confidence and thus help cure the symptoms of past excesses.

In the past few years the Bank of Canada has maintained a policy of monetary restraint to curb inflation, and interest rates have been pushed up as a result, making it difficult for corporations to finance investment. However, interest rates have been falling steadily since May 1990, when the bank rate peaked at 14.05%. These lower rates bode well for both foreign and domestic investors.

The 1990 World Competitiveness Report ranked Canada second among 23 countries in terms of its natural resources

- **Competitive taxes.** After-tax corporate profits as a percentage of GDP have consistently outpaced those in the USA. In an effort to broaden the tax base and increase Canada's competitiveness the federal government introduced a new 7% goods and services tax (GST) which replaced the 13.5% federal sales tax on January 1, 1991. The GST is a value added tax (VAT)-type multi-stage sales tax that will eliminate the tax on all business inputs.

- **Repatriation of capital and earnings.** Canada has no exchange controls or restrictions on the repatriation of capital or earnings of a Canadian business to non-resident investors.

- **Labour.** Canada has a well-educated, highly skilled labour force and the average wage and benefits costs are lower than those of the United States, France, Japan and West Germany. In addition, strikes are on the downturn in Canada, while employee ownership is on the rise. Provincial and federal governments are highly committed to job training programs such as the Skill Investment Program, which provides wage subsidies and reimburses training costs for up to three years.

- **Supply of other commodities.** The 1990 World Competitiveness Report ranked Canada second among 23 countries in terms of its natural resources, which include vast mineral reserves and agricultural products. In particular, Canada has huge deposits of oil, gas, coal and uranium, as well as virtually unlimited hydroelectric generating capacity. It is therefore a net energy exporter. Industrial prices for natural gas and electricity are significantly lower in Canadian cities than in the USA, Europe or Japan.

- **The Changing Pattern of Investment.** All these factors have been influential in attracting and increasing the stock of foreign capital to Canada over the past decade. The pattern of that investment, however, has changed in several ways.

Since Investment Canada was established in 1985, cross-border flows of foreign direct investment (FDI) into Canada have increased from less than \$4 billion an-



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The Canadian economy at a glance

Economic indicators		1987	1988	1989	Latest Data Period	1990 SAAR*
1.	Gross Domestic Product (\$B)	551.3	603.4	651.6	Jan-Jun 90	\$675.3B
2.	Real GDP Growth (%)	4.0%	4.4%	3.0%	Jan-Jun 90	1.8%
3.	GDP Per Capital (\$)	21,627	23,398	24,969	Jan-Jun 90	\$25,487
4.	Trade Balance on Goods & Services (B.O.P) (\$B)	+4.9	+4.4	-0.3	Jan-Jun 90	=\$1.78
5.	Merchandise Trade Balance (\$B)	+11.1	=10.1	=6.9	Jan-Jun 90	+\$9.5B
6.	Trade Balance on Service (\$B)	-6.2	-5.7	-7.2	Jan-Jun 90	-\$7.7B
7.	Exports of Goods Services as % of GDP (%)	26.3%	26.3%	24.9%	Jan-Jun 90	24.8%
8.	Terms of Trade (1986 = 100.0) Index	103.0	105.6	107.0	Jan-Jun 90	105.2
9.	Federal Budget Deficit (FY basis) (\$B)	-28.1	-28.7	-28.9	FY90/91 Est.	-\$28.5B**
10.	Federal Government Deficit (National Accounts) (\$B)	-21.6	-21.0	-23.1	Jan-Jun 90	-\$21.7B
11.	Federal Government Deficit as % of GDP (%)	3.9%	3.5%	3.5%	Jan-Jun 90	3.2%
12.	Federal Government Expenditures as % of GDP (%)	21.8%	21.3%	21.2%	Jan-Jun 90	21.7%
13.	Federal Public Debt Services as % of Revenues (%)	28.0%	29.2%	32.3%	Jan-Jun 90	32.6%
14.	CPI - Rate of Inflation (%)	4.4%	4.1%	5.0%	June 90	4.3%***
15.	Unemployment Rate (%)	8.8%	7.8%	7.5%	June 90	7.5%
16.	Employment Growth (%)	2.8%	3.2%	2.0%	Jan-Jun 90	1.4%
17.	Immigration (Person)	152,098	161,929	190,342	Jan-Jun 90	173,166***

* Aggregated Quarterly Averages - Seasonally Adjusted at Annual Rates
 ** Fiscal Year Basis
 *** Not Seasonally Adjusted

nually to \$11.8 billion in 1989. However, these cross-border flows are not the most significant factor contributing to the increase in the total stock of foreign direct investment in Canada. Rather, reinvested earnings and other factors accounted for 74% of this growth between 1983-89. The high level of reinvestment attests to the enduring benefits of foreign investment.

Mergers and acquisitions have similarly become more and more important as compared to new businesses or business expansions. In the early '80s, acquisitions only accounted for 7% of total gross inflows of foreign direct investment, while recently they comprised more than 50%, accounting for a value of \$30 billion in 1989. Foreign takeovers have been mainly in manufacturing (34%); retail trades (27%); and transportation and storage, communication and other utilities, finance and insurance industries, and real estate businesses (20%). Reports of the extent of foreign direct investment in real estate, especially in western Canada, have been for the most part exaggerated.

One of the more striking developments in the pattern of foreign investment in Canada is the declining importance of American investment. Though the USA is by far the single largest source of FDI in Canada, its share of the total has decreased from 79% in 1980 to 68% in 1989 to an even lower level of 52.7% in the last quarter of 1990, while the shares held

by the United Kingdom, Japan, West Germany, the Netherlands, France and Switzerland have increased. Japan's investment in Canada has been growing by 12% annually the USA's has been growing at 6%. Hong Kong's investment has shown phenomenal growth, doubling each year from 1986 to 1988. However, the amount invested by Hong Kong only comprises 1% of the total stock of foreign direct investment.

The industrial distribution of foreign controlled assets varies depending on the country of control. Of Japan's assets, for instance, 75% are in wholesale trade, while 70% of Britain's assets are in manufacturing. Real estate has attracted the most investment from Hong Kong.

Geographically, investment is primarily centred in Canada's manufacturing heartland: 60% of investments are in Ontario (50% in value terms), 13% in Quebec, 12% in British Columbia and 10% in Alberta.

INVESTMENT INFORMATION SOURCES

The Government of Canada provides numerous services to investors, primarily through the Investment Development Program. Investment Canada and Canadian embassies, commissions and consulates abroad can provide market and industry profiles; details of relevant government policies, programs and incen-

tives; contacts in federal, provincial and municipal governments as well as the private sector; and information about business sites and communities. "Besides providing information we can make appointments for investors with government bodies and with companies in Canada which are interested in joint ventures or are wishing to be acquired," says Yung.

For more information contact:

Investment Canada
 P.O. Box 2800, Station "D"
 Ottawa, Ontario
 Canada K1P 6A5
 Tel: (613) 995-0465
 Fax: (613) 996-2515
 Telex: 053-4450

Commission for Canada
 13th Floor, Tower 1
 Exchange Square
 8 Connaught Place
 Hong Kong
 Tel: 847-7414
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Andrea Hamilton is an editor/research officer for The Hongkong and Shanghai Banking Corp. Ltd.

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Canada's Prime Minister Brian Mulroney



Festivals linking Hong Kong and Canada provide a symbol of the important bond between our two peoples.

The theme of Festival Canada '91, "Canada and Hong Kong: Friends Yesterday, Today and Tomorrow", reflects the special nature of our relationship. During the month of June, the people of Hong Kong will have an opportunity to enjoy the best of Canada in a series of events featuring our culture, our fashion, and our food.

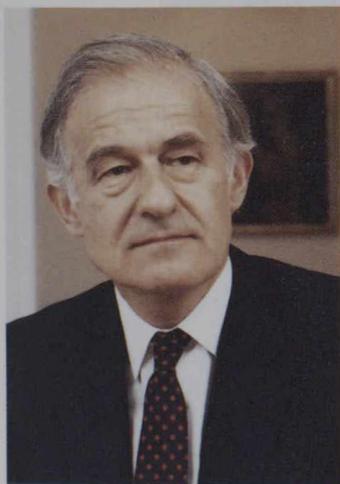
The Festival builds on the durable and vibrant ties that we have developed over a century and a half. Canada is very much a country with significant links to the Pacific. Our trade and business interests in Hong Kong. The strength of our relationship is also derived from the family bonds and personal contacts that have been established between our peoples through education and institutional networks.

These are challenging times. I have confidence that the partnership between Canada and the people of Hong Kong will endure and deepen. As Hong Kong looks to the future, Canadians recognize the importance of sustaining the special friendship between our two countries.

Sir David Wilson GCMG

Festival Canada '91 in Hong Kong, and the reciprocal festival that Hong Kong will take to Canada next year, illustrate the special relationship which exists between us.

Hong Kong's links with Canada date back to the last century when the first Canadians began to explore the benefits of this new trading post in East Asia. Today, Hong Kong and Canada are partners sharing in the economic growth of this dynamic region. But our ties go beyond trade. Canadians fought and died for Hong Kong during the second World War; and now many emigrants from Hong Kong are finding new homes in Canada, while retaining ties with their friends and families here.



Festival Canada '91 will highlight and strengthen this special relationship. It will encourage the already strong commercial interests between our two communities. It will provide opportunities for us to learn more about Canada's culture and heritage, and to celebrate the friendship between the people of Hong Kong and Canada.





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Recreation and Culture Branch

Urban Council

Regional Council

Hong Kong Trade Development Council

Hong Kong Tourist Association

Government Information Services

Hong Kong Post Office

Marine Department

Fire Services

Canadian Provincial Governments:

British Columbia

Alberta

Saskatchewan

Manitoba

Ontario

Quebec

New Brunswick

Prince Edward Island

Newfoundland and Labrador

Nova Scotia

Yukon

Northwest Territories

Others

The Canadian Chamber of Commerce in Hong Kong

The Canadian Club in Hong Kong

The Chinese Canadian Association in Hong Kong

Canadian University Alumni Associations in Hong Kong

The Asia Pacific Foundation

Hong Kong-Canada Business Association

Vancouver Community College (Hong Kong office)

Public Relations and Event Coordinator

Public Relations International Services Management
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Calendar of Events

FESTIVAL CANADA '91

THE HEART OF THE FESTIVAL RUNS FROM

June 19th - July 1st

Festival Canada Hotline: 598 0277



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COMPLETE LIST OF EVENTS

For further details check your local newspaper or call the Festival Canada Hotline on 598-0277

Launch

Launch of Festival Canada '91 by Canada's Prime Minister Brian Mulroney *Hong Kong Convention Centre, May 24, 11:30am*

Preview Period

 **Prime Minister's Luncheon** *Grand Hyatt (by invitation), May 24, 12 noon*

 **Commemoration of The Battle of Hong Kong and the Canadian Sacrifice** *Sai Wan Cemetery, May 25, 9:00am*

 **Gift of bus for the handicapped by Mrs. Mulroney.** *Promenade, City Hall, May 24, 3:00pm*

 **Manufacturer's seminar.** *Hotel Victoria, May 29, 2:00-5:30pm*

 **Canadian "National Pavilion" at Intertour '91.** *Hong Kong Convention and Exhibition Centre, May 30-June 1*

 **Les Grands Ballets Canadiens.** *Hong Kong Cultural Centre, June 7-9, 7:30pm*

 **IBEX '91 HK Convention & Exhibition Centre,** *June 12-15*

 **Dorothy Lam Lecture by Jeffrey Simpson** *Furama Hotel, June 14, 12:00pm (by invitation)*

 **Disco Party.** *Manhattan Disco. New World Harbourview, June 16, 10:00pm*

 **Local Dragon Boat Festival.** *Stanley Bay, June 15-16, all day*

 **Festival Canada on Ice at City Plaza Ice Palace,** *from Friday, June 14-Monday, June 17 at 5:30 & 6:30pm daily*

Key to logos

 **Social events**

 **Culinary events**

 **Business events**

 **Education events**

 **Family events**

 **Cultural events**

#Films numbered (refer to film listing below)

Sunday June 23

 **Canadian Film Festival** *City Hall Theatre, Film #6, 10:30am; #7, 12:30pm; #4, 2:30pm; #8, 5:30pm; #10, 7:30pm; #5, 9:30pm; Space Museum Theatre; #9, 2:30pm & 6:30pm*

 **International Dragon Boat Festival** *Harbor, Tsimshatsui East, all day*

 **The Chinese-Canadian Music Showcase** *Shouson Theatre, HK Arts Centre*

 **Robron High School Jazz Band arrives in Hong Kong.** *Appearing at Festival events, until July 1*

Friday June 28

 **Jean-Paul Sevilla piano recital** *City Hall, Concert Hall, 8:00pm*

 **Ongoing events**
Children's Art Exhibition; Savour Canada; carving of the Native Canadian Indian Totem Pole; photography competition. Canadian fashion in-store promotion, essay contest. "This is Canada" Showcase, featuring travel and tourism, food products and the environment. (See local newspapers or call the Festival hotline for details)

HEART OF FESTIVAL CANADA

Wednesday June 19

 **Festival Canada '91 Opening Ceremony - Sir David Wilson Luncheon (by invitation)** *The Grand Hyatt Hotel, 12:00pm*

 **Canadian Film Festival** *City Hall Theatre, #1, 7:30pm; #2, 9:30pm*

 **British Columbia Film Industry Seminar** *Hotel Furama, 3:00- 5:00pm*

 **Huang Zhong Yang Exhibition** *Cultural Centre Foyer, 9:00am-11:00pm daily through July 1st*

Monday June 24

 **Ongoing events**
Children's Art Exhibition; Savour Canada; carving of the Native Canadian Indian totem pole; photography competition. "This is Canada" Showcase, featuring travel and tourism, food products and the environment; Karen Kulyk Exhibition; Huang Zhong Yang Exhibition, Canadian Fashion in-store promotion, photography contest, (See local newspaper or call the Festival hotline for details.)

Saturday June 29

 **Canadian Education Orientations Seminar** *Grand Theatre, Cultural Centre, 9:00am-1:00pm*

 **Ofra Harnoy Cello Concert** *City Hall Concert Hall, 8:00pm*

 **A Canadian Education System Seminar for Guidance Teachers** *Excelsior Hotel-Gloucester Rooms, 2:00-4:30pm*

Thursday June 20

 **UBC Basketball** *local team*

 **Canadian Film Festival** *City Hall Theatre, #1, 5:30pm; #2, 9:30pm*

 **Canada Gateway Show** *(by invitation) Regent Hotel*

 **All Asia Canadian Business Association Conference** *(by invitation) Exhibition Centre*

 **Asia Pacific Seminars** *Exhibition Centre*

 **Karen Kulyk Exhibition** *Rotunda, Exchange Square, Until July 1st*

 **Miss Canada arrives in Hong Kong** *Look for her Festival events*

Tuesday June 25

 **Manulife** *Wanchai Gateway, 7:00pm Registration Start*

 **Ongoing events**
Children's Art Exhibition; Savour Canada; Carving of the Native Canadian Indian Totem Pole; Photography Competition

Sunday June 30

 **Celebrate** *Canada Picnic*
 **Soccer games, touch football, hot air balloon rides, performance, early morning tea**
 **Park, totem pole carving, bazaar, games, food, and much, much more!**
Happy Valley Racetrack 7:30am-6:00pm

Canada

June 20

ball team vs
 Film Festival
 re, Film #10,
 3:30pm; #3,
 Fashion
 (itation) Regent
 adian
 ociation
 Hilton Hotel, all
 day (by invitation)
 Foundation
 < Convention and
 Centre
 Exhibition
 nge Square,
 arrives in
 Look for her at

June 25

Maple Leaf Run
 Playground,
 stration, 8:00pm
 Exhibition;
 Carving of the
 Indian Totem
 Photography Competition.

June 30

Canada Picnic
 e, touch
 t air balloon
 rmers, early
 i chi, Art in the
 pole carving,
 es, food, and
 h more Happy
 ack, 7:30am-

Friday June 21

-  **Canadian Film Festival**
City Hall Theatre, Film #4, 5:30pm; #5, 7:30pm; #10, 9:30pm
-  **The Charter Of Rights Conference** *University of Hong Kong*
-  **All Asia Canadian Business Association Conference** *Hilton Hotel, all day (by invitation)*
-  **Music Composers Seminar**
Heng Fong Academy For Performing Arts, 2:30pm
-  **Bonhomme Carnaval, at various Festival events**
until June 30th

Wednesday June 26

-  **Fund raising film premier for the new Canadian International School**
Hong Kong Convention & Exhibition Centre, 8:00pm
-  **Margie Gillis Modern Dance Performance** *Hong Kong Cultural Centre, 8:00 pm*
-  **The University of British Columbia Visiting Student Award for 1991-1992 BC**
Government Office, 901 Hutchison House, 9:00am
-  **Environment Seminar (by invitation)**
-  **Canada and Hong Kong: Some Legal Considerations** *University Of Hong Kong*

Monday July 1st

-  **Canada Day Reception**
Hilton Hotel (by invitation)
-  **Dedication of Totem Pole**
Kowloon Park

Saturday June 22

-  **UBC Basketball team vs local team**
-  **Canadian Film Festival**
City Hall Theatre, Film #6, 10:30am; #7, 12:30pm; #4, 2:30pm; #8, 5:30pm; #10, 7:30pm; #5, 9:30pm; and at the Space Museum Theatre #9, 2:30pm-6:30pm
-  **The "Christening Of Festival Canada '91" Canadian Airlines Int'l 747-400 Kai Tak Airport, 12:30-1:30pm (by invitation)**
-  **Canadian Chamber Of Commerce Black-Tie Festival Ball** *Island Shangri-La, 6:30pm (by invitation)*
-  **International Dragon Boat Festival** *Harbour, Tsimshatsui East, all day*
-  **Franchising Forum '91 Seminar** *HK Convention and Exhibition Centre, 9:00am-5:00pm*
-  **Hong Kong Bill Of Rights Conference** *University of H.K.*

Thursday June 27

-  **Margie Gillis Modern Dance Performance** *Hong Kong Cultural Centre, 8:00 pm*
- Ongoing events**
Children's Art Exhibition; Savour Canada; Carving of the Native Canadian Indian Totem Pole; "This is Canada" Showcase; photography competition. (See Ongoing Events listing)

Canadian Film Festival

- | | |
|-------------|---------------------------------|
| Film Number | |
| #1 | Bethune - The Making of a Hero; |
| #2 | Cold Front; |
| #3 | My American Boyfriend |
| #4 | Babar; |
| #5 | Legend of Kootenai Brown; |
| #6 | The Witch that Wasn't; |
| #7 | Vincent & Me; |
| #8 | George's Island; |
| #9 | Heartland. |
| #10 | Prince in Exile |
- (See local newspaper or call the Festival hotline for details)*

Ongoing Events

-  **Children's Art Exhibition:**
The Christian Childrens' Fund of Canada will sponsor an exhibition of Canadian Childrens' art. The exhibit will be at various malls and at the Canada Day picnic in Happy Valley
-  **Post Office Overstamping:**
All mail will be stamped with the Festival Canada Logo
-  **Singer 'Stitch and Win' Competition:** *Submit stitched creations, based on the maple leaf design, to any of the 11 Singer shops in Hong Kong to win prizes*
-  **'Savour Canada' Food Promotion.** *Various hotels, department stores restaurants and clubs throughout Hong Kong*
-  **Huang Zhong Yang painting exhibition.** *Hong Kong Cultural Centre Foyer, 7am-11pm daily*
-  **Karen Kulyk painting exhibition.** *Exchange Square Rotunda.*
-  **Canadian Fashion in-store promotion.** *Shiu-Hing Kowloon Store, 10am-8pm daily*
-  **Photography Contest.** *At all Festival events*
-  **"This is Canada" Showcase, featuring travel and tourism, food products and the environment.** *At Cityplaza, the Landmark and New Town Plaza, June 15-30*
-  **Robron High School jazz band.** *Various malls and Celebrate Canada picnic*
-  **Chinese Canadian Musicians Showcase** *Broadcast on Radio 4*
-  **Laura Wee Lay Laq Pottery Exhibition** *Fringe Club, June 4-12, Sir Run Run Shaw Exhibition Centre, June 14-24*
-  **Totem Pole Carving at the 'This is Canada' Showcase**
May 24-July 1



Published by The Canadian Chamber of Commerce in Hong Kong. For membership information please call 526 3207

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HONG KONG FESTIVAL IN CANADA '92

*CANADA AND HONG KONG -
Friends Yesterday, Today and Tomorrow*

The idea of Festival Canada in Hong Kong and the Hong Kong Festival in Canada came about after the visit to Canada by the Governor of Hong Kong, Sir David Wilson, in May 1990. In view of the growing ties between Canada and Hong Kong, it was felt that a two-way exchange in the form of festivals featuring trade, culture and recreational activities would cement the existing close relationship and increase mutual understanding between the two places. We therefore welcome the Canadian Commissioner's initiative of staging Festival Canada in Hong Kong from 19 June to 1 July. The central theme of the two Festivals is: "Canada and Hong Kong - friends Yesterday, Today and Tomorrow".

To reciprocate, the Hong Kong Government, in conjunction with the Urban and Regional Councils, the Hong Kong Trade Development Council, the Hong Kong Tourist Association,

other major organisations in Hong Kong and local community leaders in Canada, will jointly organise the Hong Kong Festival in various cities in Canada in the autumn of 1992.

Like Festival Canada, the Hong Kong Festival will feature a wide range of cultural, sporting, social and business events with the objective of promoting better integration of the Hong Kong Chinese into Canadian communities. Major highlights of the Hong Kong festival in Canada will include trade and business promotion, cultural performances, food festivals, film shows, exhibitions related to Hong Kong and recreation and sports events. Moreover, cultural galas will be organised to raise funds for local Canadian charities.

The public is encouraged to participate in the exciting and educational events of both Festivals

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■ Hong Kong Canada Trade Facts

Hong Kong and Canada continue to enjoy healthy relations. Hong Kong has excellent communication and financial services, is ideally located and enjoys an established and stable legal system. The Sino-British agreement on Hong Kong's future ensures that its importance as a regional centre will extend well beyond 1997. The agreement guarantees the continuation of Hong Kong's existing capitalist economy and trade systems, a free port and a separate customs territory. In accordance with its provisions, on 23 April 1986, Hong Kong became a separate contracting party to the GATT, a status which the government of the People's Republic of China has formally declared will be retained after 1997.

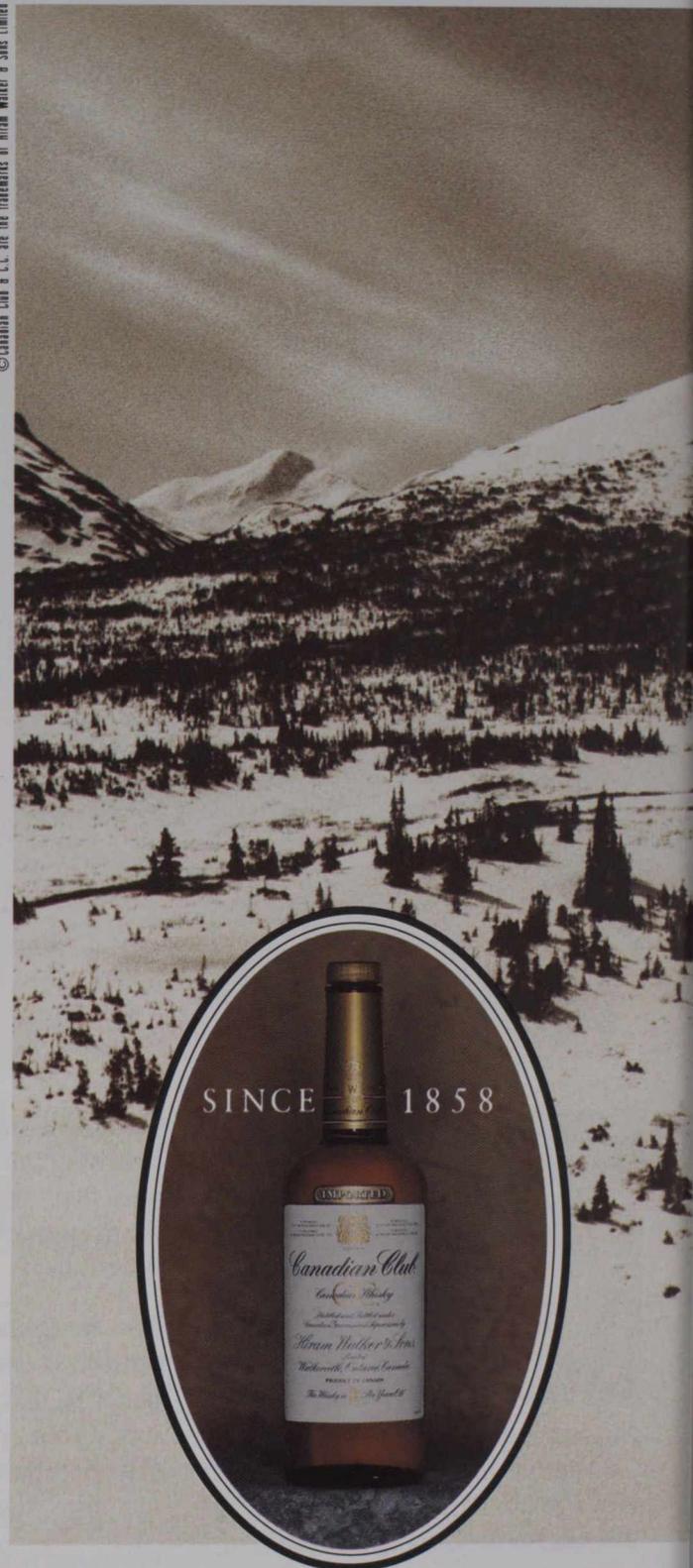
The economy of Hong Kong is highly externally oriented and dependent on trade with the rest of the world. The value of Hong Kong's total trade amounted to over C\$200 billion last year with half that amount accounting for imports. Due largely to its limited natural resources, Hong Kong has to import most of its requirements.

As a matter of fact:

- Hong Kong imports worth over C\$ half a billion each year. Most goods enter free of import duty, although a few commodities such as tobacco and alcoholic beverages are subject to excise duties for revenue purpose.
- Canada is Hong Kong's largest supplier of gold coins.
- Hong Kong is a major market for Canadian products such as plastic materials, precious metals, paper, paperboard and articles of paper pulp.
- Eight provinces, British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Prince Edward Island, and Newfoundland/Labrador have set up offices in Hong Kong.
- There are over 70 Canadian companies with branch or subsidiary operations in Hong Kong.
- Hong Kong is one of the world's major financial centres in which banking and insurance play a vital role. Six major Canadian banks are represented here along with six Canadian insurance companies.
- Canada ranks among Hong Kong's major export markets with over C\$1 billion, (half of this in clothing and textiles), of Hong Kong's overall domestic exports.
- There are approximately 14,000 Canadian citizens now living in Hong Kong. This represents one of the most significant foreign presences in Hong Kong.
- There are now about 16,500 Hong Kong students in Canada and it is estimated that 50,000 students have returned to Hong Kong as Canadian university graduates.
- Hong Kong is a major source of investment for Canada. It is estimated that direct investment in Canada was in the range of C\$1 billion last year.

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A PROFILE



The Asia Pacific Foundation of Canada

The Asia Pacific Foundation of Canada is an independent, nonprofit organization established in 1984 by an Act of Parliament unanimously supported by all three parties. Its headquarters are in Vancouver, British Columbia and it has offices in Ontario, Quebec, Saskatchewan and Singapore. Offices are planned for Taiwan and Japan in 1991.

Running a wide range of practical programmes, the Foundation employs 24 people. It receives financial support from the federal government, the provinces of British Columbia, Saskatchewan, Ontario and Quebec, and a growing number of prominent private sector companies.

Programmes run by the Foundation include:

- The Media Fellowship Programme
- The Business Associates Programme
- Bringing Asia into Canadian Classrooms Programme
- Promoting Cultural Awareness Programme
- Pacific Information Exchange (PIE)
- Developing Cross Cultural Communication Skills Programme

Twenty four volunteer members of the board of directors represent government, academia and the private sector from across Canada. Arthur S. Hara, chairman of Mitsubishi Canada Ltd., has served as chairman of the board since 1987.

A distinguished group of international advisors has also offered its services to the Foundation.

Graeme D. McDonald, on secondment from Northern Telecom, became president and chief executive officer in December 1989. He has experience in business, government and academia, three areas vital to the Foundation's success.



Canadian Club

This year the Canadian Club of Hong Kong is celebrating its 40th year of bringing Canadians and Hong Kong people together comradeship. For newcomers to Hong Kong, the club serves as a bridge between two widely disparate cultures and a means of meeting people. For those who have lived in Hong Kong for a long time, it helps preserve a sense of national identity and keeps alive the links with home.

The main purpose of the Canadian Club has not altered since it was formed in April 1949. It has grown from a handful of enthusiasts to a family membership of 350. In 1949, the Club's activities consisted of one barbeque picnic at Big Wave Bay and a Canada Day Ball. This past year, more than 200 members celebrated Canadian Thanksgiving in traditional style, 250 attended the New Members' Cocktail Party and 500 danced at the annual Christmas Ball.

Other activities include monthly coffee mornings and speakers, tram parties, pot luck luncheons, a Canada Day brunch, children's Christmas and carolling parties. Sporting events include dragon boat racing, hockey, broomball and bowling. A monthly newsletter keeps members abreast these activities, other Canadian news and general matters of interest.



The Chinese Canadian Association of Hong Kong

The Chinese Canadian Association was formed three years ago. Most members are Chinese Canadians living in Hong Kong. Objectives of the Association are multi-faceted: to liaise and co-ordinate with Chinese Canadians in Hong Kong to act on issues that are of common concern to our constituents; to promote social and cultural exchange between Hong Kong and Canada; and to motivate Chinese Canadians in Hong Kong to contribute their time and skills to worthwhile causes which benefit Hong Kong.

Currently the Association is taking the leading role in establishing the Canadian International School in Hong Kong. The school is located in Causeway Bay and will be ready to open in September of this year (see Art McInnis' story on pg. 70).

In the first year of operation the school will have six grades ranging from reception class and grades one through five. The school is currently interviewing student applicants and actively recruiting teaching staff.

OF CANADIAN ORGANISATIONS IN HONG KONG

The Canadian Chamber of Commerce in Hong Kong

The Canadian Chamber of Commerce is an independent, nonprofit organization with a mandate to foster bi-lateral trade and investment between Hong Kong and Canada. Since its inception in 1977, The Canadian Chamber of Commerce has grown from a loose collection of business people to an organization of over 950 members. The membership is comprised of Canadian corporations in Hong Kong, Hong Kong based companies interested in trading with and investing in Canada, and individual members.

The Canadian Chamber of Commerce in Hong Kong is now the largest Canadian chamber of commerce outside of Canada. We serve a growing community in Hong Kong, interested in both the commercial and cultural links between the two areas. It is estimated that there are over 60,000 Canadian university graduates living in Hong Kong and over 40,000 Canadian citizens living in the Territory.

The Executive Committee, comprised of nine longstanding members and the executive director, oversees the activities of 15 different committees ranging widely in focus. Examples are: the Trade and Investment Committee, the China Trade Committee, the Legal Committee, the Membership Committee and Public Relations.

The Chamber holds an average of 80 functions per year attracting over 4,000 participants. Among the highlights of the yearly functions are: the Annual Board of Governors Dinner; regular luncheons featuring prominent business personalities from Hong Kong and Canada; a variety of seminars on a wide range of subjects that would be of interest to those considering setting up a business in Canada or even moving to Canada; and many jointly sponsored events with local chambers and associations.

The bi-monthly publication of the Chamber, *Canada Hong Kong Business*, is the only publication dedicated to trade and investment between Hong

Kong and Canada. It is currently distributed to 10,000 readers in Hong Kong and Canada (60,000 this issue).

Of course, a key role of the Canadian Chamber of Commerce is to represent and express the views of its members by addressing issues of concern affecting the business climate in the Territory as well as bilateral trade and investment issues between Hong Kong and Canada.

The Chamber has a full-time staff of five: the executive director, publications & public relations manager, executive assistant, membership secretary and one office clerk.

For further information, contact:

Heather Allan, Executive director, or
Nicola Murray, Manager, publications & public relations,
Canadian Chamber of Commerce (HK)
Tel: 526-3207 Fax: 845-1654



The Hong Kong-Canada Business Association

The Hong Kong-Canada Business Association, better known as the HKCBA is a non-profit, non-government organization established in Canada in 1984 with a view to promoting the bilateral trade and economic activities between Hong Kong and Canada. It now has eleven sections in the principal cities of Canada; Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, Toronto, Ottawa, Montreal, Halifax, and St. John's, and a membership of over 3,000 corporate and individual members. Today, HKCBA is the largest bilateral trade organisation in Canada and the largest Hong Kong association overseas.

Any organisation, association or business people wishing to meet members of the HKCBA delegations, meeting in Hong Kong between June 17 and 25, 1991 please contact the Hong Kong representative of HKCBA, John Cheng at 733-2195

Canadian University Association (Hong Kong)

Canadian University Association (Hong Kong) Limited, a non-profit organization, was established in 1961 by a group of Canadian university graduates who returned to Hong Kong in the 1950's. The Association, popularly known as CUA, was incorporated in 1979 under the present name. All Canadian university alumni are encouraged to join the Association which now boasts more than 600 active members. The main objective of the Association is to provide a social forum for Canadian university graduates to meet and share our common interests. One of the aims of the Association is to foster and promote the formation of individual Canadian university alumni associations in Hong Kong thus enabling each organization to retain its own identity and strengthen ties with its alma mater. The different associations join forces from time to time, to serve the local community, the home universities, the provinces and Canada. The number of Canadian university graduates in Hong Kong has, according to reliable estimates, exceeded 60,000 and with the growing links between Canada and Hong Kong, the role of the Association is becoming increasingly important.

CUA offers its members scheduled social activities and programs, regular Friday luncheons, a free job placement service, and many ad hoc events.

To the public, the Association offers extensive information and free student counselling, advising students on how to prepare for or apply to Canadian universities and high schools. CUA does not neglect its place in society and regularly participates and raises funds for community projects and charities.

For more information, please contact:

Frederick Kwok, President

Mona Ng, Secretary

Canadian University Association

(Hong Kong) Limited

P.O. Box No. 33949

Sheung Wan Post Office, Hong Kong

Tel: 541-7434 Fax: 854-1562





The Board of Festival Canada would like to take this opportunity to thank the following patrons for their generous contribution in making Festival Canada '91 a success.

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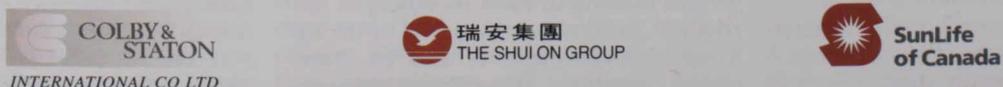
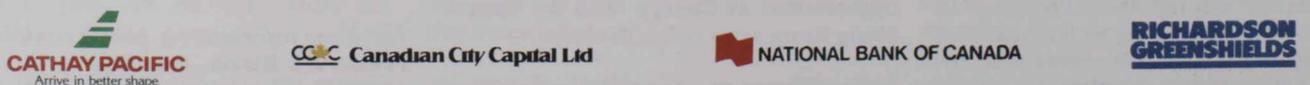
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The Board of Festival Canada would also like to thank the following for their generous support of Festival Canada '91:

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South China Morning Post
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Province of British Columbia

The Province of British Columbia's Hong Kong office was established in September 1986, in recognition of British Columbia's growing investment and trade links with Hong Kong and China. As Canada's westernmost province British Columbia's location on the Pacific Rim makes it Canada's leading exporter to Asia. British Columbia is also a focal point for Asian investors seeking access to the North American market.



The mandate of the Hong Kong office is to raise the profile of British Columbia as a partner for trade and investment. The office seeks to work with Hong Kong businesses looking for business opportunities in British Columbia. The natural resource base, excellent transport infrastructure, favourable climate, and skilled workforce makes British Columbia an ideal location for business. Opportunities exist in the forestry sector, particularly in manufacturing of wood specialty products, in fish farming or aquaculture, in tourism development, in high technology areas such as electronics and communications, and in light manufacturing and food processing. The textile and garment industry is a high growth sector that may interest Hong Kong business persons.

British Columbia exports valuable quantities of goods to Hong Kong and China. The British Columbia office seeks to identify further opportunities for the export of goods and services, including traditional exports of pulp and paper, lumber, and minerals, as well as new products such as mobile radio equipment, communications hardware, and sub-sea vehicles. British Columbia food products including fresh sea-foods, also find a good market in Hong Kong.

British Columbia has offices in Tokyo, Seoul, Singapore and Taipei, as well as in London and Munich.

British Columbia looks forward to working with Hong Kong and Canadian businesses. Please contact:

Mr. Dickson Hall
Government of British Columbia
Tel: 845 1155 Fax: 845 4114

Province of Saskatchewan

Saskatchewan is a resource-rich province and a world class producer and exporter of uranium, potash and grains. Saskatchewan is also the top exporter to China amongst other Canadian provinces.

The Saskatchewan Government Hong Kong Offices assist in sourcing products from the province and provides information on investment opportunities there. For those contemplating a move to the Province to invest or to establish a business, there is a counselling service on business conditions and opportunities. In cooperation with the Commission for Canada in Hong Kong and the Canadian Embassy in Beijing, market development assistance and advice on trade in this region are available to Saskatchewan exporters of goods and services.

In addition to the traditional sectors of agricultural and primary products and equipment, opportunities exist for economic activity related to high technology, telecommunications, industrial design and testing, biotechnology, engineering services, and other endeavours.

The office is concerned also with facilitating academic and cultural exchanges, and fostering closer relations with people in Hong Kong and China.

Enquires are welcomed and may be made to:

Mr. Graham Taylor
Agent for Saskatchewan
Tel: 810 0277 Fax: 845 0499



Province of Alberta



Headed by an Agent General, Jack Kennedy, the Alberta Office in Hong Kong pursues market opportunities and advises the Alberta Government on trade, agricultural, economic, technological and cultural developments in Asia and the Pacific Rim.

Serving Hong Kong, China, Southeast Asia, Australia and New Zealand, the office provides information and assistance to business-persons interested in developing trade opportunities with Alberta. The office is active in small business and investment counselling, helping direct entrepreneurs and financiers to identify opportunities in Alberta.

It promotes the sale of Alberta products by monitoring trends and policies and by arranging Alberta participation in trade shows, missions and other promotional activities. Making contacts between business representatives from Alberta and the Asia/Pacific area is also a major consideration for the Alberta Office.

The Hong Kong office "Alberta Information Center" also maintains an open door.

For more information on Alberta Asia/Pacific operation please contact:

Mr. Jack Kennedy QC
Alberta Government Office
Tel: 528 4729 Fax: 529 8115



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Agent General for Saskatchewan
#1902-Two Exchange Square
8 Connaught Place, Central
Hong Kong

Tel. (852) 810-0277
Fax. (852) 845-0499



 **Saskatchewan** CANADA
Spirit of Success

Province of Manitoba



The Government of Manitoba's Hong Kong office was established in the summer of 1985, to encourage and stimulate interest in investment opportunities in Manitoba, and to provide support to Manitoba businesses in identifying export opportunities for their products and services in Southeast Asia, and the People's Republic of China.

The Hong Kong office serves potential investors and business immigrants by providing current investment and economic information and counselling to assist in the investigation of potential business opportunities. This includes the planning and coordinating of exploratory visits to Manitoba to meet with government officials and the business community, as well as assisting prospective entrepreneurial immigrants in the preparation of business proposals.

Manitoba's strong agricultural technology base provides its main exports, with areas of expertise including agricultural equipment, grain storage, processing and seed cleaning systems, breeding stock, research equipment, and specialized

consulting services. Energy, biotechnology and telecommunications are also sectors which are meeting with successful expansion in the Asian market.

Investment and trade inquiries are welcome. Please contact:

Mr. Richard Walker
Government of Manitoba
Tel: 523 3375 Fax: 845 3076

Newfoundland and Labrador

The island of Newfoundland is located on Canada's east coast with Labrador occupying the eastern part of Canada's mainland. While Newfoundland is closer to Europe than any other place in North America, they also maintain strong business and transportation links to the West and Asia.

The newly established Government of Newfoundland office in Hong Kong is responsible for the promotion of new trade and investment opportunities between the province and Hong Kong's business community. The prime focus is to raise the awareness of Newfoundland as an investment destination and to provide sound information and good counselling service to prospective investment clients.

Many Hong Kong investments into Newfoundland have already been initiated through the Business Immigration Programme and other direct investment programmes are also being investigated. The Province is also interested in attracting joint ventures and the transfer of technical and marketing skills.

For further information please contact:

Mr. Brian Collins
First Secretary
Commission for Canada
Tel: 847-7473 Fax: 847-7441

Province of Ontario

Established in 1980, the Government of Ontario's Hong Kong Office has a staff of eight, comprised of the senior representative; manager, China; two commercial officers and administration/support staff. One commercial officer is assigned to the China market, while the other is responsible for trade and investment activities in Hong Kong and Macau. With Ontario being Canada's industrial heartland, particular emphasis is paid to promote export opportunities in various industrial sectors such as telecommunications, data processing, electrical goods, gold and precious metals, agricultural commodities and value-added food stuffs.

The Hong Kong office continues to play an active role in the area of industrial investment facilitation. Potential investors are counselled on the favourable business climate of Ontario, together with continuing strong economic growth of the province, strategic geographical location and good transportation facilities available which connect with all parts of North America.

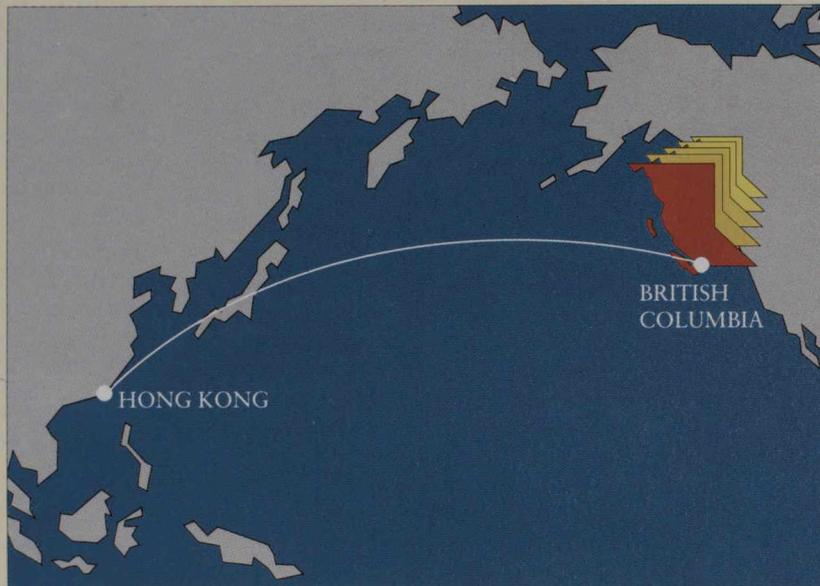
Inquiries may be directed to:

Mr. Andrew Szende
Government of Ontario, Canada
Tel: 845 3388 Fax: 845 5166





BRITISH COLUMBIA, CANADA OPEN FOR BUSINESS



If you are interested in business in Canada, you should learn more about the Province of British Columbia.

- BC, Canada's western province, is your gateway to North America.
- BC has a strong and diverse economy based on abundant natural resources, a well developed business infrastructure, and highly skilled labour force.
- Investment opportunities throughout BC are available in natural resource development, tourism, manufacturing, food processing and high technology.
- Vancouver, BC's largest city, is a major international port and manufacturing centre.
- BC has Canada's best climate and an unbeatable lifestyle.

Our representative office in Hong Kong can provide you with information on investment and trade opportunities in British Columbia, Canada.



Please contact: Dickson Hall
Government of British Columbia
901 Hutchison House
10 Harcourt Road
Tel: 845 1155 Fax: 845 4114



Canada

Province of British Columbia
Ministry of Development, Trade & Tourism
Honourable Howard Dirks

Prince Edward Island

Prince Edward Island is Canada's smallest province, and has been aptly named the "Garden of the Gulf of St. Lawrence" – its neatly manicured potato fields, tidy farms and rich soil impart a garden atmosphere. It was in Charlottetown, the capital of the province, in 1864 that the first talks leading to Canadian Confederation were held, earning the city the title, "Birthplace of Canada."



Prince Edward Island has a well established tradition of resource-based industries. Most of its population of 130,000 is engaged, in one way or another, in agriculture, fishing and tourism. Farm cash receipts total \$256 million annually, of which potatoes account for 46 percent. In addition to its famous table potatoes, Prince Edward Island produces some of the best seed potatoes in the world. The sea is a source of bountiful resources too. Island fishermen harvest more than 30 varieties of fish and shellfish which are marketed in North America, Europe, Africa, Australia and the Caribbean. Lobsters, mussels, clams and Malpeque oysters rank high on the list of popular shellfish. Revenue from fish products amounts to \$72 million annually, of which lobster accounts for more than half.

The tourism industry has also played a major role in establishing numerous and excellent dining, accommodation, meeting and convention, and other hospitality-related facilities. The province's active agriculture, fishing and tourism sectors offer opportunities for businesses which can help these industries to continue to grow and prosper.

In addition, over the last 10 years, Prince Edward Island has strengthened and diversified its industrial base by developing important secondary industries. A growing number of its population is now engaged in advanced-technology specialized manufacturing industries. These new emerging advanced-technology industries, taking advantage of the Island's natural setting and attractive quality of life present additional investment opportunities in the areas of agriculture and fishery.

The provincial government of Prince Edward Island has set up a representative office in Hong Kong which is the first official representative of the province in South East Asia. The aim is to encourage and promote new trade and investment opportunities between the province and the Asia-Pacific. The office can also offer assistance to those interesting in/or migrating to the province.

For further information contact:
Daisy Wong
P.E.I. Trade & Development Office
Tel: 721 7888 Fax: 739 8883

Government of Newfoundland and Labrador

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P. O. Box 11142 GPO

Province of Quebec

The Quebec Government presence in Hong Kong dates back to 1979. Developing from the few Quebec immigration officers working at that time within the Canadian Government offices, they expanded and are now housed in the Bond Centre.

The Delegation's main objectives are: to foster trade and investment between Hong Kong and Quebec through Hong Kong based companies and trading houses, to increase the export of Quebec products and services to China and to select prospective permanent residents and business immigrants to Quebec.

The trade service centres on providing support for Quebec exports of manufactured goods, transfer of technology as well as industrial development and promotion of investment in Quebec. Given the economic diversity of Quebec and its strength, especially in high technology, telecommunications, electronics, transportation, forestry, food processing, power generation and transmission, the

Province is heavily involved in commercial activities with the Peoples's Republic of China. Montreal, being Canada's clothing and textile centre, also offers very attractive investment prospects for Hong Kong industrialists.

The Trade Service also organizes trade missions to and from Quebec to bring together companies wishing to establish joint ventures or their own operations in Hong Kong, China or Quebec.

The Immigration Service under a Canada-Quebec agreement is responsible for the selection of prospective permanent residents to Quebec. It supplies information about Quebec employment possibilities, and gives advice and assistance to immi-

grants wishing to invest in a business in Quebec. It is also involved in the family reunification program.

The Public Affairs Service is responsible for enhancing Quebec's image in Hong Kong and diffusing Quebec Government policies. Herein, its mandate is to foster educative and cultural ties and to provide the media with documentation presenting Quebec's outstanding features.

Enquires are welcomed and should be directed to the appropriate services:

Mr. Michel Boudriau

Agent General

Quebec Government

Tel: 810 9332 Fax: 845 3889



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British Columbia

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wish to take the opportunity of*

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*to express our warm appreciation
to our Alumni
for their continued support.*

*We also gratefully acknowledge
the many friends of UBC
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demonstrated their commitment
to building UBC's future.*

David W. Strangway
President

Sponsors of Festival Canada '91

Canadian Airlines

When Canadian Pacific Air Lines, a predecessor of Canadian Airlines International first "proving" flight departed from Vancouver, B.C. for Japan, China and Hong Kong on April 19, 1949, it launched the fledgling company on its major involvement in Asia. Today, the airline, now Canadian Airlines International (CAI), flies thousands of passengers across the Pacific every week.

CP, formed a number of small bush flying operations in northern Canada, is now a major international carrier encompassing four former airlines; Canadian Pacific Air Lines, Pacific Western Airlines, Nordair and Eastern Provincial.

Ranking among the world's top 25 airlines, Canadian Airlines International is wholly owned by Calgary-based Pacific Western Airlines Corporation. PWAC, with wide interests in transportation and tourism, also owns Transpacific Tours (Canada) Limited and Canadian Holidays Ltd., and has major interests in five regional airlines.

Canadian Airlines has Canada's most extensive route network. The country's only airline operating to five continents, it flies to 19 countries (five in Asia) and to more domestic destinations than any other carrier.



The company's first trans-Pacific flight in 1949 was with a Canadair North Star, borrowed from the RCAF. Today, Canadian's modern fleet is among the youngest in North America, with an average aircraft age of nine years.

In April 1991, Canadian Airlines International introduced the first B747-400's the world's largest commercial jetliner, into service between Hong Kong and Canada.

"This signals our long term commitment to the territory," says CP General Manager for Hong Kong, East & West Asia, David Solloway. It is a commitment that stretches back more than four decades.

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Shun Tak Holdings Limited



Shun Tak Holdings Limited was incorporated in Hong Kong in 1972 as Shun Tak Enterprises Corporation Limited and was listed on the Hong Kong Stock Exchange in the same year. As of December 31, 1990, the group has total consolidated assets in excess of HK\$2,570 million, and a market capitalisation of approximately HK\$3,157.6 million.

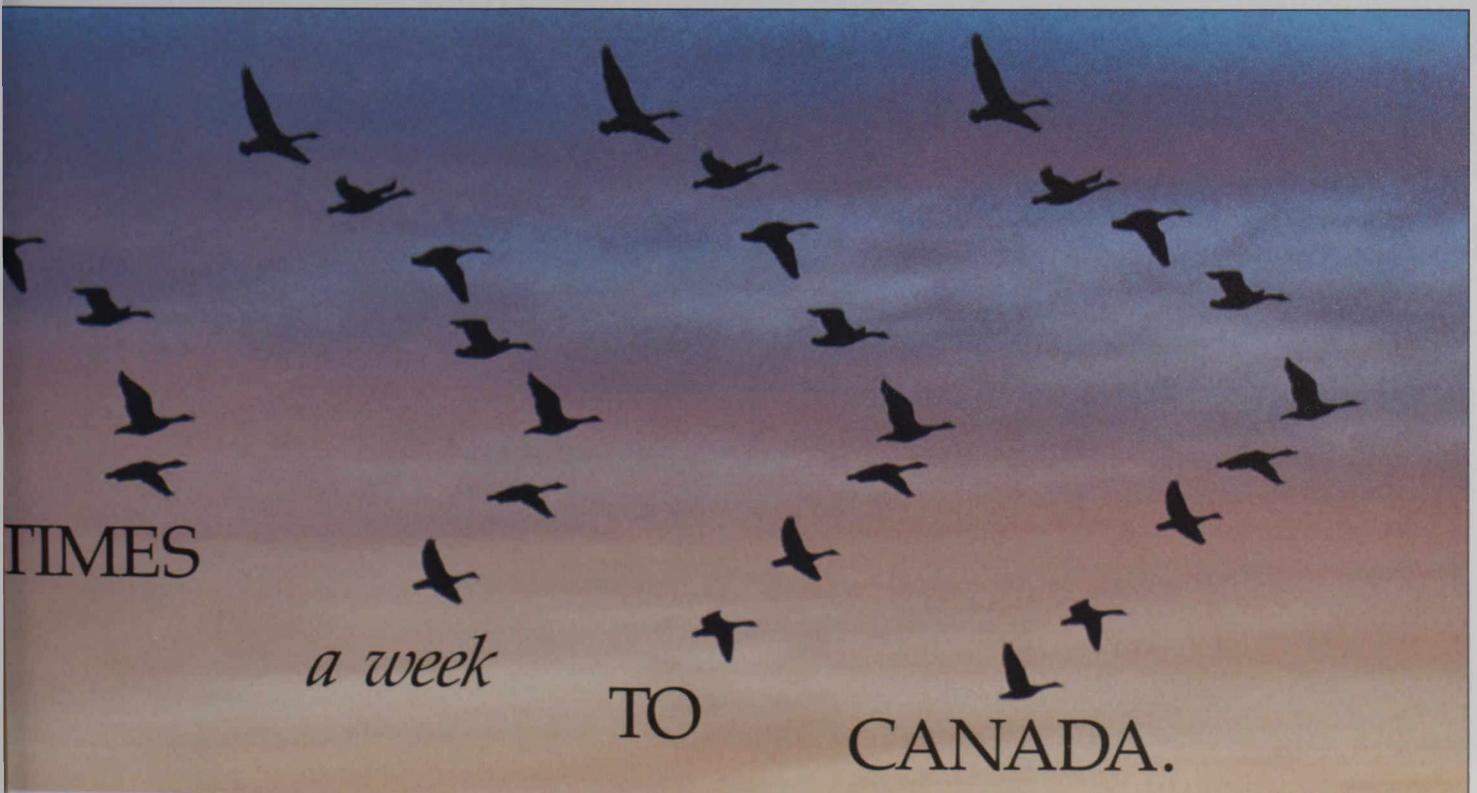
The company embraces shipping, property, restaurant, air transport and hotel operations in the Asia-Pacific region, and employs over 1,300 people in its wholly owned subsidiaries.

The property division owns and develops both residential and commercial properties in Hong Kong, Macau and Australia.

The restaurant division has a 77% interest in the Aberdeen Restaurant Group which operates the world famous Jumbo, Tai Pak and Sea Palace floating restaurants.

The air transport division has a 40% interest in AHK Air Hong Kong Ltd, which is the only all-cargo airline based in Hong Kong with services to four international routes to 15 destinations in Europe.

The hotel division was formed in 1990 and now manages Hotel Lisboa, Hotel Sintra and Hotel Matsuya in Macau, and holds a 50% interest in the prestigious Mandarin Oriental, Macau.



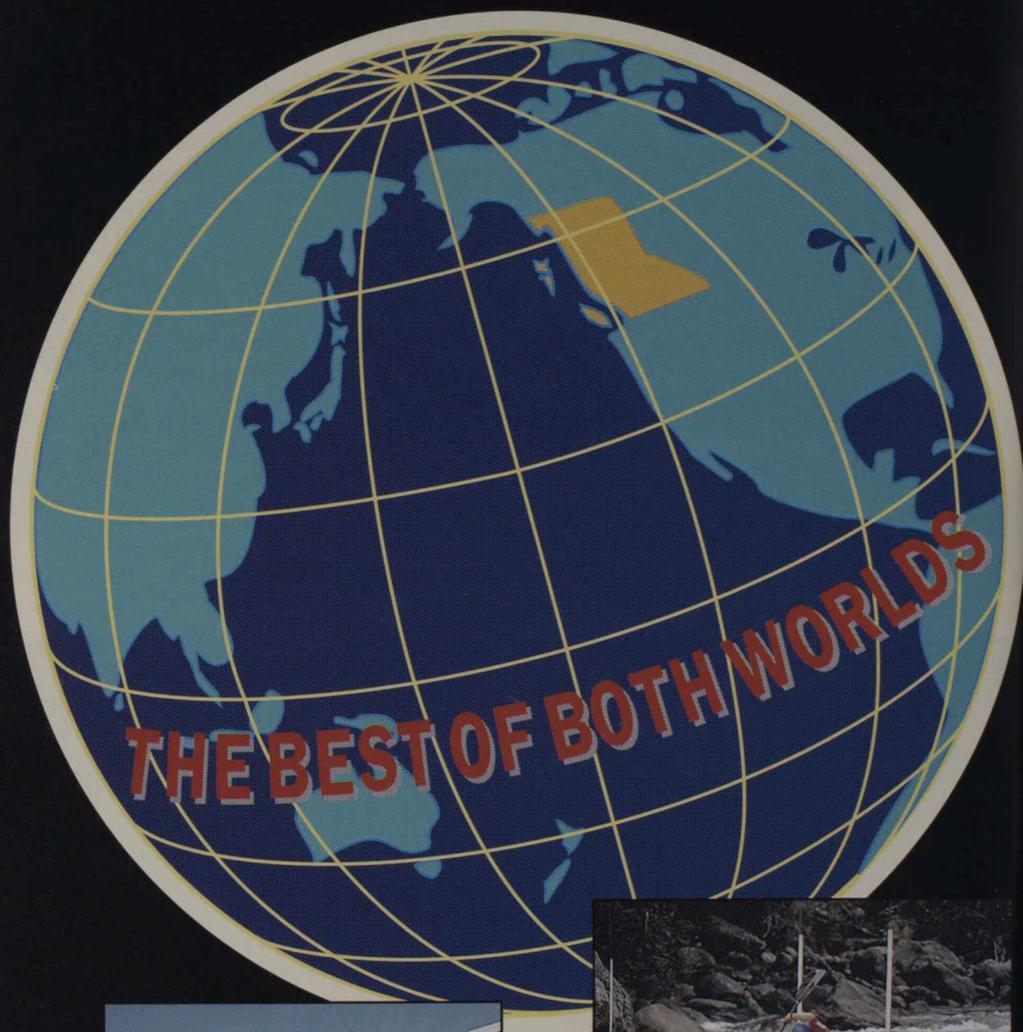
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INTERNATIONAL EDUCATION

BRITISH COLUMBIA, CANADA



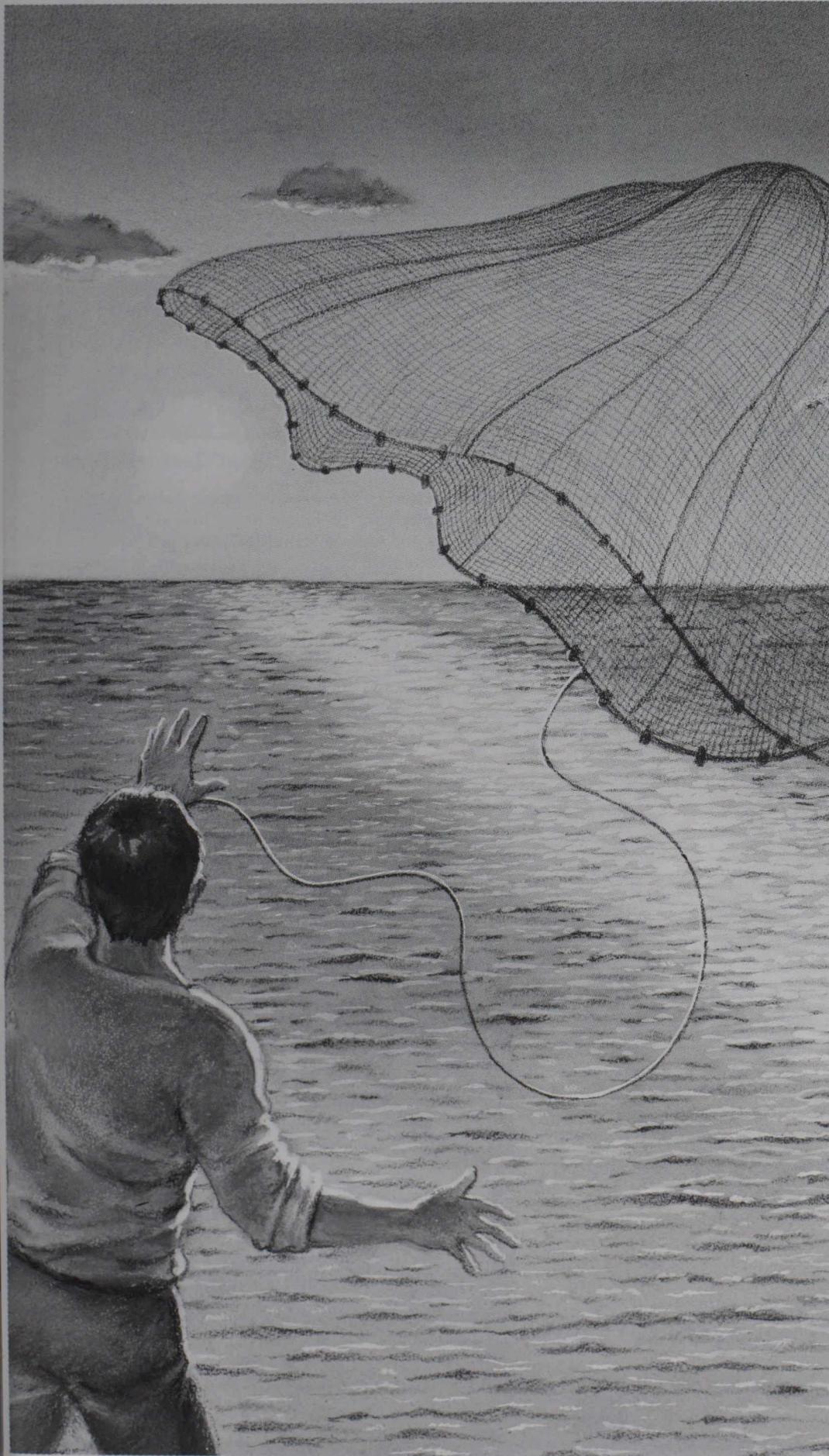
A wide range of career, technical, vocational, and academic programs are offered at British Columbia's universities, colleges, and institutes. They provide opportunities for academic excellence and personal development in the clean, safe, and friendly environment of British Columbia. College preparation, adult basic education, and English language training are also offered at British Columbia institutions, and many of these programs are tailored to meet the individual needs of international students. High-quality homestay programs are also readily available. Your future and your career depend on the choices you make now. British Columbia can provide quality of living and quality of learning—truly the best of both worlds.



For more information, please contact: British Columbia Centre for International Education
Suite 215 - 409 Granville Street Vancouver, British Columbia V6C 1T2 Canada
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Manulife Financial



Manulife Financial was founded in Toronto, Canada in 1887 as The Manufacturers Life Insurance Company and ten years later began operations in Hong Kong where it has been doing business ever since.

Manulife Financial designs, distributes and administers life insurance, group medical schemes, pensions, financial planning products and services for individuals, families and business. It is the largest life insurance organisation in Canada and is consistently ranked as one of the top 15 life insurance in North America with 1990 assets exceeding C\$28.1 billion.

Pacific Asia is Manulife financial's growing business division. With regional headquarters in Hong Kong, the Company has five operations in Asia which include Hong Kong, the Philippines, Singapore, Indonesia and South Korea. We have just received permission to set up a company in Taiwan which will bring the number to six.

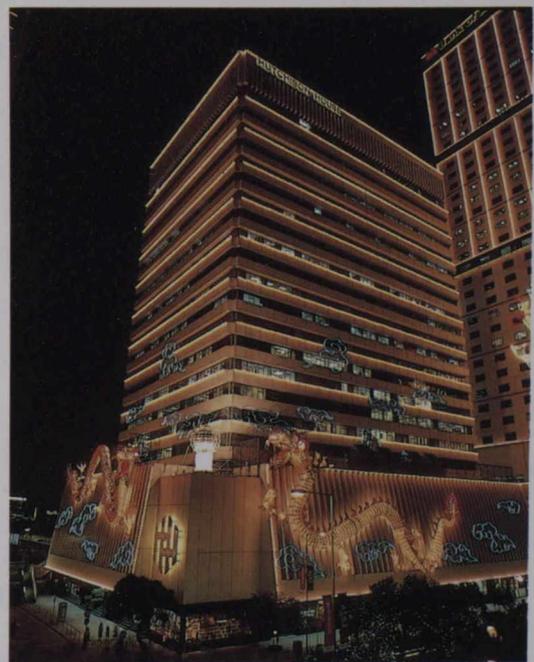
We plan to continue rapid expansion throughout Asia and to become an active participant in Hong Kong that develop beyond 1997. Moving our staff to Manulife Tower is a strategic move to help us capitalize on this long term ambition.

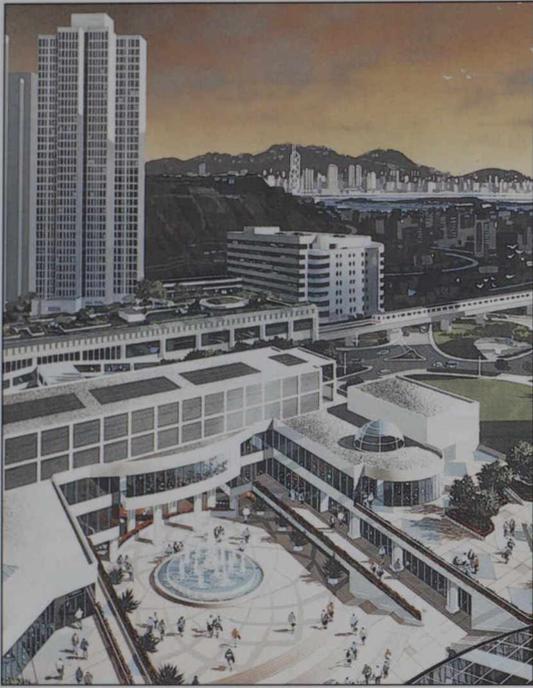
Hutchison Whampoa

Based in Hong Kong, Hutchison Whampoa Limited is a diversified, multinational corporation with annual after tax profits in 1990 of HK\$3,519 million. It is part of the Cheung Kong Group of companies controlled by Chinese entrepreneur, Mr Li Ka-shing. Hutchison subsidiary, Cavendish International Holdings Limited with 1990 profits of HK\$1,316 million, is also part of the Cheung Kong Group.

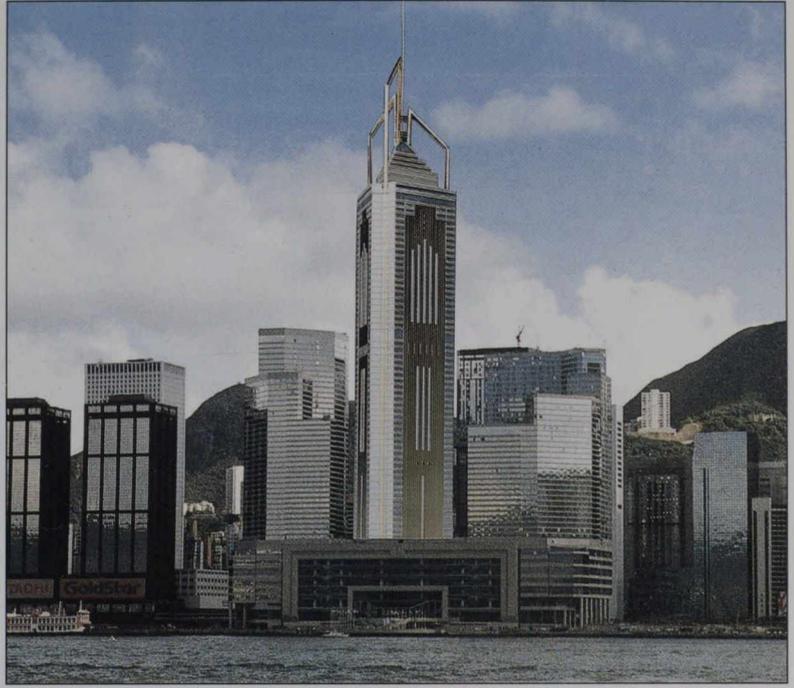
Hutchison businesses include property, container terminals, retailing, telecommunications and energy. Group companies and associates are some of the Territory's best known names such as Park'N Shop supermarkets, Hutchison Paging, Hongkong International Terminals and Hongkong Electric. Cavendish is involved in property development, hotel ownership and energy.

The Group has expanded overseas. In Canada, Hutchison and Cavendish jointly hold a 43 per cent stake in Calgary-based Husky oil. Hutchison has retail businesses across southeast Asia and China, and telecommunications operations in Australia, the UK and throughout Asia. In addition, the Group's association, Hutchison, is launching a pan-Asian satellite TV operation, Star TV, which reach 39 Asian countries.





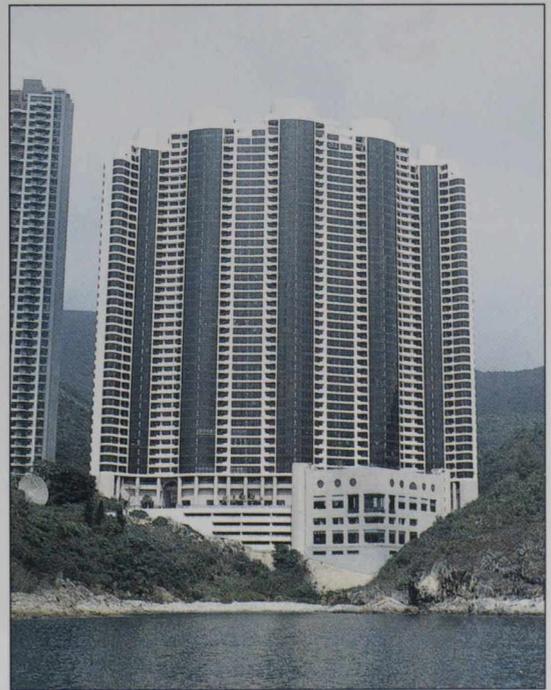
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The SINGER company was acquired in 1989 by Semi-Tech, a company headed by Mr. James Ting, a prominent, Canadian entrepreneur. Under his dynamic leadership the company continues its commitment to both growth and innovation.

Today, the Singer product range has been widened to include televisions, VCRs, mini-compos, refrigerators, air-conditioners, furniture, gas ranges, blenders, sandwich makers, and a whole range of other appliances – almost everything that adds to the quality of life in the home.

SINGER's long-standing commitment to innovation now brings to millions of households in over 100 countries steam and dry presses to make the chore of ironing a thing of the past.

For 140 years, SINGER's motto has been quality and service. Our quality has satisfied the most discerning customers and, of course, the Singer service has always been with a smile. In the decades to come we will continue to dedicate ourselves to the service and satisfaction of our valued customers worldwide.

Regal Choice

Regal Hotels International is a dynamic and innovative hotel group of companies which owns, operates and manages luxurious hotels.

In Hong Kong, Regal Hotels International currently owns and Manages three hotels: Regal Meridien Hotel, Regal Airport Hotel and Regal Riverside Hotel. A fourth one, the Regal Plaza Hotel, which is under construction in Causeway Bay is scheduled to open in the fall of 1992.

In Canada, Regal Hotel International currently owns and operates the Regal Constellation Hotel in Toronto. With its 900 rooms and suites, 70 function rooms and a total function space of 100,000 square feet, the Regal Constellation Hotel is by far the largest Convention Hotel in Canada.

In the United States, the Regal Hotels Group acquired the Aircoa Companies, Inc. in 1989 which is the largest independent hotel management company in the United States, managing currently 148 hotels in 36 different states. Together with Regal-Aircoa Companies, Inc., Regal Hotels International now ranks 20th amongst the largest hotel chains in the world.



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Hongkong Bank of Canada: Linking East to West

Festival Canada '91 is a celebration of the traditionally strong business and cultural ties between Hong Kong and Canada. For a decade now, Hongkong Bank of Canada has been helping to strengthen these ties.

Since its establishment in 1981, the Bank has passed many milestones on the way to becoming Canada's leading foreign bank. A notable increase in Hongkong Bank of Canada's size and deposit base occurred in 1986 when it acquired its Bank of British Columbia division of 41 branches, and thus consolidated its already strong presence in Western Canada. In May 1990, the acquisition of Lloyds Bank Canada gave the Bank balanced geographical representation, extending its branch network from coast to coast. With its headquarters in Vancouver reflecting its Pacific orientation, Hongkong Bank of Canada opened a new regional centre in Toronto in June 1991.

Today, with \$10.2 billion in assets, more than 100 offices, and a staff of 3,000, Hongkong Bank of Canada ser-



vice both local and regional needs across Canada, and is the only foreign bank with a substantial retail business.

To compete with Canada's well-established domestic banks, Hongkong Bank of Canada has developed a natural niche - serving Canada's growing Asian market. Products have been designed specifically to facilitate business and personal banking between Hong Kong and Canada. And 13 specialised branches, most of them

situated in Asian communities, cater for the Asian market, which now accounts for 12 per cent of the Bank's total business.

In addition to competitive loan and deposit services, Hongkong Bank of Canada focuses on trade finance, providing international trade credit and Canadian business introductions among its services.

Above all, Hongkong Bank of Canada benefits by being a member of the HSBC Group, an international banking and financial services organisation. Headquartered in Hong Kong, the Group ranks among the 30 largest banking groups in the world. It has a staff of more than 54,000 and over 1,300 offices world-wide, including some 640 in Asia.

The Group's principal subsidiary, HongkongBank, has been in business in Hong Kong for over 125 years. It is renowned for its trade finance capabilities and, from its home base in Hong Kong, makes fast decisions world-wide. ■



THE SEAKER CHAN INTERNATIONAL SCHOOL

加拿大中小學課程

The Seaker Chan International School

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Applications are invited for admission in September 1991 to Grade 1-12

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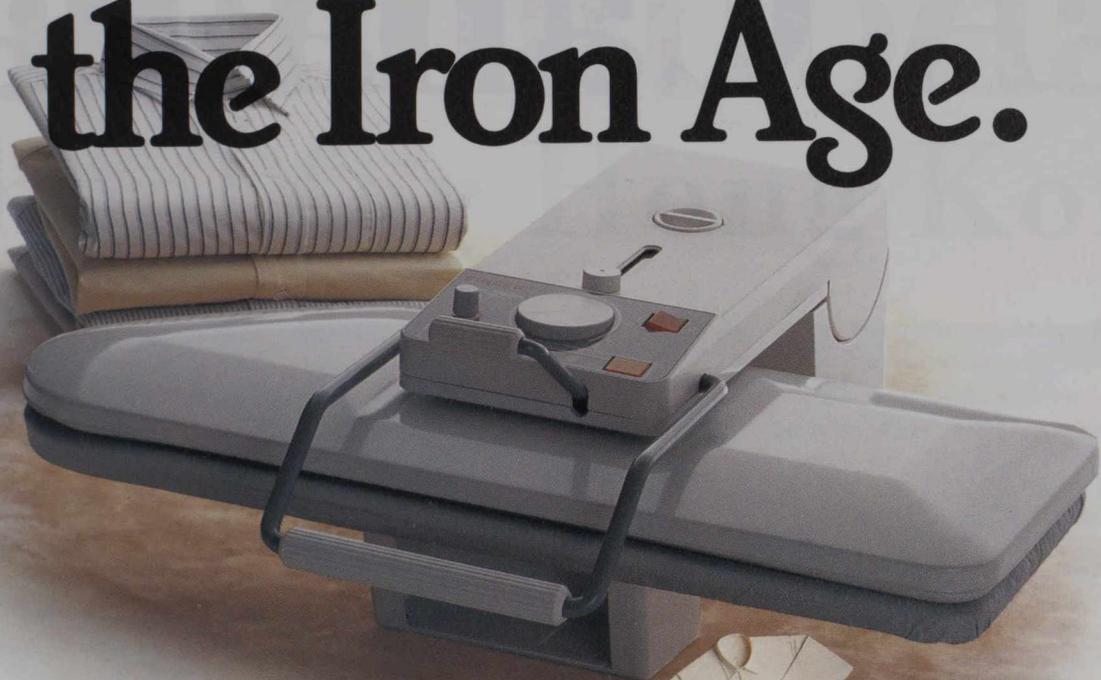
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Because now, with the new Magic Steam Press, you can press your clothes faster than ever. In up to 50% less time. And with far less effort — all you need is one hand to operate it.

We took a familiar idea and updated it.

The Magic Steam Press is modelled after the same machines used in dry

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- Variable temperature control
- Multiple dry and steam settings



Easy to use, less tiring.

- 100 lbs. of even ironing pressure
- Locking handle
- Non-stick ironing pad cover
- Temperature signal light
- Instructions, warranty & pressing pad included

Available only from Singer.

Ask about the Magic Steam Press today. It's the modern alternative to the old-fashioned drudgery of ironing.

For a demonstration of the Magic Steam Press, visit your nearest Singer store or dealer soon.

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A Canadian

“Technique without ideals is a menace; ideals without techniques are a mess.” *Karl Llewellyn, The Adventures of Rollo.*

The Canadian International School is the most recent attempt to marry technique and ideals. While not a new idea in Hong Kong, if the doors open this September on schedule the school will mark the fruition of many other attempts made in good faith.

The most recent catalyst for the school came directly from meetings held this past summer by the International Business Committee – the Government’s consultative body with local business associations and chambers of commerce – chaired by Sir David Ford. Out of those discussions a subcommittee was struck, chaired by K.Y. Yeung, then Secretary for Education and Manpower interested groups to put forward sponsoring bodies to found and operate new North American curriculum schools. Put forward it was with a sponsoring body comprising the Chinese Canadian Association’s president, Felix Fong, in addition to the presidents of both The Canadian Chamber of Commerce and The Canadian Club, Francis Lee and Vincent Lee. They signed respectively on the dotted line to create a charitable foundation under the banner of the Canadian International School Foundation.

School Foundation

Richard Wong, chairman of the foundation summed up the feelings of the founding members: “It was felt that there was a need to address the educational aspirations of Canadians residing in Hong Kong. There are other Canadian schools in Hong Kong and that is fine but not

the type of non-profit school that we envisioned.” If non-profit is one way of distinguishing the school, there are others as well.

Take one aim of the school. Ostensibly it is to combine the best of select provincial curriculums and then reinforce them with Cantonese and French language instruction.

Mary-Jean Wong, another of the founders, is no stranger to private schools in Hong Kong and knows the importance of a sound language program. It was Mary-Jean’s father, the late Clifford Wong, who built Hong Lok Yuen and with it the very successful Hong Lok Yuen International School. Hong Lok Yuen is almost alone in offering a bilingual Cantonese program. Mary-Jean, “It was felt that there are too few Cantonese language instruction alternatives available in Hong Kong for both native and non-native speakers. If we can offer a well run Cantonese program, I know that there will be tremendous support for it.”

Winnie Y.W. Auyeung Lai, from the Department of Curriculum Studies at the University of Hong Kong, is also backing the Cantonese program. Lai, who sat for almost ten years on the Government’s Curriculum Development Council, is helping with curriculum design for the program. “Probably for the first time, primary school students will be learning Cantonese using phonetics rather than just the tedious old methods of memorizing characters. Very quickly, the older students should be able to read their lessons and thus progress better.” It has been a long time coming to begin teaching Cantonese to young students this way even though it is the norm in Mandarin instruction and even though the University has taught adults this way for almost twenty years.”





International School for Hong Kong

The emphasis on Cantonese makes senses. Notwithstanding the attributed importance of Mandarin to Hong Kong's future. Chinese Canadians from Hong Kong wish to safeguard their Cantonese linguistic heritage. Similarly, for non-Chinese Canadians who have an interest in exposing their children to an Asian language – one which is both the lingua franca here as well as in the burgeoning Chinese communities in Canada – Cantonese language instruction is the most relevant.

The purpose of the Canadian International School is to provide a multilingual, Canadian-based curriculum of high academic standards that will enable learners to develop their individual potential and to acquire the knowledge, skills and attitudes needed to contribute to a global economy and society.

How will that be done? The Canadian content is readily established with provincial education experts such as Ed Lau situated in Hong Kong to provide assistance. International components will be added through additional languages and learning resources. These components will make students better equipped not only for later studies but also for an increasingly competitive international environment.

Ian Robertson, the school's principal, knows this environments well. He came to the school after six years in Kuwait at an international school there. He looks forward to duplicating the success of that school in an equally challenging setting, where English, French, and Cantonese, rather than Arabic, are used.

The structure of the school curriculum is in keeping with the latest advances in education. It is focused on the student/learner and involves an educational ap-

proach that is sequential and developmentally appropriate, allows for continuous progress and is individualized as much as possible.

A developmentally appropriate curriculum takes into account the levels of students at various ages. It recognizes that not all student follow the same pattern they are learning. Continuous progression emphasizes what the children can do, not what they cannot do. Individualized programs do not mean that students work and learn by themselves. Rather, learning programs are designed to meet the individual needs of students.

Admission to the school is open to students of all nationalities; however, preference will be given to Canadians. The multicultural heritage of Canadian students combined with the ethnic backgrounds of students from various ethnic communities in Hong Kong should give the school a truly international character.

To enter into Grade 1, students must as a rule have turned six by October 31 in the year in which they start school. As Mary-Jean Wong says, "It is a little older than some other international schools but students start at that age in Canada, and we think that the selection of students at this age will add to the overall maturity of the class." Admissions into other grades are open to new and transfer students throughout the year on the basis of availability.

Organisers are confident the school helps to fulfil a need in the Canadian community in Hong Kong. Eventually that need will be served best by a purpose-built facility to not only further Canadian education in Hong Kong but to serve as a focal point for Canadian community activities.





加拿大國際學校 招生通告

CANADIAN INTERNATIONAL SCHOOL
of Hong Kong

Applications are invited for admission in September 1991
to grades 1-5 and to the preparatory class

Applicants for Grade 1 must be 6 years old by
31 October 1991
Applicants for the Prep Class must be 5 years old by 31 October 1991

This newly established international school is a non-profit, non-demoninational, co-educational institution open to all nationalities. The school will offer a broadly based Canadian Curriculum. It seeks to provide an outstanding multi-lingual educational program placing balanced emphasis on academic achievement, strong social values and personal discipline.

The medium of instruction is English, with Chinese (Cantonese) as a compulsory second language. French is introduced in Grade 4.

The establishment of the school is supported by the Hong Kong Government which has identified a shortfall in primary school places in international schools. The Hong Kong Chinese Canadian Association, the Canadian Chamber of Commerce of Hong Kong and the Canadian Club of Hong Kong have endorsed and lent their support to the creation of the Canadian International School Foundation. The Commissioner in Canada for Hong Kong is an ex-officio founding member.

An information session on the School will be given on Wednesday, May 29th, at 6:30 pm, Exchange Square, Tower One, 12th floor. Interested parties should register with the School secretary at 868-5979.

Application forms may be obtained from: The Canadian International Admissions Office, Suite 1103, China Building, 29 Queen's Road, Central, Hong Kong, Tel (852) 868-5979 or by written request to GPO Box 946,
Hong Kong



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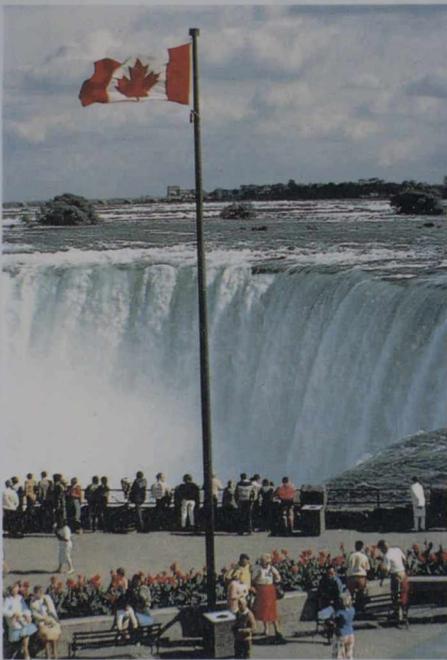
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FESTIVAL
CANADA 01
加拿大節

by Yan Yan Li

IMPRESSIONS



From the Pacific Coast to the Atlantic Coast, Canada is a nation with so much to offer its visitors. Often described as a mosaic nation Canada has many cultures pieced harmoniously together to form one grand picture. People around the globe have imported their own cultures and traits to dwell in one nation. Not only does Canada have an interesting mix of people, the country has a varied terrain, from the Rocky Mountains to the Prairie flats, to the great lakes and the shorebeds of the Atlantic and Pacific Coasts. The changing seasons also gives Canada its snow-capped mountains, the brilliant autumn leaves, fresh spring flowers and the summer warmth. A visit to a few cities in Canada will surely illustrate the diversity of the nation and provide a most exciting and interesting holiday.

Johnny Yip and Greenstreet Kan, two well known Hong Kong travel writers, spent ten days in Eastern Canada last September and were full of positive remarks on their visit. A trip to Ottawa, Montreal, Quebec City and Toronto gave the two writers a sense of the beauty of the nation, not just the natural physical beauty, but also the beauty of the people of Canada.

Johnny and Greenstreet were impressed with how friendly and hospitable the people were. Every place they visited, they were met with smiles and people eager to make their stay a most pleasant one.

Johnny had his eye out for the picturesque scenery that Canada is famous for. His photographs display a fine example of the beauty of Canada. Canada is blessed with forests, mountains, miles of coastline, lakes and rivers.

Greenstreet was overwhelmingly intrigued with the people of Canada, and in particular, the Quebecois. Quebec is a unique province in that it is dominated by French speaking Canadians. A stroll through the streets of Montreal or Quebec City may give one a sense that they are walking through a city in Europe. The language, dress, food and mannerisms of the Quebecois bear similarities to the people of France. Montreal and Quebec City are abundant with street cafes sending off the aroma of coffee and freshly baked croissants, and alleys lined with specialty boutiques and fine restaurants. The French cuisine sampled by Greenstreet and Johnny proved to be superb – a testament that the chefs in Quebec have mastered, to perfection, the



OF CANADA

rich french cream sauces. The presence of such a prominent French culture makes Quebec a most charming and interesting place to visit.

In visiting Ottawa, the capital city of Canada, one should not miss the grand Parliament buildings and excellent museums. Johnny was impressed with the quality of the artwork in the museums. If you find the nightlife in Ottawa a little too quiet, cross the river to Hull where the clubs and bars stay open long after those in Ottawa have shut down.

One is unlikely to visit Canada and not notice the amount of sports and outdoor activities going on. Johnny and Greenstreet took advantage of the great outdoors by participating on a horseback riding and white water rafting trip. The horseback riding proved to be a serene and tranquil ride through nature while white water rafting down the Jacques Cartier River was a thrilling adventure for both. The climate of Canada is such that you can choose from a wide range of favourite outdoor activities. In some areas, it is possible to find yourself waterskiing one day and snowskiing the next.

Greenstreet, being a sports fanatic, was sure to catch a few ball games, plentiful in Canada. You can watch a baseball or football game under the blue skies in the new stadium in Toronto or if the clouds happen to roll in, no worries, the stadium's retractable roof will also roll overhead to keep you dry. Off the fields and onto the ice one can watch the popular Canadian sport of ice hockey.

Aside from this trip to Canada, both Johnny and Greenstreet have visited the west coast of Canada. There, the snow covered mountains offer skiers a real haven. Whistler Resort, located two hours north of Vancouver attracts skiers from around the world offering some of the finest skiing on the globe. A little further east, you encounter the Rocky Mountains where Lake Louise in Banff, beautifully set in the midst of the Rockies, are popular year round resorts. They both remarked that the Westcoast lifestyle was a little more relaxed than that in the East.

The final word from Greenstreet and Johnny on their visit to Canada: Thumbs up!

Yan Yan Li is a lawyer working for Boughton Peterson Yang Anderson in Hong Kong



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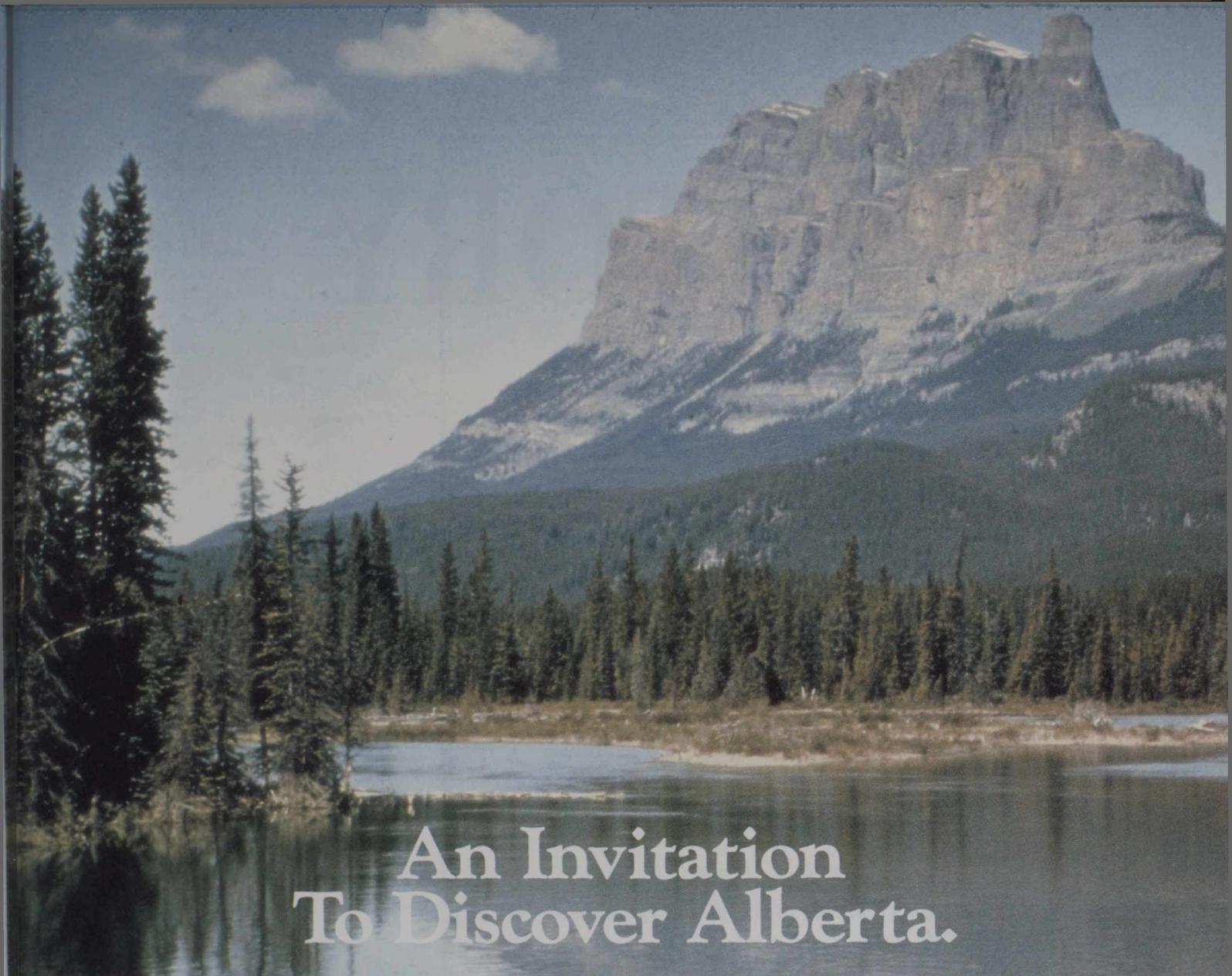
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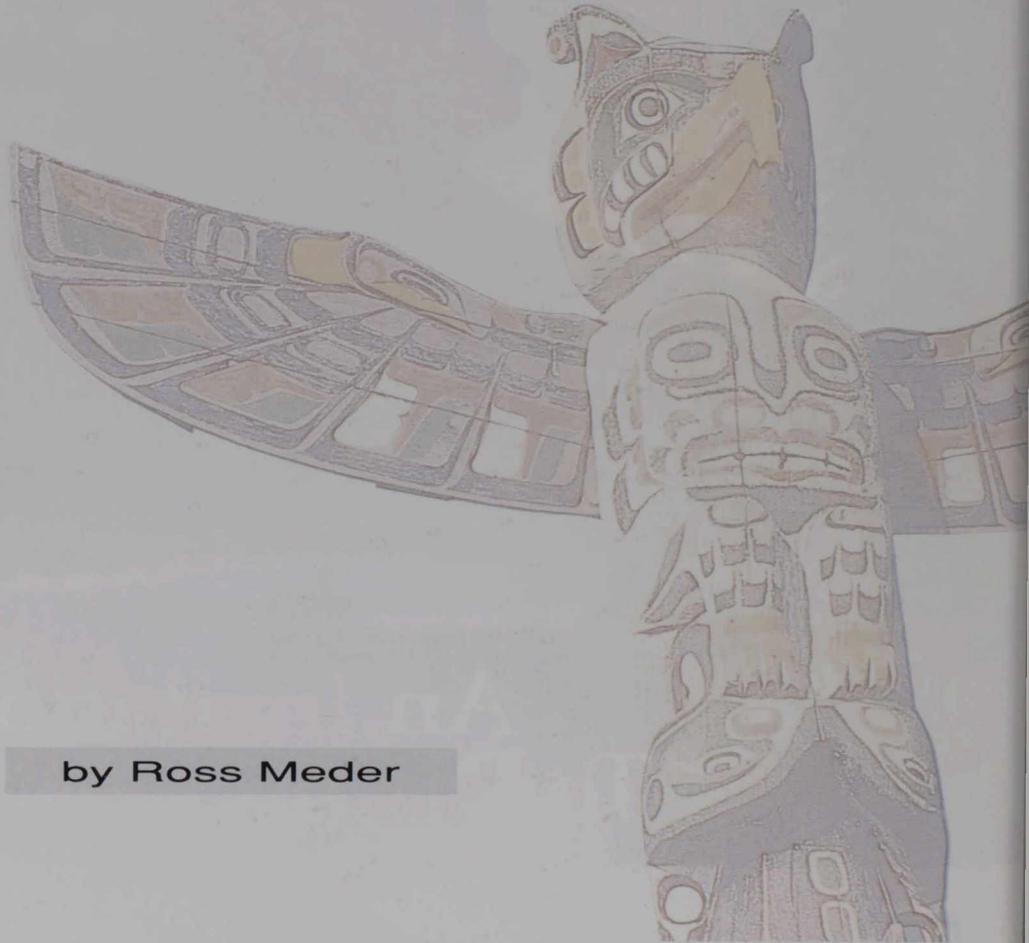
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Totem Pole

STORY



by Ross Meder

Built on the theme “Canada and Hong Kong: Friends Yesterday, Today and Tomorrow”, Festival Canada '91 is about the time-tested and increasingly close cultural and trade ties that bond the people of Canada and Hong Kong together.

Long after the many activities and events of Festival Canada '91 have ended, a symbol of enduring friendship and of Canada's commitment to Hong Kong and its future will stand tall in the busy, urban district of Tsim Sha Tsui.

A 31-foot cedar totem pole will be presented to the Governor Sir David Wilson by Prime Minister, Brian Mulroney on May 24 as a lasting gift to the people of Hong Kong. Later it will be dedicated with a traditional Tshimishan ceremony when it is installed in Kowloon Park on July 1, Canada Day and the final day of the Festival.

Ms Dale Campbell, the acclaimed Tshimishan artist who carved the totem with her assistant, will also carve a seven-foot totem during demonstration at a number of locations throughout the Festival.

Born in Prince Rupert, British Columbia, Campbell is of Tahltan-Tlingit ancestry and is a member of the Wolf Clan. The Tahltan are from northwest British Columbia and the Tlingit originate from southeast Alaska.

Many of Campbell's relatives live in Telegraph Creek, a small village on the Stikine River where her father, Harry, and mother, Peggy, were born. Campbell says she tries to visit family members in Telegraph Creek at least once a year; the visit gives her an opportunity to hear the old Indian stories and stay in touch with the traditional lifestyle of her people.

Campbell says she finds much of her inspiration in the myths and legends of the Tahltan and Tlingit people. Through her

research and work, she says she has acquired a much deeper awareness and understanding of her ancestry.

Campbell was encouraged to pursue Indian art in 1972 by artist Dempsey Bob. She enrolled in art classes taught by Bob and apprenticed with him in the early stages of her study of northwest coast Indian art.

In 1976, her eagle design was chosen from among those submitted by numerous artists to be the logo for the Museum of Northern British Columbia located in Prince Rupert. Her work has been displayed in two major art exhibitions, "Art of the Salmon People" and the first "Indian Woman Art Show".

In July 1982, Campbell, along with her brother, Terry and artist Rick Adkins, carved a 30-foot (nine-metre) totem pole which was raised in the traditional manner in front of the carving longhouse adjacent to the Museum of Northern British Columbia. The pole-raising ceremony included dancing by the artists and a feast for the spectators.

A button blanket that Campbell designed and made was one of 21 items selected for a year-long ceremonial button blanket exhibition entitled "Robes of the Totem Pole on Cloth", which opened in May 1985 at the Festival Centre in Adelaide, Australia. In 1986, coinciding with the city's centenary and Expo '86, the exhibition opened in Vancouver.

Campbell has also completed a course in silversmithing, and many of the masks and plaques she has carved have been commissioned by private collectors in Canada, the United States and Japan.

For the Hong Kong totem, known as the "Killer Whale Pole", Campbell has chosen the clan emblem of the Campbell family. The totem features traditional designs, is highlighted with red and black, and is topped with an eagle.

Campbell and her assistant will be joined by a village elder, a drummer, and dancers who will perform the traditional ceremonial rites to dedicate the totem.

Campbell and her assistant will carve the smaller totem at demonstration sites such as Tai Koo Shing, New Town Plaza and in Happy Valley at the Celebrate Canada picnic on June 30. It will feature a traditional northwest coast Indian motif and will be made of yellow cedar. The smaller pole will remain with the Canadian community in Hong Kong following the Festival.

Ross Meder is a freelance writer working and living in Hong Kong



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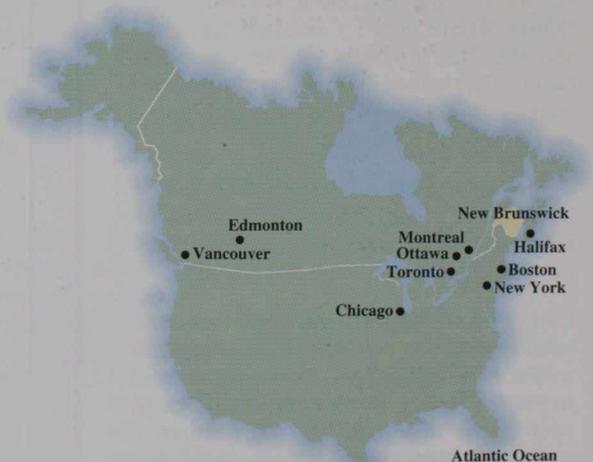
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Canadian Entrepreneurs in Hong Kong

by Connie M. Smith

Many people entertain thoughts of establishing a business in Hong Kong. However prior to heading out with your property agent to sign away the bulk of your savings on a five year lease, here are a few stories from several Canadians who have taken a walk on Hong Kong's entrepreneurial path.

With its relaxed regulations and free market attitude, Hong Kong attracts entrepreneurs – and, in some cases, brings out the entrepreneurial spirit hidden inside us. The latter could be said of Shelley Gunton and Brian Connolly, a couple who arrived in Hong Kong five years ago with their dog Joey. They had no idea at the time what a tremendous effect their canine friend would have on their lives.

Being pet lovers, Brian and Shelley were concerned when good-quality dog food was nowhere to be found in Hong Kong. Their extensive product search, which started out as a desire to keep Joey well fed, eventually resulted in Brian and Shelley acquiring the Hong Kong rights to IAMS Pet Foods. To this day, Shelley shakes her head as she talks of how they ended up in the dog food business and,

moreover, the ease with which they established Iceville Limited, their local company used to import IAMS pet foods.

The pet food venture, which began as a weekend and evening business on the side, turned full time for both Brian and Shelley approximately one year after its inception. With the two of them working full time at Iceville for the last two years, the business has grown to such an extent that they now supply IAMS pet foods to 80 retail outlets in Hong Kong, Taiwan, Korea, Macau and China.

The Canadian couple constantly keep their eyes and ears open for new additions to their product line, which, over the last few years, has expanded to include grooming supplies for pets. Brian and Shelley believe in the goods they sell and as a rule are only interested in adding top-quality products matched with good service.

About starting a business in Hong Kong, Shelley says, "Finding good products is not the problem; it's finding a niche in the marketplace at the right time." Keep your eyes and ears open, and watch and listen for what makes people tick."

IAMS pet foods was the first premium pet food on the Hong Kong market. However, in the past three years or so,

the number of competitors has grown to about a dozen.

Like so many companies in Hong Kong, Icehouse has to contend with the problems of working in a foreign country. Operating in a 98% Chinese market, they must rely on Chinese staff not only to bridge the language gap but also to evaluate promotional efforts through the eyes of a distinctly different culture. Shelley feels lucky to have developed such a strong team – an essential element of success in any business. Shelley says there are many untapped opportunities in Asia, particularly in Hong Kong. To set up a company, "It doesn't necessarily take a lot of capital or experience, and that is what so great about Hong Kong."

As a starting point, she suggests launching a business venture on the side and assessing the viability of leaping in full time before foregoing a steady income. She reminds us that there aren't the common expatriate benefits such as healthy housing allowance, a car and a company junk when you are just starting your own business!

Another successful Canadian entrepreneur living in Hong Kong is John Henderson, managing director of Pacific Rim Ventures Limited. Prior to setting up



his own operation as a financial adviser and business consultant, Henderson worked as an accountant with Ernst & Whinney's Hong Kong office – intending to serve the typical two-year expat term. He then helped a major Chinese family organization to restructure their business affairs. At that time, Henderson was also president of the Canadian Chamber of Commerce in Hong Kong.

In the four year that he has run Pacific Rim Ventures, the company has been dynamic in nature, something Henderson deems vital to conducting business in an international entrepot like Hong Kong. Henderson explains that, "In 1986 and 1987, before the market crash in October, many Canadian organizations were looking to set up in Asia and so consulting was a big business. Subsequent to the crash, Pacific Rim has increasingly focussed on local business consulting and providing a range of professional services from financial advising to business stress relief counselling."

Henderson agrees there are and always have been great opportunities in Asia, but also says that without familiarity with the market and the lay of the land, "a solo act is a mistake." It's wise to seek a partner or consultant's knowledgeable in the region and market.

About establishing a business in Hong Kong, Henderson says. "If you can afford the rent, everything else – technically and legally – is easy. The rent issue is the big nut to crack".

If the rent hurdle is no obstacle, Henderson believes they are three keys to success in Hong Kong: a lot of energy and stamina to jump in and try it; a commitment to the business; and a set of goals that do not involve making money. He is adamant on the last point and says that, "if your primary objective is to make money as an entrepreneur then you may be disappointed because it doesn't happen that easily."

In this way, Henderson has attained satisfaction over the years by helping many Canadians build their careers in Hong Kong, using Pacific Rim Ventures as a launching pad. Using his words, Pacific Rim Ventures has been an incubator for a lot of other businesses, particularly Canadian companies.

One such company was recently launched by Harold Mandel, a graduate of York University. Mandel found a need in the local market for a specific service that he is now providing through his company, Marketing Consultants Limited (MCL).

MCL assists companies in utilising Audiotex, one of the latest mediums for sales and promotions. Advertising agents and promotional companies use MCL on a consulting basis for generating information or promotional programs designed for telephone lines. Harold describes the new services as a cost-efficient promotional medium that can also be an additional revenue source.

"The attraction of Hong Kong is that you're not tied down with regulations in starting up a company," says Mandel. It has been said that the hardest aspect to starting up a business in Hong Kong is choosing the name.

For many Canadians, and particularly these entrepreneurs, it appears that Hong Kong is truly a land of opportunities. What is it that makes these Canadians successful? The common denominator among Iceville, Pacific Rim Ventures and Marketing Consultants are commitment, adaptability and perseverance of the owners themselves. In short, long live the entrepreneurial spirit.

Connie Smith, a recent graduate of the University of British Columbia, is currently an executive officer with the Hong Kong Shippers Council.

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by Ashley Ford



Dr. Sun Yat-sen Classical Chinese Garden

On the edge of Vancouver's Chinatown, surrounded by high whitewashed walls sits a "living treasure".

The Dr. Sun Yat Sen Classical Chinese Garden is the first full scale Chinese garden built outside of China and the first ever involving the Chinese and Vancouver communities.

A non-profit organization, the Dr. Sun Yat Sen Garden Society of Vancouver runs the garden on behalf of the City of

Vancouver and its prime purpose is to serve as a bridge between China and Canada and to promote a greater understanding of Chinese culture.

This unique garden is a Suzhou Ming Dynasty (1368-1644) scholar's garden and was completed in 1986 in time for Expo 86 by a team of artisans brought in from Suzhou, a city which sits near the mouth of the Yangtze River.

The garden had its introduction many years before when a Chinese Cultural Centre was built on a portion of the site.

At that time it was agreed that a garden should be built to complement the cultural centre. Eventually an enthusiastic band of scholars, politicians, city workers, members of the Chinese community and just plain fans of Chinese gardens quietly worked away to make the project work.

It was a daunting undertaking from the very outset, but when B.C.'s present Lieutenant Gov. Dr. David Lam, a former Hong Kong resident, and his wife Dorothy donated C\$1 million the impossible became probable. The Canadian govern-

ment weighed in with C\$1.5 million, the province of British Columbia with another C\$1.3 million and the People's Republic of China with C\$700,000. The city contributed the land valued at C\$500,000.

Construction actually began in 1985 with Vancouver architects Joe Wai and Don Vaughan working alongside the 52-man Suzhou team. Some 450 tons of materials were brought in by container from China including wood, rocks, tiles and granite.

The construction phase drew almost as much interest from the public as the finished product subsequently has. Vancouverites more attuned to mammoth, state-of-the-art concrete pumper trucks, lofty cranes and the constant sound of jackhammers looked on in amazement as the Chinese workers, sporting rattan "hard hats" used centuries old construction methods and tools.

In fact those rattan hats did not impress Worker's Compensation Board (W.C.B.) officials who came to inspect the safety aspects of the project. The canvas work shoes didn't impress the bureaucrats much either. The result was an immediate stop work order.

Compromise being one of the necessities of this project the works agreed to take Canadian safety helmets and boots despite the fact the Chinese hat looked just as sturdy as its Canadian equivalent, if not more so.

In fact this whole episode resulted in some fine cross-cultural discussion. The WCB officials asked the Chinese works: "If a brick falls on the rattan hat would it be able to offer sufficient protection?"

The answer must have been as unnerving as it was logical for the bureaucrats: "Depends on how high the brick is falling," was the reply.

Of further amazement to garden watchers during the construction stage was the speed with which it all took shape. It took only a matter of weeks for workers to complete the painstaking job of building granite pavilion bases for the various halls and buildings. Of even greater interest for people from a province which is renowned as one of the world's major producers of lumber was that all the woods used in the garden came with the artisans.

There's nary a stick of Canadian wood in the garden, but then again Canada doesn't grow the very rare Nan timber of Western China used to make the principal columns in the Main Hall and the Scholar's Study. Neither does it produce the Ginko wood used in the carving of

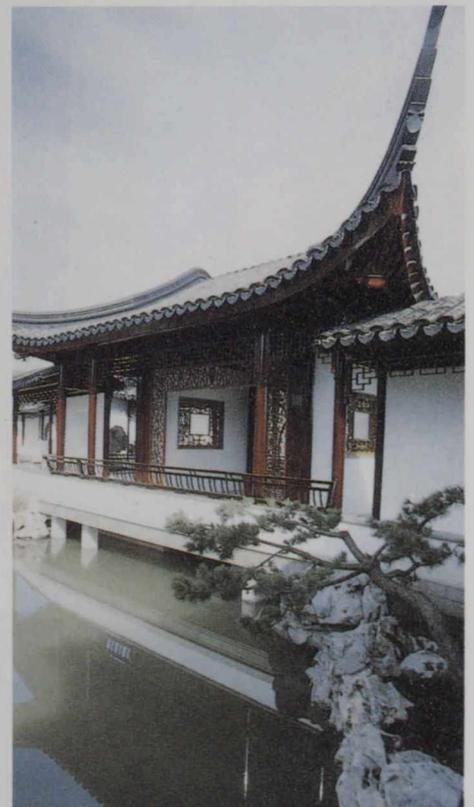
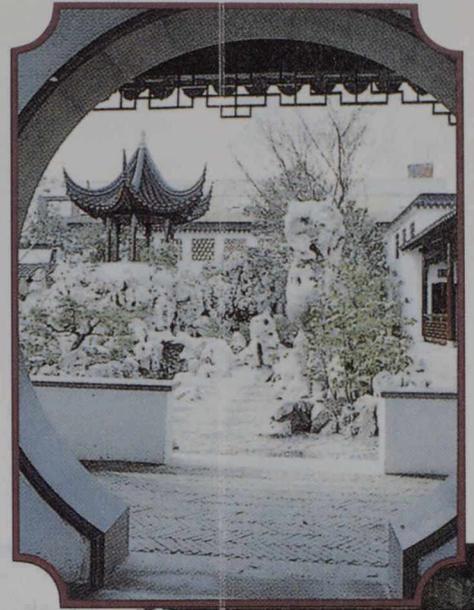
intricate and delicate screens or the camphor used for making the curved rafters.

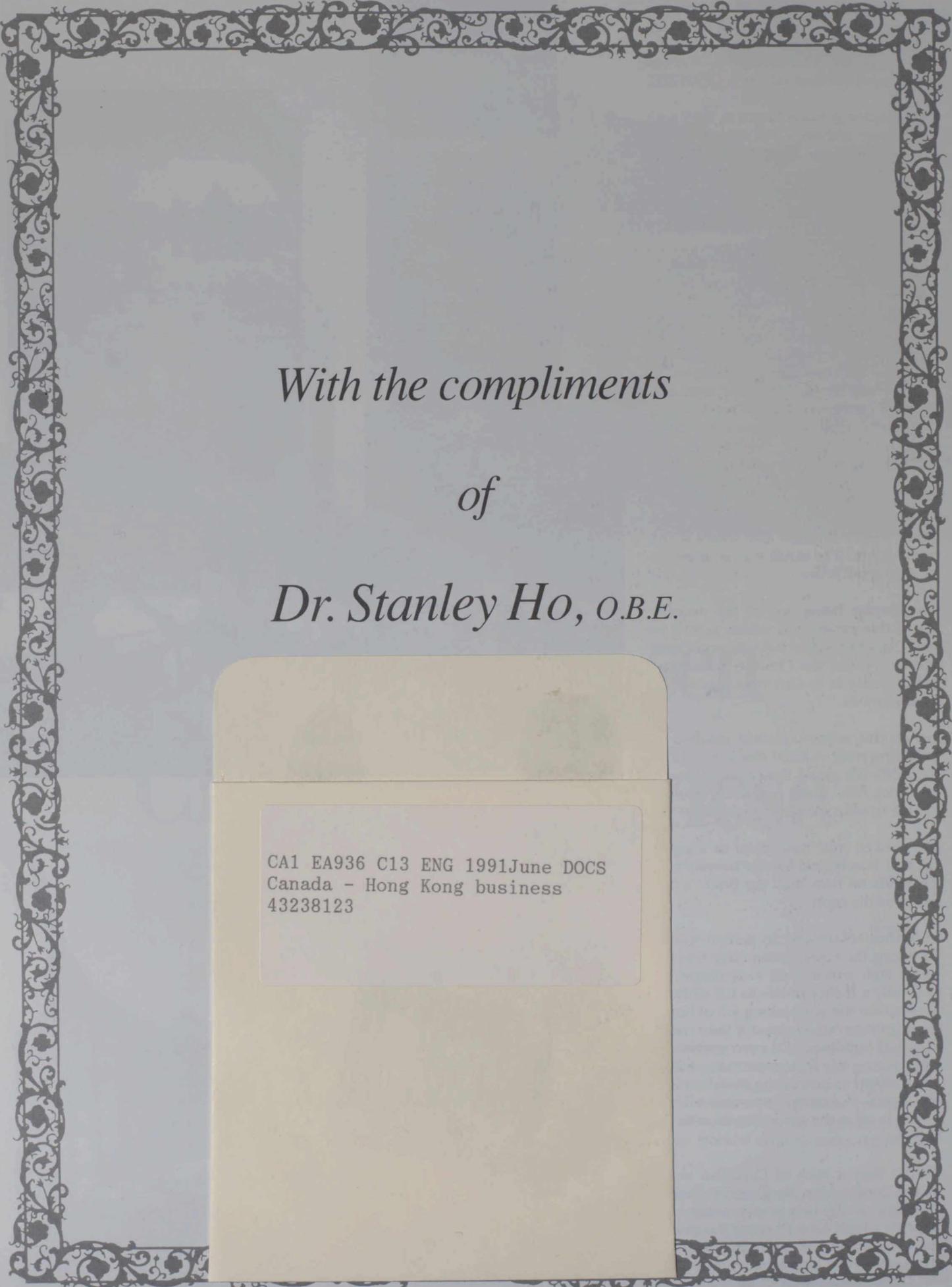
The garden, named in honor of the founder of modern China Dr. Sun Yat Sen, who tarried briefly just down the road in Chinatown decades before, is linked directly to him.

The Chinese characters declaring the name of the park at the entrance were penned by the doctor's widow. A poignant link to the past and one of China's great figures.

The Garden has quickly garnered itself a major international reputation drawing visitors and scholars from all parts of the world and is featured in such magazines as National Geographics.

Asbley Ford is the Far East Economic Review correspondent in western Canada.



A decorative border with a repeating floral and scrollwork pattern surrounds the central text.

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