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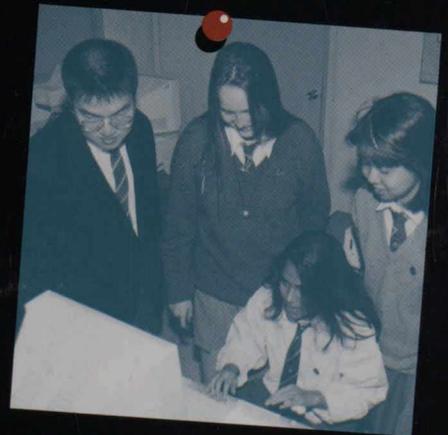
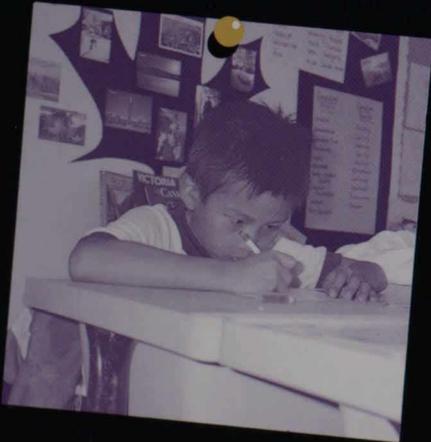
CANADA HONG KONG BUSINESS

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Canadian Schools



● ● ● making their mark in Hong Kong

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- 1,600 Commission for Canada's Trade & Immigration Sections

Advertisers Index.....Page No.

Alberta Economic Development.....	21
Calgary Chamber of Commerce.....	31
Calgary Economic Development.....	14
Canadian Airlines International.....	34
The Canadian Chamber of Commerce.....	33
Canadian Imperial Bank of Commerce.....	BC
Chubb Hong Kong.....	13
Commission for Canada.....	IBC
Drake Business Centre.....	23
Investment Canada.....	18/19
Kells Academy.....	12
Manulife.....	2
Metro Broadcast.....	27
New Brunswick Economic Development & Tourism.....	16
Saskatchewan Economic Development.....	9
Seaker Chan International School.....	29
United Airlines.....	IFC

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PRESIDENT'S MESSAGE

As a foreign Chamber in Hong Kong, local affairs are of crucial importance to us and we are often asked about the Chamber position on the political events unfolding. While the Canadian government has come out in full support of Governor Chris Patten's reforms the

position of the Chamber is more complex. Members have opinions that range from full support of greater democracy to those who believe that change will unnecessarily rock the boat.

In acknowledgement of the great diversity of opinion, we maintain a neutral position while making communication flow so that the complicated balance that makes Hong Kong a great place to do business continues. In doing so we look forward to a future of good governance and an open economic environment which allows the local and international business community to have the confidence we seek.

In recognition of business which helps to strengthen Hong Kong -Canada ties, the Chamber's Forum Committee has introduced the Voyageur Award. This award is open to those entrepreneurs and businesses who work with Hong Kong and Canada thereby enhancing Canada Hong Kong relations. It is simple to enter - entry forms are available each Thursday in The Standard's Canada edition. Prizes have donated by Hong Kong Telecom.

Chamber members are invited to promote themselves and their products on March 25 at the first ever Open House/ Trade Show organized by the Entrepreneurs Committee. This ambitious project offers members the opportunity to present themselves to an interested audience in an extremely cost effective professional environment.

Proper promotion and advertising is one of the keys to successful business. This publication offers another excellent opportunity to promote your product or service to a select target market. Canada Hong Kong Business magazine now boasts a circulation of 10,000 copies which are distributed in Hong Kong and Canada as well as on Canadian Airlines flights between the two. Take advantage of the advertising opportunities this publication offers and reap the benefits!

In other news, I would like to extend a warm welcome to Leslie Henderson, the new executive director of the Chamber. Leslie, a long-time resident of Hong Kong, brings years of experience in organizing conferences and community involvement. We look forward to her leadership. At the same time, it's goodbye and thank you to Heather Allan who has been with the Chamber for three-and-a-half years. All the best to Heather, who will be kept busy with a new baby in May and her move to New Zealand in June.

Marlene Lee



Canadian Schools



making their mark in Hong Kong

by Ann Marie Angebrandt



Canadian schools
are some of the
most popular and



fastest growing in the territory. Ann Marie Angebrandt
takes a look at what these schools have to offer.

James Mistruzzi was employed by Ontario's Scarborough Board of Education back in 1988 when he spotted an advertisement recruiting staff for a Canadian school in Hong Kong. He applied, thinking it would be interesting to take a two-year leave of absence to see what Hong Kong was like.

More than four years later, Mistruzzi is still here. He found his position as one of three principals at Tai Koo Shing's Delia School of Canada so enriching that he sent his resignation letter back to the Board long ago so that he could continue his involvement in Canadian schooling in Hong Kong.

In fact, last September, Mistruzzi helped launch one of Hong Kong's newest Canadian schools when he became principal at Seaker Chan International School, formerly known as the Sham Shui Po College.

Down the road a few kilometres at Hong Kong's original Canadian school, the Canadian Overseas Secondary School (COSS), Alvin Gillies acquired his position as a retirement project after years as a director of education in Ontario.

The two men, like a large percentage of staff at the five schools offering the Canadian curriculum in Hong Kong, have been recruited from Canada to provide an authentic framework for the thousands of students here studying at Canadian schools.

"The only difference between our school and one in Canada is the location," says Lam Tin Chor, deputy principal at Delia, a five-year-old school named for Sister Delia Tetreault, a Catholic missionary active in Hong Kong and China earlier this century. "We use the same books, the same teachers, the same curriculum."

But as for the students, that's a different story. All five schools have a very heavy percentage of local Chinese students either being groomed for future study in Canada, or returning from the West and wanting to continue with an English language education. Especially now that Canada's economy has slowed, schools are reporting a rise in the number of returnees.



The Hong Kong government is seen to be favouring

Canadian institutes lately in its encouragement of more

international schools. Such a strategy is meant to help

the territory keep its doors open to the international

business commu-

nity while offer-

ing a highly

skilled and

cosmopolitan

workforce.

"Our expatriate numbers are growing, but generally, they tend to go to the other international schools," says Ian Robertson, principal at the small, but rapidly growing Canadian International School in Causeway Bay. "About 85 percent of our students are Chinese, many returning from Canada or Australia."

For those students who have never had exposure to any foreign education, adjusting to the more liberal Canadian system with its emphasis on creative problem solving and original thought can be difficult. Often times, it contradicts the rote memorization techniques to which Hong Kong students are accustomed.

"Our students fit in fairly quickly, but some come with funny ideas about Canadian education," explains Gillies from the principal's office at COSS, a school which was established 10 years ago by three professors from Toronto's Ryerson Institute of Technology. "We stress group work and creative thinking, and plagiarization is sometimes a problem before students catch on to our style."

Teachers have also reported being surprised at the mechanical reactions that local children demonstrate to problem solving, especially if they have only jumped into a Canadian institute for their final years of schooling.

Delia, Seaker Chan, and especially COSS,

which has 400 of its 528 students at the Grade 12 and OAC (formerly Grade 13) levels, tend to attract students who are planning on graduating from a Canadian university or tertiary institute. There are hundreds in that category (see sidebar) and many of Hong Kong's Canadian schools are bursting at their seams as a result.

But Canadian schools aren't the only ones with booming enrolments. Surging demand has ignited an explosion of so many new institutes over the last decade ranging from German-Swiss to Japanese, that the nationalities represented in Hong Kong schools now closely rival those at the United Nations. Despite the high fees that these much aspired to institutes charge, the Hong Kong government is forecasting that enrolment will continue unabated, leaping fivefold over the next five years.

But make no mistake. Not everyone has the option to attend. International schools, including the Canadian ones, are a privilege for those who can afford the tuition. Yet compared with the most prestigious international schools in the territory, such as the Hong Kong International School with its tuition ranging from HK\$33,000 to nearly \$90,000 with a \$110,000 debenture and \$15,000 entry fee and American curriculum; the Canadian schools, which average around HK\$30,000, seem like real bargains.



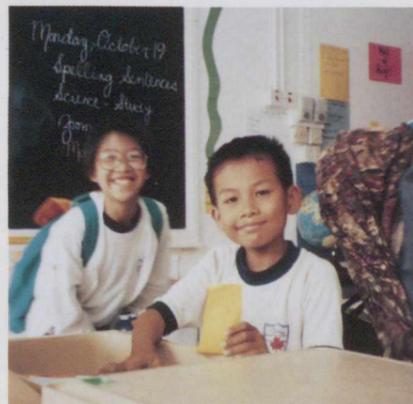
Principal	Annual Costs (HK\$)	Number of students/ Number of teachers	Curriculum	Levels available	Maximum students /class
Canadian International School 7 Eastern Hospital Road Causeway Bay ☎ 881-0293	Ian Robertson Tuition: \$33,000 \$4,500 books & supplies Debenture: \$75,000 Corporate \$25,000 Personal	213/20	Documents from Ontario and B.C. Locally-developed curriculum Not certified by provincial authorities	K-6 plans to add one grade a year	25
Canadian Overseas Secondary School (COSS) 166 Boundary Street Kowloon Tong ☎ 336-6273	Alvin Gillies Tuition: \$38,000 & miscellaneous fees for books & supplies No Debenture	528/35	Ontario Accredited by provincial authorities	8-OAC	25
Delia School of Canada Kam Shan Mansions Tai Koo Shing ☎ 884-4165	C C Lee Lam Tin Chor Tuition: 1-8 \$25,700 9 \$27,000 10 \$30,200 11 \$30,200 12- OAC \$34,000 No Debenture Miscellaneous fees for books & supplies	900/60	Ontario & Maritime Accredited by provincial authorities	K-OAC	30
Seaker Chan International School 71 Boundary Street ☎ 397-2577	James Mistruzzi Tuition: \$40,000 & miscellaneous fees for books & supplies No Debenture	180/16 (plus 12 students in Australia curriculum)	Ontario Options are locally developed Accredited by provincial authorities	7-OAC	22
Christian Alliance PC Lau International College 2 Fu Ning Street Kowloon City ☎ 713-3253	Ernest Janzen Tuition: 7-9 \$28,000 10-11 \$30,000 & miscellaneous fees for books & supplies No Debenture	50/7	British Columbia Not accredited by provincial authorities	7-11 Expanding to 12 in 1993-94	15

And with three of them starting up since 1991, the Hong Kong government is seen to be favouring Canadian institutes lately in its encouragement of more international schools. Such a strategy is meant to help the colony keep its doors open to the international business community while offering a highly skilled and cosmopolitan workforce. Schools which fit government specifications are often helped generously with offers that include land at token fees and subsidies based on the number of pupils.

The Canadian International School, which was established in the autumn of 1991 by representatives of the Hong Kong business and Canadian community (including the Chinese-Canadian Association and the Canadian Chamber of Commerce) has a clear growth plan that will allow it to add a grade a year and soon expand into secondary education.

"We're renting our premises now, but we're growing at such a rapid rate that we'll be building a new school by September, 1996," explains principal Robertson. "The Hong Kong government will be giving us a land grant when we're ready."

The school now has about 213 students, and is expecting 300 next year. By that time, says Robertson, they'll need to move some of the older children into temporary new facilities until the new school is built.



Likewise Seaker Chan, which was formerly run under the auspices of COSS, but later established as part of the Chan Education Foundation (local philanthropist Anita Chan heads the Foundation and named the school after her late husband whose English name was "Seaker") is also planning to expand to

incorporate lower grades.

"The Chan Foundation has gone to the extent of drawing up blueprints for a state-of-the-art new building, and the talk is it'll happen sometime in '93-94," says Mistruzzi. "They may put us somewhere else temporarily while they tear down this building to make way for a magnificent new structure."

All signs point to continued rapid growth in the other Canadian schools in Hong Kong as well. When Delia first started in 1987, it offered only grades 10 to 12, and had just 50 students and four teachers. Enrolment has increased nearly 20 fold.

The Christian Alliance PC Lau Memorial International College, another newcomer which started up with 50 students last September, is also expecting to expand.

The school is run by the Chinese Christian and Missionary Alliance, an organization which governs 12 schools in Hong Kong. When it chose to convert one of its Hong Kong schools to an international institute, it contacted its Canadian affiliate to see whether it could send out any administrators.

Number of students/
Number of teachers

Curriculum

Levels available

Maximum
students /class

Principal Ernest Janzen answered the call. "The building is owned by the Church, and they are shifting former students to a new location in Tsuen Wan to free up new classrooms for us," he explains. "We'll have three to five new classrooms next year, allowing us to offer the Canadian curriculum up to grade 12."

But just what does it mean to these Canadian schools to offer the Canadian curriculum? Officially, only three — COSS, Delia and Seaker Chan — have accreditation from provincial education ministries. Both Seaker Chan and COSS offer the Ontario curriculum, while Delia has two streams for Ontario and Maritime instruction.

This official accreditation means that provincial education inspectors must visit the schools each semester to ensure all standards of a Canadian school are being met. Textbooks are approved by provincial education authorities and normally shipped from Canada.

As for the Canadian International School, Robertson explains that since it only offers primary levels at the moment, no certification is necessary, although most

of its books are approved by British Columbia and Ontario education departments. PC Lau's Jantzen says in the future they may approach the BC government for certification, but for now, it's "useful, but not necessary."

Besides their strong Canadian content, many of the schools also offer options focusing on the local realities surrounding the students, including Asian geography, history, language, and business, in case students forget where they are studying.

Yet despite all their similarities, school spokesmen are adamant that if there is any competition between them to lure prospective pupils, it is only friendly.

For now, they each seem to have plenty of minds and bodies to keep them busy. Still, the surging demand must reach saturation at some point, a few privately concede. The door is now wide open for other business groups to establish other Canadian schools, including more of the substandard and unofficial "education for profit" and "visa" schools that have in the past, sullied the reputation of legitimate Canadian schools.

Often these schools use references to Canada in their names to entice vulnerable students with offers of easy immigration upon graduation. In addition, as 1997 draws nearer, there are bound to be fewer returnees, since those who emigrate so close to the deadline of Hong Kong's handover to China, are not likely to be returning for only a year or two.



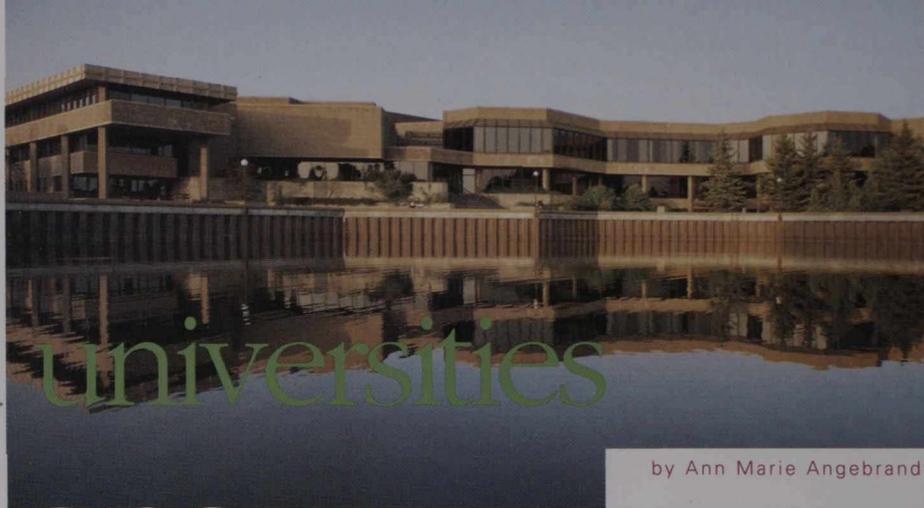
Yet the determination of Hong Kong's present Canadian schools is unshakable. So too is the respect from the thousands of Hong Kong families who continue to enrol their children at some of the most popular and fastest growing schools in the territory. ♦



Canadian universities

number **one** destination for Hong Kong students

by Ann Marie Angebrandt



At this very moment, close to 70,000 university diplomas from Canada are hanging on walls around Hong Kong. At least that's the number of Canadian university graduates that Fred Kwok, president of the Canadian Universities Association, estimates currently live in Hong Kong. That means about 1.2 per cent of the territory's current population at some time has graduated from one of Canada's dozens of universities.

Some alumni, such as banking analyst Bradley Dorohoy, a Manitoba-born graduate of Queen's University in Kingston, Ontario have studied in the Canadian education system since Grade 1, only to be lured to Hong Kong by greater opportunities than they expected in Canada.

But the large majority — some estimate as many as 90 per cent — are Hong Kong-born graduates who leave their homes to attend a Canadian tertiary institute, usually in Ontario or British Columbia, and then return.

Indeed, so popular are Canadian universities that Canada has been the number one education destination of Hong Kong university students for the last 30 years. Canadian government statistics show that in 1992, close to 5,000 Hong Kong students enrolled in Canadian institutes, pumping close to half-a-million Canadian dollars into the economy, and bringing the current number of Hong Kong students in Canada up to around 15,000.

While many alumni say that their overseas education has helped them develop prestigious international experience and refine English language skills, the main reason for the education exodus continues to be the lack of opportunities for tertiary education in Hong Kong.

There are now three universities in the

territory (the University of Science and Technology joined the long established Hong Kong and Chinese Universities in 1991) and four polytechnical institutes, but government figures indicate that only about 18 per cent of Hong Kong's eligible students are awarded one of the approximately 15,000 first-year places bestowed by strict academic standards. These are filled by Hong Kong's cream of the education crop.

Not surprisingly, the remainder who can afford it, often leave Hong Kong for the wider range of facilities in Canada, many when they are in Form 5 (about 17 years old) to complete their final year of high school in Canada and ensure a place at a Canadian university.

"It was extremely fashionable to attend a Canadian university when I did it," says Kenneth Yuen, a graduate of both the University of Toronto and University of Western Ontario in the mid 1970s, and now a lawyer in Hong Kong. "There was really no choice if your marks weren't outstanding."

Yet despite the demand, most Canadian universities don't aim aggressively at Hong Kong students when recruiting. In fact, due to complicated funding structures, many are penalized when enrolling foreign students.

Instead, it is Hong Kong's 18 or so Canadian university alumni associations that are often the target of university pleas for donations. Most of the associations have memberships of a few hundred, but only a handful have any extra money left over from fundraising events such as annual balls to donate back to their alma mater.

Besides organizing social events for their membership, one of their most important functions is simply to create business networks. After all, this is Hong Kong. ♦

Interested in joining your alumni association?

Here are some contact names:

Fred Kwok
Canadian Universities Association
 (intra-university society)
 529-5511

Pat Tse
Concordia University
 721-8208

Kenneth Yuen
University of Western Ontario
 723-0303

Karl Lung
McMaster University
 843-7627

Helen Megan
McGill University
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Doing business in China

can be a challenge to the

most experienced busi-

ness person but the

rewards are often substan-

tial and worthwhile.

Understanding how the

system works and the

perceptions of workers in

China is key to a success-

ful venture. Here, Cyprian

Au Kwok-shing takes us

through his successful

formula for China trade.

• Three Ps approach

China, a huge country with over a billion people, various ethnic groups and dialects gives us a setting of contrast, inconsistency and constant change. Despite its open door policy in recent years, China still operates under a bureaucratic, feudalistic system which is so complex that serious inconsistencies exist between different businesses, locations and even people. We have to learn to live with this rather than try to change it. To ensure the success and survival of a foreign investment in China, the traditional three Ps approach to China trade is still true: patience, persistence and perseverance.

• Understanding the system

Many companies are frustrated with the problem of recruiting and transferring people to China. Why?

• Rigidity

China has established a very rigid labour and personnel system to control the movement of its people. Take, for example, the personal file system. This is used to control the movements of each individual. Without a proper personal file, it is very difficult for someone to find a good permanent job, or to obtain social security from the government. Joint ventures should not employ people without a personal file.

In addition, the personal file complicates the movement and transfer of personnel from one company or location to another, or from a local company to a foreign-owned company. As China has a limited supply of well-trained people, especially professionals and college graduates, it simply cannot afford to let its people move freely. Talented people, if given the choice, rush to the cities and special economic zones. The infrastructure and resources in these places cannot accommodate the influx of people without proper control. That is why you have to live with the manpower quota set by the labour bureau.

• Inconsistent labour and personnel systems

Each region in China has its own socio-economic characteristics and maturity levels. As a result of the open door policy, different types of special economic zones have emerged. These "special zones" have developed different labour and personnel systems in order to meet the special requirements of the zones. If you work in two different locations, you may come across old and new systems operating simultaneously in the same place. The local company will always use the law, old or new, which gives them the best advantage over their joint venture partners. This can result in confrontation which is best avoided. Instead, be flexible and adjust to their ways of doing business. As you begin to understand how the system works, you too can manipulate it to your own advantage.

• Characteristics of PRC Employees-

Avoid direct questions

In China, the Confucian teaching of respect for one's elders is still deep-rooted so that direct confrontation remains socially unacceptable.

Rarely do we find an individual who is willing to express publicly his or her point of view, as that might suggest placing personal interests above group interests. Therefore, try not to use a group approach to generating ideas. Similarly, do not feel frustrated when there is no response in a training session. One-to-one meetings in China are much more productive.

As a human resources manager in China, be sensitive to an indirect question asked by an employee. As it is difficult to express grievances directly, employees may choose a vague, roundabout way of talking to you. If you recognize this and respond accordingly, you can satisfy their needs, at the same time, saving their "face."



One of the frustrations of doing business in China is dealing with various government departments.

High degree of endurance

Locals are attracted to foreign firms for obvious reasons: better pay; better working environment; opportunity for personal growth; opportunity to experience overseas training and ideas; and less political pressure.

Foreign companies do not have trouble finding the most talented and educated people in China. Many of these employees demonstrate a high degree of endurance, even if given simple, mundane tasks.

This is largely because today's middle-aged professionals have lived through the tough years of the Cultural Revolution, the Gang of Four and numerous political movements. The majority were assigned to jobs below their skill and intelligence levels. Others performed manual work in the countryside. Those arduous times have made them highly tolerant. We should recognize and fully use these qualities.

Government operations.

One of the frustrations of doing business in China is dealing with various government departments. The Chinese government is a gigantic three-dimensional matrix organization, fragmented into many units, with separate and vertical hierarchies. It is very difficult for an expatriate to understand the operations and rules of the different government units. The following hints may be helpful in dealing with government bureaucracy.

- Each government unit operates as a separate semi-autonomous kingdom which is only responsible to the immediate higher level of the hierarchy. To make matters even more complex, special treatment, formulated by vague social, government and personal rules, is common. Working out the right channels and approaches takes time and energy. Patience is a must.

- Different departments and locations have obvious inconsistencies and conflicts. Learn to balance relations between the two and be persistent.

- Each unit has its own agenda defined by its interests and priorities. Perseverance is essential.

- Traditionally China is a relation-oriented society. Thus, you must get to know the officials who control the allocation of resources, and the implementation and interpretation of rules. Good relations with the government at all times is a must. A regular government relations programme should be set up to facilitate business transactions.

The work unit

The work unit is more than a place of employment, it is also a shelter, a place of identity and an indication of socio-economic status.

The work unit is self-sufficient. Many units have their own infrastructure such as dormitories, schools, markets and sports halls.

The work unit system usually generates a high degree of organizational dependence and tolerance. For example, work units seldom dismiss a poor performer. Instead the management staff will educate the employee concerned and help that person to improve. If there is still no improvement, the worker's salary will be frozen or reduced but he or she will not be dismissed. Therefore workers changing to a foreign work unit will need time to learn the new values of self-management, discipline, decision-making and personal accountability.

Integration

The process of interaction between locals and expatriates usually follows this sequence.

1. Locals and expatriates maintain their values/work attitudes.

2. Tension emerges.

3. Conflicts take place.

4. Adjustment sets in.

5. Assimilation starts to occur.

6. Norms and differences are internalized.

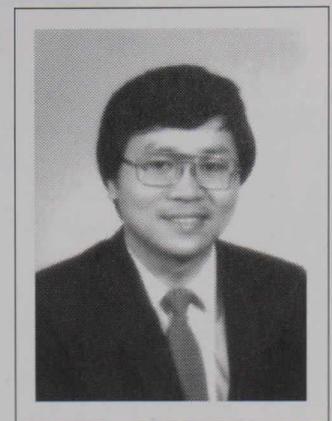
7. Harmonious relations are established.

An effective integration programme will enhance productivity and efficiency. Discuss how to work out an orientation programme with your Chinese partner. Experience shows that partnership is the ideal solution.

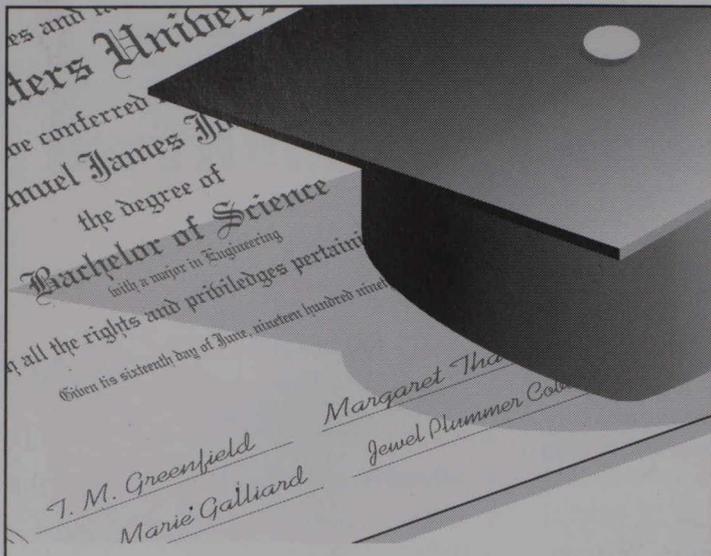
Friendship is not enough in China trade. A strategy of comradeship and mutual understanding has to be developed at the very beginning of any China project.

Thus, let me extend the three P to:

- patience;
- persistence;
- perseverance; *and*
- partnership. ♦



Cyprian Au Kwok-shing is the director of Human Resources - Pacific Asia Division of Manulife Financial. He is also former chairman of the Human Resources Committee for The Canadian Chamber of Commerce in Hong Kong.



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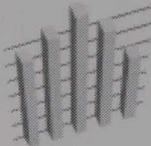
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ECONOMIC



Taking the economy's pulse: a little stronger

CONDITIONS

As we projected some time ago, this has been the slowest economic recovery on record. But for those who may not have noticed, the economy has been improving very gradually since the bottom of the recession in March 1991.

Since then, a number of indicators have shown growth. Total output has grown by 2.1 per cent. Real after-tax personal income has edged up by 1/6 per cent. Corporate profits have increased by 17.4 per cent, albeit from a dimly low level. New housing stats are 67 per cent higher. Interest rates fell to their lowest level in more than two decades this past fall, gyrated briefly and are once again falling.

In addition, with inflation running at an annual rate of 1.6 per cent and the Canadian dollar now at a more sensible level, strong gains in exports have taken place, setting all-time highs over the past six months. Employment, holding its form as the last indicator to brighten up after a recession, unfortunately remains in the doldrums.

So why hasn't the recovery been better? Because during the 1980s we overbought, overbuilt and overborrowed. The rapid expansion of the last decade eventually outstripped the ability of the consumers, businesses and governments to sustain the pace of growth.

The level of annual spending by consumers on durables in the second half of the late 80s was more than 50 per cent higher than in the late 70s. Entering the 1990s, we found that we already had all the cars, appliances and furniture that we needed. More than enough retailing and office space had been built during the boom to provide for most of our needs for the next several years.

Much of this activity had been financed through debt. Paying the interest on this debt became enough of a burden that further borrowing was out of the question.

With the passage of time, we have begun to work off the excesses of the 1980s. This will be a slow process, taking many years in some areas. But with the US economy beginning to perk up, things are going to continue to get better in 1993.

A number of positive developments will contribute to better times. The first is a sturdy performance of business spending on machinery and equipment during and following the recession. Normally in a recession or economic slowdown, companies cut back sharply on such expenditures, adding to the volatility of the business cycle. Business machinery spending fell slightly entering the recession in 1990, but has since remained fairly stable despite historically poor corporate profits.

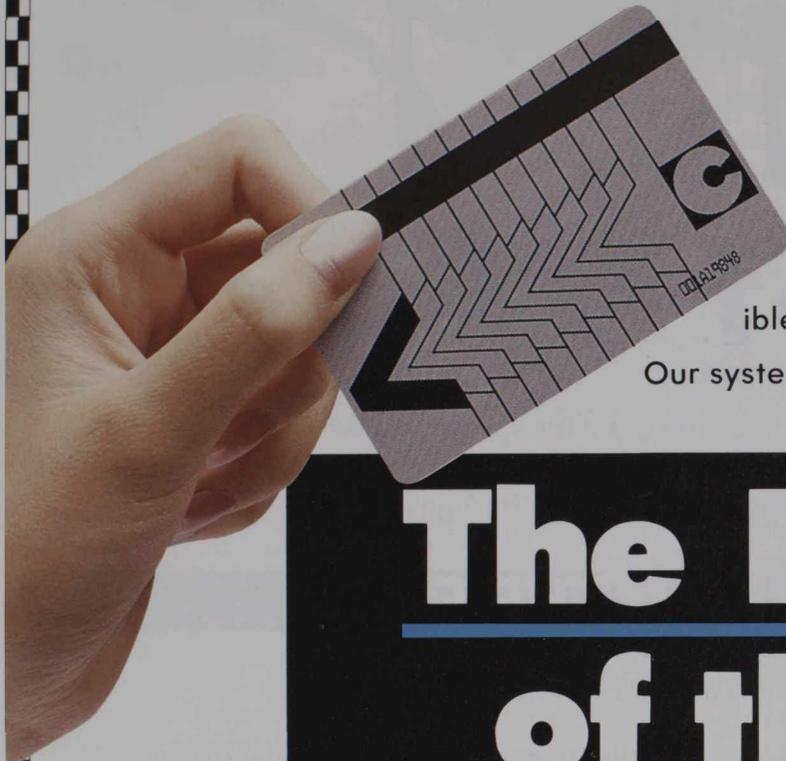
This investment has helped to stimulate sharply higher productivity gains in the last couple of years. As a result, Canadian firms should be better placed to compete against foreign firms as the world economy recovers in the next several years.

The second piece of good news concerns exports, which have helped to sustain the economy in the last year and a half and promise to lead Canada out of the doldrums over the next year. Despite economic conditions south of the border that until recently have only been marginally better than in this country, as well as a high Canadian dollar for most of the period, our exporters have been able to increase their sales sharply to American customers, thus accounting for most of the increases in shipments abroad.

Total exports to all countries were more than 13 per cent higher in real terms in the third quarter of 1992 than at the trough of the recession in the first quarter of 1991. This growth shows that Canadian firms are improving their competitive positions as a result of the restructuring brought about by both free trade with the United States and pressures from overseas.

This report is courtesy of Ernst & Young

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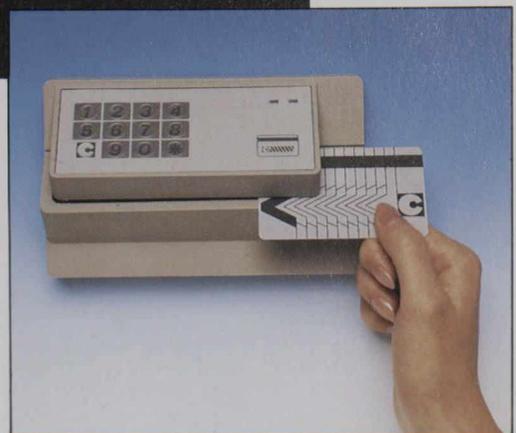
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CANADA & ASIA

THROUGH THE EYES OF THE MEDIA

A media survey has found, among other things, that China perceives Canada as a big but quiet country with an important role to play in world politics. On the other hand, Canadians rely too heavily on foreign media to let them know what is going on in Asia. Margaret Coates takes a look at this fascinating survey.

If the media's perceptions shape its coverage of the news, then the findings of a recent study do not bode well for the future flow of information between Canada and Asia. A critical report suggests that the Canadian media's coverage of Asia is not as good as its coverage of many other parts of the world, while Canada suffers from poor visibility in the Asian media generally.

The report, entitled "Canadian Media's Perceptions of Asia/Asian Media's Perceptions of Canada", was published in June, 1992 by the Asia Pacific Foundation of Canada, an independent, non-profit organization established in 1984 by an Act of the Canadian Parliament. In 1989, the Foundation commissioned Pacific Rim Information Network (PRIN International Inc.) to survey Asian coverage in the Canadian print and electronic media. In 1990, the Canada-ASEAN Centre in Singapore and the Foundation jointly commissioned a survey of the Asian media's perceptions of Canada.

The survey of the Canadian media created a data base of articles from 14 newspapers and also conducted personal interviews with influential Canadian media people in a broad cross-section of news organizations. However, as pointed out in the report, 70 per cent of Canadians look to TV as their primary source of information and the fact that the data base was limited to newspapers would seem to be a major flaw in the survey. Nevertheless, the survey gives a fascinating description of how Canada gets its news of Asia.

The major finding of the survey is that the media contains inadequate coverage of Asia from a Canadian perspective, a failing that it blames on lack of leadership and commitment from the Canadian media. Only five percent of all international news published in Canadian newspapers in 1988 related to Asia. The report also complains of over-reliance on foreign-produced material, especially American sources. An interesting tangent in the report is its comments on what Canadians purportedly want to see in the news: more concern with development issues,

less interest in conflict issues, demand for cultural and economic stories, and willingness to grapple with "grey areas" of issues.

The report also finds that there is insufficient coverage of Asian business stories in the Canadian media. It says this is partly due to the inherent difficulty in reporting business stories and the lack of adequately trained business journalists. However part of the problem can be traced, according to the report, to the Canadian media's reliance on foreign sources, which tend to emphasize political stories.

An interesting finding from the data base is the regional differences within Canada in coverage of Asian stories. *The Halifax Herald Chronicle* had the second highest percentage of Asia-related stories taken from Canadian news agencies. *The Regina Post-Leader* had the highest percentage of stories on tourism in Asia and the largest percentage of China-related stories. Not surprisingly, the *Vancouver Province* had the largest number of Hong Kong related stories published in Canada.

The report suggests that the future holds more of the same. Part of the reason, apparently, is that the public does not complain about poor coverage of international news. Foreign news editors report a lack of pressure from the public to do a better job, which, they say, makes it difficult to obtain more resources to allocate to international news coverage.

The survey of the Asian media interviewed media people from 115 Asian news organizations in Canada, Brunei, China, Hong Kong, India, Indonesia, Japan, Korea, Malaysia, the Philippines, Taiwan, Thailand, and Singapore. In addition to trying to determine the sources and scope of Canadian news coverage in the Asian media, the survey sought their perceptions of the following topics: Canadian foreign policy, the Canada-US Free Trade Agreement, bilateral relations between Canada and Asian countries, Canadian development programs, and Canadian goods and services.

The major finding of the survey is that, while Canada's profile in the Asian media is very low, the perception of Canada is generally positive. The report complains that the Asian media receives much of its information about Canada through an American filter and a number of specific suggestions are made to improve Canada's visibility in the region. One is that Canadian businesspeople actively maintain good relations with the Asian media, and make time to meet with and give exclusive interviews to Asian journalists.

According to the report, China sees Canada as "a big but quiet country that does not produce provocative stories...a peace-loving, modern nation that is expected to play an important role in world affairs. Economically, Canada is seen as very dependent on the United States, although recognized as being technologically advanced in fields such as medicine and agriculture..." Japan has very positive perceptions of Canada: "...a favourite destination for Japanese tourists because of its clean environment and spectacular scenery...a safe and peaceful country..." In Hong Kong, Canada benefitted from the raised profile gained during Festival Canada 91 and interest in Canada remains high.

The report is not a rigorous analysis of the issues related to media coverage of the news either in Canada or in Asia. It is a snapshot, not a study or a critique. Nevertheless, it provides an interesting and thought-provoking insight into how the news is reported. As it says itself, its intention was to stimulate further research on the subject.

In the meantime, however, perhaps the most important point to emerge from the report is that Canadians should play a more active role, both in Canada and in Asia. As consumers, this means demanding better coverage of Asian stories. As Canadian business people, it means developing relationships with the media and participating in shaping the perceptions that in turn shape its coverage of the news. ♦

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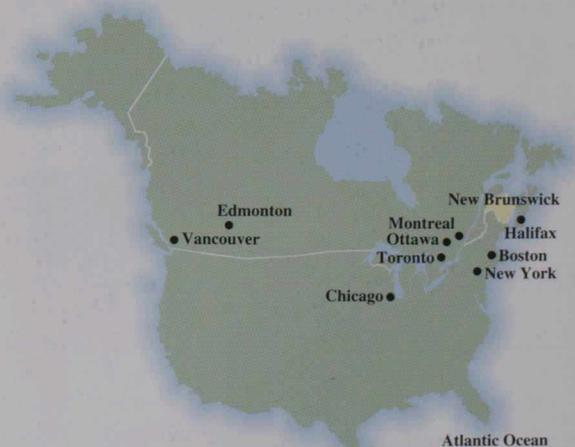
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The structure behind straight thinking

by Ken Everett

It's Monday morning; a half hour before the masses arrive. The coffee is fresh and so are you. Even the familiar view across the harbour looks fresh. You open your diary to plan the day, and experience that momentary, but no doubt illusory feeling of calm and control.

Then the jangle of the phone disturbs your peace and confirms your underlying fears. The boss's secretary explains the emergency which has befallen your leader and the even greater emergency about to ensue if someone doesn't appear in her place to open the regional sales manager's meeting in 30 minutes - on the other side of the harbour.

You act as though you had a choice, and accept the invitation with as much grace as you can muster. The topic? "Something about Quality, I think." At least you know plenty about that from heading the introductory taskforce.

The rest of the coffee you gulp as you rush out the door doesn't taste fresh any more. From the Star Ferry, the harbour doesn't look fresh any more either. You gaze distractedly at the life rings on the Ferry.

* * *

Could this, or something similar, happen to you? Whatever the challenge, you are not about to be rescued at this moment by training in diction or dressing for success. What you need right now is some way to quickly organize your ideas so they can be presented coherently, in less than 20 minutes.

When Dr Keith Spicer created a management training course, called "Think on Your Feet", for handling such situations, he was surprised to find that the need it met proved so strong and universal.

Spicer is well-known to Canadians as the chairman of the Canadian Radio-television and Telecommunications Commission, or in one of his previous roles as a professor, broadcaster, editor, author, and businessman.

His premise? You can't talk (or write) straight unless you can think straight. And "straight" thinking requires not so much genius as structure.

His genius? To describe ten simple, all-purpose structures - recipes for reasoning - to use in such situations.

These ready-made "left-brain" plans, channel the "right-brain" improvisation to produce "organized creativity."

Luckily "our hero" is familiar with these concepts.

* * *

You decide to use the time-based clock plan based on past, present and future. You draft your speech as follows:

- 1/ The origins of the Quality program.
- 2/ Today's status.
- 3/ The objectives for next year.

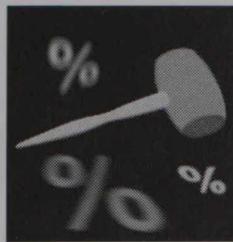
You reflect that while this is not exactly Pulitzer Prize material yet, at least you have a plan of action. And you're only halfway across the harbour.

Still enough time to find a theme to get and keep the sales manager's interest. They doubtless think this introductory speech is in the "shaking hands and kissing babies" category.

Well, you resolve, you'll show them!

(To be continued next issue)

Toronto-based Think on Your Feet International Inc. is now the licensee for the workshops. Ken Everett is the Asia/Pacific Associate. Seminars are conducted in Hong Kong and eight other countries in the region. Ken Everett Pty Ltd PO Box 1015, Neutral Bay 2089, NSW Australia, tel: 61-2-909-3218, fax: 61-2-909-1110.



Legal & Taxation COMMITTEE

The Canadian Chamber of Commerce in Hong Kong

Editor and Committee Chairman,
William Lau, KPMG Peat Marwick

Legal and tax matters

Revenue Canada to integrate tax systems

In November 1992, Revenue Canada announced that it will integrate its systems with respect to goods and services tax (GST), income tax and source deductions. Businesses will have a single registration number with Revenue Canada and eventually with any other department of the Government of Canada.

Businesses will be able to make a single remittance for GST, customs and income tax. Taxpayers can offset a liability from one area of taxation (eg. GST) with overpayments or refunds from another (eg. income tax).

Businesses with gross sales of less than Cdn\$500,000 can file one simplified, combined business return.

Revenue Canada will integrate collection procedures for all accounts relating to income tax, GST and customs.

"Fairness policies" will be implemented for the GST system to bring it in line with the income tax system.

William Lau, KPMG Peat Marwick

Government attacked for poor fiscal management, tolerating tax avoidance

In his annual report on the federal government's financial conduct issued late last year, the Auditor-General of Canada, Dennis Desautels, attacked the federal government on several counts: spending over Cdn\$3.5 billion on energy megaprojects without clear objectives; lending more than Cdn\$17 billion to foreign countries which may not be repaid; and for paying hundreds of millions of dollars to retiring social servants, many of whom were subsequently rehired by the federal government.

The Auditor-General also alleged that the federal government was tolerating the use of foreign companies by Canadians to avoid taxation. In rebuttal, the Minister of Finance Don Mazankowski said Canada's tax laws must be competitive with other countries otherwise significant changes in the existing rules would result in businesses moving out of Canada.

In the near future, public pressure may force the Finance Ministry to make changes on tax rules dealing with cross-border Canadian investments. Canadian companies doing business in Hong Kong and Hong Kong investors in Canada could be affected.

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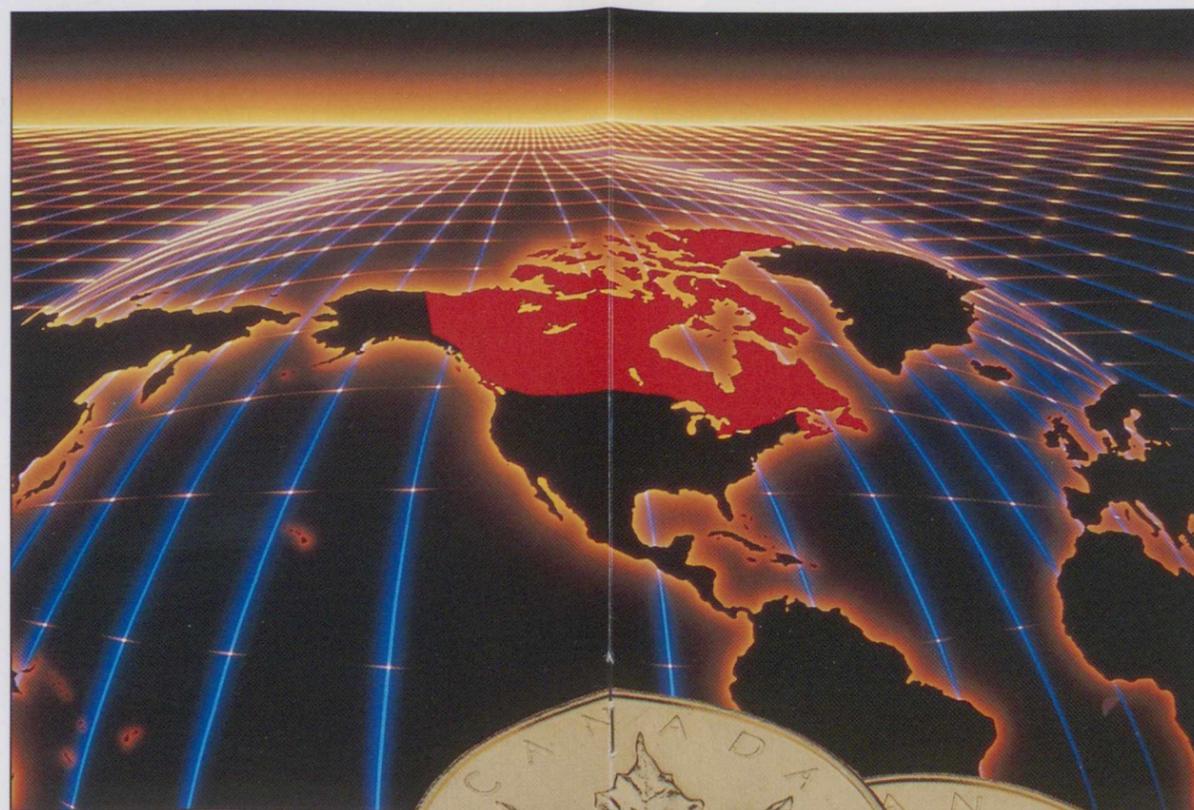
It's a fact that more than 400 of the Fortune 500 companies are established in Canada. Why?

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becomes reality, Canada offers investors access to a growing North American market—more than 151 million people live within one trucking day of the Canada-U.S. border.

Canada is not only a prime investment location. It's a prime location for people. Canada enjoys one of the highest

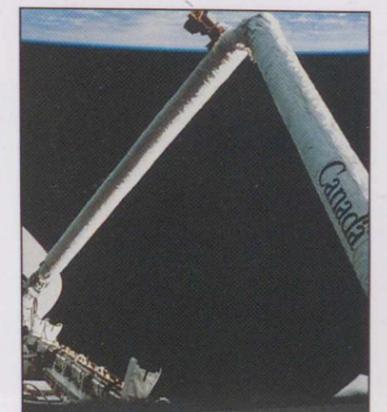


standards of living in the world. Together with its enviable quality of life—cosmopolitan cities, unparalleled natural attractions and world-class cultural activities—Canada offers an unbeatable combination of economic strength and appealing lifestyle.

These are some of the reasons why investors are coming in record numbers to Canada.

For additional information on investing in Canada, contact your nearest Canadian Embassy, High Commission or Consulate, or:

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**INVESTMENT
CANADA**

Avoiding the astronaut's tax trap

By William Thomson

Do you qualify as
a resident of Canada
for tax purposes?

The Government of Canada imposes income tax on the net worldwide income of each individual resident of Canada. By way of illumination, the Canadian Income Tax Act (ITA) provides that a person is a resident of Canada if that person resides in Canada or is ordinarily a resident of the country.

It has been left to the Canadian courts to put some substance into this tautological statutory definition. The courts have concluded that the determination of a person's residence status is one of fact and degree. No single factor under this definition will, in itself, establish a person as a resident of Canada for ITA purposes. However, a number of factors considered together can establish that a person is a resident of Canada in the eyes of Canadian tax authorities.

Factors considered important for purposes of this deliberation include: past and present habits of life; regularity and lengths of visits to Canada; ties to Canada or elsewhere; ownership of a home available for that person's use while in Canada; residence of the person's spouse, children and other dependent family members in a dwelling maintained by that person in Canada; maintaining a mailing address in Canada; maintaining Canadian bank accounts (other than non-resident bank accounts) or active securities accounts; holding a Canadian drivers' licence; frequent visits to Canada for business or social purposes; maintenance or storage in Canada of personal belongings including clothing, furniture, etc; and obtaining landed immigrant status in Canada.

An individual can be a resident of Canada for tax purposes even though that person is a resident of another country at the same time.

In addition, in cases where this residence definition would not cover an individual, the ITA also provides that a non-resident individual will be deemed to have been a resident in Canada throughout the tax year (which in Canada is a calendar year) if that person sojourned in Canada for a period totalling 183 days or more.

This can be a continuous or intermittent period of 183 days and, to compute time for this purpose, add up the number of hours the person was physically present in Canada to determine whether they equal 183 24-hour periods. Fortunately, this sojourning rule does not apply to an immigrant who takes up Canadian residence part way through a year (providing that person has not sojourned in Canada for 183 days before taking up residence.)

Someone from Hong Kong who unwittingly acquires Canadian tax residence can be in for a nasty shock. As a resident of Canada, all of that person's income from every source and location will be subject to Canadian tax at marginal rates of up to about 50 per cent.

Since the Hong Kong salaries tax system is source-based, that is to say Hong Kong taxes salaries, wages and other compensation arising from an office or employment in Hong Kong, it is entirely possible that a person could have a job in Hong Kong, thus pay Hong Kong tax, and also be a resident of Canada for ITA purposes and be subject to Canadian tax as well.

This scenario might arise, for example, where a person buys a home in Canada and takes his family to live there. That person then returns to Hong Kong to perform services for a Hong Kong employer. This unfortunate soul could find himself paying Canadian tax on his Canadian and his Hong Kong salary, as well as Canadian tax on his investment income and capital gains. Although both Canada and Hong Kong have a tax credit system

to eliminate double taxation of salaries earned in foreign countries, they have different tax years and filing systems, guaranteeing tax filing and payment timing differences. Not only would the person in our example bear the higher Canadian tax rate on his worldwide income, he would be filing and paying Canadian and Hong Kong taxes at different times, so would often be financing some double taxation.

Someone from Hong Kong who acquires Canadian residence will be surprised to learn that Canada taxes individuals not only on salaries and wages, but also on income stemming from investments, interest, dividends, and capital gains accruing to the individual during the tax year.

Specifically with respect to capital gains tax, a non-resident is deemed to acquire all their capital property, excluding property defined as taxable Canadian property, wherever it is situated (whether inside of or outside of Canada) at a cost equal to its fair market value as of the date that person becomes a tax resident.

As a Canadian tax resident, a person will pay tax (3/4 of the gain being included in taxable income) on any gain in value accruing during his residence in Canada when he sells the asset.

There is some relief available to alleviate the effects of capital gains tax in the form of a cumulative C\$100,000 lifetime capital gains exemption, the provisions of which are too cumbersome to detail here.

In summary, anyone from Hong Kong who has any connections with Canada should seriously consider the provisions of the ITA. Failure to do so could result in some surprising, unfortunate and costly consequences. ♦

William Thomson is a tax manager at Deloitte Touche Tohmatsu in Hong Kong. He is also secretary of the 1992/3 Chamber executive committee and a member of the Legal & Taxation Committee.

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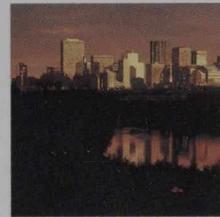
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An airport takes shape

- The Hong Kong government has estimated at more than HK\$40 billion the quantifiable economic loss which the territory would suffer between the years 1997 and 2010 if projected growth in air traffic demand could not be met.

▲ The site of Hong Kong's replacement international airport at Chek Lap Kok today. Despite increasingly political talks between China and Hong Kong involving the airport, the project continues to move ahead.

Richard Allen, head of the high-profile Provisional Airport Authority, will be giving regular updates to Canadian Chamber members who want to learn about the proposed new airport and stay abreast of the latest developments. In the first session held in November 1992, he emphasized the short and long-term benefits that a new airport would hold for Hong Kong.

Hong Kong's replacement airport will bring new economic opportunities, according to Richard Allen, chief executive officer of the Provisional Airport Authority. Allen was introducing the airport at a Canadian Chamber lunch meeting on November 17, 1992.

The airport will benefit not just the territory and Southern China, but people and companies around the world with the knowledge and expertise to ensure Hong Kong has an airport which will meet the demands of the 21st century, he said.

"The task of the Authority is to build an airport and an airport business which will ensure Hong Kong remains one of the economic capitals of the world," he added.

It will be an efficient and commercially viable airport which has been totally pre-planned with a purpose-built dedicated road and rail transport system.

Kai Tak airport, the fourth busiest in the world in terms of international passengers, is rapidly reaching capacity. In 1992, about 20 million passengers passed through Kai Tak. More than five million tourists fly into Hong Kong each year, including in 1991 about 130,000 Canadians who spent almost HK\$1 billion in the territory.

The airport is also the fourth busiest in the world in terms of cargo throughput, with about 20 per cent of Hong Kong's trade in value items airfreighted.

The Hong Kong government has estimated at over HK\$40 billion the quantifiable economic loss which the territory would suffer between the years 1997 and 2010 if projected growth in air traffic demand could not be met.

If non-quantifiable losses from the resultant decline in Hong Kong's standing as an efficient international centre for trade, finance, tourism and manufacturing were

included, this loss could be more than doubled, said Allen.

The development of the replacement airport, to be located on a 1,248 hectare island off northern Lantau, will be phased to meet air traffic demand.

"The business success of any airport depends on air traffic growth. Our phased development and, in turn, our revenue projections, assume a conservative air traffic growth of 3.5 per cent from 1997 to 2010.

"Between 1980 and 1990, Hong Kong experienced a 9.6 per cent growth in air traffic. Let me add that the airlines themselves are predicting a seven per cent growth in air traffic in the region over the next 10 years," said Allen.

The airport is scheduled to open in 1997 with the capacity to handle 35 million passengers and 1/4 million tonnes of air cargo annually. By the end of its design period in 2040, its annual capacity will have grown to 87 million passengers and nine million tonnes of air cargo.

The airport, which will cost HK\$65 billion in money of the day figures will inherit and build upon Kai Tak's sound revenue streams.

"Kai Tak is, after all, one of the most profitable airports in the world. Yet our commercial approach to the new airport will generate more revenue per passenger than that currently generated at Kai Tak.

"In our first year of operations, we are forecasting a revenue of approximately HK\$7 billion. That will increase to about HK\$21 billion by the year 2010," said Allen.

The Authority will be responsible for the overall management and for setting the commercial direction of the self-financing airport.



A landside view of the terminal complex. The building will have a unifying modular roof structure made primarily of steel.



A view of the terminal building and apron at sunset.

Update: On February 18, it was announced that Dr Hank Townsend is replacing Mr Richard Allen as chief executive of the Provisional Airport Authority.

Terminal concessions, airside franchises and real estate developments will be undertaken by private sector companies operating under Airport Authority franchises, licences or possibly in some areas, in joint ventures.

The airport will open with a single runway, with a second runway to be completed by 2000. Both runways will be able to operate simultaneously 24 hours a day.

▼ A model showing the atrium of the passenger terminal building.



"Like any project of this scale, the airport is being built in an international context. Contracts for our design consultancies, construction contracts and the supply of materials are awarded on the basis of production and delivery capability, quality and value for money.

"The airport brings widespread opportunities. Our design and construction program alone contains over 60 individual commissions. The opportunities are advertised worldwide and are open to all companies who meet our prequalification criteria," said Allen.

The contract to create the airport platform was awarded at the end of November, and involves one of the largest earth-moving operations in the world.

The islands of Chek Lap Kok (302 hectares) and Lam Chau (eight hectares) will contribute to the formation of a five kilometre long air-

port island that extends westwards into the sea. The remaining 938 hectares will be reclaimed from the sea.

Work will be carried out round-the-clock every day of the year to ensure the airport island is created in 41 months.

A total of about 367 million cubic metres of material will be moved to create the reclamation — equivalent to an average 300,000 cubic metres of material moved each day. The total is roughly 560 times the volume of Central Plaza.

Within 18 months, sufficient land will have been created to allow the building of the initial phases of the passenger terminal complex. Work on the first runway will begin two years into the site preparation contract.

During the peak construction period, which will probably occur in 1995 or 1996, about 18,000 people will be working on the island.

"Hong Kong's replacement airport will be a benchmark against which future international airports will be measured," said Allen. ♦



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New Zealand:

where sheep outnumber

people

twenty to one



New Zealand is the largest producer of lamb and mutton in the world.

Joseph Sieh visited New Zealand in April, 1992 and fell in love with the country's rural charms. He flew first to Auckland from Hong Kong, then ventured south by bus, making selected stops along the way. A ferry transported him to the South Island and he continued his exploration by train as far as Christchurch.

by Joseph Sieh

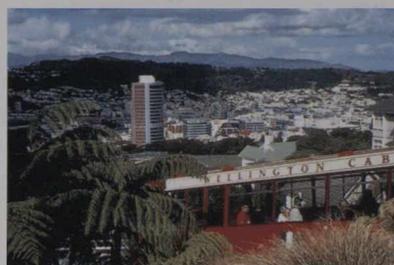
The land of Edmund Hillary, Ngaio Marsh and Kiri Te Kanawa; New Zealand lies midway between the Equator and the South Pole. It consists of two islands, the North Island and the South Island which are mainly hilly and mountainous; yet a third of the land is made up of fertile plains, especially the broad Canterbury Plains on South Island.

The country is sparsely populated (only 3.3 million folks) with the number of sheep outnumbering people by a ratio of 20 to one. It is beautiful, unspoiled and seemingly the least polluted place on earth. The mostly British New Zealanders (nicknamed Kiwis) and the native Maoris live peacefully together, each group sharing the different and rich cultures of the other.

New Zealand is the largest producer of lamb and mutton and the biggest exporter of dairy products in the world. Natural resources are its strengths but industries are also expanding at a rapid rate.

Auckland, with a population of one million, is the largest city, an appealing blend of colonial and modern architecture highlighted by the Harbour Bridge linking the northern suburbs. Parks are evident throughout, with a Central Park-

like domain providing a harmonious escape for nature lovers. The China Oriental Market is a huge warehouse filled with



Wellington: capital of New Zealand.

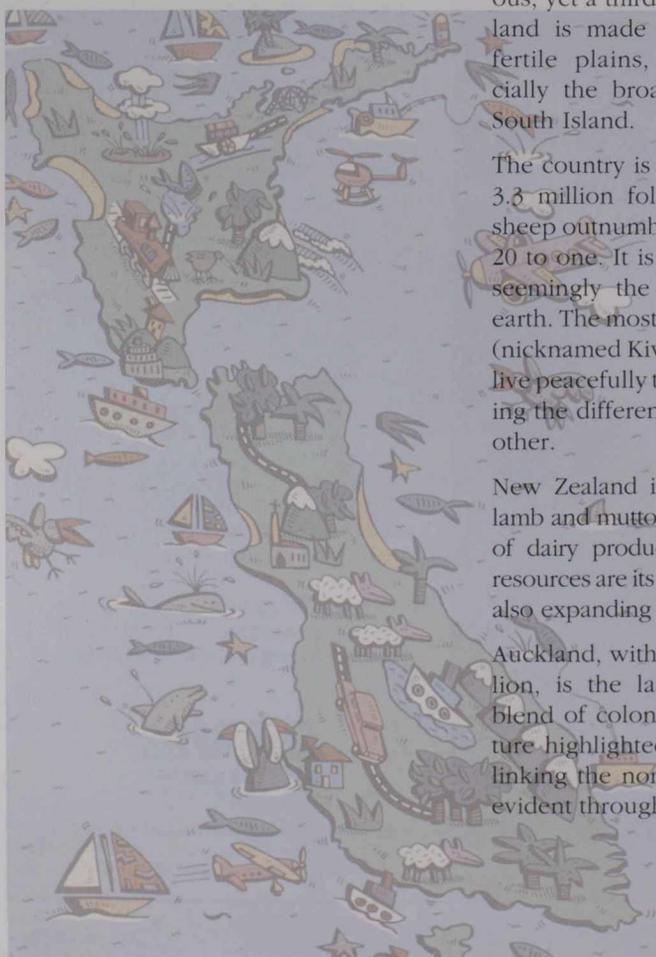
Asian delicacies, food-stuff and fruits while nearby Parnell Village offers visitors fancy boutiques and posh restaurants which would possibly relieve you of your money supply very quickly. The Harbour is filled with

yachts and sailboats and on the weekend everyone seems to be heading for the open seas under sunshine and warm weather. Worried about the worldwide recession? No way!

Further south is Central North Island. At the famous Waitomo Cave one can experience the Glowworm Grotto from a boat in complete darkness illuminated by the brilliance of thousands of bluish tail-lights belonging to the glow-worms. Like countless stars on a clear night, it's a spectacle never to be forgotten.

Rotorua, the "Sulphur City" is the centre of thermal activities famous for its Whakarewarewa Thermal Reserve with boiling mud, geysers and steam everywhere. Bathing in the sulphureous water is rumoured to be a cure for all kinds of diseases, including cancer.

On the outskirts of Rotorua stands the Agrodome, daily shows of sheep shear-

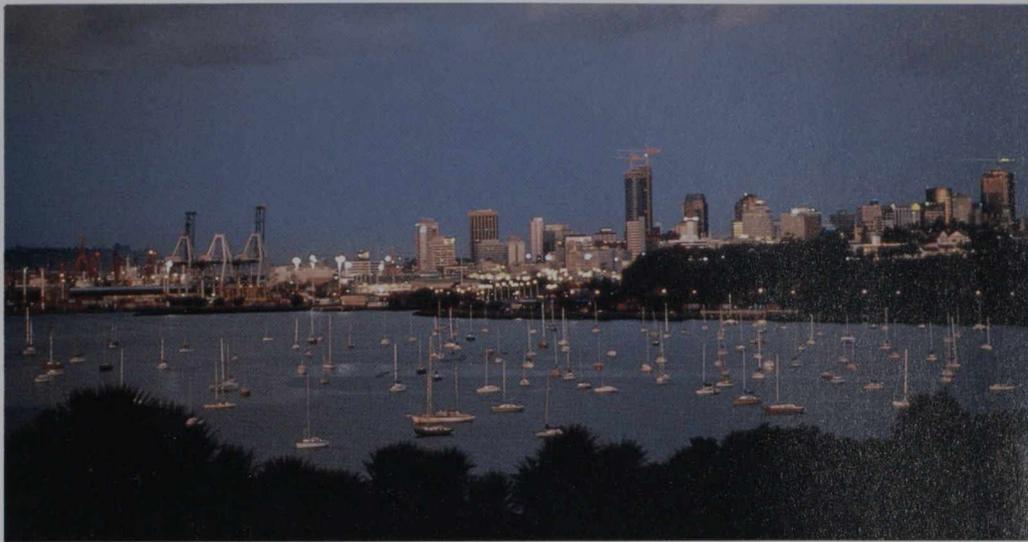


ing, cow hand-milking and demonstrations of the 19 breeds of sheep. Also near Rotorua is Rainbow Springs, a reserve for rainbow trout and other marine inhabitants.

The Kiwi House, where the nocturnal and elusive Kiwi bird can be observed, is another attraction of the area. The kiwi birds are odd looking flightless creatures with hairlike feathers and long bills. Native to New Zealand, the birds are a national symbol.

Wellington, the capital, feels like San Francisco with its Victorian style houses on steep hills, temperate weather, and harbour view. The Parliament complex is a domed structure known as the "Beehive". Nearby is an impressive array of Gothic churches, government buildings and museums.

A regular ferry service runs from Wellington across the Cook Strait to the small town of Picton; onwards one can take a leisurely ride on the train all the way to Christchurch "the most English city out-



Auckland, New Zealand's largest city, seems to have as many sailboats as buildings.

side of England." At the city's heart stands Christchurch Cathedral, surrounded by Cathedral Square and built by the early settlers known as Canterbury Pilgrims. The Canterbury Museum has a fascinating collection of historically significant items along with the Hall of Antarctic Studies illustrating the country's association with exploration.

Hagley Park, 450 acres in size, is a good place for casual strolling, reading or just daydreaming and its scenery is a perfect reflection of outstanding English parks

in London. South of Christchurch rise the Port Hills. Summit Road Drive, along the hill's crest, provides a splendid view of the Canterbury Plains with the Alps to the west and Lyttelton Harbour on the other side.

Finally, there is the Willowbank Wildlife Reserve which I would highly recommend for its interesting and unusual animals and birds, all in natural settings.

New Zealand is a whole lot more; it is simply a wonderful nation one wishes never to leave.♦

CANADIAN CHAMBER

Trade Show

Open House

■ Hong Kong
Convention and
Exhibition Centre

☀ March 25, 1993

🕒 4.00 - 8.00 P.M.

You are invited to see the wide range of innovative products and services offered by members of the Canadian Chamber of Commerce of Hong Kong at the first annual TRADE SHOW / OPEN HOUSE

Demonstrations of products, exhibitions by Canadian artists, and cocktails are all part of this exciting event. Bring your colleagues and friends, exchange business cards and see what Canadian Chamber members are offering in Hong Kong!

Please call 526-3207 for more details. Limited numbers of tables are still available.

HONG KONG HIGHLIGHTS

Treasures of Asian Art

FEBRUARY 5-APRIL 12

Hong Kong will be one of the destinations of an Asian tour of the renowned Rockefeller collection of Asian art.

A selection of 69 masterpieces from the collection will be exhibited at Hong Kong's Museum of Art starting in February following exhibitions in Tokyo and Osaka.



8 Shiva Nataraja (Shiva as Lord of Dance), India, Chola period, 12th century, height 24 cm.

Jointly presented by the Urban Council and The Asia Society - Hong Kong, *Treasures of Asian Art* will feature objects dating from the 6th century BC to the 18th century representing art traditions of over 10 Asian countries. Lectures by art historians from the United States and Asia have been organized to coincide with the exhibition. For information call 523-9922.

Star performers

Hong Kong is experiencing a burst of concerts by Western musicians. Canadian rocker Bryan Adams came to the territory on February 10 and Chicago, Foreigner and Elton John have all got gigs lined up in Hong Kong before March 17th. According to an article in the *South China Morning Post*, concert promoters attribute the influx of performers eager to play in Hong Kong to the slow economies in North America and the United Kingdom. In the meantime, the public has the unusual but welcome dilemma of choice!

Gang rivalry and love

MARCH 9-14



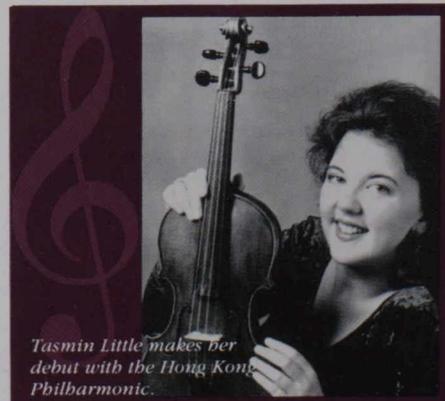
Academy musical *West Side Story* will be staged from March 9-14.

The popular Broadway musical *West Side Story*, an adaptation of Shakespeare's *Romeo & Juliet*, will be presented in Hong Kong by The Academy for Performing Arts. Portraying the conflicts and rivalry between two gangs, the story tells of Tony, an ex-member of a New York Street gang who falls in love with Maria, sister of the rival gang leader. Members of the two gangs fight to the death for control of their territories, and Tony attempts to settle the dispute but fails. *West Side Story* follows other successful Broadway musicals put on by the Academy such as *Grease* (1989) and *How to Succeed in Business Without Really Trying* (1990). Tickets are available through all URB TIX outlets.

Singing violins

April 2-3

British violinist Tasmin Little makes her debut with the Hong Kong Philharmonic Orchestra in a haunting and lyrical violin concerto by composer Prokofiev (*Violin Concerto No. 2*). The violin plays a major role - it virtually "sings" non-stop through-



Tasmin Little makes her debut with the Hong Kong Philharmonic.

out the concerto - which is a perfect vehicle to show off the talents of the up-and-coming Little. Tickets available through URB TIX outlets.

World premiere

April 9-10

The Hong Kong Philharmonic will be joined by pianist Pascal Roge, often hailed as the French "musical ambassador", in a world premiere of a piece commissioned by the orchestra. Roge will play Chan Kam Biu's *Devotion of Morning Fragrance* as well as a number of other selections including the fifth and last piano concerto of composer Saint-Saens. Tickets are available through URB TIX outlets.

METRO News Corner

An all news radio channel aimed at the businessman and information seeker with a half hourly round up of world, Hong Kong, business, Asia and sports news.

Tune in and be informed first on AM 1044

Conferences and Trade Shows

Hong Kong Convention and Exhibition Centre

March 20 - 23

Hong Kong Jewellery Show

April 9 - 12

Ideal Home Expo 93

April 9 - 12

International Fitness and Health Care Exhibition 1993

April 19 - 22

Hong Kong Gifts and Houseware Fair

April 1 - 3

Wines of the Pacific Rim Festival

Conrad Hotel

April 26 - 29

International Fair Leather 93

**Hear it today on
AM 1044.**

(Or read about it tomorrow)

METRO  **NEWS**

All Day, All Night, All News

Moods of Hong Kong

Canadians Joe Cognigni and Carol Kurtz have published *Moods of Hong Kong*, a high-quality coffee table book featuring photographs and essays on Hong Kong.

Three years in the making, and 15,000 photographs later, the result is a beautifully put together collection of artistic impressions of contemporary Hong Kong. The black-and-white photos, toned with sepia, are especially striking in their depiction of everyday life in Hong Kong.



"None of the photos are set up. They're spontaneous. It's the real Hong Kong, not just the glitz and glamour," says Toronto-based photographer Cognigni. He adds that because no sponsorship was involved, he had total artistic freedom.

One thousand copies were printed in the first run and a second printing is planned for later in 1993. For more information on *Moods of Hong Kong*, call 521-7269.

Two-time Chamber president retires from Canadian Airlines.

After 42 years of service with Canadian Pacific/Canadian Airlines Group, Harry Hargadon has taken an early retirement. He says he wants to begin a new career while he has the energy and inclination to do so.

Hong Kong would be his choice of location, he adds, if only accommodation rates were cheaper.

Hargadon was based in Hong Kong for 11 years as Canadian's general manager of South East Asia and served two terms as president of The Canadian Chamber of Commerce in Hong Kong. During his stay in Hong Kong he was instrumental in



Harry Hargadon : Retired

opening up Canadian's routes to Beijing, Shanghai and Bangkok.

He has held the positions of general manager in France, Netherlands and the United Kingdom. Hargadon's last post was as vice-president in the Ontario division of Canadian.

Changes at Pacific Rim Ventures

John Henderson, founder and managing director of Pacific Rim Ventures Ltd, tells us that Harold Mandel has recently become a shareholder in the firm.



John Henderson and Harold Mandel
of Pacific Rim Ventures

Mandel, who has been general manager of the firm for two years, is responsible for marketing, new business and product development and overall administration. The company provides entrepreneurs counselling, investment and management counselling, corporate representation and accounting and secretarial services.

Other changes too: Pacific Rim Ventures has moved its office to the 8/F, 10 Queen's Road, Central.

Hong Kong's first Canadian Scout group

The Canadian International School Parent's Association has launched Hong Kong's first Scouts Canada group, comprised of 18 Beavers, 12 Cubs and 12 Scouts, with a total of 25 leaders and assistants. Each section meets at the school for approximately one-and-a-half hours.



The new Scouts Canada group meets at the Canadian International School

The concept of setting up Canadian Scouting at the school was initiated by a few parents during the school's first year and the idea was received with enthusiasm by the parent's association executive. With the support and advice of Canadian Paul Lam, Assistant International Commissioner for Boy Scouts of Hong Kong, volunteer leaders and assistants were recruited from among the parents and a full-day training session was arranged. On Friday, January 8th, the 25 adult volunteers were formally invested as leaders, and the children had their first meetings the following day. After a six-week introductory period, children will be invested within their sections.

Ian Robertson, principal of the school and himself a member of Scouts Canada says that "the availability of Canadian Scouting is further evidence of parents' dedication and commitment to providing opportunities for their children. It also creates a truly Canadian environment for learning and playing."

Since all the volunteer leaders are new to the movement, offers of assistance from qualified or experienced leaders would be welcomed. For more information please contact Ellen McNally at 523-4581.



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Margaret and Dudley Willson at a Hoedown in their honour. Vancouver-bound

Farewell to Hong Kong

January 9 marked the first of many farewells to the Willson's. Having spent the last five years in Hong Kong, Margaret and Dudley Willson head back to Vancouver in March to pursue new opportunities in banking and community involvement. Chamber member Brenda Heward writes: "Will the golf clubs recover from the departure of two of their

most avid morning players? Will Hoe Downs ever be the same? Will the Canadian International School continue to prosper? Will the Bankers Club find avid dancers to celebrate until the wee hours of the morning? I think so. But it won't be the same." Goodbye and good luck to the Willson's.

Also leaving Hong Kong are Nancy and Bill Dickson; and Shelley Gunton and Brian Connolly.

The Dickson's were well known as pillars of the Canadian Club. Nancy Dickson was past executive director and Bill, admiral, lobster auctioneer and chief-executive-in-charge-of-fun. They have returned to Vancouver where Bill will practice law.

Gunton and Connolly, in Hong Kong for eight years, have also left an indelible mark on the Canadian community - Gunton as past executive director of the Canadian Chamber of Commerce in Hong Kong and past president of the Canadian

Club, and Connolly as former Royal Banker and go-karter extraordinaire. Besides their three children in four years, they managed to find time to build, run and sell a very successful business flogging "gourmet" pet food products. They are now living in Portland, Oregon.

Opening new gates

Hutchison AT&T Network Services (HANS) has just released A-GATE, an international gateway software which turns your existing E-Mail system into a global messaging system.

AT&T Mail can be delivered to x.400, UNIX, Macintosh and other operating systems as well as fax machines or even delivered as letters via the US Postal Service, depending on your AT&T Mail account. It doesn't require extra hardware and it gives you the ability to auto-dial directly from a LAN PC to the AT&T Mail system. For more information call 519-7832.



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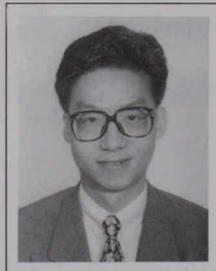
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 Ms Tricia Carton
 Mr Dominic Chan
 Ms Edna Cheung
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Corporate members



Mr Derick Walker
 Vancouver Stock Exchange
 Manager, Market Development
 PO Box 10333
 609 Granville St
 Vancouver, BC V7Y 1H1
 Canada
 tel: (604) 689-3334 fax: (604) 688-6051

Established in 1907, the Vancouver Stock Exchange is a full-service international exchange focusing on the listing of junior or venture companies. The VSE, which regularly accounts for approximately 30 per cent of Canada's trading volume, was the first North American exchange to convert from a traditional open-outcry method of trading to a fully automated trade executive system known as Vancouver Computerized Trading (VCT). Staffed by more than 280 employees, the VSE is a self-regulatory organization owned by over 40 member brokerage firms and directed by a 23-member board of governors.



Mr Frank Chan
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Mr David Solloway
 General Manager
 United Airlines
 29/F, Gloucester Tower
 The Landmark
 11 Pedder Street
 Hong Kong
 tel: 842-3666 fax: 810-0877

Davis Solloway has returned for his fourth posting to Hong Kong, this time as general manager of United Airlines. Mr. Solloway is well-known to the Canadian community in Hong Kong; he has served as vice-president of the Chamber's executive committee and was a member of the board of governors. His previous posting was Bangkok where he stayed for eight months.

United Airlines operates B747-400s from Hong Kong to Tokyo, New York, San Francisco and, starting on April 4th, a non-stop flight to Los Angeles.



Ms Deana R Wyland
 Public Relations and Communications Manager
 The Conrad Hong Kong
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The Conrad is a five-star business hotel in Pacific Place, minutes from the MTR. With 513 rooms, 46 suites and four executive floors, The Conrad features a 24-hour business centre and impressive banquet and conference facilities. It has a state-of-the-art gym and outdoor heated pool and jacuzzi. The Conrad's restaurants offer award-winning European and Cantonese cuisine.



THE CALGARY CHAMBER OF COMMERCE CELEBRATES 101 YEARS



The Calgary Chamber of Commerce link with Hong Kong grows stronger each year and our affiliation with the Canadian Chamber of Commerce in Hong Kong grows with it. This linkage benefits the members of both Chambers, our business communities and civic interests.

The growth of mutual understanding and shared interests only serves to identify the advantages and benefits to be enjoyed through membership in both Chambers for those wishing to develop business interests in a global economy.

Calgary has Canada's third largest Chinese community with many residents from Hong Kong. We are proud of their contribution to our community both culturally and through their business endeavors.

Our international ties with Hong Kong were reinforced seven years ago with the establishment of the Calgary section of the Hong Kong Canada Business Association.

Calgary was one of five cities across Canada to enjoy the great success of Festival Hong Kong 1992, which included our first Dragon Boat Festival, and we were pleased that



Chamber President, John Currie served as Chairman of the Organizing Committee.

In 1992, Calgary also celebrated the opening of the Calgary Chinese Cultural Centre, a building which is unique in North America. Its completion, made possible through the financial con-

tribution of important Hong Kong Business interests, brought a great sense of pride to all our citizens and will contribute to Calgary as a cultural and business centre in North America.

The Calgary Chamber of Commerce has been an important catalyst in the development of shared values with Hong Kong and invites participation in its Chamber membership and subscription to its magazine Calgary Commerce from Hong Kong business interests.

"The Bridge Across the Pacific" has been solidly built by both sides and it's open for traffic. Let's continue to use it to everyone's advantage.



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THE CALGARY CHAMBER OF COMMERCE

The Calgary Chamber of Commerce, 517 Centre St. S., Calgary, Alberta T2G 2C4, Tel. (403) 263-7435, Fax. (403) 266-3413

Photo: Peter Leon

New executive director

Leslie Henderson has been appointed as the Chamber's new executive director. She will take over the reins officially on March 1st, after a brief overlap with outgoing executive director Heather Allan.



Leslie Henderson

Henderson, a long-time resident of Hong Kong, brings experience in administration, conference coordination and working with volunteers to her new position.

Most recently she was Conference Coordinator with the University of British Columbia Conference Centre in Vancouver, one of the largest university conference centres in North America. She is also a published poet and has given several readings in Vancouver as well as being a qualified secondary teacher.

She says she is looking forward to the new job especially the challenge of making events flow smoothly and helping people make connections through the chamber.

Welcome, Leslie! And goodbye and best of luck to Heather Allan.

Voyageur Award

Many of you may have heard the Voyageur Award advertisements on Metro radio or seen the coverage given the award in The Hongkong Standard. The Voyageur is a new award initiated and organized by the Chamber's Canadian Forum Committee which recognizes enterprising business people who strengthen Hong Kong-Canada links.

Entrants are judged by a series of standards including their contribution to Hong Kong-Canada trade, demonstration of uniqueness of product and entrepreneurial achievements.

Initiated by the Chamber's Forum Committee, it also has the support of the Chinese-Canadian Association, the Canadian Club and the Canadian University Association. Sponsorship is by Hongkong Telecom.

Nominations close on March 5th so at time of publication the final count is not yet in. The winner of the first annual Voyageur Award will be announced in May.

Canadian Trade Show/Open House

The Entrepreneurs Committee is proud to announce the upcoming first annual Canadian Chamber Trade Show/Open House which will take place March 25th at the Hong Kong Convention and Exhibition Centre, 4 - 8 pm.

The Trade Show/Open House will give all Chamber members and the Canadian Associations the opportunity to promote their activities in Hong Kong to fellow members and to the general public. In particular, the event will allow entrepreneurial members of the Chamber to exhibit their new products or services in a relaxed atmosphere.

"While the emphasis is still on selling, as with typical trade shows, we hope to make the event slightly more social than usual by featuring some Canadian artists or performers," says Susan Mey, chairperson of the Entrepreneurs Committee. The event will be widely publicized to the general community.

It is hoped that the Trade Show/Open House will become an annual event. Look for more details in the Chamber newsletter and book your table early!

Ball committee

Donna Webb and Roger Hum are the co-chairs of the 1993 Ball Committee.



Donna Webb

Webb worked for Canadian Pacific/Canadian Airlines for 13 years, mostly in management in the customer service area and at the Four Seasons Hotel in Toronto. Not only has she lived in Canada and Hong Kong but Rome, Beijing and Hawaii as well.

Roger Hum has been in Hong Kong for seven years: originally the chief executive officer with Alcan Neikki (Asia), he is currently managing director for the communications division of Landis and Gyr,



Roger Hum

responsible for the Asia Pacific region.

The Committee had its first meeting in mid-January to 'get the Ball rolling' and it promises

to be an exciting event. Don't forget to mark May 29th on your calendars for the 5th annual Chamber Ball.

Chamber publication: Exporting to Canada

Knowing the marketplace is one of the golden rules of successful exporting. A new book "Exporting to Canada", put out by the Chamber and Asia Sources Media Group, draws on the knowledge of experienced exporters to help you get to know the Canadian market better.

The 256-page book is written by Chamber member John Patterson and is billed as "a practical guide to the strategies and procedures for more profitable selling." Chapters on trade patterns, demographics, the North American Free Trade Agreement, trade support services and customs regulations provide valuable references for those wishing to access Canada's growing consumer markets.

"Exporting to Canada" is available at the Chamber office for a special discounted price of HK\$200. For information on bulk ordering, please call the Chamber office.



Chamber directory

The 1992-93 Chamber Directory Canadian Business in Hong Kong is packed with useful information on members, Hong Kong associations and key Canadian contacts. Well-indexed and cross-referenced, this 232-page directory is a valuable tool for anyone who does business between Hong Kong and Canada. Available at the Chamber office for HK\$250.

1992-93 CHAMBER
COMMITTEES & CHAIRPERSONS

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Mr. Hugh Gillespie
Smith, Lyons, Torrance, Stevenson & Mayer

Canadian Forum

Mr. Harold-Mandel
Pacific Rim Ventures Ltd.

China Business & Investment

Mr. William Yip
Canada Land Ltd.

Indochina Trade & Investment

Ms. Shawna Stonehouse
In Focus

Membership Relations

Mr. Tony Tse
Philips

Scholarships & Awards

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Bonso Electronics Ltd.

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The Chamber is pleased to present a discount programme as seen on the following pages.

Look to this section of **Canada Hong Kong Business** to support fellow members and find great savings - from member to member. Simply present your membership card to qualify.

This promotion provides an opportunity for you to promote your company or product (at no charge) while enjoying the benefits that others have to offer.

If you would like to participate in the programme please contact Leslie Henderson or Heather Doyle at the Canadian Chamber Tel: 526-3207 or Fax: 845-1654.

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Regal Hotels International offers the choice of four ideally located hotels in Hong Kong and we are pleased to extend special discounts and privileges to Chamber members. Discounts on all rooms are as follows: Regal Hongkong Hotel, the newly built flagship of the Regal Group - 30 per cent discount; Regal Kowloon Hotel in Tsimshatsui East - 30 per cent discount; Regal Airport Hotel at Kai Tak International Airport - 20 per cent discount; and Regal Riverside Hotel - 35 per cent discount. This offer is valid until December 1993. For reservations, please call Regal Hotels International Reservation Office at (852) 894-7788 or individual hotels directly. Please identify yourself under the Canadian Chamber of Commerce membership discount program to enjoy the special rates.

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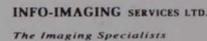
The Holiday Inn Golden Mile is pleased to extend a 25 per cent discount off published room rates to Canadian Chamber members. To make bookings or obtain further information, please contact the Sales Office at Tel: 369-3111 or Fax: 723-1957



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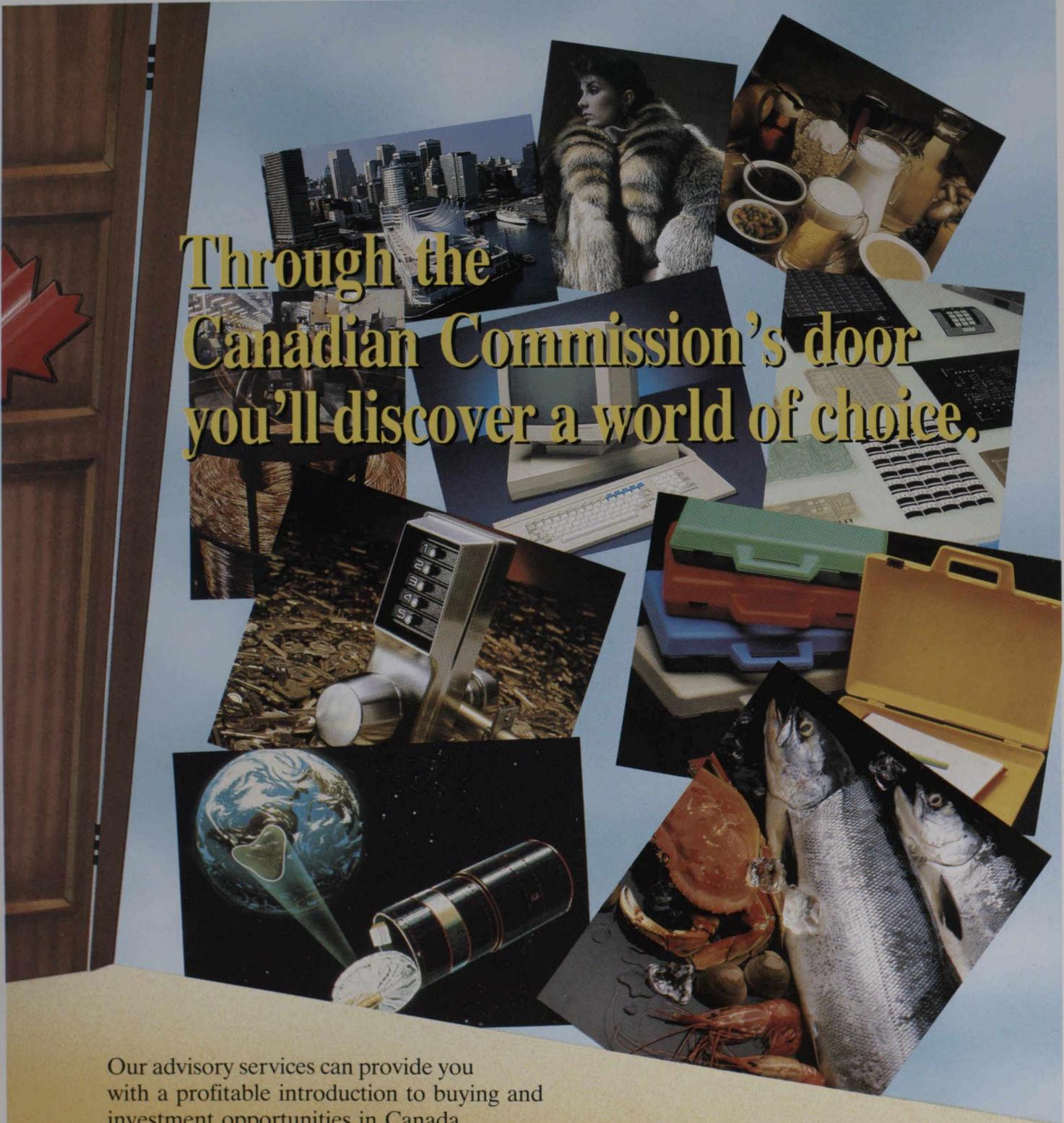
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