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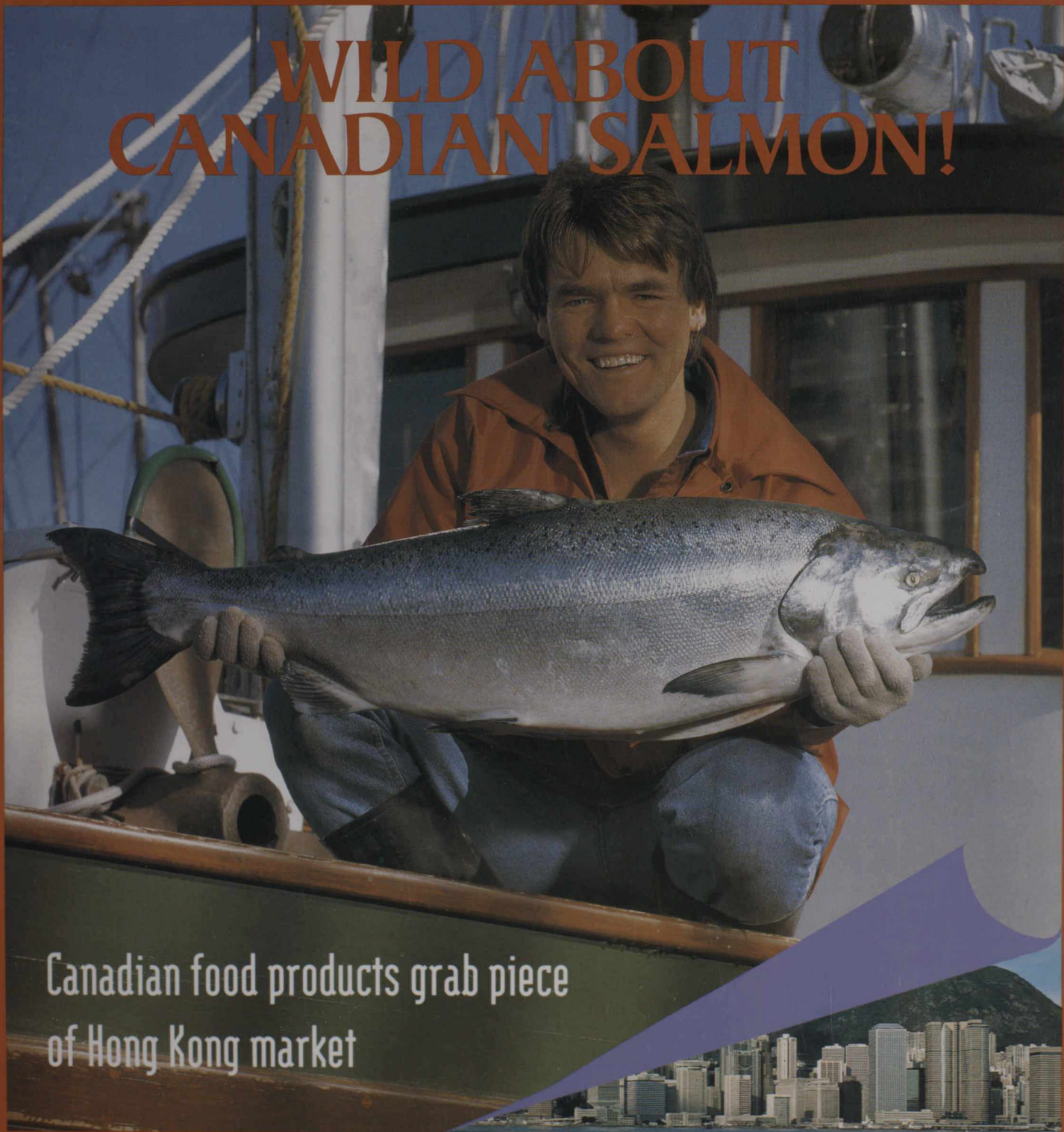
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C O V E R S T O R Y

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If you have a craving for Canadian food, chances are you will find it in Hong Kong if you know where to look. But Canadian distributors have a long way to go in terms of exploiting the Hong Kong market. Mark Evans reports.

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Take a second and fill out our faxback pool and let retailers know what food and drinks you miss from your homeland.

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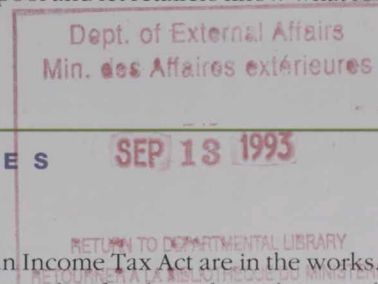
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1,500 Chamber members and visitors

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Canada Hong Kong Business is published every two months by the Canadian Chamber of Commerce in Hong Kong.

One year subscriptions can be obtained by sending payment of HK\$100 (plus \$80 for local and \$150 for overseas postage) to: Subscription Department, **Canada Hong Kong Business**, Canadian Chamber of Commerce in Hong Kong, GPO Box 1587, Hong Kong.



PRESIDENT'S MESSAGE

The start of a new term is always a hectic and exciting time, and the opening months of the new term for the incoming executives of the Chamber have been no exception. Most major events of the Chamber are programmed to start in the fall and continue through the early part of the following year. Much of the planning for these events is carried out during the summer months and the efforts of the executives and the committee chairs have resulted in the formulation of a diverse and varied programme of events.

This year, one of our major goals is to continue to enhance the role of the Chamber as a bridge between the Canadian business community and business communities in various parts of China, and to do so as constructively as possible. In November, the Chamber will be organizing a trade mission to Beijing and Shanghai and the centrepiece of the mission will be the introduction to members of the mission of specific projects being initiated and implemented in these two cities.

Also in November, a trade mission will visit Ho Chi Minh City and Hanoi in Vietnam and, again, we hope that specific projects will be on the agenda for discussion.

Continuing with the theme of providing members of the Chamber with practical and specific information on China, in July, the former Premier of Hubei Province provided members of the Chamber with information on the business opportunities in Hubei which include the Three Gorges Project, which will attempt to harness the Yangtse River. Of particular relevance was the invitation to Canadian consultants and Canadian business generally to participate in the project.

In contrast, September saw members of the Chamber benefiting from the experience of various entrepreneurs who have achieved business success in China. Speakers provided us with practical, down-to-earth advice on some of the pitfalls as well as some pleasant surprises that come from doing business in China.

The Canadian Consul (Commercial Section) in Beijing, who accompanied Senior Vice-Premier Zhu Rongyi on his visit to Canada, spoke to us on the implications of the Vice-Premier's visit for the Canada-China economic relationship. I have also had the opportunity of meeting several of those who had the good fortune to hear the Vice Premier address the Goodman Forum in Toronto and all have commented upon the considerable impression which the Vice Premier made upon the audience.

Topics of a more general and instructional nature were not altogether neglected and an address by Ambassador Zhang Yijun, the Chinese ambassador to Canada, highlighted some of the consequences of the recent tightening of credit in China, and business opportunities in China for Canadian companies.

During my inaugural address in May, I indicated that the geographical jurisdiction of the Chamber was a matter which should be a topic of debate sooner rather than later. As a consequence, members of the executive and I will be discussing this issue with business leaders in Beijing and Shanghai in order to gain their views on whether the Chamber should be styled as the Canadian Chamber of Commerce of Hong Kong and China, and whether a widening of our jurisdiction would be acceptable.

I am particularly pleased with the way in which the Canadian Chamber encourages young entrepreneurs and the MBA Trade Competition lunch, hosted by the Chamber on the 24th of August, was a resounding success. During the course of the lunch a presentation was made to the winning team, from McGill University in Montreal, who were successful in devising a business plan for a new visual communication network for the MTR to be used to display advertising, news, weather reports and emergency broadcasts. This competition was well supported and congratulations must go to those who participated both in the competition and those who were responsible for its organization.

At the time of publication the federal election in Canada will already have taken place, or be about to take place. In any event I very much hope that the live broadcast of the election was (or is) a winner and that members of the Chamber enjoy or enjoyed seeing success and failure, victory and defeat as it happened.

Finally, a word of thanks to members of the Executive Committee for their efforts during the opening months of the new term and to members of the Board of Governors who have been so helpful and forthcoming in providing their views and opinions to members of the Executive Committee and myself. The first Board of Governors' dinner, which was held in June, was a very enjoyable occasion and, on behalf of members of the Chamber, I thank members of the Board for giving their time and effort to the Chamber.

ELIZA C. H. CHAN



Canadian food imports to Hong Kong on the rise, but there's plenty of room to grow

BY MARK EVANS



If you've ever had a craving for a Molson Golden, an Atlantic lobster, British Columbian salmon or Canadian maple syrup, it is likely that with some determination and a little luck you will find it somewhere in Hong Kong.

Retail outlets such as Dah Chong Hong, Seibu, Park'N Shop and USA & Co are stocking an increasing number of Canadian products from well-known producers such as McCain's and Canada Packers.





Dah Chong Hong, for example, with its 54 stores in Hong Kong, stocks nine flavours of Oasis juice from Quebec, Colonial cookies, and Billy Bee honey. You can also get Alberta beef, McCain's frozen pizza, Canadian salmon and vegetables such as peas, cauliflower, broccoli and carrots, all grown and packaged in Canada.

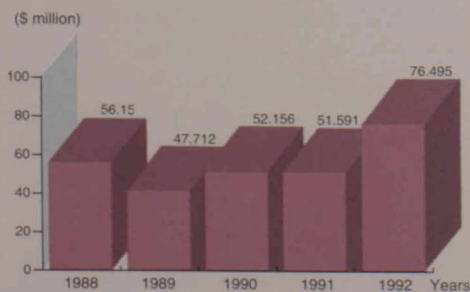
BC salmon can also be bought, for a hefty price, at Oliver's, as can that golden maple syrup. Look no further than the nearest USA & Co for Molson and Moosehead beer. If it's seafood you're after, live lobsters are imported by Man Ming Importing and Exporting Company. Ms Vivian Lee, the managing director, claims they have been doing this for the past 16 years and were the first ones to import to the territory.

If you had something sweeter in mind, Neilson's Canadian-made chocolate bars called Mr Big were launched in April 1993 by Metcorp (Hong Kong) Ltd in all 7-11 stores. Neilson's Sweet Marie, Crispy Crunch and Malted Milk are scheduled to hit major supermarkets and convenience stores in late September. Neilson dinosaur cookies and animal crackers are also being launched.

With these products, and many others, Canadian food imports to Hong Kong topped C\$76.5 million in 1992, representing a 36 per cent jump from C\$56 million in 1988.

Among the most popular items are seafood, meat, vegetables and fruit. Imports of seafood, for example, soared 81.3 per cent last year to \$25.2 million while imports of edible food and nuts climbed 70.6 per cent to \$2.9 million.

Canadian food imports to Hong Kong



In fact, many Canadians are probably enjoying products from home without even realizing it because a large chunk of import sales are made to institutions such as restaurants, cafeterias and hotels.

Officials say the biggest reasons for the dramatic increase in Canadian food imports are due to:

- the sharp growth of the Canadian population in Hong Kong, including Hong Kong natives who have returned to the territory after stays in Canada;
- more aggressive efforts by Canadian food manufacturers to tap the robust Asian markets;
- a weaker Canadian dollar, which has made Canadian products more price competitive and;
- an overall growth in trade between Canada and Hong Kong.

Chris Li, a commercial officer with the Canadian Commission in Hong Kong, said Hong Kong people want more choice and Canada has been able to capture niches to satisfy market demands.

Despite the large strides made over the past few years, Canadian food imports to Hong Kong represent just 1.1 per cent of the \$5.93 billion of total food imports into the territory. Canada trails countries such as Thailand and Australia, for example, which have imports of \$352

million and \$270 million respectively.

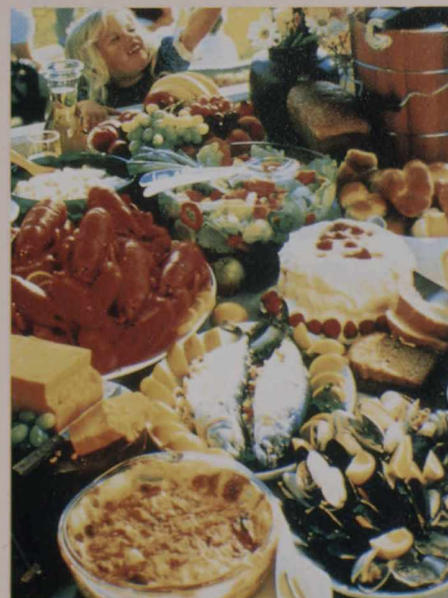
Local retailers and wholesalers say Canadian food producers have failed to fully capitalize on Canada's reputation for fresh, high quality products.

The biggest problem, they say, is inconsistent distribution, higher prices, a lack of money spent on promotion and advertising, and an unwillingness to cater orders for the Hong Kong market.

The distribution problems are more than evident to consumers looking for a taste of home who happily discover a store carrying a Canadian product one week only to discover on the next visit it has disappeared and might not be in stock for another six months. It's a scenario that sends many Canadians scurrying to write home for a "care package" from friends and relatives.

Bill Grimsey, managing director with the Park'N Shop supermarket chain, said dealing with Canadian producers has been a frustrating experience despite concerted efforts to promote their products.

"We tried over the past five years to kick start Canadian products here," he said. "We ran two Taste of Canada fairs featuring new lines and lines we already had but they were very unsuccessful.



A selection of seafood from Prince Edward Island is also popular fare in Hong Kong.



"The puzzling thing is they should have been successful because there is a fair awareness of Canadian products with the Chinese here."

Grimsey said the fundamental problem is that Canadian producers are not export-oriented when it comes to focusing on markets beyond the United States and fail to address the Asian market's different needs. These include portion sizes, which tend to be smaller, and labelling requirements.



Bill Grimsey, managing director of Park'N Shop

"It does need a lot of attention from management and exporters who want to work with this market," he said, adding countries such as Australia have done a much better job of exploiting the Asian market.

"It's a far way to come but if it's a problem it must be tackled as an opportunity to be solved."

Grimsey's views are shared by Yvonne Harriman, institutional division manager with Friesland Foods Ltd., which imports items such as York Peanut Butter.

"I don't think they are very export-oriented because the biggest market they focus on is the United States," she said, adding it is difficult to place small orders to see how well they sell.

Park'N Shop's difficulties have not deterred them, however, from pursuing what could be Canada's most popular and successful food export - Loblaw's President's Choice portfolio.

After more than a year of discussions with Loblaw, President's Choice products are expected to hit the shelves of

Canadians need to address the Asian market's needs such as smaller portion sizes and labelling requirements

Park'N Shop stores in late September, which is probably none too soon for Canadians pining for President's Choice Decadent Chocolate Chip Cookies or salsa.

The person responsible for the development is Toronto native Graeme Morrison, who has lived in Hong Kong since 1991. Early last year, he was talking with a friend when it dawned on him that importing President's Choice products to the territory could be a lucrative business.

The idea was attractive not only because of the large number of Canadians living in Hong Kong, but also due to the popularity of premium products with local consumers, who view them as status symbols.



Grimsey said it has taken a year to ink a deal because both sides wanted to make sure they were right for each other.

For Loblaw, it was important to have the right partner who could provide the right market and merchandising support for its award-winning products. Park'N Shop was concerned that President's Choice had the ability to win over Asian consumers, who have different tastes than North Americans.

Grimsey said initially Park'N Shop will stock cookies, soft drinks, pet food and

coffee. The eventual goal, he said is to establish the quality of President's Choice and develop new products with Loblaw that appeal directly to Asian consumers using the President's Choice brand name.

"Loblaw can gain access to southeast Asia," Grimsey said, "It's a partnership in which we can play an important role and a good marriage."

Morrison said Park'N Shop was a good fit for President's Choice because its stores are seen as upscale and have an excellent image with consumers.

With research limited to samples sent to a number of offices to get a handle on what might go over well, Morrison said it will be difficult to gauge consumer demand for President's Choice products during the first few months.

"Some products could be an overnight success and we might have to air freight more supplies in to meet demand while others may not be as successful," he said.

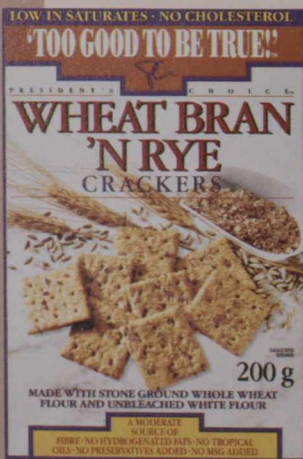
An important part of the President's Choice launch will be an aggressive and educational marketing campaign that will feature in-store samples and bilingual point of sale advertising.

Give President's Choice track record of success in the United States, Australia and other foreign markets, Morrison hopes to generate sales of \$10 million to \$12 million this year.

He said it is a reasonable target because his company will be able to tap into Park'N Shop's excellent distribution system of 170 stores and customer traffic of 2.5 million each week.

"Once you hook people, it creates a halo effect and people really want to try other products," Morrison said.

Morrison said bringing the President's Choice line into Hong





Kong was made far more complex because it could eventually involve importing products from far-flung places such as Italy, Hawaii, Thailand, the United States and Canada.

President's Choice move into Hong Kong is the latest in its international growth following expansion into the United States and Singapore.

Al Wilson, export coordinator with Loblaw International Merchants, said the company plans to take President's Choice to England and Australia in the near future.

One of the biggest supporters of Canadian food products in Hong Kong has been Dah Chong Hong Ltd., which has extensive food retailing and wholesaling operations in the territory.



Mr. H.F. Chu, director of Dah Chong Hong.

Dah Chong's retails stores run aggressive Canadian food promotions throughout the year complete with hard-to-miss Canadian flags and large product displays.

Dah Chong's involvement with Canadian food started about 15 years ago when it decided to diversify into food retailing and sent senior executives around the world to source suppliers.

Dah Chong director H.F. Chu travelled across the country from Prince Edward Island to Newfoundland over a month and half period meeting with producers and suppliers. What he discovered was that Canadian producers were skeptical about an unknown firm from Hong Kong and somewhat reluctant to expand their export sales beyond the traditional U.S. market.



Shelves of this DCH store in Central are lined with Canadian cookies, vegetables and juices.

As a result, much of Dah Chong's initial efforts were spent educating Canadian producers about the opportunities available in Asia if they expanded their horizons.

"I like telling them that one day if there was a recession in the United States, you'll have all your eggs in one basket" he said. "Some of the Canadian manufacturers that we still have business with took our advice and split the risk."

One of those Canadian firms to toss its hat into the ring was McCain's, the Maritime food giant.

Their success in penetrating the Hong Kong market is evident by the wide variety of products available at DCH stores, including a number of popular frozen items such as Superfast Pepperoni Pizza and french fries.



Dah Chong's commitment to create a market for Canadian products in Hong Kong and China has led it on a number of interesting paths to get the formula correct.

One of the most interesting stories was Chu's discovery of salmon heads in Vancouver's Chinatown. Before a business meeting, he went to have dim sum and saw salmon heads in a shop. Intrigued, he asked the owner what they were used for.

Upon discovering they had a lot of tender meat and were usually thrown away by fish processors, Chu realized he had hit upon an excellent opportunity.



He worked out an arrangement with a local processor to purchase five tons of salmon heads. When they arrived in Hong Kong, however, Chu said it was a "nightmare" because the processor thought the fish heads would be used as pet food and had not frozen them.



"I was disappointed and almost gave up the idea of developing this idea," he said. "I stopped for almost a year before I went back to another factory and told my staff to be careful how they washed and packaged the salmon heads." ♦

Mark Evans is a business reporter for *The South China Morning Post*

Some food for thought from a gold-medal Canadian chef

BY LENA FENG



Maurice O'Flynn has been called one of Canada's greatest ambassadors, travelling the world to help promote the Canadian foodservices and hospitality industry. As manager of the Canadian National Culinary Team, he led the team to a first place finish in the Culinary Olympics, held in Frankfurt Germany, in October 1992. Team Canada reigns as Olympic champion for four years, placing Canadian cuisine at the forefront of the international culinary scene.



The Marinated Salmon Crepe: an award-winning entry by Canadian chefs.

O'Flynn was in Hong Kong in May during HOFEX 93 (an International Food & Hotel Exhibition), adding a special flair to both the Canadian exhibit and the Alberta Beef Presentation & Tasting event. He says that his role during this trip was to try and help Canadian industry groups access the food and beverage markets of Hong Kong. Missions such as this one are often a merge of government and industry organizations. "It's important for Canadian industry groups to make a financial commitment to the market and develop long term plans for the market place. The government can then often spearhead industry initiatives as they have the office and the logistical support," says O'Flynn.



Alberta beef was featured at the recent food and hotel exhibition HOFEX.

in the territory in May: "We have developed a really good relationship with the Hong Kong chefs and some of the greatest hotels and restaurants in the world are here." Among his favourites are: La Plume at the Regent, Grissini at the Grand Hyatt, Gaddi's at the Peninsula, the Grill Room at the Sheraton and Stanley's (French). One new establishment he says he intends to visit during this trip to Hong Kong is Portico at Citibank Plaza.

O'Flynn believes Chinese cuisine has made quite a mark on food trends: "If I had to say which cuisines have had the greatest influence in the gastronomic trends worldwide, I would say first of all Italian, secondly Chinese, and thirdly French."

The latest culinary trend, says O'Flynn, is towards "*cuisine bourgeois*, where the flavour of the food is far more important than the presentation, where the empha-

sis used to be. It's going back to a more wholesome cuisine."

When it comes to food, O'Flynn says chefs are open about sharing their ideas: "For us it's a compliment when somebody takes our ideas - they may use it or adapt it." Some of the dishes featured in Team Canada's winning Olympic entry have already been picked up by others. For example says O'Flynn, the *Marinated Salmon Crepe* which combines an appetizer and salad course into one, has been picked up all over the world. "We've had letters from chefs all over on that one," says O'Flynn, adding their *Cheddar Crust* has also been copied extensively.



A selection of foods from different regions of Canada.

With such creativity and leadership being shown by Canadian chefs like Maurice O'Flynn, don't be surprised if your next gourmet meal in Hong Kong has a distinctively Canadian flair! ♦

Lena Feng is a member of the Publications Committee.



Gordon Young and Chris Liu, chef Maurice O'Flynn and David Wong, senior international director of Alberta agriculture.

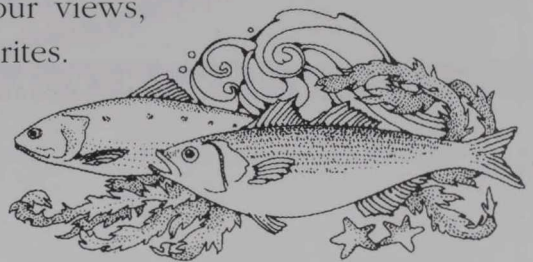
Though his current schedule takes him more often to Japan and Europe, this champion chef is no stranger to Hong Kong. He says he was happy to be back

What FOODS do you crave?

Do you miss waffles drenched in Canadian maple syrup? Or maybe you have a need for fish head curry cooked just like they do at your favourite Hong Kong restaurant?

If you are living away from your homeland, there are likely some food and beverage products that you miss. Here's your chance to tell retailers what you would like to see on the shelves or menu.

In this quick Food Faxback Poll, we'd like to hear your views, whether it's food, drinks, fast food or gourmet favourites. Please complete this short form and fax (or mail) your views to us. Your answers will be kept anonymous. Look for results in upcoming issues of *Canada Hong Kong Business*.



What are your favourite foods that you miss from your homeland?

(Please list your top three items as specifically as possible, for example, stating brandname, or where you usually purchase this product.)

My homeland is Canada and I miss...

1. _____
- _____
2. _____
- _____
3. _____
- _____

My homeland is Hong Kong and I miss...

1. _____
- _____
2. _____
- _____
3. _____
- _____

Have you been able to find your favourite products where you are living now?

Yes

(Please specify which shops or suppliers)

No

I am currently living in _____

and have been living away from my homeland for approximately _____ years.

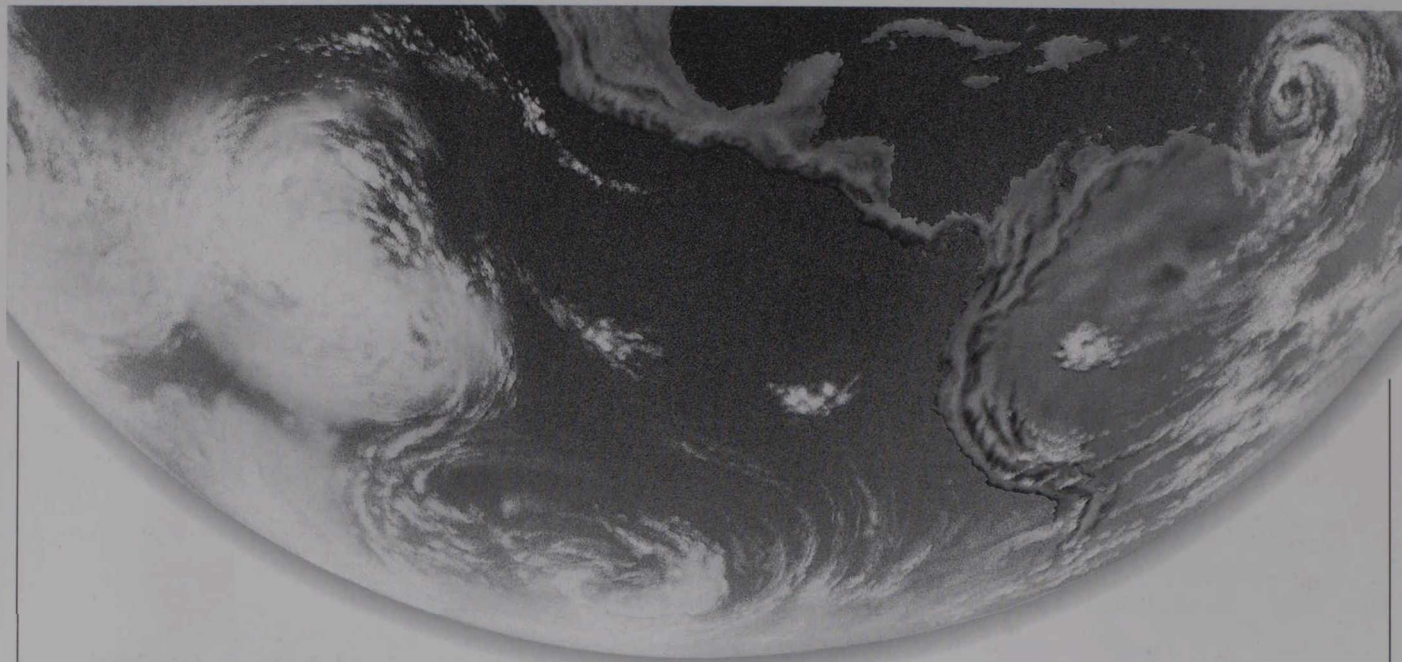
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COMMERCIAL SERVICES

THE 1990'S IMPERATIVE:

Solving the Productivity Puzzle

BY RICHARD PEARSON

Manufacturing jobs in Hong Kong, as in Canada, are rapidly disappearing, radically transforming the economic landscape. In their place, service, administrative or "knowledge" jobs are proliferating. This shift is changing how we live and work.

Companies around the world have rediscovered "quality" as a solution to the productivity challenge. We can measure quality - but how can we measure the productivity of knowledge workers?

In a communication-heavy world of paperwork, computers, faxes and phone calls, frenzied activity does not necessarily equal productivity.

In this series of articles we will explore the Productivity Puzzle and look at ways to improve your effectiveness, how to maintain a more balanced life, and how teams can work "smarter".

Are You *Efficient or Effective* ?

People say that Hong Kong is very efficient. Anyone who has had their plate taken away in a restaurant before their meal is finished will understand that efficiency does not always equal quality in terms of service. It is like the gardener who cuts the lawn quickly, but in the process mows down all the flowerbeds in his path.

Being efficient simply is not enough in today's competitive and continually changing workplace. It's up to you to make sure your working style is effective...meaning you get the right things done first.

Take this quiz to determine whether your working style leans more towards "efficient" or "effective".

- YES NO When the mail arrives, do you look through it immediately to make sure you aren't missing something that needs action?
- YES NO When a fax crosses your desk, do you read it right away?
- YES NO When someone asks for your help with something, do you pride yourself on being able to respond immediately?
- YES NO Do you judge how successful your day was by coming how many items are crossed off your "to do" list without considering their relative importance?
- YES NO Do you often get to the end of the day and find you haven't made "an appointment with yourself" - a solid period of uninterrupted time?
- YES NO Do you try to respond to phone messages immediately, even if it interrupts something else?
- YES NO Do you find that some days you don't even look at your "to do" list until several hours into the work day?

HOW DO YOU RATE?

Give yourself two points for each Yes answer and one point for each No.

12-14 POINTS :

Stop reacting and start managing your priorities! You may put too much emphasis on responding quickly, rather than assessing which tasks are the most important. Don't mistake "urgent" for "important"!

9-11 POINTS :

Resist the temptation to react to interruptions, whether it's a fax, mail, phone message or co-worker with a question. If you aren't getting the important tasks done, you won't win any points for responding quickly to less important demands on your time.

7-8 POINTS :

Congratulations! You probably know how to identify and manage your priorities. This helps you focus your energies most productively. Remember to prioritize every task, so you can determine which ones should demand your attention first.

Almost every job requires us to react...to a senior manager, problems or even a crisis. It's up to you to discern what's "important" versus what's "urgent". By focusing your energy on important tasks, you control how you react in the workplace and enjoy higher productivity and job satisfaction.

Richard Pearson is Managing Director of Priority Management (HK) Limited, the Hong Kong franchise of Vancouver-based Priority Management International Management Development and Training Firm with over 300 offices worldwide.

Proposed amendments to the

INCOME TAX ACT

- opportunities and pitfalls

BY SONJA CHONG

On December 21, 1992, the Minister of Finance of Canada proposed significant amendments to the rules in the Canadian Income Tax Act affecting immigrants and emigrants. Once passed, the rules will become effective from January 1, 1993. The new proposals would have wider application, and likely afford greater opportunities for creative tax planning. This article focuses on a number of the major changes, through a simple case study.

Existing rules

Section 48 of the Act contains rules that affect individuals departing from and entering Canada. On arrival, section 48 will deem an immigrant to acquire, at fair market value, all *capital* property he or she holds at that time, with the exception of certain property called taxable Canadian property (described later).

On departure, Canada will deem the emigrant to have sold all of his or her *capital* property (with certain exceptions including taxable Canadian property) at fair market value immediately before leaving. Currently, these step-up and deemed disposition rules only apply for purposes of computing capital gains and losses of capital property.

Taxable Canadian property includes such things as real estate situated in Canada, shares of Canadian private companies, and capital properties used in carrying on a business in Canada. Canada always retains the right to tax gains from the sale of taxable Canadian property, regardless of the residency status of the vendor. Hence, its exclusion from the applications of section 48.

Proposed amendments

Proposed new section 128.1 of the Act will allow all property (except for taxable Canadian property, inventory and goodwill of Canadian businesses) to be revalued at fair market value on arrival and to be potentially subject to the deemed disposition rules upon leaving

Canada. This will now encompass accrued gains in inventory and goodwill of a foreign business as well as depreciation claims.

As it is not always possible to analyze all the tax changes in an article of this length, a case study is used to illustrate the effect of these rules on a new immigrant from Hong Kong.

A case study

Consider the following scenario. Mr Wong and his family will become residents of Canada on December 1, 1993. Shortly before arrival, he would gift a sizeable public company stock portfolio to a trust established in Guernsey ("non-resident trust") for the benefit of his family. Any income or gains realized by the non-resident trust would not be subject to Canadian tax for the first 60 months of Mr Wong's residency in Canada.

Mr Wong bought a rental property in Hong Kong in 1983 for C\$500,000. It is estimated to be worth C\$1.5 million in December, 1993. Mr Wong also has a jewellery business in Hong Kong. The major assets of the business are its inventory and goodwill.

Mr Wong wants to know how the proposed amendments will affect him upon arrival, and also in the event of him leaving Canada. He plans to stay in Canada for more than five years.

Let's examine the Canadian tax "lifecycle" for Mr Wong. In arriving at the net rental income from the Hong Kong rental property, Mr Wong could

deduct depreciation for Canadian tax purposes. Under the existing rules, depreciation would be calculated based on the historical cost of the property, which is C\$500,000. Under the proposed rules, depreciation would be calculated based on the fair market value of the property on arrival (ie C\$1.5 million). This represents a significant benefit to Mr Wong.

The proposed amendments will allow Mr Wong to revalue the assets of his jewellery business. Any resulting capital gains or losses would be computed based on the value on arrival (not historical cost). The business therefore should be valued.

As discussed earlier, the non-resident trust would lose its tax-exempt status once Mr Wong has lived in Canada for 60 months. One creative approach which extends the benefit of the trust is to replace its non-resident trustees with Canadian residents. This must be done before 1998, otherwise the trust would be taxable for the entire 1998 year. Upon becoming resident in Canada, the trust will be deemed to have acquired the stock portfolio at the fair market value. The trust could then distribute the stock portfolio, on a tax-free basis, to its resident beneficiaries. Any gains on subsequent sales of the stock portfolio would be reduced accordingly.

In conjunction with the changes described earlier, under proposed subsection 128.1 (1) (a), a trust that becomes resident in Canada will, for the first time, be deemed to have a taxation year ending immediately before that time. Because of this new rule, the trust now has until November 30, 1998 to become resident in Canada. In situations where the trust assets would appreciate in value, this proposed rule can be of significant benefit in that there would be an additional 11 months (between January, 1998 and November, 1998) of appreciation in value, and accumulation of income, that would be free from Canadian tax.

To conclude, the proposed technical amendments regarding immigrants and emigrants cast a wider net than previously. But the good news is that the new rules offer more tax planning opportunities. ♦

Sonja Chong, CA, is a partner at Braitbwaite, Harris & Cadesky, Toronto, Canada. Braitbwaite, Harris & Cadesky is affiliated with Cheng & Cheng, Certified Public Accountants, Hong Kong.



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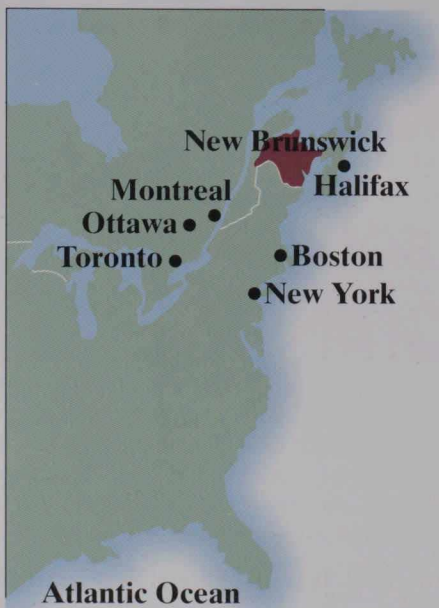
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The Expatriate's Handbook

Getting the Best out of Overseas Employment

"The field of overseas employment is a complicated one, with many traps and pitfalls." Bill Twinn and Patrick Burns, two personnel practitioners, have put together their experience in The Expatriate's Handbook to assist potential and existing expatriates, as well as companies with little experience in this area.

Review by Lena Feng

This guide will be most useful to the first-time expatriate considering a new assignment. You can start with evaluating whether you qualify as a good expatriate candidate, move on to the pre-assignment to do checklist, identify the main elements of the contract, learn about remuneration methods, benefits, and possible perks, get an overview of family-related issues which may surface, and get a glimpse of what it may be like to return home after the assignment is completed. Yes, for the potential expatriate, this book will help you make a more informed decision regarding that new assignment opportunity.

It should be noted that the authors have used the term expatriate as applied to the employee from the northern hemisphere or Australasia - probably a professional - working away from his home base where the contract will have a defined or implied time schedule, after which the expatriate is expected to move on or return to the home country.

The book combines an interesting mix of subjects such as specific areas an expatriate contract should address, emotional stages of expatriate life, even a chapter on kids and pets. However, the majority of chapters cover aspects related to remuneration and benefits, and here many sample calculations and examples are provided to help the reader through a bit of number crunching. In addition to the handbook style informative text, short "real-life" anecdotes supplement many chapters in order to highlight various points raised.

Touching upon practically all the issues related to an expatriate assignment, from the initial consideration of an assignment in a foreign country to finally returning back to the home country, the issues are presented in a short, concise manner. The authors do not attempt to go into any great detail with regard to them and state

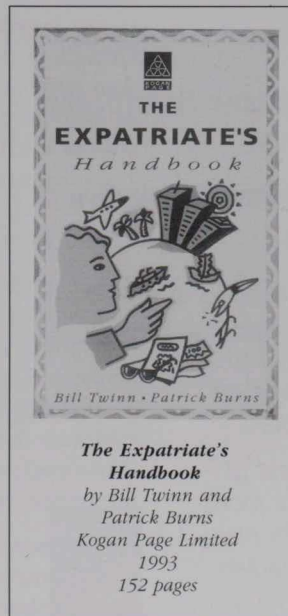
upfront: "If one of our sections triggers off some detailed questions, there are plenty of information sources that may be pursued." They do, however, provide a number of useful detailed checklists such as the pre-assignment checklist, arrival checklist, environmental factors to consider when comparing a foreign location, key questions on housing, and key questions on insurance.

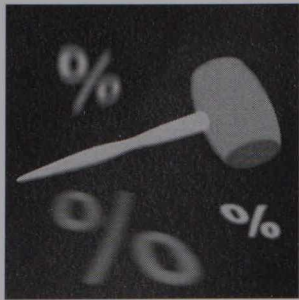
According to the authors, "expatriate assignments come in various shapes and sizes" with the vast majority of arrangements falling into one of the following five classifications. The authors classify

them as the Out and Back, The Global Railroad, The Mercenary, The Rotator, and The Permanent, and outline the typical circumstances which create the need for each of the categories of assignment. In addition to prospects of career development and interesting foreign travel, motivation to work abroad is most likely that it is financially attractive to do so. But the authors caution: "...never forget that a market exists for expatriates as with every other commodity, so don't price yourself out of it."

As the business world heads towards global markets, and international experience becomes a much sought after commodity, it appears that a growing number of Canadians are taking their own initiative in looking for work overseas, and the expatriate type packages are only to be admired from a distance. But should the opportunity arise for an expatriate assignment, this book provides a valuable insight into all the aspects to consider before embarking on such an arrangement.

For companies considering the need for introducing expatriate staff, this book provides a good beginning to understanding the elements to consider in structuring the expatriate package and the potential costs involved. ♦





Legal & Policies COMMITTEE

1993/94 Legal & Policies Committee

*WILLIAM A THOMSON
Chairman, Legal & Policy Committee*

Welcome to a new edition of the Legal and Policies page, formerly the Legal and Tax page; re-named to reflect the Chamber's emphasis on policies that affect our members.

As well as keeping you abreast of legal & policy matters a major focus for this year's committee is its plan to assess the delivery of Canadian government services to the Hong Kong business community in light of reduced Canadian government budgetary allocations. This will involve an active dialogue with the business community, the Canadian Commission in Hong Kong, and various provincial representatives. If you have any comments on the delivery of Canadian government services in Hong Kong, please feel free to write them down and fax them to the Legal & Policy Committee c/o the Chamber.

The committee will also be tackling other legal and policy issues of importance to the Chamber, assessing those issues from the point of view of Canadian business in Hong

Kong, and making recommendations to the Chamber's executive.

Of course, in addition, the Legal & Policy Committee will be presenting topics of concern to the Canadian community in luncheon, seminar and other formats. And if you're interested in becoming involved in any of these, we're more than happy to have you aboard, so please let us know by contacting the Chamber.

TRANSFER PRICING :

CUSTOMS DUTIES VERSUS INCOME TAX ISSUES

Importers of goods to Canada are beginning to realize that two branches of Revenue Canada are pulling importers in opposite directions, and the tug of war is just beginning. In general, Revenue Canada (Taxation) requires that a Canadian company which imports goods from its foreign affiliate take into account a cost of such goods which does not exceed the price which would have been paid had the purchase been made from a third party.

Revenue Canada (Customs) has a completely opposite agenda. This branch of the same government department is prone to consider that the import price is too low, thereby artificially reducing customs duties, and Revenue Canada (Customs) may then seek to increase the import price.

Furthermore, there may be a dispute as to the import price from the point of view of the tax authorities of the country of the affiliated exporter, which may consider the original price to be deficient, and those tax authorities may seek to adjust the export price and profits of the foreign affiliated exporter.

The bad news is that there are no rules for this tug of war, the Information Circulars of Revenue Canada are singularly unhelpful, and to the knowledge of this writer, there are no court decisions on the point.

However, a Canadian company importing from its foreign affiliate may take solace in a recent Federal Court decision. In that case, the Court held that a Canadian importer of goods from a foreign affiliate who, as a result of either its own initiated price increase for cus-

tom duty purposes or one required by Revenue Canada, incurs an increased price for custom duty purposes could choose to pay its foreign affiliate the difference between the increased price and the original price. This payment is deductible to the Canadian company in the year paid, even though the Canadian company had no obligation to pay the additional monies to its foreign affiliate and the payment did not relate to the current but prior year's operations.

MURIEL TSANG

Resident lawyer

Goodman Phillips & Vineberg

TRADE AGREEMENTS UNDER ATTACK

The judiciary in the US has recently indicated its willingness to intervene on environmental grounds in decisions by the executive to conclude multinational trade agreements. Witness the decision by Judge Ritchie of the US district court that the US government was in breach of the National Environmental Policy Act by not drafting an environmental impact statement on the effects of the proposed Canada - US - Mexico trade agreement.

The environmental groups that succeeded in the action overlook the fact that presently nothing aside from erratically enforced Mexican pollution legislation restricts US companies from setting up factories in Mexico now. Presumably their voices would have a better chance of being heard if a NAFTA was concluded, since that agreement compels Mexico to enforce its environmental laws, and these same groups could lobby for enforcement of that agreement.

The court challenge is a worrying one for both Canada and Hong Kong, not so much for the immediate risk to NAFTA (the administration's chances on appeal are rated highly), but as a precedent for judicial interference in other multinational treaties. It would be a sad day for Canada and Hong Kong, both of which depend on trade for their livelihood, if such a challenge succeeded in killing the comatose but essential GATT negotiations. ♦

WILLIAM A. THOMSON

Tax Manager

Deloitte Touche Tohmatsu

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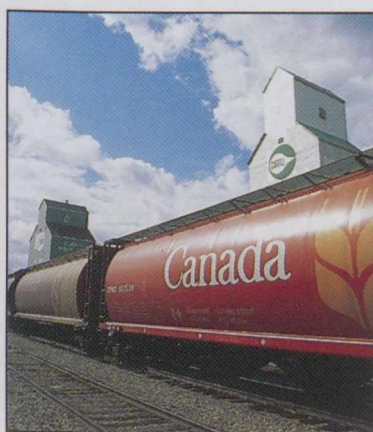


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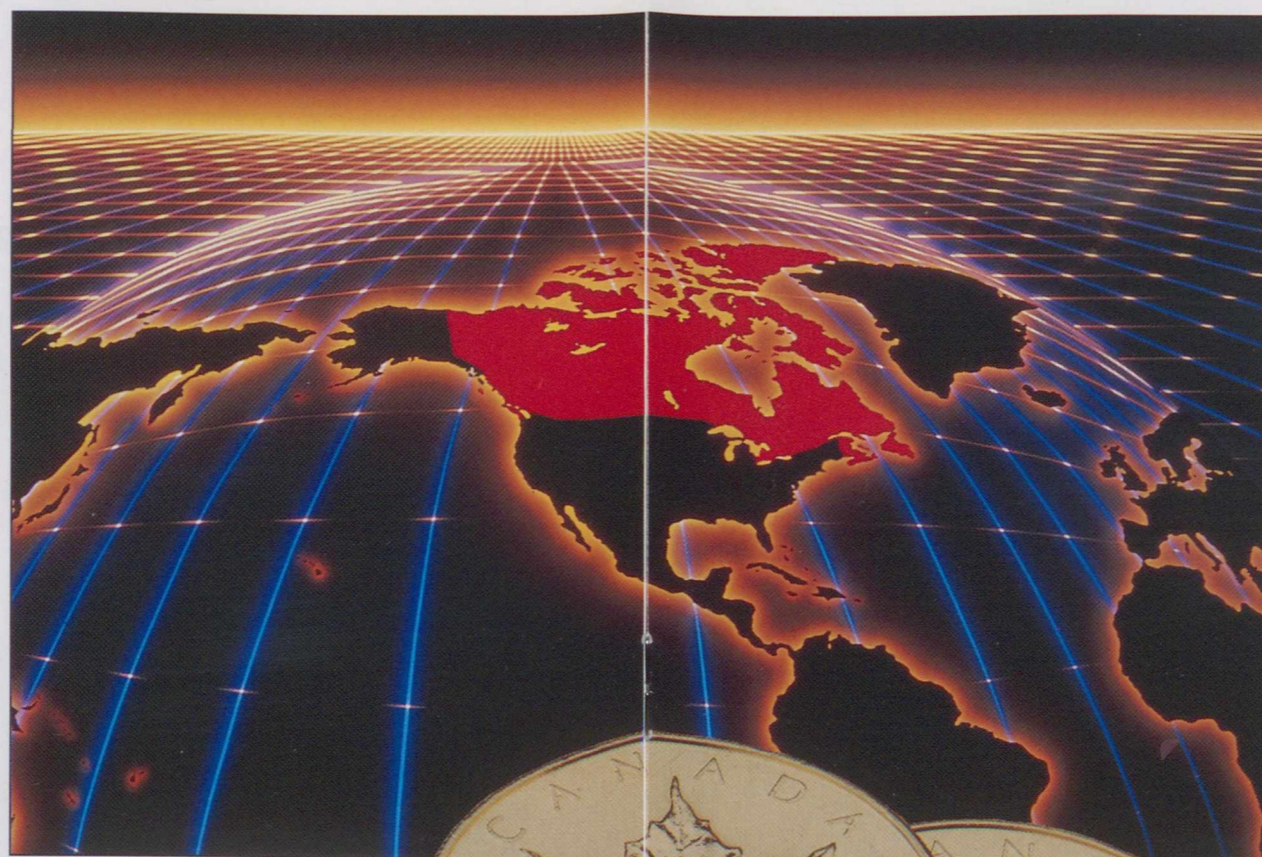
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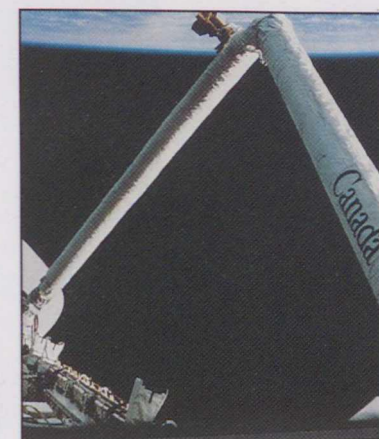


becomes reality, Canada offers investors access to a growing North American market—more than 151 million people live within one trucking day of the Canada-U.S. border.

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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.



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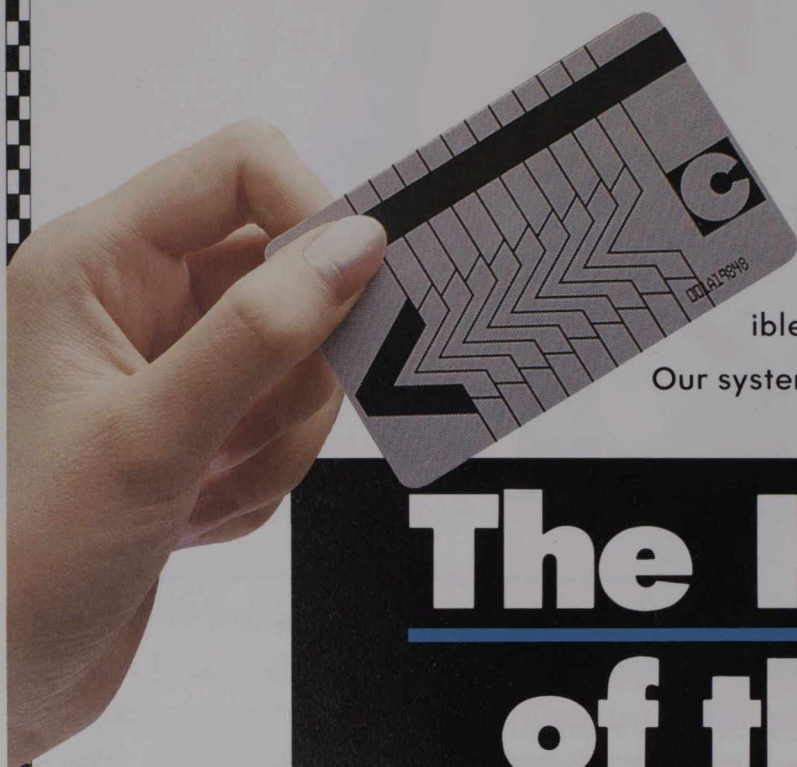
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*Entrepreneurial spirit
rubs off on Rubin*

Ed Rubin encourages more Canadians to set up business in Hong Kong



photo by Heather Doyle

Ed Rubin: "Where else would you want to be?"

The high energy of Hong Kong seems like a perfect fit for the high energy of Ed Rubin.

Rubin first arrived in the territory in September, 1971 when he was transferred by law firm Phillips & Vineberg (now Goodman Phillips & Vineberg). He immediately became involved in the Canadian community.

After serving two terms as president of the Canadian Club, he was instrumental in establishing the Canadian Business Association, which later evolved into the Canadian Chamber of Commerce in Hong Kong. He was, in fact, the Chamber's first chairman of the Board of Governors and served two more terms as a governor. From a dozen pioneering business people 17 years ago, the Chamber has now grown to an organization of more than 900 members.

Rubin left Goodman Phillips & Vineberg in 1990 and established Corton Hill Investments Ltd where he manages his own investments and appraises new opportunities in South-East Asia.

"I practiced law for more than 25 years and I got a bit bored. I've always been investing privately and I felt that I could and should do it," says Rubin of his move. He adds: "I've always liked the entrepreneurial spirit of Hong Kong - it's catching."

Before moving to Hong Kong, the Montreal native worked as a special assistant to Pierre Trudeau, who was then prime minister of Canada.

Married last year to Winnie Wong, Rubin continues to involve himself in the community. He is a member of the Management Committee of the Hong Kong International Arbitration Centre, a member of the Corporate Contributions Committee of the Community Chest of Hong Kong, director of several private companies and member of the South-East Asia Advisory Board of Rolls-Royce PLC and Gulfstream Aerospace Corporation.

His office in Central is testament to his long stay in Asia: art from Japan, Thailand and the Philippines is mixed in with the high technology needed to do

business - fax machines, computers and telephones.

Over the past 22 years, Rubin has witnessed the dramatic changes that have swept Hong Kong. "I would say Hong Kong has become more international, yes, and more Chinese. The Chinese elements are definitely more important than before and that's going to increase."

He says that in the early 1970s the major Canadian business presence in the territory was that of financial institutions such as the banks and insurance companies. In the late 70s a slightly more diversified group of large companies established themselves. Rubin, however, says there are not as many as there should be.

Rubin encourages Canadians to establish their business in Hong Kong and offers the following advice: "Have a clear objective in mind, determine the type of people you want to do business with, and secure a partner, ie, an agent, distributor or joint venture arrangement."

Another question to consider is how the service or product fits into the marketplace. Rubin advises businesses to adapt their product to the marketplace rather than imposing the current offering.

He emphasizes that a plan to start-up a business in Hong Kong alone "is fraught with danger" and is a step to be taken seriously. He recommends talking to Hong Kong-based business people and asking questions, including "what other questions should I be asking?"

More than one or two trips and a great deal of time, money and energy are required to make the venture a success. Rubin says his philosophy is to be "constant and consistent" in your approach to the marketplace in Hong Kong.

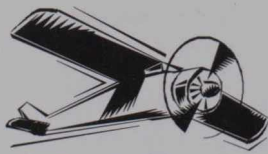
The economic revolution in the region in general and China in particular will continue to bring greater prosperity. With this belief, Rubin's future plans lie with Hong Kong. "Where else would you want to be?" asks Rubin. ♦

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NUTS technology has a Canadian twist

NUTS Connect 918 Desktop Video Conferencing system, the latest brainwave from NUTS Technologies of Hong Kong, hit the market this summer.

Founded just two years ago as an Apple Certified Developer by young husband and wife team Christine Wong and Stetson Chung, NUTS has grown swiftly to a team of 50 with branch offices in Singapore and the USA.

With the launch of the connect 918 in late 1992, it became one of the first companies in the world to introduce a full-colour, full-motion, three-way video conferencing system that allows Macintosh users to link up with PC users.

Wong, who holds a marketing/communications degree from McGill University in Montreal, is responsible for marketing internationally the products which Stetson develops. She believes her Canadian education and the years spent in a "western" culture have helped equip with the global perspective she needs to successfully market NUTS products worldwide.

She foresees that Connect 918 videoconferencing could become as much part of everyday business as using a telephone. She says the system (which retails for US\$6,200) is extremely cost effective when compared to the price of airfare, hotel bills and meals associated with an overseas trip.

"Considering the numerous business and family ties that Hong Kong residents have with Canada, and above all with Vancouver, Toronto and Montreal, the Connect 918 could prove especially popular in this particular market sector," says Wong. ♦

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BY JACK MOORE

The menace of the urban bear

The Fungs have been my next door neighbours for some years now, and in the manner of Hong Kong neighbours who speak different languages, we have exchanged smiles and josans and Merry Christmases and Gung Hei Fat Choys throughout that time, but nothing much else.

So when Mrs. Fung tapped on my door last week and invited me over for tea and buns I was a bit mystified — until I met her sister who, the very next day, was boarding a plane to go start a new life in (you guessed it) Canada.

She had never before been to Canada, and I had obviously been called in as the friendly Canadian who lives next door and might possibly offer some last-minute advice about the coming culture shock.

Her English was academic but understandable and my Cantonese is lumpy but effective, so we were able to swap information with relative ease. And as it turned out, she already knew more about Canada than many home-grown Canadians do.

Go-for-broke

Like a lot of Hong Kongers, she grew up with an almost spiritual regard for education. She's bright, she's used to studying *very* hard for exams, and she evidently regarded stepping off the plane in Canada as the beginning of the toughest all-or-nothing go-for-broke test she'd ever have to pass.

Consequently, she had read every piece of printed material issued by the Canadian government — which is a *lot* — and studied up on Canadian history, which she said happily was “short and easy to learn.”

She had also intently pored over local media coverage of Canadian news stories so as to arrive there aware of current events, and she had rented several travel videos on Canada and (I swear) had taken notes while she watched them and listened to the Cantonese commentary.

Clearly, this person was serious about coming to terms with whatever challenges Canada might present, and as she told me all this I wondered vaguely what

I could tell her that she didn't already know.

As it turned out, what she wanted to know about was bears.

Nothing else, just bears. As soon as the tea was properly poured, she started asking questions about bears, and she didn't stop for the next hour.

At first I thought she was an avid outdoorsy nature fan in search of Canadian wildlife, but when I took that conversational tack she giggled nervously and said I didn't understand. She didn't want to know how to approach bears, she explained, she just wanted to know how to avoid them.

A fixation

Her research on Canada had exposed her to a certain amount of information about bears, and none of it had made her any less afraid of them. In truth, bears had become something of a fixation with her.

She said that nothing about Canada really worried her except bears — or the possibility of bears. So she wanted to know a great deal more about these animals and, (though I really don't know much more about bears than I know about dragons,) I answered her questions as thoroughly and honestly as I could.

Do bears come into the city? (It depends what city. Avoid Churchill, Manitoba, and be careful about Banff.) Do they break into houses? (Well, it has happened — but not recently in Scarborough or Richmond, B.C. Best you don't worry too much about that.)

Are they big enough to knock down doors? (Well actually, the way they make doors these days, yes.) Do they attack cars? (Not if you're driving fast enough.) Do they attack at night? (Well, see, they mostly don't attack at all. Make a loud noise and they'll usually run away.) But not always? (Uh, well no ... not always.)

Do they hide in the snow? (Yes, but when they do that, they're asleep for three or four months.) So that means they're up and around during the other eight months? (Uh, well ... yes.)

How far south do polar bears live? (Not far enough to worry about.) How big are Kodiak bears? (Big — but they're only on Kodiak Island, and that isn't even in Canada.)

And how about (and here I could see real fear in her eyes) *grizzly* bears?

There ... it was out in the open. Obviously, she had studied at least one memorable book or wildlife video about grizzly bears, and had thereupon decided — for reasons that make perfect sense — that she never, ever, EVER wanted to encounter one of them.

“Honestly,” I said, “believe me, you won't. Yes, grizzly bears are big and mean and homicidal, but they're also way out in the mountains, where you are not likely to go unless you really want to. Really, they're no problem.”

Code of Silence

But I could tell she still didn't believe me. I think she suspected that there's some sort of tacit Canadian Code of Silence about what she obviously thought of as The Bear Menace — rather like a beach resort where they suppress the news of shark attacks so as to prevent panic among tourists.

I'm sure she still thought I was glossing over Canada's greatest outdoor safety hazard when we finished the tea and I thanked Mrs. Fung and wished her sister happy landings.

At the very least, I'm sure she believed Canadians are far too casual about bears, and that when she arrived in Canada the countryside would probably be thick with snarling, slavering bruins looking to make lunch out of Far Eastern immigrants.

Whatever else happens, I'd suspect that right now — while Mrs. Fung's sister is actively on the lookout for grizzlies in metro Toronto or downtown Victoria — she has already decided that dealing with everything else in Canada is a piece of cake. ♦

Jack Moore is a Canadian freelance writer living in Hong Kong



TRADE COMPETITION RESULTS ANNOUNCED

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

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

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

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

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

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

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

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

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

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

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

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

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

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



Photo by Heather Doyle

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

Results of 1992-1993 MBA Canada Hong Kong Trade Competition

1st prize & Quebec regional prize		
Ngai Au	McGill University	Visual Communication Network for the MTR
Michael Chan		
2nd prize & Ontario regional prize		
John Chow	University of Ottawa	Treats
Flavia Leung		
Bryan Socransky		
3rd prize		
Ngai Au	McGill University	Monsieur Felix & Mr Norton
Timothy Lo		
Weitao Yang		
British Columbia regional prize		
Stephen Chow	University of BC	Indoor Environmental Control Systems - Young Environmental Systems Inc
Michael Louie		
Wendy Purdy		
Atlantic regional prize		
Greg Smyth	Dalhousie University	Order Route Software
Craig Lindsay		

VOTE

Canadian expats get right to vote



For the first time, Canadian citizens living overseas, including those in Hong Kong, will be able to vote in the next Canadian federal election.

The Commission for Canada in Hong Kong have coordinated a voter registration campaign to encourage as many Canadians as possible to register for the vote. They have also distributed registration forms at various Canadian events in Hong Kong and to Chamber members.

Recent changes to the electoral act mean that Canadian citizens, over the age of 18, who have been living outside of Canada for less than five consecutive years, are now eligible to vote.

On the registration form, you must also state when you intend to return to Canada. Barry Macdonald, a principal at Coopers & Lybrand, is cautious about this aspect: "If there's evidence that a return to Canada is planned, Revenue Canada could assume the registered voter is still a resident for tax purposes."

Vacationing Canadians or those working outside of Canada on election day may also vote using this new method.

Potential voters must complete a registration form and supply supporting documentation to Elections Canada. This step can be done by fax. If approved, the elector will be placed on an international registry of voters. A voting kit will be sent when the election is called.

The registration form urges potential voters to register early. The ballot must arrive in Ottawa before 4 pm Ottawa local time on the Friday before the election.

Canadians who would like to have a voter registration form sent directly to them should contact the Canadian Commission at 867-7398 or write to the Voter Registration Office, GPO Box 11142, Hong Kong. Registration forms can also be picked up on the 16/F, Exchange Square One, Commission for Canada, Consular Section. ♦



S. E. A. CANADIAN OVERSEAS SECONDARY SCHOOL (C. O. S. S.)

166-166A Boundary Street,

Kowloon, Hong Kong.

Tel: 336-1116 Fax: 336-4728

Students who attend C. O. S. S. study from a Canadian curriculum with Canadian textbooks. The teachers use Canadian teaching strategies. On the successful completion of their courses students are given Ontario high school credits and awarded an Ontario Secondary School Diploma. On graduation students are assisted by guidance counsellors to gain entrance to a university.

Applications are invited for admission to C. O. S. S. in each of the two semesters, September 1993 and January 1994.



Robert Craig, Minister (Commercial) at the Canadian embassy in Beijing, spoke to the Chamber in June. Craig talked about his visit to Canada with Zhu Rongji, a subject that appealed to both members and the media.

New office equipment at the Chamber

In response to various questions about the length and quality of our newsletter which goes out to members twice monthly, the Executive Committee has recently reviewed the issue of better fax transmission. As a result, the Chamber now has a new system for faxing out the newsletter to you.

Some of the positive results of this new system will hopefully be apparent over the next few months. For example, we will now be able to use smaller print which should still retain clarity while at the same time cutting down on the number of pages you receive.

Under our old system, we had to fax by hand all faxes listed under a name distribution. For instance, a fax being sent to all members of a committee had to be sent one by one. This was labour intensive and tied up the fax machine unnecessarily. Now, we have a distribution list for each committee and can use the fax card to immediately send out minutes or other information to you.

There are a number of ways the new system will serve the Chamber as well as transmission of the newsletter. Both our accounting and membership areas will be updated and made more cost efficient as well.

New equipment was installed in August so everything should be in place as the busy fall season is upon us.

Changes in Chamber staff

The Chamber would like to extend a warm welcome to Rose Kainzer as the newest member of the Chamber staff. She has replaced Robert Peredo in the position of accounts clerk.

Originally from Pampanga in the Philippines, Rose has spent 10 years on-and-off in Hong Kong. She speaks English, Cantonese and Tagalog. She is married with two children and says she enjoys singing, cooking and reading in her spare time.

At the same time, we would like to wish all the best to Robert who, after a brief stay in the Philippines, will be moving to Los Angeles with his wife and new baby. Many thanks for all of your hard work, Robert.



New member of the Chamber staff Rose Kainzer

Congratulations are in order to another Chamber staff member. Janny Ng, the Chamber accounting manager and functions coordinator, said "I do" to Ben Wong on July 17 in Vancouver. After the wedding and a short but blissful honeymoon in Hawaii, she is back at work at the Chamber managing the office and overseeing the accounts.

Vietnam trade mission

The opportunities in Vietnam have never been more prime for the taking. If you would like to make high-level contacts in Vietnam and see for yourself what is happening in this dynamic growth area, the Chamber trade mission is your chance.

The Vietnam trip is tentatively scheduled for the end of November.

Starting with a half-day seminar on Vietnam in Hong Kong, the group then flies to Hanoi for three days. The group will make contact with top officials from the State Committee for Cooperation and Investment, the State Planning Committee and the Vietnam Chamber of Commerce. Participants will also have a chance to meet others in their particular field.

The mission will then go to Ho Chi Minh City, Vietnam's commercial centre. "This portion of the mission is very subjective and will aim to establish constructive links within the industries of delegation participants," says organizer William Brown, chairman of the Indochina Trade Committee.

This is the Chamber's second trip to Vietnam. The first, in May of last year, resulted in contracts in the areas of property development, manufacturing and investment promotions.

If you would like more information on this year's Vietnam trade mission, please contact Leslie Henderson at tel: 526-3207 or William Brown, tel: 868-0722.

Intercham event

On October 29, Intercham is organizing a large-scale get-together for the members of the 16 international Chambers of Commerce and Business Associations in Hong Kong.

This year's Tropical Night Buffet dinner follows the success of three black-tie balls organized since 1990. It's being held at the pool terrace of the Aberdeen Marina Club.

Last year nearly HK\$200,000 were raised for the Intercham Scholarship Fund



Chamber President Eliza Chan with a visiting delegation from the Hubei Province in China.

This was one of the first events to be held by the Chamber in Mandarin. For the benefit of those whose Mandarin is shaky or non-existent, Chan translated into English.



Commissioner for Canada John Higginbotham presented a pewter plate to Marlene Lee in thanks for all of her work as Chamber president in 1992-93 at a dinner for the Board at Governors. Lee is now serving as chairman of the Board of Governors.

through the support of guests and sponsors. These funds allow selected business students at all universities and polytechnics in Hong Kong to continue their studies.

Chamber delegation makes valuable contacts in Macau

On June 30, a delegation from the Chamber executive met with the executives of several Macau business organizations. Peter Tulloch, Hugh Gillespie and Colin Russel were accompanied by William Brown, chairman of the Indo-China Committee and Fred Kan. The visit was initiated by Kan, who is the president of the recently formed Macau Canada Association.

The Chamber group met with the president, vice-president and several directors of the Macau Chamber of Commerce. They then met with representatives of the Industrial Association of Macau, Macau Exporters and Importers Association, and the Association of Textile and Knitting Industries.

It was agreed that the Canadian Chamber will follow up on what was a very productive set of meetings through a regular exchange of information with their Macau counterparts and extending invitations to attend each others events of interest. The Macau groups stressed their ability to provide a valuable liaison function for businesses looking at opportunities in Zhuhai and adjacent regions of southern China.

Dragonboaters extraordinaire

Chamber members Katherine Lynch and Yan Yan Li set the pace for another successful season for the Hong Kong University women's dragonboat team. The team, which had been training up to four times a week at Deep Water Bay since the autumn, won races at Mui Wo and Stanley. They also represented Hong Kong at the international races at Tsimshatsui East on July 3 and 4.

Lynch, who teaches law at Hong Kong University and Li, a Canadian lawyer in Hong Kong, sat at the front of the boat, setting the rate for the 18 other paddlers.

The HKU team finished a respectable sixth out of 11 international teams including Canada, Italy, China, Australia, Great Britain, New Zealand and the Philippines.

"It was great exposure for us to race at the internationals and we're really happy about how we did," says Li. "But one of the most important things is that we still have fun with it. We work hard and we're dedicated but we try to keep the cultural and social aspects as well."



Members of the HK University dragonboat team.

The Hong Kong University men's team was also strong this year. Also winners at Mui Wo and Stanley, the team finished third in the Hong Kong open men's division at the internationals.

The women's team from False Creek in Vancouver were the stars of the two-day international competition in Hong Kong with their third successful victory (a "threepeat"), while the men's team placed fifth. The Indonesian men's team continued to dominate the field with a decisive first place finish.

Canada was also well-represented by Toronto, whose men's and women's team both placed third in the internationals.

Incidentally, the sport of dragonboating may be given a boost if Beijing is chosen to host the Olympics in 2000, as organizers have talked about introducing dragonboating as a demonstration sport.

Practical solutions to make business immigrants feel at home

A new division within the Manitoba government's Department of Culture is hoping to help immigrants establish a successful business in that province.

Manitoba receives many immigrant entrepreneurs from Asia, including those from Hong Kong. The newly created Citizenship Division has been set up to help make sure their transition to their new environment is a smooth one.

To do this, they have developed and implemented an English for Business Purposes Program specially designed for this group and are considering a number of other initiatives. For more information on this program, contact the Government of Manitoba office in Hong Kong.

Round-the-clock sports channel linked through Hong Kong

Hong Kong Telecom has been chosen by ESPN, a 24-hour cable television sports channel in the US, as the regional hub for its satellite television signals.

Under the three-year contract, which took effect on 1 April 1993, ESPN's television signals are down-linked to Hong Kong from the Pacific Ocean satellite and then up-linked to the Palapa satellite which relays them to cable television operators in Asia.

ESPN, which previously used Malaysia as its regional telecommunications hub, selected Hong Kong because the territory provides an excellent elevation angle for receiving the downlinked signals from the Pacific Ocean satellite. As a result, the quality of signals received by cable television operators is significantly better.

Nortel Matra Cellular chief visits Hong Kong

The chief executive officer of Nortel Matra Cellular, a joint venture between Northern Telecom and Matra Communications, was in Hong Kong to deliver a speech at Mobile Comms '93, one of the region's major telecommunications conferences. The topic of Emile Gratton's speech was "GSM, The Best Choice."



Emile Gratton, chief executive officer and Olivier de Pazzis, chief operating officer of Nortel Matra Cellular.

Northern Telecom is a global telecommunications manufacturing and research company based in Canada and the US, and Matra Communications is a leading supplier of telecommunications equipment based in France. Nortel Matra develops, manufactures and markets a total network infrastructure for digital cellular telephone services based on the GSM standards.

"GSM is a European standard which is rapidly gaining worldwide acceptance as the dominant technology for digital cellular telephony," said Gratton. "Hong Kong was one of the first countries in the Asia-Pacific region to adopt GSM and with its increasingly liberal communications environment and multiple cellular and CT2 operators, it represents a major opportunity both for Northern Telecom and Nortel Matra Cellular."

Northern Telecom was a principal sponsor of Mobile Comms '93 and, with Nortel Matra Cellular, occupied one of the largest stands at the exhibition.

Launch of new immigrant-investor fund

The Royal Bank of Canada and the Bank of Nova Scotia have announced the official launch of the Capital City (PEI) Opportunities Fund, a new Canadian immigrant-investor fund which they represent as marketing agents in Hong Kong.

The fund's representatives and the agency of the Prince Edward Island Government, which will invest its proceeds, have previously been involved in three immigration funds totalling C\$32 million. All investors have been repaid in full.

Speaking at a press conference, PEI representative Joseph Kwan said that not only has the province proved to be a favourable investment area, but investors have the security of working with two highly respected Canadian banks.

The Opportunities Fund is limited to C\$30 million. Potential investors are required to invest a minimum of C\$250,000.

New Brunswick delegation

Minister Denis Losier of the Department of Economic Development and Tourism from New Brunswick will lead a delegation of firms to the South East Asia Regional Computer Confederation '93 Show. SEARAC will be held at the Hong Kong Convention and Exhibition Centre from October 5-8.



Denis Losier: leading a delegation of firms to Hong Kong.

investment and immigration. For example, she says, the telecommunications sector in New Brunswick is dynamic and

Accompanying Losier will be a number of firms specializing in telecommunications, geographic information systems and nuclear industries.

These areas are strengths in New Brunswick, says Janet Gagnon, project executive, investment and immigration. For example, she says, the telecommunications

diversified with companies such as COM DEV, DMR and Digital Products.

At the same time the province is showing its prowess in geographic information systems. The University of New Brunswick, says Gagnon, is the only Canadian university - and one of the only three in North America, designated as a centre of excellence in land information studies.

With regards to nuclear industries, New Brunswick expertise has been spurred by the Point Lepreau Generating Station which ranks as one of the best in the world in terms of safety and efficiency.

Deloitte Touche Tohmatsu draws on Canadian and Hong Kong expertise

International accountancy and professional services firm Deloitte Touche Tohmatsu have announced an innovative new management consulting practice which brings together the experience and expertise of the firm's Hong Kong and Canadian offices.

The joint venture, called Deloitte Touche Tohmatsu Management Consultants, will be based in Hong Kong and will serve the growing local and regional markets.

Mumtaz Ahmed, a partner with the Canadian consulting practice, leads the new venture which is directed by a committee made up of partners from both the Canadian and Hong Kong offices. The initiative officially begins operations on September 1, although several management consulting projects were already underway in Hong Kong.

"Over the past five years we have performed management consulting work for both private and public companies as well as the government sector in several countries, but mainly Hong Kong and Singapore," says Ahmed. "As we continue our services to clients in these vital areas, we will also expand our practice to serve the needs of clients in other areas of Asia, particularly the People's Republic of China."

The consulting group will have world-class capabilities adds Roger Best, a part-

ner in the Hong Kong practice: "We will be drawing on our more than 6,000 consultants around the world and hand-pick those who best suit the project at hand."

Deloitte Touche Tohmatsu is one of the world's largest professional services firms providing a full range of audit, accounting, tax and consultancy services.

New Island Shangri-La Hotel in the works

Shangri-La Hotels and Resorts have celebrated the groundbreaking for a new 333 room resort at Pantai Dalit, Sabah, Malaysia. The new resort will be called Rasa Ria Resort and opens in late 1995.

Pantai Dalit is in Tuaran District, Sabah, approximately 60 kilometres north of the main town, Kota Kinabalu.

Facilities include 6 bars and restaurants, a business centre, shopping arcade, ballroom, fitness centre and function rooms. There will also be a number of recreational facilities including a pool, tennis courts, 18-hole golf course, wind-surfing, sailing and scuba-diving.

It is the Group's second resort in Sabah. Shangri-La also operates Tanjung Aru Resort, just outside Kota Kinabalu.

Canada Day celebrations in Macau

Several Chamber members were among the first in the world to celebrate Canada Day as they joined the Macau Canada Association's Canada Day Gala Ball.



Fred Kan and John Higginbotham, Consul General to Macau, joined students from the Canadian College in Macau singing 'O Canada'.

About 100 people attended the event which took place in Macau's recently renovated and beautifully refurbished Bela Vista Hotel.

Festivities started on June 30th with the arrival of John Higginbotham, the Consul General to Macau, and his wife as they were escorted by Constable Caroline Luk of the RCMP in full regalia.



Richard Webb of Canadian Airlines presented a free business class ticket to the winner of the lucky draw. RCMP officer Caroline Luk, brought to Hong Kong by Canadian Airlines, is in the background.

One of the highlights of the evening was a half-hour display of fireworks sponsored by Edmund Ho. Then, at zero hour on July 1st, students from the Canadian College of Macau led the singing of 'O Canada'. It was followed by a toast to Canada's birthday by Dr. Salavessa de Costa, the Under Secretary for Communication, Tourism and Culture.

New faces at the Commission

A number of staff changes are taking place at the Commission for Canada this summer as the government does its routine change of overseas postings.

In the trade section, Senior Trade Commissioner Colin Russel leaves for Ottawa in September. He will be replaced by Scott Mullin. Russel worked closely with the Chamber as ex-officio on the Executive Committee during his time in Hong

Kong and will be very much missed.

Michael Welsh, political programme manager, has been posted to Washington, D.C. together with his wife June. His position has been filled by Gordon Holden who comes from Ottawa. Liaison Officer David Ayre has moved to Richmond, BC where he will continue work with the federal government.

After over 45 years in the federal government, beginning in the army at age 18, Ron Clark will retire from his position as head of security.

In the medical branch, head doctor Aaron Berstein will be replaced by Dr Theodore Axler.

A number of immigration officers will return to Ottawa, among them Brian McAdam and Bill Priest. Pierre Marcoux will leave Hong Kong for Paris. Replacing them are Jean-Paul Deslisle from Cairo, Patricia Brown from Ottawa and Angelique Marciel from Sydney. ♦

The Canadian Chamber of Commerce in Hong Kong is an independent, nonprofit organization with more than 900 members. The membership is comprised of Canadian corporations in Hong Kong, Hong Kong firms interested in doing business with Canada and individual members. It's the largest Canadian Chamber outside of Canada.

For more information please contact the Chamber office at tel: 526-3207. The office is located on the 14/F, One Exchange Square, 8 Connaught Place, Central.

We want your feedback! If you have any thoughts that you would like to share on articles you have seen in the magazine, please send your letters to: Letters to the Editor, Canada Hong Kong Business, GPO Box 1587, Hong Kong.



UPDATE

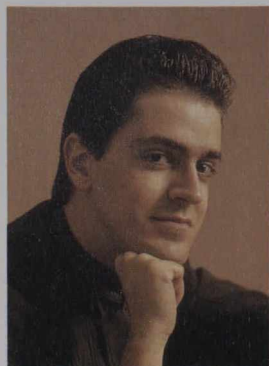
Award winning artists display their work

June 26 - September 5

Recent works of six award-winning young artists are displayed in the Special Exhibition Gallery at the Hong Kong Museum of Art. These artists, all of whom won the Urban Council Fine Arts Award, are: Lee Bo-yee, Hung Hoi, Wu Wing-yee, Lam Kong, Shya Wing-hong and Li Ki-kwok. The exhibit features a wide variety of media including Western painting, Chinese painting, ceramics, installation art, photography and sculpture. For enquiries call 734-2167.

Symphony season begins

September 11, 24



Artur Pizarro

The Hong Kong Philharmonic Orchestra kicks off the first half of its new season on September 11 at the Concert Hall of the Hong Kong Cultural Centre. Performing with the orchestra is 22-

year-old Portugese pianist Artur Pizarro, winner of the celebrated Leeds International Piano Competition. Not only will there be the classics from Schumann, Schubert and Stravinsky but the concerts also introduce a world premiere called *Silk & Down*. Commissioned by the HK Philharmonic, *Silk & Down* is written by local composer Daniel Law. For tickets call URBTIX.

Reebok Challenge with Michael Chang

September 24 - 26, October 1 - 3

Designed to help develop the potential of junior players in Asia, the Reebok Challenge with Michael Chang is played in a number of countries including: Hong Kong, the Philippines, Thailand,



Michael Chang

Korea, Indonesia, Japan, Taiwan, Singapore and Malaysia. In Hong Kong, the qualifying round takes place Sept. 24-26 at Victoria Park. The winners then proceed to the main draw Oct. 1-3. Don't miss this chance to watch the best up-and-coming players from the territory. Entrance is free. For more information contact PRISM at tel: 598-0787 or selected Reebok outlets.

Cinderella

September 21-26

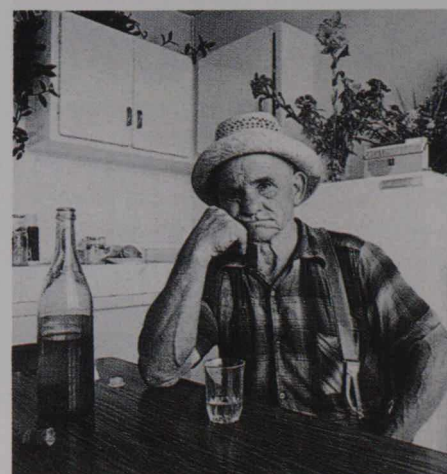


Tascha Wong

If you are looking for family entertainment, don't miss the Hong Kong Ballet's *Cinderella*, a full length ballet accompanied by the Guangzhou Symphony Orchestra. The story of a lowly kitchen servant who attends a ball and falls in love with the Prince has delighted children and adults alike for centuries. This colourful production has magnificent sets and costumes by Alexandre Vassiliev and delights with the famous score by Sergei Prokofiev. *Cinderella* is presented jointly by the Urban Council and the Hong Kong Ballet. Tickets are available at URBTIX.

Image Hong Kong '93

October 30 - November 2



Marius Chaumette, Beon 1981.

Photo by Jean-Philippe Jourdain

Photographers, both local and overseas, will want to take note of the "Image Hong Kong '93" International Photographers Meet. Seminars and discussions by world-famous professional photographers have been set up to help photographers with their work. There'll also be a photo shoot and contest, giving delegates a chance to capture on film the kaleidoscope of unique architecture, glamorous nightlife and vibrant people that make up Hong Kong. For more information call the Hong Kong Tourist Association at (852) 131 820080 or 801-7104.

Conferences

Hong Kong Convention and Exhibition Centre

September 1 - 4

Hong Kong International Jewellery Show

September 9 - 13

The 12th Hong Kong Watch & Clock Fair

October 13 - 16

The 13th Hong Kong Electronics Fair

October 20 - 22

Hong Kong International Toys & Gifts Show 93

October 22 - 25

9th Hong Kong Int'l Footwear Fair

October 27 - 31

The 5th Int'l Audio & Visual Show

October 29 - November 1

10th Hong Kong International Furniture Fair (For home, offices and special projects)

Holidays

Hong Kong

October 23 **Chung Yeung Festival**

Canada

September 6 **Labour Day**

October 11 **Thanksgiving**

Metro Plus Corner

Metro Plus is the Hong Kong's first Mandarin/ English channel brought to you by Metro Broadcast Corporation.

Metro Plus is an information and entertainment channel. It offers Hong's information seekers an "all new" service during mornings (0600-0900), lunch (1200-1300) and evenings (1700-1900), during the primary "news drive hours". Metro news segment includes up-to-date international, local, financial and business information, features, local traffic and weather reports. It also offers the best variety of Mandarin and international music from the 60's to 90's.


Metro Plus offers the best music of the East and West, as well as the latest news. Metro Plus gives you the music you love and the news you need.

Whether it's  **IMMIGRATION** or  **TRADE**,



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are **GROWING** stronger everyday.

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Canadian **BETTER** than any other-



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The Canadian Chamber of Commerce in Hong Kong,
P.O. Box 1587 Hong Kong, Tel: 526 3207 Fax: 845 1654

CORPORATE ADDITIONAL

Ms. Diana Miao

Director - Project Development
Canac Telecom

Ms. Louisiana Yau Suk-Fun

Manager - Accounting Services
Pacific Rim Ventures Ltd

Ms. Christine Kan

Manager
Ernst & Young

Mr. Andes Fu-Min Lin

Associate
Stikeman, Elliott

Mr. James H. Stewart

Senior Manager - Insolvency
KPMG Peat Marwick

Mr. Eddie Wang

Senior Manager Corporate Banking
The Hongkong and Shanghai
Banking Corporation Ltd

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Mr. Barrie Craigs

Mr. Albert Dan

Mrs. Rosemarie D. Kriesel

Mr. Benny Luk

Mr. John A. Pedersen

Ms. Louise Schwarer

Mr. Peter Sen

Mr. Michael Keen-Sang Tsang

Mrs. Anne Ching-Lee Wong

CORPORATE

Ms. Helen Wong

Director

The Refined Industry Co Ltd

34/F Office Tower Convention Plaza

No. 1 Harbour Road Wanchai Hong Kong

Tel: 698 0811

Fax: 691 2510

Incorporated in 1972, Refined is the contract manufacturer of original equipment manufacturer (OEM) products, specializing in elec-

tronic PCB assembly and testing, and precision injection molding plastic products. Refined has a workforce of about 3,000 with head office in Hong Kong and two manufacturing sites in China: Shenzhen and Guangzhou.

Mr. Rick Tang Yet-San

Director of Regulatory
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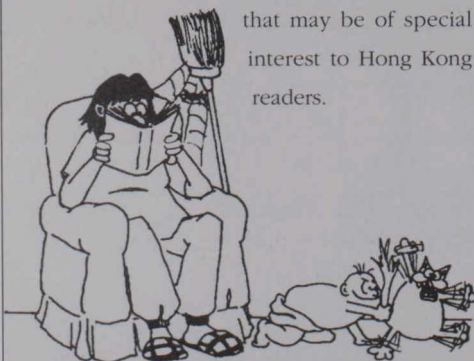


Hongkong Telecom is the leading telecommunications company in Hong Kong and Asia. The company provides local and international telephone services, mobile communications and equipment. Hongkong Telecom is one of the largest private sector employers in Hong Kong.

A day in the life of Canada

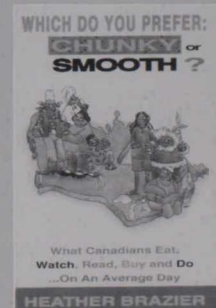
Spread out across the vast land mass that is Canada, Canadians are not a particularly homogeneous group. Yet, by collecting myriad facts and figures on everything from maple syrup to immigration, author Heather Brazier has managed to put together an often fascinating picture of what happens in Canada on an "average day". Here are some excerpts from her book: **WHICH DO YOU PREFER CHUNKY OR SMOOTH?**

that may be of special interest to Hong Kong readers.



On an average day in Canada, did you know that...

- Manchu Wok, Canada's number-one Chinese food chain, does C\$273,973 work of business
They sell:
 - 6,219 kilograms of rice
 - 24,658 egg rolls
 - 32,877 chicken balls
- Canadians buy 485 cellular telephones
- The federal government spends C\$27,947,205 on immigration
- Hong Kong is the top country of origin of Canada's immigrants with 60 immigrants each day
- The Canadian Chopstick Manufacturing Company Ltd, located in Fort Nelson, British Columbia, produces 4.5 million pairs of chopsticks
- 33,973 people go to Canadian horse-racing tracks
- A Hong Kong pharmaceutical company offers Canadian farmers C\$13.20 a gram for whole cattle gall stones for use in Chinese medicine (gold is worth about C\$11.80 a gram)
- Canada imports C\$13,698,639 worth of clothing and textiles



These facts and figures are printed, with permission, from **WHICH DO YOU PREFER, CHUNKY OR SMOOTH?** by Heather Brazier. Copyright 1992 by Heather Brazier. Published in Canada by HarperCollins Publishers Ltd.

CANADIAN COMPANIES IN THE NEWS

Canadians happy to provide products for Hong Kong's building boom

Canadian companies made their presence felt during IBEX, an international building exhibition in Hong Kong in June. Fifteen Canadian firms made up the exhibition's Canadian Pavilion whose theme was "Canada Exports, Hong Kong Builds."



Canadian products helped build Exchange Square.

The theme was significant, says Senior Trade Commissioner Colin Russel, since Canadian building technology and consulting services, construction equipment and building products are seen throughout Hong Kong. The Cross Harbour Tunnel, the Hongkong Shanghai Bank building, The Landmark, Exchange Square, Lippo Centre, Hong Kong China City, No 9 Queen's Road Central building, and most recently Capital Place are significant examples of how Canadian know-how and products have made their mark in Hong Kong.

It was the seventh time that Canada has participated in IBEX.

Canadian companies who took part were: Ang International Group/Ang Engineering Ltd; Bay Mills Limited/Bayex Division; Canadian Protective Products Inc; Crystal Sky International Ltd; Enviro Safe Building Products; Hi-Lite Systems; Interstyle Ceramic Industries Ltd; Kindred Industries/Division of Waltec Inc; Les

Bois J.M. Arbour Inc; MAAX Mirolin Industries Inc; Oakwood Lumber & Millwork Co Ltd; PG Bell Architectural Porcelain; Permaquik Corp; and Uniboard Canada.

Manitoba firm in China

Manitoba firms Teshmount Consultants Inc and Feed-Rite Ltd have won contracts in the People's Republic of China totaling about C\$4 million.

Teshmount was awarded a C\$2 million contract to provide consulting services to the South China Power Joint Venture Corporation on a High Voltage Direct Current Transmission System in southern China. Teshmount will carry out system studies and prepare international bidding documents to procure telecommunication equipment among other things.

Meanwhile, Feed-Rite is the lead company in a C\$2 million contract signed with China's Shanghai Poultry and Egg Corporation. Under the terms of the agreement, Feed-Rite will design and build a feed pre-mix plant capable of producing 5,000 metric tonnes of pre-mix per year. This is enough to produce one million tonnes of complete feed, which is enough to market over three million 100-kg pigs annually.

Teleglobe Canada strengthens presence in Asia Pacific



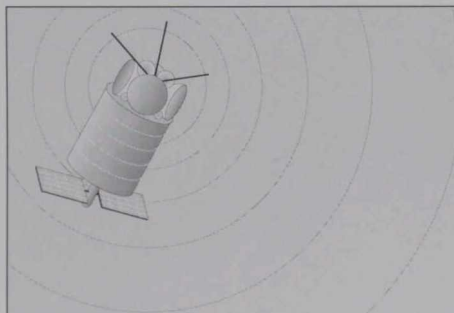
Mr Christian Sarrazin

Teleglobe Canada, one of the world's leading intercontinental telecommunications companies, has announced the appointment of Christian Sarrazin as Vice President and Managing Director of its new Hong Kong office to help

strengthen and further its presence in the Asian Pacific region.

Sarrazin comes from the Canadian Foreign Service where he has served abroad in the United States, Hong Kong and China, notably as Consul General in Shanghai. Prior to his appointment he served as Chief Operating Officer of the Canadian Commercial Corporation, a Canadian government agency dedicated to international trade.

Teleglobe Canada is headquartered in Montreal and has a network of transoceanic cables and satellites which reaches more than 200 countries. ♦



Hong Kong news broadcast live to Canada

BY HAROLD MANDEL

ATV News has commenced transmitting live every evening to Chinese audiences living in North America.

This was made possible through an agreement between ATV and North America Television Ltd. NATV is a Chinese satellite service with a footprint covering Canada, the United States and Mexico. With the inauguration of this service, an estimated three million Chinese living in these countries will be able to receive speedy, up-to-the-minute news from Hong Kong and the Asian region.

ATV also provides its other programmes, including dramas, variety shows and specials, documentaries and travelogues to television stations in Canada, the US and worldwide, says Kenneth Au, ATV's assistant marketing manager.

The news, which is being broadcast Monday to Friday, will start from 8 pm Hong Kong time every night and last 30 minutes.

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.



REGAL HOTELS INTERNATIONAL

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 % discount; Regal Kowloon Hotel in Tsimshatsui East - 30 % discount; Regal Airport Hotel at Kai Tak International Airport - 20 % discount; and Regal Riverside Hotel - 35 % 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.

INFO-IMAGING SERVICES LTD.
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Info-Imaging is offering a free initial one hour consultation to corporate members of the Canadian Chamber of Commerce. Discuss more effective document management procedures as a way of streamlining your business processes. Info-Imaging specializes in the use of computerized document storage methods as a means of achieving and retrieving paper files. We assess organizational requirements, develop an appropriate imaging solution, integrate the necessary system into your environment and then convert the paper and microfilm records to the on-line system. Please contact Susan Mey at Tel: 566-0900



CIS Insurance Brokers Limited

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10 % discount on office package and personal package, 5 % discount on auto/motor car insurance plus up to 60 % no claims discount on recognized Canadian driving experience. Considerable premium savings on CS life insurance products. Free consultation on all insurance matters. Please call Francis Chan at 529-8828 for information.

Westgate Fabrics

We would like to offer a 15 % discount on the purchase of any Westgate Fabrics, fine imported upholstery and drapery fabrics from Europe and North America. For further information contact Jackson Law Interiors, 544-7100 or 544-7421

RAMADA INTERNATIONAL
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Ramada International Hotels & Resorts Cancham members are entitled to 10 % savings on all room rates at Ramada International hotels and resorts worldwide.

Other benefits include the opportunity to participate in Ramada International's unique business card program, which is aimed at the frequent individual traveller and recognizes loyal patronage with an attractive range of benefits available with each stay at a Ramada property. To obtain the special rate, Cancham members must make hotel reservations in advance of their journey by calling Ramada International's Reservation Centre on 525-9966 and quoting the Ramada International/Canadian Chamber of Commerce program.

WESTCO

WESTCO AIRCONDITIONING LIMITED

Westco is offering a discount of 24% on Friedrich airconditioners, split airconditioners, dehumidifiers and electronic air cleaners. For further information contact Jackie Li at Tel: 333-5217 or Fax: 798-0615.



The Holiday Inn Golden Mile is pleased to extend a 25% 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.

Artem

Artem offers the possibility of matching a client to an artist for a unique business gift or for your own private collection. It is focussed primarily on hand blown glass

art in the form of smaller items such as perfume bottles and paper weights to larger sculptural pieces. All items are signed by the artists who come predominantly from Canada and Australia. Also featured is hand made pewter from Quebec. The company is willing to offer Chamber members a 5 - 10 % discount depending on quantity. For further information please contact Danusia Applebee at Tel: 736-6080 or Fax: 736-6090.

Hutchison
Mobile Data

Hutchison Mobile Data is pleased to extend a first month FREE subscription offer for all Chamber members who subscribe to the Hutchison MobileQuote service.

With MobilQuote, you can enjoy up-to-the-minute information on foreign exchange rates, Hong Kong stock prices, interbank and deposit interest rates, world indices, gold and precious metal, financial statistics, world and financial news. All information is available through a wireless modem connected to your PC or laptop computer.

To discover the advantages in using Hutchison MobileQuote, call our enquiry hotline today, on Tel: 521-7128 or Fax: 523-7080.

Allied Pickfords

Allied Pickfords are offering a free "Moving to Canada Guide" to assist individuals and families relocating to Canada.

As the world's largest removal company, Allied Pickfords has its own offices in 1,000 locations worldwide, to provide a truly door-to-door service. Our "moving to" series covers 20 countries and enquiries are welcome. For more more information, or a guide, contact Shelley Shawski, tel: 312-0318 or fax: 311-4787.

Canadian

CANADIAN AIRLINES INTERNATIONAL

Canadian Airlines International would like to offer all Canadian Chamber members and "Canadian Plus" frequent flyer members 1,000 extra points when they fly Canadian to North America. For further information and to join the programme, please contact Canadian Plus, Tel: 521-2138 or Fax 523-1438.

AEROPLEX LIMITED

Aeroplax Limited will offer a discount of 10% on all goods and services purchased by Chamber members (offer does not apply to sales items). Aeroplax features audio and video equipment for both domestic and professional use, high-end hi-fi equipment, professional PA, lighting and music systems design, and installation services. Contact Simon Tang at Tel: 524-3338 or Fax: 845-9472.



MIDLAND REALTY (HOLDINGS) LIMITED

A 10% discount off agency fees on the leasing, purchasing, or selling of properties is being offered by Midland. For further information contact Freddie Wong at Tel: 525-8383 or Fax: 845-0705.

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COMLANG INDUSTRIAL LTD.

Comlang Industrial offers a complete line of hotel, airline, light industry, medicine and health products, advertising and printing services, textiles, chemicals, minerals and production equipment. The company is

willing to offer Chamber members a 5% - 20% discount on products and services depending on item and quantity. For more information please contact Ronald Kwok at Tel: 574-2255 or Fax: (852)834-5033.

SUI ON INDUSTRIAL COMPANY LTD.
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Sui On Industrial Company Ltd is an authorized dealer for direct sales of household/office electric appliances of famous makes in the world. One year's warranty is guaranteed. Members of the Chamber are offered special discounts. For enquiries, please contact Mr Albert PK Lau at Tel: 341-6624 or Fax: 763-5092.

SPORTathlon
SPORTS MANAGEMENT AND COACHING

"THE SPA" located at Exchange Square has offered the Chamber, as a resident of Hong Kong Land, the privilege of a 40 % discount on joining fees for off peak membership.

This prestigious health and fitness club includes a full fitness gym with the latest equipment, computerized fitness testing and programming, an extensive aerobics programme, beautician, jacuzzi, solarium, sauna, steam bath massage, juice bar and more. You are welcome to come and have a look during open hours 7:00am - 9:30pm. To reserve a spot please contact Hans Franklin at Tel: 881-7086

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Asian Sources Media Group is offering a 20 % discount on any of a series of books on importing from Asian countries, and other emerging supply markets. To order or reserve your copies contact Asian Sources Books, Asiamag Limited, GPO Box 12367, Hong Kong, Fax: (852) 870-0560.

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Deloitte Touche Tohmatsu
Ernst & Young
Kenny Tam & Co
KPMG Peat Marwick, CPA
McCable Lo & Company
Price Waterhouse

Advertising/Public Relations/Marketing
PRISM

Architecture/Engineering/Urban Planning

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Meco Engineering Ltd
S.Y. Engineering Company Ltd
Wang Tak Engineering & Shipbuilding Co

Banking/Investment/Financial Services

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Canadian Eastern Finance Ltd
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CEF New Asia Partners Limited
Deloitte Touche Tohmatsu
National Bank of Canada
Pacific Rim Ventures Ltd
Pictet (Asia) Ltd
RBC Dominion Securities (Asia) Ltd
Royal Bank of Canada
Royal Trust Asia Ltd
Royal Canadian Mint
Scotia Mcleod (Hong Kong) Inc
Standard Chartered Bank
The Bank of Nova Scotia
The Bank of East Asia, Ltd
The Hongkong & Shanghai Bank Corp Ltd
The Toronto Dominion Bank
Vancouver Stock Exchange

Chemicals

Diversey Hong Kong Ltd

Computer/Infotech

ABC Data & Telecom Ltd
Quantum Designs (HK) Ltd

Distributors/Retailers

Duty Free Shoppers Hong Kong Ltd
Hutchison Whampoa Ltd

Electronics

Chubb Hong Kong Limited
Chung Mei Industries Limited
The Refined Industry Co Ltd

Education

S.E.A. Canadian Overseas Secondary School

Foodstuffs/Beverages

Dah Chong Hong Ltd
Canada Packers (HK) Ltd

Freight Forwarders/Movers

Aero Transportation Ltd
Asian Express Packing Co Ltd
Columbia International Removals Ltd
Global International Forwarding Ltd
Pan-Pacific Services Ltd
Panalpina (HK-China) Ltd
Santa Fe Transport International Ltd
Sun Hing Shipping Co Ltd
World Wide Overseas Moving Service Inc

Garments/Textiles

Addison Limited
Cliffside Limited
Colour Best Dyeing Fty Ltd
Hay Nien Company Ltd

Government Organizations

Commission for Canada
Government of Alberta
Government of British Columbia
Government of Quebec
Hong Kong Government - Industry Department
New Brunswick Department of Economics & Tourism

Hotels/Catering/Travel Services

Addison Limited
Cafe De Coral Holdings Ltd
HongKong Hilton Hotel
Island Shangri-La Hotel
New World Harbour View
Regal Hotels International Holdings Ltd
The Conrad Hong Kong

Immigration Consultancy

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R.M.G. Immigration Consultants (HK) Ltd
Weir & Associates Solicitor

Insurance

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Hong Kong Export Credit Insurance Co.
Jardine Insurance Brokers Ltd
Laurentian Asia Ltd
Lombard General Insurance Ltd
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New World Indosuez Insurance Service Ltd
Sunlife Assurance Company of Canada

Jewellery/Watches

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Jewkes & Partners
Johnson Stokes & Master
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Lamko Tool & Mold Consulting (HK) Co Ltd
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Telecommunications

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Canac International Inc
Hong Kong Telecommunications Ltd
Hutchison AT&T Network Services Ltd
Hutchison Telecommunications Ltd
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Valiant Enterprises Ltd

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China Merchants Developments Co Ltd
Dah Chong Hong Ltd
Global International Forwarding Ltd
Hay Nien Company Ltd
Hutchison Whampoa Ltd
Kin Chung (S.L.) Co Ltd
Lamko Tool & Mold Consulting (HK) Co Ltd
MacMillan Bloedel (Asia) Ltd
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