

CONNOISSEUR

C L A S S

Flight Cru.

They are the wines of Connoisseur Class[®], United's international business class. They come from the hallowed provinces of Bordeaux, Burgundy, and Champagne. From the legendary vintners of the world to please the most discriminating tastes.

And, to accompany them, you'll find such names as Chivas Regal, Johnnie Walker Black Label, and Courvoisier.

Connoisseur Class, offered only by United. Where attention to detail elevates international business class to its highest form of civility.

Available on all trans-Atlantic, trans-Pacific and selected flights to South America. Come fly the airline that's uniting the world. Come fly the friendly skies.

 UNITED AIRLINES



PUBLISHED BY:
THE CANADIAN CHAMBER OF
COMMERCE IN HONG KONG
Room 1602, 16/F
Sin Hua Bank Building
2-8 Wellington Street
Hong Kong
Tel: (852) 526-3207
Fax: (852) 845-1654

EDITOR:
HEATHER DOYLE

EDITORIAL BOARD:
LESLIE HENDERSON (EXECUTIVE DIRECTOR)
DAN PETERSON
HAROLD MANDEL
JEAN GOYER
MARGARET COATES
LENA FENG
YAN-YAN LI
JOANNE PAWLUK

1993/94 EXECUTIVE PRESIDENT:
ELIZA C. H. CHAN

VICE PRESIDENTS:
PETER TULLOCH
BARRY MACDONALD
DAVID SOLLOWAY
HUGH GILLESPIE

TREASURER:
BARRY MACDONALD

SECRETARY:
HAROLD MANDEL

EX-OFFICIO:
SCOTT MULLIN

BOARD OF GOVERNORS:

CHAIRMAN:
MARLENE LEE

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

HONOURARY GOVERNOR:
JOHN HIGGINBOTHAM

DESIGN, TYPESET, AND PRINTING BY:
GRAPHICS CIRCLE

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

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

C O N T E N T S

C O V E R S T O R Y

- 4 Canada's Business Immigration Programme**
Murray Cornish looks at this innovative programme, some of the problems it has been facing and asks the experts for their advice.
- 9 Vivre la difference**
Language and cultural concerns play a key role in Quebec's decision to go it alone when it comes to selecting immigrants.
- 10 The reverse brain drain**
The urge to return to the money-making mecca of Hong Kong is hard to resist for many Canadian immigrants.
- 14 The golden handshake**
Meet with Success has successfully helped thousands of immigrants prepare for their new lives in Canada.

S P E C I A L F E A T U R E S

- 15 Landmark Canadian buildings**
Organizers are waiting for the final go-ahead for the Canadian International School's new home and an adjoining Canadian Community Centre.
- 16 New political landscape**
Maureen McTeer shares her thoughts on the results of the Canadian federal election and what it means for the future.
- 22 Vancouver information centre**
Want to know more about one of Canada's most popular cities? Check out the new Vancouver Information Centre.
- 24 The Alberta advantage**
Alberta Premier Ralph Klein is borrowing from the Hong Kong example in his quest to give Alberta the competitive advantage.
- 25 Metro Toronto Week in Hong Kong**
Nearly 100 visitors from Metro Toronto came to Hong Kong to strengthen ties between the two areas.
- 26 Future leaders**
A delegation from the Hong Kong Federation of Youth visited Canada to watch democracy in action during the federal election.
- 32 Entrepreneurial drive**
The Voyageur Award, which recognizes top Canadian business in Hong Kong, gears up for its second year.
- 35 Adventure philosophy**
Canadian motivational speaker John Amatt looks at meeting the challenge of change.

R E G U L A R F E A T U R E S

- 3 President's message** **29 Chamber news**
- 21 Book review** **30 New members**
- 23 Legal & policies column** **33 Members in the news**
- 28 Canadian companies in the news** **36 Service directory**

MANULIFE FINANCIAL...



WE MAKE THE CONNECTION BETWEEN
CANADA & HONG KONG BY SERVING BUSINESS AND
FAMILY CLIENTS IN BOTH COUNTRIES.

Manulife
宏利人壽保險公司



Canada Hong Kong Business Magazine

The best advertising space to reach customers in Hong Kong and Canada

Circulation:

11,000 copies

Distribution:

3,300 copies on Canadian Airlines International in 1st and Business class between Vancouver and Hong Kong

800 copies on United Airlines flights to Tokyo, Los Angeles, San Francisco and Singapore

1,400 copies HKCBA chapters across Canada

2,200 copies corporate distribution in Hong Kong

1,700 Chamber members and visitors

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

Advertisers Index.....Page No.

Canadian Airlines International.....34/35

The Canadian Chamber of Commerce.....47

Canadian Imperial Bank of Commerce.....BC

Canadian Overseas Counselling.....8

Carton Real Estate.....22

China Travel Service (HK) Limited.....20

Chubb Hong Kong.....11

Commission for Canada.....IBC

Delia School of Canada.....17

Immigration Centre.....7

Investment Canada.....18/19

Manulife.....2

SEA Canadian Overseas Secondary School.....28

Telephone Answering Solutions Ltd.....14

United Airlines..... IFC

To advertise in **Canada Hong Kong Business** magazine, call Steve Leece Media Ltd. in Hong Kong at (852) 528-9121, or Watson Group in Calgary at (403) 234-7344.

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.

(Please make cheques payable to The Canadian Chamber of Commerce in Hong Kong).



President's Message

For a few days in November the world's media focus was firmly fixed on Canada, its federal election and the implications of the election result for both Canada and North America generally. The unfolding of the election events was, of course, pure drama and the Chamber's decision to involve itself by joining with the Commission for Canada and the other Canadian organizations to bring coverage of the results to an audience in Hong Kong was fully vindicated.

November and early December were extremely busy months for the Chamber, but successful months too as all of the

Chamber's events were well supported, with some events massively over-subscribed. One of the highlights was a presentation, on December 2, by Mr Wulan Mulun, the Deputy Director of Xinhua News Agency, Hong Kong Branch, who provided an insight into the Hong Kong - China trading relationship and the prospects for the future.

No less memorable was the lunch time gathering which took place on November 19 at which The Honourable Ralph Klein, Premier of Alberta, provided members and guests with an outline of the measures which are to be introduced to stimulate the economy in Alberta. The Premier was in sparkling form and impressed all of those in attendance with his presentation.

By the time that you read this message Christmas and the New Year will be behind us and 1994 will have been with us for some time. I would therefore like to wish all our members and friends belated Christmas greetings and every happiness for the New Year.

Finally, I wish to express my sincere thanks to all those who have contributed towards the success of the Chamber in 1993 and I look forward with you all again in 1994.

香港加大商會陳清霞主席獻辭

去年十一月，全世界的傳媒都把焦點集中於加拿大及其聯邦大選，關注大選結果對於加拿大和整個北美自由貿易的影響。在大選進行過程中，本商會與加拿大駐港專員公署和其他加拿大社團共同舉辦了有關選舉活動的衛星現場轉播，使在香港的加籍人仕以及與加拿大有經濟關係或關心加國的商貿及移民政策的其他人仕，得以及時了解大選的進展和結果，受到了各界的好評。

十一月和十二月初是本商會的工作非常繁忙且富有成果的月份，在此期間，商會的各项活動都得到了會員的大力支持，有些活動的參加人數大大超過了原定人數。

其間的精采活動之一，是新華社香港分社副社長烏蘭木倫先生於十二月二日蒞臨本會發表演講，就香港與中國內地的經濟關係作了精辟的分析與展望。

同樣精采的一天是十一月二十九日，在是日午餐會上，加拿大亞伯達省省長拉爾夫·克萊恩先生向各位會員和來賓作了關於採取若干措施刺激亞省經濟發展的演講。省長先生對其政策作了充滿激情的解說，給與會者留下了深刻的印象。

當你們讀到這篇獻辭時，聖誕節和元旦已經過去，一九九四年到來了。在此我向各位致以誠摯的問候，祝各位會員和朋友们新年快樂，萬事如意。

最後，我向在一九九三年為本商會活動的成功作出了貢獻的各位董事和理事會主席表示衷心的感謝，並盼望在新的一年裡繼續與大家合作，盡最大努力做好本商會的工作，使商會在本年度的目標能夠順利地實現。

ELIZA C H CHAN

Finding your way through Canada's innovative and successful Business Immigration Programme is not for the faint-hearted.

Murray Cornish looks at the programme, some of the problems it has been facing and asks the experts to give their advice for potential applicants.



RUNNING THE BUSINESS IMMIGRATION GAUNTLET

by MURRAY CORNISH

"Canada welcomes successful business persons seeking new challenges," begins the self-help guide to Canada's Business Immigration Programme. "Your interest in immigration to Canada to do business is welcomed and appreciated", adds the introduction to the programme's guidelines.

When the Business Immigration Programme was introduced some 15 years ago, it was hailed as an innovative incentive for entrepreneurs to qualify for immigration status by agreeing to set up a business in Canada. The programme enjoyed a great deal of success and in 1986, a second component was added which was called the "investor" category.

To qualify as an investor, applicants must have accumulated C\$500,000 and invest a minimum of C\$350,000 in one of a list of specified Canadian provinces.

Despite its success, the programme received its share of criticism right from the beginning, being criticized as a "buy-a-passport" programme by those who didn't bother or didn't care to consider the possible benefits to Canada's fragile economy.

Few critics could, however, deny that it got results. The investor category brought a reported C\$2 billion into the country in investment funds, and according to self-reported statistics from fund managers, generated a substantial number of jobs. The entrepreneur category also did well in terms of investment and job creation.

The majority of this activity came from the tiny south east Asian enclave of Hong Kong. In fact, says Neil Reeder, Programme Manager of Public Affairs at the Commission for Canada in Hong Kong, 80 per cent of the applications from the business investor programme are from Hong Kong.

Throughout the 1980s, applications from the territory continued to flow in at a steady pace. In the ensuing panic that followed the disturbing pro-democracy crackdown in June, 1989, the numbers peaked, sustained themselves for nearly two years, and then at the end of 1991 began to fall off sharply. (The official number of visas processed each year, however, grew gradually during this time.)

Different people attribute different causes to the drop-off in numbers of applications. One theory is purely economic - as yet another boom in Hong Kong took place and the memory of Tianamen faded, not as many people were willing to leave behind the money-making mecca of Hong Kong for Canada where the economy sagged.

Others feel it was the way the programme was administered that was to blame.

"The Canadian government shot themselves in the foot," claims one Hong Kong immigration consultant who specializes in Canadian applications. "They had 50 to 70 per cent of the market cornered and they got greedy and decided to demand more. They also took inordinately long periods of time to process applications, became bogged down in technicalities and began rejecting Hong Kong millionaires that for one reason or another hadn't paid the equivalent of Canadian tax on all of their income, which is a well-known fact of life here."

Ottawa-based Jim Hentschel, Director General, Business Immigration Branch acknowledges that the recent increase in required levels of investment and the length of the lock-in period from three to five years may have turned some investors away. "There is no question that the numbers have gone down, particularly in

the investor category," he says. "And some of this decline may have been because of the revisions."

Hentschel stresses that, in his opinion however, other influences impacted more heavily on the programme. "One only has to look at Canada's economic woes over the last few years and hold them up against the phenomenal growth rate here in Hong Kong," he notes, "It's pretty clear why Canada is seeing less Asian money these days."

"As for the delays, there is no doubt that in the past there has been some frustra-



Interviews are part of the application process for the Business Immigration Programme.

tion on the part of those who have a vested interest in the application," he adds. "The workload was so heavy for a long while that it led to unavoidable delays. It was strictly a question of numbers. That situation has much improved since the demand has lessened."

Charles Godfrey, Counsellor for the Commission for Canada Immigration Section in Hong Kong assures that his office is doing its utmost to improve the efficiency and accessibility of the department. "For example, one of the new policies we are enforcing at our reception desk is that anyone who wishes to discuss their application is immediately seen or given an appointment at the earliest possible date," says Godfrey.

The Commission reports that they are currently up-to-date on the application process and that in some cases, where documentation seems sufficient, interviews are being waived to speed up the process.

Ottawa's Hentschel defends his department's screening and selection process and is unapologetic about being so careful. "Our job is to insure that the applicant is a genuine business person and that he has the financial means to qualify under the programme," he explains. "We'll do whatever investigation and ask for any documentation that may be required to accomplish that. We have the responsibility to defend our decisions and we must feel comfortable with them."

"I would add that there is no special treatment or consideration, for or against, given to any applicant and the selection system has universal application."

Questionable fund investment activity was also responsible for some of the negative press the investor programme received. The Canadian government downplayed the incidents, claiming they were isolated cases, but they drew attention and led to at least two formal investigations comprising a government task force and a House of Commons' report, both initiated within the last three years.

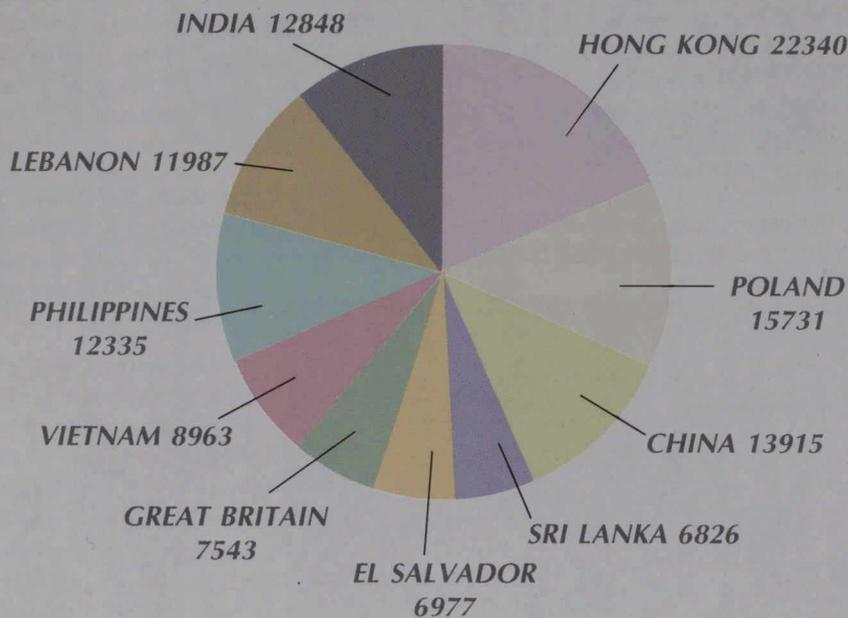
"Each made substantial recommendations," says Hentschel, "The principle one of which was the establishment of an administrative group within the department, which would be responsible for managing all aspects of the business programme and implementing changes deemed to be in the interest of the investors."

"There are now substantial penalties for such misconduct in the form of a C\$500,000 fine and a five year prison term," he adds.

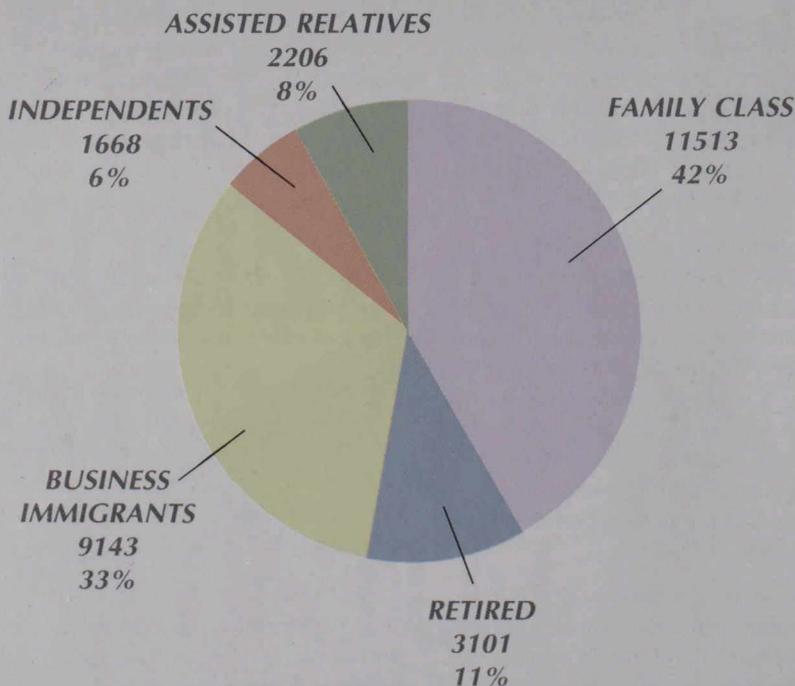
The Province of Manitoba in particular is concerned that there be more controls on the investor programme. It has established a moratorium on the investor category while the federal government investigates selected cases in the province. No charges have been laid.

"The province felt it was time to step back and look at the overall investor programme, look at the areas of weaknesses and try to address those weaknesses," says Richard Walker, Agent for Manitoba

Top Ten Immigrant Source Countries 1991



Composition of Visas Issued to Hong Kong Residents 1991



in Hong Kong. He adds: "It's really to ensure the protection of investors in Asia...Meanwhile, we are fully in support of the entrepreneur and independent programme."

Some believe the investment frauds associated with the programme need to be clamped down upon in Hong Kong as well as Canada. "A large number of the companies peddling the investment programmes didn't give a whiff about actual investments," claims a Hong Kong immigration lawyer who didn't want to be named. "All they wanted was to get the numbers up by collecting everyone's deposit. There was either no programme or they were oversubscribed. Either way, each applicant was required to sign an agreement that their deposits were non-refundable, regardless of the outcome. They were also not told about any of the rest of the details, such as net worth requirements.

"They ended up with at least 10 - 20 per cent of their client's money. Not bad for doing absolutely nothing. And it's still happening."

According to those familiar with the potential risks, individuals can protect themselves by simply using a little common sense. "Look for a consultant or a lawyer who hasn't just blown into town for a couple of weeks and is conducting business out of his hotel room," advises Hong Kong solicitor Norris Yang. "Make certain the guy has been at it long enough and knows what he's talking about.

"Be wary of those offering unrealistic returns on your money," continues Yang. "If they could really get you 25 per cent, they and their friends would have already bought it all.

"Check out that the investment programme is designed not only to assist you to immigrate," he suggests, "but also to make you some money."

Yang also cautions about promises of preferential treatment. "Anyone who professes to have special connections is a candidate for an ICAC investigation.

"Most of all, look for empathy," says Yang. "You want someone who will take the time to treat your case as more than just a file."

When the interview is finally scheduled, perhaps nothing is more important than

CANADIAN IMMIGRANT VISAS APPROVED WITHIN 3 MONTHS !

100% FACT

The Immigration Centre (TIC) has had many of its client's immigrant applications for Canada, **APPROVED** within 3 months (or shorter) from the date of submission.

100% GUARANTEE

The Immigration Centre (TIC) is the only immigration consultancy in Asia, which has the backing of a US\$12 Billion International Insurance Corporation which (upon our acceptance of your case) will refund all consultancy fees should your application fail. On engaging TIC to do your migrant visa, you will receive an insurance policy directly from the insurance corporation, backing this refund guarantee.

100% SUCCESS RATE

To date, even though we have an insurance guarantee, TIC have never had a refund claim and all our present Canadian immigrant visa cases (all categories) are receiving prescreening approvals within 3 months and shorter.

100% PROFESSIONAL

TIC not only do Canadian immigrant visa cases, but also do cases for USA, Australia, New Zealand and the United Kingdom. TIC specialises in appeal cases, so if you have had your case rejected contact us immediately !

THE TOP MIGRATION CONSULTANCY IN ASIA

Trustworthy; Our word is our Bond. We can do it and have done it;

Organised; The TIC systematic and disciplined way of doing things is exemplary. Why else are we the best and the biggest?

Professional; All our consultants are professionally trained and must complete migration law examinations.

WAS YOUR APPLICATION DECLINED?

TIC can help. We have an "8 out of 10" successful appeal ratio. Before you give up, let TIC take a look at your case. It costs nothing for an appraisal.



Mr. Royce Lane, President and Founder

**CALL NOW ON: (HONG KONG)
(852) 8277011 AND OBTAIN
FREE CONSULTATION AND AD-
VICE FROM OUR BILINGUAL
CONSULTANTS OR CALL YOUR
LOCAL TIC BRANCH BELOW.**



**移民中心
THE IMMIGRATION CENTRE**

HONG KONG (HEAD OFFICE): 3704 BANK OF AMERICA TOWER, 12 HARCOURT ROAD, CENTRAL, HONG KONG
MANILA: SUITE 201-A, SEC BUILDING, MANDALUYONG, EDSA-GREENHILLS, METROMANILA, PHILIPPINES
CEBU: UNIT 10, BORROMEIO ARCADE, 39-A, F. RAMOS STREET, CEBU CITY, PHILIPPINES
CHINA: SUITE 1012, MINMETALS BUILDING, 61 CHUNFENG ROAD, SHENZHEN, CHINA
TAIWAN: SUITE NO. 1, 12/F, PHOENIX BUILDING, 200 TUNHUA ROAD SECTION ONE, TAIPEI, TAIWAN
SOUTH AFRICA: 4th FLOOR, SOUTHERN LIFE GARDENS, 3 GWEN LANE, JOHANNESBURG, SOUTH AFRICA.

TEL: 8277011 FAX: 8277553
TEL: (632) 793868 FAX: (632) 709161
TEL: (633) 220669 FAX: (633) 2214026
TEL: (867551) 204886 EXT. 1012 FAX: 220146 EXT. 1012
TEL: (8862) 7515433 FAX: (8862) 7811961
TEL (011) 783 4721 FAX: (011) 884 3748

CANADA
加拿大

亞洲城
商業中心

CALGARY
卡加利

InterPacific Business Park

獨立商業

A COMMERCIAL
CONDOMINIUM DEVELOPMENT

舖位出售



NOW OPEN

專為“企業移民”而設之“亞洲城”……

移民 * 提供企業身份式移民與提高成功機會！
可助已抵加之“有條件移民”取消其條件！ **機會**

"INTERPACIFIC BUSINESS PARK" is a specially designed project to suit the "ENTREPRENEUR IMMIGRANT" under the CANADA BUSINESS IMMIGRATION PROGRAMME, subject to its Selection Criteria, and, Conditions of Landing imposed.

售價每單位由 C \$ 119,700 起

置業、投資、創業、一舉三得！

- “亞洲城”佔地223,898平方呎。
- 建築面積90,000餘平方呎。
- 70餘間商業單位，每單位實用面積由900呎起。
- 永久共管地契，銀行貸款達70%，最高至90%，以銀行商業借貸原則為準。
- 每單位均具有獨立冷、暖、煤氣與水、電裝置。
- 備有免費停車場，供270餘輛汽車停泊，出入方便。
- 東方式設計，用料上乘，環境優美，設備齊全，工商業匯點，旅遊目的地。

UNIT PRICE START AT C\$119,700.

INVEST IN COMMERCIAL REAL ESTATE
ESTABLISH YOUR OWN BUSINESS
BE YOUR OWN LANDLORD AND BOSS!

- Land area - 223,898 square feet;
- Building area - 90,000+square feet;
- 70+ units, unit sizes from 900 square feet; (actual net usable area/space)
- Condominium Title (each individual unit will be registered under. The Condominium Property Act of the Province of Alberta, Canada);
- Financing to 70% or maximum 90%, subject to normal commercial lending criteria;
- Individual air conditioning, heating, gas, electrical and water meters;
- 270+ on site parking stalls & truck loading lane;
- Oriental architecture, quality constructed, park-like setting, business and cultural center and tourist destination.

InterPacific Business Park
3132 - 26 Street N.E.
Calgary, Alberta, Canada T1Y 6Z1
Tel: 1 (403) 250-2131 & 250-3839 Fax: 250-9884



Jim Hentschel, Director General, Business Immigration Branch: applicants face fewer delays in processing applications since the demand has lessened.

being prepared and in the right frame of mind.

"I tell my clients to think of it as a mixture of a job interview and applying for a bank loan," offers Hong Kong solicitor Shane Weir. "That officer is going to be looking at you as becoming a partner in his company, and that company is Canada. He's also sizing you up to see if you can be trusted with a loan. In this case it's a loan of time, and in that time he wants you to create a business in Canada and generate jobs. You have to convince him you are going to make it.

"You've got to have a proposal for him, whether it's written out or organized in your mind. You must do your homework."

Weir relates the story of a ex-army sergeant in Hong Kong who applied to go to Canada to run a restaurant. "It was not surprising that he was rejected as there was no mention of any relevant experience in his application.

"After we talked to him, we discovered that for 20 years he'd been working in the army kitchen, rising up through the ranks to supervise a sizeable staff and managing all aspects of running a very large eating establishment. We successfully appealed."

Weir offers other practical advice to those considering the immigration process. "Make certain that you do your tax plan-

VIVRE LA DIFFERENCE

The province of Quebec, points out Business Immigration Branch Director General Jim Hentschel, has always had a strong interest in the demographic make-up of the province, and he says that by having their own immigrant selection process the French-speaking province is simply exercising its rights. "Immigration should be a shared responsibility," he contends. "We welcome their involvement."

Pierre Danis, Director of Immigration Service for the Quebec Delegation in Hong Kong explains. "Quebec is the only province to have their own immigration department worldwide. Our officers make the initial selection and then the files are given to the federal authorities for health and security checks.

"Our main concerns are the language and cultural aspects of settling in Quebec and there are also minor differences in our Business Immigration Programme.

"For example, in the Investors Programme, you must invest your money through a broker in small and medium manufacturing companies listed on the stock exchange. You can't put that money in hotels, golf courses or real estate, because we feel that it is too risky. The investor's money is therefore more protected.

"As a result of having our own system, we have better tracking of business activities and very good services for the settlement of business people in our province."

Danis says that after the initial contact with the Quebec Immigration office, interested parties are strongly encouraged to go to Quebec and have a first-hand look. "Quebec has much to offer, not only in business opportunities, but in lifestyle as well," he enthuses. "For example, Montreal was recently named by an American Express survey as one of the top three cities in the world in which to live in terms of quality of life.

"Living there, you will be in the strategic Montreal - New York - Europe triangle and your children will grow up speaking three languages while gaining invaluable enrichment from a diverse, multi-cultural society." ♦





In 1992, 10,339 visas were issued to business immigrants with the majority of applications coming from Hong Kong.

ning well in advance of your entry to Canada. There is a tremendous advantage in sitting down with qualified advisors and organizing your affairs.

"Also, it's not a decision that has to be made immediately. You don't have to suddenly sell your business here, as a matter of fact you don't have to give it up at all. There's no reason you can't work both ends of the stick, using your expertise and your business in Hong Kong to help you along. The officials only want to know how you plan to keep it going, whether you will fly back and forth regularly or perhaps have a family member look after it in your absence."

Despite the potential financial advantages Weir refers to, not everyone would agree that maintaining strong business ties to Hong Kong while you migrate is a good idea. "Those who make a complete commitment to starting a new life overseas, both in terms of business and lifestyle, seem to be the happiest and most successful," says Joe Chin of The Immigration Centre, a consulting agency in Hong Kong. "If you do the astronaut routine, that is having your family in Canada while you fly back and forth to your business in Hong Kong, it will be very disruptive and potentially damaging to your family life."

Chin says he advises his clients to use their time and their energy to establish themselves in their new country. "You may miss out on a Hong Kong deal or two," he concedes, "but money really isn't everything and it certainly can't buy happiness." ♦

Murray Cornish is a Canadian freelancer working in Hong Kong and is a frequent contributor to *Canada Hong Kong Business*.

ONE WHO CAME BACK

"I call it the reverse brain drain," jokes Ken Law. "Like many others, I felt an irresistible urge to come back and have another go at Hong Kong."

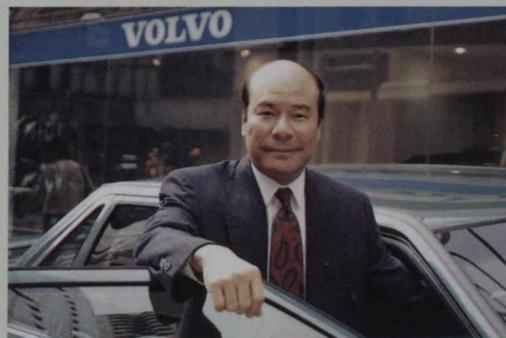
Now a senior level executive with a Hong Kong automotive marketing firm, Law first moved to Canada in 1978. He says he found little difficulty with the immigration process and settled in quickly. "The Canadian system is one of the fairest of any of the Western countries," notes Law. "At that time employment was not a problem and Canadians are quite liberal in their acceptance of new citizens. The Chinese have been going to Canada since the days of the railway and have earned respect for their hard-working ways."

Law, whose family had a small business in Hong Kong never completely broke his ties with his birthplace however, and despite enjoying the less frantic lifestyle and working environment that Canada offered, he eventually started to think about returning. "It was a combination of the economy, the harsh Canadian tax structure and homesickness that brought me back," he says. "I compared myself with friends who were still here in Hong Kong and it really bothered me that their equity was increasing much faster than mine."

Although he's glad to be back and is enjoying the financial success he craved, Law cautions that returning to Hong Kong is not without its drawbacks. "The cost of living here has gone up drastically since I moved to Canada. Those who sold all their property here in the late 80's before moving may find they can't afford to get back in the market."

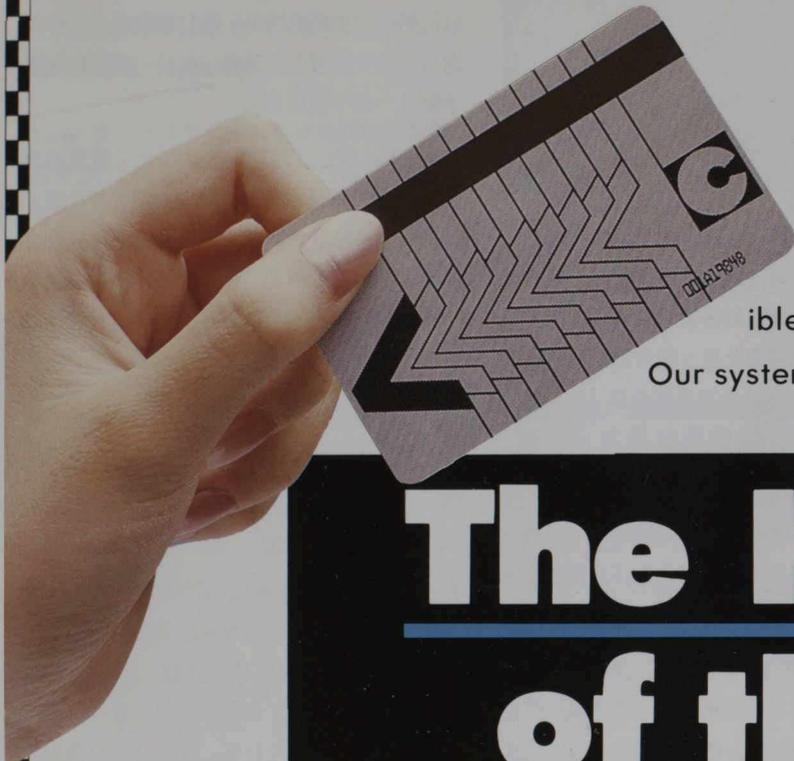
Law implores prospective immigrants to be as realistic as they can about what it will be like in Canada. "Canada is one of the most beautiful and friendly places in the world, but it is very tough to run a business there with the same degree of instant success as is possible in Hong Kong," he says. "There, the population is so spread out and business is conducted very differently. Making money is a long-term undertaking."

Not everyone has the same priorities and feels the need to come back to Hong Kong, Law recognizes, and he has strong advice for those committed to make a new life in Canada. "I couldn't get Hong Kong out of my mind because I really never let go," he confesses. "To do it successfully, you must accept the fact that Canada is a completely different world. Give it your all and never look back." ♦



Ken Law: the Canadian economy, tax structure and homesickness for Hong Kong brought him back to the territory.

PROTECTING PEOPLE AND PROPERTY



Today, access control plays a major part in personal and company security.

At Chubb we've developed flexible and reliable access control systems.

Our systems can be used in all kinds of premises,

The Key of the Future. Today.



from offices and factories to hotels, apartment buildings and even private homes.

For more detailed information about electronic access control — the key of the future — call us today!



Chubb Hong Kong Limited 2/F, The Security Centre, 481 Castle Peak Road, Kowloon. Tel: 746 9628 Telex: 38141 CHSEC HX FAX: (852) 785 0658

商業移民的困難

by Murray Cornish

要在加拿大創新而歡迎的商業移民計劃中取得成功，必須具備堅毅的勇氣。

MURRAY CORNISH細心研究該項計劃及其所面對的困難，並邀請專家給予申請人意見。

加拿大商業移民計劃的自助指引開宗明義地指出：「加拿大歡迎成功的商界人士前來接受新的挑戰。」該計劃的指引簡介中更指出：「我們歡迎及欣賞有興趣在加拿大經營業務的人士。」

十五年前，商業移民計劃首次推行，目的是吸引具備移民資格的商界人士前來加拿大發展業務。當時，該計劃取得優良的成績；至一九八六年更推出另一種移民資格——「投資者」類別。

合資格的「投資者」必須擁有五十萬加元，並最少投資三十五萬加元在政府指定的其中一個加拿大省份內。

雖然計劃取得成功，但打從一開始便有不少批評，被對這計劃可為加拿大疲弱經濟所帶來的裨益漠不關心的人士，取笑為「購買護照」計劃，不過，「商業移民計劃」的成果卻是不可否定的，投資移民為國家帶來二億加元的投資基金；同時根據基金經理的個別統計數字，該類別的移民更帶來大量就業機會。企業家類別的移民在投資及就業機會上亦有很好的幫助。

此兩類別的移民多來自位於東南亞的香港。事實上，根據香港加拿大商會公共事務計劃經理 Neil Reeder 透露，八成的商業投資計劃申請均來自香港。

在八十年代，香港的申請數字一直都非常穩定，及至一九八九年六月，北京民主運動被鎮壓引起極大的恐慌，令申請數字在近兩年內直線上升。在一九九一年底才顯著回落（但每年處理的簽證在這段時間卻逐漸上升）。

不同人士對申請下降的原因有不同的意見。其中一個原因是經濟的問題，因為香港正值另一次經濟起飛，加上對天安門事件普遍淡忘，極少數人願意放棄香港這個賺錢的樂土，到經濟疲弱的加拿大。但亦有人認為該計劃的推行中有失當之處。

根據一位專門處理加拿大移民申請的移民顧問批評：「加拿大政府自討苦吃。」他並指出：

「他們侵佔了市場的五至七成，但仍不滿足，希望獲得更多申請。此外，他們處理申請的時間過長；同時更要面對技術上的困難；加上開始拒絕香港百萬富豪及沒有繳付加拿大入息稅人士的申請，令移民申請受到影響。」

駐渥太華的商業移民分處總幹事 Jim Hentschel 認為近期投資額的調高及資金凍結期由三年增至五年，均是令投資者卻步的原因。「毫無疑問，最近的改革令移民申請，尤其是投資者移民申請下降。」

Hentschel 更強調的嚴重影響該計劃還有其他原因。「過去數年來，加拿大的經濟疲弱，但香港卻有可觀的增長，令較少亞洲資金流入加拿大。」

他進一步透露：「過去，申請延誤的確令不少有興趣的人士失望。」他續說：「由於工作量一直都非常沉重，令延誤無可避免。其實，所謂『延誤』只是數量的問題，況且情況已在需求減低下得到改善。」

加拿大駐港專員公署移民參贊 Charles Godfrey 聲稱，其辦事處已竭盡所能改善效率及服務。他說：「例如：申請人希望商討申請事宜，他們可獲得即時接見或預約最快的時間面洽。」

加拿大駐港專員公署透露他們現時已及時審核每份申請。倘若文件充足，更可豁免面試，以加快申請的程序。

渥太華的 Hentschel 為他部門的審查與挑選程序辦理，並不覺得他們的小心作風有何不妥。他解釋：「我們的工作是要確保申請人是一位真正的商人，以及他的財力能符合移民的資格。我們會進行所需的調查，並會為此要求申請人呈交任何需要的文件。我們有責任捍衛我們決定，而且這些決定亦必須令我們感到心安理得。」

「我必須加一句，我們對任何申請人，都不會給予有利或不利的對待，挑選制度是一視同仁的。」

投資移民計劃所遭受的不利壓力，部份是由可疑的基金投資活動所引起的。加拿大政府雖然

將該等事件低調處理，聲稱這只是個別例子，但他們已注意到這情況，而且導致過去三年內進行了最少兩項正式調查，包括一個政府專案小組及一個下議院報告。

Hentschel 說：「每項報告均作出了實質的建議。主要建議是在部門內設立一個管理小組，負責商業移民計劃的各方面管理工作，以及實施認為對投資者有利的多項改革。」他並說：「目前政府對上述行為不當的情況實行嚴厲處分，包括五十萬加元罰款及五年刑期。」

曼尼托巴省特別認為投資者計劃應有更多的管制。該省在聯邦政府調查省內的個別申請時，就投資移民計劃設立了一個延誤期。該省並未作出任何指控。

香港 Agent for Manitoba 的 Richard Walker 表示：「曼尼托巴省認為現在已經是適當時間，冷靜地檢討整個投資移民計劃。」他續說：「這種做法是要真正保障亞洲的投資者。目前來說，我們會全力支持獨立投資移民及獨立移民計劃。」

有人相信與移民計劃有關的投資詐騙，需要在香港與加拿大嚴加禁止。一位不願透露姓名的香港移民律師聲稱：「不少鼓吹移民投資計劃的公司根本沒有理會實際投資的問題。他們只想招徠更多客戶，收取客戶的訂金。實際情況是，根本沒有甚麼投資計劃，又或者是他們招收了太多投資者。在上述任何一種情況下，每位申請人都需要簽訂一份協議，同意無論結果怎樣，訂金一概不可退還。他們亦不會將其他細節，例如價值淨額等要求告知申請人。」

「客戶的資金最後至少會剩餘一至兩成。以這些公司沒有做過任何事情來說，情況也不算太壞。這種情形仍然會發生。」

據一些熟悉潛在危機的人士表示，申請人只需稍有普通常識，便可保護自己。香港律師 Norris Yang 勸告說：「聘用顧問或律師，最好是一位在當地已有一段時間，而且不是以酒店客房作辦公室。你要肯定他在加拿大逗留了充份的時間，而且深知他自己在講甚麼。」

Yang 續說：「小心那些提供超乎現實的投資回報。如果他們真的能為您賺取百分之二十五利潤，他們和自己的朋友早已作出全部投資。」

他建議說：「在選擇投資計劃時，您要確定它既能助您移民，又能替您賺一點錢。」

Yang 更指出要小心提供特別優待的承諾。「倘若有人聲稱自己有特別關係，他就要小心廉政公署邀請他協助調查。」

Yang 說：「大部份人都希望得到較多照顧，希望自己的申請可以得到特別的處理，而不是當一份普通的檔案看待。」

最後，面試時間預約後，最重要的是準備妥當，心理上也要預先作好準備。

香港律師 Shane Weir 說：「我告訴我的客戶要把移民面試當作是工作面試及申請銀行貸款的混合。面試官員將視您為他公司的夥伴，而他的公司就是加拿大。他會搞清楚他是否信任你，給您一段時間，讓您在加拿大投資業務，提供就業機會。而您則必須令他相信您會做到這點。」

「你必定要給他一個建議計劃，不一定要寫出來的，就是在你腦海中盤算的也好。你一定要做好你的準備工作。」

Weir 提到一位前香港軍隊中士的故事。這位中士申請到加拿大開餐館。「他的申請被駁回一點也不稀奇，因為他在申請中並沒有提及任何有關的經驗。」

「我們與他傾談過後，我們才發覺他在軍廚中服務了二十年，一直不斷晉升，最後成為一支龐大隊伍的主管，負責該個大型食肆的各方面管理工作。我們的上訴亦因而成功得值。」

Weir 為考慮辦理移民手續的人士，提供其他實際意見。「你必須要在抵加以前，預先做好稅務計劃。與合資格的顧問細心商談，組織你的事務，會為你帶來極大的好處。」

「同時，你也不必馬上作出移民的決定。你不需要馬上將你在這裡的業務出售，事實上你不必放棄所有業務。你可以利用你的專業知識與香港的業務助你一臂之力。移民官想知道的，只不過是你打算怎樣維持你的業務，例如你會定期來往港加兩地，還是由你的親屬代為照料。」

雖然 Weir 指出維持在港的業務有不少潛在的財政上利益，但並不是每個人都同意在移民時，應繼續與香港保持緊密的業務聯繫。香港一個移民顧問公司 The Immigration Centre 的 Joe Chin 表示：「無論在業務或在生活方式方面，均完全投入海外新生活的人士，移民生活

似乎是最愉快，而且最成功的。假如你做『太空人』，家人留在加拿大，而你則穿梭兩地處理香港的業務，你的家庭生活很可能會遭受破壞，帶來很壞的影響。」

Chin 表示，他忠告他的客戶要付出時間與精力，盡量在新的國家中建立新生活。他承認：「你可能會錯過香港的一、兩次交易，但金錢並非最重要的，而幸福也不是用錢能換取的。」

魁北克移民政策獨樹一格

加拿大商業移民支部總幹事 Jim Henschel 指出魁北克省對省內的人口組合一直都非常重視，他並表示這個以法語為主的省份擁有本身的移民甄選程序，亦只不過是行使他們的權利而已。他說：「移民應該是一項共同分擔的責任，我們歡迎他們的參予。」

魁北克駐港專員公署的移民服務幹事 Pierre Danis 解釋道：「魁北克是唯一在全世界均自設移民部的加拿大省份。我們的職員負責初步挑選，然後檔案便會遞交聯邦當局進行健康與保安審查。」

「我們最關心的，是移居魁北克的語言與文化問題，我們的商業移民計劃亦有稍微的差別。」

「例如在投資移民計劃中，你必定會透過經濟投資在證券交易所上市的中小型製造業機構上。你不能把錢投資在酒店、哥爾夫球場或地產上，因為我們認為這風險太大，而投資者的資產亦可得到最佳的保障。」

「由於我們有本身的一套系統，我們因而能更密切地跟進各項業務活動，並能為移民本省的商人提供極佳的服務。」

Danis 說有興趣移民的人士經過與魁北克移民局初步接觸後，都很希望到魁北克親自視察一下。他興奮地指出：「魁北克無論在業務機會或在生活質素方面，均有許多優點。例如在美國運通最近的一次調查中，滿地可被評選為世界上生活質素最高的三個城市之一。」

「成為那裡的居民後，你便等於身處滿地可 -- 紐約 -- 歐洲的策略性鐵三角中，你的兒女從小便可熟習三種語言，並可從這個多種文化的多元化社會中，得到非常寶貴的經驗。」

回流者的心聲

Ken Law 開玩笑地說：「我叫這種現象作回流。像其他不少移民人士一樣，我感到有一股不可抗拒的衝動要返回香港，然後又在香港闖一闖。」

Law 在一九七八年移民加拿大，現時是香港一間汽車代理公司的高級行政人員。他說他在移民程序上並沒有遇上甚麼困難，而且很快便在那邊安頓下來。他表示：「加拿大擁有西方國家其中一個最理想的系統。當時加拿大並沒有就業問題，而加拿大人在接受新移民方面亦採取頗為開放的態度。自修建鐵路的日子以來，一直都有中國人前赴加拿大，他們的勤奮努力甚受當地人尊重。」

Law 的家族在香港有一盤小生意，而他亦與出生之地從未斷絕過關係。雖然他很享受加拿大較為悠閒的生活與工作環境，但他最後亦考慮回歸。他說：「經濟問題、加拿大的苛刻稅制，加上思鄉病，都是促使我回港的原因。我將自己與留在香港的朋友比較，發覺我的資產增值速度較他們慢得多，這真的令我很困擾。」

儘管他很高興返到香港，並且在財政上亦享有成功，但他亦察覺到回香港也是有一些弊端的。「與我移民加拿大之前比較，這裡的生活指數已經直線上升。在八十年代末期因為移民而出售物業的人，可能已不能再負擔購買物業的開支。」

Law 忠告準備移民加拿大的人士，對加拿大的生活要採取比較現實的態度。他說：「加拿大是全球國景最美麗和民風最友善的地方之一，但在那裡經營業務卻非常困難，不像香港能在短期內取得成功。那裡的人口分佈極廣，而經營的方法亦大有不同。你需要更長的時間才能賺取利益。」

Law 承認並不是每個人都有同樣的機會，同時又感到需要返回香港。他對行將在加展開新生活的人士有語重心長的忠告。他表白道：「我不能忘記香港，因為我從沒認真的嘗試這樣做。要成功在加建立新生活，你便必須接受加拿大是個完全不同的世界。你一定要全情投入永不回頭望。」◆

Murray Cornish 是在香港工作的加籍撰稿員。他的文章經常在 Canada Hong Kong Business 刊登。



by LENA FENG

Four years ago, the Canadian Club of Hong Kong started a community service project to provide practical and cultural information to new Canadian visa holders preparing to land in Canada. The programme, a two hour seminar in Cantonese with video, slide and oral presentations along with a question and answer segment, is designed to help the new immigrants successfully integrate into Canadian society, hence the name "Meet With Success".

Lyneita Swanson, Programme Co-ordinator for the last three years says, "I think it is an absolutely essential service. The most successful immigrants are those that integrate, and you can't begin to integrate until you have an understanding of the culture and society you are going to."

Meet With Success provides an introduction to Canadian society, with the focus on culture and lifestyle. "It's somewhat of a "Golden Handshake," says Larry Mills, President of Meet With Success, "providing participants some insights to Canada before leaving Hong Kong." He explains that there are limitations on what can be covered in an evening seminar: "Although the seminar does not delve into details on every aspect of Canadian life, participants do receive an information kit with 20 fact sheets to help them understand key areas such as health care, community service, personal finance, politics (and) education."

"Participants find the kit very useful", says Swanson, "... as well as the question and answer period". Mills adds: "We're always looking at ways to improve the programme... we're now in the process of updating the video presentation."



Lyneita Swanson busy coordinating a full session of the Meet With Success Seminar.

The programme is run as a service from the Canadian Club, with a Meet With Success board, a coordinator, volunteers, seminar speakers, and assistance from the Canadian Commission. Since its inception, the programme has met with its own success. A seminar is held once a week, sometimes twice, with an attendance of 180 to 200 people each session. Swanson says her biggest challenge these days is accommodating the increasing numbers of people who wish to attend, since "every seminar is actually overbooked, and booked two months in advance."

An invitation/application is extended to all principal applicants when their Canadian visa is issued, and a healthy response rate of 65-70 per cent end up attending a seminar before making their move to Canada.

Met With Success was started with funding by a group of founding patrons. Now contributions received from participants at each session help to offset some costs such as the printing of the information kits. The board is currently looking at ways to fund the programme so that it may continue to benefit all new Canadians from Hong Kong. ♦

Seminar speakers Marianna May (pictured above) and Brian Cheng host the weekly seminars with up to 200 people at each session.



Pssst....Pick Up The PHONE,

and dial **594 0158** to experience memories and a dream come true.....**Remember when?**

- ...Hockey Games
- ...A White Christmas
- ...Molson Golden
- ...Clean Air
- ...The Skydome

and **Telephone Answering Services?**

Finally in Hong Kong, a bilingual HUMAN answering service. We operate 24 hours a day, 7 days a week during Typhoons, Monsoons, and Full Moons. We also offer the ultimate personal communicator with worldwide roaming and the largest paging screen in Hong Kong (4 lines, 160 characters per message AND storage for 40 messages). We answer your phone, take your message and page you – instantly! No faxes. No phones. No problems. Finally, a company you can turn to for quality phone service. Call TAS! **CALL NOW!**

TAS Telephone **A**nswering **S**olutions Ltd

P.S. Who's answering your calls over the holidays. Give us a call on the TAS Open Line at **594 0158** - ask for Roy.

CANADIAN SCHOOL AND COMMUNITY CENTRE *in the Works*

Two large-scale Canadian projects proposed for Hong Kong - a permanent home for the Canadian International School and the construction of a Canadian community centre are in advanced stages of investigation and approval from the Hong Kong government.

The Canadian International School, now in its third year of operation, provides a high quality Canadian education to a local and expatriate group of students. The School opened its doors in 1991 with 90 students. Enrolment is growing quickly - right now there are 300 students but the school plans to add at least one grade a year and eventually reach 1,200 students. Currently in temporary quarters in Causeway Bay, the school is in need of a permanent home.

As an auxiliary to this, the idea of a Canadian Community Centre has arisen. The organizers are hoping the two projects can and will be built adjacent to one another.

John Crawford, a senior partner at Ernst & Young, together with representatives from each of the existing Canadian community groups, have been the driving forces behind the project. Crawford sees the school and community centre as an exciting boon for both students and the Hong Kong public. "It would truly be a one plus one equals three contribution to Hong Kong," he says, "and a first class chance to raise the Canadian flag."

As always in Hong Kong, land is at a premium. Two sites are under consideration - both located on prime land on Hong Kong Island's south side, one of which overlooks the Aberdeen typhoon shelter. The land is expected to be donated by the Hong Kong Government once approval is granted.

Organizers are looking to the fine exam-

used for a number of other sporting events like badminton, tennis and basketball. These events would be held at night and on weekends; during the day the venue could be used by the school and the public.

The 5-6,000 seat stadium could also be converted into a concert hall, helping to alleviate the severe venue crunch in Hong Kong. All of these activities would be key in generating revenue to pay for the centre's maintenance so it could be run on a break-even basis.

According to the proposal, the community centre would be open to the Hong Kong public and managed by Canadians. "It wouldn't be just a Canadian put-your-feet-up-by-the-pool club," says Crawford, "it would be for the public but driven by Canadians...with a unique Canadian flavour." He and others see it as a chance for Canadians to give

something back to the Hong Kong community. At the same time it raises the Canadian profile in Hong Kong and gives Canadian community groups a physical location from which to focus.

Both projects are still evolving with many issues to be resolved. First and foremost, the land needs to be approved by the Hong Kong government. Traffic considerations, parking and public access will likely influence the final decision. Then, once approval is granted, drawings need to be finalized, cost estimates fine-tuned, and fund-raising started. ♦



Mr. John Crawford shows off some of the sporting events that could be held in the proposed Canadian community centre.

ple of the recently built Chinese International School and are hoping to learn from that experience.

As Crawford points out, the school targets to break even each year on the basis of tuition fees but debentures as well as corporate and other donations will be necessary to build the new premises.

At the heart of the plans for the community centre lies an Olympic-size ice stadium, together with a smaller rink for figure skating and curling. The stadium, in addition to accommodating ice sports such as hockey leagues, would also be



Canada's new political landscape

MAUREEN MCTEER, social and political activist, spoke to the Canadian Chamber of Commerce in Hong Kong on October 28. Her topic was the Canadian federal election and its stunning results (which saw the Liberal party form a majority government, the Bloc Quebecois form the official opposition and the Progressive Conservative Party capture only two seats.)

McTeer is currently a Visiting Scholar at the University of California at Berkeley along with her husband, former Canadian Prime Minister Joe Clark. A lawyer by profession, McTeer was also a candidate for the Progressive Conservative party in the 1988 election.

Here are some of her remarks.

NOTES

On regionalization

"...Throughout the campaign the conventional wisdom was that mainline Parties were a species on the verge of extinction...The PQ leader Jacques Parizeau even went so far as to wish publicly for an Italian-style parliament, peppered with several political groupings, all with a local or ideological brief, but none with a sense or understanding of the national purpose, that has made Canada possible over the past century.

"The result of this kind of talk was tremendous concern among our trading partners and investors everywhere that Canada was heading down a road to uncertainty and political and economic instability.

"What the election of a new majority Liberal government does for Canada, then, is reassure those both at home and abroad, that our political system is working, and that the majority of Canadians want a government that is national in approach and make-up...Canadians also made it clear they wanted experienced leadership.

NOTES

On the Bloc Quebecois

"...The Bloc represents only Quebecers and has no commitment to the larger Canadian community. To the extent that a national legislative agenda also serves the interests of Quebec, as these will be defined by the Bloc members in Parliament, the Bloc will support them. They bear no real ill will towards English Canada, but are convinced that Canada's existing constitutional, political and economic structures and relationships no longer serve their interests.

"...Time will tell whether Lucien Bouchard is able to mold his group of political neophytes, who share a common and narrow focus on one province and one main issue only, into an effective political force in the national Parliament. What they will not be is an effective Opposition in the Canadian parliamentary tradition. But after what happened on Monday, the Canadian parliamentary tradition has been totally altered anyway.

NOTES

On Jean Chretien

"...I have known Jean Chretien since 1973, and while I have disagreed fundamentally with him over the years on specific public policy issues, I know him to be a good and generous person, whose years of public service, and dedication to Parliamentary democracy and Canadian politics, make him a worthy and welcome leader of our country.

On the defeat

"...The most startling result of Monday's vote for me was the defeat of the Campbell government and the virtual removal of the Progressive Conservative Party from the current political and parliamentary landscapes.

"...At the personal level, it is hard to describe how I felt to see close friends and colleagues defeated. Having lived through a similar experience in 1988, I can imagine the personal toll of individual defeats....It was heart-wrenching to watch a Party, to which I have been devoted and in which I have spent all of my adult life, reduced to rubble.

NOTES

On how the Reform Party will help the Bloc

"...The presence of the Reform Party as a strong force (in Parliament) will help the Bloc Quebecois in two ways.

"First they will be a constant, if not accurate, symbol of intolerance within a small part of the larger Canadian community, to Quebec's aspirations to be a true and equal partner in the Canadian federation.

Second, they will serve as a voice in parts of English Canada for the Bloc's firmly held view that Quebec's interests would be better served outside of the Canadian federation. For different reasons, and in different languages, Reform and the Bloc will preach the same message - Canada would be better if Quebec were to separate and Quebec would be stronger if it were a separate country.

NOTES

On the Reform Party

"...Their policy that immigration levels should be cut in half, and labour market needs mainly should determine who is allowed to come to Canada, denies both our historical emphasis on family unification, and our international commitment to humanitarian action with respect to political refugees.

"...Their stated goal on social programmes is also troubling. For instance, their policy proposal to allow provinces full and sole authority to spend health care funds as they wish, to impose user fees for medical care and to privatize hospitals and health insurance and their plan to run unemployment insurance like a private plan denies many of the principals upon which Canada's social security net has been based. It belies a fundamental misunderstanding of the purpose of government - to serve people - and confuses economic or business imperatives - such as the profit motive - with public sector imperatives and responsibilities.

NOTES

On the Progressive Conservative Party

"...Like the NDP before us, when we abandoned the balance that was at the core of our history, we also abandoned many of our own supporters...We had entered some kind of political twilight zone, where we were neither conservative enough for the conservatives - who chose Reform as their logical political grouping; nor progressive enough or the vast number of Canadians who believe in the Canadian social contract between government and the people - who flocked to the Liberal Party.

"...Those who remain committed to the ideology of the Progressive Conservative Party will have to make two hard assessments. The first will be how such a great Party could be so soundly defeated and why.

The second will be whether there is now, or might be in the near future, need for a political Party which embodies social activism and economic responsibility; or whether, after 125 years, the Party that was there at the birth of Confederation has disappeared forever from Canadian politics."

DELIA SCHOOL OF CANADA

OFFERS

CANADIAN EDUCATION IN HONG KONG

- Junior Kindergarten to Grade 12/Ontario Academic Courses
- Officially recognized by the Ministries of Education of Ontario, New Brunswick, Nova Scotia and Prince Edward Island
- Secondary students receive a Canadian high school graduation diploma which qualifies them to apply to universities and colleges in Canada, the USA, and other countries
- Graduates, on completing 2 or 3 years of study at our school, are exempt from the TOEFL requirement of some of the leading Canadian universities
- Acadia University, Canada, Bachelor of Business Administration Transfer Program
- Child Care Certificate of Specialization Program
- English as a Second Language Program and Heritage Language Programs in French, Chinese, Japanese and Korean
- Staffed by fully qualified Canadian teachers, recruited from Canada

Applications are now being accepted for all programs at the Delia School of Canada

Taikoo Shing Campus

Elementary Section
G/F, Po Shan Mansion
Taikoo Shing, Hong Kong
Tel: 885 4786 Fax: 513 8240

Secondary Section

1 Tai Fung Road
Taikoo Shing, Hong Kong
Tel: 884 4165 Fax: 886 0813

Mei Foo Campus

Elementary and Secondary
80-86 Broadway,
Mei Foo Sun Chuen, Kowloon
Tel: 742 2027 Fax: 744 1367



Canada

IS THE PLACE

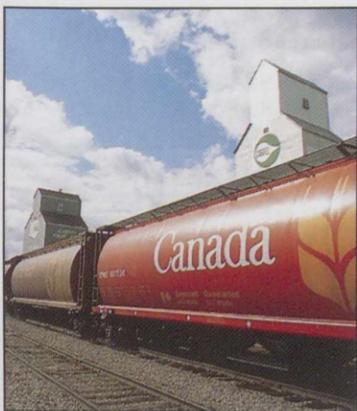
- ◆ FOR PROFITS ◆ FOR GROWTH ◆
- ◆ FOR TECHNOLOGICAL EXCELLENCE ◆
- ◆ FOR RAPID ACCESS TO GLOBAL MARKETS ◆

 Yes, Canada is the place for investment.

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

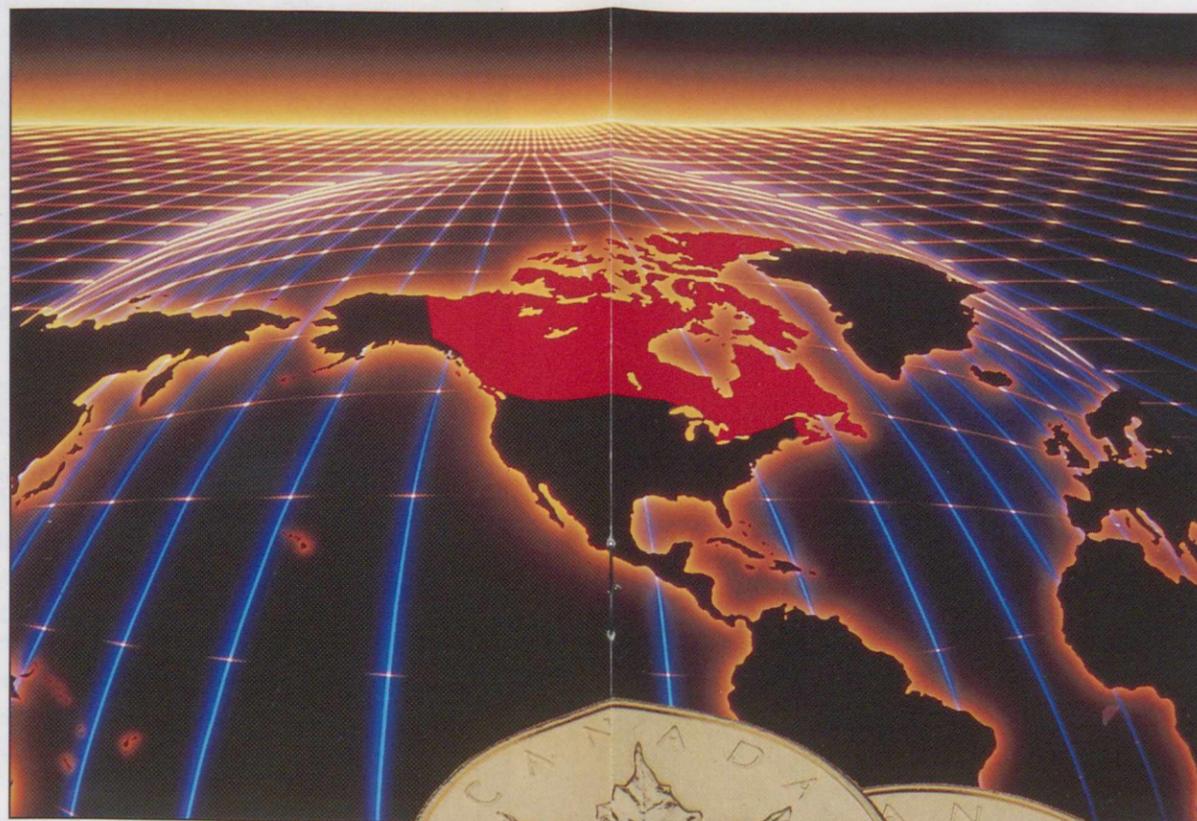
After-tax corporate profits in Canada have shown average annual increases of almost 30% from 1982 to 1987.

Canada is ideally positioned to reach both European and Pacific Rim markets. And now, as the historic Canada-U.S. Free Trade Agreement



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

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



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

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

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

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



**INVESTMENT
CANADA**



深圳

錦繡中華

Splendid China Miniature Scenic Spot



深圳

中國民俗文化村

China Folk Culture Villages

錦繡中華微縮景區佔地33萬平方米，有80多個景點。包含着中國五千年歷史風雲和大江南北錦繡河山……使您一天之內可以暢遊中華大地。

Occupying an area of 330,000 square metres, with more than 80 scenic attractions, Splendid China Miniature Scenic Spot embodies the changes of great events in the history of 5,000 years of Chinese nation, contains a land of charm and beauty of China ... , in a word, you can travel around the ancient, civilized country only in one day.

中國民俗文化村佔地24萬平方米，按1:1比例建造中國各地區少數民族之24個村寨和20多個景點，數百名少數民族藝員表演歌舞和民間技藝，使您領略各民族的民間藝術和民族風情。

In an area of 240,000 square metres, 24 villages of China's minority nationalities on the scale of 1:1 and more than 20 well-known scenic places are built in China Folk Culture Villages. Here you can enjoy the performance of folk song and dance, and folk acrobatics presented by a few hundred minority artists. You will also get some idea of folk arts, and customs and lives of China's various minority nationalities.



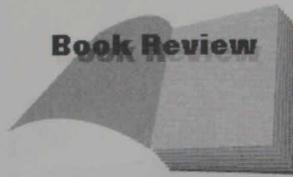
香港 中國旅行社有限公司
CHINA TRAVEL SERVICE (HONG KONG) LIMITED

(“錦繡中華”及“中國民俗文化村”港、澳、台及海外總代理)
香港干諾道中78-83號中旅集團大廈 電話: 853 3888 牌照號碼: 350273
(General Agent for the Business of "Splendid China" & "China Folk Culture Villages" in Hong Kong, Macau, Taiwan as well as Overseas)
CTS House, 78-83 Connaught Road Central, Hong Kong Tel: 853 3888 T.A. Licence No. 350273



深圳 錦繡中華發展有限公司
SHENZHEN SPLENDID CHINA DEVELOPMENT CO., LTD.

中國深圳特區華僑城 電話: 6601106 6600626 6600625
Overseas Chinese Town, Shenzhen Special Economic Zone, China
Tel: 6601106 6600626 6600625



Concise guide for investing in China

Review by DAVID WONG

The China Investor

Philip Bowring

(with David Blaisdell and Jane Perry)

Asia Pacific Financial Publishing Ltd ©1993

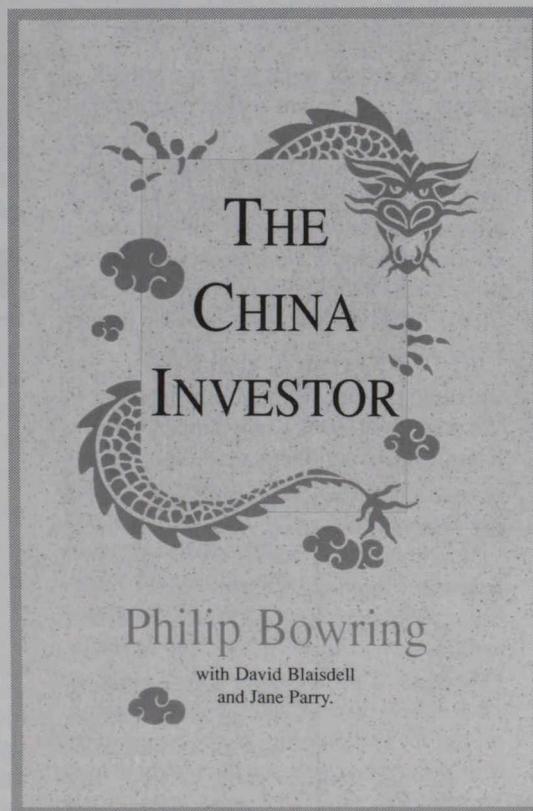
Philip Bowring has succeeded in putting together a good reference for investors interested in China. The writing, although report-like, is concise and straight forward. It gives the reader a feeling of reading a stack of investment pamphlets on China. In order to get the most out of this work, the reader needs to have a basic understanding of investment principles and instruments.

Part One of this book deals with the stock exchanges in China as well as property investments, the procedures and mechanisms of the exchanges, accounting, B shares, China funds and property investment. Even a procedure of property purchase is provided.

Part Two covers the Chinese coastal provinces except Guangxi and several major coastal cities. This part starts off with a chapter on how to pick your province of investment. The other chapters provide concise but relevant investment information and are not padded with the usual data that one can find in reference works.

The appendices provide such lists as Overseas B share brokers, China-appointed attesting officers and a number of useful China addresses.

Although other forms of investment such as joint ventures and foreign-owned enterprises are not discussed and inland provinces are not covered, the information for the areas that are covered is quite comprehensive. Investors, neophytes and experts alike will be able to make more



informed decisions and will likely gain further insights into their areas of interest. The information in this work is a snapshot of an instant of time. Changes are taking place on a daily basis.

The life span of any reference work is severely cut short by rapid changes. Ever since Deng Xiaoping initiated the reforms, many parts of China have developed from viscous molasses into dynamic brews. Officials are still trying hard to prevent them from boiling over. Since publication of this work the Ministry of Foreign Economic Relations and Trade (MOFERT)

has become the Ministry of Foreign Trade and Cooperation (MOFTEC). It was only a few months ago when a Hong Kong bank started to exchange the once difficult Reminbi. Although the limit per exchange is relatively low, Reminbi exchange kiosks, non-existent just a short while ago, have started to take on a life of their own. Reforms in the China property market are about to be implemented. Philip Bowring must toil just to keep this work up-to-date.

In view of the rapid changes in the past and in the foreseeable future, new editions of this book will be needed on a frequent basis. ♦

David Wong is Marketing Deputy Manager for Lamko Tool & Mold Consulting (H.K.) Co. Ltd of Lamko Group. He is a member of the China Business and Investment Committee.



Vancouver Information Centre opens its doors

by Katherine Lynch

Want to know more about Vancouver? Try the Vancouver Information Centre which recently opened its doors in the China Building in Central. It has been set up to provide a broad range of information services to the Hong Kong public on life in Vancouver, British Columbia.

Hong Kong and Vancouver have had strong socio-economic ties for decades. This bond has been strengthened even

further in recent years with the spiralling growth in investment and immigration to the popular west coast city. In the past five years alone, Cheung Kong (Holdings) Limited has sold over 2.1 million square feet (or 1,700 units) of Vancouver condominiums, including developments in Concord Pacific Place which is located in the False Creek area on the former Expo lands.

In view of this tremendous interest in Vancouver by Hong Kong people, Cheung Kong (the Hong Kong marketing agents for Concord Pacific Place) recognized the need to provide an all-round information service about life in Vancouver.

As a result, Cheung Kong has joined forces with the B.C. Trade Office, the Canadian Imperial

Bank of Commerce, international accounting firm KPMG Peat Marwick, Canadian law firm Stikeman, Elliot and Concord Pacific Developments Limited, pooling their resources to provide a comprehensive information service to people about all aspects of life in Vancouver.

The result is the Vancouver Information Centre, an information resource on a wide spectrum of topics on one of Hong Kong's favourite Canadian cities. The Vancouver Information Centre provides free information on things ranging from Vancouver's education system, property market, B.C.'s tax and legal systems, to recreational activities, climate, tourist attractions, and current news bulletins.

The manager of the centre, David Wan, says it strives to provide a personal touch. Most of the personnel at the Vancouver Information Centre have lived in Vancouver for extended periods of time and have extensive knowledge and experience to share with Hong Kong people about life in Vancouver.

The services provided by the centre are free of charge and it is open to the public from 9 am to 5:30 pm on weekdays and 9 am to 1 pm on Saturdays. It's located at: 20/F, China Building, 29 Queen's Road, Central, tel: 526-2269, fax: 521-5728.

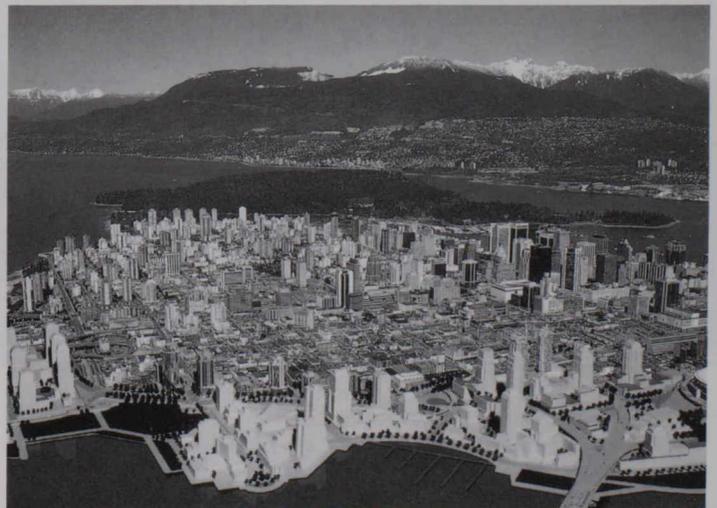
Members of the public are encouraged to drop by the centre in person, while telephone and fax enquiries are also welcome. ♦

NOT AVAILABLE!



*but for your apartment
in Hong Kong, Ring Robin Fichter
Tel: 5214545*

CARTON
Carton Real Estate Ltd.
Shop 9/10, 20 Kennedy Terrace, Hong Kong.
Fax: 868-1664 Tel: 521-4545



The Vancouver Information Centre has been set up to provide information on one of Hong Kong's most popular Canadian cities. Shown here is the proposed development by Cheung Kong (Holdings) Limited.



WILLIAM A THOMSON

Chairman, Legal & Policies Committee

Did You Elect To Pay Canadian Tax?

The 1993 federal election is over. All those who voted in Hong Kong should be proud of their participation in Canada's future. However, one issue remains outstanding after the election and it may take years before it is resolved (or uncovered).

For the voters, you declared that you have intention to return to Canada for the purpose of resuming residence in Canada. Should you therefore remain as a resident of Canada while you are away and pay Canadian tax? It is unclear whether Revenue Canada would put any emphasis on this declaration. Many tax practitioners have raised their voices over the voter eligibility criteria and it did nothing but scare the voters away.

After they have sorted out their data, Elections Canada will probably find a low participation rate in Hong Kong. Many people have given up their rights to vote, believing that there is a chance that Revenue Canada would act on their declarations. This is surely not intended and Elections Canada should reconsider their strategies before the next election.

HENRY LAM

Tax Manager, Coopers & Lybrand

(Editor's note: The Chief Electoral Officer of Canada has recently issued a statement that reads in part: "Information provided on the Application for Registration and Special Ballot is confidential. The Canada Elections Act provides that this information will be used for political

purposes and federal and provincial electoral purposes only. Therefore the list of electors will not be available to Revenue Canada.")

Governor Patten's Policy Address

Hong Kong eagerly awaited Governor Patten's second policy address on October 6, 1993, entitled "Today's Success, Tomorrow's Challenges". Interest centred on developments concerning the proposals for Hong Kong's constitution that were made by Governor Patten in his address last year. Those proposals prompted a much publicized disagreement with the Chinese government, and negotiations between representatives of the British and the Chinese governments concerning the issue. Indicating his regret at the inability of the two governments to reach an agreement, Governor Patten nevertheless confirmed his government's commitment to the proposals and indicated that time for reaching such agreement was drawing short.

In keeping with his theme of success achieved, Governor Patten indicated that at this point in Hong Kong's development certain quality of life issues had become important. These included environmental and pollution concerns, social welfare, care for the elderly, and the arts and culture. On the practical side, the Governor also earmarked large sums of money for roads and education, and indicated his government's commitment to the major port and airport infrastructure programmes that it has begun.

There was great interest in Governor Patten's address on the opposite side of the Pacific Ocean as well. Not only do many people in Canada have family and business ties to the territory, but there are many business and economic links; and if Governor Patten's address is an accurate barometer, those connections are set to grow.

WILLIAM A THOMSON

Tax Manager, Deloitte Touche Tohmatsu,
Hong Kong

Far-reaching Changes To The Canadian Immigration Act

On August 9, 1993, Part 2 of the Regulations resulting from the revisions of the Canadian Immigration Act (Bill C86) came into effect. The new Regulations have a serious impact on the point system for selection of independent immigrants. Every independent applicant must score at least 70 points to be selected for immigration.

Part 1 of the Regulations increased the points awarded for the demographic factor from five to eight. The maximum points available for Specific Vocational Preparation were increased from 15 to 18. On the other hand, points awarded for assisted relatives were reduced from 15 to 10 to 5 only.

Part 2 of the Regulations make two additional significant changes to the point system.



Since Ralph Klein was elected Premier of Alberta in December, 1992, he has been preaching a new path for Alberta: fiscal restraint, less government interference in business and low taxes. In short, he would like to see Alberta a little more like Hong Kong.

Klein, formerly the mayor of Calgary, was a guest speaker at a Canadian Chamber of Commerce in Hong Kong luncheon on November 19, 1993 that drew more than 100 people. Clearly people were interested in hearing Klein's message.

One half of his formula to make Alberta a strong and competitive economic force, he told the audience, is to "get the basics right at home." That includes a fierce determination to cut the deficit and debt - as shown by the Deficit Elimination Act which calls for a balanced budget by 1997. As well, the health care and welfare systems are being streamlined and restructured.

Other changes are in the works as well. "We're borrowing from the Hong Kong example of privatized infrastructure," said Klein, citing examples of newly privatized companies such as the liquor store and motor vehicle registry offices. Alberta is getting out of giving subsidies to businesses, he said, and instead trying to create a climate where business will prosper: "We need to cut the red tape that causes delays and confusion for investors."



Alberta Premier Ralph Klein with Hong Kong-based Gordon Young, Agent-General, Asia Pacific: Alberta is in Hong Kong to stay.

Some of the measures, such as cutbacks to education, have drawn strong protests from Albertans. Acknowledged Klein: "We get a protest a day. But for every protest 18 Albertans say 'stay the course'."

Part two of Alberta's quest for the competitive advantage comes with Alberta's focus on other countries, in particular, those in the Asia-Pacific region. Klein said he and his ministers will be doing a lot more travelling, pointing out it has been 10 years since the last Alberta premier visited Hong Kong.

Unlike some of the other provinces which have been downsizing or closing their provincial representative offices in Hong Kong, Klein said: "Alberta is not going to be lowering its profile in Asia by shutting down its offices. In fact, we are going to redouble their focus on business. At a time when Canada needs to increase its international business dealings, I believe that you can't increase sales by cutting back on your sales force. Alberta is here to stay."

He welcomed the Asian immigrant to Alberta, and said he looked forward to increasing Hong Kong investments in that province. "Our province best reflects the free enterprise, can-do spirit of Hong Kong." ♦

Legal & Policies Committee

The first change concerns the education factor. The maximum number of points available in this criteria increased from 12 to 16. The new Regulations also differentiate between a high school education which qualifies the applicant for post-secondary education (trade school or university) and one which does not. Points are now awarded for post-secondary education but a distinction has also been made between different types of non-university, post-secondary education on the basis of admission requirements.

The purported rationale for increasing the points awarded for the education factor was to select a better educated immigrant who, it is assumed, will have a higher chance of economic success and contribute more to Canada's long term prosperity. However, if one looks at the list of occupations in demand they are "blue collar" occupations which

do not require post-secondary training at all. At most, they may require some apprenticeship.

By changing the point system with respect to education, EIC has made it virtually impossible in some cases, for an applicant whose occupation is in great demand in Canada to achieve sufficient assessment points to qualify for immigration to Canada. At the same time, those who can score high on the education factor may still not qualify under the independent category because there is no demand for their occupations and all applicants who score zero on the occupation demand factor are automatically disqualified.

The second change concerns language capabilities. Formerly, an applicant can only achieve a maximum of 12 points for fluency in speaking, writing and reading ability in both of Canada's official

languages. The new point system has increased the maximum available units to 15 to allow those applicants with fluency in both languages to obtain three additional points.

Theoretically the amendments to the language factor would enhance the language profile of an independent immigrant to Canada. However, it is difficult to see the practical benefit of this rationale when only one province in Canada uses French at all and in that province, French is the only official language. Under the new Regulations, applicants who score zero points for language ability are now also automatically disqualified from selection to Canada as independent immigrants. ♦

MURIEL TSANG
Resident lawyer,
Goodman, Phillips & Vineberg



METRO TORONTO WEEK IN HONG KONG
November 28 - December 4, 1993

From "God Save The Queen" and "Oh Canada" to "A Place To Stand - Ontariario," the Canadian International School sing their hearts out at the opening ceremony of **Metro Toronto Week In Hong Kong** at the Hong Kong Park Garden Plaza.



James So, Secretary for Recreation and Culture is joined in the traditional eye-dotting of the ceremonial lion by Alan Tonks, Metro Toronto Chairman and John Higginbotham, Commissioner for Canada.

Metro Toronto Week in Hong Kong



Local pop singer and native Torontonians Joyce Lee bits all the right notes for over a hundred Hong Kong and Canadian spectators.



Canadian rock musician/comedian Rick Scott is all smiles as he strums away on his dulcimer while performing his humorous tune, "Eh Canada".



Metro Toronto Chairman Alan Tonks discusses the economic prospects of Metro Toronto with business tycoon Stanley Ho at a reception held at the Hong Kong Hilton on November 29.

The first ever Metro Toronto Week in Hong Kong was staged in the territory from November 28 - December 4, 1993 to strengthen business partnerships, create new investment opportunities, encourage educational exchanges and celebrate the long-standing cultural and social ties shared between Metro Toronto and Hong Kong.

Nearly a hundred visitors from Metro Toronto, including Metro Toronto Alan Tonks, four municipal mayors and delegations in the areas of electronics, environmental technologies, building materials, architecture and education visited the territory.

In addition to a range of private business meetings and tours, a range of distinct Canadian cultural events were held during the week, including an opening ceremony, gala dinner, art exhibition and music recital. Amongst the Canadian artists featured were pop singer Joyce Lee, rock musician Rick Scott, painter Lok Yi-tong and classical pianist Alice Ho. ♦



Hong Kong-born Royal Canadian Mounted Police Officer Pepin Wong stands in honour of the Canadian soldiers who died in defence of Hong Kong during World War II at a wreath-laying ceremony at the Sai Wan Military Cemetery on December 1.



From left: Bruce Sinclair, Major of Etobicoke commemorates the Canadian soldiers who sacrificed their lives in defence of Hong Kong during World War II with Fergy Brown, Major of York, Alan Tonks, Metro Toronto Chairman, Michael Prue, Major of East York and Joyce Trimmer, Major of Scarborough at a wreath-laying ceremony on December 1 at Sai Wan Military Cemetery.

HONG KONG's future leaders visit CANADA to watch democracy in action



Earlier this year, as part of a unique educational opportunity, a group of Hong Kong's brightest young adults went to Canada to learn about the Canadian democratic system by observing the federal election.

The idea for a trip to Canada grew out of a conversation between Commissioner for Canada John Higginbotham and the Rosanna Wong, Secretary-Director of the Hong Kong Federation of Youth Groups. "The idea was to expose some of Hong Kong's potential civic and political leaders to the Canadian democratic process in action at the federal, provincial and municipal levels. It was a timely opportunity given the forthcoming changes in Hong Kong's government," says Canadian Commission spokesman Neil Reeder.

Since 1960 the Hong Kong Federation of Youth (FOY) has been providing services such as camps, counselling, and educational opportunities to Hong Kong's youth. Currently there are about 32,000 members in the federation. One of the mandates of the group is to "encourage young people to develop an international perspective." To that end, members have participated in exchange programmes with other countries such as Germany, Japan, Singapore, UK, Russia, India and the United States since 1963.

The programme for the Canadian trip was developed and funded by the Commission for Canada (in conjunction with the Department of External Affairs) and the FOY. After a territory-wide competition, which included writing an essay on the importance of civic participation, 12 delegates, aged 19-25, were chosen to participate in the event. They were accompanied by three FOY staff members.

The group arrived in Ottawa on October 20. Over the course of seven days they visited all of the major political headquarters; toured the parliamentary build-

ings and library; visited polling stations; and conducted a survey of the attitudes of Canadian voters towards their electoral system for use in a report to other youth organizations and the Canadian Commission.

They also went to the Liberal celebration party on election night which Candy Lam, one of the delegates, cited as one of the most exciting events of the trip. "The experience was great because everyone was shouting, and laughing, and celebrating. We watched the returns on television and the Liberals heckled Kim Campbell whenever she was on TV." A minor disappointment for her was the early confirmation of the Liberal Party victory because of the conclusive results in Eastern Canada. "We were hoping that it would be a close decision up until the end - like going to the horse races. But it was over by 8:00 pm.



Candy Lam, right, meeting with Mac Harb, the Ottawa - Centre-town Liberal MP, who was seeking reelection (he won).

The group then spent six days in Vancouver where they had the opportunity to have lunch with Raymond Chan, the successful Liberal candidate (Vancouver-Richmond) and recently appointed Secretary of State for the Asia Pacific region. Chan is the first immigrant Chinese-Canadian elected to a federal seat and he emphasized to the group the



The youth group had a chance to speak to Raymond Chan, the newly elected MP for Richmond.

importance of getting to know the people in your riding.

Kenneth Kwok, another of the delegates, explained how a visit with the Lieutenant-Governor of British Columbia, the Honourable David Lam, provided them with a view into the workings of provincial government and with the qualities a good politician should possess. "Mr Lam gave us a short speech on leadership. He said that a good leader must be a good salesman. You must have a good idea and then sell it to the people."

The delegates also had a meeting with Tung Chan, a member of the Vancouver city council, who explained the functions of municipal government.

The group gave Canada's system high praise. Paul Chan, one of the staff members, found the Canadian democratic system impressive. In what may be an under-



Meeting with the Honourable David Lam, Lieutenant Governor of British Columbia, and his wife was one of the trip's highlights

by Mark Alessio

statement, given the results of the dramatic results of the election (which saw the Liberals gain a sweeping majority and the incumbent Progressive Conservative Party get only two seats), he said: "Democracy works in Canada because people can change governments." Kwok spoke of the 'beauty of democracy.': "It was such a drastic outcome and yet the system allows for a smooth transfer of power."

The experience opened many of the students eyes to another way of government. Says Lam: "Feeling the atmosphere of democracy was a unique experience in my life. I've lived in Hong Kong for many years and we have no choice." She pointed out that although Canadians were not overtly enthusiastic compared to Americans, 70 per cent of Canadians voted in the election. "Canadians are very aware of their civil rights and that's something that people in Hong Kong could learn from. In last year's elections in Hong Kong, the turnout rate was only 30 per cent."

Overall, students said they considered the trip a great success. Commission spokesperson Reeder adds that he was particularly impressed with FOY: "They are enthusiastic and extremely well-organized, and I hope we can continue to work together in the future." ♦



Weather was perfect for a cycle through Vancouver's Stanley Park.

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

the Links between **HONG KONG & CANADA**

are **GROWING** stronger everyday.

One source puts  in touch with things

Canadian **BETTER** than any other-



**THE CANADIAN
CHAMBER OF COMMERCE
IN HONG KONG**

Want to Know More?

Just fill in this coupon and send it to the address below

Please send me details on:

- Advertising in Canada Hong Kong Business
- Subscription to Canada Hong Kong Business
- Membership Information

Name: _____

Title: _____

Company Name: _____

Mailing Address: _____

Telephone: _____ Fax: _____

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



CANADIAN COMPANIES IN THE NEWS

Unique computer system helps with English pronunciation

Boswell Industries Inc. of Vancouver will be distributing their unique English as a Second Language (ESL) computerized training system in Hong Kong. They have chosen Pacific Rim Ventures Limited as their sole distributor in the territory.

Originally conceived by a blind computer programmer and a court reporter, Boswell uses a specialized keyboard and voice synthesizer to allow students to hear what they are typing.

The Boswell System also comes with a microphone which allows students the opportunities to record their pronunciation of a word and then play it back and compare to the computer's pronunciation.

"The education field in Hong Kong is moving toward computer-based independent learning," notes Harold Mandel, General Manager of Pacific Rim Ventures. The Boswell System, which aids listening comprehension and pronunciation will be an integral part of modern language training facilities in the territory. The System also includes animation to illustrate how to shape and move the mouth to pronounce specific sounds.

Currently target markets for the Boswell System include universities, primary schools, telephone companies, banks, hotels and other service-oriented organizations which require high levels of English comprehension and pronunciation as well as organizations assisting people who have learning disabilities.

North-American construction show in China

Canadian construction companies will have a chance to show off their products at the North American Construction Expo 94 China, May 2 to 7, 1994. The aim of the event is to help Canadian companies make significant contacts for trading, technology exchange and joint ventures.

The event, held in Fuzhou, will feature North American construction equipment, building materials, related manufacturing technology, engineering services and construction management services.

Real estate development in China, says one report from the Chinese National Information Centre, reached US\$99.75 billion in 1992, a 15.2 per cent increase over 1991.

For more information call the organizer's Canadian representative, Hua Executrade Communications at tel: (604) 325-8366, fax: 352-4729.

Courtesy of CANADAEXPORT



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.

New Vice-President for Chamber Executive

Larry Mills, a principal at Ernst & Young, has joined the Executive Committee as a Vice-President. He has been involved with the Chamber for many years, most recently as the 1993-94 chairman of the Long-Range Planning Committee. In this position, he prepared various options and presentations for the Chamber's new office space. Mills, who has been in Hong Kong since 1987, specializes in audit and corporate restructuring. He also speaks and writes Chinese.

"Larry is an extremely capable individual. We're looking forward to his very positive contribution to the Executive, particularly in light of the many exciting events under way," says Chamber President Eliza Chan.

New committee chairs

A warm welcome as well to three new committee co-chairmen.

Brenda Heward will be joining Jill Killeen as chairman of the Public Relations Committee. Heward is in charge of fund-raising and public relations for the Canadian International School. She is a familiar face to many Canadians with her special event work at the school, the Canadian Club and the Canadian Chamber.



Ms. Brenda Heward

The Public Relations Committee works to raise the profile of the Chamber through publicity of its many events.

Mark Goetze, a partner with Baker & McKenzie, is one of two new chairmen of the Indochina Trade and Investment Committee. Goetz, who is in charge of the Indochina practice at Baker & McKenzie, has been with the firm in Hong Kong for



Mr. Mark Goetze

11 years. He recently set up Baker & McKenzie offices in Hanoi and Saigon. Goetze has also lived in Jakarta and Singapore.

The other Indochina co-chair is Ken Atkinson, Managing Director of P.C.S. International Ltd. An international merchant banker by training, he started P.C. S. International in 1983. This company specializes in advising clients how to structure and negotiate joint ventures and arrange finance packages. Atkinson has worked in Vietnam since 1989 and successfully concluded several joint venture projects. He now has a joint venture corporation in Saigon and a liaison office in Hanoi.

The committee is hoping to organize a Vietnam trade mission in the spring.



Mr. Ken Atkinson

Business briefing service takes off

A business briefing was held on October 29 for Cara Operations Limited, a Canadian food services company involved in airline and institutional catering. Cara also owns Canadian restaurant chains Harvey's and Swiss Chalet. The company approached the Chamber for a briefing on

food services opportunities in China.

The Chamber responded to the request by arranging for Cara's Director of Franchising, Irene Fong, to be briefed by Annie Wu, of the World Trade Centre Club Hong Kong, Sonny Doo of Coopers and Lybrand, and Endy Chung of the Canadian Commission. The session proved to be highly informative and Cara was most appreciative of the efforts of the Chamber and the volunteer briefers.

The Business Briefing Service is provided by the Canadian Chamber to assist Canadian companies and organizations in learning about business conditions and opportunities in Hong Kong and China. For a brochure with more information contact the Chamber at 526-3207 or contact Robin Hibberd at 529-5511 or Craig Chapman at 841-8000.



The 1992-93 Entrepreneur Committee held their last meeting of the year on Bob Thorssen's boat - Club Smed. From left to right: Bob Thorssen, Anthony Kheir, Susan Mey, Joe Cognigni, Jacqueline Chu and Greg York (missing are Elizabeth Thompson and Leslie Henderson).

Membership drive

The Chamber will be starting its membership drive at the beginning of January. For the first time there will be an entrepreneur category available for privately-owned business with fewer than 15 employees. This is in addition to the regular categories of corporate, individual and special members. A new membership brochure has also been produced. By the time you read this the membership drive will be in full swing. If you're not a member, don't miss this chance to join the Canadian Chamber of Commerce in Hong Kong! ♦

Individual

Abrahamson, John
 Ainsworth, J. Rod
 Chan, Alice
 Chan, Patrick
 Chan, Peter Kan-Lok
 Chan, Losita
 Chang, George Ka-Ki
 Cheung, Christine
 Cheung, Yuk-Ming
 Chiu, Denny
 Harrison, Carol E.
 Kinney, Brent
 Lee, Raymond Chi-Man
 Murphy, Scott
 Ng, Albert Wai-Ting
 Pun, Ying-Kit
 Scheil, Henry
 Wai, Wendy
 Wei, Yuan-Tai
 Wong, Henry Shiu-Kwan

Special

Heinke, Gary W
 Prof. Civil Eng., Director,
 Institute of Env. Studies
 H K University of Science & Technology
 Clearwater Bay, Kowloon
 Hong Kong
 Tel: 358-6908 Fax: 358-1334

Ho, Cheuk Wa
 Chief Secretary
 H.K. Pei Hua Education Foundation Ltd
 12/F Unit C, Thomson Commercial Bldg.
 4-10 Thomson Road, Wanchai
 Hong Kong
 Tel: 865-0100 Fax: 529-0187

Mercer, Timothy Connolly
 Enrolment Director
 Heritage Int. Scholarship Trust
 Foundation
 Unit 1706, Singa Commercial Ctr
 148 Connaught Road West
 Hong Kong
 Tel: 803-7609 Fax: 857-3009

Corporate Additional

Costello, Ellen
 Managing Director and Regional
 Treasurer
 Bank of Montreal

Gilks, Anthony
 Credit Manager
 Hongkong & Shanghai Banking Corp. Ltd.

Lai, Chester K.K.
 Manager
 Arthur Andersen & Co.

McCallum, Julie
 Assistant Manager
 Royal Bank of Canada

Mo, Elizabeth
 Solicitor
 Baker & McKenzie

Situ, Walter
 Specialist
 Northern Telecom Ltd.

So, James
 Managing Director
 ScotiaMcLeod (HK) Inc.

Sze, Caroline
 Negotiator
 Colliers Jardine

Tang, Fanny H.F.
 Executive Assistant
 Kieran International Academy Ltd.

Wang, Albert
 Regional Manager, Trust Services
 C.I.B.C

Young, Hanson
 Senior Manager
 Dah Chong Hong, Ltd.
 (c/o Honest Motors Ltd.)

Yung, Derek Kai Ming
 Senior Marketing Manager
 Manulife

Non-Resident

Lucy, Robb
 President
 Tagish Presentations Ltd.
 #300-1955 Wylie St.,
 Vancouver, B.C. V5Y 3N7
 Canada
 Tel: (604) 874-7700 Fax: (604) 876-2678

Corporate

Attrux, Joe F.



Managing Director
 AmeriTax Plus Ltd.
 Suite 701, The Hong Kong Club Bldg.,
 3A Chater Road,
 Hong Kong
 Tel: 537-2729 Fax: 804-6606

AmeriTax Plus Ltd is an organization providing comprehensive tax and business advisory services for individuals and corporations. Professional services include preparing Canadian, US and Hong Kong tax returns; consulting on international tax and business matters; pre-immigration tax planning for Canada and the US; personal financial planning; estate tax planning; providing offshore incorporations; and performing accounting, book-keeping and company secretarial services.

Crossley, Brian



Executive Director, Hong Kong & China
 LEP International (Far East) Ltd.
 Units 7-11, 7/F., Tower A,
 Hunghom Commercial Centre,
 37-41 Matauwai Road, Hunghom
 Kowloon
 Hong Kong
 Tel: 764-8631 Fax: 773-5150

LEP International (Far East) Ltd. is active in all aspects of international freight forwarding by air, sea, road and rail and represents LEP International Inc., Canada. Well-established delegation centres in Beijing, Guangzhou, Shanghai and Xiamen work closely with the Chinese government forwarder, Sinotrans and with LEP International (Far East) Ltd. of Hong Kong. Regular sea and airfreight consolidations are operated between Hong Kong/China and Canada. The Hong Kong division employs 200 people while the Canadian division has 200 staff in 12 offices.

Both LEP International (Far East) Ltd. in Hong Kong and LEP International Inc. in Canada are members of LEP Group plc, a worldwide organization headquartered in Britain and quoted on the London Stock Exchange. The parent company was founded in 1851, the Canadian organization in 1946, Hong Kong in 1973 and China in 1986.

Satok, Melvin



Vice-President
Zeidler Partnership International Ltd.
Suite 2002, 1 Hysan Ave.
Causeway Bay
Hong Kong
Tel: 881-6736 Fax: 504-2510

Toronto-based **Zeidler Partnership International Limited** has opened an office in Hong Kong to provide full architectural services to its Asian and international clientele. Vice-President Mel Satok has recently relocated from Toronto to Hong Kong and brings many years of experience with the Zeidler firm to this new posting.

Joining the firm as Director is Tony Chan, a graduate of University of Manitoba and practising architect for the past 15 years in Hong Kong.

Current projects are located in Shanghai, Guangzhou, Beijing, Fujian and Jakarta.

Ho, Albert F.

General Manager
City Toys (Canada) Ltd.
Suite 555, #1199 West Pender St.,
Vancouver, B.C.
V6E 2R1
Canada
Tel: (604) 682-8888 Fax: (604) 682-8310

Chiang, Shi-Kee



Chairman & Chief Executive Officer
Great Wall Electronic International Ltd.
16/F., Riley House,
88 Lei Muk Rd.,
Kwai Chung, N.T.
Hong Kong
Tel: 410-8668 Fax: 421-1088

Great Wall Electronic International Ltd

is a leading manufacturer of consumer electronic products such as radios, televisions, CD players and music centres. Headquartered in Hong Kong and exporting its goods to customers located in the US, Europe and other markets around the world, the company has its own industrial complex in Huizhou (1 1/2 hours by car from Shenzhen), Canada and France. The company has been listed on the Hong Kong Stock Exchange since April, 1991

and on the NASDAQ National Market System (of USA) since July, 1993.

Kieran, John Patrick



Chairman
Kieran International Academy
Suite 1808 Tai Yau Bldg.,
181 Johnston Rd,
Wanchai
Hong Kong
Tel: 836-0332 Fax: 574-4609

The Kieran International Academy Ltd

is a professional organization which groups academics and senior executives who have been providing consulting services for over 20 years in China, SE Asia and throughout the Asia Pacific region. The group consults in the area of joint venture search and negotiations, foreign investment selections, new market development and joint venture project management. It represents Asian clients in Canada, US and Europe and non-Asian clients in Asia.

Canadian-born, Mr Kieran, Chairman of the group, often consults for Heads of States in the region, particularly when the negotiations between government and private enterprises have reached a delicate level of complexity.

Compiled by ROSITA WUN

CORRECTION

Robert Cheney is the new corporate representative for **Hampton, Winter and Glynn** not Martin Lister as listed in the Nov/Dec 1993 issue.



Voyageur Award recognizes entrepreneurial drive

The Voyageur Award, which recognizes the achievements and contributions of successful Canadian businesses in Hong Kong, will be launched for its second year starting in January. The winner will be announced in May.

The award is put on by the Canadian Chamber of Commerce in Hong Kong in association with the Canadian Universities Association, the Chinese Canadian Association and the Canadian Club. The *Hongkong Standard* and *Sing Tao Daily* are media sponsors while Hongkong Telecom is the sole corporate sponsor.

Last year's winner, Bob Thorssen, exemplifies the entrepreneurial spirit that drives the award. His company SMED Asia Ltd imports Canadian office furniture into the



Does this trophy have **your** name on it? Check the *Hongkong Standard* and *Sing Tao Daily* for entry ballots.

territory. "Jungle Bob" (as Thorssen is known) now has a thriving business that is expanding into China and Southeast Asia.

The name for the award comes from Canada's history, when voyageurs ex-

plored Canada's vast lakes and rivers by canoe and set up trading posts. Since then the voyageur has become a metaphor for the exploration of new grounds. A very appropriate name for Canadians forging ahead in Hong Kong.

Eligibility for nomination is wide open - Canadian-owned or operated businesses, companies owned or operated by members of the Canadian associations involved, and businesses importing Canadian products are all eligible to win. Franchises are not eligible.

Full details and entry ballots will be run in the *Standard* every Tuesday between January 18 and February 22 and in *Sing Tao* every Friday from January 7 - February 25. ♦

CANADIAN CHAMBER

2nd annual

Trade Show

Open House

🏨 The Century
Hong Kong Hotel

☀️ March 25 & 26, 1994

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

Canadian Rugby 7s team, Canadian beer, demonstrations of products, exhibitions by Canadian artists, and cocktails are all part of this exciting event. Bring your colleagues and friends, exchange business cards and see what Canadian Chamber members are offering in Hong Kong

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

Many applications for Photophone's high-quality images

Hong Kong's first high-definition still image transmission system has been sold by Chamber member Info-Imaging Services Ltd.

The product, called a Photophone, allows a user to transmit and receive high resolution colour images to another Photophone in a matter of seconds. Photophone has now been installed at the Commission for Canada and the United States Immigration and Naturalization Service in Hong Kong, which use the system to do forensic analysis of passports being presented at Kai Tak Airport from their Central offices.

The ability to view objects through the system is seen as a unique selling point for Hong Kong business with production facilities in China and markets in North America or Europe.

Susan Mey, Managing Director of Info-Imaging Services Limited, explains: "We have had increasing interest from manufacturers, where Photophone has applications for both product design and quality control. The image clarity facilitates decisions by managers on whether a particular product quality is acceptable, or whether the prototype meets the original design specifications."

Because of the image quality, Photophone also has important applications in the transmission of medical images for radiologists, specialists, or pathologists.

Info-Imaging Services Limited has distribution rights to Photophone for Hong Kong, China and Indonesia.

Macdonald made Partner at Coopers and Lybrand

Congratulations to Chamber Vice-President and Treasurer Barry Macdonald who has recently been admitted as a Partner at Coopers & Lybrand in Hong Kong. He joined the Coopers & Lybrand's Vancouver office in 1982, was promoted to principal in 1990 and transferred to the Hong Kong firm in that year to set up and lead a Canadian tax division. Macdonald advises Hong Kong individuals that are immigrating to Canada, Asian investors in



Mr. Barry Macdonald

Canada and Canadian and American companies doing business in China, Hong Kong and other parts of Southeast Asia. Macdonald frequently lectures on international tax planning throughout Southeast Asia.

As well as his significant work on behalf of the Canadian Chamber of Commerce in Hong Kong, he is also a member of the Canada-Singapore Business Association and the Malaysia-Canada Business Council. Macdonald is a Canadian Chartered Accountant, a Hong Kong certified public accountant and a graduate from Simon Fraser University in Vancouver.

New GM at Regal Kowloon

Canadian native Douglas A Barber is the new General Manager of the Regal Kowloon Hotel. Barber began his career at the Hotel MacDonald in Edmonton, Alberta in 1973 and has worked for a number of international hotel chains including Delta Hotels and the Hilton Group. He was previously General Manager of the Regal Riverside Hotel in Shatin.



Douglas Barber (left) hands over his job at the Regal Riverside Hotel for the General Manager's position at the Regal Kowloon Hotel.

Name change

Chartered accounting firm Braithwaite Harris & Cadesky has a new name - Braithwaite Harris Cadesky & Chong. Sonja Chong, a partner in taxation, often con-

tributes tax articles to *Canada Hong Kong Business*. Their office is located in Willowdale, Ontario.

Royal Bank of Canada expands service in Asia

The Royal Bank of Canada has announced that it will be expanding the range of services in Asia. The move comes as a result of Royal Bank's recent acquisition of Royal Trust, Canada's second largest trust company.

"While Royal Trust will remain a separate entity in Canada, its international operations are being merged with the private banking business of Royal Bank of Canada," says Allan Taylor, Chairman and Chief Executive Officer.

Operations will be merged in Hong Kong, Singapore and Taipei.

One change includes the establishment of a Hong Kong investment management unit to manage Group mutual funds and the Asia portion of global portfolios. Another is the expansion of trust activities in Hong Kong and the region.

"Asian markets are important to us," says Taylor. "The fast-growing economies of the Asia Pacific region and the links with North America have created new opportunities for us to increase our presence here."

Royal Bank is Canada's leading financial services institution with consolidated assets of more than C\$160 billion.



Allan R Taylor, Chairman and Chief Executive Officer, Royal Bank of Canada.

Calling all Chamber members! We're always on the lookout for interesting story ideas for this section. If you or your company is doing something newsworthy, let us know.

Please contact Heather Doyle at
tel: 526-3207, fax: 845-1654.

THE CANADIAN CHAMBER OF COMMERCE IN HK

WELCOMES
MR PAUL CHENG



Paul Cheng, chairman of Incheape Pacific Limited, spoke to the Chamber on November 29, 1993. His topic was why China should be treated as a series of regional markets rather than one big market of 1.2 billion consumers. Incheape Pacific employs 7,500 people and has an annual turnover of more than HK\$12 billion. Cheng is also chairman of the Hong Kong General Chamber of Commerce.

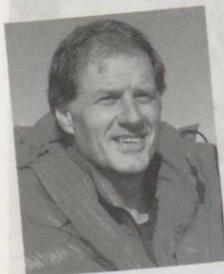


Attending the Mulan Wulun lunch: (l-r) Senior Trade Commissioner Scott Mullin, Chamber President Eliza Chan, Chen Ke Qiang, head of Xinhua's Economic Affairs Department, Guo Weiqiang, Director, Foreign Liason Department, Hong Kong Chinese Enterprises Association, and Huang Xueyi, Xinhua research fellow.



The Canadian Chamber of Commerce in Hong Kong was pleased to welcome **Mulan Wulun**, Deputy Director of the Xinhua News Agency, as a speaker on December 2 at the New World Harbourview. His speech, on the development of trade and economic relations between mainland China and Hong Kong, was delivered to a sold-out house of 185 people.

Adventurous philosophy of John Amatt



For over 30 years, Canadian John Amatt has led expeditions to remote regions of Norway, Nepal, China, Greenland and Arctic Canada. One of his best-known accomplishments was taking part in Canada's first successful expedition to the world's tallest mountain - the 29,028 foot summit of Mount Everest.

Since then, Amatt has founded a unique motivational and educational company One Step Beyond that focuses on "meeting the challenge of change." He spoke to the Canadian Chamber of Commerce in Hong Kong on November 23, 1993.

"Mountains have become a powerful symbol of obstacles we face everyday and what it takes to get to the top," said Amatt.

"If we are to move forward we need to accept challenges and take risks. Adventure isn't hanging on a rope on the side of a mountain. Adventure is an attitude that we must apply to everyday life - facing new challenges, seizing new opportunities," said Amatt.

According to Amatt's adventure theory, climbing mountains or dealing with the tumultuous changes of the working environment in the 1990s involves the same elements: dealing with the unknown, the unpredictable and the uncertain. Finding ways to deal with these challenges means going beyond your comfort zone, said Amatt, as well as a good measure of courage, resourcefulness and endurance.

His talk touched on a number of areas including qualities of global leaders, the role of a positive attitude and preparation to achieve goals.

He also listed nine components of achievement:

- A adaptability
- D desire and determination
- V vision and values
- E experience
- N natural curiosity
- T teamwork and trust
- U unlimited optimism
- R risk-ability
- E energy, emotion and enthusiasm

"All of these characteristics are to be found in peak performing people whether the achievement is climbing to the top of the world or reaching the top in the challenging world of international business," said Amatt, who may have inspired at least a few people in the room to climb a few mountains of their own. ♦

EVERY

Frequent

FLYER

to

CANADA

Should

KNOW

About

CANADIAN PLUS.

If you're flying between Hong Kong and Canada it's time you landed on Canadian Plus from Canadian. The more times you fly, the more points you receive towards free tickets.

So everyone can visit their friends and relatives. Or vice versa. Canadian Plus. Another repeatable ticket offer. From Canadian.

Canadian Airlines International, Room 1702, Swire House, 25 Chater Road, Central, Hong Kong. Canadian Plus 521 2138 Reservations: 868 3123 Fax: 868 4919

Canadian

Now! More 747-400's to Canada and Bangkok.

The following are the Chamber CORPORATE MEMBERS listed in convenient industry categories. If you are looking for a particular product or service, look here first. Support your fellow members.

Accounting/Auditors

Arthur Andersen & Co
C. C. Ho & Company
Coopers & Lybrand
Deloitte Touche Tohmatsu
Ernst & Young
Kenny Tam & Co
McCabe Lo & Company
KPMG Peat Marwick, CPA
Price Waterhouse

Advertising/Public Relations/Marketing
PRISM

Architecture/Engineering/Urban Planning

Blewett Dodd Ching Lee Ltd
Four Gay Engineering Co Ltd
M. Moser Associates Ltd
Meco Engineering Ltd
S.Y. Engineering Company Ltd
Wang Tak Engineering & Shipbuilding Co
Zeidler Partnership International Ltd.

Banking/Investment/Financial Services

Allied Capital Resources Ltd
AmeriTax Plux Ltd
Bank of Montreal
Bill Lam & Associates Ltd
Burns Fry Pacific Ltd
Canadian Eastern Finance Ltd
Canadian Imperial Bank of Commerce
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
The 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

Education

S.E.A. Canadian Overseas Secondary School

Electronics

Chubb Hong Kong Limited
Chung Mei Industries Limited
The Refined Industry Co Ltd
Great Wall Electronic International Ltd.

Distributors/Retailers

Duty Free Shoppers Hong Kong Ltd

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
LEP International (Far East) 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

Alan Lam & Norris Yang
Globex International Group Ltd
R.M.G. Immigration Consultants (HK) Ltd

Insurance

CIS Insurance Brokers Ltd
Jardine Insurance Brokers Ltd
Laurentian Asia Ltd
Lombard General Insurance Ltd
Manulife Financial
New World Indosuez Insurance Service Ltd
Sunlife Assurance Company of Canada

Jewellery/Watches

Swissam Ltd

Legal Services

Alan Lam & Norris Yang
Baker & McKenzie
Deacons
Goodman Freeman Phillips & Vineberg
Jewkes & Partners
Johnson Stokes & Master
McMillan Bull Casgrain
Osler Renault Ladner
Smith, Lyons, Torrance, Stevenson & Mayer
Stikeman, Elliott
Tory DuCharme Lawson Lundell
Weir & Associates

Machinery/Parts

Lamko Tool & Mold Consulting (HK) Co Ltd
Watfield Technology Limited

Management & Business Consultancy

Arthur Andersen & Co
Commence Company Ltd
Kenny Tam & Co
Kieran International Academy Ltd
KPMG Peat Marwick, CPA

Learning System International (HK) Ltd
McCabe Lo & Company
Pacific Rim Ventures Ltd

Manufacturing

City Toys (Canada) Ltd
DHJ Industries (Far East) Ltd
Elcombe Asia Ltd
Fairform Manufacturing Co Ltd
Kentfull Furniture Manufacturing Ltd
Northern Telecom (Asia) Ltd
Summer Metal Products Manufacturing Co Ltd
Swank International Manufacturing Co
The Refined Industry Co Ltd
Tingtai Wahchong Metal Mfy Ltd

Marine Transport & Services

Fairmont Shipping (HK) Ltd
Jardine Shipping Agencies (HK) Ltd
Teh Hu Enterprises Ltd

Metals/Minerals Products & Equipment

Alcan Asia Limited
Inco Pacific Ltd
Shiu Wing Steel Ltd
Watfield Technology Limited

Office Equipment & Services

Central Executive Business Centre

Personnel Search & Training

Affirm Master Ltd
Anthony Au & Associates Ltd
Brace Services
Pacrim Recruiters (HK) Ltd

Printing/Publishing/Paper

BusinessWeek International
GTE Directories (HK) Ltd
Hong Kong Prime Printing Co Ltd
The Asian Sources Media Group

Real Estate/Property Development

Clifford Investment Co Ltd
Henderson Land Development Co Ltd
Park Georgia Realty (HK) Ltd

Telecommunications

BT (Hong Kong) Ltd
Canac International Inc
Hong Kong Telecommunications Ltd
Hutchison AT&T Network Services Ltd
Hutchison Telecommunications Ltd
Northern Telecom (Asia) Ltd
Valiant Enterprises Ltd

Trading Companies (29)

Alcan Asia Ltd
Amsua Trading Co Ltd
Arnhold & Co Ltd
Canada Packers (HK) Ltd
China Merchants Developments Co Ltd
Global International Forwarding Ltd
Hay Nien Company Ltd
Hutchison Whampoa Ltd
Kin Chung (S.L.) Co Ltd
MacMillan Bloedel (Asia) Ltd
Panalpina (HK-China) Ltd
Sun Ming Hong
Swissam Ltd
Tingtai Wahchong Metal Mfy Ltd

Transportation

Bombardier Inc Canadair Aerospace Group
Canadian Pacific Railway
Canadian Airlines International Ltd
OOCL (HK) Ltd
United Airlines



Through the
Canadian Commission's door
you'll discover a world of choice.

Our advisory services can provide you
with a profitable introduction to buying and
investment opportunities in Canada.

We're Canada's front door.... Right here in Hong Kong.

THE CANADIAN
TRADE COMMISSIONER
AT YOUR SERVICE

COMMISSION FOR CANADA

13/F., Tower 1, Exchange Square, 8 Connaught Place, Hong Kong.
Telephone: 5-8104321 Telex: 73391 (DOMCA HX) P.O. Box: 11142 G.P.O.

Canada 

CIBC



- DOCUMENTARY CREDITS
- FORFAITING
- PRIVATE INSURANCE
- EXPORT CREDIT AGENCIES
- CAPITAL MARKETS
- ADVISORY SERVICES
- SYNDICATION

EXPORT & TRADE FINANCE

Toronto
Neil Rennie
Tel: (416) 861-3478
Fax: (416) 363-4782

New York
Michal Hendrych
Tel: (212) 856-3741
Fax: (212) 856-3750

Hong Kong
PH Mak
Tel: (852) 841-6238
Fax: (852) 845-9218

Taiwan
Lawrance Liang
Tel: (8862) 719-2338
Fax: (8862) 719-5996



Canadian Imperial
Bank of Commerce

Nominated by
Trade Finance Magazine
"Best Canadian Bank
for Export and
Project Finance"

