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*Hong Kong, and the Asian countries of the Pacific rim, have recently been the focus of a great deal of activity from Canada. Three provincial premiers, Bill Davis of Ontario, Peter Lougheed of Alberta and Grant Devine of Saskatchewan visited the colony and neighbouring territories in bids to boost exports and attract investment. Federal International Trade Minister Gerald Regan was also here in May for the same reasons. The potential that Canadians see in the Hong Kong market is further highlighted by Canadexpo '84, a solo Canadian trade show which will take place in May next year. The interest in Hong Kong in particular and the region in general is part of a Canadian effort to boost exports worldwide with the Pacific rim being seen as the market of the future, second only to the major US market. The export drive has been boosted by the formulation of a new trade policy, and last month was designated as Canada's export month. The seven separate sections of this issue's cover story link the general Canadian export effort with the visits to, and activities in, Hong Kong.*

## COVER STORY

# Scope for Hong Kong, Ontario Joint Ventures

*By Michael Newlands*

**A** call for Hong Kong companies to diversify into Ontario was made by the Canadian province's premier, William Davis, in a speech to the Canadian Business Association.

In the wide ranging speech Mr. Davis, making his second visit to Hong Kong in 12 years as premier, pointed out that Ontario is the colony's largest trading partner in Canada and has absorbed more immigrants from Hong Kong than any other Canadian province.

He made an analogy between Ontario and Hong Kong, saying that they are both gateways to larger markets with Hong Kong serving Southeast Asia and China

while Ontario's strategic location in the centre of Canada makes it the gateway "to the entire North American consumer and industrial market."

Recognized as one of the most successful politicians in Canada today, Mr. Davis has spent most of his adult life in politics with the Progressive Conservative government which has ruled Ontario solidly for 40 years, and his repeated successes at the polls have shown that he is still popular with the public. At the last election in 1981, when the recession was causing high unemployment and crippling interest rates, the polls showed that his personal popularity was well ahead of his party's.



However, the province, at least in percentage terms, has lost ground both in international and Canadian terms.

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***Ontario has absorbed more immigrants from HK than any other province.***

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On the international front, Ontario's share of world trade dropped from 4% in 1970 to 2.5% in 1981. Ontario had the highest per capita income in Canada in 1970, but had dropped to fifth spot by 1981 with Alberta having taken over the top spot. While Canada had an overall trade surplus in 1981, Ontario had a deficit of C\$8.9 billion. However, according to one commentator: "A general decline in Ontario's relative economic performance compared to the rest of Canada in recent years has not served to detract from a feeling of prosperity."

The main problem facing Mr. Davis is to revitalize the mature manufacturing industry, which accounts for almost half of the province's output. His strategy, according to the Financial Times, is to encourage a growing high technology industry, the use of industrial robots in the traditional manufacturing industries, and an increase in the manufacture of goods

now imported into the province.

Following are extracts from the more important parts of Mr. Davis' speech covering both future developments within Ontario and links with Hong Kong:

**O**n Hong Kong's future: "Since my last visit to Hong Kong, I have noticed an increasing interest on the part of Canadians in the development of ties. The reasons for this interest are readily apparent. First, this region has experienced phenomenal economic growth on a sustained basis and second, this growth has generated new and long-term opportunities for two-way trade and investment in which we are seriously interested.

"We are also interested in ongoing negotiations regarding the future of the territory. Let me simply state that we in Ontario are confident that the matters at issue can and will be resolved and that Hong Kong will play an important role in the international marketplace for years to come."

**O**ntario's growth plans: "Accounting for nearly 40% of Canadian economic activity, Ontario's economy is the largest of the 10 provinces. The more than 14,000 firms operating in our province account for over a half of all manufacturing activity in Canada and are responsible for three quarters of Canada's manufactured exports.

"Because of this dependence on trade for economic growth and continued prosperity, our province has developed a

comprehensive trade plan aimed at doubling our export sales to C\$60 billion by 1987. Our strategy is to work with the private sector to build on our product strengths, particularly in high technology and capital goods, and apply these strengths to both our core and growth markets. As such, Hong Kong and the entire Southeast Asian region are of paramount importance to Ontario."

**J**oint ventures in surrounding markets: "Hong Kong's status as a regional centre, expertise in organising capital ventures, strong entrepreneurial skills and its standing as one of the world's major financial centres will insure the territory a major role in the modernisation programmes of China and many South-east Asian nations. These factors make Hong Kong a strategically important base from which to consolidate and launch joint commercial and capital ventures in surrounding third markets.

"For while your abilities are considerable, there will also be a need for outside expertise in a number of fields. This involvement may range from helping to build up the basic infrastructure — from planning and constructing roads and railways, supplying urban transportation and telecommunications systems and developing major power projects — to refining the existing infrastructure in the more developed economies. This is where Ontario may be able to make a vital contribution as our companies are well equipped to handle each of these needs."

**A**ssisting technology development: "As Hong Kong diversifies its economy and upgrades existing industries to produce a wider range of complex, technology-intensive goods, Ontario companies stand ready and fully able to assist in this process. The fact that several Ontario-based high technology firms such as Mitel, Northern Telecom, AES Data and I.P. Sharp are also established in Hong Kong attests both to their international competitiveness and to the vast opportunities this market offers."

**T**wo-way trade: "Canada already imports three times the amount of goods from Hong Kong that we export in return, and is Hong Kong's largest growth market. In the first five months of this year alone, Canada's purchases jumped by 34 percent over the same period as last year."

"Of the nearly C\$700 million worth of goods Canada imported from Hong Kong in 1982, over one half were purchased in Ontario. Thus, Ontario represents one of the top ten markets for the output of Hong Kong's industrial centres in addition to serving as a prime gateway to the United States. I would suggest, therefore that Ontario represents a choice location for the diversification initiatives for Hong Kong firms." ■



*Ontario Premier Bill Davis with Canadian Commissioner to Hong Kong Maurice Copithorne.*



# Lougheed in Asian Five-week Fact Finding Mission

By Chris Sharp

A three day stop over in Hong Kong was on the agenda for Alberta Premier Peter Lougheed when he concluded a five-week fact finding mission through Asia, aimed at strengthening trade and investment ties between his province and the Pacific Rim.

In Hong Kong Lougheed met with leading members of Hong Kong's foreign and Canadian financial and business communities who are active in promoting trade and investment from a wide area, including SE Asia and China.

Outlining the objectives for the Hong Kong visit at a lunch with members of these communities on Sept 16, Lougheed stressed the importance of current investment opportunities for Hong Kong companies in Alberta's economic development. He highlighted the province's specialist capability in offshore project supply in the South China Sea.

In a speech which detailed the progress of both Canada and Alberta's economic recovery, Lougheed focussed on the province's free-market character and its non-restrictive foreign investment structure in an appeal for continued and expanding investment relations between Alberta and Hong Kong where, he stated: "There is a common thread of entrepreneurial spirit and international perspective".

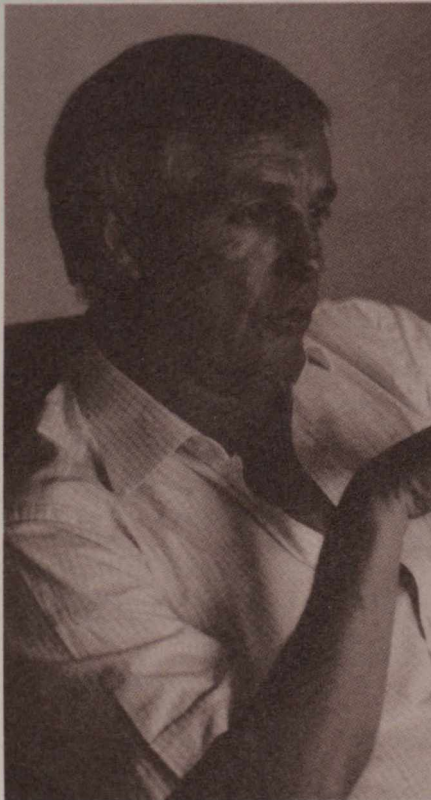
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***"There is a common thread of entrepreneurial spirit and international perspective."***

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Moving on to summarise findings from his earlier visits to Japan and China, the Premier declared that there was considerable room for expansion and development in these markets, and emphasised the importance of Alberta as a prime resource-owning area with expertise in the fields of agriculture and oil, natural gas and coal.

Lougheed described Japan as "fascinating and challenging" and was impressed with the effective interaction between business and Government. With a current 98% of Alberta's 'Canola' oil going to Japan, Lougheed highlighted the challenge for future industrial development in this area. He had earlier described the country as "probably one of Alberta's most promising markets for expansion over the long term".



*Alberta's Peter Lougheed.*

In an earlier comment to the Canadian press, Lougheed quoted the example of Alberta's Gregg River Mine — 60% Canadian and 40% Japanese owned — as an "exemplary case" in foreign investment.

## **Wheat exports**

Commenting on his extensive 18-day visit to China — "a longer visit than most political leaders from North America make", as the Premier pointed out — he noted trade obstacles such as the complexity of the market and the difficulties in identifying decision-making processes.

However, he stressed the sound relations between the Canadian and Chinese Governments and added that "there are opportunities for Alberta to expand its agricultural trade and use its oil and gas technology".

He mentioned the development of the special relationship between his province and Heilongjiang — the first such agreement signed between a Canadian and Chinese province — as an example of commitment to increased development in the areas of energy, agriculture, forestry, trade, culture, education and sports and

reaffirmed the importance of this unique relationship for Alberta's long term international market development.

Lougheed had earlier held meetings in China with senior officials including Jian Jiyun, vice-premier of economics. Discussions were also held with the respective ministers of foreign affairs, petroleum and agriculture as well as the head of petrochemicals and offshore exploration.

On agriculture, Lougheed noted that 50% of Alberta's wheat exports go to China and that Canada supplies one-third of all Chinese wheat imports. In a comment on the complexities of China trade, he said: "One public policy decision could be made by the Central Government to affect that trade". He went on: "We don't think it will; we've received assurances that it wouldn't, but it gives you some idea of the magnitude of what's at stake".

## **Joint benefits**

Lougheed had earlier commented on the existing export potential in the field of malting barley as China increases its consumption of beer. He also observed that opportunities to sell breeding cattle could exist in the future under impending new trade provisions.

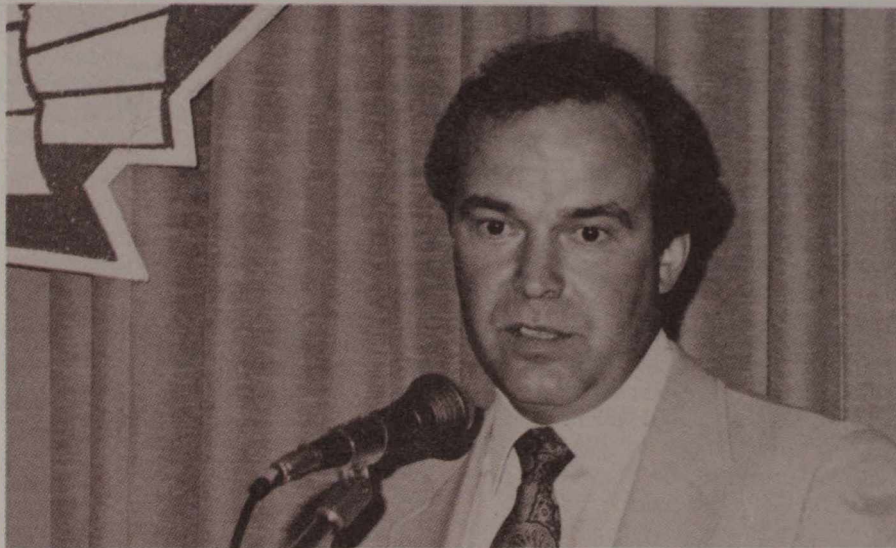
During his visit Lougheed also observed the traditional courtesies of gift-giving with examples of painting, sculpture, blown-glass and pottery from his home province. A bundle of hand puppets were also in evidence among the 30 boxes of gifts that accompanied him at the start of his trip. These were for presentation to children of the Third Middle School in Heilongjiang, Alberta's sister province in China.

Commenting on foreign investment prospects, Lougheed told Hong Kong business leaders of his belief in the benefits of investment for both Alberta and Canada, and predicted a change in the general viewpoint of his country on this issue. He forecast significant developments in Canadian public policy in the future aimed at reducing limitations and obstacles on investment, and went on to emphasise the joint and mutual benefits gained by a positive attitude and encouragement of foreign investors.

In concluding his speech, the Premier told his audience that he saw a "beautiful future" for Canada, and predicted continued strong economic growth for both his country and his province. ■



# Saskatchewan Offers Food and Technology



Grant Devine, the Premier of Saskatchewan.

**S**askatchewan province in Canada plans to sell more food and technology to Hongkong to improve its trade balance.

This was stated by the Premier of Saskatchewan, Mr. Grant Devine.

Among many items, he expressed keen interest in selling Canadian beef which he described as "high texture and not grass-fed beef."

Canada is suffering from a significant deficit in its trade with Hongkong.

Last year, Hongkong imported HK\$1,120 million worth of products from Canada while total exports from Hongkong to Canada including re-exports totalled \$2,994 million.

Mr. Devine said he was exploring opportunities to expand trade and develop joint ventures with Hongkong, but he declined to disclose details.

He said that there was "considerable interest" in Hongkong to consume more products of Saskatchewan, to invest in Saskatchewan and to develop joint ventures in both areas.

Switching to his China trip, Mr. Devine said he was negotiating twinning arrangements with the Jilin province in North-eastern China.

He added that Saskatchewan was trying to find out the market potential of Jilin and plans to sell technology and machineries.

He hoped officials from Changchun, Jilin's capital city, would visit Saskatchewan early next year and hopefully the twinning arrangement could be formalised by that time.

In addition, he said Saskatchewan's three-year potash agreement with China would come to an end this year and they were negotiating a new contract.

Saskatchewan sold about 700,000 tons of potash to China per year and Mr. Devine said they were aiming for more.

He said some of his delegates were still in China studying areas of possible co-operation with Jilin.

Saskatchewan could help Jilin in the areas of rural electrification, communication, vegetable production, health care technology and possibly heavy oil processing, he said.

In addition, he said he was optimistic about Hongkong's future although he had not discussed the 1997 issue with senior Chinese officials.

He said he saw no reason why foreigners would not invest in Hongkong when they were pumping hundreds of millions of dollars into China.

Grant Devine was elected leader of the Progressive Conservative Party of Saskatchewan in 1979 and became Premier of Saskatchewan on April 26, 1982.

Mr. Devine was born in Regina, Saskatchewan in 1944 and attended the Universities of Saskatchewan and Alberta where he studied agricultural science and business administration. In 1976 he obtained a Doctorate in agricultural economics at Ohio State University. He has been actively involved in a family farm and taught agricultural economics at the University of Saskatchewan.

The Province of Saskatchewan is the

middle province of Canada's three prairie provinces. It is bordered by Manitoba on the east and Alberta on the west. Today, Saskatchewan's economic structure is undergoing profound changes. From an agricultural economy, it is changing to one in which non-agricultural industries contribute over 50 percent of the Province's commodity production. Still, agriculture remains the largest single industry.

Changes were brought by the discovery of oil in the post-war era followed by the discovery of potash, (50 percent of known world reserves), helium, uranium and by the production of natural gas. Diversification of Saskatchewan's economy was also enhanced considerably by the service and the manufacturing sectors, particularly in food processing, farm machinery and oil-related manufacturing facilities.

Saskatchewan is Canada's only province where the majority of the population does not have British or French cultural backgrounds. The population of 981,000 in 1982 has a variety of ethnic inheritances — German, Ukrainian, Scandinavian, Native Indian, Dutch, Polish and Russian as well as British and French. ■

## Canada's New Trade Policy Highlighted

By Gerald Regan

**I**t gives me the greatest pleasure to be able to take this opportunity to address you following my May visit to the colony.

I must say that I find the appearance of this newsletter's first issue to be well-timed indeed, coming, as it does, so soon on the heels of my Governments issuing a master trade policy paper which outlines the

framework which will guide our trade relations through this decade.

Before saying a few words about the policy itself, I would like to say that I think it is one which you will find easy to understand and that it is one with which you would agree.

While it does call for increased ties with



our largest trading partner, the USA, it also urges us to seek out trade opportunities with countries all around the globe.

I want to emphasize that, in my view, the countries of the Pacific rim are among the most promising in the world for expanding trading links with Canada. Our trade policy for the 80's is above and beyond all else, a statement affirming the importance of international trade to Canada and Canadians, underlining the importance of this sector to our economy and encouraging Canadian companies to get on the export bandwagon.

The broad objectives of Canadian trade policy can be briefly summarized as follows:

The development of a stronger, more efficient, productive, competitive, and non-inflationary domestic economy, with increased employment opportunities benefitting Canadians from all regions of the country.

The promotion of a more stable and open international trading environment within which Canadian and foreign firms alike are encouraged to plan, invest and grow with confidence.

The fundamental message of the review is that the open trading system continues to be the best and most practical option available to enable Canadian producers and consumers to benefit and to improve their standard of living.

As a major trading country with limited political clout it is important that we assert our rights and observe our international obligations on trade, not to be "a better boy scout" than others but to ensure that efficient Canadian producers continue to operate in a predictable climate and not a law of the jungle in world trade. To this end the government will:

A) Give first priority to efforts to strengthen the multilateral trade and

payments system (to broaden both its scope and its discipline).

B) Seek to ensure that foreign laws, regulations and practices do not adversely affect access to export markets of Canadian producers.

C) Exercise fully Canada's right under bilateral and multilateral trade agreements so as to safeguard access to export market.

D) Work more closely with Canadian producers and provincial governments to search out and to develop new export markets and to derive maximum potential from existing markets.

E) Expedite new legislation intended to ensure that Canadian producers benefit fully from Canada's rights under international agreements to deal with unfair and injurious imports. It is the Government's belief that Canada's procedures for dealing with such imports should be as responsive, efficient and effective as those of our major trading partners.

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***"The message of the review is that the open trading system continues to be the best."***

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One of the hardest political choices of all involves decisions to provide relief or respite to beleaguered Canadian industries. The judgments are particularly difficult in times of high unemployment.

Protectionist actions can carry a heavy price for consumers and exporters and short-term palliatives may only delay necessary adjustment for non-competitive industries and delay even further necessary shifts in priorities and in investment.

Nevertheless, there are occasions when extraordinary measures are required, at

least temporarily, to maintain employment or to permit vital sectors of the economy to adjust to increased competition.

The review offers neither easy answers nor individual prescriptions.

It suggests that we rely on the tariff and on an effective safety net of contingency protection within a generally accepted international standard, i.e. similar to that of our competitors, but that we avoid breaking new ground on protectionism, that we accept the longer-term objective of removing restrictions and that we allow and facilitate necessary adjustment.

A radical shift in the Canadian trade policy framework is neither warranted nor practical. There are no magic alternatives to the open multilateral system which has guided Canadian trade policy and performance in post-war years and which provides a basis on which bilateral trade relations are conducted. This system, embodied in the GATT, has served Canada well.

We need only look at the dramatic growth in our exports and the increasing contribution of trade to our GNP as evidence of the benefits to the Canadian economy of the agreed multilateral rules.

They give us improved access to export markets and the certainty and predictability which the private sector needs in making investment decisions.

We stand to gain through efforts to strengthen both the capacity and the credibility of the system. We stand to lose if actions are taken which weaken or undermine its principles.

It is not a matter of choice but of sheer necessity for Canada. In a one-on-one trade world, we would be at a decided disadvantage with larger trading partners.

The basic conclusion is that we can do better in ensuring that our practice is within this framework and that we need to do more through multilateral and bilateral channels simply to preserve our existing stake in trade.

In summation, you could say that the government's decision to undertake a comprehensive review of Canadian trade policy underlines the priority which this government attaches to a strong trade performance.

Exports have been, and will continue to be, one of the main engines of growth and job creation in the Canadian economy. Canadians need to appreciate more fully that exports are the key to further economic development and that continued export success will depend on Canadian producers being competitive and productive and seeking out new markets around the world. The results of this review of trade policy provide a framework of basic trade policy principles to guide future decision-making. ■

*Gerald Regan is the Canadian Federal Minister of State for International Trade.*



*Gerald Regan shares a joke with financial Secretary Sir John Brembridge.*



## Canada Month in Hong Kong at Expo '84

**C**anadexpo 84, a solo Canadian trade show will highlight activities during Canada Month in Hong Kong.

This show which is expected to attract exporters from a wide variety of industry sectors including electronic equipment, data processing soft and hardware, processed food products, construction equipment and material, will take place in the Hong Kong Exhibition Centre from May 17-20.

### Student help

The Canadian University Association has agreed to recruit from Hong Kong students studying in Canada, a group of students to assist at the show and related events. Where possible the students recruited will be familiar with the products

of the company to which they will be assigned.

### Art sales

Other events scheduled include: May as Canada Food Month at the Hilton Hotel; Canadian Club of Hong Kong will organize a show of ladies fashion of garments and fur supported by Shui Hing and the Hong Kong Fur Manufacturers Association; a major tourism industry promotion involving as many as 30 tour operators and wholesalers from Canada and from 60-80 key travel agents from the region to convene at Hong Kong for a two-day meeting; a showing and sale of Canadian painting and other art forms and the appearance at the City Hall of Le Grands Ballet Canadiens from Montreal, May 29-30. ■

## Busy Agenda at Pacific Rim Conference

**T**he Third Pacific Rim Opportunities Conference (PROC III) was held in Calgary on October 5-7, 1983. Sponsored by the Pacific Basin Economic Council, the Conference brought together senior businessmen and government officials from Canada and the countries of the Pacific Rim.

### Seminars

From Hong Kong, the Executive Director of the Hong Kong Trade Development Council, Mr. Len Dunning and the Canadian Senior Trade Commissioner conducted seminars on the following industry sectors: agricultural, food and fisheries, mining, metallurgy and forestry, energy and chemical products, general manufacturing, hitech products and services. There were further sessions on Canada as a market for Hong Kong imports.

Mr. Fred Peacock, Alberta Agent in Hong Kong also attended the Calgary meeting and participated in the Hong Kong seminar on energy and chemical products.

The conference's opening session heard an address on the recent development in the Pacific Basin by Mr. Derek Davies, Editor of The Far Eastern Economic Review.

### Chairman

The Conference was chaired by Mr. Bob Blair, President and Chief Executive Officer of NOVA, An Alberta Corporation, and also heard addresses from Gerald Regan, Minister of State (International Trade) and the Premier of Alberta, Peter Lougheed. ■

## Export Trade Month for Canada

**T**he decision to designate October as Canada Export Trade Month was made at the last federal-provincial trade ministers' conference, and it was launched by Gerald Regan, the minister for International trade.

"Canada's Export Trade Month is a cooperative venture involving business and the federal and provincial governments", he said. "It is intended to increase the understanding and awareness of the general public as well as the business community to the importance of external trade to our national economy".

### Major events

More than 250 events were scheduled across the country during the month which were linked one way or another with export trade, ranging from major international events such as the Third Annual Pacific Rim Opportunities Conference to local and regional events featuring local business people.

*"Canada's export trade month is a cooperative venture involving business and the government."*

At the launch the Minister announced the establishment of a Trade Information Centre. The Centre is located on the Ground Floor of the Pearson Building in Ottawa and is available to business people across the country interested in export prospects through a special number: 1-800-267-8376. "This will provide information on a full range of support services offered by government for exporters and potential exporters", Mr. Regan said. The Centre went into operation on October 11.

In addition, the start of an export trade newsletter was announced by the Minister. This will contain information on such things as trade fairs and exhibitions, changes in foreign regulations which may affect Canadian exporters, trends in policy development in overseas market nations, and pending initiatives by Canadian governments. ■



# New Commissioner Aims at Increasing Mutual Understanding

By Victor Chan and Michael Newlands

Canada's new Commissioner to Hong Kong, Maurice Copithorne, is a veteran of the region having served in Beijing, Saigon and Kuala Lumpur and visited Hong Kong on numerous occasions since the late 1950s.

In all he has served about eight years in Asia, more time than he has spent anywhere else abroad, and he says that it is an area that he can almost call home. His domestic posting, prior to coming to Hong Kong last month, was Assistant Under-Secretary for State for External Affairs for Asia and the Pacific, Department of External Affairs in the Federal Government. As such he has been closely in touch with Hong Kong and the region following a break from Asian dealings when he was Ambassador to Austria from 1979 to September 1982.

Married with two sons, the Commissioner was born in Vancouver, British Columbia on July 3, 1931, and was educated at the University of British Columbia where he was awarded BA and LLB degrees. He was called to the Bar in 1956 and a month later joined the Department of External Affairs as a foreign service officer.

In between overseas postings he served in various legal and legal advisory positions with the Federal Government apart from a two year stint as a Fellow in the Center for International Affairs at Harvard University. He was appointed Queen's Counsel (QC) in January, 1981.

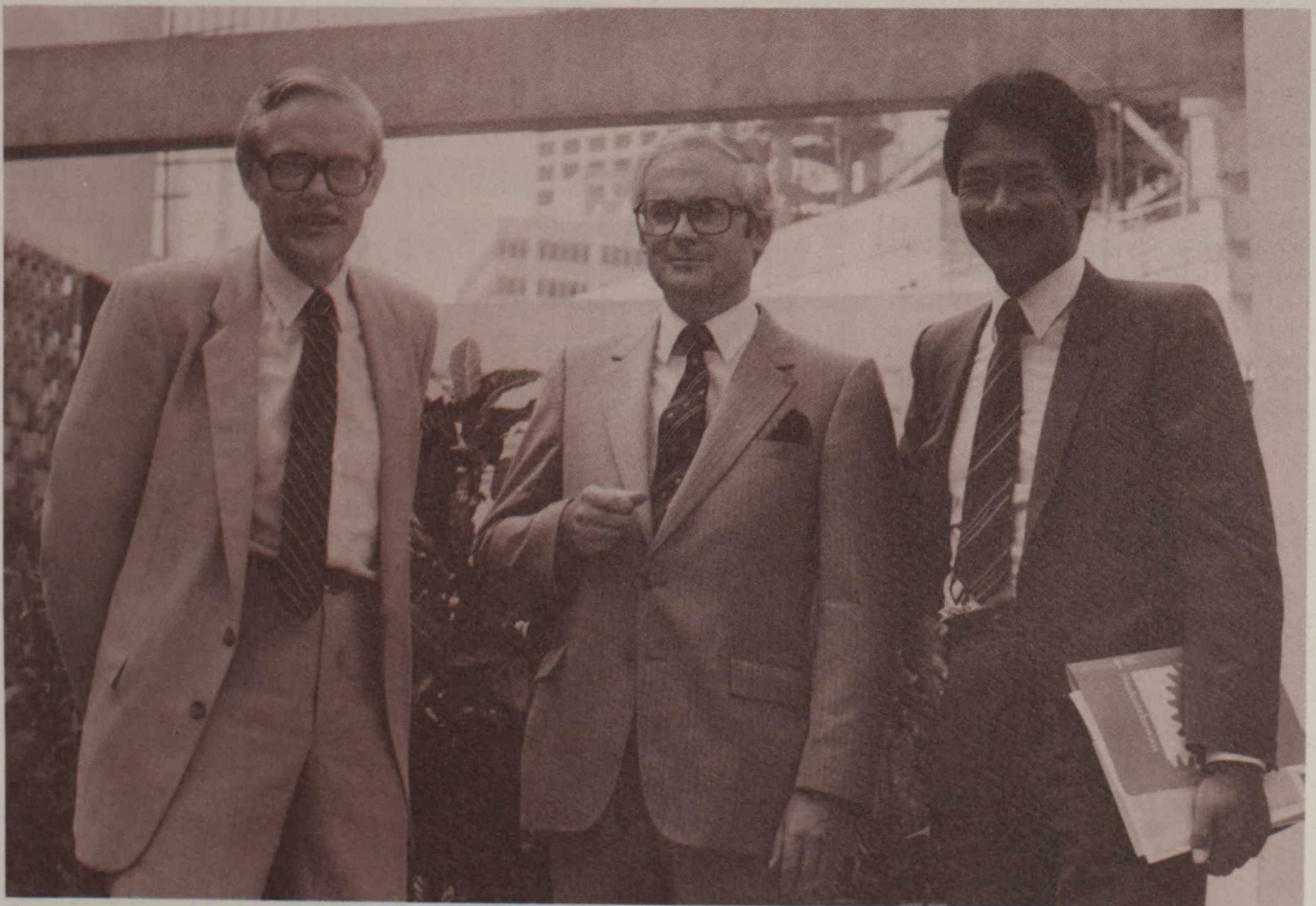
Improving the already healthy trade between Hong Kong and Canada, and increasing the understanding of each

others way of life, culture and customs appear to be among the main priorities of the new Canadian Commissioner to Hong Kong, Maurice Copithorne.

In an interview with Canada Hong Kong Business, conducted shortly after his arrival about a month ago, Mr. Copithorne covered several areas of mutual interest and dwelt on steps being taken to bring Hong Kong in particular, the region in general and Canada closer together.

Explaining the functions of the Commission office in Hong Kong he said that they were threefold with immigration being the largest section. Secondly there is a "strong and growing" trade promotion programme which incorporates a recently arrived tourism officer.

The third area was described by the Commissioner as general relations activities,



Commissioner Copithorne (left) with CBA President Jim Lawire and editor Victor Chan.



an increasingly important part of which is bringing information on Canada to Hong Kong partially through a cultural programme. "I hope that through support for this programme we will be able to bring the people of Hong Kong a better understanding of Canada's cultural richness and diversity," he said.

When asked about export financing, Mr. Copithorne said that this was an important topic, and when he accompanied Prime Minister Pierre Trudeau on a trip through the region last January he had realised that Canada should become fully competitive in this regard. He pointed out that it is difficult to apply a general solution and that every sector, and if possible every project, should be looked at separately.

He felt that any commodity should be sound in terms of quality and pricing before it could qualify for export financing. Talking about large construction projects that are upcoming in Hong Kong, Mr. Copithorne said that Canadian firms might wish to get involved and that: "We will make sure that these firms will not be placed at any disadvantage on account of export financing provisions."

When it was put to him that there had been suggestions that small companies in Canada interested in export markets should form cartels in order to be more trade competitive he noted that in his experience from his own discussions with small businessmen he had not found this to be a problem, providing that they could find a niche in the market in which their products could become competitive in their own right; and work on that niche with the support of federal and provincial government representatives.

On a more general topic the Commissioner said that in his previous assignment he had developed a philosophy about the countries of the Pacific rim. "We were very excited about our work and thought that the golden age of the Pacific was on us. We felt that Canadian businessmen had set the lead here with really fantastic progress in trade with the Pacific rim countries."

He said that he and his colleagues had regarded it as their primary task to sensitize Canadians in other walks of life about the importance of the Pacific to Canada and the need to look across to the Pacific, particularly as it was clear that the next century could well belong to the Pacific rim. As a result a number of programmes have been launched in Canada to improve the communications flow about the Pacific rim in general and several important countries, including Hong Kong, in particular.

The recent and forthcoming visits by provincial premiers and federal cabinet ministers is an indication of the importance that Canada places on Hong Kong, according to Mr. Copithorne.

Two new initiatives, the Asia Pacific

Foundation and the Pacific Economic Cooperation Conference were described enthusiastically by the Commissioner who said that they were both "alive and very healthy."

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***"We were very excited about our work and thought that the Golden Age of the Pacific was on us."***

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A 15-member founding committee consisting of people from the business, academic and cultural spheres was appointed to get the Foundation started in March this year by the Prime Minister. The members of the founding committee are people who already have dealings with and an interest in Asia and the chairman has recently been on a familiarization tour of Hong Kong.

The foundation is intended to work in areas where it is inappropriate for the government to get involved and while the committee has until next spring to report on how the Foundation should be structured and financed — with the government having pledged to match the amount of capital raised from private sources — the Commissioner had some suggestions.

He said that a business council could be

established which could, among other things, provide language training to give a better environment for businessmen to acquire the language of the country in which they are going to be living. Another function could be to provide better in-depth news coverage of Asia in Canada, possibly by bringing Canadian newsmen to Hong Kong and other countries in the region on familiarization tours.

The Pacific Economic Cooperation Conference was described by Mr. Copithorne as being: "As yet an idea with no agreed form or constitution." The conference initially began as a seminar in Southeast Asia with businessmen, academics and government servants meeting in a private capacity to discuss greater economic cooperation in the Pacific basin.

The last conference was held in Bangkok in May, 1982 and a series of task forces were established to look at means of cooperation in a wide range of fields. They will be reporting back to another full scale conference in Bali later this month, with next year's meeting scheduled for Seoul in October.

Concluding the interview, the Commissioner said that the economic relationship between Canada and Hong Kong is prospering and continuing to grow and he sees his task as assisting this progress by overcoming obstacles and improving communications. ■

## FEATURE

# Hong Kong Chamber of Commerce Boosts Two Way Trade

By J.D. McGregor

**D**uring my years with the Commerce and Industry Department of the Hong Kong Government, I visited Ottawa to discuss the perennial problem of textile imports into Canada.

I was impressed by the efficiency of that part of the bureaucratic machine with which I had contact, particularly the branch which was responsible for national statistics and their evaluation.

This was able to present a strong statistical case for some restriction on imports of certain Hong Kong textiles. It also produced some interesting statistics on immigration of Chinese people from Hong Kong.

During subsequent visits over the years to Vancouver, Toronto and Montreal, I saw for myself the very large numbers of Canadian citizens of Chinese Hong Kong origin. At one stage I visited McGill

University to find a surprising number of Hong Kong students.

In recent years, I have spent happy times in Canada with Chinese friends and relatives by marriage. All testify to the ease with which they have settled down and made their way in their chosen country.

I was astonished, for example, to learn that there are over 110,000 Hong Kong Chinese in Greater Vancouver alone making up perhaps 10% of the population in that area. Edmonton, Calgary, Winnipeg and many other Canadian cities have large Chinese sectors within their ethnic breakdown.

What is the attraction of Canada to Hong Kong Chinese people? Such a question is cast too narrowly since Canada has been a haven of hope for two centuries for those looking to a new horizon and new opportunity.



It is after all the case that virtually all of Canada's present population is derived from peoples of other lands and continents.

With such a background, it is not surprising to learn that Canada has maintained a more open door than most other countries to immigrants who have continued to provide Canada with new infusions of character, investment, ideas and culture.

To the visitor, Canada is a Kaleidoscope of colour, nature and custom, a never ending natural Disneyland in which the Canadian people are friendly, responsive and of course proud of their country and developing heritage.

During my eight years with the Chamber, I have had very wide connections with Canadian business. Again I have been surprised to see, especially in recent years, the extent of Canadian business contact and promotion in Hong Kong, much of it conducted through the services of the Canadian Commission and the offices here run by the Provincial Governments.

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***"I have been surprised to see the extent of Canadian business contact and promotion in Hong Kong."***

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The Chamber itself, as Hong Kong's largest trade association, deals with many trade and other enquiries from Canadian companies. Our computer delivers the information that we have on record 235 member companies and 342 non-member companies, a total of 577 Hong Kong companies which have obtained Chamber certification for exports to Canada during the last two years. Most of them export to Canada regularly.

It is to Canada's credit that, other than textiles, no other Hong Kong products are presently restricted on entry into Canada despite strong lobbying by Canadian industries for some degree of temporary protection during the most serious recession since the late 1920's.

Hong Kong traders must be grateful that this is so since we have little real leverage to seek strict application of GATT principles to our international market access rights. I believe it is also true to say that, even in the case of textiles, Canada absorbs a higher proportion of imports to consumption than any other developed country.

Canada is clearly becoming more aware of the trading opportunities in and through Hong Kong and is doing a good deal about it. I can confirm that the General Chamber will always do what it can to promote two-way trade and investment. ■

*J.D. McGregor is the Director of The Hong Kong General Chamber of Commerce*

# Trade Gap Slowly Closing as Canadians Increase Exports

*By Hamish Macleod*

**H**ong Kong depends so heavily on trade — for example, about 90% of our manufactured products are exported, and we rank 18th among world trading nations — and on an open market, anti-protectionist stance that thinking in bilateral terms of the trade relations between Hong Kong and Canada does not come naturally to us.

To put it crudely, we buy from whatever country offers the best value for money, and sell to whoever offers the best price, and the resulting balance of trade with particular countries is of no great interest to us.

Since our market is open to competition without artificial tariffs or quota barriers, our main concern is to obtain as far as possible similar treatment by other countries. This is particularly fair because we are one of the few territories in the world that does not subsidise domestic industries or exports.

If a particular industry is declining because of competition or other market forces, it is allowed to decline unhindered: we cannot afford to reduce our competitiveness by subsidising industries, however indirectly.

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***"We cannot afford to reduce our competitiveness by subsidising industries, however indirectly."***

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Although Canada does impose restraints on trade, the most important from our point of view being very restrictive textile and garment quotas, it is also probably true to say that Canada is one of the developed countries which in international discussions has shown itself to be most sympathetic to freer trade, and has generally played an important and positive role in world trade affairs.

Thus while the contrast between Hong Kong and Canada could not be more extreme — with Canada a vast but thinly populated land richly endowed with natural resources, while Hong Kong is a small, overcrowded territory with no natural resources — we share a heavy dependence on earnings from overseas trade and services, and a common belief

that barriers to trade must be reduced if we are to continue to prosper.

Nor are our mutual interests and ties confined to trade and business. Canada has a generous and liberal record of accepting permanently a considerable number of Vietnamese refugees who made their initial landing in Hong Kong, and accepting temporarily many thousands of Hong Kong students.

## **Strong Services**

So far as trade is concerned, while the balance of trade is in Hong Kong's favour — we exported HK\$2.6 billion to Canada in 1982 as against imports of HK\$1.1 billion — Canada has been achieving very substantial increases in exports, including a 25% increase in 1982.

Indeed, when one considers the fact that Canadian exports to Hong Kong have increased almost ten-fold in 10 years — from C\$27 million in 1973 to C\$242 million in 1982 — the importance and potential of the Hong Kong market for Canada is apparent.

Canada is also traditionally strong in the services sector, and Canadian banks and corporations are well represented here — perhaps part of the reason why there is a substantial flow of investment from Hong Kong into Canada, as well as in the other direction.

As regards the future of Hong Kong, the outstanding feature of the 1983 trade statistics to date is that they have demonstrated our ability to keep on increasing exports and imports despite political uncertainty.

In the first 8 months of 1983, domestic exports have increased by 18%, and imports by 15%, compared with the same period in 1982.

We also continue to be an increasingly important centre for trade with China; overall, re-exports now constitute 1/3 of total exports by value, compared with only 1/4 five years ago. And about 1/2 of all re-exports represent trade to and from China.

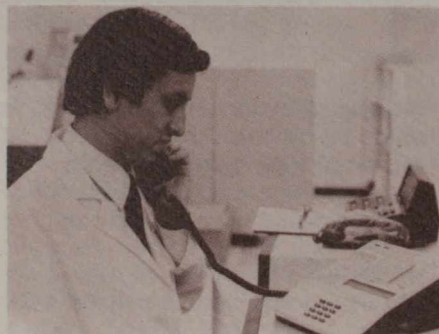
Thus Hong Kong is a dynamic and flexible trading territory, and we welcome the increasing importance of HK/Canada trade indicated by present trends. ■

*Hamish Macleod is the Director of Trade, Hong Kong*



# High-Tech Canadian Colony in Hong Kong

By G. Mallory-Browne



Mitel's Joseph Tsui with a PABX.

**B**ack in the days of the height of the property boom, China Dyeing and Weaving, like many other companies, diverged from its usual trade and built a 26 storey office/industrial building five minutes from Tsuen Wan MTR station.

The building now stands only about 1/4 occupied; but about four of the floors — 37,000 sq. ft. each — are in the process of being turned into a Canadian Hi-tech colony.

Most of the companies are only just starting operations and one has yet to establish itself. The farthest advanced in the settlement process is Mitel (Asia) Ltd., a subsidiary of Mitel Corporation, the Canadian international manufacturer of computers, but better known for its telephone switching systems (PBX).

Mitel Asia is currently producing in Hong Kong the SX2, a small but full featured communications system for the home or small office. It includes such services as extension to extension calls, baby monitor, hold and transfer and speed dialing. It is also making the SX5 switching system which Mitel claims can satisfy 50% of all businesses in that it offers six extensions and two outside lines. Towards the end of the year, production will start on the more extensive SX20. This will be followed in January or February with the Superset 4 modems.

The Superset 4 modem will be sold only as an accessory to Mitel's Superswitch PBX systems. Its purpose is to make telephone communication, particularly within the company or office, quicker and easier and to alleviate the interruption that the telephone can occasionally be in the course of business.

One floor down from Mitel, Semi-Tech Microelectronics (Far East) Ltd. has started production on a complete line of "Pied Piper" personal/business portable computers. There is a connection between the two companies in that Dr. Michael Cowpland, President and chief executive officer of Mitel is also a member of the board of Semi-Tech.

Semi-Tech arrived in Hong Kong in February of this year and began production in April. Present production rate is about 200 units per day, but the manufacturing areas are not completely ready and, when fully operational, output will be about 1,000 units per day. In addition to its small size, "Pied Piper's" expandibility should be an important selling point. However, at present, there are no plans to sell Pied Piper in Hong Kong or elsewhere in Asia. Sales and marketing will be controlled by the Canadian head office as the main market is expected to be North America and Europe.

The third member of the colony is Bytec Management Corporation. Its Canadian parent company is Bytech Holdings of which the principal official also happens to be Dr. Michael Cowpland of Mitel. The company will be manufacturing a personal portable computer called "Hyperion".

Technical journals have given "Hyperion" extremely good reviews and being in many respects compatible with IBM, should make it very popular in the North American market. Its small size and light weight are additional attractions. For the moment, the local company will be concerned only with manufacture but they may look, later on, for representatives in other areas.

The reason that Hong Kong had been chosen accordig to Bytec's Director of Manufacturing, William Evans, is that productivity levels were higher here than, for example, in Korea. Other factors had been the availability of materials and the responsiveness of the labour force to new ideas.

Nevertheless, materials for "Hyperion" will come from Japan, Korea, Taiwan and Singapore as well as Hong Kong. Bytec is expecting a production target for "Hyperion" of 4,000 units per month.

The latest member of the Tsuen Wan Canadian colony will be Trillium, a company that is 60% owned by Mitel and it will take over from Mitel (Asia) the manufacture of consumer products.

From the beginning of next year Trillium will take over the production of the SX2. Trillium will occupy the 24th floor of the CDW building which is even now being referred to by the members of the Canadian group as "Cowpland House".

Apart from occupying more or less contiguous areas of operation the companies in the group hope to be able to share such aspects of the business as the obtaining and use of resources and personnel recruitment. ■

# Pacific Rim is the Market of the Future

By Andrew Burns

**T**o gather from the number of top-level visitors through Hong Kong since the beginning of the year, Canadian officials believe what they say — that the Pacific Rim is the market of the future for Canadian exports.

Since Prime Minister Trudeau's visit to the territory early in January, we have seen the federal Minister of State for International Trade Gerald Regan, plus Premier Loughead of Alberta, Premier Davis of Ontario and Premier Grant Devine of Saskatchewan.

The reason for all the attention the region is getting can be seen by taking a look at the impressive growth rates attained by countries in East and South-east Asia between 1970 and 1981.

Taken as a whole, the area experienced the most rapid growth of any region in the world. Over the 11 years, South Korea's economy grew by an average of 9.1% per year; Japan's, 4.5%; China's, 5.5%; Hong Kong's, 9.9%; The Philippines', 6.2%; Thailand's, 7.2%; Malaysia's, 7.8%; Singapore's, 8.5% and Indonesia's, 7.8%.

That kind of growth has made Japan and China Canada's second and fifth largest trading partners, respectively, and promises to make the region even more important to Canada in the future. And, notably, Canada's trade account with both countries is in surplus — exports to China totaled \$1.3 billion while imports were \$204 million in 1982. For Japan, exports last year were \$4.6 billion while imports amounted to \$3.5 billion.

If there is a discordant note, it is that the overwhelming majority of Canada's exports to its trading partners in this region is of non-manufactured goods.

Wheat, aluminum and wood pulp together accounted for fully 85% of Canada's exports to China in 1979, and by 1982 that figure had dropped only slightly to 83%. The 10 top items in Canada's exports to China represented over 97% of the total exports in both years. Canada's trade with Japan is somewhat more diversified, but a range of 10 commodity and agricultural exports ranging from coal to barley accounted for 70% of shipments to Japan in 1982.



While Canada spends most of its effort promoting its manufactures, it seems the world is far more interested in its natural bounty — raw materials. The problem has been to create an image for Canada in the international marketplace that goes beyond the rugged vistas of the Rocky Mountains, pine forests and wheat fields.

Now, gradually, a coherent remolding of the image is taking place. Reaching across the vast reaches of the Canadian wilderness, telecommunications towers and transportation networks are bringing a new picture of Canada to the world and turning a natural disadvantage into a high-tech advantage.

Metro Canada International Ltd, for instance, is lobbying hard to supply the rolling stock for Singapore's Mass Rapid Transit System, and the company is also active in Hong Kong, where the government may build a light rail system in the New Territories.

Mitel Ltd has a manufacturing facility in Hong Kong, assembling sophisticated telecommunications equipment, including PABX systems and office automation equipment. Spar Aerospace has signed a preliminary agreement with China to upgrade the country's satellite communications system. Landstat receiving stations are being set up in Thailand with Canadian aid. Northern Telecom is a major supplier of telecommunications equipment to Hong Kong's Cable & Wireless.

Canada's drive to establish itself as a recognized leader in the telecommunications field has been successful to the point that telecommunications equipment ranked as the third largest export in dollar terms from Canada to Hong Kong in 1982.

Add another Canadian strength — energy — and the list becomes even more impressive. Canadian firms are involved in oil exploration offshore China, and in the Philippines, Indonesia and Sri Lanka.

Petro-Canada is providing Thailand with the expertise to conduct a seismic program offshore. Another Canadian company is working with China on treating sour gas and upgrading its pipeline network.

The Ombilin coal mine in Indonesia is being developed by Canadians. And Canadians are making a concerted effort to show China the expertise that Canada has in the fields of hydroelectric power and petrochemicals.

On the side of the ledger that doesn't show up in the trade statistics, Canadian banks have a very strong presence in the region, especially in the syndicated loan market. In China trade, the Royal Bank in particular has made its mark.

As this list shows, the Canadian effort to create an identity for the country as a world leader in a limited number of high-tech fields is paying off. But what of the many manufacturers that don't fit in to this export strategy. How are they faring? Not very well, it must be admitted.

This is not an easy market for the uninitiated to crack. Two of the most obvious problems are the language barrier and the distances involved. One Canadian trade official said that he doesn't recommend a manufacturer to look for business in China unless he has established solid export markets elsewhere. "He's got to be able to stomach a little indigestion."

While there have been some instant success stories, the tales of year-long waits in hotel rooms are also true.

As a result, most Canadian exporters trying to sell here commission agents to look after the market for them. In Hong Kong, the number of Canadian manufacturers that have their own office can be counted on the fingers of one hand.

Yet over 200 Canadian manufacturers are represented here through agents. In China itself, four Canadian firms have set up registered offices, and two of these are Canadian agents acting on behalf of clients.

It is surprising just how little advantage Canadians have taken of their strong historical links with China. Businessmen often lament that, with its wheat deals in the early 1960s and diplomatic recognition in 1970, Canadian business should have been well placed for early entry into the China market. Such criticism, however, ignores the fact that the China market was largely closed until 1977.

Immigrants from China and Japan helped to build western Canada in the last century, and immigration from East Asia has enjoyed a second boom since the 1960s. Many of these more recent arrivals maintain active relationships with businessmen here. The result has been that Canada's exports to Hong Kong run the gamut of Canadian products from apples to yarn, and don't show the same lopsidedness evident in other markets.

Many more from Hong Kong know Canada because they studied at Canadian universities. While the benefits to Canada of welcoming students from abroad go far beyond commercial relationships, some in

the business community wonder whether the Canadian training the students receive pays back later on in the form of a predilection to buy Canadian when a purchasing decision has to be made.

Perhaps the problem is not so much a failure on the part of the returned students to recognize where a Canadian product could do the job best, but rather one of too few of the right kinds of students.

An expanded program of scholarships to Canadian post-graduate education in fields where Canadian technology has distinguished itself would go a very long way to creating an awareness of just what Canada's strengths are. And it would help to open new markets for Canadian products by providing training in Canadian practices.

For instance, imagine what an even limited number of scholarships in petroleum engineering or geophysics available to applicants from China would do for Canada's attempts to crack the market for oilfield equipment and technology, scholarships in forestry for forest products, and architecture for building materials.

One problem of selling lumber into Japan has been the Japanese preference for cuts that do not conform to Canadian industry standards. The Canadian response has been to take a closer look at the Japanese market and try to manufacture to its specifications.

However, in tandem with this approach, a few Canadian-trained Japanese architects and engineers armed with a good knowledge of 2 x 4 frame construction could probably come up with a host of ideas on how to adapt Canadian standards to the Japanese market.

Those who have tried to crack the markets out here know well enough that it's the long-term view that will eventually bring results, not a desire for a quick dollar.

*Andrew Burns is the Editor of Resources Asia*

## REGION

# Canada and China Sign a Development Co-operation Agreement

**A**llan J. MacEachen, Deputy Prime Minister and Secretary of State for External Affairs and Chinese Foreign Minister Wu Xueqian, last month signed

an agreement on development cooperation between Canada and the People's Republic of China.

The agreement provides a framework



within which Canada and China will cooperate in projects designed to contribute to China's development while fostering goodwill between the two countries.

The official Canadian partner to the agreement is the Canadian International Development Agency, (CIDA), while the Chinese counterpart is the Ministry of Foreign Economic Relations and Trade (MFERT).

Under the terms of the agreement, Canada may provide China with short and long term advisors, scholarships, equipment and material, feasibility studies and the promotion of relationships between institutions, corporations and the private sector in order to assist China in its industrial and technological development.

CIDA's Development program with China began in the Autumn of 1981. Since then, delegations from Canada and China have exchanged visits and two permanent CIDA representatives have been assigned to the Canadian Embassy in Beijing.

The China program is concentrated in four major areas based upon China's needs and Canada's ability to meet them. The four areas, agriculture, forestry, energy and human resource development are all important parts of China's strategy of modernization which puts emphasis on the acquisition of technology and the training of key personnel.

Some of the more important areas of cooperation are:

**Energy** — Technical assistance to the Electric Power Research Institute (EPRI) which conducts practical research in such areas as high voltage transmission, power economics, equipment standards, computer simulation, systems planning, operations and maintenance.

CIDA has been requested to provide technical support of the development of the hydro-electric power system in the southwest region of China, which will probably involve a system's design study of the Hongshur River.

**Agriculture** — **Tangu Animal Quarantine Centre** — This small scale project aims at upgrading the management, staff capabilities and techniques used at a key quarantine facility near Beijing.

**Harbin Cattle Breeding Centre** — This project aims at upgrading the management, staff capabilities and techniques used at a key artificial insemination station in Heilongjiang Province.

**State Farm 852** — **Grasslands Improvement** — This project aims at developing a forage production system on a state farm in Heilongjiang Province which would act as a model for grasslands development in northeast China.

**Heilongjiang Seed Breeding/Processing** — This project, aimed at the introduction of modern seed processing techniques (for wheat, soybeans and maize), is related to a large World Bank project to develop a grain base in Heilongjiang Province.

**Liu He Cadre Training/Development** — This project aims at demonstrating principles and practices of farm management at a model centre in Heilongjiang to current and future directors and middle-level farm managers of state farms through provision of technical assistance and some equipment.

**August 1st Land Reclamation University** — This project aims at upgrading curriculum and teaching methods at a key Agricultural University in Heilongjiang

possibly through a twinning arrangement with a Canadian agricultural faculty.

**Keshan Potato Research Institute** — This project aims at improving productivity in "seed" potato production and research at a key supply point in Heilongjiang Province through training in Canada, provision of technical assistance and potato varieties.

**Potash Agronomic Development Program** — In March 1983, Special Programmes Branch approved a contribution to the Potash and Phosphate Institute of Canada for a program aimed at maximizing agricultural production in southern and central China through the identification of potash-deficient areas and the application of balanced fertilizers.

**Forestry** — **Jiagedaqi Model Forest Fire Management** — This project aims at assisting the Chinese in the development of a model forest fire management system in northwest Heilongjiang Province through training in Canada, technical assistance and the provision of some equipment.

**Yichun Integrated Intensive Forest Management** — This project, situated in the Yichun area of Heilongjiang Province, aims at developing a model for ways of increasing productivity per hectare of forest through a better data base, intensive forest management (better nursery practices, silviculture, etc.) and better utilization of old and new resources.

**Human Resources Development (Through ICDS)** — **Language Training** — This program being coordinated by Saint Mary's University aims to upgrade language abilities of those Chinese coming to Canada for training on other CIDA projects.

**Management Education** — This is a program of institutional linkages aimed at strengthening teaching of and research in management engineering and economic management in eight "key" universities.

**Chengdu Management Centre** — This project will provide technical assistance to a model centre being established to train cadres in small and medium sized enterprises in management methodology.

**Human Development Awards Program** — This program, to which the Chinese attach very high priority, involves the provision of 300 person-years of specialized training for mid-career, mid-level personnel occupying key positions in Chinese ministries and state corporations. Each training program will be hand-tailored, and many will involve a combination of academic and practical work.

Other potential areas of cooperation include adult education and a series of institutional linkages. Those already approved include links between the University of Guelph and Beijing Agricultural College and between the University of Toronto and the Sichuan Medical College. ■



*Wu Xequian and Prime Minister Trudeau shake hands at the signing as Allan MacEachen looks on*



## OPPORTUNITIES

### Hong Kong export inquiries

#### FIRMS

#### PRODUCTS

- Edwin Industries (FE) Ltd.,** Pharmaceutical products  
7th Floor,  
Car Po Commercial Building,  
18-20 Lyndhurst Terrace,  
Hong Kong.  
Attn: Mr. Edwin Lam,  
*Managing Director*
- R.D. & S. Trading Co Ltd.,** Woollen mills  
Rooms 1706-7,  
Hang Seng Bank North Poing  
Branch Building,  
341 King's Road, North Point,  
Hong Kong.  
Attn: Mr. L.K. Lee, Daniel  
*Manager*
- Centre d'Elegance Ltd.,** Cosmetics  
1308Dominon Centre,  
43-59A Queen's Road East,  
Hong Kong.  
Attn: Ms. Margaret Tai,  
*Executive Director*
- Huaihai Trading Co.,** Oat for horses  
Room 1026A, 10th Floor,  
Star House, Salisbury Road,  
Kowloon.  
Attn: Mr. C.K. Lai,  
*Managing Director*
- Luen Hing Fat Ltd.,** Wheat flour  
Luen Hing Fat Building,  
35-39 Des Voeux Road West,  
Hong Kong.  
Attn: Mr. Stephen Chen,  
*Managing Director*
- Hong Kong Government** Agricultural Buildings  
Agriculture & Fisheries Dept.  
Canton Road, Govt. Offices  
393 Canton Road, 12th Floor,  
Kowloon.  
Attn: *Director of Agriculture  
& Fisheries*
- Tin Yick Hong Paper** Photocopying Paper, Toilet  
Merchants Ltd. Tissue & Jumbo Rolls Facial  
37A, Tseuk Luk Street, Tissue, Offset w/f Printing  
San Po Kong, Kowloon. Paper, Paper/Foam Cups etc.  
Attn: Mr. Wong Man,  
*Managing Director*
- Hong Kong Skating** Ice skates equipment  
**Equipment Co.,**  
315 Golden League Building,  
76-82 Castle Peak Road,  
Kowloon.  
Attn: Mr. Chi-On Chin,  
*Manager*
- Acme Manufacturing Corp.,** Porcelain dinner set  
G.P.O. Box 3054, Hong Kong.  
Attn: Mr. P.Y. Chan,  
*Marketing Officer*

### Canadian export inquiries

#### FIRMS

#### PRODUCTS

- Clintmaur Enterprises Ltd.,** Wooden household furniture  
Station B,  
P.O. Box 1388, Oshawa,  
Ontario, Canada. L1J 6P8  
Attn: Mr. John R. Blanchard,  
*President*
- Home Technics Ltd.,** Brushette II  
624-646 Neal Drive,  
Peterborough, Ontario,  
Canada. K9J 7S4  
Attn: Mr. Gisela Schubert,  
*Sales Manager*
- International Business** Household & industrial  
**Exchange,** products  
2 Bloor Street West,  
Suite 100, Toronto, Ontario,  
Canada. M4W 3E2  
Attn: Dr. E.T. Nerantzis,  
*Research Director*
- Grovecourt Trading** Frozen vegetables  
**Co. Ltd.,** Soft margarine  
50 Duplex Ave.,  
Suite 2306, Toronto, Ontario,  
Canada. M4K 1V6  
Attn: Mr. Carl Martin-Harris,  
*President*
- Les Enterprises W.K.** Green coffee  
**MacLeod Ltd.,** Cardamon  
1400 Nord Boulevard Smith,  
C.P. 3, Thetford Mines,  
Quebec, Canada. G6G 5R9  
Attn: Mr. W.K. MacLeod,  
*President*
- Saftcan International** Brine eggs  
**(Canada) Ltd.,** Brine shrimps  
4652, Piccadilly Road North,  
West Vancouver, B.C.,  
Canada. V7W 1E2  
Attn: Mr. Kurt Heinrich,  
*Import/Export Manager*
- A.D. Burford** Electrical appliances, lighting  
**International Ltd.,** fixtures, kitchen equipment,  
358 Supertest Road, water heaters, building  
Downsview, Ontario materials.  
Canada M3J 2M2
- Aquarian Industries** All agricultural and food  
**International Ltd.,** products, equipment  
301-170 Hargrave St., petrochemical products and  
Winnipeg, Manitoba amusement vehicles.  
Canada R3C 3H4  
Attn: Mr. C.N. Burns  
*President*



# New Member List

AU H.T. (PETER)  
K-7214186  
Ernst & Whinney  
610 World Commerce Centre  
Tsimshatsui, Kowloon  
*Individual*

BLACK W.D. (WILLIAM)  
K-7211211  
The Regent  
Salisbury Road, Kowloon  
*Individual*

CARMICHAEL (CONNIE)  
H-222111  
Price Waterhouse  
22/F Prince Building  
Central  
*Individual*

CHAN S.H. (DAVID)  
NT-4872521  
Kelly & Kingdon  
2/F, Unit B,  
Lung Shing Industrial Building  
142-148 Texaco Road  
Tsuen Wan, N.T.  
*Associate*

CHAN V.M. (VINCENT)  
H-212581  
Wood Gundy Limited  
Caxton House 21 Floor  
1 Duddell Street  
*Co. Additional*

CHAN Y.K.  
H-434284  
Multinational Maritime  
Company Limited  
17/F First City Building  
Queen's Road Central  
*Associate*

CHENG MISS C.C.T. (TINA)  
H-264173  
Vantor International Travel HK Limited  
Room 1005 Hing Wai Building  
36 Queen's Road Central  
*Corporate*

CHENG W.S. (PETRUS)  
NT-4981661  
Semi-Tech Microelectronics  
(Far East) Limited  
C.D.W. Building, 21/F Block D  
388 Castle Peak Road  
Tsuen Wan N.T.  
*Individual*

CHU A.H. (ALEX)  
H-222096  
Cindic Holdings Limited  
910-912 Melbourne Plaza  
33 Queen's Road Central  
*Individual*

COCHRANE R.A. (BOB)  
K-644354  
Data 100 Hong Kong Limited  
10B Kaiser Estate  
41 Man Yue Street  
Hung Hom  
*Individual*

DACK J.R. (ROBERT)  
H-212581  
Wood Gundy Limited  
21/F Caxton House  
1 Duddell Street  
*Corporate*

ELLIS D.B. (BRIAN)  
H-8930322  
Gilman & Company Limited  
6/F Elizabeth House  
*Associate*

GOUGLER F.A. (AL)  
H-223001  
Alcan Aluminium (Asia) Limited  
G.P.O. Box 2121  
Hong Kong  
*Individual*

GREEN M.Q.C. (MENDEL)  
(416)8627880  
Green & Spiegel  
390 Bay Street 707  
Toronto M5H 2T6  
Canada  
*Non-resident*

HAWKINS J.A. (JOHN)  
H-265041  
Bermuda Trust (Far East) Limited  
801 Gloucester Tower  
11 Pedder Street  
*Associate*

HO D.B. (DANNY)  
H-292161  
International Maritime Carriers Limited  
19/F, United Centre  
95 Queensway  
*Individual*

LAW CHUN YAN  
H-872148  
Tai Sun Plastic Novelties Limited  
36-38 Belcher's Street  
Tin Sin Factory Building  
*Corporate*

LEADER B.R. (BRIAN)  
H-224182  
Bank of Montreal  
Alexandra House  
16-20 Chater Road Central  
*Co. Additional*

LEE MAN BAN  
H-756811/8  
M.B. Lee & Company  
160-165 Gloucester Road  
*Associate*

LEE MRS. SHIU-TONG (OPHELIA)  
H-517387  
Block 37 Baguio Villa  
Flat 8 Victoria Road  
*Individual*

LEUNG E. (ELIZABETH)  
0-299711  
Kamsing Knitting Factory  
11/F Edwick Industrial Centre  
4-30 Lei Muk Road  
Kwai Chung N.T.  
*Individual*

LEUNG P. (PETER)  
H-274115  
Real Estate Times  
11/F 8 Thomson Road  
Wanchai  
*Associate*

LEUNG S. (SIMON)  
H-743820  
Ivy L.K. Siu & Company  
1603 Cameron Commercial Centre  
458 Hennessy Road, Causeway Bay  
*Individual*

MAK Ms. C.L. (CYNTHIA)  
H-251101  
Great Eastern Tourist Limited  
Top floor, Yung Kee Building  
32-40 Wellington Street  
*Associate*

MEDCALF J.R. (ROGER)  
H-419141  
Metcalf & Company  
7/F New York House  
60 Connaught Road Central  
*Associate*

PERCIVAL W.J. (WILLIAM)  
H-7909955  
Repromac Limited  
2/F Elizabeth House  
Causeway Bay  
*Associate*

REYNAUD J.P. (CLAUDE)  
H-687248  
Permutit Company Limited  
13H Banyan Mansion  
Tai Koo Shing  
*Individual*



RHODES P. (PETER)  
H-468161 (Ext. 511)  
School of Law  
University of Hong Kong  
Pokfulam Road, Pokfulam  
*Individual*

RUBIE K.M. (KERRY)  
H-674333  
Leo Burnett International  
9/F Mount Parker House  
111 King's Road Quarry Bay  
*Individual*

SALBAING C.N.R. (CHRISTIAN)  
H-265531  
Stikeman, Elliott  
Suite 1802 China Building  
29 Queen's Road Central  
*Individual*

TANG (DOMINIC)  
H-262345  
Diversey Asia Pacific Limited  
18/F Caxton House  
1 Duddell Street Central  
*Co. Additional*

TAYLOR J.D. (JACK)  
H-262345  
Diversey Asia Pacific Limited  
18/F Caxton House  
1 Duddell Street, Central  
*Corporate*

TURNER P.E. (PAUL)  
H-7909955  
Repromac Limited  
2/F Elizabeth House  
Causeway Bay  
*Associate*

WAN J.K.Y. (JAMES)  
K-960265  
Modern International  
Plant & Mach. Limited  
G/F 88 Fa Yuen Street  
Kowloon  
*Individual*

WILLIAMS R.A. (RAYMOND)  
H-772228  
GTE Directories (HK) Limited  
28/F Windsor House  
311 Gloucester Road  
Causeway Bay  
*Individual*

WONG C.Y. (GREG)  
K-881023/4  
Greg Wong & Associates  
1st floor, Ferry Point  
33 Man Cheong Street Kowloon  
*Corporate*

WOOD POA Y. (MRS)  
K-7214186  
Ernst & Whinney  
610 World Commerce Centre  
Tsimshatsui, Kowloon  
*Individual*

WRIGHT W.A. (ALAN)  
H-768812  
Planning Services International (HK)  
18/F Harbour View  
Commercial Building  
2-4 Percival Street  
*Associate*

WU K.C. (HENRY)  
H-213106  
Lee Cheong Gold Dealer Limited  
705-6 Realty Building Central  
*Individual*

YIP K.H. (PETER)  
K-7210880  
Ted & Associates  
10/F Bank of America Building  
Tsim Sha Tsui, Kowloon  
*Associate*

YOUNG M. (JOHN)  
K-7226144  
Cantire (Far East) Limited  
806, 8/F Tower II  
75 Mody Road Tsim Sha Tsui East  
*Individual*

## Canadian Business Association Membership Categories

### Corporate

Hong Kong representative offices of Canadian companies or Hong Kong companies in which effective control or majority interest is Canadian (Voting member).

\*Annual Fees  
HK\$ 750.00

### Corporate Additional

Additional members from member companies (Voting member).

HK\$ 100.00

### Individual

Canadian citizens ordinarily resident in Hong Kong and engaged in business or a profession relevant to the objectives of the Association (Voting member).

HK\$ 250.00

### Associate

All other interest in joining the association (Non-voting member).

HK\$ 250.00

### Non Resident

A person who resides outside Hong Kong but wishes to maintain membership in the Association (Non-voting member).

HK\$ 100.00

I/We wish to apply for membership of the Canadian Business Association in Hong Kong.

Name .....

Company Name .....

Nature of Business .....

Address .....

Tel: .....

October 1st in any year, fees for the 11 be 50% of the amount shown.





## CANCER MAN SAVES LIFE

Globe-trotting cancer campaigner Stan Guignard left the colony recently after a successful stay of two months. The 63-year-old Canadian, whose vintage model-A Ford that he is driving round the world drew a lot of media attention, was unable to say how much money he had raised as donations were still coming in when he left, but it was a substantial amount. "Hong Kong people are very generous", he said and regretted having to leave just when Hong Kong people were starting to recognise the campaign. During his visit here, Mr. Guignard probably saved the life of a 26-year-old woman who had a cancerous growth in one breast. She could not afford to have it removed but he stepped in and paid for the operation. He intends to return here for a two month private visit next year as he felt it was one of the nicest places he has visited on his travels around the world.

## THATCHER ON FREEDOM

British Prime Minister Margaret Thatcher recently addressed a joint session of the Canadian parliament — an honour previously accorded to Churchill, Eden and Harold Macmillan. During her speech she told the Canadians: "It is time for freedom to take the offensive. There is a battle of ideas to be won. We are better equipped than our adversaries for our ideas are better. We must constantly proclaim our ideals, to our people, to young countries yet to choose, to those who live in the shadow of tyranny." Mrs. Thatcher said the threat to democracy did not come from superior ideas "We have nothing to fear from the bankrupt ideology of the Soviet Union. The combination of political repression and economic failure is there for the world to see."

## MAGIC PALACE K.O.'S DALLAS

Canadian television shows are seen in about 80 countries, according to a television programme exporter. In some Southeast Asian countries, a programme produced in Calgary and called Magic Palace has challenged Dallas for the number one spot in the ratings, and throughout the rest of the world Canadian programmes ranging from The Little Hobo to The Nature of Things have become a small but growing part of viewers' diets. The value of Canadian TV and movie exports is conservatively estimated at C\$20 million.

## BRIEFS

### RADIO SELLS CANADA GOODS

Canada is one of the countries being featured on a regular weekly basis in a new series promoting the goods and services of Hong Kong's leading trading partners. Since October 7th, Canada has been featured every Friday between 6 and 6.30 p.m. on Commercial Radio's English service. The programmes are hosted by Lawrie Rixon, who pioneered the successful format used in the Noel Leigh Boat Show which has been on the air for nearly seven years, and Margarete, who with Lawrie co-hosted the Watson's Health Food Half Hour. The two presenters have products in the studio and discuss, recommend and advise listeners where the products may be purchased. The programme format allows a maximum of six co-sponsors, with each receiving about two minutes air time. When appropriate the musical content relates to the country whose products are being promoted. Items of special interest relating to the country or territory involved are sometimes broadcast during the programmes.

### NEW TECHNOLOGY AT VIDEOTEX

Several of the two dozen Canadian companies participating at Videotex '83 in New York used the prestigious show to unveil new technology. Several international firms at the show were using Canadian equipment and others announced agreements with Canadian Firms. Electrohome Ltd of Kitchener, Ontario, unveiled a prototype of a slick, small TV-top terminal which, like cordless TV channel selectors, uses an infrared light beam to signal from keypad to computer. The Bank of Montreal has developed a home banking service to be offered over Infomart's Grassroots system which has 14,000 subscribers in southern Manitoba and has been expanded into Ontario. The United States broadcasting stations NBC and CBS, as well as Time Inc., were using teletext decoders from the Canadian firm Norpak, as did IBM. The Japanese giant Panasonic used Canadian-generated pages from Infomart to demonstrate its system.

## A FORCE FOR UNDERSTANDING

A new programme designed to prepare Canadian and foreign students for careers involving work and travel abroad has been launched by Trent University of Peterborough, Ontario. The administration hopes to produce a group of internationalists who will become a "force for understanding between nations." At first glance the programme does not seem to contain much that is new. The 75 foreign and 25 Canadian students who will be admitted in the first year will choose, like other Trent students, from among the university's 425 courses in 23 fields of study, and will graduate with the same bachelor's or master's degrees. Only one special course is being developed with the programme and it is open to other students as well: a four-week summer English language and cultural-immersion program offered in association with Sir Stanford Fleming College.

## FINGERPRINTS MADE EASY

A revolutionary process for locating and exposing latent fingerprints is winning world-wide recognition, and sales, for a Canadian company. Visuprint "fumes" the object or area being examined with a special chemical vapour. After about 10 minutes any prints present become visible and permanent. The portable unit is produced and marketed by a high-tech company, Payton Scientific Inc of Scarborough, Ontario. Visuprint will develop latent fingerprints on more surfaces in a single process than any other conventional method. Hitherto difficult and often impossible surfaces such as plastic bags, plastics, aluminium, firearms, stainless steel, chrome, silverware, wood, cardboard, paper and many others all become excellent possibilities with this simple new piece of equipment and progress. There is also a very strong possibility that this method will develop prints on human skin.

## ZHAO ZHIYANG CANADA VISIT

Ottawa: Chinese Premier Zhao Zhiyang will visit Canada in late January as a sign of China's interest in closer economic and political ties with Canada, Chinese foreign minister Wu Xueqian announced during his recent trip to Canada. It will be the first visit to Canada by the top Chinese leader since Canada extended recognition to the People's Republic of China 13 years ago.