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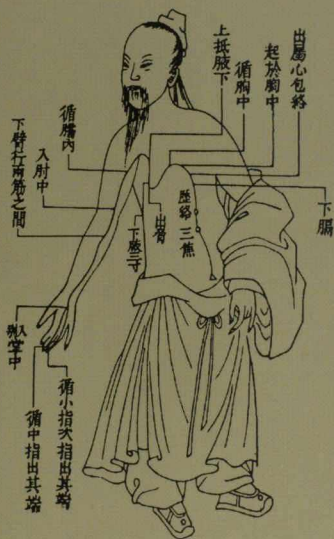
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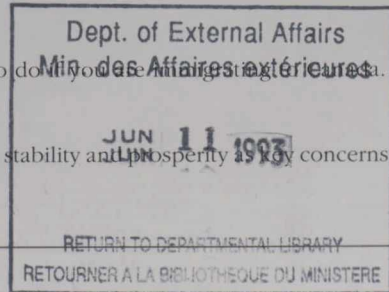
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Correction March/April issue

Canadian schools in Hong Kong

James Mistruzzi took over as principal at Seaker Chan from Larry Richardson. Chor Clara is deputy principal at Deliah School of Canada. Deliah has had an elementary section from Grade 1 to 8 since it opened in 1987.

Fragments of the following sentences were incorrectly deleted in the story "Taking security on Ontario real estate." Here are the complete sentences.

... "So long as the "banking business" relating to a loan transaction is conducted outside of Canada, a foreign bank may take security for that loan transaction on real estate in Canada. The banking business relating to, for example, a loan transaction negotiated and executed in Hong Kong between a Hong Kong bank and a Hong Kong resident will typically be considered to have been conducted outside of Canada notwithstanding the fact that the loan may be secured by a charge on Canadian real estate.

... Remedies which are available include a contractual right to sell the secured property, attainment of rents and taking possession of the secured property. Remedies which do not include court proceedings in Ontario include foreclosure, an action for payment under the terms of charge, the appointment of a receiver and a court supervised judicial sale.

... A properly structured loan transaction will assist the lender in obtaining the appropriate "security" for a loan in every sense of the word. Lenders may also combine the appropriate "security" for a loan in particular financing packages with offshore trust relationships to offer significant tax advantages to their clients."

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PRESIDENT'S MESSAGE

At the end of May, I will have completed one year as President of the Canadian Chamber of Commerce in Hong Kong. I have enjoyed my year as President of the Canadian Chamber and believe wholeheartedly that the more you get involved in the Chamber, the more the Chamber gives back to you.

I began my tenure with a three-tiered vision for the Chamber for this year. The first tier was to help establish Hong Kong as the springboard into

Asia and in particular Southern China and Indochina. To this end, several official delegations and missions were organized through the year with two groups going to Canada, and one each to the Pearl River Delta and Shanghai/Beijing. These have helped to spread the influence of Chamber activities and establish further links in the international network.

The second tier was to establish the Canadian Chamber as a leading Chamber in the international business community in Hong Kong. Canada's popularity as a destination has ensured the high profile of Canada for some time. Our activities through the InterCham group in helping to organize key inter-chamber events throughout the year help to maintain our position.

With the support and guidance of the Board of Governors, important Hong Kong issues were dealt with for the Chamber. One was the decision not to participate with other Chambers in pursuing a joint Chambers functional constituency seat. The other was for the Canadian Chamber to maintain a neutral position with regards to the Patten proposals while urging the Chinese and British governments to maintain open dialogue and work towards resolving issues as quickly as possible.

The third tier was to have effective, informative events organized for members. This was successfully executed largely due to the hard work of our committees and their chairmen. Their efforts resulted in close to 100 events throughout the year which are the backbone of the Chamber and are designed to offer you, our members, good networking possibilities and important information.

Several new initiatives resulted from our committees this year. The Legal and Tax Committee forged new ground for the Chamber by holding a seminar in Cantonese which was extraordinarily well attended. It's clear that there is a need for more of these types of events at the Chamber and I think a precedent has been set. Hopefully this will also help to broaden the base of membership to the Chamber and help attract more returning Chinese Canadians and locals interested in Canada.

New committees were added such as the Forum Committee and the Entrepreneurs Committee. The Forum Committee developed the Voyageur Award which in addition to attracting many entrees helped to generate a great deal of positive publicity for the Chamber.

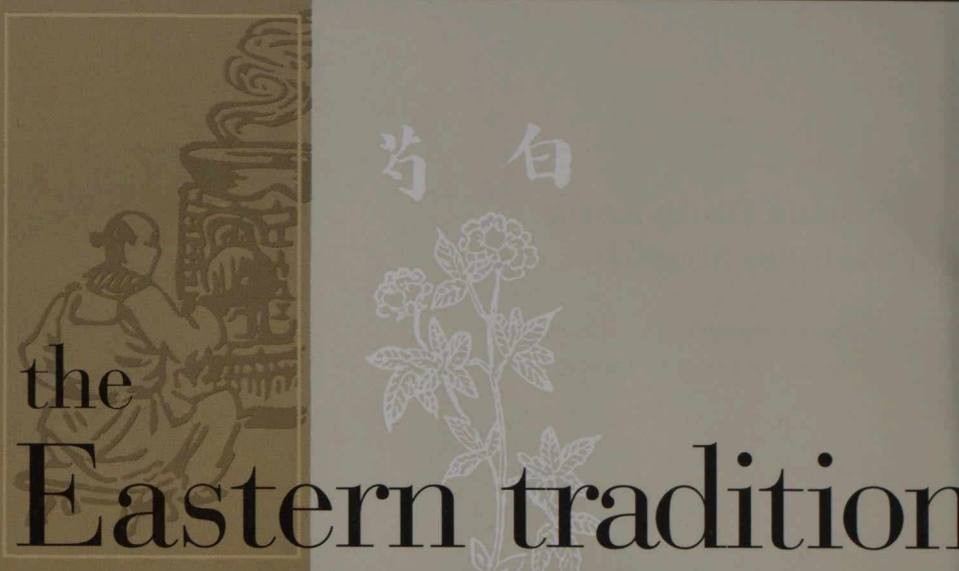
The Entrepreneurs Committee organized a series of events and the popular Open House and Trade Show in March attracted over 500 visitors and resulted in considerable business for participants. This success is an example of the activity which occurred throughout the year.

On May 29, the new executive will be introduced at the Annual General Meeting and Ball. I know they will give excellent support and guidance to the Chamber and wish them the very best.

In closing I would like to thank all the members of the Board of Governors, the Executive, the Committee Chairmen and their committees and especially Leslie Henderson and the hardworking Chamber staff for their invaluable support and efforts throughout this year.

Marlene Lee

Healthcare in the Eastern tradition



The theories behind the Western approach to medicine and the traditional Chinese approach may be different but the aim is the same - keeping healthy.

Now, many practitioners are realizing that a combination of age old traditions and modern methods may be best.

BY MURRAY CORNISH



Observing the day-to-day behaviour of the majority of the Western world would easily lead one to conclude that so-called "civilized" man is bent upon self-destruction.

Typically we eat all the wrong foods to excess and consume potentially lethal quantities of addictive drugs such as alcohol and tobacco. At the same time we deny our bodies sufficient rest and exercise and subject ourselves to overwhelming self-induced stress and pressure.

When a weak link in our physiological plant finally succumbs, then and only then do we drag ourselves off to the doctor for a bit of repair work, usually expedited by sizeable doses of drugs and chemicals designed to get us right back into the whole perverse cycle as quickly as possible.

While Western allopathic medicine continues its headlong rush into the development of quick, aggressive "cures" to modern man's complex list of physical ills, some medical practitioners are finding that meaningful answers may exist not only in the future but in the past as well.

"For over 23 centuries acupuncture needles and ginseng have mended what is now one-quarter of the world's population," writes Harriet Beinfield and Efram Korngold in the forward to "Between Heaven and Earth," their book on Chinese medicine. "Yet it is only in the last two decades that most Americans have ever heard of them."

Though pushed aside even in China by worldwide acceptance of the Western allopathic approach, traditional Chinese medicine is being discovered by Westerners as both an attractive alternative and a meaningful supplement.

Perhaps the most important underlying aspect of the philosophy of Chinese medicine is the faith placed in the human body's ability to look after itself, albeit with a little help from a responsible owner.

Properly cared for on a day-to-day basis and with the help of a doctor working in partnership with his patient during times of crises, the body is a powerful self-healer.

Beinfield and Korngold employ an evocative image in their attempt to explain the difference in the two approaches. One chapter is titled "Philosophy in the West:

The Doctor as Mechanic"; the subsequent chapter, "Philosophy in the East: The Doctor as Gardener."

Allopathic medicine strives to locate the faulty component for repair or replacement while Chinese medicine is an ally to the overall wellbeing of the total body - tilling, watering and fertilizing the complete garden on an ongoing basis.

The "Huang Di Nei Jing" (Yellow Emperor's Classic of Internal Medicine), compiled between 300-500 BC offers this poignant observation: "Maintaining order rather than correcting disorder is the ultimate principle of wisdom. To cure disease after it has appeared is like digging a well when one already feels thirsty, or forging weapons after the war has already begun."

Apparently, however, even in the past not everyone paid heed to the sage wisdom of the day.



"In the old days there were often three separate doctors in a community," describes laser acupuncture therapist Gerald Boyle. "One treated trauma cases, another looked after healthy people, keeping them from getting sick, and the third was given the responsibility of tending to irresponsible folks who didn't look after themselves.

"These days, the last one would be making the most money," says Boyle. "People spend more time keeping their car tuned up than their bodies.

Boyle was trained at the New England School of Medicine in Boston, MA, practiced in Australia for two years and now works at the Hong Kong Health Care Centre.

"The essence of helping the body is to see it as a whole - totally interconnected," says Boyle. "For example, an acupunctur-

ist is able to take advantage of the knowledge that every major nerve branch in the body has a minor branch in the ear. Understanding and accepting that type of interrelationship is the basis of treatment in Chinese medicine."

Making the connection between seemingly unrelated areas of the body and interpreting widely ranging symptoms is precisely what facilitates the complex detective work.

"Chinese medicine addresses itself to the realm of 'functional' disorder," says Dr Troy Sing of Hong Kong's Vital Life Centre. "It attempts to find the reason for the lack of coordination somewhere in the vast, finely-tuned biosystem of the body.

"Diagnosis of the 'functioning' involves attention to the symptoms of the individual: what kind of pain or tension, where and when; the presence or absence of thirst, perspiration, dizziness, tinnitus, emotional upset and/or stress, food intake, functioning of bowels and urination; the menstrual flow to name a few.

"All construct the web of interaction between the environment as well as the intra-relationship of the individual components or organs that form the biosystem," says Dr Sing.

The notion that there are more basic, though less tangible factors at work in the functioning and malfunctioning of our bodies than we have been lead to believe is not easily accepted by Western society.

"The words Chinese use to describe the relationships and the problems do not translate well into English," says Eric Spain, cofounder of the Complementary Medicine Society in Hong Kong. "The language sounds quaint, perhaps almost humorous and not to be taken seriously.

"Many orthodox Western doctors think it's rubbish to talk about heated livers and cold stomachs. They don't realize that it is all part of the greater picture involving the body as a whole," says Spain.

Some ten years ago Spain's wife became seriously ill and he was distressed and frustrated that traditional Western attempts to help her proved fruitless.

His search for other answers led him to like-minded individuals and together they founded the Society as a forum and information network for those interested in alternate medical approaches.



"Western doctors are superb mechanics," says Spain. "For replacing bits and pieces and of course in acute situations they have made tremendous advances.

"But for chronic cases and long-term suffering, many people are coming to realize that Western allopathic procedures fall short and that there may be alternatives."

Alexander Yuan studied naturopathy, acupuncture and Chinese herbal medicine in Canada before returning to Hong Kong to set up a Western style naturopathic practice at the Optimum Health Centre.

"While it is true that Western medicine is very quick at relieving symptoms with the use of powerful, toxic drugs, it is incorrect to assume that such a procedure is necessarily making the person healthier," claims Yuan.

"Traditional herbal medicine is based on a very comprehensive system," he says. "It has a strong philosophical basis which has withstood the test of time. The immediate result may not be as drastic because it is a holistic approach, attempting to restore the proper balance to the body and it takes time."

With such divergent origins, beliefs and objectives, can the two approaches coexist and be used as complementary practices?

Canadian Jock McKeen was a Western-trained physician who had also studied traditional Chinese acupuncture in England when he first met Ben Wong 23 years ago.

Wong, at that time a young psychiatrist, was becoming interested in body and energy approaches and he and McKeen decided to combine their knowledge and interests.

They have been working together ever since.

"In our work we have used concepts from Oriental medicine, Western medicine, Western psychiatry, psychology and theology as well as humanistic perspectives in counselling," says McKeen.

"Western medicine is good for treatment of disease that has manifested, especially in acute situations where emergency procedure is required," he says. "Eastern medicine is excellent with chronic conditions and for lifestyle issues, to get at the circumstances where disease arises and to take action before disease manifests."

McKeen and Wong ceased private practice in 1975 and since that time have concentrated on group work at their idyllic "Haven By-the-Sea" personal and professional development centre on Gabriola Island, British Columbia.

The two have recently co-authored a book, "A Manual for Life", published by PD Seminars, 1992.

"At this stage in history," write McKeen and Wong, "The Chinese science is incorporating the Western scientific approach; the Western science has an opportunity at this juncture to learn much from the rich legacy of traditional Chinese science." ♦



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

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

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

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

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



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

In 1992, Calgary also celebrated the opening of the Calgary Chinese Cultural Centre, a building which is unique in North America. Its completion, made possible through the financial contribution of important Hong Kong Business interests, brought

a great sense of pride to all our citizens and will contribute to Calgary as a cultural and business centre in North America.

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

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DR. JOHN TZE:

BY NANCY DICKSON

Bridging the gap between medical care in China and Canada



Dr. John Tze

Only eight years ago, in 1985, Dr. John Tze Wah Jun, who had studied medicine and practised in North America for over 30 years, made his first visit back to China. Since then, Dr. Tze has made 34 trips to China—all with the goal of helping to improve medical care for the children of China and Canada. Training programs, neonatal screening centres and hospital pairings are only a few of the programs initiated by Dr. Tze. For most people just conceptualizing this goal would be daunting to say the least.

This enormous undertaking had a rather inauspicious beginning. Invited by the then Mayor of Vancouver, Michael Harcourt, to accompany him on a trip to Vancouver's sister city of Guangzhou in southern China, Dr. Tze spent more than a day visiting various children's health care facilities. What he saw concerned him but amazed him. Yes, there were inadequate physical facilities and outdated equipment but in just one outpatient facility, the staff were seeing 2,000 - 5,000 children a day. The dedication and commitment of the hospital staff made a deep impression on Dr. Tze.

Having been a teacher of child health care for more than 20 years, Dr. Tze responded to the staff's eagerness to learn and proposed establishing a 'sister' relationship between Guangzhou Children's Hospital and British Columbia's Children's Hospital in Vancouver. Typically understated, Dr. Tze says, "I had the advantage of being Chinese and speaking Cantonese, and having the support and help of fellow health professionals in Vancouver." In 1986 the relationship between the two hospitals was formalized and enthusiastically accepted by both.

The lack of a common language was one of the first obstacles, but was overcome with the establishment of an English program in the Guangzhou Hospital by a Vancouver teacher who volunteered three months of her time. She, too, caught the spirit of enthusiasm for the project and stayed for more than a year.

In November of that same year, a delegation of more than 30 from British Columbia's Children's Hospital — board members, doctors, administrators — travelled to Guangzhou to determine the needs of their sister hospital and to establish concrete measures to meet these needs. Within the next year, Dr. Tze travelled to Guangzhou four times and was amazed at the dramatic changes in health care delivery and attitude that were taking place. "I began to see on the faces of the staff hope and optimism for the future. Also, the local government had started to pay attention to the hospital and to this new cooperative venture and were giving increased support," says

Dr. Tze. He continues, "I realized that if, with the help of Canadian colleagues and Chinese counterparts, I could make a difference at this level, I could expand the idea to a national level."

That's when Dr. Tze realized the need for the establishment of an internationally representative Foundation which would serve as a catalyst for change and improvement in health care for children. For Dr. Tze believes that not only will the children of China benefit from the work of the Foundation but also the children of Canada. As he explains, China is a country of geographical magnitude even greater than Canada, with many, many times the population of Canada as well as vast areas of sparse population. And yet, in terms of public health, they have the best system in the world. For example, 90% of the children in China are vaccinated against communicable diseases.

Through joint research projects, Canadian medical researchers will be able to tap into a body of statistics far greater than their own. As well, by providing Chinese health care institutions with Canadian equipment and training, an ongoing demand is ensured for Canadian technology and training.

Dr. Tze not only dreams in large dimensions, he delivers on an equally grand scale.

To date, 12 Canadian hospitals and child health institutions have been paired with 13 similar institutions in China. More than 200 Chinese child health professionals and workers have travelled from China to Canada on exchange training programs and more than 300 Canadian doctors and nurses and other health workers have travelled to China.

An initial three of a planned-for 30 neonatal screening centres have been established to help improve the detection of and treatment of congenital disease. (One such disease is congenital hypothyroidism leading to retardation which if detected early enough can be cured simply with medication.)

A research centre has been established at the Capital Institute of Pediatrics in Beijing which will focus on the development of

diagnostic and preventive measures to reduce the mortality of children and to promote improvement in child health care. It is being led by two Chinese doctors who have already spent two years in Canada.

Dr. Tze, the educator, (he is Professor of Pediatrics at the University of British Columbia) is quick to stress the importance of the education element in this programme. Numerous conferences and workshops have been held, involving hundreds of Chinese and Canadian health care workers, on topics such as hospital management, emergency and outpatient care, pediatric neurology, pediatric nursing and breastfeeding.

The final thrust of the program is the supply and distribution of medical supplies, textbooks and used equipment to children's health care institutions in China. And along with the equipment comes help with the installation and training to run the equipment.

Unceasingly reticent to accept acclaim for these amazing accomplishments, Dr. Tze credits the board and the founding patrons of the Canada China Child Health

Foundation with the support to establish these programs. However, it was Dr. Tze who in 1987, in Beijing at the same time as a delegation of Canadian members of Parliament led by the present Speaker of the House, the Honourable John Fraser, seized the opportunity to ask Mr. Fraser to be a founding member of the Foundation he was considering establishing. Consistent with the magnitude of Dr. Tze's goals, the list of founding patrons and board members now reads like a Chinese and Canadian Who's Who. The generous donation by Mr. Peter Chan of Hong Kong, enabled the Foundation to begin its work in 1987 and fund-raising, donations by individuals, corporations, and government bodies such as CIDA, have allowed it to continue.

Dr. Tze does allow a small measure of pride to creep into his voice as he describes the activities of the Foundation during the devastating flooding of the Yangtze valley in China in the spring of 1991. Provided with 'seed money' by the Canadian government and donations totalling almost CDN\$ 1 million from Hong Kong alone, the Foundation set up an organization to oversee the special health

care needs of all the children in the six provinces affected by the flood.

The team identified the counties or cities most affected and established 49 medical centres. Here damaged cooling and sterilization systems were replaced; needles, vaccines and medicines were provided and free medical care given to all children who required it. When the results were surveyed it was estimated that 6 million people in total, including 2 million children had benefitted from this program with major epidemics of disease totally avoided.

Currently Dr Tze is working to establish a quarterly newspaper which will review current developments and research in children's health around the world. With the support of such international bodies as UNICEF and the World Health Organization, "Global Child Health News and Review" is to have its premier issue this spring.♦

For further information on the Canada China Child Health Foundation or "Global Child Health", please write to: 113-900 Beach Ave, Vancouver BC, V6E 4M2 or fax: (604) 682-6012.

LEADING - EDGE

Canadian hospital proposed for Hong Kong

BY MURRAY CORNISH

Pending approval by the Hong Kong authorities, a hospital built to the highest Canadian standards and using Canadian doctors is in the works for Hong Kong.

The push for the hospital is being led by a group of Chinese-Canadian medical professionals concerned about the future of the territory and looking for ways to lend moral and tangible support.

The group, consisting of 200 doctors and professors, most of whom went to Canada in the 1950s and 60s and who are now highly successful and established in their fields, commissioned a study to determine what course of action they might take.

Several proposals were offered but the one that caught the imagination of this dynamic group was to build a hospital in Hong Kong. Not just an ordinary hospital but one built with the highest Canadian

standards and positioned as the region's leading edge, hi-tech facility, benefitting from the group's considerable financial resources and aggregate, multi-disciplined expertise.

Starting as a 280-bed hospital, the centre would gradually be expanded to 500 beds and would house the latest in medical wizardry and hardware.

One scenario suggests images of complex surgical operations performed in Hong Kong being beamed back to Canada via satellite so that assembled teams of experts there could lend advice and assistance.

The Canadian doctors would each spend rotating periods of several months in Hong Kong, working with the local staff and resident specialists.

Site discussions began with the Hong Kong government in 1988, but unfortu-

nately, after a considerable amount of time and money had been spent on proposals and feasibility studies, the initial Hong Kong Island site had to be given up because of environmental concerns.

Five years and two site proposals later, approval has yet to be given by the Hong Kong authorities on the site and other details such as the space-age satellite concept, but the group has lost none of its enthusiasm.

"There is still no fixed timetable for when construction can begin," says Ophelia Cheung, managing director of Cheung-Macpherson & Co. Ltd, a Hong Kong strategic consulting firm employed by the Canadian doctors. "We now have the financial support of a number of large banking institutions and we are keeping our fingers crossed that the approval will come soon."♦



Homes

for elderly Chinese in Canada meet growing need

BY MURRAY CORNISH

"If you could look into the eyes of an elderly Chinese man or woman - lonely, alienated, in need of nursing home care," reads the brochure introducing the Yee Hong Community Wellness Foundation in Toronto, "You would understand why we seek your help."

There are more than 35,000 people of Chinese origin over the age of 65 in the greater Toronto area alone. In excess of 1,000 of these seniors are on waiting lists for nursing homes and hundreds more are confined to institutions that have difficulties understanding their language, culture or special needs.

Dr. Joseph Wong, chairman of the Wellness Foundation, first encountered the disturbing plight of Canada's aging Chinese population when he worked in the country's nursing homes over a decade ago.

Elderly Chinese patients who could speak little or no English would sometimes be wrongly diagnosed as senile or ignored when they couldn't communicate, anorexic when they refused to eat Western food and in some cases restrained physically or by drugs when they became angry and frustrated.

Those experiences left a lasting impression on Wong.

"There is a desperate need for these people to be adequately cared for in a culturally and linguistically appropriate environment," he stresses.

In September of this year, Phase One of Yee Hong Villa, consisting of a 130 unit, CDN\$20 million seniors apartment building and 25 family townhouses will be completed in the north Toronto district of Scarborough.

Phase Two, a 90-bed nursing home and senior centre is scheduled to open in April of 1994 at an additional cost of CDN\$10 million.

The Ontario housing ministry will contribute CDN\$20 million and the Yee Hong Community Wellness Foundation has thus far raised CDN\$5.5 million.

"It is gratifying that even in these difficult times people have reached deep into their pockets," notes Wong. "These peo-

ple have thankfully realized the great need, which grows more urgent day by day.

That need was dramatically underscored, when in February, 500 seniors turned out in the season's most severe snowstorm to attend the first of four meetings at which details of applying for residence in Phase One were presented.

The only other facility for elderly Chinese in Ontario, the Mon Sheong Home in Toronto's Chinatown district, was set up in 1975 through the efforts of the Mon Sheong Foundation, a Chinese Canadian volunteer charitable organization, with the assistance of the Canada Mortgage and Housing Corporation and Ontario's Ministry of Communication and Social Services.

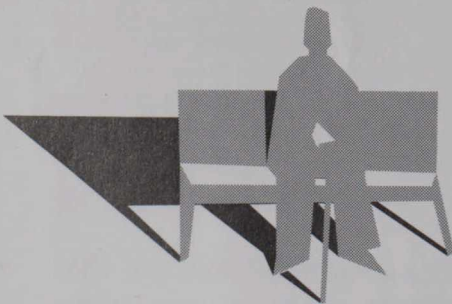
The Mon Sheong Home is a residential complex and not a nursing home, although over the years a number of beds have been converted to extended care level.

"There are expansion plans underway," says chief administrator K.W. Cheng, "but there are close to 200 people on the waiting list and average waiting time is over two years."

The Montreal Chinese Hospital, certainly the oldest of its type, was founded in 1918 to care for the Chinese community during the great influenza epidemic.

Run by the Montreal Chinese Hospital Corporation, the present day hospital provides long term care to the elderly population, particularly those of Chinese or Sino-Vietnamese origin, who have lost their ability to function autonomously.

Attempting to serve the entire province of Quebec, the Montreal Chinese hospital is heavily dependant upon donations as well as projects and functions organized by The Montreal Chinese Hospital Foundation. ♦



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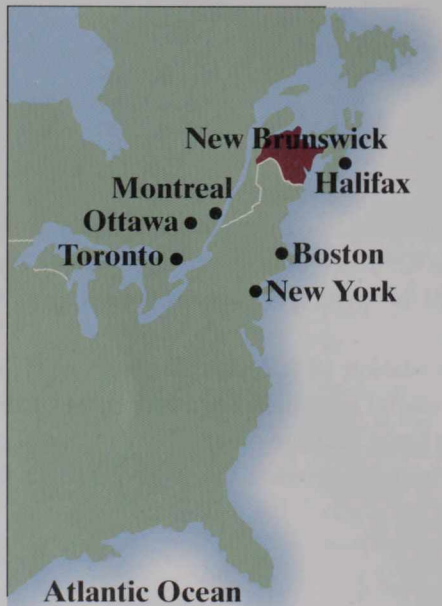
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THE CANADIAN CHAMBER
visits
SOUTHERN CHINA



The trade mission took the group to the Zhubai Special Economic Zone where they visited the Lizhu Pharmaceutical (Group) Co Ltd

BY HEATHER ALLAN

In February of this year the China Business Investment Committee, under the leadership of Mr. William Yip, chairman, and Ms. Eliza Chan, Chamber vice president, organized a study tour to the Western Bank of the Pearl River Delta. The mission was part of the Chamber's overall strategy, as outlined by President Marlene Lee, of presenting The Canadian Chamber of Commerce in Hong Kong as a Canadian business link to the Asian regional.

The purpose of the mission was to provide Chamber members with an opportunity to further their understanding of the business and investment development opportunities in Zhuhai, Zhongshan, Shunde, Foshan and Guangzhou.

The group comprised 26 delegates including Canada's Senior Trade Commissioner in Hong Kong, senior management of Canadian and Hong Kong banks and financial institutions, business and investment consultants and suppliers of various products and services.

A very full itinerary was organized by the China Business & Investment Committee. The goal was to give delegates an idea of the range of businesses, business structures and infrastructure development that is fuelling quite a remarkable phenomenon that is Southern China. In addition to looking at the operations of certain businesses and factories, the intention was to meet both the relevant commercial and government representatives who could answer practical questions for the delegates as to how, when and why.

Delegates had the opportunity of visiting six different factories ranging from the state-owned Lizhu Pharmaceutical (Group) Co Ltd to the wholly Japanese-

owned Cannon factory to the Hong Kong-Sino joint venture of Chen De Plastics Machinery Co Ltd. The group was also honoured by the attentions of a number of senior ranking officials of the various regions including Mr. Chao Zhan Wai, Vice Mayor of Guangzhou, who met with our group twice.

Many of our delegates were relatively new to Southern China or were being re-introduced after several years away. This provoked lively discussions on the changes that were occurring. What became increasingly obvious to all of us was the rate of development throughout the region and the strains that this development and growth were putting



Hard hats required for the trip to Guangdong Steel Factory in Fang Cun, Guangzhou. Here: William Yip, Eliza Chan and Vice-District Mayor of Fang Cun Deng Yi Ming.

on the existing infrastructure, including roads, bridges and utilities. Development of infrastructure did not seem to be keeping pace with other commercial growth which could affect future business expansion.

What also surprised many of us was the sophistication of the businesses and business people. The factories we were able to visit were very clean and often very automated. At least three of the companies we met were

actively considering flotations on the Hong Kong market and currently involved in international exports, particularly to Asia.

Nor could anyone fail to be astonished by the speed with which entire cities are being conceived and developed. Two examples are Shendu and Fang Cun, both of which have been turned from small villages to full blown industrial cities with populations of 1,000,000 and 300,000 in just a matter of years.

Another surprising fact was the amount of money in evidence. There were more luxury consumer products throughout the region than any of us could have guessed. The disposable income of the local population seemed surprisingly high.

Lastly, it was apparent to us that the investment and commercial potential in Southern China is no secret. There was a tremendous amount of interest being shown by foreign business. We, as representatives of Canadian business, were repeatedly urged by the Chinese officials to be decisive, timely and perhaps better informed as to what can be done in the area.

The Canadian Chamber of Commerce in Hong Kong, through its China Business & Investment Committee, attempts to assist Canadian businesses to assess the opportunities in Southern China through a variety of opportunities such as study tours and speaker luncheons. For further information on the committee, its activities and how you might be able to get involved, please contact Ms. Leslie Henderson, Executive Director of the Chamber (tel: 526-3207).◆

A full report of the Canadian Chamber of Commerce Study Tour to the Pearl River Delta, February 1993 is available by contacting the Chamber office (526-3207).

A Long Run

through the streets of

HANOI

BY J. CHISHOLM LYONS

No one needs an excuse to visit Vietnam but if an excuse is required going there to watch the Hanoi marathon is as good as any. That's what my wife and I did in January to witness our son run the Hanoi marathon - all 26 miles and 385 yards of it.*

Our son Chisholm, 29, a vice president of Trimark Investment Management Inc., Toronto, has run marathons in Toronto, Ottawa, Boston, New York and London, England. In Hanoi he was the only Canadian in an international field of 150 runners. According to the Hanoi media, there were 10,000 security officials in attendance. Chisholm observed that in the Boston marathon, the figures were reversed - 10,000 runners and 150 police.



Chisholm Lyons Sr is in good company along the marathon route.

Hanoi is an hour and 15 minute flight from Hong Kong. Until December, 1991, the flight from Hong Kong to Hanoi was through Bangkok and took a full day. Cathay Pacific/Vietnamese Airlines started twice-a-week joint flights in December of 1991 and now fly daily, a measure of the popularly-held belief that Vietnam is the new frontier.

Although the flight is advertised as a joint Cathay Pacific/Vietnamese operation the Boeing 737 carried Swiss colours, had a cabin crew of Italian nationals and was on charter from European Air Lines of Berne. Very international.

Julie and I had watched our son run marathons in Ottawa and London. To us the Hanoi marathon reflected organizational skills equal to international standards. The security forces were Hanoi police dressed in what appeared to be army discards. In dress and discipline they resembled New York police and commanded the same respect from the public. The Minister of Sport, who is an army general, said 200,000 spectators viewed the marathon. I believe him.

The race started in the heart of the city and went around the inner-city lake twice and then through the Hanoi markets and out to the agricultural areas and paddy fields. There were cheering crowds along the whole route.

A number of Americans participated. Some wore shirts bearing the words "Lift the Embargo Now." The shirt of an American army veteran said merely "USA/MIA." No one seemed to notice.

The weather was hot - 80 degrees fahrenheit and muggy, which adversely affected the runners.

A 40-year-old American won the marathon. He has run 132 marathons and won over 30 of them. His time was slow by international standards - 2:39:14. An English solicitor from Hong Kong came second - some 10 minutes after the American - and in third place was a Vietnamese who finished a minute later. The rest of the field struggled in over the next two hours. Chisholm's time was an agonizing 4:32 - an hour and 30 minutes slower than his time in the London marathon which is the largest marathon in the world with 35,000 runners.

There were 17 women in the race and the winner was a Vietnamese whose time was 3:25:21. She collapsed at the finish line and was taken to the hospital.

There are very few signs of the war in Hanoi. On the approach to the airport we could see clusters of bomb craters in paddy fields beginning about 20 kilome-

tres from the airport. Apparently smart bombs were not available before the Gulf War. There were about 20 MiG fighters parked along the runway. They didn't appear to have flown for a decade. It seems after fighting the French and the Americans for 30 years Vietnam has had enough of war and its memorabilia.

Hanoi is a shabby city, almost turn-of-the-century in style. There are few buildings over four storeys. The influence of France is apparent in the wide, tree-lined boulevards, numerous parks and in the architectural style of buildings erected during the French regime which ended with Dien Bien Pheu in 1954. A number of Vietnamese wear French berets while others wear hats inspired by Ho Chi Minh who is known reverentially as Uncle Ho.

We stayed at the Metropole, a first rate French-owned hotel in the heart of Hanoi. As much French as English was spoken there.

The Vietnamese, surprisingly, showed great warmth towards Americans. We were witnesses to that phenomenon because we were thought to be Americans. The Vietnamese mistrust the French and loath the Russians. During the Vietnamese war Russians were known as "Americans without dollars."

Hanoi has a population of two million and Vietnam 70 million. The Vietnamese are looking forward fervently to the lifting of the United States ban on trade with Vietnam. The country is poor, very poor, and needs help from abroad. It is still an agricultural, bicycle/pedicab country. Most of the cars in Hanoi were vintage Russian models but with horns on the cutting edge of cacophony.

Flying to Hanoi we met an agricultural economist for the University of British Columbia. He said Vietnam is making great strides in agriculture especially since the free market was introduced to farmers several years ago. The farmers can now keep up to 80 per cent of their crop.

* For those who may be interested, the additional 385 yards were tagged on to the modern marathon at the London Olympics in 1908 when King Edward VII requested that the marathon, which had its starting line at Windsor Castle, finish in front of Buckingham Palace, 385 yards beyond the 26 mile marker.



Chisholm Lyons was the only Canadian out of 150 competitors to enter the international Hanoi marathon.

In two years Vietnam transformed itself from an importer of rice to an exporter. Sadly, the otherwise fertile Mekong Delta still staggers from the affects of Agent Orange.

In addition to the lifting of the US trade embargo, the economic engine which will pull Vietnam forward is Ho Chi Minh City. It is regarded in Hanoi in the same manner as Ottawa regards Toronto or Montreal. Ho Chi Minh City, by the way, is referred to as HCMC. The leading hotel in

HCMC is called the Saigon Floating Hotel. So much for Uncle Ho.

Hanoi conveys an aura of excitement and change. Foreign investment is beginning to manifest itself. The Foreign Investment Law of Vietnam was approved by the National Assembly on December 29, 1987 and re-approved for the second time on December 23, 1992 as a reaffirmation of the Government's

commitment to provide stability for foreign investors. At the end of 1992 there were 532 projects licensed for development capitalized at US\$4,627 million. These break down into 407 joint ventures, 66 enterprises with a 100 per cent foreign-owned capital and 58 business co-operation contracts. Forty-six per cent of the total is in the manufacturing and energy sector and, happily, 16 per cent in hotel construction.

Foreign investment brings an increas-

ingly international flavour to Hanoi. At the Metropole Hotel we overheard at tea time four Asian developers - from Singapore, Taiwan, Hong Kong and HCMC - negotiating the development of a twin tower retail/commercial/residential complex of six storeys. Progress, of sorts, I suppose.

The Hanoi Airport is served by 15 international airlines, running alphabetically from Aeroflot and Air France to Quantas, Singapore and Thai International. At the airport terminal, which needs some loving care, stores feature local paraphernalia, including Uncle Ho styled helmets. Also for sale were old Zippo cigarette lighters bearing insignia of American military brigades. While a dented lighter may capture the tragedy of the past the Hanoi marathon won by an American and a Vietnamese celebrates the enduring spirit of the human race to heal its wounds - no matter how deep they may be. ♦

J. Chisholm Lyons Q.C. practises Canadian law in Hong Kong with the firm of Smith Lyons/ Fred Kan & Co.



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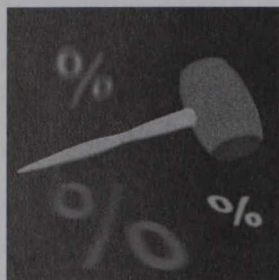


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Budget in the black; new developments in profits tax



Legal & Taxation COMMITTEE

This column is a regular contribution by members of the Chamber's Legal and Taxation Committee.

*-Editor and committee chairman
Bill Lau.*

The budget in brief

Hong Kong's Financial Secretary Mr Hamish Macleod proposed few changes in his second budget speech March 3, 1993. The corporate tax rate is to remain at 17.5 per cent, and the standard salaries tax rate at 15 per cent.

Other salient revenue features of the 1993-94 Hong Kong budget included the reduction of stamp duty on share transfers to 0.3 per cent, the elimination of tax on cosmetics and entertainment (read cinema tickets); plus increased duties on fuel, alcohol and cigarettes. For wage earners, the Financial Secretary is proposing to increase the salaries tax basic personal exemption to HK\$56,000 (double that for a married taxpayer). A system of Composite Tax Returns was introduced, effective April 1, 1994, under which a single return will cover all direct taxes levied on a taxpayer.

The Financial Secretary also announced that with effect from March 4, 1993 certain royalty payments, made to an overseas associate for the use of intellectual property would be wholly subject to Profits Tax. Previously, only 10 per cent of such royalty was taxable.

Mr Macleod announced an impressive list of capital projects, and confirmed that Hong Kong's GDP per head had now overtaken that of Spain and New Zealand, and was closing in on that of Australia and the UK.

The only difficulty faced by the Financial Secretary was to explain why he had seriously underestimated Hong Kong's budget surplus, and how his government accumulated HK\$20.5 billion over the past fiscal year. Without passing on the former, the Financial Secretary attributed the latter to higher than expected revenues and government underspending. Assuming that underspending is a skill, perhaps Canadian and other governments should consider sending their employees to Hong Kong to be trained by their Hong Kong government counterparts in such skills. It should be noted that the budget

proposals may be subject to amendment before being enacted into law.

*William Thomson
Tax manager, Deloitte Touche Tomatsu (HK)*

Hong Kong profits tax

The Hong Kong Inland Revenue Department (IRD) recently issued Departmental Interpretation and Practice Note No. 21 on source of profits. For businesses (corporations and individuals) operating in Hong Kong, source of profits is often the most significant Hong Kong tax planning issue, as profits arising outside Hong Kong will escape Hong Kong tax.

This Practice Note provides a clear indication of the IRD's assessing policies in this area. It covers profits arising from a broad range of commercial activities including trading, manufacturing, real estate, services, commission income and financial institutions. Particularly interesting are the comments on a Hong Kong business that carries manufacturing in China under a processing agreement. The IRD's view is that an arbitrary apportionment of 50 per cent of the profits on the sale of such manufactured goods will be subject to Hong Kong tax.

However, the Practice Note states that no apportionment between Hong Kong sources and non-Hong Kong source profits can arise on profits from trading transactions. Such profits will either be wholly taxable or non-taxable, depending on various situations provided in the Practice Note.

It is important to know that this Practice Note only states the IRD's view of this area and it has some ambiguities. It does enable a Hong Kong business to structure its operations to fit into the IRD's assessing policies where advantageous. However, a taxpayer may be able to develop better offshore claim by making reasonable arguments based on his actual situation. The Practice Note is not legally binding and is therefore subject to court decisions.

*Barry Macdonald
Principal, Coopers & Lybrand*

Chinese Canadians -

VOICES FROM A COMMUNITY

This book sets itself a difficult task:

"Nothing brings history to life as well as its impact on the lives of those who survived it...we have been fortunate to assemble a diverse group whose personal experiences illustrate the major events in the history of the Chinese in Canada in the twentieth century...Personal anecdote exposes character and the dynamics of the subject's relationship to society better than any description and analysis penned by another author."

The book is *Chinese Canadians - Voices from a Community* by Evelyn Huang with Lawrence Jeffrey (Douglas & McIntyre Ltd., 1992). In fact, it is not an oral history at all, but a collection of interviews with Chinese Canadians of various ages and backgrounds. While it does not entirely achieve its goals, it is an interesting and worthwhile effort.

Many of the interviewees are well-known outside the Chinese Canadian community, and almost all are identified as leaders within that community.

"Burn your bridges.

Burn them.

And walk away."

David Lam is, of course, the Lieutenant-Governor of British Columbia. He repeats his famous advice to new immigrants from Hong Kong to "Burn your bridges. Burn them. And walk away." At the same time, he says that the impact of immigration from Hong Kong is "one of the best things that will happen to Canada. We get talent. Those talents, education and experience represent billions of dollars of time and investment. We get all that plus the entrepreneurial spirit and the capital. What more could you want?"

Television personality Adrienne Clarkson also appears. She says: "I'm not obsessed by being a woman or by being Chinese or by being my age or anything. I just wish to enjoy life and to live a full and enriching life and to contribute something and create something. That's what I really want to do, so I don't think about these other [political] issues

that much. If I'm asked to participate in a Chinese Canadian event I do, or I lend my name to it."

One of the more colourful interviewees is Dock Yip, a lawyer/actor in his late eighties. He was the first Asian called to the bar in Canada and was active in lobbying for repeal of the Exclusion Act. His hope for the Chinese community is for "the Chinese [to] become more Canadian. Take part in Canadian life. Join the Rotary Club, the Lion's Club. Take part, and contribute money to Canadian society. But I also believe the Chinese should retain their ancestral language. For instance, my children, they should learn Chinese and learn the Chinese culture."

"Be proud that you come from

a Chinese heritage,

but be proud of being Canadian"

One of the more thoughtful interviewees is Der Hoi-Yin, who is the national business correspondent for the CBC. She says that Caucasians in Canada do not understand that "[there] are divisions within the various communities, be it Chinese, East Indian or whatever. It's all broken into little cliques; and then you've got divisions between the ethnic groups. What we must try to do, is to help bridge the gap, so our children are not ethnocentric but multicultural, cosmopolitan."

Asked for a message for her children, Ms. Der says: "Be proud that you come from a Chinese heritage, but be proud of being Canadian. I want them to work hard in this country, excel in this country. This country is theirs now. Regardless of what others may say about them because they are a visible minority, they are a part of this country...While they may look Chinese, while they may speak Chinese, all of which is important, I know they will never be truly Chinese. They will be Canadian, Chinese Canadian."

The book also contains an essay by Peter S. Li of the University of Saskatchewan entitled *The Chinese Minority in Canada, 1858-1992: A Quest for Equality*. It sets out a brief history of legalized

racism against the Chinese, a sad history that is not sufficiently acknowledged in Canada today. The essay also contains interesting data about the demographics of the Chinese Canadian community over the years. In striking contrast with the majority of the interviews, Mr. Li concludes: "It would appear that despite the economic and occupational advances made by Chinese Canadians in recent decades, they have yet to cross the social barriers to full acceptance into Canadian society."

Most of the interviewees express faith in Canada and optimism for the future of the Chinese community in the country. They also stress the importance of assimilation and seem to suggest that any lack of integration by the Chinese into mainstream Canadian society arises at least in part from self-imposed isolationism. This appears to be contrary to Mr. Li's views, as well as those of the interviewees, who ask insistent questions about racism.

However, it must be noted that these interviewees are really voices from a segment of a community. Almost all are long-established in Canada and, as mentioned above, are identified as leaders within the Chinese Canadian community. They are highly successful people. It might be interesting to hear from some less successful voices in the Chinese Canadian community. As Ms. Der notes, there are divisions within every ethnic community.

The interviewees are generally also interesting people. Unfortunately the book is marred by gushy introductions and amateur photographic portraits of the interviewees, and shallow questions. However, the interviews illustrate a few more tiles in the cultural mosaic that is Canada. Notwithstanding Mr. Li's pessimism about the future for Chinese Canadians, it is clear that their influence is growing. This book is a record for the Chinese Canadian community, and a source for other Chinese, and other Canadians, to learn something about this community. ♦

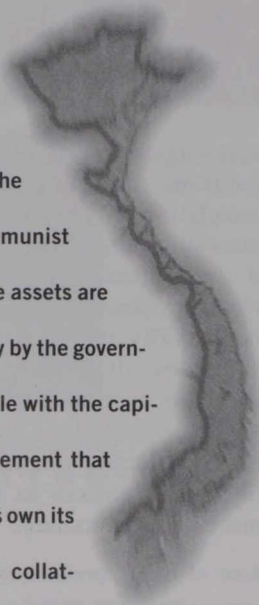
Margaret Coates is a Canadian lawyer at Baker & McKenzie in Hong Kong and a member of the Chamber Publications Committee.

The development of Vietnam's commercial banking system

• Prospects for the adoption of the Canadian model

How do you reconcile the fundamental communist tenet that all state assets are owned collectively by the government for the people with the capitalist bank requirement that a state enterprises own its assets offered as collateral for loans?

This was one of several issues canvassed at a seminar recently held in Hanoi to discuss banking law problems faced by Vietnam and proposals for the adoption of modified versions of selected Canadian banking laws to resolve these difficulties.



The seminar was held at the request of Vietnam's Ministry of Justice and under the auspices of the United Nations Development Programme. Minister of Justice Nguyen Dinh Loc chaired the seminar. The overseas panel comprised Maurice Nguyen, formerly a Canadian banker and now a business consultant in Vietnam and Fred Kan, Paul Harricks and Hugh Gillespie of the law firms of Fred Kan & Co. and Smith, Lyons, Torrance, Stevenson & Mayer.

In his opening comments, Mr. Loc noted that while other seminars on law reform in Vietnam had been held this was the first by a Canadian law firm and the first seminar devoted exclusively to banking law. The topics covered ranged from the purpose and structure of North American financial markets to the capital adequacy rules and their application to Vietnam.

During the seminar there was an extensive discussion of the need for banks to be able to obtain a secured interest in collateral offered in exchange for loans. If the enterprise is 100% foreign owned and title to the collateral can be established, this concept does not represent any theoretical problems.

However where the borrowing enterprise is state-owned or is a joint venture between a state-owned enterprise and a foreign enterprise, the question of ownership of the assets used by the Vietnamese enterprise is not easily resolved. At present, state enterprises are not generally considered to own separately the assets used in their enterprises. All assets of state enterprises are considered property of the people. For example if a state-owned plant requires additional machinery, the funds may be loaned by a domestic commercial bank but come ultimately from the state treasury.

This asset ownership problem is tied in with the acknowledged need for Vietnam to develop an independent body of auditors and accountants and to require audits. Later this year the National Assem-

bly will consider a proposed civil law which is expected to address some of these issues.

The overseas speakers agreed to provide the Vietnamese with information on the capitalization structure of Canadian crown corporations as a possible model for Vietnam.

Vietnam faces a number of challenges as it transforms itself from a centrally planned to a market economy. Among the most important is the need to develop a commercial banking system which will encourage private sector investment. Clear and comprehensive banking and related commercial laws form the core of banking systems in market economies.

Journalists, businessmen, professionals and commentators have often stressed the absence of an adequate legal banking infrastructure as a critical problem which Vietnam must quickly overcome. So it came as a surprise to the Vietnamese participants that the consensus of the overseas panel was not that Vietnam had far to go but rather that they had come quite far in the development of its banking law.

Prior to 1986, Vietnam had no commercial banks. Anticipating the adoption of the *doi moi* (economic reform) policy in 1987, the Vietnamese government established two levels of banks in 1986.

The first level is the exclusive domain of the State Bank of Vietnam, which is responsible for monetary issues. The second level established new commercial banks. By 1990, the process had evolved to the stage that two decree laws were adopted for the purpose of modernizing the banking law.

As of October 1, 1990, the Decree Law of the State Bank of Vietnam and the Decree Law on Credit Co-operatives and Commercial Banks came into force. The former decree established the State Bank's authority as sole issuer of currency and as the licensing authority for foreign and local commercial banks.

The Decree on Credit Co-operatives and Commercial Banks also established a number of critical operational rules for credit institutions. These institutions must maintain a reserve fund which varies between 10 per cent and 35 per cent of their deposits. There is a cap on capital mobilization equal to 20 times the financial institution's equity. As well, the decree contains restrictions to ensure diversification of risk. No single customer may borrow more than 10 per cent of a bank's reserve fund. Moreover the total credit outstanding to the bank's ten largest customers cannot exceed 30 per cent of its total loans.

Despite the adoption of these and other equally important rules problems remain.

The existing restrictions on self dealing and ownership levels are simplistic and can be easily by-passed through multiple legal entities and ostensibly unconnected persons.

In addition, current Vietnamese law pro-

vides that Vietnamese creditors are entitled to priority in the repayment of debts on a bank's closure. Commercial banks in Vietnam are still obliged to provide preferential loans to special economic sectors regardless of those sectors' ability to repay the loans. This is an example of government policy overriding commercial lending principles.

Commercial bankers must know not only that they hold a valid security interest in collateral but that their interest is a first charge on the collateral. This requires some sort of system for the registration of security interests. A number of Canada's provincial governments have developed computerized personal property securities systems based on the system initially established by Ontario in the 1960s and subsequently refined. The Canadian systems provide a mechanism for the registration of security interests on a "first in time" priority basis. Equally important is the sophisticated means of searching for other secured interests a

prospective borrower might have previously granted. Collateral can be searched by borrower name or serial number - an important capability for easily transported collateral such as automobiles.

The Vietnamese seminar participants were very interested in the prospects for adopting the Canadian system. There may be an opportunity for the sale of a modified version of a Canadian system to the Vietnamese government. While the Vietnamese do not have a great deal of money the Canadian systems are typically self-financed through user fees.

Initial enquiries have been made with the goal of organizing a Vietnamese delegation visit to Canada to learn how the Canadian systems operate and how they might be adapted to meet Vietnam's requirements. ♦

Hugh Gillespie practises law with Fred Kan & Co. in association with Smith, Lyons, Torrance, Stevenson & Mayer, a Hong Kong based association of two law firms. He is actively involved in advising clients who are establishing business operations in Vietnam.

Mckenna

meets with
Canada's leading Chinese
entrepreneurs



New Brunswick Premier Frank McKenna, here shown with Felix Li of the Canada-Chinese Trade Council, urged Chinese business leaders in Toronto to consider investing in New Brunswick.

On February 25th, New Brunswick Premier Frank McKenna spoke to 75 of Canada's leading Chinese entrepreneurs at the Mandarin Club in Toronto about the benefits of investing in New Brunswick.

McKenna, who visited Hong Kong in March 1992, said at that time he was "staggered at the pace of development and the enormous potential." While continuing to forge links with the Hong Kong and Chinese markets, McKenna said he is also excited about strengthening ties with the Chinese business community in Canada.

New Brunswick companies currently export HK\$124 million (CDN\$20 million) in products to China annually.

"In the past year over 100 jobs have been created in New Brunswick by Chinese investment in textiles and computers," he said, "thanks to companies like WHK Woven Labels Ltd and the 3D Microcomputer plant announced last week."

McKenna spoke about the many advantages of locating a business in New Brunswick, and about the province's strong economic performance. "We have led the region in economic growth for the past few years and all forecasts predict a similar

performance in the years to come." He said New Brunswick led all of Canada last year in growth of manufacturing shipments, was second in employment growth and surpassed the national average in retail sales and housing starts.

"The entrepreneurial spirit has never been stronger in New Brunswick," he added, inviting those gathered to come and see first hand the potential in New Brunswick. He cited opportunities for joint ventures in areas such as nuclear engineering, environmental protection, software development, major energy projects and mining and forestry management.

In addition to Toronto area business people, guests included representatives of the Consulate General of the People's Republic of China in Toronto, the Canada China Trade Council, the Hong Kong Canada Business Association, the Hong Kong Economic and Trade Office, the Toronto Chinese Business Association, the Taipei Economic and Cultural Office, the Korea Trade Centre, the Canada China Trade Council, the Canada-Taiwan Business Association, the China Council for Promotion of International Trade, the Hong Kong Economic and Trade Office and the Hong Kong Trade Development Council. ♦

Canada

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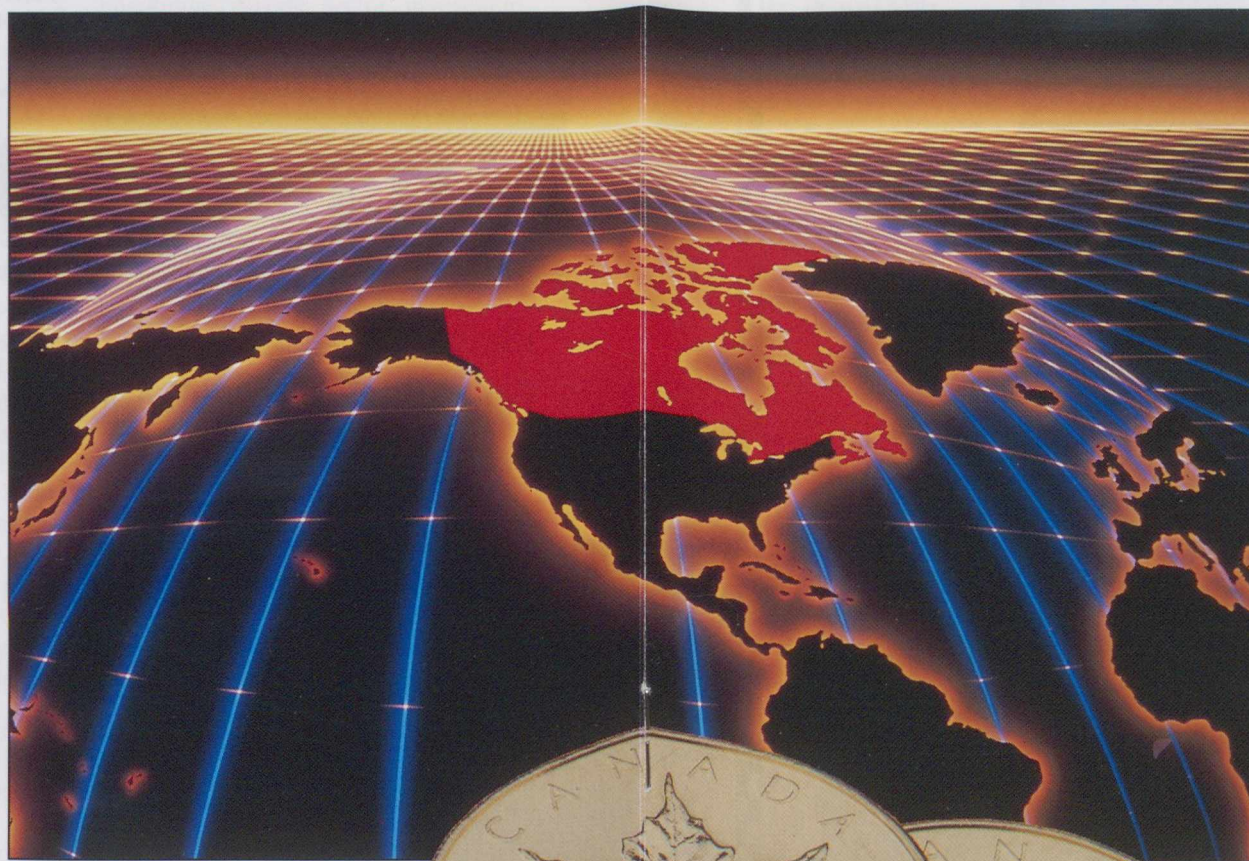
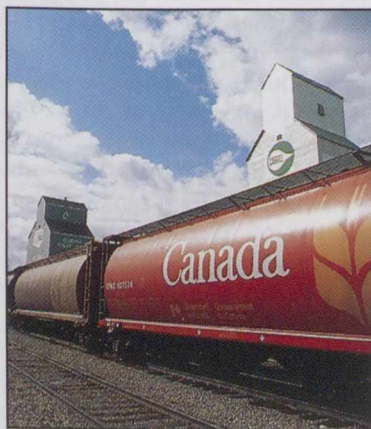
It's a fact that more than 400 of the Fortune 500 companies are established in Canada. Why?

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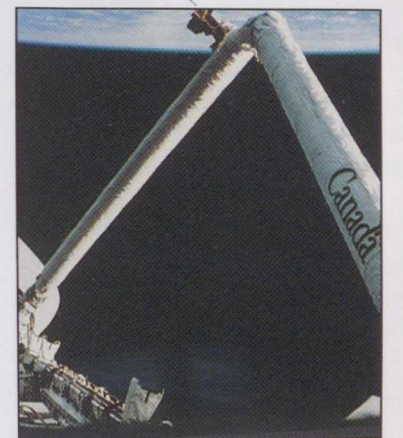


standards of living in the world. Together with its enviable quality of life—cosmopolitan cities, unparalleled natural attractions and world-class cultural activities—Canada offers an unbeatable combination of economic strength and appealing lifestyle.

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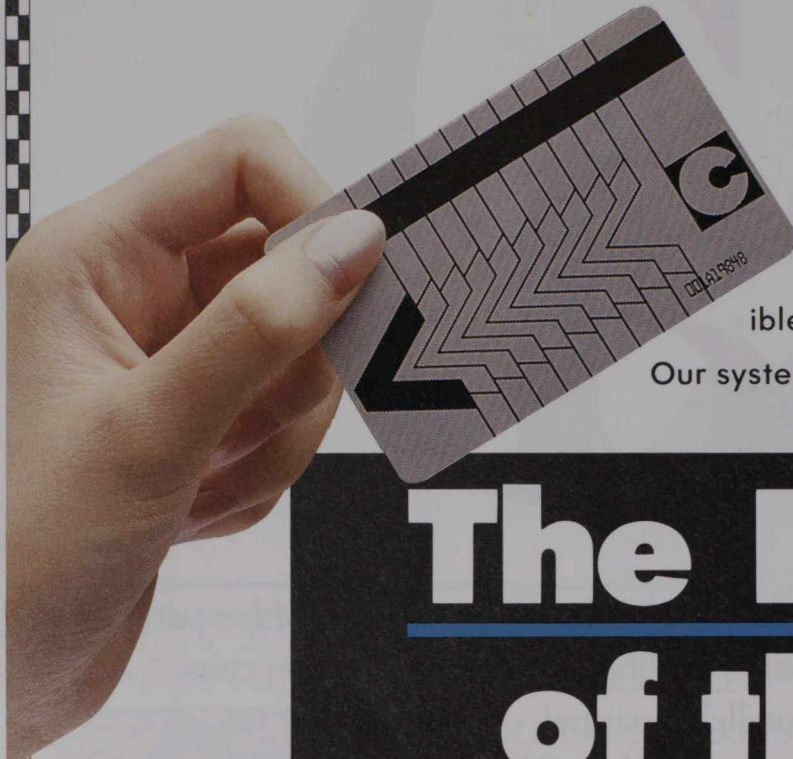
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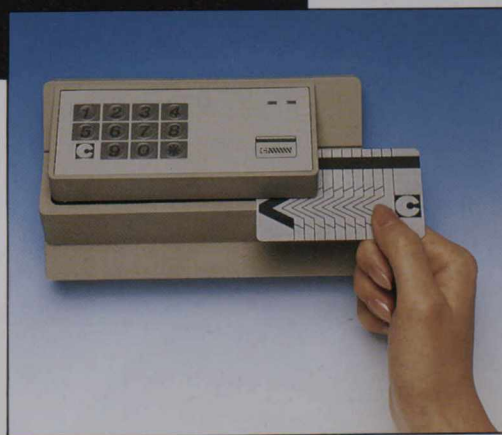
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Canadian tax planning an ounce of prevention

Most immigrants to Canada are aware of its high tax rates. But what most do not realize is the extent of the Canadian tax net and the extent to which Revenue Canada will sometimes go. Fortunately, with a little pre-arrival planning, these concerns can be eliminated. Without appropriate tax planning, you enter Canada at your financial peril.

The situation described below is a real case where an immigrant became the target of a "net worth" assessment by Revenue Canada. The names and circumstances have been altered slightly for confidentiality.

As it unfolds

Kathy emigrated to Canada from Hong Kong in 1988. At the time of her arrival and thereafter, Kathy owned one-third of a Vancouver company ("Canco") and a Hong Kong company ("HKCo"). These companies did business together in importing and trading. The other shareholders are Kathy's brothers and sisters.

Revenue Canada audited Canco in 1991. As the audit progressed, Revenue Canada became concerned over how the shareholders' loan account had grown in the last few years. Most of the increase was attributed to loans and advances to Kathy. There was also concern over Canco's business dealing with HKCo.

Revenue Canada had a long interview with Kathy. Here is a sample of the questions they asked:

1. How much money do you carry in your purse?
2. What is your position in HKCo?
3. Do you receive any fees from HKCo?
4. Where do you keep your savings?
5. What do you do in your spare time?
6. Where do you spend most of your time?
7. Who is managing HKCo?
8. Did you review the financial statements of Canco and HKCo?

After the interview, Revenue Canada embarked upon a full scale audit of Kathy, they examined everything they

could find, including all banking records (deposit slips, cancelled cheques, bank statements, wire transfers, etc.).

The following are some of the major issues that subsequently arose.

Mind & Management of HKCo

Revenue Canada visited a number of banks with which Kathy had dealings. One of the banks's files indicated that she held the position of managing director of HKCo. As a result, Revenue Canada proposed to treat HKCo as "managed and effectively controlled" by Kathy, who was now a resident of Canada. This meant that HKCo would also be deemed to be a resident of Canada, and would be subject to Canadian tax on its worldwide income.

Loans from HKCo

The financial statements of HKCo indicated that Kathy owed a large sum of money to this company. The loans were non-interest bearing and had been outstanding from one to five years.

Revenue Canada proposed to treat the shareholder loans as a benefit that has been conferred on Kathy. If successful, the entire amount of the loans would be taxed as income to Kathy. No deduction can be claimed when the loans are eventually repaid. This would have been disastrous.

Loans to Relative & Friends

Prior to leaving Hong Kong, Kathy had made loans to her brother and to certain close friends. These loans were repaid after Kathy became a resident of Canada and the repayments were picked up by Revenue Canada as deposits to her Canadian bank accounts.

Revenue Canada said that the loan repayments were unreported income of Kathy,

since she was not able to substantiate all of the details to their satisfaction.

Conclusion

Kathy's nightmarish experience will not happen to most new residents. But, for those who prefer to exercise a little caution rather than trust to chance, here are some practical tips:

- Consider resigning from directorships of foreign companies and dilute the management and control of such companies prior to coming to Canada.
- Ensure that information disclosed on the financial statements and financial records of foreign companies is consistent with your personal financial information.
- Document loans made to and from friends and relatives.
- Provide consistent financial and personal information to all government agencies and banking authorities.
- Compile a personal net worth statement prior to moving to Canada.
- Consult professional tax advisers prior to and after moving to Canada.

Canada offers tremendous tax planning opportunities for immigrants. The incentives are among the most generous in the world. Take advantage of them with proper advance tax planning. For those of you who prefer to adopt a wait-and-see attitude, I would caution that planning in hindsight is risky, costly, and, for the most part, ineffective. ♦

Sonja Chong, C.A. is a tax partner at Braithwaite, Harris & Cadesky, Toronto, Canada. Braithwaite, Harris & Cadesky is affiliated with Cheng & Cheng, Certified Public Accountants, Hong Kong.

Thorsсен:

BY HAROLD MANDEL

carving a niche in the furniture business

BOB THORSSEN is testament to the fact that the Canadian entrepreneurial spirit is alive, well and succeeding in Hong Kong.

The Calgary native has been doing business in Hong Kong for 15 years. Initially he imported silk plants from Hong Kong to Canada, earning the nickname "Jungle Bob" from his customers.

Due to his experience in Asia, SMED, a Calgary-based manufacturer of high-quality wood systems furniture, appointed him to establish and operate SMED Asia Limited in mid-1989. Thorsсен arrived in Hong Kong shortly thereafter and has resided in the territory ever since.

When he first arrived in Hong Kong, Thorsсен was in the unenviable position of being an unknown quantity with an unknown product in one of the world's most fiercely competitive furniture markets.

Recalling the early days of establishing SMED Asia, Thorsсен notes that any entrepreneur who wants to compete in Hong Kong must have a great deal of guts and staying power. "Newcomers often run into a catch-22 situation in which businesses do not want to deal with you until you have proven yourself on local projects," he says. But by carving SMED a significant niche in Asia's furniture market, "Jungle Bob" has shown that obstacles facing the unknown entrepreneur can be overcome.

Less than four years after arriving in Hong Kong he has built a successful business importing customized Canadian manufactured furniture. His clients include such companies as: Banque Nationale de Paris, Knight Frank Kan & Baleau, The Commission for Canada, Hongkong Bank Trustee Ltd, Holiday Inn and Hongkong Telecom.

One of Thorsсен's most notable achievements was the successful tender of the contract to supply all the furniture, seating and partitions for all 10 floors of the

new Tung Wah Hospital Group administrative headquarters. This was a substantial undertaking as the hospital required furniture for directors and managers of offices as well as secretarial, reception, general office furniture and guest seating.

SMED was established in 1980 as an offshoot of KP Manufacturing which has been in the custom-mill work business for over 65 years. SMED now has sales of approximately US\$50 million annually and employs over 500 people in its Calgary Alberta facility.

Thorsсен says the secret to SMED's success is two-fold. First of all, SMED office furniture systems feature custom finishes and the ability to produce custom-sized components. As in the State Street Bank project at Hong Kong's Exchange Square, a designer or architect is not forced to design the interior around a manufacturer's standard line product; clients receive all the functional benefits of a systems product and still have a finished project they can identify with as uniquely their own.

Also, SMED has an almost unbeatable time of under four weeks from the factory. "My clients always receive their furniture in Hong Kong within seven to eight weeks of making their order," says Thorsсен.

This demonstrated commitment to quality and service has helped Thorsсен build awareness of SMED furniture throughout the territory. Logic Office Supplies has signed on as SMED Asia's exclusive dealers for Hong Kong, Macau and China and their Hennessy Road showrooms showcase several SMED work stations.

The growing success of SMED Asia has not changed Thorsсен a great deal: he still prefers working out of his office known as "SMED Towers" overlooking the Aberdeen Marina and continues to enjoy living at the Marina on his junk aptly named "Club SMED." ♦



Entrepreneur Bob Thorsсен on his junk at the Aberdeen Marina. His office, SMED Towers, is only a few steps away.



An example of the office furniture made by SMED.

Calgary

ALBERTA CANADA

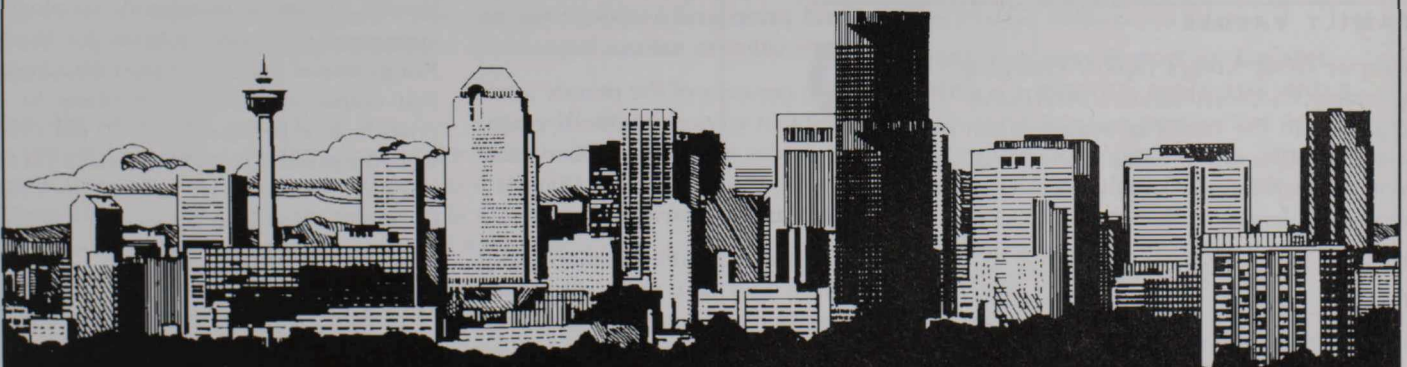
Market Facts

In 1992 surveys Calgary was voted the most liveable city in a country rated #1 by the United Nations for quality of life. Calgary is also Alberta's preferred location for business.

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BY ANH TRUONG

PERSONAL AND FINANCIAL STABILITY

key concerns for Hong Kong families



A major concern of Hong Kong families is personal stability and prosperity. At least, that is what a recent survey for the Prudential Assurance Company Ltd has found.

Issues such as the breakdown of family traditions and high inflation, which were perceived to threaten stability and prosperity, were among the respondent's key concerns.

The survey interviewed the "heads" of household in 500 randomly selected Hong Kong families in all income brackets. Of those interviewed, 73 per cent are married, 53 per cent of the households have three to four members, and 33 per cent are double income families. The majority (41 per cent) are either factory workers or shopworkers, 17 per cent are housewives, 14 per cent professionals and 20 per cent office employees.

Here is a look at what the survey found:

FAMILY VALUES

Despite Hong Kong's rapidly changing economy, traditional values are still highly regarded in the family structure. When asked what family problems were considered increasingly serious, the three most popular responses were:

- Lack of respect between children and parents.....69%
- Child neglect.....65%
- Divorce.....64%

Eighty-nine per cent of the respondents identified drugs and gang activities as the most serious concerns facing teenagers in Hong Kong. Tied in second place were suicide and teenagers having no respect for elders. Other problems included shoplifting, smoking, promiscuity, gambling and drinking.

SOCIAL AND POLITICAL ISSUES

In the area of political and social issues, the survey results revealed that most Hong Kong people have greater interest in areas that have immediate or direct impact on individual stability and family financial security. Law and order, medical service and education emerged as priority concerns.

When it came to the Hong Kong government's performance, 62 per cent of the respondents felt dissatisfied with the state of public housing. They said there was much room for improvement in the quality of public housing such as sanitary conditions, unit size, rental increase and supply.

In terms of property speculation, respondents suggested methods of controlling speculation: provide more and cheaper housing, establish rent controls, restrict the frequency of title transfer, lower land prices and introduce tax on asset appreciation to name a few.

Thirty-nine per cent of the people interviewed felt that service provided by public hospitals was not good and that there should be more hospital beds, more staff and better attitudes towards service.

In terms of elected representation, more than a third said that there should be more directly elected council members, and increased channels for citizens to voice their opinions. They also thought that civil service and government officials should pay more attention to Hong Kong citizens.

In terms of education, 48 per cent of the families felt that the Hong Kong education system provided proper education for children. Nineteen per cent were opposed to the system, and suggested

improvements such as replace "stuffed-duck" system with active learning, implement full-day primary school and increase education subsidies.

FINANCIAL PLANNING

Hong Kong families have a high propensity to save money and invest, setting high goals for themselves that they often achieve. According to the Prudential Family Survey, the average Hong Kong family saves 10 - 19 per cent of their gross income. This is a significant saving considering that the average monthly household income is HK\$14,000. Another key finding in the survey indicated that while 45 per cent of the households saved less than 10 per cent of their gross annual income, five per cent of the families saved more than 50 per cent of their gross annual income.

An overwhelming 96 per cent of the respondents felt that the government should initiate a mandatory employer sponsored retirement scheme for Hong Kong citizens. Eighty-one per cent agreed that employers should contribute to a provident or pension fund, 70 per cent were prepared to contribute four per cent or more of their salary, and 25 per cent were willing to give up six per cent or more to a provident fund.

LIFESTYLE

Watching television and eating out are the territory's top leisure activities according to the survey, while playing Mah-jong and eating out are top leisure activities involving friends.♦

Anh Truong is a co-op student in the International Trade Specialization Program at Canada's University of Waterloo. She recently spent a work term with the Government of Ontario in Hong Kong.

Marketing your message through clarity and relevance

The story so far...

Our 'hero' has been given a last minute "invitation" to stand-in for a bed-ridden boss. The task? To open a regional sales managers meeting. The topic? The Quality programme. Where? Across the harbour. When? In 20 minutes.

* * *

You sit on the Star Ferry, mopping your brow. Humidity or nervousness? Probably a bit of both.

But why nervousness? You know the topic backwards. You spoke about it to the manufacturing managers meeting only two weeks ago. And you've already decided on the simple structure for organizing your ideas; the time-based or clock plan, as Keith Spicer calls it.

So what's the problem?

The problem, you suddenly realize is that you can't use the same approach as you did for the manufacturing team. It won't fly. The sales managers will be bored stiff.

You need an angle, an approach that will grab, and keep their interest. You need to market, not sell, your message.

You recall that in the "Think on Your Feet" workshop they suggested you do a three minute brain scan grid of your listeners. As best you recall, it had to do with jotting down what you imagine will be in their minds about this topic, if anything; their preconceptions, hopes, fears, prejudices and concerns.

So, you jot down quickly what you think is their thinking about Quality. You look back over your notes and conclude, unhappily, that the sales managers are unlikely to have any interest at all in Quality. After all, it's a production issue, isn't it? At best, it applies to back-office procedures.

But you know it's not just that. Customer surveys reveal "satisfaction" with your sales team - but that's all. You need "excellence", and a distinctive competitive advantage from the field sales force.

And the customers are telling you how to get it. They've nominated, as high priorities, new product information, proposal accuracy and project management as three critical areas. These after all, you muse, are processes in the sales functions and quality is about managing processes for predictable outcomes, including customer satisfaction.

Some core themes, or angles, start to surface for you and you note them down.

- Quality and sales
(a bit dull)
- Quality has nothing to do with sales, does it?
(more challenging)
- Customer relationship management: the next frontier for quality
(O.K.?)
- Quality in sales. An idea whose time has come
(so-so)
- The quality journey: from the factory to finance to the field
(nice alliteration)

You wish you had another half hour to improve on these choices. You don't. But you have managed to angle your ideas in the audience's direction. Isn't that what the advertising people call positioning?

So you decide to go with the factory/finance/field theme. That would suit your "clock" structure nicely. First, hit them with your headline which suitably signals your storyline. Start with the origins of Quality in the factory and the benefits which accrued. Then move to show how these principles were applied in finance and administration, with spectacular results. With any luck, by the time you come to make your point — the field application — they're already making connections, and thinking about how to apply these ideas. Challenge them, recap your theme, and sit down. That should work.

You think to yourself: "Not too bad for 15 minutes preparation, eh?" Why you might even have hit the double: clarity and relevance.

Canadian Keith Spicer created the Think on Your Feet (TM) workshop several years ago. Today, the world-wide delivery of these very successful workshops is managed by Toronto-based Think on Your Feet International Inc. In the Asia Pacific they work through Ken Everett Pty Ltd, PO Box 1015 Neutral Bay, NSW Australia 2089, tel: 61-2-909-3218, fax: 61-2-909-1110.

C A N A D A B U S I N E S S R E P O R T

Greater China

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Chamber's first trade show

SURPASSES ALL EXPECTATIONS



IT couldn't have been more evident that Canadian enterprise is vital and growing in Hong Kong, judging by the activity at the Canadian Chamber's Trade Show & Open House held at the Hong Kong Convention and Exhibition Centre in March.

The show, held from 4 - 8 pm on March 25th, featured display booths from which Chamber exhibitors displayed and promoted their products and services. These included not only commercial enterprises, but all types of displays including educational, provincial, cultural, and social organizations.

All available tables, 42 in total, were sold to exhibitors. An estimated 500 members of the public attended - drawn in by the variety of products and services available, the Molson and Moosehead beer that was specially arranged for, the presence of the Canadian Rugby 7s team and the special lucky draws.

The Trade Show and Open House was created and organised by the Entrepreneur's Committee, a new committee formed in the past year to focus on entrepreneurs and their activities inside the Chamber.

Here's what Entrepreneurs Committee Chair Susan Mey and Trade Show Subcommittee Chair Greg York had to say following the rousing success of the first ever Chamber trade show and open house.

G R E G Y O R K

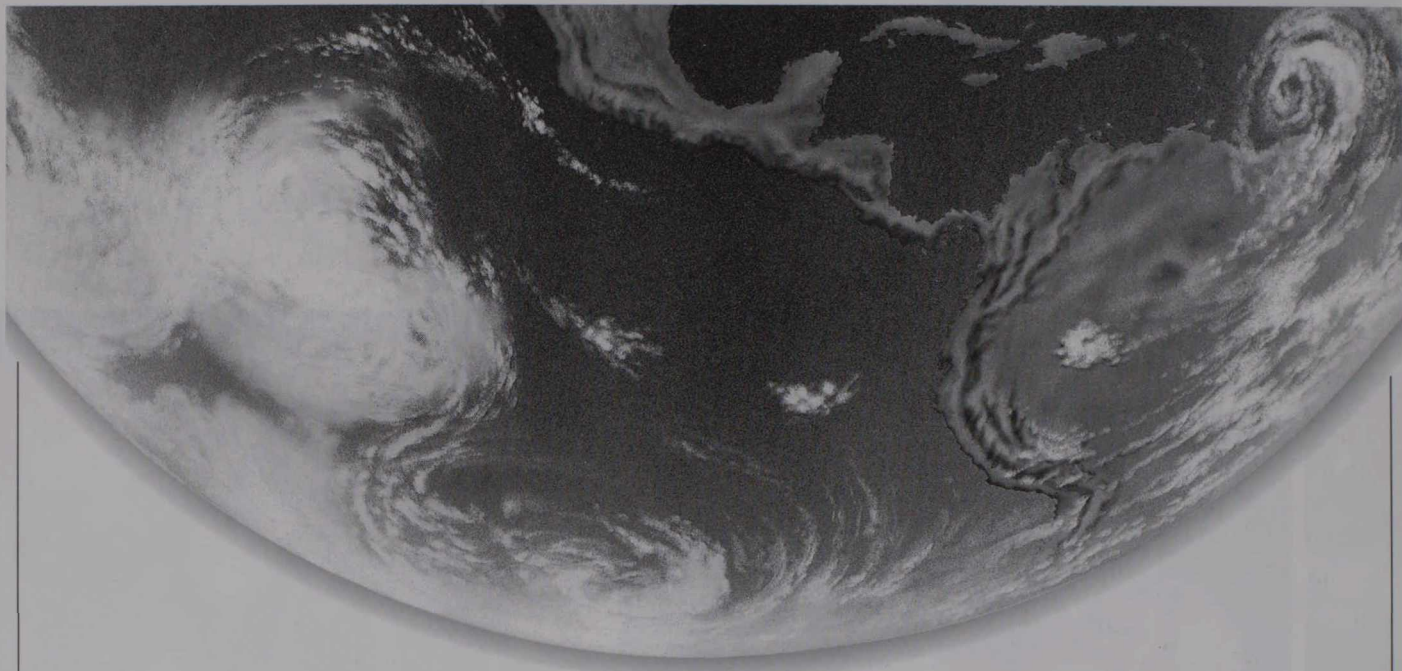
"When we put this one together, we were really operating in unknown territory as nothing like this had ever been done before by the Chamber. We decided to go for broke and make it a multi-attraction affair, not only for business promotion but almost as an "Expo" event: Hence we had booths promoting Canadian education, tourism, art - we even had background music courtesy of The Guess Who and Bryan Adams. And of course the element of sport, highlighted by the visit and T-shirt signing session by Canada's Rugby 7s team - I think everyone who was there had a genuinely good time. Even the 7s team asked if they could come back again next year!

In my mind though the ultimate test of success was the reaction of the Exhibitors after the show. I spoke to several of them toward the end of the show and we have reviewed the wrap-up opinion sheets, and without exception each Exhibitor reported they had either achieved sales or made solid contacts that made their participation worthwhile - and they would be coming back next year. That made my day."

Susan Mey

"We've done what good entrepreneurs do. We identified a niche in the market for this sort of forum. Businesses, both large and small, are looking for ways to effectively market themselves without spending large amounts of money. The success of this event shows the number of aggressive businesses with unique products and services who are ready to take advantage of this type of event inside our own Chamber community."

With the favourable response from all concerned, this promises to be a major event on the Chamber's annual calendar. Don't forget to sign up early for next year. The Canadian Rugby 7s Team already have their Moosehead beer reserved!"



The Whole World Is Only Half The Story.



Hongkong Bank of Canada is part of a financial organization that has over 3000 offices in 66 countries. And with over 100 branches across Canada, that makes us a member of one of the largest financial institutions in the world.

A comforting thought, but it's only half the story. If you're a manufacturer of coat hangers in Hamilton Ontario, does it really matter that your bank has a branch in Kuala Lumpur?

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After all, people need something to hang their coats on in Kuala Lumpur too.



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 tel: 525-2141 fax: 810-4196

Commence is a business services firm providing a broad range of services from the incorporation stage to the handling of transactions. It arranges all bank documents and fund transfers, and administers the general affairs of the client's company, leaving the decision-making role to the principals/beneficiaries. Commence provides trade-related services. It handles all functions related to trade between Asia and the rest of the world.

Commence was founded in 1979 by two Harvard Business School classmates who were both involved in international tax planning as it relates to cross-border business activities. It is today a multi-services firm providing administrative services for companies belonging to the international businessman or high-networth individual. It sets-up international company structures in consultation with lawyers and accountants to fit the specific circumstances of each client.

Lai receives Manulife Award

In February, 1993 Mr Alex Lai was awarded the 1992 Underwriter of the Year Award by Manulife for top production volume selling life insurance and employee benefits.



Mr Alex Lai is Manulife's Underwriter of the Year

This award tops a collection of distinguished awards for Mr Lai. He is also the recipient of the Distinguished Agent Award in 1992 from The Life Underwriters Association of Hong Kong; and received the Distinguished Salesman

Award from the Hong Kong Management Association in 1991.

He attributes his success to his working philosophy: "I believe in forming good habits and working patterns by setting up targets which can be accomplished with creative planning and proper actions."

Mr Lai has worked at Manulife since January, 1987. He has been among the top 10 salespeople for the last several years. "My target now is to maintain my status," he says.

Provincial office closes



Brian Collins, former head of the Newfoundland provincial office in Hong Kong

After two-and-a-half years, the Newfoundland provincial government has closed its doors in Hong Kong.

Senior Newfoundland Representative Brian Collins cited fiscal restraint by the provincial government as the reason for the March 31 closure.

"We initially intended this to be a temporary assignment for a two year period. The goal was to raise our profile in Hong Kong and South East Asia and promote ourselves as an attractive place to do busi-

ness. We are pleased so far with our efforts in this regard," said Collins.

"It was a difficult decision to make because we have invested a considerable amount of time and money in our operations here. We are also beginning to realize positive results because of this," he said, adding that he expects to continue expanding the relationship with Hong Kong through business delegations.

Other provinces which maintain offices in Hong Kong are: British Columbia, Alberta, Manitoba, Ontario and Prince Edward Island.

Royal Bank opens Shanghai Branch

In mid-March senior executives from the Royal Bank of Canada officiated at the opening ceremony of its Shanghai branch, the first branch of any Canadian bank to be established in the People's Republic of China.

The move strengthens its position in the Asian region, says Dr Edward Neufeld, executive vice-president.

"As a top-tier North American bank, it would be inappropriate not to expand in markets which are important to our Canadian and global clients," says Neufeld. "We are pursuing a niche presence in the fast-growing economies of the Asia Pacific region."

The Bank is celebrating its 35th year of operations in Hong Kong. It also has offices in Beijing, Shanghai, Taipei, Kaohsiung, Singapore, Seoul, Tokyo and Sydney.

New Regal Hotel opens in Hong Kong

In March, 1993 Regal Hotels International opened a new five star hotel in the heart of Causeway Bay. The Regal Hongkong Hotel, situated opposite Victoria Park, is the flagship of Regal Hotels International which has three other properties in the territory.

This deluxe new hotel is 33 storeys high and has 425 rooms, including 32 suites. Some of the special features include a personal safe in each room, non-smoking

floors, business centre, health club and swimming pool, limousine and Rolls Royce service and a baby-sitting service available.

There are seven restaurants and bars ranging from Mediterranean-style cuisine to specialized Chinese restaurants to the Windsor Arms pub. Sparkles has been set up for live-band entertainment and karaoke. The hotel also features a lavish ballroom for 250.

Other Regal properties include the Regal Kowloon Hotel, the Regal Airport Hotel and the Regal Riverside Hotel. Together, Regal Properties account for approximately 10 per cent of Hong Kong's total hotel rooms.

Canadian and American Airlines join forces on points

As of February 1, 1993, members of Canadian Airlines International's frequent flyer program - Canadian Plus - could earn points when travelling on American Airlines.

Now, as of April 1, members can redeem their Canadian Plus points and book award travel on American. With this arrangement, access to 330 cities served by American Airlines is added to the 166 destinations already on Canadian routes.

This is the first phase of the comprehensive agreement signed December 29, 1992 between PWA Corporation, parent of Canadian Airlines International, and American's parent, AMR Corporation.

"This is a great benefit to Canadian's customers, and an important step in positioning Canadian Airlines International as a long-term competitor in the global airline industry," said Drew Fitch, vice-president of scheduling and planning.

ARTEM features Canadian artists

Danusia Applebee, founder of ARTEM, co-presented an art glass exhibit with the Fringe Club Pottery Workshop from April 29th to May 8th.

The exhibit featured three Canadian glass artists: Michael Trimpol, Claire Maunsell



The elegant new marble staircase in the lobby of the Regal Hongkong Hotel.



and Cheryl Takacs. Quebec-based Bernard Chaudron, who makes custom makes pewter items, is represented by ARTEM as well.

ARTEM was set up as a service which matches clients to an artist, an area that Applebee found lacking in Hong Kong. "Hong Kong posed a challenge in that there is an abundance of available merchandise but mostly of name brands. There seemed to be a lack of individual expression...ARTEM was then launched with the goal, or business strategy, of providing clients with a range of art pieces suitable to individual requirements and budgets."

"All pieces are signed by the artist and are collector's items," says Applebee. "It's available for every budget from smaller perfume bottles and paperweights to larger commissioned pieces and sculptures."

Bank of Montreal looks at forces shaping Asia

A group of prominent business and political leaders who make up the Bank of Montreal's International Advisory Council (IAC) met in Hong Kong March 25 and 26. The discussion revolved around economic and political changes reshaping Asia's dealings with the rest of the world.


Dr Sylvia Ostry, chairman of the IAC, is one of Canada's foremost economists and chairman of the Centre for International Studies at the University of Toronto. She was also the guest speaker at the Chamber's Board of Governors' Dinner on March 23.

This is the first time the IAC has met in Asia since the body was established in 1986. Members of the Council represent a wide range of occupations and countries and meet to advise the Bank on political, economic and social trends and events impacting the Bank's operations. Members include: David Li, director and chief executive of The Bank of East Asia, Hun Jo Lee, vice-chairman and chief executive of Goldstar Co Ltd and Makato Kuroda, managing director of Mitsubishi Corporation. Bank of Montreal Chairman and Chief Executive Matthew Barrett was also present.

Asia is seen as an area of growing strategic importance. Mr Barrett travelled to China and Taipei following the two day conference. ♦

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Going away bash for Heather Allan



Chamber staff Janny Ng, Heather Doyle and new executive director Leslie Henderson with Heather Allan (second from left)

On March 18th, a party was held for Heather Allan, former executive director of the Chamber, to officially say good-bye and good luck. The masses assembled at JJs at the Grand Hyatt Hotel as Chamber President Marlene Lee thanked Heather and presented her with a silver engraved platter for a job well-done. After the speeches, a card-table sized cake emerged and was mostly devoured. The party gave people a chance to let Heather know how much her hard work and dedication to the Chamber was appreciated over the last three years. Heather and husband Jim will be moving to New Zealand in May. We wish them all the best.



Heather Allan, Margaret Coates, Art McInnis, Marlene Lee, and, Bill Thomson.

Annual Board of Governors' Dinner

Dr Sylvia Ostry, one of Canada's most distinguished economists and public servants, was the guest of honour at the fourth annual Board of Governors' Dinner on March 23.

She spoke on the topic "Structural Changes in the Global Economy" and offered her expert insight into the deep changes which need to be made by both corpora-

tions and countries who wish to remain competitive in the global market.

Calling it a "tectonic shift in the world economy" Dr Ostry told those attending the black-tie event that multi-national enterprise, foreign direct investment and information technology are key structural elements causing the revolution.

Currently chairman of the Centre for International Studies at the University of Toronto, Dr Ostry has also served as the Canadian Ambassador for the Uruguay Round of GATT negotiations.



Leslie Henderson, Allan Zeman and Frederique Deleage.

Her lengthy list of accomplishments also includes serving as deputy minister of International Trade and as the prime minister's personal representative at the G7 Head of Government Economic Summits. In 1987 she received the Outstanding Achievement Award of the Government of Canada and in 1990 was made a Companion of the Order of Canada - the highest award in Canada's honour system.

While in Hong Kong, Dr Ostry chaired a two-day meeting of the Bank of Montreal's International Advisory Committee, whose prominent members from around the world gathered in Asia for the first time.

In years past David Lam lieutenant-governor of British Columbia, Michael Wilson, former Canadian finance minister, and Douglas Creighton, publisher of the Financial Post and CEO of the Toronto Sun have all been keynote speakers at the annual Board of Governors' dinner.

For copies of Dr Ostry's address, please call the Chamber at 526-3207.

Clark carries message from Canadian government: an open society for Hong Kong

Joe Clark appeared relaxed and confident as he addressed a Canadian Cham-

ber luncheon following his week-long trip to China.

Close to 130 people packed the room at the Regent Hotel to hear Clark's speech which touched on Canada's Referendum 92, the Canadian government's support of Governor Chris Patten's reform package, and his trip to China where he met with Premier Li Peng. His wife Maureen McTeer, and daughter Catherine were in attendance at the luncheon as were several legislative councillors including Martin Lee.

Clark was prime minister of Canada from 1979-1980, and served as foreign minister from 1984 - 1991. He is currently President of the Queen's Privy Council for Canada and Minister Responsible for Constitutional Affairs. He called his high-level visit to China another step in the evolution in the relationship between Canada and China.

Clark reiterated the Canadian government's position, saying "Canada profoundly disapproves of the tragic events of June 1989, which deeply affected the bilateral relationship between Canada and China." Following that incident high-level contacts were severed, as was military cooperation. Most Favoured Nation status, however, was maintained.



Joe Clark addressed the Chamber on March 29.

"We sought to maintain people to people contacts, and to encourage the kind of economic reform that will make political reform inevitable sooner or later."

He says while the human rights situation in China remains a concern, he has seen some improvements - the recent release of dissidents, China's publication of a White Paper on Human Rights and the initiative to send delegations abroad to learn about democracy and human rights in the rest of the world.

While in China he met with Premier Li Peng and Vice Premier Zhu Rongji. Clark

says of his meeting with Li: "We discussed several issues, including human rights. I will not pretend to have persuaded him...But one significant change is that he now agrees that the two systems [Canada and China's], while different, can learn from one another."

He said that his visit also gave him a chance to express Canada's "strong unwavering support for a prosperous, stable Hong Kong, with a high degree of autonomy." He met with Governor Chris Patten upon his return to Hong Kong.

"A stable and free Hong Kong is in Canada's interest," he told the luncheon. "We are the largest destination of emigrants from Hong Kong...We want Hong Kong to remain as it is — an open society. The Prime Minister has directly indicated our approval of Governor Patten's approach of advancing proposals for discussion in Hong Kong and consultation in China. His proposals would broaden democracy in Hong Kong, and we believe that is the key to securing Hong Kong's prosperity and stability after 1997."♦

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Note: New committee chairpersons will be nominated on May 29.



THE CANADIAN CHAMBER OF COMMERCE IN HONG KONG

Silk Road

a journey through Asian arts

May 29th

Island Shangri-La Hotel

6:30-7:30pm Cocktails

7:30-1:00am Dinner & dancing

\$780/person-Tables of 10 are available

The fifth annual spring ball is just around the corner. An elegant evening of dining, dancing and entertainment is planned for you and your spouse, friends and clients. This year's theme is The Silk Road - A Journey Through Asian Arts. To tie in with the theme, a silent auction will be held on a collection of unique art from across Asia.

This is the Chamber's main fundraising event of the year. We look forward to your support and hope to see you all there!

UPDATE

Rodin Exhibition

April 30 - June 2



The Thinker, bronze, 1880, 71.5 x 40 x 61 cm.

French sculptor Auguste Rodin is honoured as the 'Father of Modern Sculpture' at a major exhibition that will travel to Hong Kong, Taipei and Beijing. Presenting 57 original bronze sculptures selected from the Rodin Museum in Paris, this exhibition at the Hong Kong Museum of Art features some of the finest of Rodin's original works ever seen overseas. Exhibits include *Gate of Hell*, the *Kiss*, the *Burgbers of Calais* and the most popular piece, the *Thinker*.

Distant Echoes

May 6 - 29

"Distant Echoes", showing at Hanart TZ Gallery in Central, is Beijing artist Deng Lin's first exhibition in Hong Kong. Her abstract black-and-white silk tapestries, which combine the expressive brush strokes of calligraphy with a basis in primitive pottery motifs, are visually stunning. Deng Lin is the daughter of Chinese political leader Deng Xioping. For more information call 526-9019 between 2 and 7.



From the Distant Echoes Series Hand woven silk tapestry, 1992 180 x 360 cm

Graduation Dance Concert

May 7 - 8

May is graduation time, and time for the School of Dance from the Hong Kong Academy for Performing Arts to perform its annual Graduation Dance Concert. As in the past, programmes are selected to show the talents of students in three



Modern dance production Missa Brevis will be featured in the Academy '93 Graduation Dance Concert.

different streams: classical ballet, Chinese dance and modern dance. The featured work will be "Missa Brevis", a well-known American modern dance work choreographed by Jose Limon. For more information call the Academy Box Office at 584-1514.

Looking for Rainbow (in Cantonese)

May 19 - 22

The Hong Kong Academy for Performing Art takes on this modern presentation of "Looking for Rainbow". Centering around the story of Noah, his family and the animals in the Ark, shepherds and their chase of a man who has stolen their sheep, and the ruthless King Herod, this is popular theatre that made audiences laugh and cry 600 years ago as well as today. Based on an adaptation of medieval mystery plays by Colin George and translated by Jane Lai. For more information call 584-1514.

Dragon boat festivities

May 20 -24

A series of dragonboat races will be held throughout the territory with close to 1,000 people taking part. Grab your binoculars and head out to Sha Tin, Stanley, Chai Wan, Riveria Park, Sai Kung, Tai Po, Shau Kei Wan, Aldrich Bay, Castle Peak Shelter Bay, Ching Wan, Ping Chau or any of the other venues to watch this colourful and exciting Tuen Ng celebration.

Summer concert series

May 28, 29

Free concerts are being held by the Hong Kong Philharmonic Chorus at St John's Cathedral, at 8 pm. Conducted by Wing-sie Yip, selections include Vivaldi's

"Spring" and Vaughan Williams "A vision of Aeroplanes".

Atherton & Friends

June 18, 19, 25, 26

Join David Atherton, conductor of the Hong Kong Philharmonic, in a four concert mini-series "David Atherton & Friends" at the City Hall Concert Hall. The orchestra will be joined by special guests Michael Ma, William Preucil, Cynthia Phelps and Ronald Thomas in playing selections from Bach, Weill, Beethoven, Stravinsky, Mozart, Saint Saens and Chabrier. Ticket prices range between \$25 (student) to \$170.



Guest violinist: William Preucil

Metro News Corner

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

Tune in and be informed first on AM 1044

Conferences

Hong Kong Conference and Exhibition Centre

May 4 - 7

The 5th Asian International Exhibition of Hotel Restaurant and Catering Systems, Supplies, Equipment, Food and Drink

May 13 - 15

Computer Expo '93

May 21 - 25

Asian Industrial Expo '93

June 3 - 5

InterTour '93 The 7th Annual Tourism Exposition of Asia

June 3 - 6

Hong Kong Jewellery and Watch Fair

June 13 - 16

Cosmetics Hair & Beauty '93

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

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

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

Artem

Artem offers the possibility of matching a client to an artist for a unique business gift or for your own private collection. It is focussed primarily on hand blown glass art in the form of smaller items such as perfume bottles and paper weights to larger sculptural pieces. All items are signed by the artists who come predominantly from Canada and Australia. Also featured is hand made pewter from Quebec. The company is willing to offer Chamber members a 5 - 10 per cent discount depending on quantity. For further information please contact Danusia Applebee at Tel: 736-6080 or Fax: 736-6090.

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Canadian Airlines International would like to offer all Canadian Chamber members and "Canadian Plus" frequent flyer members 1000 extra points when they fly Canadian to North America. For further information and to join the programme, please contact Sandra Cornish at Canadian Airlines, Tel: 867-8241 or Fax: 523-1438

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