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THE HONG KONG EXPORTERS' ASSOCIATION

香港出口商會

(Established in 1955 • 一九五五年成立)

26 November 2003

Mr Kenneth Ting Woo-shou, JP
Chairman of the Panel on Commerce and Industry
Legislative Council, Government of HKSAR
Kader Industrial Company Limited
1/F., 22 Kai Cheung Road
Kowloon Bay
Kowloon

Dear Kenneth,

I understand that a meeting has been scheduled with the Panel on Commerce and Industry of the LEGCO to discuss the role of the Hong Kong Trade Development Council (TDC) in the organizing of trade fairs in light of the complaint lodged over its unfair competition with the private sector.

As the Hong Kong Exporters' Association works in cooperation with the TDC in the organizing of the Hong Kong Gifts and Premium Fair, I would like to share with you our understanding and views on the above.

The Hong Kong Gifts and Premium Fair is originally a part of the Hong Kong Gifts and Houseware Fair which was launched in 1986 with less than 100 exhibitors. With TDC's international network and years of experience in organizing trade fairs, the HK Gifts and Houseware Fair continued to grow and in 2001 split into two separate mega events -- the Hong Kong Gifts and Premium Fair and the Hong Kong Houseware Fair.

Today, these two fairs gather over 5,000 international exhibitors and 83,000 buyers, (over half of whom are from overseas). They are both the largest fairs of their kind in Asia and third in the world. They are also endorsed by the prestigious Union des Foires Internationales (Union of International Trade Fairs) which is a clear indicator of their high quality and extensive scope.

Through these two fairs, the TDC provides the hardware for Hong Kong as Asia's physical marketplace. With a clear mandate of promoting HK's external trade and services, the TDC facilitates SMEs through business matching and market intelligence activities during the fairs. It is no accident that the two fairs have grown to become what they are. The growth figures of the exhibitors and buyers year after year speak for themselves. I would have no reservations to say that they have not only raised the international profile of their industries but the image of Hong Kong products as a whole, especially in the quality and design. Credit should be given to the TDC who has been so devoted in promoting brand building at these trade fairs.

I am confident that the two fairs, under the guidance of its organizing committee represented by industry leaders, will continue to grow.



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I hope you will find my points made useful in better understanding the role of TDC in the organizing of trade fairs. Should you have any queries, I would be more than pleased to discuss with you.

Yours sincerely,

Cliff K. Sun, JP
Chairman
The Hong Kong Exporters' Association

cc: Miss Polly Yeung, Clerk to Panel on Commerce and Industry, LEGCO
Mr Benjamin Chau, Director of Exhibitions, HKTDC