



Hong Kong General Chamber of Commerce  
香港總商會 1861

CB(1)486/03-04(01)

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*Helping Business since 1861*

28 November 2003

The Hon Kenneth Ting, JP  
Chairman  
Panel on Commerce and Industry  
Legislative Council  
1/F, 22 Kai Cheung Road  
Kowloon Bay  
Kowloon

*By fax: (27961126)*

Dear Kenneth,

The HKGCC has been invited to comment on the Hong Kong Trade Development Council's role as a promoter of trade for local businesses.

We believe that the TDC's work in organizing trade fairs is consistent with its brief of promoting trade and conforms to the practices of other organizations such as CCPIT (China), KOTRA (South Korea), JETRO (Japan) and MATRADE (Malaysia) that are also engaged in the organization of local trade fairs.

The TDC has had a long tradition of matching buyers with sellers from around the World while facilitating the exchange of ideas and information through the organization of seminars and conventions. Many of these events are held in high regard internationally and have grown from strength to strength. Through its established international network, the TDC is in a strong position to recruit overseas buyers as prospective partners for local businesses.

The TDC has also played an instrumental part to promote homegrown designs and brands, which has in turn helped to lift the overall image of Hong Kong products. In this regard, it has contributed tremendously to Hong Kong's reputation as Asia's leading trading platform and sourcing hub.

The practice of inviting representatives from local chambers and trade associations to sit on its fair organizing committees have allowed the TDC to take into account the diverse interests and views of those from differing industry backgrounds and to respond accordingly.

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This ability to provide timely response can be best illustrated by the TDC's decision on exhibition fees, which have remained unchanged since 1998. To provide further relief for exhibitors, fee reductions were also made for a number of trade fairs between 2001 and 2002.

As a statutory organization tasked to promote trade abroad and given its accumulated experience, the TDC should in our view continue to assist Hong Kong companies to expand their markets overseas through the medium of trade fairs.

Yours sincerely,



Anthony Nightingale  
Chairman

cc: Miss Polly Yeung, Clerk to Panel on Commerce and Industry (Fax: 25371851)  
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