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The Hong Kong Electronic Industries Association Ltd.

香港電子業商會

Hon. Kenneth TING Woo-shou, JP
Chairman of the Panel on Commerce and Industry
LEGCO
1/F, 22 Kai Cheung Road
Kowloon Bay
Kowloon, Hong Kong

Dear Mr. Ting,

We understand that government officials of the Commerce, Industry and Technology Bureau and senior management from the Hong Kong Trade Development Council (TDC) have been invited to attend a meeting on December 8th at the Legislative Council Building with regard to the role of TDC in organizing trade fairs.

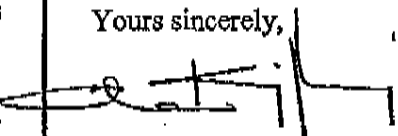
On behalf of the Hong Kong Electronic Industries Association, I write to share with you our views on the above subject, in particular with reference to the Hong Kong Electronics Fair which started in 1981. Under the organization of TDC, the fair continued to grow and develop to become the second largest electronics fair in the world, only after the Las Vegas Consumer Electronics Show (CES). In the global fair business, the only way to succeed is to dominate. In 2003, the fair had a record attendance of 1,950 exhibitors and 48,291 trade buyers from 143 countries and regions.

Trade fairs are pillars of Hong Kong as Asia's marketplace. The Electronics fair creates opportunities for international players to connect on Hong Kong's global platform. Thanks to the strong international network of the TDC, buyers from all over the world have been organized to visit the fair. I would say without doubt that in the past 23 years, the fair has helped many SMEs to expand their export markets and tap into business opportunities. It has also played an important role in raising the international profile of the Hong Kong electronics industry.

I trust that the Electronics fair will continue to grow in size, quality and scope, even through hard economic times which we have all experienced. I also believe that the TDC, being a non-profit making organization, will act in the interest of Hong Kong's electronics industry in meeting its needs which commercial organizations may find hard to do.

If you have any question to points that I made in this letter, I will be glad to meet and discuss with you further at your convenience.

Yours sincerely,


Dr K.B. Chan
Chairman

c.c.: Ms Polly Yeung, clerk to the Panel on Commerce and Industry

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