

Your Ref. CP/C 1679/2009

LC Paper No. CB(1)1644/09-10(09)

5 March 2010

To: Legislative Council Secretariat

(Email: vyklee@legco.gov.hk)

Dear Sir/Madam,

On behalf of The Hong Kong Exporters' Association, I write to enthusiastically support the missions of the Hong Kong Trade Development Council (TDC) who relentlessly provides professional trade services to foster the export growth of Hong Kong.

For more than four decades, TDC has supported the development of Hong Kong exporters, who have been struggling in a mix of increasing global competition and changing manufacturing environment, by providing trade opportunities through organizing professional trade fairs, business missions and other trade services. Its work has been invaluable to the export growth of Hong Kong.

The non-profit making nature of the council enables TDC to return its revenue to the trade by providing not just a trading platform but also comprehensive trade services which help connect opportunities especially for SMEs. In particular, overseas buyer missions organized by TDC in its fairs have proved to be an effective marketing incentive in boosting sales of the exhibits and rallying the awareness of Hong Kong products. We believe that it is only a public organization, like TDC, can provide the essential and well rounded services in pursuit of the best interest of exhibitors.

Hong Kong is an open economy and the exhibition industry is open to any organizations; TDC enjoys no privilege and it has no monopoly over the exhibition industry. It is the well-provided services of TDC that attract exhibitors' participation, one may just look at the long exhibitor waiting list of TDC's fairs while there are numerous other fairs running concurrently with.

We welcome any exhibition organizations to develop new ideas and areas enabling Hong Kong exporters to expand their market. However, with more exhibitions coming up such as from China and Macau, we do need a global, large-scale organization, like TDC, to sustain our position as an international exhibition and convention centre in Asia. With its global operations, TDC has a better position to promote the exhibition industry of Hong Kong.

Meanwhile, we also support the government's proposal in expanding exhibition area in Hong Kong.



Room 825, Star House, 3 Salisbury Road, Tsimshatsui, Kowloon, Hong Kong
香港九龍尖沙咀梳士巴利道三號星光行八二五室

Tel 電話：852-2730 9851 Fax 傳真：852-2730 1869

Email 電郵：exporter@exporters.org.hk Web Site 網址：www.exporters.org.hk

Exhibitors' demand for exhibiting at some of the major trade fairs is excessive, and the exhibitors' waiting list is very long. To sustain Hong Kong's position as a world-class exhibition centre, we need the necessary infrastructure to foster further growth. TDC's persistent efforts in pursuing an expansion in exhibition area will not just be advantageous to its fairs but ultimately to the exhibition industry as a whole.

The Hong Kong Exporters' Association shares in the same vision and mission of TDC—connecting companies with opportunities in Hong Kong, and we wholeheartedly appreciate the contributions of TDC.

Yours sincerely,

Tom Tang, JP

Chairman

The Hong Kong Exporters' Association