

Our Ref: GMAH1210-017-15

15 December 2010

Mr Fred Lam
Executive Director
Hong Kong Trade Development Council
38/F, Office Tower, Convention Plaza
1 Harbour Road, Wanchai
Hong Kong

By Fax (2169 9001) & Post

Dear Fred

Further to our recent telephone conversation, I write to follow up on my letters of 30 April and 18 May 2010 and our recent meeting with your representatives on 6 December 2010.

We are encouraged by your statements in the Legislative Council on 20 April 2010 to confirm that "TDC would step up communication and co-operation with AWE and other private sector exhibition organizers" (refer to para. 59 of the minutes of the meeting) and in the media that TDC would review the 'One Fair, Two Venues' co-operation model for the Electronics and Gifts/Household products industries, as well as your collaboration opportunity with a private organizer - Global Sources as quoted (refer to the clippings attached). Also, it is encouraging to learn from your letter of 10 May that you "will continue the dialogue with Global Sources with a view to developing mutually beneficial co-operation". We believe that this spirit is also reflected in the HKTDC's agreement with the Hong Kong Exhibition and Convention Industry Association that "HKTDC should seek involvement from private organizers as partners or joint organizers as far as possible" (refer to para. 1.5.2. of LC Paper No. CB(1)1644/09-10(11)).

As you are aware, the above-mentioned products industries, namely Electronics and Gifts/Household, are the remaining industries in Hong Kong that are experiencing high demand for exhibition space. As mentioned in the 20 April Legislative Council meeting and my letter of 30 April, we with our tenant Global Sources would be eager to establish cooperation and offer available space at AWE for the local Electronics and Gifts/Household industries represented by you, with a view to recognizing cooperation of major venues at city level and facilitating the Hong Kong SME participation at AWE's Hong Kong-funded exhibition space. To that end, we were most pleased with HKTDC's recent indication of interests in exploring the availability of venue space at AWE for these remaining industries.

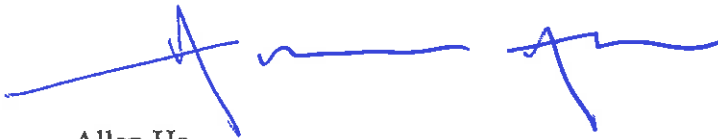
It was against this background that we had the meeting with your representatives on 6 December but we are puzzled by your colleagues' response at the meeting that in regards to venue space availability at AWE, TDC would not wish to undertake discussion on co-operation with any private organizer for the above-mentioned products industries exhibitions.

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In order to realize the ultimate goal of cooperation, all parties concerned must be willing and open to the spirit of cooperation. I am glad to learn through our telephone conversation that you are not yet closing any door on any form of cooperation with AWE or Global Sources.

We remain keen to move forward positively in this endeavour with you and look forward to the next opportunity for discussion, in the hope of realizing the ultimate cooperation objective in the interest of Hong Kong.

Yours sincerely



Allen Ha
Chief Executive Officer

Encl

cc All Members of Panel on Commerce and Industry of Legislative Council

Mrs Rita Lau, JP, Secretary for Commerce and Economic Development

Miss Yvonne Choi, JP, Permanent Secretary for Commerce and Economic Development
(Commerce, Industry and Tourism)

Mr Greg So, JP, Undersecretary for Commerce and Economic Development

Ms Linda Lai, JP, Deputy Secretary for Commerce and Economic Development (Commerce
and Industry)

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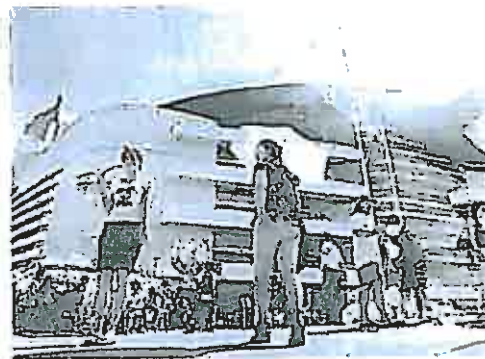
信報 Date : 26 October 2010
Circ. : 63,000

貿發局研「一展兩館」拓展展覽場

全球經濟逐漸復蘇，本港展覽業表現亦漸趨理想，甚至有大型展覽場地出現供不應求的情況。有見及此，貿發局副總裁周啟良指出，將再研究是否可以與另一展覽督辦商環球資源合作，分別在灣仔會議展覽中心及機場亞洲國際博覽館，推行「一展兩館」，擴大展覽場地，但承認實施上或會遇到困難。

周啟良表示，本港展覽場地不足，一直有建議可以將部分展覽，由灣仔會展移師至亞洲國際博覽館舉行，但過去未獲參展商及買家支持。貿發局將再就有關建議，諮詢參展商及買家，評估可行性。他認為，如果要成功做到「一展兩館」，必須先要有足夠的同類型買家及買家參加，亦要視乎博覽館的檔期。現時直至年底，將有四個大型展覽會會在亞洲國際博覽館舉行。

另外，周啟良透露，2008年金融海嘯後，貿發局已投入8000萬元，鼓勵買家出席本港舉行的展覽活動，今年亦動用5000萬元邀請買家訪港；不過，預料隨著經濟復蘇，明年將進一步削減有關方面的開支。



■貿易發展局稱，本港展覽場地一直不足，有建議將部分展覽由灣仔會展移師至亞洲國際博覽館舉行。

(資料圖片)



工貿焦點

貿發局研「一展兩館」
「造大個餅」

【本報訊】貿發

局昨日表示，正研究以

「一展兩館」（同一展覽分別在會展及亞洲國際博覽館舉行）形式辦展，以增加展位數目，讓更多輪候公司有機會參展。

貿發局副總裁周啟良昨表示，本港展覽場地嚴重不足，局方3年前研究「一展兩館」可行性，但當時大部分展商及買家反應一般，傾向在同一個展覽採購。

惟他表示，今年9月私營展覽公司亞洲博覽以「一展兩館」舉辦珠寶展，效果理想，故局方今年再研究有關方案：「曾在即將舉行的展覽進行普查，收集展商及買家相關意見。」

要落實「一展兩館」，有兩大前提。他提到，首先是展商數目是否足夠及能否獲得展商與買家支持；另一考慮是兩個展覽場地的檔期能否配合。有港商表示：「個餅（展覽規模）造大一點，有助吸引更多買家到場。」

擬與私營展覽公司合辦

周啟良強調，該局向來有跟私營展覽公司合作，如剛結束的電子展，就與「環球資源」達成協議，安排穿梭巴士行走會展及亞博館，接載買家，並互相宣傳，鞏固本港展覽業的龍頭位置。

環球資源今年中曾去信貿發局，建議貿發局可在亞博館的展覽如電子展設立展區，邀請會展電子展的輪候公司到展區參展，與聯手推廣同期在香港舉辦的展覽。

另外，該局亦正與私營展覽公司商討，明年合辦3至4個環繞「生活品味」的新展覽。

◀貿發局副總裁周啟良表示，正研究以「一展兩館」的辦展方案是否可落實。
(吳兆倫攝)



HKECIA

香港展覽會議業協會
Hong Kong Exhibition & Convention
Industry Association

- 1.3.3 Hong Kong is renowned for its consumer products sourcing fairs. These fairs have to be staged during the buying seasons of the year. Hong Kong must provide sufficient space during the peak buying seasons or else, our exhibitors and visitors would divert their interests to other competing fairs in neighbouring cities.
- 1.3.4 To expedite expansion plans in order to cope with the escalating demand for space since it could take a considerable number of years for consultation, planning and construction.
- 1.4. HKECIA urges the West Kowloon Cultural Centre to have the design of its performing arts facilities also good for the use of international conventions and conferences. These facilities would have to be supported by banqueting facilities and hotels in the vicinity. With a huge growth potential, the Meetings, Incentives and Convention business in HK needs hardware and venue support though at present this has given the priority to the successful exhibition industry.
- 1.5. HKECIA requests HKTDC to help promoting Hong Kong's exhibitions and to avoid possible unfair competition with the private sector:
- 1.5.1 There were concerns that HKTDC as a major exhibition organizer in Hong Kong, and to avoid any possible conflict of interest with the private sector, the HK Government should review whether HKTDC should act as exhibition facility owner on behalf of the Government.
- 1.5.2 HKTDC should only consider launching new events in Hong Kong provided that they are not competing with existing privately organized events, and in such case, HKTDC should seek involvement from private organizers as partners or joint organizers as far as possible.

~ End ~

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