

HONG KONG  
DESIGN MAKER  
ASSOCIATION

香港設計產品協會

15<sup>th</sup> December, 2011

Bills Committee on Competition Bill

Legislative Council

1 Legislative Council Road, Central

Hong Kong

Dear Sir,

**Reconsideration of having HKTDC exempted from "Competition Bill"**

This is Albert Ng, Director of Organix Concept Ltd, and the Chairman of Hong Kong Design Maker Association. I am writing to urge for a reconsideration of having HKTDC exempted from "Competition Bill".

HKTDC provide extensive service to promote HK industries for years, and being the pioneer to help all HK industries to reaching out to international market start from 1970, the effort and contribution of HKTDC are obvious and remarkable. There are great no. of private company provides similar service of TDC, but I do not see any other of them providing similar services so comprehensively. On the other hand, we do suffered from the other private exhibition organizer, which cost more, aggressive to achieve early cash deposit, but provide terrible service, poorly organize exhibition, breaking promise year after year, and still dominate the hot + important exhibition time slot.

The principle of this "Competition Bill" is to avoid "Abuse of market power to prevent, restrict and distort the competition in HK, which harm the choice + benefit of the consumer", and I really don't think this is happen to HKTDC. We will prefer to go to private school / private hospital for a better service, and we are willing to pay extra cost for that. Now HKTDC provide us much better service for a more competitive cost, and I can't see any possible dimension that to include HKTDC into Competition Bill will "benefit to the consumer" if TDC

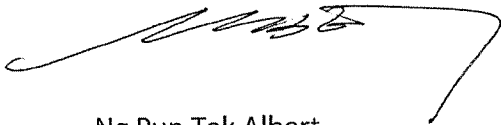
need to raise their cost, in order to justify the other competition which they provide poor service? Personally I think this doing more harm than good to HK industries instead.

For all we know HKTDC is a semi-official entity which always support HK industries. Money making is not TDC's priority, but they have to be able to make some money to finance other expensive tasks. They are also able to draw VIP support from district government and official due to their "special" entity. TDC provides exceptional publicity, AD and media exposure and high level official reception in their local + overseas trade show and exhibition. You cannot expect similar private sector can do the same intensive job like TDC (even we need to pay higher cost) without this "special" entity, and that is what we need from TDC. We do not want to see if all the asset and excellent reputation of HKTDC, which built brick and stone for years, has been ruin by this bill.

The success and reputation HKTDC earned today truly not from monopolize the competition, but from endeavor and industry support throughout many years. We all enjoy and benefit from them. We do experience the service from their competitor, and we stay close with TDC simply because they do a much better job, and more important, they really know how to do it, and earning is not their no.1 priority. Private organizer no.1 priority is to get good earning instead of provide competitive service. I do not agree that HKTDC should be penalized because they do a better job, so I sincerely urge for a re-consideration of having HKTDC exempted from "Competition Bill".

On behalf of the association, I would very much appreciate if your office can seriously re-consider this issue and exempt HKTDC from "Competitive Bill". HKTDC always encourage competition, and in parallel, they do their job well. Please support HKTDC to continue their professional service to HK industries, and we need HKTDC.

Sincerely,



Ng Pun Tak Albert

Chairman, Hong Kong Design Maker Association