

Editor's Column

It has been a while since you received the last issue of the NEWSLETTER. Time really flies. It's now too late to send you the traditional season's greetings or 恭喜發財 (but it is never too late to 發財 and so we wish you all the best of luck in the Year of the Tiger!!). I hope this NEWSLETTER will arrive at your hand in time for the tulip-blooming season in March as Travel Buggy will take you to visit the tulip and daffodil fields in Washington State (see page 8).

During the past few months we have not been idling about. There were the First Annual General Meeting in October and Annual Dinner in November (see pages 2 & 3). Did you take part in any of these functions? In addition, there was an exchange of visits between the PolyU and the Association (see pages 6 & 7). And meanwhile, we have also lined up a list of coming events for you (see below).

You have a new Board of Directors after the 1st AGM and probably by now you have been contacted by your Departmental Leader. The Departmental Leaders serve an important role in liaising with members of related departments. Their list appears on page 4. So, while your Directors are always ready to listen to your suggestions,

you also have your own Departmental Liaison Leader to voice your opinions.

You may realise that our members do have a wide range of interests as shown in the Survey of Interests (see page 5). The NEWSLETTER is a very useful media for publishing articles other than announcements or reports on functions or events which are written to satisfy members' interests. How about picking a topic from the Survey of Interests and contributing an article for publication so we can share your experience? Contributors to this issue have chosen their topics accordingly. Thanks.

Your Board of Directors sincerely thank you for your support to the Association during the past year and we need your support for many years to come. You may have received a notice for membership renewal recently and we hope you will continue to stay with the HKPU(WC)A family by renewing your membership today.

K.C. Yam
Editor

Coming Events 1998

March 14 (Saturday)	Taxation Talk: Personal & Business Tax Tips (Watch out for the attached flyer in this newsletter.)
April	Home Maintenance Talk
May	Career & Business Opportunities Workshop
June	One-Day Picnic / Sightseeing
July	Day Cruise in Local Waters
September / October	AGM & Talk

一年一度 會員大會

不經不覺，員生會已經進入第二年的運作，九七年十月廿七日，我們舉行了第一屆周年會員大會，距九六年十月廿六日舉行的成立大會剛好一周年。回顧成立後的第一年，由於得到理工校方的大力支持和校友、舊同事的積極參與，會員已有一百六十餘人，而舉辦過的活動也有八項之多，包括專題講座、聚餐和戶外活動，又出版了會員通訊，加強與會員溝通。

踏入第二年，員生會仍以協助會員融入加國生活為宗旨，如成立會員的系際聯繫網絡，以加強會員間的溝通（詳見第四頁），還有為理工學院時期的畢業生申請理大簽發的同等學歷認可書，以方便校友在加國申請升學或就業。

會員大會當天選出了新一屆的理事會，會長由傅德禔蟬聯，此外有四人留任，其餘四位則按會章退任，由新血補上（新理事名單刊於第四頁）。

會後，還邀得卑詩省人權專員 Miss Mary-Woo Sims 講解加國的人權法，內容包括什麼是「仇恨的信息」和「工作環境發生的騷擾問題」等，讓大家認識這個與加國生活息息相關的案題。



會員、來賓濟濟一堂



台下台上都認真參與會議



主講嘉賓 Miss Mary-Woo Sims 講解加國人權法



禮成後新舊理事齊來合照紀念

一年一度 周年聚餐



理事向各位來賓舉杯，同祝員生會會務昌隆



會長在引導大家仰首瞻望什麼？難道是員生會未來發展的玫瑰園？



幸運兒從會長夫人手中接到的獎品，都是由會員、各方友好和理大捐贈的。



匯集五十至九十年代員生的記憶力，齊解 PolyU Codes 之迷

第二屆理事上任後，即密鑼緊鼓籌辦今年的會員聚餐。由於溫哥華於去年十一月底舉行空前盛大的亞太經濟合作會議，本來舉行聚餐的場地也給臨時徵用，只好改在一間面積較小的酒樓舉行。今年報名的人數比去年的一百八十人還要多，可惜聚餐地點只可容納十六桌即一百六十人，以致後期報名的會員被迫向隅，員生會對未能參加聚餐的會員表示抱歉，並計劃明年預備充足的場地，與會員和親友同樂。

今年的聚餐特別安排了一些集體遊戲，讓參加者有機會交流認識，而且也獲得理大校方以及不少會員和友好贈送豐富獎品，作抽獎之用。當晚的司儀是航海學系的校友何家銘，他曾為員生會主持開辦小型生意的專題講座，出色的口才令人留下深刻印象，擔任司儀更是駕輕就熟。

周年聚餐是最受會員歡迎的活動，大家都是或先或後從香港來加定居，因著與理大的關係，彼此感到格外親切，聚餐時話舊談新、氣氛融洽。

▶▶▶ During the ANNUAL DINNER, we had a game to break the "PolyU Codes" just test yourself..... What are:

1. ACCT 2. AP 3. APSS 4. AS 5. BRE 6. BUSS 7. CMS 8. EE 9. ENGL 10. ETU 11. GS 12. HTM
13. IMHC 14. IPRO 15. ITC 16. LIB 17. NS 18. PIE 19. SAO 20. SSD

▶▶▶ answers on page 7

The Hong Kong Polytechnic University (Western Canada) Association

Departmental Liaison Leaders' List

Membership Co-ordinators: Francis Li 279-7180 (Work); 299-9382 (Home)
 Tony Leung 273-3328 (Work); 294-4640 (Home)

Leader's Name	Departments In Touch With
Victor Chi Kong FOK - Surveying 708-6308 / 322-1864(fax)	Building/Surveying/Real Estate
Eugene WONG - Nautical Studies 222-0038 / 682-3322(off.) / 687-0653(fax)	Nautical Studies/Marine/ Communication/MME
Danny CHAN - Design 267-0610 / 267-0630(fax)	Design/Textile/Manufacturing/ Production / ITC
Pui Chuen NG - Electrical & Electronic 944-6648	Electrical & Electronic/ENC Civil Engineering/ Mechanical Engineering
Phoebi TSUI - Social Work 272-3632 Jonathan WONG - Applied Social Studies 420-1638	Social Work/ Applied Social Studies
Carina WONG - Statistics & Computer 231-9731 / 207-0320(fax)	Business/Commerce/Accounting/ BMS/Computer/Language/ Management/Math/Applied Science/ Hospitality Management & Catering
Helen CHIU - GS/ASC/AD/SAU 275-2182	ETU/EO/GS/ASC/AS/SAU/IPRO Dental Tech/Rehab Science/ Nursing/Optical/Optomtry/IMHC

HKPUA BOARD OF DIRECTORS 1997/98

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Program Coordinator	Priscilla LAU	733-0677	Membership : Francis LI, Tony LEUNG, Priscilla LAU
Membership Coordinator	Francis LI	279-7180	Public Affairs : Amy SOO, T.N.FOO, Francis CHAN
Membership Coordinator	Tony LEUNG	273-3328	Newsletter : K.C.YAM, Amy SOO, Helen TAI

● 會員登記、續會 ●

理大加西員生會理事會在九八年一月六日的會議上，將會員年度改為每年的一月一日至十二月三十一日，凡在上次週年大會或週年聚餐入會的會員將獲得優惠，其會籍有效期延至本年度十二月三十一日為止，至於新入會的會員，或將要續會的會員，會員收費會以按季伸算形式收取，每季為五元。

本會的會員費用分為： 普通會員每年 \$20 或每五年\$80
 永久會員 \$200

RESULT OF SURVEY OF INTERESTS

(83 questionnaires returned at the Annual Dinner Party on November 22, 1997)

1. Types of activities preferred

a. Professional Activities

Exploring career opportunities	40	(48.19%)
Exploring business opportunities	30	(36.14%)
Advancing professional knowledge	29	(34.93%)
Improving communication skills	25	(30.12%)
(Others) Computer updates	1	(1.20%)

b. Leisure Activities

Home improvement	35	(45.16%)
Flower arrangement	22	(26.50%)
Gardening	22	(26.50%)
Health and relaxation	22	(26.50%)
Auto know-how	21	(25.30%)
Cooking	20	(24.09%)
Dancing	20	(24.09%)
Beer and wine making	14	(16.68%)
Painting	14	(16.86%)
Tai Chi	12	(14.45%)
Music	12	(14.45%)
(Others) Chinese Calligraphy	1	(1.20%)

c. Sports Activities

Hiking	40	(48.19%)
Badminton	30	(36.14%)
Table Tennis	20	(24.09%)
Skiing	17	(20.14%)
Tennis	17	(20.14%)
Cycling	16	(19.27%)
Golf	12	(14.45%)
Basketball	8	(9.63%)
Football	2	(2.40%)
(Others) Fishing	1	(1.20%)
(Others) Camping	1	(1.20%)

d. Social Activities

Picnic	49	(59.05%)
Tour/Sightseeing	49	(59.03%)
Dinner gathering	36	(43.34%)
Picnic	23	(27.71%)
Party	23	(27.71%)
Mahjong	17	(20.48%)

2. Frequency of activities:

Once a week	2	(2.40%)	Once a Month	14	(16.86%)
Once two months	34	(40.96%)	Once three months	25	(30.12%)
Semi-annually	7	(8.43%)	Annually	1	(1.20%)

3. Activities schedule:

	Morning	Afternoon	Evening
Monday	1	2	4
Tuesday	1	1	4
Wednesday	1	1	4
Thursday	1	1	4
Friday	1	1	21
Saturday	31	36	52
Sunday	32	38	27

4. Feedback on the 1996-1997 activities

	Attendance the number only represents those who had returned the questionnaire	Excellent	Very Good	Good
Inaugural Meeting	18	4	6	5
Annual Dinner	49	11	21	1
Taxation Seminar	7	2	3	-
Small Business Seminar	19	2	3	2
Hiking at Mt. Seymour	14	3	8	2
BBQ at Barnet Marine Park	15	4	5	4

Association welcomes study tour by PolyU real estate students

In September 1997, about 50 BSc(Real Estate) students from the Hong Kong Polytechnic University and their teachers, Dr. Stanley C.W. Yeung and Mr. Andrew K.C. Wong, visited Vancouver on a study tour which was part of their curriculum requirements.

At the students' request, the Association gladly arranged for them to visit a local realty firm, accompanied by Mr. Tony KC Lueng, who was the Association's Programme Coordinator then as well as a fellow graduate of the same department of these students.

During the tour, they learned much about the organisation and operation of a realty firm in Vancouver. This visit

was followed by an informal gathering hosted by the Association where they met with some past graduates and office-bearers.

While in Vancouver, they also visited colleges, universities and other related organisations such as BC Assessment Authority. In addition, they were able to attend the Association's AGM on October 27 and brought with them a welcome touch of youth to the occasion.

The Association is delighted to be able to extend its hospitality to visitors from the *alma mater* and wishes the real estate students every success in their study.



Thanks to the presence of the real estate students at the AGM, the participants of this function look generally so much younger!

Moving ?



Do remember to tell us your new address, telephone / fax numbers or e-mail address. We need these vital statistics to keep in touch with you and send you the latest news. You can send the information to the Association at 140-8380 Lansdowne Road, Suite #157, Richmond, BC V6X 1B9 or by FAX :(604)279-7188.

Remember to bring your MEMBERSHIP CARD with you when you are visiting Hong Kong. You can use your membership card for temporary access to the PolyU's library and sport facilities. Simply show your card to the Office of Communications and Public Affairs and they will issue a "Letter of Certification" to you and, presto, the above-mentioned facilities are for you to enjoy!



HKPU WESTERN CANADA ASSOCIATION

Number: 96000
Name: Western Canada, HKPU
Exp.: Life Member Member Since: 10/1/96

membership card

NEWS FROM **Hong Kong**

The President of the Hong Kong Polytechnic University, Prof. Poon Chung-Kwong, who is a strong advocate and supporter of alumni affairs development, hosted a banquet for representatives of the PolyU's alumni associations in November 1997. Two members of our Association, Peter Chan and Amy Soo, were in Hong Kong at that time and therefore able to represent the Association at the function. The occasion also afforded them an opportunity to give a brief presentation on the development of our Association as well as to develop links with other sister associations.

Pictured at the dinner were (from left) Mr. David Poon, PolyU's PR Chief; Mrs. Amy Soo; President Poon; Mr. Peter Chan; Vice-President Alexander Tzang and Ms Cora Sit, Alumni Affairs Officer.



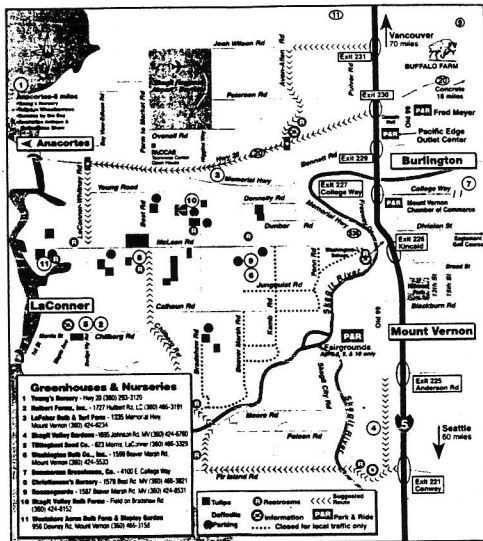
answers to "Breaking PolyU Codes"..... from page 3

- | | |
|--|---|
| 11. General Secretariat | 1. Department of Accountancy |
| 12. Department of Hotel & Tourism Management | 2. Department of Applied Physics |
| 13. Institute of Medical & Health Care | 3. Department of Applied Social Studies |
| 14. Information & Public Relations Office | 4. Academic Secretariat |
| 15. Institute of Textiles & Clothing | 5. Department of Building & Real Estate |
| 16. Library | 6. Department of Business Studies |
| 17. Nautical Studies | 7. Centre for Maritime Studies |
| 18. Production and Industrial Engineering | 8. Department of Electrical Engineering |
| 19. Student Affairs Office | 9. Department of English |
| 20. Swire School of Design | 10. Education Technology Unit |

TRAVEL Buggy

Tulips and Daffodils Tour

In spring, we can plan a one-day or two-day driving trip during the months of March and April to see the blooming tulips in the Skagit Valley, WA. However, the unusual warm winter caused by El Nino this year may bring the tulips to full bloom earlier. Call this number 1-800-4-TULIPS for tulip bloom update (this number was available from March 20 through April 30 in 1997). For more information, call the Chamber of Commerce Office at LaConner (360) 466-4778.



The attached map shows how to get to Skagit Valley and the locations of the tulip and daffodil fields. For us coming from Vancouver, the most direct route is to drive south on I5, use Exit 230 and follow Hwy 20 West and turn left on LaConner-Whitney Road. You can never miss the colourful tulip fields there.

Other places of interest in the vicinity are LaConner, the Deception Pass Bridge (and the State Park) which links Hwy 20 with Whidbey Island. Visit Oak Harbour and Coupeville and its nearby Fort Casey and Fort Ebey State Parks on Whidbey Island. Fort Casey features late 19th Century fortifications with 10-inch guns on display.

You can complete your trip by visiting Anacortes, where you can take a ferry to Victoria, B.C.

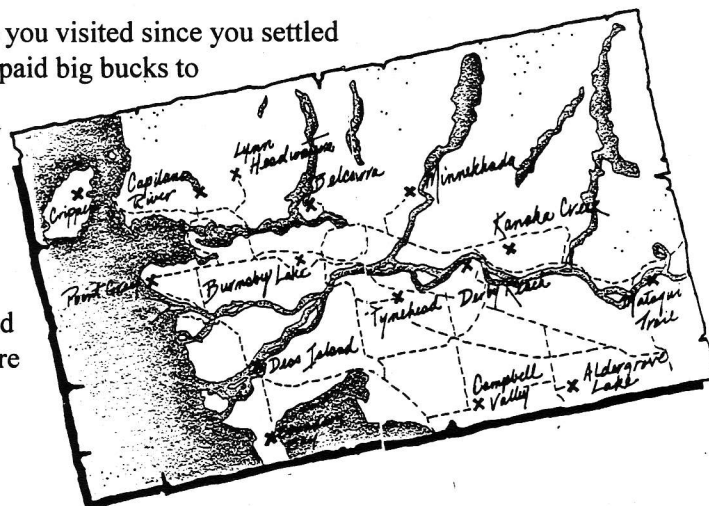


Greater Vancouver Regional District

GVRD Regional Parks

There are many public parks in the lower mainland which are both beautiful and pleasant. These regional parks are operated by the GVRD (Greater Vancouver Regional District) and you can pick up the leaflets of these Parks at the Regional Parks and local libraries.

How many of the Parks on the map have you visited since you settled in Greater Vancouver? You surely have paid big bucks to cross the Capilano Suspension Bridge (which is run commercially), why not try the suspension bridge (which has been paid by your tax money) at Lynn Headwaters. How many times have you crossed the George Messey Tunnel without realising you have missed the Deas Island Regional Park? These are only some attractions in our beautiful surrounding which would be a real pity to miss.



BUSINESS/CAREER NETWORKING

An encouraging note from one of our Program Coordinators - Helen Tai

An international spotlight was on Vancouver last December as the *Asia Pacific Economic Corporation* (APEC) Forum took center stage in the city. The leaders of 18 economies and close to 10,000 people came for this event. Together, they are responsible for roughly half of the world's economy.

Before this event, the 4th *World Chinese Entrepreneurs Convention* also took place in Vancouver at the end of August. The convention provided an opportunity for more than 1,000 Chinese and non-Chinese delegates to network in this convention, which was the primary objective of this event.

Lately at a forum on cultural diversity and Asia-Pacific Trade, one Asian immigrant voiced that he had experienced difficulties in finding jobs here, as *Canadian experience* is a must. However, his greatest asset is his Asian experience. Suddenly, this negative experience made him feel like a newborn baby. Does this sound familiar? Don't feel alone! Even though the lack of so called "Canadian experience" seems a disadvantage, this can become positive and stimulate the creation of self-employment -- a new business opportunity. Maybe that is why there is a lot of franchises in North America to help the first-time employer to run their own business.

Talking about *doing business in Canada*, I have the following observations:

- A. Companies are over complacent and therefore reluctant to establish new accounts, new territories that require new processes.
- B. A lot of companies focus mainly on the U.S. markets.
- C. Actually, Canada itself is also undergoing changes from industry based on natural resources to technology or value-added industry. Immigrants from Hong Kong are experienced with light industry backgrounds. How can we contribute our expertise and develop these types of business further?
- D. In doing a variety of businesses, it is sometimes difficult to find the appropriate suppliers and resources. If this is also your problem, please contact the Alliance of Manufacturers & Exporters Canada, B.C. Region which may help in matching manufacturers.

Address: #1330-1100 Melville St. Vancouver;
Phone No.: 713-7800

However, despite all the frustrations and difficulties, let us think in a positive way and try to share our experiences and thoughts. Maybe we can come up with some brilliant ideas to win the domestic or even international market. For example, a Japanese lady bought a brewing company and is exporting beer to Japan. She just achieved a Merit Award from the Board of Trade.

Another example, the B.C. provincial government promotes strongly and invests heavily in the *development of filming industry*. Did you know the "X-files" is produced and filmed right here in Vancouver. Did you know that cartoon series named "Reboot" is also produced here? I visited the Vancouver Film School during the 4th Chinese Entrepreneurs Convention. They provide courses in communication such as website, advertising and animation production. Are you interested in these courses?

Let's brainstorm about *opportunities and possibilities!* Lately, a Taiwan association is trying to set up a high-tech development center in Vancouver. Maybe we should broaden our scope and try to explore sectors and areas that we may not have been involved in before. If members are interested in this kind of topics, we can arrange roundtable discussions.

Lastly, try to share your need and experience with us. We can fully make use of our association as a *network center*. At our recent annual dinner, membership coordinator Francis Li asked me whether I knew a graphic designer for a brochure design project. That evening, we found out that one of our members may be able to take up the job! Networking does not work all the time, but at least it provides for more opportunities. Bring along stacks of business cards and do not be shy to circulate among our members next time. Use this opportunity to get to know more members, hopefully we can share and help each other.

P.S. From the latest survey, we find that a lot of members' interests are home improvement. For your reference, for home repairs, maintenance, renovations or emergencies, 'BCAA at home' may help. You can obtain details from phone no. 268-5400

HOW IS YOUR PROPERTY VALUE ASSESSED?

A General Introduction to the Valuation Methods of Real Estate

- Tony Leung, Chartered Estate Surveyor -

The appraisal process is a formal framework often employing five separate approaches to value, which when correlated, lead to a final value estimate. Because of varying circumstances relating to the valuation of a wide variety of properties, the five approaches to value have different degrees of relevance depending on the type of property and appraisal problem.

Below are the five common valuation methods of real estate:

A. DIRECT SALES COMPARISON APPROACH TO VALUE

The direct sales comparison approach is based on the proposition that an informed purchaser would pay no more for a property than the cost to him of acquiring an existing property offering the same utility. The sources of value in the subject property are identified and compared with market transactions involving properties having an acceptable degree of comparability. The subject is then compared to the market indicators to provide an indication of market value.

The direct sales comparison approach involves gathering, analyzing and comparing data on similar properties that have been sold recently around the same location.

The approach is related to the principle of substitution which states that a prudent purchaser will not pay more for a property than it would cost to buy an equally desirable and comparable substitute. The properties selected for comparison must be similar in most essential aspects to the one being appraised. In addition to comparing the similar characteristics between properties, the dissimilar characteristics must also be weighed. In their manner, the analysis of the market data pertaining to the real estate market is of assistance in deciding the best possible value for a property. The most appropriate unit of comparison is considered to be the **price per square foot of improved land area**.

This method is most widely used and applied to capital and rental valuation of the common types of property such as residential houses, apartments, shops and offices, etc.

B. RESIDUAL APPROACH TO VALUE

It is usually used when the property has development or redevelopment potential and is difficult to find similar properties for direct comparison. The principle is that land is the residual of all the economic activities. And the value of land is directly related to the economic activities which take place on it. Very often, the land value is largely determined by the zoning and development restrictions etc.

C. INCOME APPROACH TO VALUE

The income approach provides a means of converting the income stream into capital value. The gross income is estimated by comparison with other properties offering a comparable standard of accommodations. This income stream is converted into capital value. The gross income is estimated by comparison with other properties offering a comparable standard of accommodation. This income stream is reduced by an amount equivalent to the anticipated vacancy losses and all expenses necessary to maintain the income stream to provide an indication of annual net operating income. This net income is then processed at an appropriate capitalization rate reflecting the characteristics of this type of investment. Properties of this type are most often purchased for investment and the value tends to be established by the quality and quantity of income it generates.

The income approach involves five basic steps including:

1. Estimating the total annual gross income which the property is capable of producing, less allowances for vacancies and collection losses.
2. Estimating the total annual operating expenses necessary to maintain the flow of the gross income.
3. Calculating the net operating income before depreciation.
4. Selecting an appropriate capitalization rate and method of capitalization.
5. Using the proper technique, converting the operating income into an indication of capital value of the property.

The result of the capitalization process in the previous steps is the present worth, which if properly carried out, represents the capital amount which a prudent, typically knowledgeable investor would be prepared to pay, as at the effective date of valuation, for the right to receive the anticipated benefits. In this technique, an overall capitalization rate is applied directly to the estimate of net operating income per annum so as to allow an estimate of capital value. This method is usually used to appraise the market value of investment property such as shop and office etc.

D. COST APPROACH TO VALUE

The cost approach embodies the principle of substitution which implies that a prudent purchaser will not pay more for a property than the cost of producing an equally desirable substitute. In application, the value of the land is estimated by comparison with sales of similar properties. The cost of constructing the improvements new is estimated and discounted by an amount equivalent to the loss in value caused by all forms of depreciation evident in the structure. The resulting depreciated value is added to the vacant land value to provide an indication of current property value.

This method is used infrequently and which is something of a last resort. Hospital, school and library are the types of properties appropriate for this method.

E. PROFITS APPROACH TO VALUE

This method is applied to estimate the rental value in the case of certain properties where some element of monopoly exists or no direct comparison of rents are available. It is based on the assumption that the values of some properties will be related to the profits which can be made from their use. Gas station, cinema and hotel, etc, are very often valued by this method for rating purposes.

The above five valuation methods are commonly used in appraising the market value for properties. It seems quite simple but, valuation is an "Art" and not "Science". Therefore, a high degree of professionalism should be exercised to estimate the market value of real estate.

人物誌 - 周詠國



周詠國予人的印象是個友善而主動的人，雖然因為工作關係不能時常參加員生會活動，但一有空暇總會盡量參與。

他在理工學院唸的是紡織化學，一九八一年畢業後從事銷售紡織化工材料的工作，其後轉為推銷、皮革化工材料、塑膠和油漆的染料和顏料等。在九四年移居溫哥華前，已是一間跨國化工公司顏料銷售部門的主管。

移民後，他在這家跨國公司的本地分公司找到工作，看來好像比其他新移民順利，但工作性質卻原來已改弦易轍。由於公司在卑詩省主要為銷售造紙用的化工材料給造紙廠，他的新工作就是為這些客戶提供技術服務，即是由原來的顏料推銷工作變成造紙技術服務，可以說是由零再開始，而且初時工作更是合約性質的，完全沒有保障。

所謂技術服務，就是要到造紙廠測試及利用化工材料控制造紙過程的雜質含量，因為造紙是連續廿四小時生產的，其中木材原料製漿及造紙所牽涉的機械及化學過程，非常複雜，而且相互影響，連有經驗的人也不容易掌握所有影響質量的變數，而他在這方面毫無經驗，加上又是合約職員而未獲公司保送受訓，又從何入手呢？他謙虛地說，唯有是在同事工作時多觀察，不斷向人請教。憑著他觸類旁通的心思和本著一面做一面學的精神，總算應付到工作的需要。

由於紙廠分布在全國不同地方，包括卑詩省溫哥華島中部的 Port Alberni、又或是本省內陸比 Prince George 更北的 McKenzie，甚至是遠及亞省愛蒙頓附近的 White Court，為了工作，周詠國便經常需要遠行。因此他的職業除了要達到技術上的要求，還需要有駕駛長途車的能耐。而由於頻頻出差，他往往有一半時間都是孤身在路，和家人相聚的時間也大大減少。

問他駕車長途往返的滋味如何？他的經驗當然是要安全第一，同時更要耐得住孤獨。他對上路倒不以為苦差，反認為高速公路沿途風景優美，而且路上車輛不算多，駕長途車尚算輕鬆。最重要還是須提防獨自駕駛時精神容易困憊減低警覺性，不時要在疲倦時停在路旁小休。

克服了工作的技術難度，也不畏獨自上路舟車勞頓，他的工作逐漸穩定下來，終於獲公司錄用為全職僱員。

造紙業是卑詩省的一項主要工業，但近年卻有走下坡的跡象，究竟造紙業的前景如何？周詠國認為這項工業面對的競爭確是很大，如東南亞國家出產的紙張定價就比加國的低，而且近年全球紙價大跌，加拿大實在需要認真研究如何減低成本，才可保持競爭力。儘管如此，他仍覺得不必悲觀，因為紙的需求始終存在，而為了比對手優勝，加國的造紙業可生產較優質的紙張，如電腦噴墨射印紙、雜誌紙、影印紙等，以供應較高檔的市場。

這樣一位凡事肯向積極方面看的新移民，對適應加國新生活有何體驗？他認為：一定要預備由頭幹起，且邊學邊做，多交朋友，找工作時也要多採取主動，不要害羞。

由於他足跡遍及本省各地，對省內旅遊的好去處，自然瞭如指掌，如菲沙河谷一號公路由 Hope 至 Hell's Gate 一帶。如溫哥華島的海邊城鎮 Parksville 等等...，或許，有機會的話，員生會讓他帶隊去邊遠地區尋幽探勝，相信會與別不同，十分吸引！

● Opinions expressed are those of the authors. They do not necessarily represent the official view or position of The Hong Kong Polytechnic University (Western Canada) Association. ●

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Editor's Column

It has been a while since you received the last issue of the NEWSLETTER. Time really flies. It's now too late to send you the traditional season's greetings or 恭喜發財 (but it is never too late to 發財 and so we wish you all the best of luck in the Year of the Tiger!!). I hope this NEWSLETTER will arrive at your hand in time for the tulip-blooming season in March as Travel Buggy will take you to visit the tulip and daffodil fields in Washington State (see page 8).

During the past few months we have not been idling about. There were the First Annual General Meeting in October and Annual Dinner in November (see pages 2 & 3). Did you take part in any of these functions? In addition, there was an exchange of visits between the PolyU and the Association (see pages 6 & 7). And meanwhile, we have also lined up a list of coming events for you (see below).

You have a new Board of Directors after the 1st AGM and probably by now you have been contacted by your Departmental Leader. The Departmental Leaders serve an important role in liaising with members of related departments. Their list appears on page 4. So, while your Directors are always ready to listen to your suggestions,

you also have your own Departmental Liaison Leader to voice your opinions.

You may realise that our members do have a wide range of interests as shown in the Survey of Interests (see page 5). The NEWSLETTER is a very useful media for publishing articles other than announcements or reports on functions or events which are written to satisfy members' interests. How about picking a topic from the Survey of Interests and contributing an article for publication so we can share your experience? Contributors to this issue have chosen their topics accordingly. Thanks.

Your Board of Directors sincerely thank you for your support to the Association during the past year and we need your support for many years to come. You may have received a notice for membership renewal recently and we hope you will continue to stay with the HKPU(WC)A family by renewing your membership today.

K.C. Yam
Editor

Coming Events 1998

March 14 (Saturday)	Taxation Talk: Personal & Business Tax Tips (Watch out for the attached flyer in this newsletter.)
April	Home Maintenance Talk
May	Career & Business Opportunities Workshop
June	One-Day Picnic / Sightseeing
July	Day Cruise in Local Waters
September / October	AGM & Talk