

Editor's Column

Editor - K.C. Yam

Congratulation on the inauguration of the Hong Kong Polytechnic University Alumni and Past Employee (Eastern Canada) Association on May 16 1999 at Toronto.

This is an exciting event because our network is growing. We may be living miles apart, pursuing different careers or leading a pleasant retired life at this moment. However, we have a common thread – once upon a time we obtained our education and training or earned our living in the “red brick” compounds. The original building that housed the Hong Kong Technical College, the forerunner of the HKPU, at Woods Road, Wanchai was of “red bricks” façade design. The present day HKPU main campus at Hunghom certainly has more “red bricks” than before. We hope to see similar growth of our overseas Associations. Now, we have the first two pieces of “red bricks” from Eastern and Western Canada, we need more “bricks” to build a wall.

Dear friends, tell your classmates or colleagues in Ontario they can contact Dr. K.K. Chan, President of the (Eastern Canada) Association for more details. The contact address is 4350 Steeles Avenue East, Unit 97-B1, Box 51, Markham Ont. L3R 9V4. The e-mail address is <hkpuccanada@usa.net>. Closer at home, your execu-

tives are more concerned with membership retention and growth. Understandingly, there are members returning to Hong Kong and fewer immigrants from Hong Kong in the past year. With the long history of the HKPU and its forerunner, there should be still quite a number of potential members in the Lower Mainland. Bring them into our family. Moreover, we need your support, which is, participate in our activities and please pay your annual membership due if for some reasons you have forgotten to do so. The address of the Association is given at the bottom of the page ... send a cheque of \$20.00 for annual membership, \$80.00 for five years' membership, and be carefree for life with \$200.00 life membership.

For members who have given unswerving support to the Association in the past, please accept our Big “THANK YOU”!

This issue of Newsletter has a few contributors whose articles will help us to enjoy your summer holidays as well as to prepare our career. Mickey Tse shows us how to “bake” ice cream; Bigfoot takes his Buggy to Yellowstone National Park. Dr. Fleming Woo describes the

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Information Technology Degree program he is conducting at the Kwantlen University College, Richmond. Mr. Balu Katey of Yogi Knowledge Enterprise Inc. reports that The Centre for Professional and business English at the Hong Kong Polytechnic University is now an approved Canadian English Language Proficiency Index Test (CELPIT) and Examination Centre.

In the Winter 1988 issue of the Newsletter, there was an article on Language Proficiency Index (LPI) Test. The test was created and developed at The University of British Columbia. The trend is to introduce the LPI test to the World as a recognized indicator of English language proficiency. A Canadian version of GCE English or TOFEL tests...

*Thank you, Danny Chan, for your caricature.
Hope it will bring out the artistic talents of our members*

Any comments and suggestions, please email us at <ntpuwca@polyu.edu.hk>

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生活餘暇活動講座

因應會員的興趣，員生會的活動日趨多元化，於本年一月廿六日舉辦了「生活餘暇活動講座」，假列治文加愛中心舉行。我們邀請到本會會員劉慈文先生、副會長任健藻先生及李真光先生分別介紹釣魚樂、自助旅遊和高爾夫球三項餘暇活動。雖然當天下著滂沱大雨仍難阻會員參加的熱情，出席的會員有三十多位，氣氛熱烈。

劉慈文先生首先介紹釣魚樂，劉先生指出在大溫地區釣魚可分釣海魚和湖魚，而以釣海魚吸引較多人參與；此外，劉先生詳細介紹了卑斯省的釣魚法例和如何購買釣魚牌、各樣釣魚工具及其特性、各大釣魚熱點等；劉先生更答應於釣魚季節來臨時為有興趣的會員組織釣魚活動。

打高爾夫球是近年來大溫地區十分流行的戶外球類活動，要高爾夫球玩得好是一門很高深的學問，要成為高手則需要很多的練習，李真光先生乃高爾夫球好手，特別為我們介紹了分佈大溫地區的高爾夫球場和設備，由於篇幅所限，這裏不作詳細報導，李先生印備了一分詳盡的資料，（會員如有興趣可聯絡本會行政助理謝博賢索取，或直接上網找尋資料，網址：<http://begolfguide.com/courselists/index.html>）。李先生進一步介紹了高爾夫球棒（Club），原來除了可以在市面上購買外，還可以訂製，訂製的球棒可以更適合個人的手型和動作，使球擊出時更加流暢，而球棒上擊球端的斜度則決定了球擊出的高度和距離；李先生更指出有很多國家都出產高爾夫球棒，



各位先生、女士；節目主持人係.....



釣魚最怕就係食白果

而日本出產的則比較適合亞洲人。

自助旅遊亦是加拿大人熱愛的活動，而大溫地區得地利之便，可以在卑斯省內或直闖加拿大各省不同地方旅遊，又或者南下美國亦可作長短不同的旅遊。本會副會長任健藻先生乃自助旅遊專家，今次他別介紹了幾條較短程和容易走的自助旅遊路線給大家參考，這些路線包括南下美國的鬱金香和水仙花之旅、加美邊境 Osoyoos-Wenatchee-Everitt-Vancouver 之旅、卑斯省 Kelowna-Kamloops 轉 Edmonton-Calgary-Lethbridge 之旅和三天或七天的俄勒崗之旅等，副會長除了介紹各路線的走法外，更介紹了各路線的特式和趣味點，介紹生動有趣，大家都躍躍欲試。有關各路線的詳細資料，大家可以參考本會各期的通訊。此外副會長亦答應跟理事會洽商安排一次給本會會員的自助旅遊活動，敬請密切留意。

打高爾夫球千祈唔好手震



各位！自助旅遊即係自助啦！！

猜謎遊戲：

以下謎語猜成語：

1. 重
2. 各
3. 矢
4. 午安
5. 伴奏
6. 林中燒炭
7. 織女停梭
8. 早也愁，晚也愁
9. 問岳父，何名姓
10. 望著天摸著地

以下謎語猜中國地名

11. 雙喜臨門
12. 男拳師
13. 風平浪靜
14. 黃昏
15. 金銀銅鐵

(答案可在本通訊內找到)

己卯年春茗

員生會一年一度的週年聚餐一直以來深獲各會員的支持，參加者十分踴躍，而在去年的週年聚餐中多位會員表示很喜歡參與類似的聚餐活動，希望員生會能多舉辦，因此員生會就新春期間舉辦了己卯年春茗，俾各會員可以聚首一堂共賀新春。

是次春茗於本年三月六日（農曆正月廿日）假溫哥華菲沙街的輝煌酒家舉行，該晚筵開十席，共有會員及家屬合共一百人參加，氣氛自然十分熱烈。春茗聯歡準時於晚上七時開始，首先由程序統籌李平先生領導大家玩一個賀年遊戲——燒炮仗比賽，每一檯嘉賓皆獲發十個汽球，主持一聲令下，大家鬥快把汽球吹好並縛成一串，最快的一檯便得冠軍；串好後，主持再一聲令下，每一檯的代表便把汽球戳破因而造成炮仗連聲的效果。隨後由會長及副會長向大家拜年，善頌善禱，氣氛和洽。緊跟著是晚譚開始，菜式不俗，大家都可以大快朵頤，晚譚中再有猜燈謎遊戲和卡拉OK助慶，猜燈謎遊戲由理事會全寅及講師們組成的一檯獲勝，社工系同學的一檯心有不甘，乃另出燈謎考一考理事會的一檯，面子猶關，他們當然落力競猜，最後終能猜中，不至老貓燒鬚。而會員及家屬亦踴躍參與卡拉OK，原來我們有多位會員歌喉出眾，可惜已屬超齡，否則可推薦參加新守歌唱大賽。春茗於頒獎禮後結束，由於熱氣氛熱烈，到結束時大家仍不願離開。

春茗餘慶節目由活動統籌李平先生及劉黃碧蘭女士籌劃及主持，而該晚除了多位理事參與籌備外更得到會員沈武靖先生一早到來協助佈置及接待工作，理事會借此一角向他致萬分謝意並多謝參與的會員全力支持，並祝各會員都能渡過愉快和進步的一年。



1. 七手八腳縛汽球



2. 成功了！我們第一！！

3. 答對了！真高興！！



4. 全情投入 高歌一曲



會長與會長夫人—誰頒獎給誰？



合唱乎？



FACTS ABOUT OUR MEMBERS

Facts

Their relationship with the PolyU

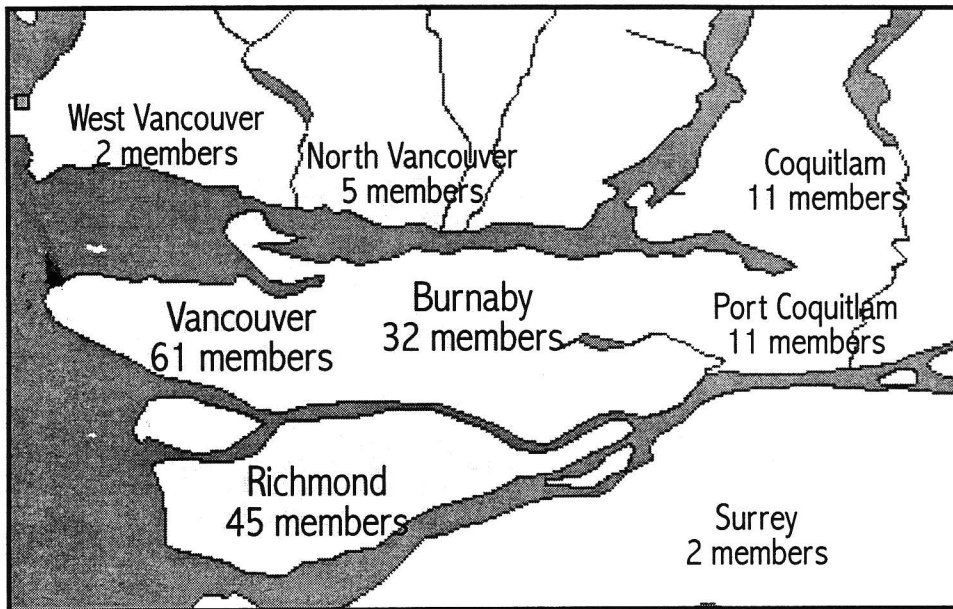
as past students	129
as former employee	27
as both past students & employee	10

Since when did they first start their relationship with the PolyU, during:

1950s:	7 members
1960s:	15 members
1970s:	74 members
1980s:	59 members

When did these members comes to Canada?

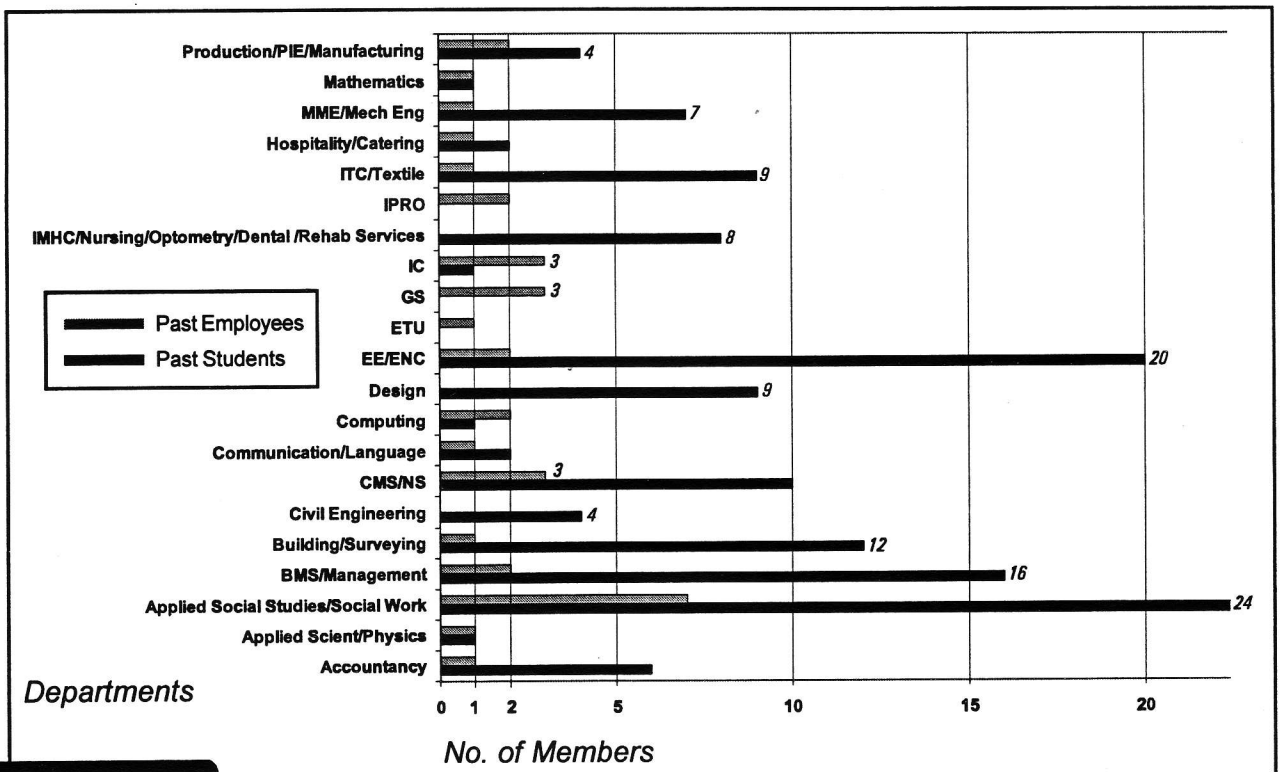
Years of Arrival		Years of Arrival	
1971	1	1989	7
1974	2	1990	12
1975	1	1991	8
1976	1	1992	7
1978	1	1993	16
1979	1	1994	27
1981	1	1995	26
1982	1	1996	23
1986	1	1997	15
1987	3	1998	5
1988	7		



In which cities or districts of Greater Vancouver are they now settling?

dO yoU kNow?

The longest relationship started 45 years ago for one member. The second longest relationship has been lasting for 44 years and there are 2 members who have over 40 years of connection with the PolyU.



Recent development of the Language Proficiency Index (LPI) Test

KC Yam

The Association had the pleasure of inviting the Chief Marker of the LPI test, Mr. Alban Goulden, to give us a talk on what is LPI. An article on the subject, published in the Winter 1998 issue of the NEWSLETTER, described clearly the purpose, meaning of test scores and how to sit the test in B.C.

Recently, Mr. Balu Katey, GM of Yogi Knowledge Enterprise Inc., contacted me and asked me to convey the following message to our members. The LPI test, which is conducted by UBC in B.C. Is now available worldwide as Canadian English Language Proficiency Index Test (CELPIT). CELPIT is administered and managed by Yogi Knowledge Enterprises Inc., Vancouver Canada under contract from The University of British Columbia. The Company has a representative in India and China to promote the program. The Centre for Professional and Business English (CPBE) at the Hong Kong Polytechnic University has recently been approved as a CELPIT Centre offering course preparation and the examination. Please contact Ms Jane Lockwood of CPBE, HKPU for CELPIT preparation course and examination dates in Hong Kong. Her telephone number is 2766-5583, Fax number is 2362-8954 and email: <cpljalias@inet.polyu.edu.hk>.

While there are six levels in the LPI test scores, the CELPIT has **only two level** identifications.

The test areas are the same for LPI and CELPIT. The maximum score for essay is 40 marks. While Sentence Structure; English Usage; Development, Structure and Content each has a maximum score of 10 marks.

Put it into Your Second Language

FOR MORE INFORMATION ABOUT LPI, PLEASE VISIT THIS WEB SITE:
<http://www.lpi.ubc.ca/lpimain.htm>
Essay Writing and English Usage
 for College and University Entry-Level Students

B. Tech. (I.T.) – Bachelor of Technology Degree in Information Technology at Kwantlen University College - Dr. Fleming Woo

The B.Tech. (I.T.) degree started its first intake in September 1998. It is a four-year co-op program. The Co-op Office at Kwantlen helps students to find 16 months of employment in the computing industry to satisfy the co-op requirements of the program.

The first two years of the program is based on the Computer Information Systems (CISY) Diploma obtained from either Kwantlen University College or other equivalent institutions. A CISY diploma holder, with a GPA of 2.7 or better, is eligible to enter the third year of the Degree program. Other students with extensive working experience but lacking the formal educational background in computing may enter the program by fulfilling a set of prior learning assessment (PLA) evaluation criteria.

A shortage of trained personnel and growth in the computing industry means excellent employment opportunities for graduates. Majority of CISY graduates is employed as programmer. System analyst, network administrator, database analyst, technical support analyst, Internet webmaster etc. Currently, most students in the third and fourth years hold full-time jobs during the day. Therefore, all third and fourth year courses are scheduled in the evenings and weekends

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The purpose of this degree is to provide the students with a balanced education in business and management, liberal studies, communications and interpersonal skills as well as computing systems, database systems, software development, computer programming, data communications and networking. The degree consists of a focused set of advanced information technology courses that build upon the CISY Diploma program, and a series of liberal education courses. The latter courses are designed to equip technology students with human perspective, which are essential elements for success in today's multicultural milieu and globalize marketplace. The courses are aimed at sensitizing students to the human, social, cultural and global contexts of their work, broadening their knowledge on inter-personal relationships, and provide scientific groundwork of analysis. Successful completion of these courses will enhance employability skills and decision-making power at work. Graduates of this program will therefore acquire the benefit of this learning experience, which is lacking in other technical programs.

►► LPI Competence Level:

This level is awarded when you have obtained 24 to 29 marks on the essay component, and minimum of 18 marks total on the other three sections. This level of performance indicates familiarity with prose composition, but with shortcomings in one or more of the following: diction, paragraph development, essay organization, or English idiom. (Equivalent to Level 4 of the LPI test)

Excellence Level:

This level is awarded when you have obtained at least 30 marks on the essay component, and a minimum of 23 marks total on the other three sections. This level of performance reflects writing that is well organized, fully developed, and relatively free of error in sentence structure and word choice. (Equivalent to Level 5 and above in the LPI test)

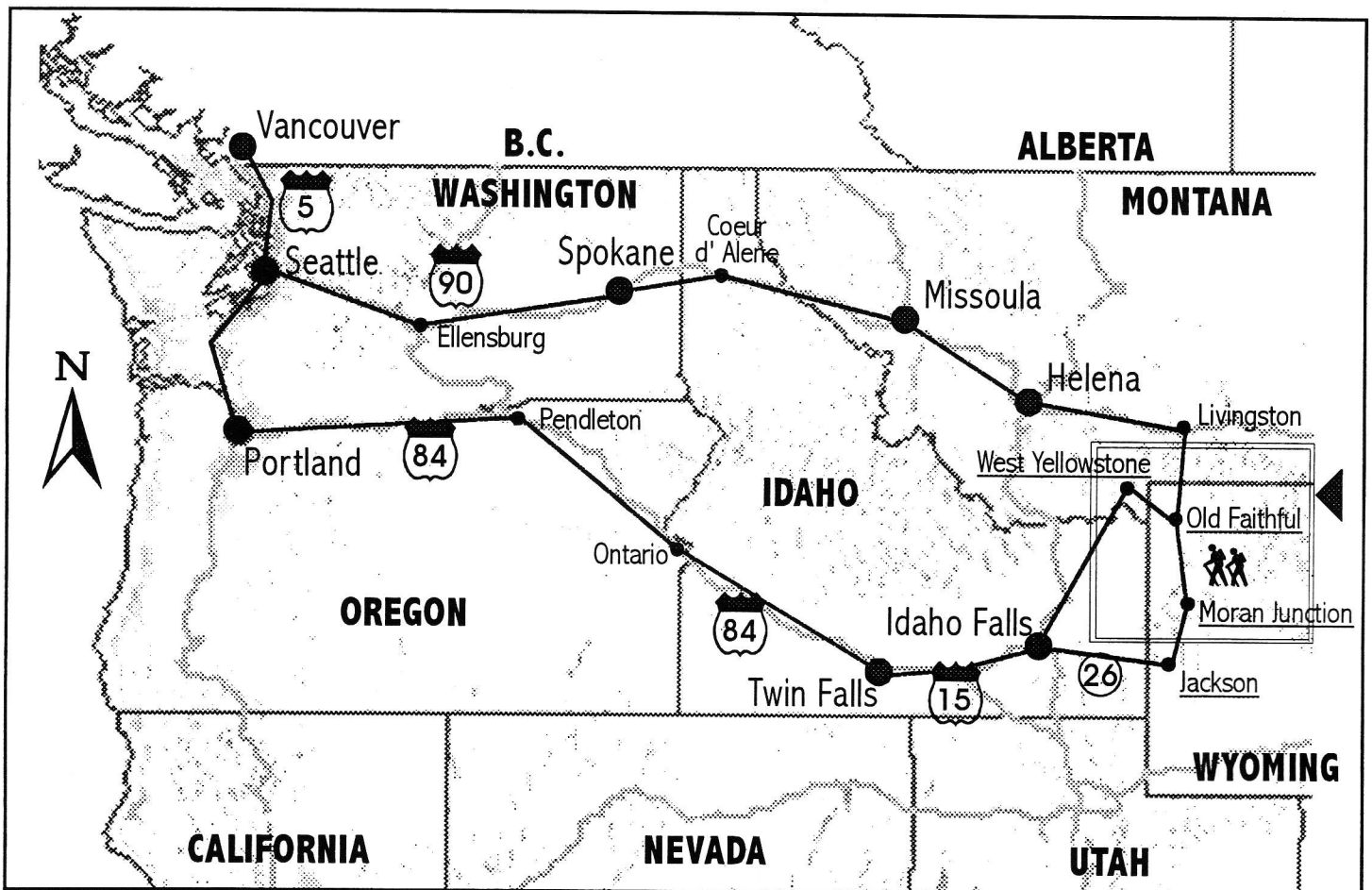
YELLOWSTONE NATIONAL PARK

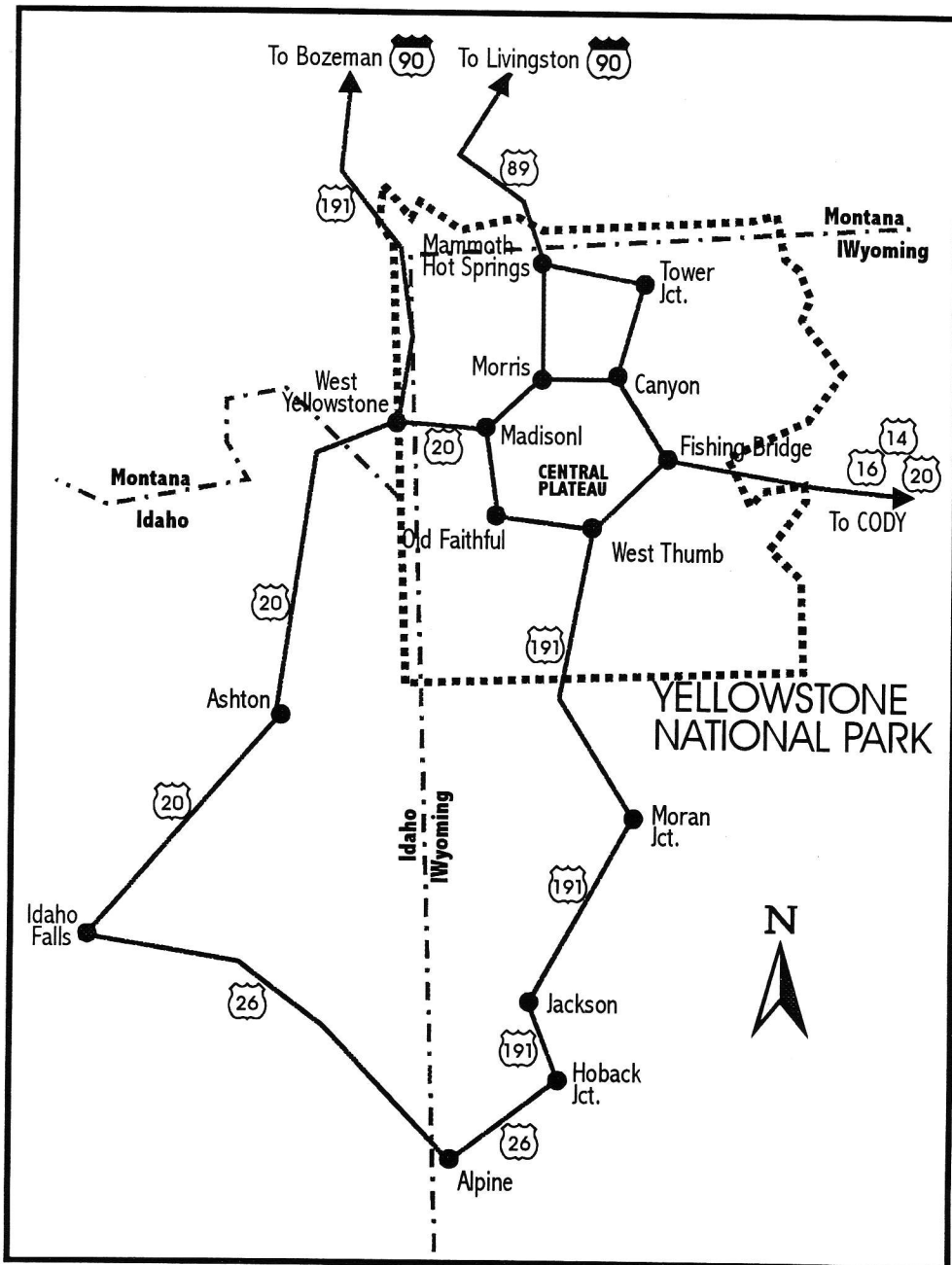
Old Faithful geyser, which spews its steam and water hundreds of feet into the air on an average of every 78 minutes, remains one of the most popular attractions in the Yellowstone National Park. You can easily spend days in the park to see other geysers and canyons, hike the trails, spot wild lives and enjoy the natural beauty of the area. Above all, you have paid \$10 (US) for a seven-day pass.

Bigfoot will not describe the magnificent scenery of the Park because there are numerous articles written about Yellowstone. Instead, Bigfoot will describe the 12-day round trip he took his family in one of his annual expeditions. The route require a minimum of 10 days if you squeeze for time, but it would be more relaxing if you can afford couple of days of "holiday" at Cody on your return trip. Certainly, you can purchase a five or six day's package tour from a tour company if you are only interested in seeing the tourist spots of the Park.

You will find the highlights of scenic spots on the accompanying map; the best resource is the Automobile Association Tour Book. There is so much to see along the route and you can easily find motels along the highway. The most important point, however, is to make sure you arrive on time at the motel/hotel you have booked in the Grand Teton National Park or Yellowstone Park area.

On the outward journey, staying overnight at Portland, The Dalles, Boise, Bigfoot arrived at Alpine (Wyoming) on the fourth evening. It was crucial to arrive at Alpine on that evening because hotels near Grand Teton National Park and Yellowstone Park required booking in advance. Bigfoot also booked another two evenings with a motel at West Yellowstone. You can try the Lake Yellowstone Hotel & Cabins, Mammoth Hot Springs Hotel & Cabins or Old Faithful Inn right inside of the Park. You can save a bit of driving distance but prepare to spend big dollars for the convenience.





The reason of staying at the Alpen Haus Hotel at Alpine is that it is not too far away (about 36 miles) from Jackson Hole, the south entrance of Great Teton National Park. On that day, Bigfoot had already driving 620 Km from Boise to Alpine. Gaining an hour to enjoy the evening in this Austrian style hotel is better than arriving late at Jackson. The roads are not superhighway when you are in scenic mountainous area.

With a bit of planning, you can see most of Grand Teton National Park and Yellowstone Park in three (full) days. If you plan to visit Cody and spend couple of days of holiday there, you should at least book the motel for the first evening as Bigfoot had done. On the day you leave Yellowstone Park, you must plan to leave Fishing Bridge at 4 p.m. the latest. The distance between Fishing Bridge and Cody is about 80 miles (130 Km). When you are driving downhill from Sylvan Pass (elevation 8,530 feet) to Wapiti Valley, you will experience what President Theodore

Roosevelt had described, "most scenic 52 miles in America". There are many unusual rock formations along the route. The rocks are reddish brown; the color and scenery are completely different from what you have seen in the past three days in Yellowstone Park. Therefore, prepare to make frequent stops to take pictures.

You can easily spend couple of days in Cody just to recoup from the exhilarating experience of the past few days. You can visit the Buffalo Bill Historical Center - which consists of several museums - in different time of the day when you purchase multiple days pass. There are full-day or half-day whitewater rafting trips or scenic cruise on the Shoshone River. You can also spend a day - soaking, swimming or sliding in water from "World's largest mineral Hot Springs" in the Thermopolis Hot Springs State Park. Thermopolis is 85 miles south of Cody.

If you have time on your return trip, you can continue east from Cody on US14/20/16 to Ranchester. This route is as scenic as the part from Cody to Yellowstone Park. Then you get onto I-90 west and heading home. If you pressing for time, you can take Route 120 from Cody, driving north and joining I-90 at Laurel, this is 23 miles west of Billings.

Mount Rushmore National Park, where you can see the colossal heads of George Washington, Thomas Jefferson, Abraham Lincoln and Theodore Roosevelt, is just 3-hour drive east of Ranchester. Surely, you can extend your holiday a day or two to visit the Park. The choice is yours, and, of course, you can include the Park in your next itinerary.

WHO ARE BUSKERS?

by Stroller

One day a friend invited me to go to Granville Island to watch his son and his band performed outside the market. They were playing marimbas, musical instruments similar to xylophone, originating from Zimbabwe. The band had eight players. Five played the marimbas; two played the bongos and one conductor who played the maraca. The most interesting part was that the players built their own instruments. For example, they use PVC drainpipes of various sizes and lengths to build the resonators for the marimbas.

The size of the marimbas are large and the band members have to bring them to the market on their 4x4s or 4WDs. They all have full time jobs, but they like to perform and playing music is a way for them to relax. Like any buskers, they put a hat on the ground with a note thanking for your donations.

This is something for people from the oriental cultures have to take time to understand the spirit and natures of busking. In the East, people tend to have an impression that it is an act of "begging" when someone is "asking" for money on the street. Initially we mistaking think buskers are beggars too.

Busker is a street singer or entertainer, esp. on the streets of London (Webster) or he/she is a street performer who entertains queues (outside theatres, etc) (Oxford). Both explanations tell only half the story of busking.

Buskers are highly skilled entertainers, musicians, magicians, jugglers or clowns. They have to get a permit from the City so that they can perform. In the City of Vancouver, the permit costs \$25 for four months. There are guidelines for performers. The rules limit the number of buskers in an area, ban the use of dangerous objects like sharp or flaming props in juggling acts and impose a one-hour limit on any performance. The quality and repetitiveness of performance are subjected to market force and neighborhood scrutiny. If a busker performance is inferior and repeating the same act all the time, not only the audiences will stay away, the nearby merchants and neighborhood will definitely complain to the City. When we can understand buskers are performers and enter-

tainers, we will then appreciate that they are giving us enjoyment. We always have to pay a ticket to attend a performance at Queen Elizabeth Theatre, the Vancouver Playhouse or the Orpheum. Therefore, what is wrong if they put a hat on the ground and ask for donations? As passerby, you are free to ignore their performances and go on with your business. However, if you can find enjoyment with their performances, is it logical for you to contribute something to wards the cost of time, equipment and materials and transportation? You are not giving alms – you are paying for a service that you enjoy!

Buskers usually bring fun and color to an area. They also bring arts and multi-culturalism to the masses. Their performances

often become the real attraction to the area. Busking may also become a self-gratifying trip for the performer's ego. Busking can also give a chance to the artists to bring their performances to the people.

By the way, when you go to visit Granville Island again, try to look for Ken Michael and listen to his music. He is a Quadra-pelagic, a result of an accident occurred on August 24, 1985. Before then, he was a budding musician and vocalist; his songs went on to win numerous contests and awards locally and nationally. He still sang after the accident but eventually lost his band due to the inability to compete for venues. He now sings inside the Granville Market and sells his own CD and tapes – they are all golden oldies.

SIMILARITIES & DIFFERENCES

Many Canadian are counting on the Canada Pension Plan (CPP) to fund their retirement. We have heard that CPP is bankrupt and assume there would be nothing left when we retire. Yet, CPP is not broke now, and cannot go broke because CPP's main asset is the ability to tax. The main issue is how much you will get and at what price!

CPP relies mainly on pay as you go financing. That means contributions from current workers and their Employers fund benefits for current retirees. It is different from the fully funded employer pension plan where money is invested today to pay benefits many years later. There were no problems in 1966 when the CPP began. The baby boom was well underway and the economy was excellent. Contributors to the plan out number (16 to 1 in 1966) the retirees. Now the ratio is about five-to-one and may be three-to-one by the time all boomers retire.

The CPP will never go broke because it relies mainly on current contributions to pay benefits. The crunch is how future workers should have to pay to finance benefits for baby boomers and their parents. In 1996, Ottawa and the provinces began the reform exercise that lead to increment of employer-employee contribution rate. It rises from 5.6% in 1996 to 9.9% in 2003 while freezing at \$3,500 the basic income on which no contributions are due. The rate will cap at 9.9% until 2016.

CPP pays pensions to those who have been in the workforce and their surviving spouses. Another program, Old Age Security (OAS), pays benefits to every Canadian 65 and older who meets certain residence tests; your work record does not matter. For 1998, the maximum CPP benefit is \$8,937 for someone retiring at 65, OAS would add just under \$4,900. So these government benefits total just under \$14,000. However, how many of our members, who may have only few years of working records in Canada, will qualify for full CPP?

While most of us have discounted the Canadian Pension Plan as a source of retirement income, can we go back to our root, our culture, to find solace in our traditional CCP – the Chinese Pension Plan? (養兒防老，積穀防飢)

We understand the prerequisites to cash in the first part of the Chinese Pension Plan and most of us have already discounted it in our retirement income calculations. How can we expect our offspring to support us when they have difficulties to setting up a home and family for themselves? Most baby boomers in Canada and Hong Kong are facing the similar qualms. Not that our sons and daughters are not piety enough, they are living in an era of different economic opportunities. For example, wealth building by sitting on real estate may not be so easy in future. Our parents may need us to support their retirements because there were no government or company pension plans for them. The baby boomers are a generation sandwiched between the tradition and western culture, we may have to work harder to save and invest for retirement.

Ever dream of serving baked or deep-fired ice cream to your guests during summer BBQ?

Mickey Tse

Wrap your favorite ice cream with meringue (see following recipe), pour some 40% proof spirit on top, light a match and there you have your baked ice cream dessert. You can also cover your ice cream with sponge cake and then cover completely the sponge cake with meringue. Neater the top with palette knife. Bake it in a hot oven at 200 C until the meringue top turns golden brown and serve immediately.

Do you ever consider making ice cream at home?

The process is very simple and the ingredients are readily available from local supermarkets. The main ingredients are egg yolks (save the eggwhite to make batter for your deep-fired ice cream), sugar, fresh milk and fresh cream. If you are conscious of your sugar and fat consumption, you can replace sugar and cream with artificial sweetener and skim milk. For conventional flavors, use fresh mangoes, cocoa powder, or vanilla essence. Or else, create your own flavor, CBC radio once reported that an ice cream parlor in the Maritimes serves lobster-flavored ice cream. You may break the tradition and invent a non-sweet tasting ice cream.



Meringue

Egg white 4(eggs)
Icing sugar 200 gm

1. Whip the egg whites until stiffen.
2. Sprinkle icing sugar and careful mix with egg white. (The product is the meringue.)

How about deep-fire some ice cream roll. Slice the roll in thin pieces and cover the ends of each piece with sponge cake. Dip each piece in batter (see following recipe) and deep-fry.

Batter

Flour 200 gm
Egg 1
Liquid: Water or Milk 250 ml
Vegetables oil 2 tbs.

1. Sift the flour into a basin.
2. Make a well.
3. Add the egg and the liquid.
4. Gradually incorporate the flour beat to a smooth mixture.
5. Mix in the oil.
6. Allow resting before using.

Vanilla ice cream

Egg yolks 4
Sugar 100 gm
Milk 375 ml
Cream 125 ml
Vanilla essence few drops

1. Whisk the yolks and sugar in a bowl until whiten.
2. Boil the milk and vanilla essence in a thick-based pan.
3. Mix (1) and (2), beat evenly for an hour with electrical beater.
4. Return the mixture to a cleaned saucepan and place it on low heat.
5. Stir continuously with a wooden spoon until the mixture coats the back of the spoon.
6. Pass through a fine strainer into a bowl.
7. Add fruits while you freeze the mixture in an ice cream machine (you can buy a domestic type from Zeller) or You can place your mixer in you freezer and add fruits while you are mixing. Pour the contents into another container and freeze.

謎底

千里相逢
落花流水
一知半解
危在旦夕
助人為樂
就地取材
天衣無縫
樂在其中
不識泰山
眼高手低

重慶
武漢
寧波
洛陽
無錫

金牌司儀：

—從船務電訊員到企業管理—

「何家銘」這個名字，會員中未必人人記得，但說到「金牌司儀」，相信大家都印象深刻。年來的週年聚餐、春茗等大型聚會，多賴何家銘幫忙，主持大局，使聚會辦得有聲有色。

看何家銘兄的儀表和談吐，不少會員會以為他一定是從事公關或推銷的行業。不說大家不知，原來他是中小型生意專家，正名是「管理顧問」，專向開拓生意的中小型企業家指點迷津，協助他們在組織、管理、財務各個範圍內規劃發展和解決疑難。

另一點，大家不知的是何家銘兄在理工修讀的卻是航海電訊一科，是高度技術性的行業，離目前所做的，何只十萬八千里。怎樣有這麼大的轉變呢？莫非移民帶來轉行？

何家銘先生在 1983 年畢業於航海系，曾上過任建藻（本會現任副會長）和吳沛泉（本會現任司庫）的課，受他們的指導，畢業後隨即加入已故船王董浩雲的金山船務公司服務，大概有超過一年時間隨船出海，飄泊四方。

碰上當年公司擴展，向日本訂造六條新船，何先生被調升入洽購小組，專責電訊技術的項目。在洽購談判過程中，令他眼界大開，體會到規劃在企業發展的重要性，更加改變了他一生事業的方向。自從參與過管理層工作後，對企業管理日漸鍾情，遂

漸萌生轉行之意。

在船務公司工作了四年之後終於在 1987 年毅然放下工作，走到蘇格蘭進修，供讀一年企業管理的碩士學位。畢業後，即受僱於當地赫赫有名的 Arthur Anderson Consulting。工作了數月，轉職至「蘇格蘭企業基金」（Scottish Enterprise Foundation），其性質類似這裏的 Federal Business Development Bank，專協助中小型生意的融資，又工作了半年。

人生命運的轉變，實在出人意料，原來何家銘在修讀碩士學位期間，認識了一位來自西班牙的少女（即現在何太）。當時的未來岳丈的公司發生管理困難，何家銘遂拔刀相助，與女友直奔西班牙，盡出所學，重整女友的家族事業。一來後，亦在西班牙成家立室。

早在 1983 年，當移民還未成為港人話題時，何家銘已經隻身移民加拿大，當時移民條例寬鬆，沒有所謂 183 天的離加期限，所以，何家銘可以畢業後留在香港工作，到了 1989 年，走遍歐洲之後，何家銘便與妻子來溫哥華定居，正式開始移民生活。

來到了這裏，任你有十八般武藝，還是要等待時機。何家銘一等便是大半年，負擔著在市中心的辦公室和一位職員的支出，只好盡情享受雪山和藍天的美景。

大半年後，何家銘接到了第一宗生意，為溫哥華社區學院的「生意發展中心」培訓已經創業的小型企業家，提高他們的管理和拓展生意的技術。之後，他的顧問生意逐漸打開門路，至今長期為數十家商戶提供顧問服務。

在本地從事商業顧問服務，大多領有 Certified Management Consultant 的牌照。須經學會考試合格，加上兩年工作經驗，才獲資格。

何家銘認為，雖說在這裏做生意難，但只要肯投入努力和資本，不急功近利，其實是有為的。很多時候，從香港來的新移民，特別是已有生意經驗的，往往受過去的經驗所困擾，未能掌握到此地的竅門，急急求成而招致損失。

他忠告有意創業的會員，要避免跟風，割價就客的錯誤方針，不要一成不變地套用在香港選區、選舖的準則，耐心地與政府部門週旋，做好產品和服務的市場定位，做生意仍是有廣闊天地的。



● 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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