

Editor's Column

Editor - K.C. Yam

Are you happy with your life?

CAN YOU RELAX NOW AND START TO DO SOMETHING YOU ALWAYS WANT TO DO!

Learn to dance, play golf, and join the lawn bowling club, attending a cooking or pottery class. Recently I come across an article written by an anonymous author, which give an insight of happiness that I would like to share with you here. It reads:

"We convince ourselves that life will be better after we get married, have a baby, then another. Then we are frustrated that the kids aren't old enough and we'll be more content when they are. After that we're frustrated that we have teenagers to deal with. We will certainly be happy when they are out of that stage.

We tell ourselves that our life will be complete when our spouse gets his or her act together, when we get a nicer car, are able to go on a nice vacation, when we retire. The truth is, there's no better time too happy than right now. If not now, when?

Your life will always be filled with challenges. It's best to admit this to yourself and decide to be happy anyway. There are always some obstacles in our way to happiness. We always think that if after something has been done, some business has been finished, or a debt has been paid then real life will begin.

Can we? So stop waiting until you finish school, until you go back to school, until you lose ten pounds, until you gain ten pounds, until you have kids, until your kids leave the house, until you start work, until you retire, until you get married, until you get divorced, until Friday night, until Sunday morning, until you get a new car or home, until your car or home is paid off, until spring, until summer, until fall, until winter, until the first or fifteenth, until you've had a drink, until you've sobered up, until you die, until you are born again to decide that there is no better time than right now to be happy.....

Happiness is a journey, not a destination.

So treasure every moment that you have. And treasure it more because you shared it with someone special, special enough to spend your time....and remember that time waits for no one.

Summer has come, the wet and miserable days are gone. There is one less excuse for us not to be happy. So enjoy life in beautiful BC and be merry.

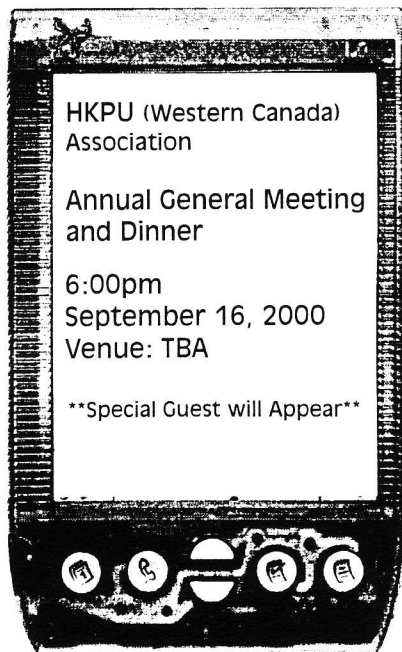
千載難逢渡千禧
萬里迢迢思故人
鄉情澀怯猶入夢
依稀理工奠基樓

懷人
一九九九年除夕

余見英(前理工大學
中文及翻譯系副教授)

INCOMING MESSAGE *

Please mark on your Calendar, Diary, hand-held device this important appointment



(Note: AGM and Annual Dinner are combined in one function to be held in that evening)

餘閒活動講座：草地滾球、標準舞及茶道



聚精匯神聽講座

員生會一向著力為會員介紹在加國的餘閒活動，希望可以協助會員能夠迅速適應移民生活，順利融入主流；於努力工作之餘可以找到調適身心的活動。去年我們為會員介紹了哥爾夫球、釣魚和自助旅遊三項活動，會員反應熱烈；所以我們再接再厲，今年繼續為會員安排餘閒活動講座，是次講座於四月廿九日（星期六）假列治文加愛中心舉行，介紹的內容包括草地滾球、標準舞蹈和中國茶道，吸引了四十多位會員及親友參加。

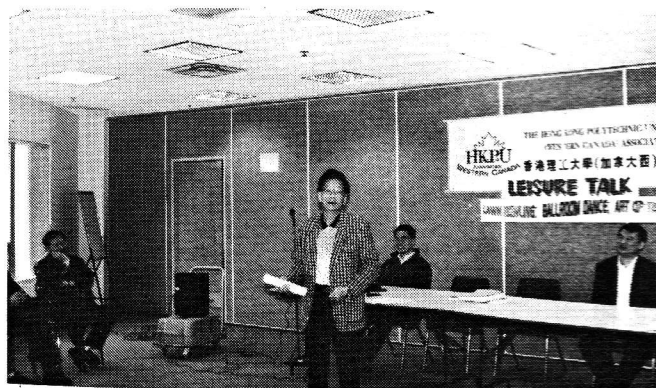
我們很幸運邀請到 Kerrisdale 草地滾球會資深會員徐威先生為我們介紹草地滾球，原來這項活動玩法簡單，但趣味無窮；學識如何去玩很容易，但要掌握精良技術卻必須下一番苦功，正所謂易學難精也。既然是草地滾球，那就必須在草地上進行，一般草地滾球場都是長闊四十公尺，分為八條球道，每條球道五公尺闊，球賽便在這五公尺的球道上進行。道具則包括一個直徑約一吋半的白色小球，每一位球員有四個黑色的滾球，這些黑色的滾球並不是絕對的圓球，也不是橢圓形，而是削去了兩側部份的圓球體，其作用是讓滾球可以作曲線滾動，亦即可以轉灣。

玩法是先由一位對賽球員把白色小球從一端滾到另一端，距離必須超過廿五公尺，白球滾定後，各球員便輪流把自己的黑球滾向白球，待所有黑球滾完後，那一個黑球最接近白球便得分；然後大家把黑球聚集一起，再由這一端向完來的一端滾出白球再開始，如是者到一局賽完，結算那一隊得分最高是為得勝。

別看祇是把黑球滾向白球那麼簡單，要把黑球滾到最近白球絕不容易；在比賽過程中如果己隊已有一個黑球很接近白球，則這一隊便變成防守隊伍，他們要設法用其他黑球把最近的黑球和白球包圍著，不讓對方的黑球接近白球，而對方則成為攻擊隊伍，要設法把自己的黑球攻近白球，這樣便令到球賽千變萬化，大家必須鬥智鬥力，才可決出勝負。



草地滾球亦即是在草地上滾球啦！



標準舞跟社交舞有少許不同

講座的第二部份乃介紹標準舞蹈，由本會應屆會長任健藻先生介紹。任先生首先介紹了標準舞和社交舞的分別；繼而介紹標準舞的種類和各種舞蹈的節奏；然後任先生集中分析了學舞者的心態，尤其是夫婦二人一同學舞時的心態，他指出如果夫婦二人一同學舞時，由於二人的掌握不同，故必定出現學有快慢的情況，便很容易發生齟齬，所以夫婦二人必須互相忍讓和遷就，大家才會跳得愉快；最後，任先生介紹了在溫哥華學習和練習跳標準舞的地方，聽眾反應熱烈，提出多項問題，連任太太也要幫手解答。

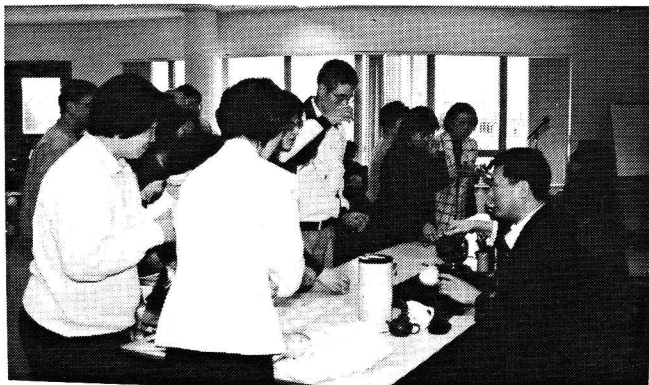


飲茶必須誠心



看！水滾茶靚！！

講座的最後部份乃由現代茶藝室的李天驕先生介紹現代茶道，李先生指出健康茶道應由飲用綠茶開始，他隨即介紹各種茶具，包括了茶爐、茶壺、茶海、茶葉、聞香杯和品茗杯等，當中最有趣的當為聞香杯，原來現代茶道很著重在未品嚐香茶之前先聞其香味，而聞香杯可把茶香留在杯中不散。李先生更指出一般品茗時茶葉不應浸在水中超過十分鐘，因為茶葉浸在水中太久便會析出各種化學物質，這些化學物質會有礙健康，所以滾水沖入茶壺的茶葉後應盡快飲用。最後，李先生親自泡製靚茶讓與會者品嚐，大家都認為李先生泡製的茶色、香、味俱全。



嘩！果然很香

講座後記：由於眾多會員對草地滾球特別有興趣，員生會於講座後安排了一次草地滾球初試，由於名額有限，故祇能安排了十餘位會員參加。參加了的會員都覺得十分好玩且有興趣繼續學習。

港式燒烤 百人大會



人強馬壯

郊遊燒烤乃溫哥華夏天熱門活動之一，每逢週末或假期，各大郊野公園定必烽煙四起、肉香四溢。而我們員生會自成立以來，亦於每年夏天舉行一次燒烤旅遊，此項家庭樂活動深受會員的支持，參加者十分踴躍。今年員生會舉辦的「港式燒烤大會」反應更為熱烈，參加人數達到一百零六人。



見牙唔見眼



非法集會乎！



肉香四溢



聚精匯神，看誰烤得正！

這次的港式燒烤於五月廿二日假 Port Moody 的 Buntzen Lake 舉行，大概該天為公眾假期，故會員們大多攜同家人一起參加，正式是家庭樂活動。燒烤大會前一天，整天都下著滂沱大雨，令到籌辦的同袍們擔憂不已，尚幸天公做美，到了該天卻陽光普照，美景怡人。

該日上午十時於 Buntzen Lake 集合，而工作人員則早於九時左右便已抵達，佔得好位，盤踞了 Buntzen Lake 郊野公園唯一的大涼亭，亭旁有一沙灘排球場，正好供我們作遊戲活動的場地。參加會員及家人約於十時半左右陸續到齊，集合了一百零六人，聲勢浩大，在旁聚集的其他隊伍都要退避三舍。人馬到齊後，活動隨即開始，首先由我們的活動統籌李平先生帶領大家玩集體遊戲，其一為「三人協力齊運寶」，每一隊伍輪流派出三人以一橡皮圈把寶物運回終點，各隊伍必須齊心合力，亦要鬥智鬥力方能取勝。其二為「遍地尋寶」，此亦為一鬥智鬥力的遊戲，且必須全組合作方能勝出。一聲令下遊戲開始，當中烏龍百出，人仰馬翻，自不在話下，而大家亦玩得異常開心。



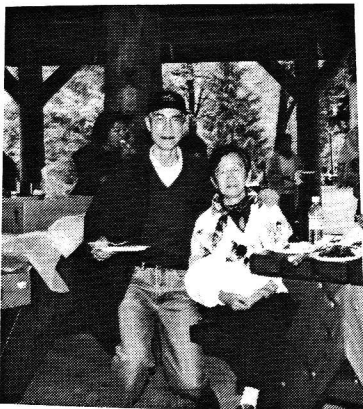
歡樂家庭選舉



歡樂家庭選舉



到大概正午十二時，遊戲結束，大家亦腹雷如鳴，吐餓了，所以燒烤隨即開始，在各會員齊心協力，全程投入下，很快便把八個燒烤爐燃點起來，當下，但見烽煙處處，叉叉相對，血肉橫飛，港式燒烤便正式開始。家人、朋友、同學相聚一起，共晉烤肉，把水談歡，樂事也。燒烤完畢由會長主持切西瓜儀式，十只西瓜晃眼間便被大家吞嚙而盡，小朋友們則一哄而散，玩樂去也。而大會安排的節目至此完成，隨即為自由活動，參加者組成小隊沿 Buntzen Lake 旁的援步徑尋幽探勝、取景拍攝、湖邊嬉水，各自為樂。約於下午四時，遊玩結束，大家相約於下次員生會的活動中再見。



恩愛夫妻示範



Academic Visit - 參觀美國波音飛機廠

三月廿日星期一正值學校春假開始，員生會一行二十人參加千禧年第一次學術性的旅遊 - 參觀美國西雅圖波音飛機廠。大清早上，會員和親朋分別於渥烈治商場及烈治文新時代廣場登車便開始一天的旅程。經導遊介紹一番節目行程後，首先橫過美加邊境進入美國有蘋果之鄉之稱的華盛頓州。由於當天並非美加的公眾假期，交通頗為暢順，所以時間比預期提早，導遊便加插參觀鬱金香及水仙花種植場。巴士沿著 5 號公路南下，向鬱金香和水仙花盛開的維隆山區 (Vernon Valley) 進發。雖然鬱金香尚未盛開，沿途仍可看到盛放的水仙花，好像在一大片綠油油園野上鋪上了一張張黃色地氈，真令人心曠神怡。跟著遊覽百年古鎮娜康亞市 (La Conner)。此鎮大部份建築物乃維多利亞時代遺留下來的，加上座落在鎮旁的欺騙海峽和橫跨其上的彩虹橋，真是風光怡人。鎮內古蹟、藝術品及精品店林立，令人目不暇給。

遊罷娜康亞市便前往附近的一所餐廳品嚐豐富自助午餐，吃得肚滿腸肥後，再繼續驅車前往位於西雅圖 Everett 的波音飛機廠。飛機廠佔地 98.3 英畝，是世界上最大的工廠之一。大家都懷著興奮的心情到達飛機廠。首先進入接待所內的電影院觀看一齣短片，用七分時間簡單介紹整個飛機裝嵌過程，然後乘坐觀光巴前往飛機裝嵌廠房。在專人帶領下，穿過廠房地下的一條長長隧道，踏入飛機裝嵌廠內。此廠房體積達 472 萬立方呎 (已列入健力士記錄大全世界最大體積單一廠房)。置身其中，各人都有一種非常渺少的感覺。今次參觀非常幸運地看到工人正在裝嵌一架波音 747 飛機 (747 型號是現今世界最大的客機)。在職員講解下，大家有機會看到及了解多個不同飛機裝嵌過程，令人大開眼界。除了那巍峨的裝嵌廠，還有兩座巨大的噴漆廠，可停泊數十架飛機的泊機場和飛機升降跑道作試飛及交運飛機之用。參觀完畢，各人少不免要到飛機廠內小買部購買些紀念品和手信。

回途上順道遊覽荷蘭村，五彩繽紛的荷蘭風車和琳瑯滿目的荷蘭精品，真使人有置身於歐洲荷蘭的感覺。不少團友更趁此機會購買著名地道的薑餅作手信。當夕陽西下，大家都帶著依依不捨的心情踏上歸途。在一天之旅結束前，大家還在列治文一酒家享受一頓豐富的中式晚膳。



(部份團友攝於波音飛機廠接待所外)



Post Secondary Education

A Financial Perspective for Parents

by: Michael Yu

For parents, to understand the Canadian post-secondary education system from a financial point of view is to explore the issue of accessibility for their children. They should know in what ways their own financial conditions will affect the possibility of their children to enter post-secondary education institutions, as well as the channels through which they can obtain financial assistance already available in the system.

In Canada, post-secondary falls under the jurisdiction of the provincial government. Funding, however, comes from both the federal and provincial government in the form of operating fund, student loans and grants, scholarships and research grants. Tuition from students' make up anywhere from 15% to 50% of an institution's operating budget. Any shortfall will come from donations, endowment funds and private research grants.

Compared to the United States, for example, tuition cost in Canada is relatively low and affordable. However, there is evidence that the share of tuition by Canadians in an institution's operating budget is increasing. Canadian parents whose children are going to enter post-secondary education in the next decade or so will face higher tuition cost.

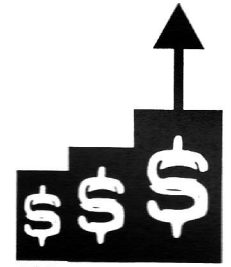
Despite such a trend, there has always been a strong tradition in Canadian post-secondary education to emphasize the 'accessibility' of students. Through student loans, government administered scholarships and grants, development of regional and community-based post-secondary institutions, diversified types of institutions, and transferability between these institutions, we have been able to maintain a reasonable level of accessibility for Canadian students, making Canada's post-secondary education participation rate one of the highest in the world.

When parents are making financial plans for their children's post secondary education the post-secondary, they should take into account of the above information and focus on the following points:

1. There are a huge variety of post-secondary institutions to choose from, with a diversity of tuition levels.
2. Transfer is possible between these institutions; either through a system of transfer credits agreed between institutions or through individual institution's internal assessment. Therefore, it is possible to study in institutions with lower level of tuition and then transfer to institutions with higher tuition levels (e.g. from Community Colleges to Universities).
3. Make the best use of student loans (both federal and provincial), as the loans are interest-free while the students are in school, and the payment period begins 6 months after graduation. This is a good way of putting financial responsibility on the children, as they will be able to pay back the loans after they have started working.
4. Make the best use of scholarships, awards, and bursars offered by the governments, institutions, or private corporations. Parents have not explored many of these financial options. Two websites offer a good starting point to research these options (www.studentawards.com and www.scholarshipscanada.com)
5. Students should always inquire through each institution's financial aid office to identify the most available financial assistance options.
6. To guide your children to gain more financial awareness, you can visit www.canlearn.ca, which has a section called "Dollar and Sense" to learn more about financing their post-secondary education. Their personal savings, summer job earnings, part-time job earnings, part-time job earnings etc., are all ways for them to be part of the financial plan.
7. Parents should explore savings plans: RESP, in-trust account as early as possible to build up the financial foundation.

The following sources of information can help parents make their financial plans more effectively:

- Financial Aids Offices and publications of the institutions (scholarships, awards, bursars etc.,)
- Government Ministries and Agencies
e.g. Human Resources Development Canada (Canada Student Loans), BC Ministry of Advanced Education, Training and Technology (BC Student Loans, Millennium Scholarships), BC Ministry of Education (High School Graduation Scholarships)
- Private corporations (scholarships, awards, bursars) and Public/Private Foundation (scholarships, awards, bursars)



PARENTS' CONCERN:

1. Uncertainty in government funding: e.g., funding cut back, more restrictions on loans
2. Rapid Increase of University Tuition Fee
3. Burden for more than 1 child go to university within a few years

University Costs

PARENTS' CONCERN

by: Prescilla Lau

Cost Analysis:

1. Tuition & Compulsory Student Fees:
 - a) Varies between courses: e.g., the tuition fee for Medical program (\$10,500) is almost double the fee of other programs (\$6,200).
 - b) Varies between provinces:
 - BC: \$2,500
 - Saskatchewan, Manitoba, New Brunswick, Quebec: \$2,900
 - Alberta, Prince Edward Is.: \$3,500
 - Nova Scotia, Ontario, Newfoundland: \$3,800-\$4,500
2. Room & Board:
 - Local students can stay home which save cost on lodging.
 - Students who study out of town usually spend \$5,000 per year on residence (including utilities, laundries, some cleaning supplies etc.)
3. Food and Meals:
 - Local students may need about \$2,000 per year for meals, including some dinners.
 - Out of town students have to spend on full meals for 7 days a week. Average: \$3,000 per year.
4. Books and Stationeries:

Average \$1,000 per year. Varies between different courses.
5. Transportation and Travelling Expenses:

Local students: by public transportation will save a lots. Average: \$600 per year.
by auto: including insurance, gas, parking, maintenance etc. average \$3,000 - \$3,500 per year

Out of town students have to spend on travelling trip e.g., air tickets, ferry costs etc.
6. Communication Costs: Cellular phone/pager, internet, long distance calls etc. about \$500 per year.
7. Social and Personal Expenses: (These are optional and varies between individuals) e.g. entertainment, recreation, pocket money, clothing, computer hardware & software, car, bike etc.

COST SAVING TIPS:

Choose local universities, save costs on lodging, tuition and travelling.

Choose public transportation instead of using car.

Buy used books & re-sell after use.

Take part-time courses and part-time job.

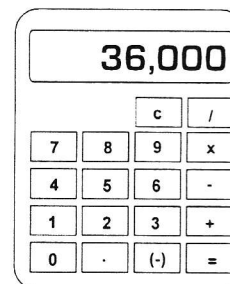
Choose Co-op programs that is income generating.

Apply for scholarships & loans

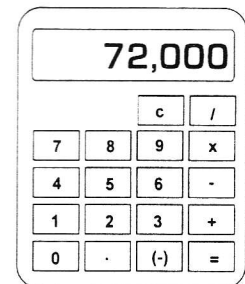
RESP-saving plans

Total Average Costs Comparison

	BC Student (stay home)	Ontario Student (room & board)
Tuition:	\$2,500	\$4,500
Room	Nil	\$5,000
Books	\$1,000	\$1,000
Food	\$2,000	\$3,000
Transportation:	\$3,000	\$4,000
Communication	\$500	\$500
Total:	\$9,000 X 4 years = \$36,000	\$18,000 X 4 years = \$72,000



B.C. Student (stay home)



Ontario Student (room & board)

TIME SAVINGS
TIME
what is RESP?
INVESTMENT
decisions STRATEGY

by: Jonathan Wong

TAX IMPLICATIONS

RESP is a tax-sheltered investment account. All income in a RESP accrues tax-free until withdrawn by the beneficiary, when he/she starts attending college or university. Any money withdrawn from a RESP account is considered as income and is taxable. However, a student typically has little income from other sources, therefore there will be little or tax on the money withdrawn.

There is no tax benefit for the contributor to a RESP account. Unlike RRSP (**Registered Retirement Saving Plan**), the contributions made to a RESP are not tax deductible. Similar to RESP, the gains made on investments in a RESP enjoy tax-deferred growth.

CRITERIA OF EDUCATION PROGRAM

In order to receive CESG out of the RESP, the education programs could be:

- Inside Canada, the course must be taken at a post secondary level. The program must last at least 3 weeks and include 10 hours of instruction each week.
- Outside Canada, the course must last at least 13 weeks and at post secondary level.

Generally speaking, there are two types of RESPs: the **self-directed plans** and **group plans**.

Self-direct plans are generally more flexible. They allow subscriber to control investment decisions. The investment options include mutual funds, stocks, bonds, GIC... The subscribers can invest, suspend or even withdraw their investments anytime they like. The only limitations are the government rules. In addition, the subscribers can choose the timing and amount of payouts to the RESP beneficiaries. The only restriction the government imposes is a limit of \$5,000 on withdrawal made in the first 13 weeks of a qualifying education program. After the 13-week period, the beneficiary can choose to withdraw all the money in the plan or in whatever ways that are suitable to him or her.

Group plans are sometimes referred to as '**pooled trust plan**'. They are offered by a few scholarship trust organizations in Canada. When a subscriber opens a group RESP, he or she is entering a contract in which he or she agrees to buy a certain number of shares, or units and to pay for those units over a period of time. The organization will pool the money together and invest according to the organization's investment strategies. There are also usually some limitations in suspension or withdrawal of the money in the plan. For details, please consult your investment advisors or the group plan organization.

HOW ABOUT IF THE BENEFICIARY DOES NOT PURSUE HIGHER EDUCATION

Firstly, the money inside the plan can be transferred to other siblings if there are still RESP rooms for them.

Secondly, the money inside the plan, except the CESG can be either transferred to the subscriber's RRSP or withdraw as Accumulated Income payment with certain limitations and tax implications. Please consult your financial advisors.

RESP (**Registered Education Saving Plan**) is an investment account that was created by the Federal Government to encourage parents and grandparents to save money for the education of their children and grandchildren.

The subscribers' i.e. the parents or the grandparents can contribute up to \$4,000 each year to an RESP for each beneficiary, subject to a maximum lifetime contribution of \$42,000. Contributions can be made for up to 21 years and the plan must be collapsed within 25 years of its start date. Unused contribution room cannot be carried forward.

CESG

The **Canadian Education Savings Grant** is a federal government incentive for Canadian families to save for their Children's education through RESPs.

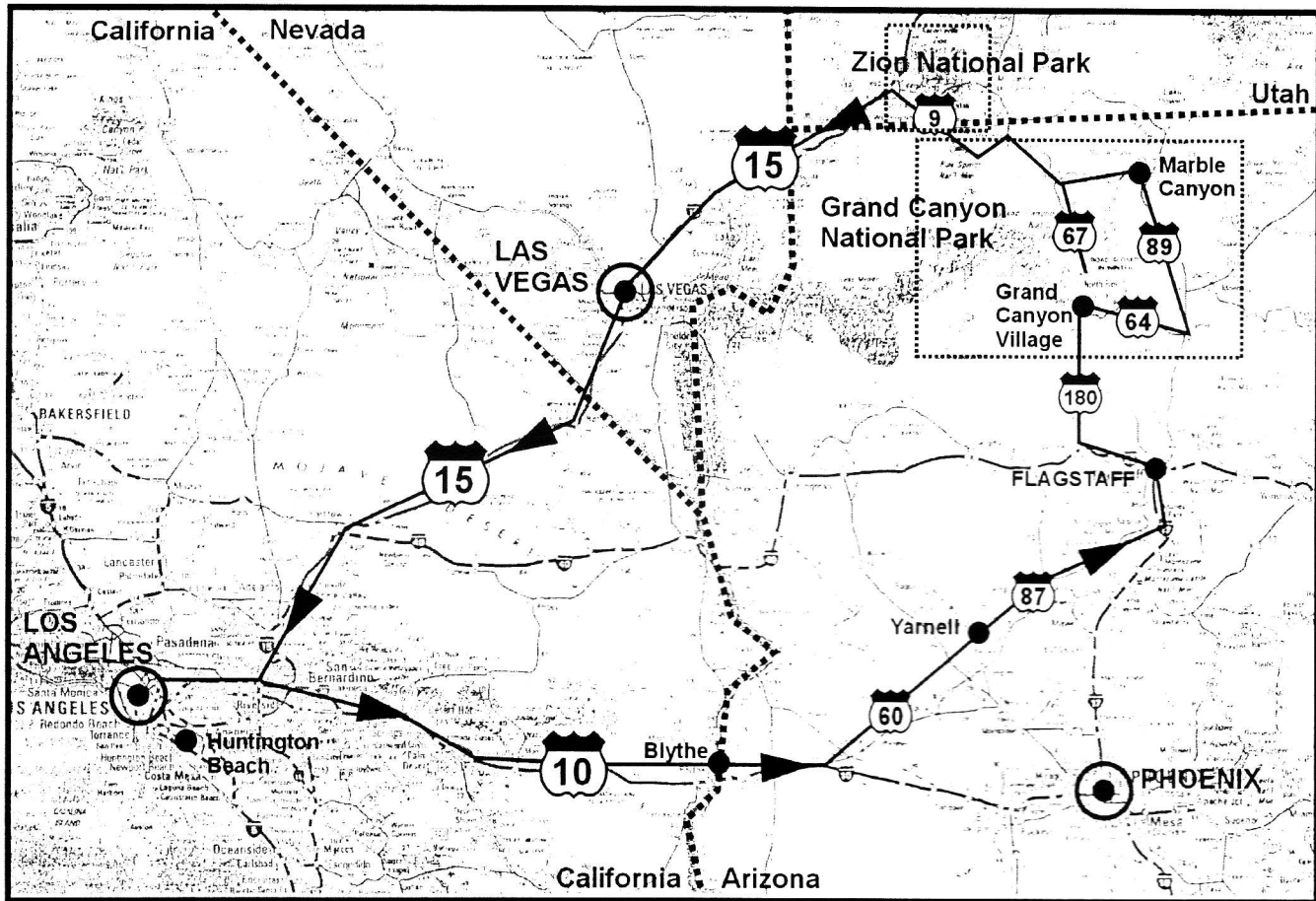
Each year the government contributes 20% on the first \$2,000 of contributions made to an RESP per beneficiary, for a maximum CESG of \$400. Beginning in 1998, each child under 18 accumulates \$2,000 of CESG "room" per year even if he or she has no RESP. However, CESGs are only paid if the child is a beneficiary of an RESP. The maximum lifetime CESG paid to an RESP for each beneficiary is \$7,200.

To be eligible for a CESG, the child must be a resident of Canada, under 18 years of age and have a Social insurance Number (SIN).

If the contribution to an RESP is less than \$2,000 in any year, the unused CESG "room" is carried forward. Using such carried forward contribution room; each beneficiary can get a maximum CESG of \$800 in a single year.

The grants would be paid to each beneficiary up to 18 years old. Grants for 16 and 17 years old children will be paid only if they were beneficiaries of an RESP which received total contributions of at least \$2,000 or periodic contributions of at least \$100 per year for at least four years, prior to the year in which they turned 16.

Los Angeles - Grand Canyon - Las Vegas



Have you accumulated enough **AIR MILES** that allow having free flights to destination of your choice? Last summer, Travel Buggy had enough points to fly with his wife to Los Angeles to embark on a driving tour covering California, Nevada, Arizona and Utah. Their trip took 15 days, including sightseeing, pilgrimage, visiting friends and taking holiday within a holiday.

DAY 1 The flight arrived at L.A. Airport at 6.00 p.m., but it took them almost two and half hours transferring from terminals and completing formalities at Hertz Car Rental Depot. It was nearly dark when they could get on I10 heading east to Palm Springs. They have to find motel (not difficult) to stay enroute for the evening because it was getting late. Palm Springs is just 90 miles from L.A. on the map, but it seems take hours to get there when you have to crisscross the 6-lane Highways in the dark. The drive was tiring.

DAY 2 They took a nice rest in Palm Springs, soaking in the pool and practically doing nothing. Palm Springs is famous for its Golf courses, for a fleeting moment, Travel Buggy wished he had learned to play golf.

DAY 3 After spending a day in Palm Springs they drive east on I10, crossing the California/ Arizona border at Blythe. Continued east 33 miles they met the junction and changed to drive east on SR60. Their next stop was Yarnell, 0.5 miles west of SR89. Their interest was to visit the Shrine of ST. Joseph of the Mountain. It is an open-air mountainside shrine with statues that depict scenes of the Last Supper, Garden of Gethsemane, The Way of the Cross and the Risen Christ. The spent a very religious day at Yarnell.

DAY 4

Another reason of taking the smaller state highways is because the routes are more scenic and the towns are rustic. From Yarnell to Flagstaff, along SR89 and SR89A, you will find townships like Prescott and Sedona. They are resort and upscale retirement communities. Between Jerome and Flagstaff is a 54-mile-long scenic drive. The 16-mile section north of Sedona along SR89A is the Oak Creek Canyon; rocky gorges, unusual rock formations and buttes add interest to the drive.

Flagstaff is about 80 miles south of the Grand Canyon Village. It is a convenient starting point to visit the Grand Canyon if you have not booked a hotel in the Grand Canyon Village. One can spend days in the Canyon doing activities like hiking, mule/horse back riding to the bottom of the Canyon, camping, flight seeing or taking raft trips.

DAY 5

Travel Buggy, instead, took the bus ride on the West Rim Drive (motor vehicle is not allowed on this route) and then drove along the 35-mile section of SR 64 overlooking the South Rim of the Grand Canyon. The trip took a full day. Travel buggy spent the evening at a motel at Marble Canyon, which is about 110 miles north of the south Rim Drive on SR89.

DAY 6

Day 6 : Less visited than the South Rim, the North Rim is not as extensively developed. The place was less crowded and therefore more enjoyable. The view from the North and south Rims differ considerably. A road runs 22 miles southeast from the North Rim Grand Canyon Lodge to Point Imperial and Cape Royal. Point Imperial, at 8,803 feet, is the highest point on the canyon rim. Travel Buggy retraced the path to Marble Canyon Motel for the evening.

DAY 7

Day 7 : Marble Canyon is situated between I40 and I15, both Highways would lead to Las Vegas. Taking I15 would have the chance to go through Zion National Park in Utah via SR9. Zion National Park is famous for its desert terrain and huge, sculpted rock formation coexisting with waterfalls and hanging garden. Because of the limit of time, Travel Buggy could only be contented with seeing section of the park which SR9 transverses. The road is quite hilly and the road's construction is considered a remarkable engineering feat. The driving distance from Marble Canyon to Las Vegas is about 330 miles, if you find the driving is too strenuous, you may choose to look for motel earlier in the day along I15.

DAY 8-10

It is a holiday within a holiday in Las Vegas. You may book in advance for those posh hotels in Las Vegas or you can choose to stay in motel e.g. Travel Lodge that is located on "The Strip". Big hotels are usually crowded because of the Casinos. Moreover, you can easily access to your car when you stay in motel. Las Vegas is very hot in summer; you will like to have an air-conditioned car to help you to move around the town.

DAY 11-15

Visiting friends in LA areas. Travel Buggy first stayed at Hacienda Heights, which is located on HWY 60. The city has the largest Buddhist Temple in North America. From Hacienda Heights van can commute easily to LA visiting the famous tourist attractions of this American great city. Then they visited Huntington Beach for two days. Huntington State beaches provide areas for swimming, picnicking and surfing. Even you may not have friends in that city; it is still worthwhile to visit the beach, which you have seen so often in movies or TVs.

誠和信 - 訊達傳訊 - 梁國榮先生

提起訊達傳訊(CELTEK)大家都可能會耳熟能詳，因為大家會從電視、電台、報章或各種宣傳媒介知道訊達傳訊；又或者你曾經用過訊達傳訊的服務和代理的產品，那麼你對這家公司一定很熟識，但你認識梁國榮先生(Mr. Geoffrey Leung)嗎？原來梁先生乃訊達傳訊的總裁，而梁先生亦是我們香港理工大學（加拿大西）員生會的會員。本期的人物誌也就是要介紹梁國榮先生。

梁君於 1981 年畢業於香港理工學院商學院的「市場系」(Marketing)，其後又於語言學系研習日本語，畢業後曾於不同公司工作，又曾為香港震雄機器工作，主要負責向第三世界國家推銷機器。他需要不時飛往不同國家去洽談生意，既是工作亦可遊覽，並讓梁君可以磨練其處事的能力；86-87 年期間受聘於一家美國公司派駐香港負責日本市場，因此而引導了梁君對國際銷售的路向。

梁君形容自己當時是「散兵遊勇」在任可情況下都可以「話走就走」；而另一方面他又是那種一旦作出抉擇便會全情投入的人。一九八八年梁君前往美國紐約，跟其夥伴合作初試流動

通訊服務，他負責統籌，所以這階段的工作對他來說既是磨練亦為他奠定後來發展的方向。

大家可能會奇怪梁君既然已在美國開展了工作，為甚麼又會移民來加拿大呢？由於梁君有很長的時間都是在外國工作，對香港的依戀不強，當來到溫哥華時，覺得溫哥華是一個十分美麗的城市，而且生活質素很好，在這裏生活即使窮，也不會有任何壓力，無須跳樓，所以他跟他的家人最後選擇於溫哥華定居。

梁君形容在加國創業必須全情投入，甚麼都要做，同時下定決心，把香港或其他地方的聯繫斬斷，然後一心一意在這裏嘗試方能有成。

訊達傳訊並非梁君創設，原先由一西人擁有，想放棄經營，由於梁君本身具備流動傳訊的經驗，而且資本不需太大，梁君便接手經營，梁君的市場研究知識和經驗對他幫助不少，他把訊達傳訊經營為一家流動電訊配件超級市場，而且他一直以誠和信去經營這盤生意，所以吸引了整個低陸平原的顧客。當初經營對象是以主流社區顧客為主，後來由於華人漸多，且銷費力較強，

乃逐步轉型到華人市場，以至不同族裔的市場，梁君認為祇要取向正確，生意可面向多元族裔。

梁君稱經營這盤生意也有很多困難，最初十分艱苦，要把全部資金投入去，可以說是破斧尋舟。而訓練員工卻是最困難的部份，因為很多員工未必具備他那種全情投入的拼搏精神。至於成功之道則是建立誠與信，把店舖設於理想地點，訂定合理價錢，提供良好服務，最重要的經營方針是不作吹噓的推銷，而是提供良好的貨品和服務，令到顧客去買他的貨品和服務。“I don't sell anything. Customers buy from me.” 成為梁君的信條。

梁君形容他的家庭和社交生活都很簡單，他結婚十七載育有一子十歲，第二名兒子即將出世；他的妻子也是他的生意夥伴，隨了料理家務以外，亦為他管理公司的內部事宜。梁君並不是一個很社交型的人，他享受溫哥華的大自然和美麗環境，他強調在這裏生活必須全情投入，不要計算太多，盡情去享受才會感覺舒適寫意。

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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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