

Mr. **Andrew Stokes**

Director

mailto:[andrew@clarity.com.hk](mailto:andrew@clarity.com.hk)

**CLARITY, Hong Kong**

<http://www.clarity.com.hk/>

PO Box 163

Sai Kung, Hong Kong

Tel: 852 2791 1787

Fax: 852 2791 6484

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R esearch and  
T ranslation in  
H ong Kong

Hong Kong, 04/02/02

Re: **Tsong Kit for Cantonese Beginners**

Dear Mr. Stokes,

Thank you for the pleasant and informative telephone conversation yesterday. At the bottom of the page you will find a link to my company's homepage - EARTH. After opening to the page, please click on the word PROJECTS in the top menu. It will open to a new frame, where you will find the highlighted words *Tsong Kit for Beginners with Apple Computers* in the right panel at the bottom of the frame. Please understand that I developed these pages with primitive mark-up language in an Apple OS environment and with webpage software that suffers from severe cross-platform incompatibility. Thus, what you observe and what I would truly like to accomplish are very different things.

If there is a market for a developed version of this product, then it will arise in the desire of serious nonnative Cantonese beginners wishing to communicate with online Cantonese teachers and speakers, as well as other nonnative Cantonese learners across the internet.

The attached bar chart illustrates Cantonese language and grammar book sales for three books written by Professor Mathews and his colleague(s). The chart covers four consecutive years beginning in 1999. The target consumer group for the project at hand would be those indicated in red and of course a portion of the over eager beginners and more determined intermediates. Secondary and tertiary institutions around the world, whose students are looking for a more accessible backdoor into China, would be included among those in the target group.

Well, let me know what you think, and lets get together as soon as possible. I have many more ideas in my head that I would like to make tangible.

Sincerely,

橋 守

R. A. Stegemann

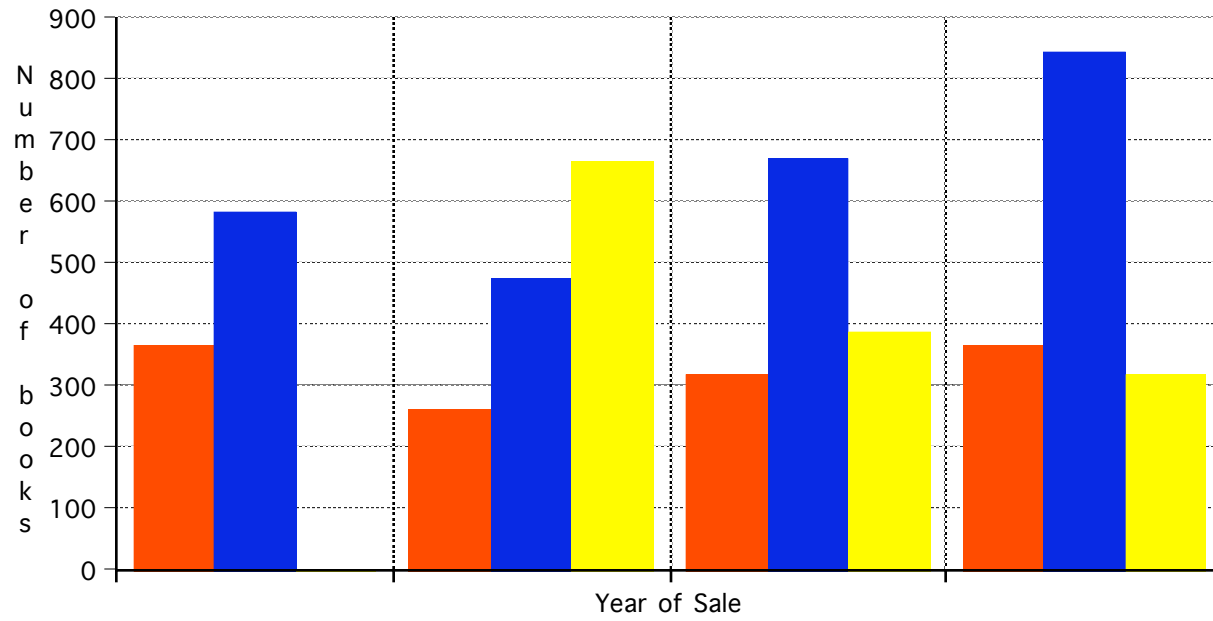
HKLNA-Project Director

East Asian Research and Translation in Hong Kong

<http://homepage.mac.com/moogoonghwa/earth/>

mailto:[hsmr@pacific.net.hk](mailto:hsmr@pacific.net.hk) • tel/fax: 852 2630 0349  
H2-30 Sunshine City • No. 18 On Luk Street • Ma On Shan  
Shatin • New Territories  
Hong Kong • China 04

Cantonese Language and Grammar Book Sales



 A Comprehensive Grammar  Basic Cantonese  Intermediate Cantonese