

# The Optimist and the Pessimist

• *There are two professionals in Hong Kong in the satellite sector that have contrary expectations as far as the future is concerned. One of them is Berry K. M. Ng and is involved primarily with satellite reception on the boats and yachts of Hong Kong's rich and famous. The other is Ken Wong; he's a real satellite enthusiast who managed to turn his hobby into his job in which he sets up satellite systems in Hong Kong. We met up with both of them at the annual Hong Kong International Boat Show in Club Marina Cove in Sai Kung, one of the suburbs where Hong Kongites take a break from all the money they earned and dine at one of the many seafood restaurants if they don't happen to be on their yachts cruising up and down the coast.*

■ Berry K. M. Ng sells and installs satellite TV systems for yachts. At a stand at a boat show he presents his systems.





The latter you can almost take as gospel; Berry Ng, who installs satellite dishes on these yachts, explains, "Most of them use the 3G mobile network for their Internet connection." From this we can conclude that these yachts don't stray very far away from the coastline.

But it's a different picture when it comes to TV reception on yachts. "There is very limited terrestrial programming available and this isn't very attractive to yacht owners", comments Berry Ng, "we install three-axe dish antenna systems that automatically align to a satellite." TELE-satellite has already had several test reports on such systems that automatically adjust to the motion of a ship bouncing through the waves and follows a satellite on its own using the three axes.

"In our region the satellites the customers want to receive are CHINASAT 9 at 92.2E, ASIASAT 4 at 122E and TELSTAR 18 at 138E", says Berry Ng, "CHINASAT carries numerous channels in Chinese while TELSTAR 18 carries the channels from Hong Kong Cable. But for our customers ASIASAT 4 is the

■ Berry Ng shows us one of his own installation solutions: he installed two reception systems on a mast on the "Supermom" yacht. "We came up with an aesthetically pleasing construction for a yacht", says Berry Ng. Because of this he's become very popular with yacht owners and their agents alike. The installation of a system should blend in nicely with the rest of the yacht.

■ Hong Kong International Boat Show im Club Marina Cove in Sai Kung





**HONG KONG INTERNATIONAL BOAT SHOW 2010**  
香港國際遊艇展

**Club Marina Cove**

Date : 3rd December 2010 (Fri/五)  
2:00 p.m. – 6:00 p.m.  
4th December 2010 (Sat/六)  
10:00 a.m. – 6:00 p.m.  
5th December 2010 (Sun/日)  
10:00 a.m. – 6:00 p.m.

Venue: Club Marina Cove, 380 Hiram's Highway  
Sai Kung, Kowloon  
Free Admission

TEL: 2719 6622 FAX: 2358 6620  
電話: 2719 6622 傳真: 2358 6620  
web-site: www.clubmarinacove.com

reveals Berry Ng and then he continues, "The tendency however is upwards; for the upcoming year we're expecting a 10 to 20% increase in the number of satellite TV reception systems sold." Berry Ng believes this because of the growing market in Mainland China: "More and more customers from China are discovering yachts and want them equipped for TV reception." While the market in Hong Kong is stagnant, the growth increase will come from China!

Ken Wong, however, has a different outlook for the future. He discovered satellite reception in the year 2000. "Back then I worked for a company that sold computer cable", remembers Ken Wong, "One day the company added satellite systems to their menu and allowed me to test one of those systems so that I could present it at a local trade show later on."

With a 60cm dish pointed to 86.5E, Ken Wong began his satellite enthusiast career. "I taught myself everything", says self-made technician Ken Wong, it wasn't long before I began installing additional satellite systems." Not long after that he became self-sufficient. "In 2003, together with my partner Tim Wong, I founded the company A&C Technology, Ltd." And what do those two letters stand for? "A stands for Aggressiveness and C stands for Considerate."

■ Ken Wong has been installing satellite systems in Hong Kong for the past ten years and is a satellite enthusiast himself.

most popular since it carries the package from the Taiwanese provider Dish-HD with its many HD English-language channels." Anyone who can afford a yacht will also want an HDTV monitor on board and, of course, will want to receive the corresponding programming.

The major portion of Berry Ng's business involves the electronics of a ship. "We sell roughly 20 TV systems a year",

The best year for this small, young company was 2004: "Back then we sold and installed roughly 100 systems." Those booming days are over. Sales numbers dropped regularly and by 2010 it was only about 35 systems a year. Ken Wong has a reason: "Satellite reception in Hong Kong is not illegal but nevertheless, the people don't seem to be interested in it." In other words, the people in Hong Kong are far more interested in making money than they are in having a large selection of TV channels. "Many of them work late into the night and don't feel like watching satellite TV - if they even know what that is."

Ken Wong knows exactly what satellite reception means. He's probably the only one in all of Hong Kong that has an actual satellite dish farm. "I live on one of those small islands that can only be reached by ferry. On the far side of the island there's a large piece of land on which I can erect my antennas." A lot of thought went into his dish farm. He has three 3-meter dishes installed on this property: "one mesh antenna with a motor, another mesh dish fixed on CHINASAT 6B at 125E as well as a prime focus antenna pointed to the Japanese BS series of satellites at 110E." Aside from that, there's also a 1.2-meter antenna to receive THAICOM at 87.5E and a smaller 75cm dish that he uses to receive the local Hong Kong cable package on SINOSAT I at 134E.

Ken Wong doesn't believe that satellite reception has much of a chance anymore in Hong Kong. "DishHD from Taiwan would have to promote themselves here since the people would like to watch HDTV", believes Ken Wong, but that won't happen because DishHD's target market is Taiwan and not Hong Kong or Mainland China.

Ken Wong fears that he is slowly becoming a foreigner in Hong Kong and that he is one of the last satellite enthusiasts here. High speed Internet connections will drive the local people to IPTV. Ken Wong doesn't see a future for satellite reception here in Hong Kong. On the other hand, Berry Ng sees increased demand for satellite TV reception on yachts.



1.This is one of Ken Wong's 3-meter antennas with a motor on one of Kong Kong's islands.

2.Ken Wong's other 3-meter antennas are fixed dishes. The antennas are located on a piece of land on one of Kong Kong's islands.