

Tapescript BW 2.2

I have two people here today who are involved in telecommunications. In the studio with me are Mr. Shen and Mr. Shee. Mr. Shen, I would like to ask you about the new mobile phone network in China.

Interviewer: What is the name of the new mobile phone network?

Mr. Shen: The Great Wall Network. It's a joint venture with the People's Liberation Army and the Telecommunication Ministry.

Interviewer: Is it true that Hutchinson Whampoa is helping to finance the project?

Mr. Shen: Absolutely not. That report is groundless. However, the details of the venture are classified.

Interviewer: I see. Can you tell me how many mobile phone subscribers there are in China?

Mr. Shen: Well, approximately 3.63 million. We expect a 77 percent increase in those numbers this year. So there is room for competition—our joint venture will compete with Unican—China's second phone company.

Interviewer: Yes—Unican—Mr. Shee, tell me about Unican—how old is the company?

Mr. Shee: It started in April 1995. We are being helped by Canada and Singapore to get our mobile phone network built. The cooperation will increase competitive pressures on our company. Radio frequency is a valuable commodity in our business.

Interviewer: How many subscribers do you have?

Mr. Shee: 10,000 in four cities—We plan to expand to 18 more cities over the next two years. The Chinese government gave us half their 900 megahertz radio space and some government ministries have invested in our company.

Interviewer: And now the Telecommunications Ministry is working with the PLA?

Mr. Shee: Yes, well they were short of radio frequency space and the Army has plenty to spare of the 800 megahertz type. We only made modest profits last year and now the Ministry has ordered that the price of mobile hand sets be halved. So we will make even less. This regulation is unfair competition.

Interviewer: Thank you both for coming in to speak about the growth of telecommunications market in China. There is certainly a booming mobilephone market. If Hutchison do get a start in the market by forming an alliance with the PLA, that would be a very powerful start indeed. It is believed that Hutchison is pursuing a role in the network and that venture capital of between 150-300 million is needed to construct the PLA network. The PLA has control over a large chunk of radio frequencies. So they are a positive in any venture. Hutchison have refused to comment on the speculation. Now we turn to the news that Cable and Wireless... ..

Pronunciation Spot:**Listen and repeat:**

1. Telecommunications — communications — telecommunications — cations —
communications — telecommunications —
2. subscribers — sscribers — subscribers — mobile phone subscribers —
3. competitive — petitive — competitive — competitive pressures —
4. ministry — istry — ministry — telecommunications ministry —
5. frequencies — quencies — frequencies — radio frequencies —
6. There is a special set of words that can come out of the interview. Listen and repeat:
 - a. compete — competition — competitive — competitor —
 - b. compete — competition — competitive — competitor —
 - c. Compete is the verb.
Competition is the noun.
Competitive is the adjective.
Competitor is the person.
 - d. compete — competition — competitive — competitor