

# THE BULLETIN

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# Letters to the Chamber 讀者來鴻

The Bulletin welcomes letters from Chamber members, but reserves the right to edit any material supplied. Opinions expressed in Letters to the Chamber does not necessarily imply endorsement by the Chamber.

《工商月刊》歡迎本會會員來函，惟本刊保留編輯權。以下內容，純為讀者意見，不代表本會立場。來函請交：  
Letters should be sent to: **The Editor, The Bulletin, The Hong Kong General Chamber of Commerce, 22/F United Centre, 95 Queensway, HK. Fax: 2527-9843. Email: malcolm@chamber.org.hk**



## Hong Kong should establish excellent business school

Hong Kong needs to set up a good business management college, on a par with the business college in the University of Singapore, to fill the void of middle-management personnel that Hong Kong so desperately lacks.

Big companies, like HSBC and Swire, have got their own in-house training programmes to nurture promising staff for managerial positions. But for small- and medium-sized enterprises, we have to rely on the local employment pool to source our needs. I am sure many members are acutely aware that Hong Kong lacks good middle managers – top management can always be recruited from overseas, but good middle management is still quite a rarity.

So it appears to me that our local education institutions are supplying labour trained in fields not relevant to our needs, which is a waste of government funds. As a result, despite being “trained,” the unemployment rate in Hong Kong is still high, even though we still need more information technology and middle-management staff.

For such a business school or college, we should aim for excellence so that its graduates can service the needs of not just Hong Kong, but also those of the Asia-Pacific region.

We have the funds to recruit the best talent from the best business schools overseas to come to Hong Kong to teach. Further, I'm sure professors would be very interested to teach in Hong Kong as they are able also to observe on the spot the needs of the Asia-Pacific region, as this area will be the engine of future economic growth.

Susan Liang  
Senior Partner  
Susan Liang & Co., Solicitors

## 香港必須設立優質商業學府

香港須設立一所優良的商業管理學院，足以媲美新加坡大學的商科學院，才能填補香港中級管理人員嚴重缺乏的空隙。

大企業如匯豐銀行、太古等均設有內部培訓課程，培育具潛質的員工晉身管理階層。但是，中小型企業則只能從本地的就業大軍中選取合適的人才。我肯定，不少會員也敏銳地意識到，香港缺乏優秀的中層管理人員。最高管理層大可以從海外招募，但優秀的中層管理層卻是罕有。

我認為，經本地教育學府培訓的人力，並不切合我們的需要，實在是浪費公帑。儘管不少人曾受培訓，本地的失業率依然高企；同時，我們對資訊科技和中層管理人才的需求持續殷切。

這所商業學校或學院必須以力求卓越為宗旨，務求培育出高質素的管理專才，配合香港以至亞太區的需要。

我們擁有足夠的財力，從海外優質商業學府延攬頂尖的人才來港執教。我亦相信，鑑於亞太區的經濟發展一日千里，海外教授必然樂於來港任教，藉此設身處地瞭解區內的需要。

梁素娟律師行  
資深合夥人  
梁素娟律師

## Beijing mission very useful

I am writing to thank the Hong Kong General Chamber of Commerce for organizing the recent working mission to Beijing.

Not only did I meet a number of key contacts, but as a member of the delegation I found the meetings with all of the



high-level PRC Government officials and departments to be both interesting and informative. I learnt a great deal about what they were implementing now and also the plans that they have for the future. All of the officials were happy to discuss their areas of expertise with us and were more than happy to answer the questions we asked of them. I found the meetings with MOFTEC, the Beijing Vice Mayor and the PBOC to be of particular interest as the discussions with these areas were the most applicable to my work.

My only suggestion for future working missions is for them to last longer! I would like to have visited a few more key government agencies on the trip.

Rachel Atallah  
Editor  
Asia Law & Practice

## 北京之行獲益良多

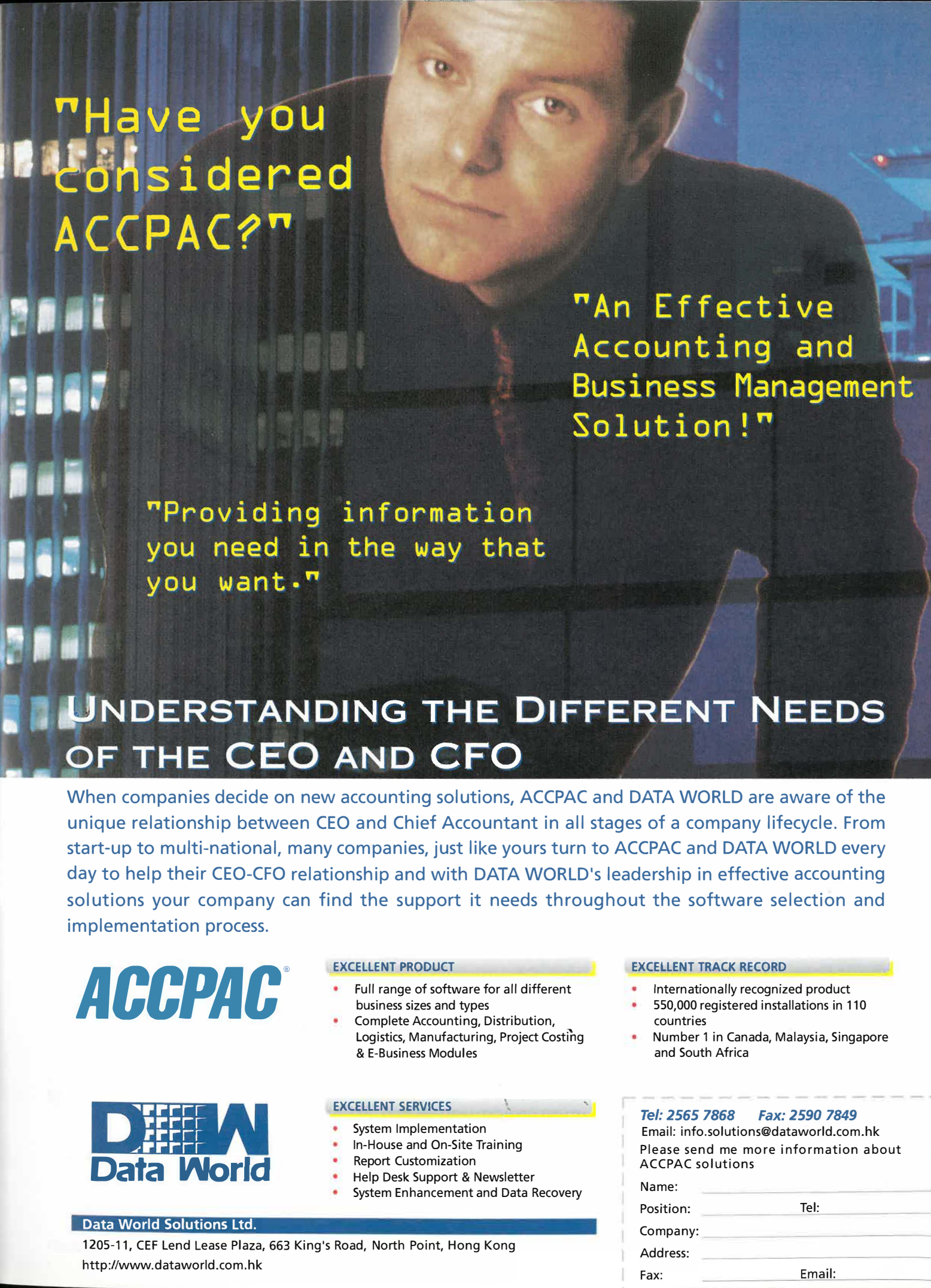
總商會最近籌辦北京考察團，我特函表示感謝。

身為代表團成員之一，我十分高興能與多名重要人物會面，其中透過與國內政府高層官員之會議，更獲得詳盡的資訊，會談氣氛輕鬆有趣。我可從中得悉他們現行的工作及未來計劃。他們均樂於就其職務範圍與我們進行討論，並且回答我們的諮詢。此外，我認為與對外貿易經濟合作部、北京市副市長和中國人民銀行的會晤尤具趣味，原因是討論內容最能應用於本人的工作。

我唯一欲提出的建議是延長考察團的行程，俾能拜會更多主要政府部門。

中國商法  
編輯  
歐淑玲





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# Employers, beware of IPR breaches in the workplace

Over many years, Hong Kong has worked hard on improving the protection of intellectual property rights (IPR) and in combating copyright piracy. It has been evident in the introduction of new legislation, regular crackdowns on the sale of pirated goods and the development of such programmes as the “No Fakes” campaign. These efforts are continuing to this day.

The drive to protect intellectual property in the Hong Kong SAR took on an important new dimension, however, with the development of the SAR Chief Executive’s vision of the SAR as a key player in the so-called “new economy.” This is the world of the computer revolution, of information technology, electronic commerce and the expanding use of the Internet.

Mr Tung’s vision of ensuring that the Hong Kong SAR remains at the cutting edge of new technology has been a consistent theme in his annual Policy Addresses and other key statements. To be properly achieved, however, it is also recognised that, among other things, there needs to be strong protection of IPR to give the owners of those rights the confidence to distribute their products here and to invest in the SAR.

At the opening of his Policy Address last year, the Chief Executive remarked on how well the SAR is now “gearing up for the knowledge economy,” with Hong Kong people far better able to appreciate the importance of innovation and technology.

“Three years ago there were very few people in Hong Kong who thought about the relationship between technology and economic development,” he said. “Now it is widely recognised that innovation and technology are essential to enhance productivity for our sustained economic growth.”

He noted that the government had done much to improve the SAR’s “soft and hard” infrastructure for the knowledge economy including liberalisation of markets and the introduction of an improved legislative framework. Part of that framework is, of course, aimed at the better protection of IPR, especially as it relates to important aspects of the “new economy,” such as the use of computer software.

As the Chief Executive said in his previous (1999) Policy Address: “A sound intellectual property rights protection regime is a

prerequisite for promoting innovation and investment in technology. We have in place a well-developed legal framework for this purpose and action is being taken to strengthen it. But the key to effective protection of intellectual rights is compliance with, and enforcement of, the law. Consumers should show their support by boycotting pirated goods. The SAR Government is determined to continue combating piracy through law enforcement and education.”

One important example of this approach that will directly affect all of us in the business community and which I particularly want to draw members’ attention to in this message is the application, from

April 1, this year of the amendments contained in the Intellectual Property (Miscellaneous Amendments) Ordinance 2000.

This legislation was approved by the Legislative Council last year and has particular relevance to the business community as it amends the existing intellectual property laws to prevent “bootlegging” of copyright works in places of public entertainment and to facilitate prosecution of corporate copyright piracy activities. The Chamber’s Legal Committee has been briefed on the new legal requirements and has discussed the changes at some length. It strongly believes the contents of the new legislation should be brought to the attention of Chamber members, so they can better safeguard themselves against any intellectual property breaches that may occur in their own businesses, even without their knowledge.

The details of the new law and how they will apply in practice from April 1 this year are too lengthy to go into in this brief message. However, members should be aware that it does involve criminal sanctions for any breach of IPR in the workplace. Those seeking further information on the new law and how it applies to the business community should visit the Intellectual Property Department’s Web site at [www.info.gov.hk/ipd](http://www.info.gov.hk/ipd), or contact the Chamber’s Economic and Legal Affairs Division.

To close this message, I would just like to remind members that this year is the Chamber’s 140th anniversary. I look forward to seeing as many of you as possible at the Grand Ball on April 20, the annual meeting on April 24, the distinguished speakers’ series or any of the many other events being organised to celebrate the occasion. Please note these events in your diaries.



C C Tung  
Chairman



# 僱主應關注 工作場所的侵權活動

多

年以來，香港一直致力加強保護知識產權和打擊盜版活動。除制訂新法例和定期採取行動，以搗破盜版貨物銷售活動外，還舉辦「正版正貨」等宣傳項目。這些工作至今仍然持續進行。

不過，隨著香港特區行政長官董建華著力在香港推動「新經濟」，保護知識產權的工作取向有了重大的改變。在當前的世界，電腦革命正進行得如火如荼，資訊科技和電子商賈大行其道，而且互聯網也日趨普及。

在其周年《施政報告》和主要聲明中，董先生已多次重申，期望本港能走在創新科技發展的最前線。然而，要達致這個目標，除了其他因素配合外，亦須竭力保護知識產權，讓產權擁有者有信心在本港投資和售賣產品。

在去年的《施政報告》中，董先生率先強調香港正朝著「知識經濟」的路向發展，市民普遍認同創意和新科技，對經濟發展的重要性。

他表示：「三年前，香港很少人會想到科技與經濟的關係；今天，社會已廣泛認識到要以創新和科技提升生產力，促進經濟持續增長。」

他並指出，為配合知識經濟的來臨，特區政府做了一系列工作，加強「軟」和「硬」基礎設施，當中包括開放市場及修訂現行法例。由於保護知識產權與「新經濟」的多項重要元素，如使用電腦軟件等，有著密切的關係，法例的修訂當然是旨在增強對知識產權的保護。

正如行政長官在1999年的《施政報告》提及：「要鼓勵創作和促進科技投資，一個健全的保護知識產權制度是先決的條件。我們在這方面的法律已相當完備，目前還在作進一步加強。保護知識產權的關鍵是守法和執法。消費者應該抵制盜版物品。特區政府會繼續通過執法和教育，堅決打擊盜版活動。」

在此，我想特別舉出這一系列改變中的一個顯要例子，《2000年知識產權（雜項修訂）條例》將於4月1日起生效。這法例的多項修訂直接影響到商界，期望會員多加關注。

去年，這條法例已經立法會通過，與商界尤關的是，其中涉及知識產權的修訂部份，目的是防止在公眾娛樂場所「盜用」版權作品，並且對企業的侵犯版權活動更易作出檢控。本會的法律委員會已獲港府解釋新的法例要求，亦已就有關修訂進行詳細討論。委員會深信，本會會員應注視新法例的內容，從而更能預防，即使在管理層不知情下，企業內的侵權行為。

由於篇幅所限，我不擬在此闡述新法例的詳情和應用基準。不過，會員實須注意在工作地點的任何侵權活動，皆可能遭到刑事檢控。如欲查閱新法例的進一步資料，以及該法例對商界的影響，可瀏覽知識產權署網頁([www.info.gov.hk/ipd](http://www.info.gov.hk/ipd))或聯絡本會經濟及法律事務部。

最後，我謹在此提醒各位會員，今年是本會創立140周年，熱切盼望你們參與於4月20日舉行的盛大舞會、4月24日的週年會員大會、在全年舉行的特邀貴賓演說系列，以及其他為誌慶這一盛事而舉辦的活動，萬勿錯過。

董建華

董建華  
香港總商會主席

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ADVERTISING

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Room 2109, 21/F Ho King Commercial Centre,

2-16 Fa Yuen Street, Kowloon, Hong Kong

Tel: 2375 2311 Fax: 2870 3341

Email: [jeremyo@hkstar.com](mailto:jeremyo@hkstar.com)

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主席：董建成

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編譯：魯尚青 林佩芬

廣告：OMJ Media

電話：2375 2311

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# Prompt solution to ease negative equity plight needed

**A**mong the issues which have aroused much public attention in the past month is the internal transfer of senior government officials. As I wrote in last month's *Bulletin*, I believe the appointment of Donald Tsang as Chief Secretary is a good choice.

I hope that after taking over as the new head of the Civil Service, he will improve relations between executive and legislative authorities, and better coordinate execution of policies. I also think the appointment of Anthony Leung, who has a commercial background, is a worth successor to Mr Tsang. Given the depth of his knowledge of local business, I believe he can deliver policies to further economic growth.

As Hong Kong's economy has yet to fully recover, a prime objective of the new new secretaries should be to quicken the pace of economic recovery. Many factors have contributed to the economic doldrums, among which is the issue of negative equity.

## NEGATIVE EQUITY CURBS DOMESTIC CONSUMPTION

It is estimated that nearly 300,000 home owners in Hong Kong are suffering from negative equity – meaning their mortgages are worth more than their apartments. Such a situation obviously dampens retail sentiment and further pushes down consumption. Several recent surveys illustrate that negative equity is a chief cause for falling consumer spending, despite the rising confidence in the economy in recent months.

As Mr Leung said, home owners suffering from negative equity is one of the unstable factors affecting the Hong Kong economy. To accelerate a full-scale recovery, the SAR Government must take practicable measures. Though I have advised the government on possible courses of action many times, only recently has it announced that it plans to take measures to try and ease the situation. These include raising the flexibility in land supply, reducing the number of home ownership flats for sale and tightening the application criteria for such flats. But I consider that these measures are still inadequate, and as such have presented three more recommendations to the government.

First, the government must clarify its long-term housing policy and study whether construction of home ownership flats is contradictory to the underlying rationale. During the years when property prices rose considerably, construction of semi-financed home ownership flats encouraged public housing tenants to buy their own home and free up their flats to those really in need. Today, property prices have fallen considerably and I think the value of home ownership flats will compete with those of the private sector.

Second, the Monetary Authority should encourage banks to adopt a more relaxed approach towards mortgage rates. For example, it should provide a transition period for discrepancies between mortgage rates and market prices, in addition to the temporary arrangement of allowing the owners in need to repay the principal, but not the interest, of the loan. Third, the Monetary Authority should encourage local banks to implement identical mortgage policies for new and second-hand flats. This would stimulate the second-hand market and reduce pressure on homeowners with negative equity.

Legco will debate the negative equity issue in the near future, and I will keep you informed of the outcome.



James Tien 田北俊

## CONTAINER HANDLING FEES DISPUTE

The five-day blockade of container ports by lorry drivers after refusing to pay extra container handling fees also aroused much public debate.

I understand that the industry suffered considerable losses during the dispute and I am glad that the related parties reached a resolution to avoid even greater losses.

During a recent Legco Economic Affairs Committee meeting, a member proposed investigating whether container operators collaborated to raise charges, and whether the current charge mechanism can be monitored.

However, I object to hastily making a decision of such monitoring, because government intervention won't be as flexible and effective as free market regulation. Also, I think if shippers find fees too high, they will consider using other ports, such as Yentian in the Mainland. Therefore, operators know fees must be maintained at a reasonable level due to competing ports.

## EMPLOYMENT (AMENDMENT)(NO. 2) BILL 2000

I believe the other issue of concern is the proposal of the government to amend legislation to improve protection of pregnant employees from groundless dismissal. But I find the amendments unfair to employers. In fact, there are already laws that protect pregnant employees from unreasonable dismissal. Only for gross acts of misconduct like fraud or dereliction of duty can an employer propose dismissal, according to the Employment Ordinance No. 9.

The government is planning to amend the existing legislation, and is suggesting that employers can even be prosecuted if they are deemed to have fired an employee without sufficient grounds for dismissal.

I think the threat of criminal prosecution will pose a great deal of pressure on employers. The government is obviously giving employees preferential treatment on this issue as they can sue employers who fail to employ the legislation. I will keep a close eye on this issue and welcome your opinions.

**B**



# 須從速解決負資產問題

過

去一個月，社會上發生了多件令人關注的事情，其中最矚目的莫過於政府高級官員的人事調動。正如我在上期工作報告內所講，由曾蔭權先生出任政務司司長是理想的安排，我期望他升任後能致力改善行政立法關係，並更妥善地協調政策的推行。至於財政司司長由商界出身的梁錦松先生繼任也是合適的，相信憑藉他對本港工商業運作的認識，應能制訂出有利經濟的政策。

目前本港經濟尚未全面復甦，所以新任司長的首要工作應該是盡快令經濟加速活躍起來。經濟疲弱當然牽涉很多因素，而負資產問題肯定是其中之一。

## 負資產令消費信心減弱

據估計，現時全港約有三十萬個負資產物業，受影響的家庭和人數眾多。負資產問題顯然削弱了市民的消費信心和意慾，因而打擊本港的內部消費。最近多個調查都顯示，就算市民近月對本港經濟前景的信心回升，惟消費信心卻持續下跌，原因之一就正是受負資產問題困擾。

正如梁錦松先生所講，負資產問題是本港經濟的一個不穩定因素。所以若要經濟全面復甦，政府必須盡快採取可行的解決方法。其實自去年起，我已不斷向政府提出建議，但直至最近政府才急急公佈一些措施，包括提高土地供應的彈性、減少興建居屋、收緊申請居屋的資格等。

不過，我認為這些措施仍然是不足夠的，故已進一步向政府提出三項建議：首先，政府必須釐清長遠房屋政策，並研究居屋的存在有否違背原意。以前當樓價飆升時，興建半資助的居屋可鼓勵公屋住戶騰出單位予真正有需要人士；但目前樓價已大幅度回落，居屋反而對私人樓宇構成競爭，其存在的意義受人質疑。

第二，金融管理局應鼓勵銀行對負資產人士採取較為寬鬆容忍的按揭政策，例如在追補按揭比率與市價的差距時給予寬限期、暫時採取供息不供本等方法。第三，金融管理局應

鼓勵銀行在按揭政策上對新做及二手樓宇一視同仁，統一以樓宇質素為審批標準，從而幫助二手樓宇市場重新活躍起來，紓緩負資產業主的壓力。

立法會即將就負資產問題進行動議辯論，待有最新進展，我會盡快向各位匯報。

## 貨櫃處理費的糾紛

另一件令人關注的事情就是，持續五日的貨櫃車司機因拒絕繳交貨櫃處理費而作出的罷駛行動。我知道有些同業在這次事件中受到損失，幸好最後有關方面達成協議，事件才得以解決，避免令損失擴大。

在立法會的經濟事務委員會會議上，有議員提出要跟進有關的碼頭公司是否聯手加價的問題，並建議立法監管收費機制。然而，我不贊成隨便作出規管，因為政府的干預往往沒有如自由市場調節般靈活、有效，我認為如果香港的收費過高，付貨人必會考慮轉用其他港口，例如內地的鹽田，因此在競爭下有關收費自然會維持在合理水平。

## 《2000年僱傭(修訂)(第2號)條例草案》

此外，還有一件事相信各位同業亦會關心的，就是政府聲稱為保障懷孕僱員免被藉故開除，正計劃修改法例，但有關條文卻對僱主極不公平。其實現時已有法例保障懷孕僱員免被無理解僱，除非有關僱員嚴重行為不當，例如犯有欺詐行為或慣常疏忽職責，僱主才可根據《僱傭條例》第九條提出解僱。不過，現在政府擬修改法例，一旦認為僱主引用該條文的理據不足，可能會對該僱主提出刑事檢控。

我質疑有關刑事檢控的規定會對僱主構成極大壓力，而且若政府可隨時檢控失敗引用該條文的僱主，明顯有偏袒僱員之嫌。我會密切跟進此事，如各位同業對此有任何意見，歡迎向我反映。

B



若您有任何意見，歡迎向我反映。通訊地址是中環民臣道8號立法會大樓。（電郵：[tpc@jamestien.com](mailto:tpc@jamestien.com) 電話：2500 1013 傳真：2368 5292）

# Chamber portal provides comprehensive features

**S**ince the Chamber launched its Web site (www.chamber.org.hk) three years ago, it has undergone a number of improvements. Let me now summarize the current features, and don't be surprised if you find new ones when you log on, since we are continually making improvements to the site.

Today, the Chamber Web site has become a business portal, with users being able to pass through to Growasia, Busytrade, Rebound, and TDC for B2B transactions. We also frame selected SAR Government information and tender notices which may be useful for our members.

Starting in December, we launched our online payment service for members to register and pay for Chamber events on our Web site using the latest encryption technology. We often offer a discount for events booked online, and this service is used increasingly by members.

To give new Chamber members more exposure, as well as an Internet presence, we now list all new members almost instantly in the Directory section. We also can host members' Web sites on our site. E1 Media has developed for the Chamber a software program to allow members to update their listing on our online directory as often as they wish. We have also reached an agreement with E1 Media which allows members to create

e-catalogs to promote their products or services on our Web site.

Another new addition is an online version of "Chamber in Action," which keeps members up-to-date on what events are taking place in the Chamber. These can range from viewing a stand-alone photo story or transcript of VIP visitors to listening – using Streaming Audio technology and Real Audio Player – to speakers of past Chamber events, such as those at the China Business Conference 2000. Now if you miss a Chamber event, you can just click and listen to the proceedings.

A new initiative we plan to launch in mid-May is online education, or e-learning. We have so far joined forces with Learn-on.Net and Pearson Education North Asia to offer members and their staff online education courses, which initially will focus on improving language skills and will expand to other subjects. Now your employees can improve and learn skills from their office.

The above features are in addition to the standard ones such as the All-members Directory Search Engine, International Business Information, Trade Inquiry and Business Opportunities assistance/bulletin board, our Chief Economist's writings, press releases, and many others. Come visit what we consider to be the best business association Web site in Hong Kong and you will find out how useful it is to your business. **B**



**Dr Eden Woon**  
翁以登博士

## The Hong Kong General Chamber of Commerce Annual General Meeting April 24, 2001

The Annual General Meeting of the Chamber will be held at 6 p.m. on April 24, 2001, at the Island Shangri-La. Registration of members and a cocktail reception will start at 5 p.m.

Six members of the General Committee are required to retire this year and may stand for re-election. They are:

**Graham Brant**, general manager, Microsoft Hong Kong Ltd;  
**Chan Wing-kee**, managing director, Yangtzekiang Garment Manufacturing Co Ltd;  
**Tong Fung**, chairman, Yu Ming Investments Ltd;  
**Simon Lee**, chairman, Sun Hing Group;  
**C C Tung**, chairman and CEO, Orient Overseas (International) Ltd;  
**Alex Ye**, chairman, Kerry Holdings (China) Ltd;

**C C Tung**, Chamber chairman, and **Simon Lee**, have indicated that they wish to retire from the committee and will not stand for re-election.

*Any Chamber members intending to nominate for election to the General Committee should call the Chamber Director Eden Woon on tel. 2823 1211, fax 2527 7886, or e-mail dir@chamber.org.hk before March 25, 2001.*

## 香港總商會週年會員大會 二零零一年四月二十四日

本年度的週年會員大會將於2001年4月24日下午六時假座港島香格里拉大酒店舉行，會員入座登記及招待酒會將於下午五時開始。

六位理事須在本年卸任或參與競選連任。他們是：

**簡皓鴻** 微軟香港有限公司總經理；  
**陳永祺** 長江製衣廠董事總經理；  
**馮永祥** 禹銘投資有限公司主席；  
**李國賢** 新興集團主席；  
**董建成** 東方海外(國際)有限公司主席；  
**葉龍翥** 嘉里集團(中國)有限公司董事長。

本會主席**董建成**及理事**李國賢**已表示希望退出理事會，故不擬參與競選連任。

有意參與角逐理事職位的會員，請於2001年3月25日前與總裁翁以登博士聯絡(電話：2823 1211；傳真：2527 7886；電郵：dir@chamber.org.hk)。



# 總商會入門網站包羅萬有



商會自三年前推出網站 ([www.chamber.org.hk](http://www.chamber.org.hk)) 以來，作出多番改善。在今期月刊，我將為大家概述網站的特色。然而，當你登入網站時發覺另有新的內容，也無須詫異，因為這個網站是不時更新的。

本會網站現已提升為商業入門網站，用者可藉此連接 *Growasia*、*Busytrade*、*Rebound* 與香港貿易發展局，進行商業對商業 (B2B) 交易。網站亦選載了特區政府的資訊和招標告示，為會員提供實用的資訊。

自去年十二月起，我們推出網上付賬服務，讓會員借助最新的加密技術，在網上報名參加本會活動和辦理付賬事宜。我們經常為網上報名人士提供折扣優惠，故享用這項服務的會員日漸增多。

為提高會員機構的知名度和「見網率」，我們的「公司名冊」部份會即時載入最新的會員名錄，我們亦提供機構網址，供會員使用。E1 Media 特為本會製作了一套應用軟件，讓會員隨時更新網上名冊中的公司資料。此外，本會亦與 E1 Media 達成協議，讓

會員自製電子目錄，透過本會網站推廣其產品或服務。

另一新猷是「本會動態」專欄，讓會員透過多種方式知悉總商會的最新活動資料，除可閱覽圖片或講辭外，亦可利用訊流收聽 (Streaming Audio) 技術和 Real Audio Player 收聽演講，例如二千年中國商業會議的講者致辭。所以，會員萬一錯過了本會活動，只須一按滑鼠，即可立刻得悉有關內容。

另外，本會更擬於五月中推出網上教育或電子學習課程。我們已與 Learn On The Net 和培生教育出版社中國有限公司合作，為會員機構及其員工提供網上教育課程。發展初段，課程內容將集中於提升語文技巧，後將擴展至其他科目。因此，你們的員工只須安坐辦公室，便可進修。

此外，必須一提其他既有欄目，包括「公司名冊」、「國際商貿資訊」、「商業機會」中的信息和電郵服務、本會首席經濟師撰寫的專欄，以及總商會的新聞稿等等。歡迎瀏覽這個堪稱全港最佳的商會網站，從中體驗網站能為閣下業務帶來的實質幫助。

B

By offering internships to the Programme, you can:

1. Gain additional manpower to support your mainland branch operations
2. Have an early testing ground to identify suitable talents for future employment
3. Enhance the corporate image and business networking with official units on the mainland



The Chinese University of Hong Kong (CUHK)

## China Career Development Award Programme 2001 Tapping Talents for China Business

As one of the leading businesses with operations in China, do you want to tap a pool of young talents of varied professional disciplines with mainland work experience?

The China Career Development Award Programme is now inviting businesses with mainland operations to open up internship opportunities for the next-to-final year students of CUHK in Beijing, Shanghai, Guangzhou or other South China cities in the summer 2001.

*Please contact the following personnel of the Office of Student Affairs for inquiries.*

Mr. Samuel Hung Tel: (852)2609 7207 Fax: (852)2603 5933 email: [samuel-hung@cuhk.edu.hk](mailto:samuel-hung@cuhk.edu.hk)

*More information about the Programme is available at our web-site of <http://www.cuhk.edu.hk/osa/ccdap/>.*

*Sponsored by: Drs Richard Charles and Esther Yewpick Lee Charitable Foundation*

Chamber Chairman CC Tung (left), HKSAR Chief Executive CH Tung (centre) and Chamber Director Dr Eden Woon applaud the new HKGCC logo which was unveiled on Feb. 22.  
總商會主席董建成(左)、香港特區行政長官董建華(中)與總商會總裁翁以登博士於2月22日本會新徽號揭幕後鼓掌。



# Chamber unveils new logo

**T**he Hong Kong General Chamber of Commerce (HKGCC) on Feb. 22 unveiled its new logomark at the first "140<sup>th</sup> Anniversary Distinguished Speakers" luncheon organised to celebrate its birthday this year.

In a simple ceremony, Hong Kong SAR Chief Executive Tung Chee-hwa, the first speaker in the series, unveiled HKGCC's new logomark before his address.

"We are honoured to have had the Chief Executive Tung Chung-hwa preside over the unveiling of our new logomark," Chamber Director Dr Eden Woon said.

The new logomark features a bauhinia flower, the icon for the HKSAR, rendered in a dynamic, fluid style and placed within the last letter of the wordmark "HKGCC" in a traditional font.

"The acronym has often been used by the organisation throughout its 140-year history. Now, we have designed it with a more dynamic and modern look but yet in a traditional style, which are the same traits as those of the Chamber today," he said.

Dr Woon said that the old chop logo struck some as being out-dated, and since it stemmed from a design done in 1861, it really did not adequately represent the Hong Kong General Chamber of Commerce of the 21<sup>st</sup> century.

"Though steeped in history with a pedigree of sound leadership, the Chamber is as modern and vibrant today as it was considered to be the day it was established," Dr Woon said. "Our new logomark symbolises the dynamism of the Chamber and our member companies today, and projects an up-to-

date image that will allow the HKGCC to continue to take a leading role in business in Hong Kong."

Being a world-class organisation, Dr Woon said it was also felt that the Chamber needed a logomark that could stand shoulder to shoulder with other logos of the world's leading organisations, easily recognised internationally, and reflecting the Chamber's — and Hong Kong's — role in the global village.

Because the Chamber celebrates its 140<sup>th</sup> anniversary this year, and since the new millennium is just beginning, the timing couldn't be better for HKGCC to review its visual identity to more clearly support HKGCC's positioning as the pre-eminent business organisation in Hong Kong, Dr Woon added.





# 宣告誕生

# 總商會新徽號



Chamber Chairman CC Tung (left) and HKSAR Chief Executive CH Tung unveil HKGCC's new logo.  
總商會主席董建成(左)與香港特區行政長官董建華主持本會新徽號揭幕儀式。

## 香

港總商會為慶祝 140 歲壽辰，特別舉行一連串的「140 周年特邀貴賓演說」午餐會，在上月 22 日的首次午餐會上，同時宣佈新會徽的誕生。

承蒙香港特別行政區行政長官董建華擔任首次午餐會的嘉賓，他在致辭前主持了本會新徽號的揭幕儀式。

香港總商會總裁翁以登博士稱：「我們深感榮幸，邀得行政長官董建華主持新會徽揭幕。」

新會徽以香港特區標誌的洋紫荊為設計重點，形態充滿動感，置於以傳統手法表達的英文名稱縮寫「HKGCC」的最後一字內。

翁博士表示：「這個以英文名稱字首組成的縮寫已有 140 年歷史。現時，我們將之重新設計，在傳統的風格中滲入現代元素，標誌著總商會現今的工作特質。」

翁博士說，仿似圖章的舊徽號設計源自 1861 年，現已不合時宜，並不能真正反映總商會處身廿一世紀所肩負的任務。

翁博士稱：「在 140 年的發展歷程中，本會秉承不斷求新、求進的宗旨，向以代表本港工商界為己任。新的會徽足以象徵本會與會員與時並進、力圖創新的理念；與此同時，亦能為本會締造現代化的形象，繼續實踐在本港工商界的領導角色。」

翁博士續稱，作為一家世界級的機構，總商會實需一個能與其他領先機構看齊的新徽號，在國際上脫穎而出，也能充份反映總商會以及香港在世界經濟領域中所能發揮的作用。

翁博士補充，廿一世紀伊始，適逢總商會創會 140 周年；趁此良機，革新徽號設計，以清楚展示總商會在本港工商界的優越地位。

B



# Celebrating 140 years

*With a new look...*

*Our New Logo*

# HKGCC



Hong Kong General Chamber of Commerce  
香港總商會 1861



A Business Perspective  
從商界角度看

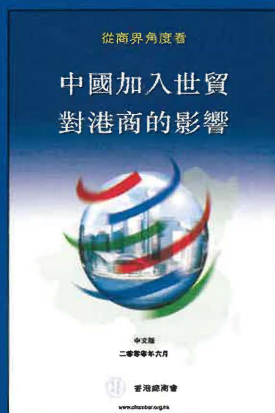
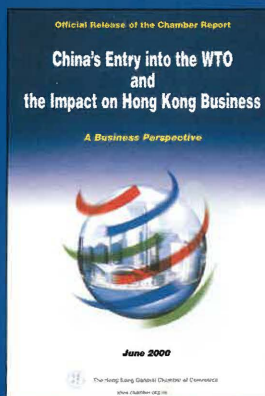
# WTO

## China's Entry into the WTO and the Impact on Hong Kong Business

### 中國加入世貿對港商的影響

The Hong Kong General Chamber of Commerce report, "China's Entry into the WTO and the Impact on Hong Kong Business," provides the Hong Kong business community's assessment of the impact of China's entry into the WTO on specific industries in Hong Kong. Nine working groups of Chamber members were formed to discuss the opportunities and challenges which will be faced by Hong Kong businesses in their sectors – banking, insurance, investment, professional services, retail and distribution, technology, telecommunications, textiles and clothing, trading. They also looked at what businesses could do to prepare for the changes and what the SAR Government could do to assist Hong Kong businesses.

香港總商會進行的研究計劃「中國加入世貿對港商的影響」總結報告的中文版現已推出發售。該項研究旨在探討中國加入世貿後對香港商界的影響。在計劃之下共設立了九個由香港總商會會員組成的工作小組，商討港商在所屬界別裡將面對的機會和挑戰。九個小組分別為：銀行界、保險界、投資界、專業服務界、零售及分發界、科技界、電訊界、紡織及製衣界、貿易界。各小組亦提出了商界可如何準備及香港特區政府可如何支持商界的建議。



Over 1,000  
copies sold!  
售出超過一千本!

### ORDERING

The WTO Report is available from the Chamber at HK\$200 per copy (HK\$280 for non-members), excluding postage. Copies must be picked up from the Chamber at, 22/F, United Center, 95 Queensway, Hong Kong. For further details, please contact Amy Tse at (852) 2823 1210.

### 欲購從速

研究計劃的總結報告售價為每本港幣200元\*（非會員港幣280元）。請填妥訂購表並到金鐘道95號統一中心22樓購買。詳情請與謝繼淑小姐聯絡（電話：28231210）。

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# Chamber's old logo retired at 140 years young



The Chamber's logo has changed little over the course of its 140-year history. Originally in the form of a round seal with the words: The Hong Kong General Chamber of Commerce ★ Founded 1861 ★, running around the edge and surrounding a stylised, interlinking HKGCC in the centre, the logo represented the Chamber for over a century.

Then, in the early 1980s, one of the Chamber's translators, skilled in the art of Chinese calligraphy, wrote an attractive version of the Chamber's name in Chinese. This became a Chinese logo, of sorts, which —

although was never officially considered a logo — was printed on the Chamber's letterhead for a number of years.

The Chamber moved to its new premises from Swire House in the Summer of 1984, and officially reopened for business on Monday, August 13, 1984. While plans for the move were being made, a decision was taken to change the logo to coincide with the change of address. The Chinese name was incorporated into the heart of the logo by removing the stylised HKGCC, and it remained unchanged for 17 years, when the new HKGCC logo was unveiled on February 22, 2001. **B**



When the Chamber moved to its current premises on August 13, 1984, the stylised HKGCC in the centre of the old logo was replaced with Chinese characters.

總商會於1984年8月13日遷至現址，會徽中心部份改為「香港總商會」中文名稱，以取代原先的「HKGCC」設計。



## 140年會徽光榮引退

在

總商會140年的悠長歷史中，會徽的設計改變不大，歷久而常新。多年以來，本會的徽號始終沿用圓形構圖，環形外圈

套著「The Hong Kong General Chamber of Commerce ★ Founded 1861 ★」字樣，中心部份是總商會英文名字大楷縮寫「HKGCC」的獨特設計。這個徽號已用了100多年。

及至八十年代初，本會一名擅長中國書法的翻譯員，以剛柔兼備的筆觸撰寫

「香港總商會」的中文名稱。雖然這中文名字並非用作正式徽號，惟已在本會信箋上使用多年。

1984年夏季，總商會從原址太古大廈遷至統一中心，8月13日（星期一）正式揭幕，奠立發展史上另一里程碑。為配合喬遷之喜，本會決議革新會徽設計，遂以本會的中文名字取代原先的英文縮寫，成為整體圖案的核心，採用迄今已有17年，直至2001年2月22日全新的徽號面世。 **B**



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# Where have all the shoppers gone?

*Numbers show retail sales are picking up, but cash registers are still ringing up an average of HK\$4 billion a month less than in 1997*

By Ian Perkin

In the three years since the Asian financial crisis hit the Hong Kong SAR, annual retail sales have been running anything between HK\$40 billion and HK\$55 billion below their all time record level of nearly HK\$235 billion achieved in 1997.

Official figures issued by the government last month showed retail sales coming in at HK\$187 billion (US\$24 billion) last year, up a modest 4 per cent in value terms on total sales of HK\$180 billion in 1999.

That still leaves them some HK\$48 billion below the 1997 record. Moreover the HK\$235 billion in sales achieved by the retail sector in the handover year occurred despite the onset of the financial crisis in late October of that year.

Volume of sales did a little better than value last year, being 8 per cent higher, but this merely serves to highlight the pricing pressures retailers were under, having to offer good discounts to keep customers in their stores.

Looked at from the perspective of recent history, even retail volumes are still below the peak level achieved in 1997.

Given the solid improvement in the macro-economic picture, with 10 per cent growth in real terms and around four per cent in nominal (current dollar value) terms, the retail outcome for the 12 months was disappointing, if not unexpected.

Santa Claus did help stores a little in December, with retail sales value for what is normally one of the best months of the year coming in at HK\$16.7 billion, up just 1 per cent in value terms, but a modest 3 per cent in terms of volume.

All this suggests retailers are set for another challenging year ahead despite the ap-

parent recovery in the economy and the clear trend towards substantially lower interest rates established in the opening weeks of the new year.

There will be modest wage rises for Hong Kong employees this year, which would normally boost retail sales, but this year will be offset by the 5 per cent of salary contributions to the new Mandatory Provident Fund (MPF).

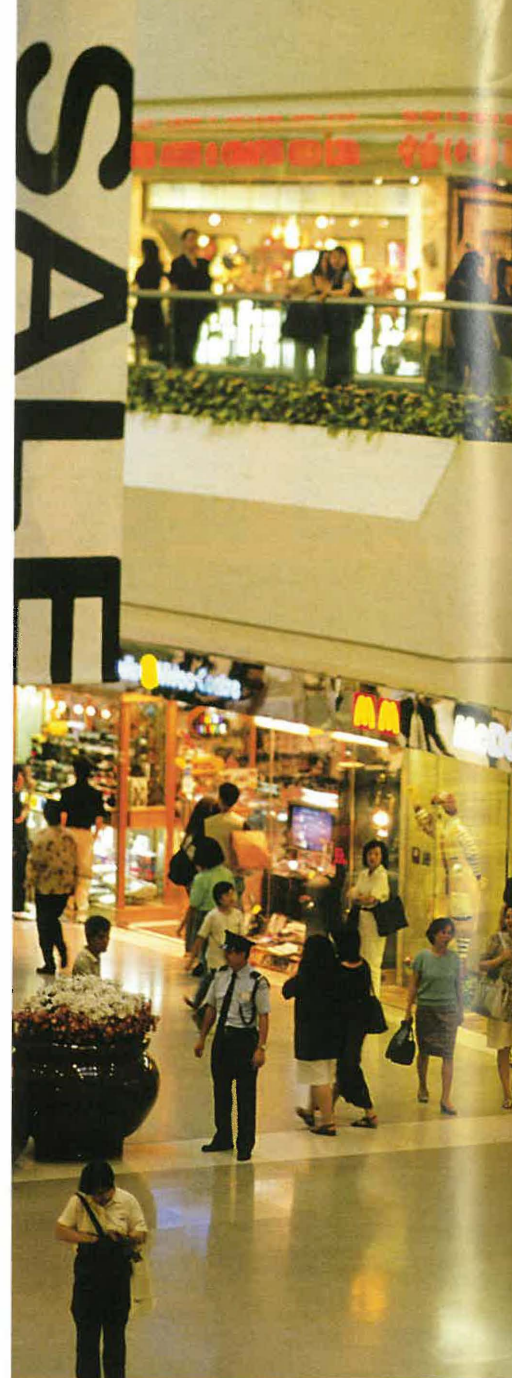
Tourists are also not helping much. A record number of them came to the SAR last year, but they kept tight control on their purse strings. At the same time, Hong Kong residents were intent on retail spending on the Mainland, especially in Shenzhen.

Weak property prices and flat share market also did little to boost retail sentiment in 2000. None of these factors are likely to change much this year, although with deflation disappearing retailers might have some more pricing flexibility.

On the cost side, they will also be helped by likely rental restraint by landlords (although this will depend on the retail district) and the continued control of wage costs (although the employers' MPF contribution will be an increased cost).

The year 2000 outcome shows that most retailers were clearly faced with discounting shelf prices – and extending their normal sales' periods – to encourage consumers and lift the revenue and cash flow of their businesses, if not their underlying profits.

Given this sort of picture, it was surprising to see the relatively positive remarks made by some analysts on the retail picture, especially when the local retail sector has languished since the east Asian financial crisis hit in the second half of 1997.



Some even suggested that the picture was improving at year's end when the figures clearly showed otherwise and even the government's spokesman on the issue grudgingly had to admit that the pace of growth had slowed in the final six months.

In fact, the seasonally adjusted three month moving average of retail sales even in volume terms revealed sales down 2.1 per cent in the December quarter of last year compared with the average for the November three months.

Furthermore, the negative three month moving averages in terms of volume are evident throughout the second half of last year compared with the quite strongly positive figures for the opening half of the year.

While total sales of \$187 billion last year





# 顧客芳蹤何處尋？

雖然數字顯示銷貨數量已逐漸回升，但與1997年相比，零售業平均每月少收40億港元

冼柏堅



亞洲金融風暴吹襲香港距今三年，在這三年間，每年的銷貨數量一直徘徊於400億港元至550億港元之間，低於1997年近2,350億港元的高峰紀錄。

政府上月公佈去年的銷貨數量為1,870億港元（240億美元），比對1999年1,800億港元的總銷售數量，增幅溫和，按現值計算為4%。

而這個數字比對1997年的紀錄，相差尚約480億港元。還須注意的是，回歸當年零售業銷售數量達到2,350億港元這個數字，還包括該年十月底金融危機開始的背景因素。

去年零售業銷貨數量的表現比零售業銷貨價值為佳，高出8%。然而，這個數據只能帶出零售商在該段時期承受的物價壓力，故須以折扣酬賓，確保客源。

不過，從零售業近年的情況來看，銷貨數量始終低於1997年的高峰紀錄。

經濟整體狀況有實質改善，實質增長為10%，名義現值（現時貨幣現值）約為4%；然而，12個月來的零售業表現，雖在意料之中，但也教人失望。

聖誕節無疑在十二月份為零售商帶來一些幫助，這個月一般是全年零售業表現最佳的月份之一，這次錄得銷貨數量167億港元，按現值計算，升幅只有1%，而按銷貨數量來看，升幅溫和，為3%。

由此可見，縱然經濟明顯復甦，再加上年初數周，息口有大覆下調的趨勢，零售商在新一年，還須面對不少挑戰。

今年香港僱員的薪酬將有溫和的升幅，在正常的情形下，這將刺激零售業銷貨量，惟今年開始，員工薪酬之5%將撥作強制性公積金（強積金）供款，故薪酬升幅也因此而抵消。

去年來港的旅客人數雖達到創紀錄的水平，但旅客緊縮消費，而香港市民又專程返回內地（尤其是深圳）購物，所以旅遊業亦沒有帶來太大的幫助。

疲弱的樓價和淡靜的股票市場對刺激2000年的零售業氣氛亦幫助不大。看來

今年這些因素將仍然存在，只是通縮消除後，零售商或可在貨品定價方面有較大彈性。

租戶業主可能會抑制租金上升（雖然要視乎個別零售區域），以及工資成本將持續受到控制（縱使強積金的僱主供款使成本增加），這兩個因素均有助零售商控制成本。

2000年的結果顯示，絕大多數的零售商以折扣價（和延長大減價的一般期限）作為招徠，就算這個做法不能增加基礎利潤，也期望能增加業務的收益和資金流向。

在這個大前提下，一些分析員對零售業的分析，特別是自1997年下半年起，本地的零售業受到東南亞金融危機的波及時，分析員對零售業的樂觀看法，實在出乎意料。

有些評論更指出，年底的零售業狀況正在改善，這明顯與數據相違，即使政府的發言人也得承認，零售業的增長速度在去年最後六個月呈放緩之勢。

事實上，去年十二月底的前三個月，與截至十一月的前三個月比較，經季節性調整的平均零售業銷貨數量下跌2.1%。

此外，與去年上半年增長較為強勁的數據比較，下半年的季度銷貨數量明顯呈現下降趨勢。

去年的總銷貨價值由1999年的1,800億港元上升至1,870億港元，但與先前的年份比較，包括1998年的1,960億港元（年內經歷經濟衰退）、1997年2,350億港元、1995年2,240億港元、1994年2,010億港元，仍然相形見绌。

若按月比較，香港的零售銷貨數量在1997年的每月平均最高達196億港元（該年上半年按月的零售銷貨數量為193億港元），而現時則為156億港元。

這意謂，1997年的好景不再，每月平均少了40億港元流進零售業市場，這數目不菲的錢，零售業再也不復見了。

冼柏堅是本會首席經濟學家

were up on 1999's HK\$180 billion, they still compare badly with immediately previous years – HK\$196 billion in 1998 (a recession year), HK\$235 billion in 1997, HK\$224 billion in 1995 and HK\$201 billion in 1994.

Put in average monthly terms, retail sales in Hong Kong peaked at an average HK\$19.6 billion a month in the handover year of 1997 (HK\$19.3 billion a month in the first half of that year) and are currently running at HK\$15.6 billion.

That's a lot of money the retail sector is no longer seeing – an average of HK\$4 billion a month is not going through retail stores today that was ringing up the cash registers back in 1997.

Ian K Perkin is the Chief Economist of the Chamber.



# Study mission to Beijing

*Chamber China Committee's study mission to the capital learns latest developments on China's WTO entry*

By Eva Chow 周紫樺

With China's imminent entry into the WTO and the approval of the "10th Five Year Plan" by the National People's Congress in March, 2001, the timing of the Chamber's Feb. 14-15 mission to Beijing couldn't have been better.

Led by Chamber China Committee Chairman and DragonAir CEO Stanley Hui, and Chamber Director Dr Eden Woon, the 22-member delegation collected the latest information on trade and investment policies in China firsthand, and exchanged views with authorities on practical business issues.

Ministry of Foreign Trade and Economic Cooperation (MOFTEC) Assistant Minister An Min told the delegation that China's negotiations to enter the WTO were still ongoing. Although some progress has been made, some outstanding issues still need to be discussed. For the forthcoming 16th Session of the Working Party for China's Accession meeting at the end of February, Mr An said he did not expect the coming session would yield any significant breakthrough given the change of leadership and the lack of mid-level negotiators in place in the United States.

Last year China amended several laws and regulations to comply with WTO rules, but there have been worries that preferential treatment for foreign investors will be abolished after China's entry into the WTO as part of these amendments. However, Mr An stressed that these incentives will be liberalised to allow all investors to enjoy the same treatment.

Therefore, it is only the concept of "preferential" treatment that will no longer exist, he said, adding that businesses can expect to see a more open, fair and transparent system for both domestic and foreign businesses. Future "preferential" treatment will be sec-



In their meeting with the International Department of the People's Bank of China members of the delegation learn of efforts China's state-owned banks are undertaking to improve their efficiency.

在與中國人民銀行國際司的會面中，代表團獲悉中國國有銀行正著手改善營運效率。

toral rather than for "foreign" or Hong Kong enterprises.

Mr An also told the delegation that although Hong Kong has long been the number-one investor in the Mainland, the era of preferential treatment has passed. Still, this should not adversely affect Hong Kong investors, he said, citing the SAR's proximity to the Mainland, its long relationship, and cultural and language similarities. As such, Hong Kong businesses don't need to ask for special market access before foreign businesses, but instead should concentrate on preparing for the challenges.



Mission leader Stanley Hui (left) exchanges souvenirs with Beijing Vice Mayor Liu Zhihua.

代表團團長許漢忠（左）與北京市人民政府副市長劉志華交換紀念品。





Mission members pose with MOFTEC Assistant Minister An Min (centre) for a group photo. 對外貿易經濟合作部部長助理安民（中）與本會代表團合照。

# 總商會訪京考察

中國委員會考察團加深了解中國加入世貿的最新發展

**本**會於2月14至15日到北京考察，正值中國快將加入世貿，以及全國人民代表大會即將於2001年3月通過第十個五年計劃，這次訪問的時機，可謂最理想不過。

本會總裁翁以登博士與中國委員會主席（港龍航空行政總裁）許漢忠率領22人代表團，就商業實務與政府官員交流意見，了解中國貿易和投資政策的最新資訊。

對外貿易經濟合作部部長助理安民向代表團表示，中國加入世貿的談判仍然持續。談判雖略有進展，但仍有一些尚未解決的事項有待磋商。鑑於現時美國選了新的領導層，暫缺中級談判代表，故安民表示不期望即將舉行的中國加入世貿工作小組第十六次會議能達致突破性的進展。

去年，中國因應世貿法規的要求，修訂多項法律規章。有人憂慮，中國因加入世貿而修訂法例，將廢除原有給予外商投資的優惠待遇。然而，安民強調，這些優惠措施只會更開放，讓所有投資者享有同等待遇。

故此，只是「優惠」待遇這個概念不復存在，反而，內地和海外企業將面對更公開、公平、透明度更高的營商制度。未來的「優惠」待遇再非為「外國」機構或香港企業而設，而是按界別劃分。

安民又表示，香港雖一直是投資內地

業務的「一哥」，但優惠待遇的年代畢竟已過去。然而，他補充，這對香港投資者應該不會構成負面的影響，原因是香港佔有近水樓台之利；與中國淵源深厚；文化和語言亦相近。所以，香港企業無須要求先於海外機構進入中國市場，反而應集中精力準備迎接挑戰。

最後，安民談及台灣加入世貿，以及香港在兩岸經濟關係中扮演的角色。他表示，中國並不反對台灣以另一獨立關稅區的身份加入世貿，但中國作為主權國，台灣的加入必須在中國之後。

根據中國的統計數字，2000年台灣與內地之間的貿易額總達305億美元，由1978年起的累計貿易額總達1,999億美元。在內地經營的台灣企業超過48,000間，逾50%的台灣上市公司均有在內地投資，而幾乎所有的投資都是通過香港。

安民表示，雖然中國和台灣加入世貿，意味投資者無須再途經香港，但是，香港的地位不會被削弱，反而，香港將轉而為這些投資者提供重要的服務，包括金融、保險、法律等。

## 稅法修改

代表團亦與國家稅務總局副局長郝昭成討論了稅務法規的修改。論及內、外資企

業所得稅的合併政策時，郝昭成表示，任何稅務系統改革計劃的主要目的，均是為企業締造公平環境。

他表示，當局已用了多年時間，研究合併內、外資企業所得稅的可行性，現正著手制定具體的條例。三項基本原則是：符合世貿條例；按國家發展的需要，繼續為外資企業提供需要的優惠稅務待遇，以及在任何變動時設立過渡期。

在另一個會議上，中國海關總署政策法規司副司長孟揚向代表團成員解釋新《海關法》和簡介15個出口加工區的發展進程。

與中國人民銀行國際司副司長葛華勇的會面中，代表團獲悉國有銀行正計劃實行多項措施，務求在中國加入世貿後保持競爭優勢，包括僱用優才、在人事培訓方面投入更多資源、簡化條例和法規的修訂程序，以及提高透明度。

代表團除拜會中央政府官員外，亦訪問了北京市人民政府副市長劉志華和中關村科技園區管理委員會。

查詢有關此行詳情，請聯絡本會中國事務經理劉瑾（電話：2823 1299；電郵：[ellen@chamber.org.hk](mailto:ellen@chamber.org.hk)）。

周紫樺是本會國際商務部主管



State Administration of Taxation Deputy Director Hao Zhaocheng (centre) said his administration was drafting the rules for unifying income tax for foreign and local enterprises. 國家稅務總局副局長郝昭成(中)表示當局正起草條例,合併內、外資企業所得稅。

Lastly, on the issue of Taiwan's WTO membership and Hong Kong's role in the economic relationship between the Mainland and Taiwan, Mr An said China did not object to Taiwan's membership into the WTO as a separate customs area, but Taiwan's entry must come after China, as the sovereign state.

According to China's statistics, the trade volume between Taiwan and the Mainland amounted to US\$30.5 billion in 2000, and the accumulated volume since 1978 amounted to US\$199.9 billion. Over 48,000 Taiwan invested enterprises operate in the Mainland, and more than 50 per cent of listed companies in Taiwan have investments in the Mainland, almost all of which has passed through Hong Kong.

Although China and Taiwan's WTO entry means investors will no longer need to

go through Hong Kong, the territory's role will not diminish, Mr An said. Instead, it will shift to provide essential services – finance, insurance, legal, etc – to those investors.

#### CHANGES TO TAX LAWS

The delegation also discussed changes to taxation laws with State Administration of Taxation Deputy Director Hao Zhaocheng. On the issue of the unification of income tax for foreign and local enterprises, Mr Hao said that the main purpose of any taxation system reform plan is to provide a fair environment for enterprises.

The administration has studied the possibility of unifying income tax for foreign and local enterprises for years and is now working on the concrete rules, he revealed. The

three basic concepts are: comply with WTO rules; continue necessary preferential taxation treatment for foreign enterprises according to the needs of national development; and to provide a transition period for any changes.

In a separate meeting, Policy and Regulation Department of the General Administration of Customs Deputy Director General Meng Yang explained to members the New Customs Law and introduced the development process of the 15 export processing zones.

In their meeting with the International Department of the People's Bank of China Deputy Director General Ge Huayong, delegates learned that China's state-owned banks were planning to implement various measures to remain competitive in the post-WTO era. These efforts include attracting more talented staff – as well as investing more in personnel training – reducing redtape on revising rules and regulation, and providing greater transparency in the sector.

Besides meeting Central Government authorities, the delegation also called on the Beijing Vice Mayor Liu Zhihua and the Zhongguancun Science Park Administration Committee.

For detailed information of the mission, please contact the Chamber's China Manager Ellen Liu at 2823 1299, or email [ellen@chamber.org.hk](mailto:ellen@chamber.org.hk). B

*Eva Chow is Chief of the Chamber's International Business Division.*

## Appeal for Donations for Gujarat, India

The devastating earthquake in Gujarat, India has rendered millions of people homeless and resulted in huge loss of life and property. The Gujarat Government is now focusing on Reconstruction and Rehabilitation, building community assets. HKGCC is calling on your support by provision of relief materials and financial assistance to help them tide over the present crisis. For donation details, please take note of the following:

Please send your donation in favor of "Confederation of Indian Industry" to the Central Bank of India – Ahmedabad, Gujarat (Chips UID 060288, Account # 000719146, Swift: CGININBBAL).

For details, please email the Confederation of Indian Industry at [ciiguj@ad1.vsnl.net.in](mailto:ciiguj@ad1.vsnl.net.in) or visit the Confederation's Website [www.ciionline.org](http://www.ciionline.org).

*\* The Confederation of Indian Industry, Gujarat is one of the sister organizations of HKGCC.*





# A QUICK GUIDE FOR EMPLOYERS

***The MPF legislation** has come into effect since **December 1, 2000**. Employers have to enroll those employees who are aged between 18 and 65 and who have been in their employ for not less than 60 days in an MPF scheme\*. Failure to do so may result in a maximum penalty of six months' imprisonment and a fine of \$100,000.*

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# The Bush Administration and China

By Dr Eden Woon

Although George W Bush's father is someone whom the Chinese know well and believe to have a positive view of U.S.-China relations, the election of George senior's son to the U.S. presidency produced some anxiety in China. This anxiety not only stems from the reaction to the usual rhetoric during a U.S. presidential campaign, when any candidate who expresses warmth to China would be severely attacked by his opponents, it also stems from perceptions of certain policy inclinations of George W.

Now that the inauguration is two months old, what will President George W. Bush's China policy look like?

The term "strategic competitor," which he coined during the campaign, should continue to be his administration's view of China. But does that necessarily mean it is an unfriendly relationship? We do not believe so, but it will not be a smooth relationship. Therefore, what will be the issues in U.S.-China relations in the next few years?

During the Bush administration, six issues will dominate U.S.-China relations: strategic support; Taiwan; national missile defence; Japan; human rights; and trade.

## STRATEGIC SUPPORT

This administration will be more concerned than the previous one on how China supports the U.S. in the world stage, especially in the United Nations. The recent accusation that Chinese technicians were helping to upgrade the air defence system of Iraq in contravention of UN sanctions is the type that, if true, this administration takes very seriously.

Proliferation problems dealt with in a quieter way by the Clinton administration will be dealt with less patiently by the Bush people. The U.S. will be harsher with sanctions if China transfers missile technology to Pakistan. The U.S. will be expecting more from China for help on the Korean peninsula peace process. The U.S. will also be less tolerant of illegal technology transfers to China. In short, the geo-strategic thinkers in the Bush administration, now without a Russian "bad guy" in the world, will be quite demanding of China on cooperation on what the U.S. believes to be critical geo-strategic and security issues.

This, of course, can play positively if the Chinese leadership decides to cooperate more in the tense spots of the world, as they did during the Gulf War 10 years ago. But whether the Chinese behaviour on the world stage will be to the liking of the Bush administration will depend on how Beijing sees its own interests around the globe.

## TAIWAN

Although the Bush administration, as with many Americans, may sympathise with a democratic Taiwan, it will not consider Taiwan as an ideological issue, but as an issue which should be used as leverage in U.S.-China relations. In other words, any moves by the U.S. in favour of Taiwan will be considered in the context of U.S.-China relations. This is not to say that the U.S. will shy away from making decisions in favour of Taiwan for fear of offending China, but it does mean that Taiwan will be looked at strategically and as a chip in American dealings with China.



Of course, more right-wing elements of the Republican Party would like to favour Taiwan more purely on a pro-Taiwan, anti-China ideological basis, but the mainstream will take a more pragmatic and strategic view. China should not take that as a sign of U.S. weakness on Taiwan, but Taiwan should not take for granted Bush administration support for everything it wants either.

## NATIONAL MISSILE DEFENCE

This is probably the single most worrisome issue for this relationship. The defence establishment in the new Bush administration is firmly in favour of deploying this system. This deployment is strongly opposed by the Chinese leadership, who will react for certain with missile and nuclear developments that will introduce instability in the Asia-Pacific region and damage U.S.-China relations. It is very difficult politically for President Bush to now forego the development of NMD, and unless technical difficulties are insurmountable, or unless China and the U.S. somehow come up with a mutually acceptable compromise on NMD, this issue has serious consequences for long-term U.S.-China relational stability.

## JAPAN

The Bush administration has made it clear that its Asian strategy will be centred on Japan. This of course irks the Chinese,





# 布殊領導下的 中美關係

翁以登博士

## 雖

然中國對喬治布殊的父親非常熟識，並認為他對中美關係有正面的看法，但是老布殊的兒子上場成為新任美國總統，卻令中國感到幾分焦慮。這份焦慮不獨是因為在美國總統競選活動時，候選人因為發表親中言論必被競選對手猛烈抨擊而慣常採用較強硬的辭令而挑起，更是由於喬治布殊對某些政策取向的看法使然。

新總統上任已有兩個月，喬治布殊的對華政策又是如何？喬治布殊在競選時曾以「戰略對手」一詞來形容中美關係，這個新的表述也應是新政府對中國的看法；然而，難道這就此意味中美間存在不友善的關係？相信不是，不過，這也不表示中美關係將事事順景。那麼，在未來數年的中美關係會是怎樣的一個局面？

布殊新政府的中美關係將繫於六大事項：戰略支持、台灣、國家導彈防禦系統、日本、人權和貿易。

### 戰略支持

相對於前克林頓政府，新政府會更為關注中國在國際舞台上（尤其在聯合國內）如何支持美國。最近美國指控中國技術人員協助提升伊拉克的防空系統，違反聯合國的制裁決議，這類事件若然屬實，新政府必然嚴正處理。在武器擴散問題上，克林頓政府採取較靜態的處理手法，但布殊政府的耐性則會較少。若中國向巴基斯坦轉移導彈技術，美國將採取更嚴苛的制裁行動。至於在朝鮮半島的和平統一進程上，美國將期望中國給予更多協助。此

外，美國不會輕易容讓中國循非法途徑獲取技術轉移。簡而言之，國際舞台少了俄羅斯這個「配角」，布殊政府的外交戰略智囊在美國視為關鍵的外交戰略及安全事項上，將會頗為苛求中國的合作。

若中國領導層採取如十年前在波斯灣戰爭中的做法，決定在全球的要塞重地採取合作的態度，對中美關係必然有積極作用。但中國在國際舞台上的姿態能否符合布殊政府的意願，還須視乎中國如何看待本身在國際間的利益。

### 台灣

雖然布殊政府跟大多美國人一樣，對台灣實現民主化表示同情，但是，新政府不會從意識型態的角度考慮台灣問題，而會視之為平衡中美關係的手段。換言之，美國考慮對台灣作出任何支持舉動時，必以中美關係為考慮前提。這並不表示，美國為恐冒犯中國，會避免作出任何支持台灣的決定，但卻表明，台灣將會策略性地被美國視為處理中美關係的籌碼。

無疑，政府內有更多共和黨右翼份子，純以親台反中的思想立場支持台灣，不過，政府內的主流意見仍是以務實和策略性為主。中國不應視之為美台關係已轉弱的表徵，而台灣則不應認為布殊政府會在任何事情上都支持台灣。

### 國家導彈防禦系統

這個問題極可能是構成中美關係惡化的最大憂慮。布殊新政府國防部堅持贊成部署系統。如美國真的部署此系統，中國領

導層必然強烈反對，並以發展導彈和核武研發作反應行動，此舉將導致亞太地區局勢不穩、中美關係受損。布殊總統現時很難作出放棄發展國家導彈防禦系統這個政治決定，除非遇上難於解決的技術困難，或是中美雙方在國家導彈防禦系統問題上達致妥協，否則，這個問題將對中美關係長遠的穩定性產生嚴重而深遠的影響。

### 日本

布殊政府清楚表明，美國將以日本作為亞洲策略重點。這固然令中國不滿，正如日本亦厭惡克林頓在任期間，美國偏重中美關係。作為美國的盟友，日本對中國的態度，尤其是日本的對台政策，將影響中國對美日同盟的看法。若中國對美日關係嚴加戒備，她將與俄羅斯靠攏，並減少協助解決朝鮮半島問題。若日、美、中的關係能達致平衡，這三國必能在亞洲區內組成無堅不摧的鐵三角。

然而，新政府上場後在改善與日本的關係上出師不利，尤其是美國格林維爾號核潛艇撞沉一艘日本漁船事件後，因此，日本也許在即時不會是影響中美關係的因素，但是，日後，日本因素將會是中國關注的策略重點。

### 人權

中國的人權問題仍然是美國內政首要針對的事項。美國一些關注人權的組織不會讓事件平息，他們將繼續迫使美國政府就此事對中國施加壓力。然而，一如台灣問題，處理中國人權事務的重點不是從意識

just as the Japanese were irked that Bill Clinton seemed to have placed more emphasis on U.S.-China relations. How Japan behaves towards China in its alliance with the U.S., especially in Japan's dealings with Taiwan, will affect how China views U.S.-Japan alliance. If it looks at this with increasing alarm, then China will likely react by being cosier with Russia and being less helpful with resolving any Korean peninsula problems. If a balance can be sought with the three players, Japan, U.S., and China, then they could actually form a formidable stable triangle for Asia.

Given the poor start the new administration has had with improving relations with Japan, especially after the sinking of the Japanese fishing vessel by the submarine USS Greeneville, Japan perhaps is not an immediate factor in U.S.-China relations. But in time, this will be a strategic issue that will concern China.

## HUMAN RIGHTS

Human rights in China will continue to be a top priority domestic issue for the U.S. The special interest groups in the U.S. will not let this issue rest, and there will be constant pressure on the administration to deal with China forcefully on this issue. However, just as with the Taiwan issue, this dealing will not be from an ideological basis but from the basis of how to do it in the context of the overall relationship with China. The domestic political pressure in the U.S. will never allow the administration not to address this issue, but how and when to do it will be more flexibly handled. Unfortunately for the new administration, how to address the Chinese leadership – always very sensitive on human rights criticism – on the thorny Falun Gong issue will be the toughest problem the new administration will face on human rights, and it has to do so immediately.

## TRADE

Trade should be the issue that binds the two countries together. But this is now hampered by a lack of mid-level U.S. negotiators in place, by the inexperienced U.S. trade leadership for the moment, and by the current difficulties in Geneva over China's WTO accession. Differences of opinion on agricultural subsidies and on the speed of service sector opening are stalling the negotiations in

Geneva without the U.S. taking the lead by giving them a push. Unfortunately, there is little time left for China to get into the WTO before the Permanent Normal Trade Relations vote comes up once again in June in Congress. The reason that it comes up again is because PNTR for China was passed last June contingent on China getting into the WTO. Since it may very well not be in the WTO by June, an annual review is necessary once again, and PNTR would have to be passed once again. And no one wants that to happen in an administration facing a split Senate and having no firm China or trade policy in place.

We can only hope that the problems in Geneva can be resolved quickly with compromises by all sides and that China will get into the WTO soon. If that happens, trade will start playing a positive role in U.S.-China relations. We should not be so sanguine that trade will not cause any problems, but having more U.S. businesses wanting to take advantage of the China market and having disputes pushed to the multilateral arena of Geneva are good for the bilateral relationship between China and the U.S.

## CONCLUSION

Four of the six possible bilateral problems between China and the United States can be categorised in the foreign policy/geo-strategic realm. The fifth is driven a great deal by domestic politics in the U.S. Only the final issue has a better than even chance that it will be a positive factor – although that will be fraught with problems too. Hence U.S.-China relations will not be smooth. Much will depend on Chinese domestic politics, on how China views U.S., and on China's own view of its place in the world.

The Bush administration foreign policy senior ranks are filled with strategic thinkers, and some may border on being strongly suspicious of China, but the ideologues are not in control of U.S.-China relations. The latter can also be said of U.S. Congress, who will play politics with China, but not in an ideological way. Cultivating good relations with China will be an ultimate goal of the Bush administration, but it will do so in a firmer, more consistent, and more realistic way. **B**

*Dr Eden Woon is Director of the HKGCC. He served as China policy adviser to then U.S. Defence Secretary Dick Cheney, during the Bush senior administration.*

層面出發，而要就中美整體關係作出相應的處理手法。美國受到國內的政治壓力，將不能在這個問題上輕易放手，但處理的手法和時間則可更靈活。中國領導人對人權評論一向十分敏感，美國新政府應如何向中國政府提出棘手的法輪功問題將會是他們在人權事項上面對的最困難，而且須立刻處理的問題。

## 貿易

貿易本可令兩國結合，但現時的中美貿易發展卻受到連番波折，包括美國缺乏中級談判代表；美國新任的貿易領導層尚欠經驗；以及現時在日內瓦有關中國加入世貿的難題；而且，在沒有美國主動的催促下，農業補貼和服務業開放速度這兩個議題仍存在分歧，拖慢在日內瓦的談判進展。美國國會將於六月再次為給予中國「永久正常貿易關係」進行投票，故中國要趕在六月前加入世貿，尚餘時間實在很少。再次投票是由於去年六月是在中國可能加入世貿的情況通過給予中國的永久正常貿易關係。現時看來，中國很大機會未能於六月前入世，所以國會須再次進行每年一度的投票，而永久正常貿易關係法案亦需再次被通過。沒有人想看到一個要面對兩黨均勢的參議院以及沒有堅定對華政策或貿易政策的美國政府處理這問題。

我們只希望在日內瓦的問題能在多方作出妥協的情況下快速解決，中國亦能儘快加入世貿。若然如是，貿易對中美關係將發揮良好的作用。我們不應一派樂觀，認為貿易不會帶來任何問題，然而，從另一角度看，愈來愈糾紛推至在日內瓦的多邊層面處理，均有助中美的雙邊關係。

## 總結

六項將發生的中美雙邊問題中，首四項可歸入外交政策／全球戰略範疇。第五項則與美國內政關係密切，最末一項雖亦有問題要面對，但很大機會會是一項利好因素。由此看來，美中關係不會十分順暢。很大程度上要取決於中國的內政、中國對美態度，以及中國在全球上的自我定位。

布殊政府的外交政策高層人員很注重戰略思想，當中有些對中國猜疑甚深，但那些以意識形態中心的觀念主義者並不主理對華政策。在美國國會亦是，國會與中國玩的是政治把戲而不是思想把戲。與中國建立良好關係將是布殊政府的最終目標，但其所用的手段將會更強硬、更一致、更務實。 **B**

翁以登博士為香港總商會總裁，在老布殊當政期內，任當時美國國防部長切尼的中國政策顧問。



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# Outsource your IT projects to Mainland professionals

*Chamber helping companies meet IT needs through agreement with Mainland firm*

**H**ong Kong General Chamber of Commerce has teamed up with China International Intellectech Corporation (CIIC) to launch an offshore IT sourcing initiative for members.

Under the terms of the Memorandum of Understanding signed in October 2000, the Chamber and CIIC will find third-party solutions to make whatever IT related project members wish to implement in their business a reality. Projects could range from setting up a Website, to writing a software program for their business to designing a new operating system for a company's specific needs.

"Under this project we will introduce IT personnel from China to develop software, IT projects or even e-commerce strategies for Hong Kong businesses," Eva Chow, chief of the Chamber's International Business Division, said.

According Ms Chow, HKGCC decided to launch the service after a recent survey of Chamber members found that 90 per cent of companies polled said they have vacancies for IT personnel, while 25 per cent of companies said they could not find IT and e-business people to fulfil their needs.

"Around 40 per cent of all the companies we spoke to said that they outsourced Internet and related technology projects. Interestingly, 60 per cent of respondents said, because of the lack of qualified IT personnel in Hong Kong, they were interested in outsourcing to Mainland Chinese firms. This is also cost effective," she said.

Members interested in utilising this service can visit the Chamber's Web site ([www.chamber.org.hk](http://www.chamber.org.hk)), or contact Mabel Yao at 2823 1232 for more information.



Chamber Director Dr Eden Woon (left), and CIIC Chairman and President Weili Chen sign the IT sourcing MOU late last year.  
總商會總裁翁以登博士(左)與中國國際技術智力合作公司董事長兼總經理陳偉力，於去年底簽訂資訊科技服務合作意向書。

## 國內資訊科技專業服務

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**總**

商會夥拍中國國際技術智力合作公司(中智)，利用內地資訊科技人力資源的優勢，為會員推出資訊科技諮詢及技術支援服務。

雙方於2000年10月簽訂合作意向書，聯手開發超卓的資訊科技方案，有效協助本會會員全面應用資訊科技。服務範圍包括製作網站、編寫程式及設計新的作業系統，切合企業的特殊需求。

總商會國際商務部主管周紫樺說：「在此計劃下，我們將引入國內的資訊科技人才，為香港商界開發軟件、資訊科技項目，以至電子商貿策略。」

周紫樺稱，根據總商會近期一項調查結果顯示，九成受訪會員表示正招攬資訊科技人員，另有四分之一受訪會員表示未能找到合適的資訊科技及電子商務人才。

周氏說：「四成受訪會員表示曾把互聯網和科技相關計劃外判，而更有趣的是，六成受訪會員有鑑於本港缺乏合資格的資訊科技人才，表示有興趣借助國內企業協助資訊科技服務，而這也有助本港企業有效降低成本。」

會員如有興趣使用這項服務，請瀏覽本會網頁 ([www.chamber.org.hk](http://www.chamber.org.hk)) 或致電 2823 1232，與姚暉聯絡。



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## Intensifying competition in the Chinese-language domain name registration market leaves businesses increasingly confused and frustrated

By Angus Forsyth & Yvonne Chia

At least three established principal registrars are currently competing head-to-head to set up and administer a stand-alone Chinese domain name registration regime and structure. Operating in “law of the jungle” circumstances, none of these domain name registrars – Network Solutions Inc (NSI); China Internet Network Information Centre (CNNIC); i-DNS.net International (i-DNS) – can guarantee globally exclusive registered ownership of a Chinese domain name.

It is interesting to note that Internet Corporation for Assigned Names and Numbers (ICANN), the U.S. based and internationally recognised Internet governing body over English domain names, has, to date, no consolidated policy towards Chinese domain names, let alone issued any licence or registration rights in this regard.

NSI was the international registrar of over 19 million domain names and had monopolised the domain name registration market for years. Ever since it handed over the operational rights of the international top level domain server to ICANN, NSI has decided to branch out to Chinese domain name registration and has since become a major competitor. NSI started to provide certain Asian domain names registration services in November 2000, basically translating Chinese characters into “.com” Internet address, similar to the way in which English domain names are dealt with.

CNNIC came into the picture after becoming alarmed by the potential problems over offshore tinkering with the Chinese writ-

ten language, which it regards as a sort of precious national resource with exclusive legitimacy of Mainland claims of control. It was also concerned about the potential loss of control of national security intervention, foreign cyber-squatting and – and perhaps most importantly – saw Chinese language domain

name registration as a way to dominate a permanent future store of profitability. It launched its own registration on an experimental basis on January 18, 2000 and, according to CNNIC, on an “advanced” level on November 7, 2000 to compete for a share of the Chinese domain name market. CNNIC’s market edge lies in its MII’s support.

MII’s desire to safeguard CNNIC’s monopoly of its Chinese character domain name registration activities in the PRC is clearly manifested in the issue by the MII of the Circular Concerning

Internet Chinese Domain Name (Circular) in early November 2000. Under the Circular, anyone who engages in Chinese character domain name registration activities in the PRC must obtain approval from the MII. Although the circular sets out certain application criteria for registration service organization and registration agent, such approval is at the sole discretion of the MII. One wonders if it is realistic to expect the MII to approve NSI or i-DNS as a state authorized registration service organization or registration agent.

The February 16, 2001 edition of the “China Daily” ran a press release issued by the China State Bureau of Quality and Technical Supervision, the paper reported that the bu-



Angus Forsyth: “If more registrars emerge out of the woodwork businesses may have no option but to register with them too.”

霍靈律師說：「若有更多新的中文域名註冊商加入競爭，企業便迫不得已要跟所有中文域名註冊商登記。」

# A new

### THE THREE COMPETING DOMAIN NAME REGISTRARS ARE:

- Network Solutions Inc. (NSI) of USA, a subsidiary of the famous U.S. company, VeriSign Inc. (VeriSign);
- China Internet Network Information Centre (CNNIC), – the body responsible for domain name registration in the PRC. It is a non-profit “administration and service organisation” under the leadership of the Ministry of the Information Industry (MII) with regard to its services and administratively under the leadership of the Chinese Academy of Sciences; and
- Singapore-based i-DNS.net International (i-DNS) which provides multilingual Asian domain name solutions and services.



# 中文域名註冊的混亂

中文域名註冊市場的競爭愈趨白熱化，令企業無所適從

霍璽律師、謝天懿律師

## Chinese puzzle

### 三間互相競逐的中文域名註冊商：

- (一) Network Solutions Inc. (NSI) — 美國公司，為享負盛名的美國公司 VeriSign Inc. 的附屬機構。
- (二) 中國互聯網絡信息中心 (CNNIC) — 負責中國的中文域名註冊，為非牟利管理及服務機構；服務方面，隸屬中國信息產業部；行政上則由中國科學院統領。
- (三) 國際化域名系統 (i-DNS) — 設於新加坡，在亞洲區內提供多語文的域名解決方案和服務。

在現今的中文域名註冊市場上，最少有三間主要中文域名註冊商，為制定和管理獨家的中文域名註冊機制和架構，展開正面交鋒。在這個弱肉強食的現實環境中，Network Solutions Inc (NSI)、中國互聯網絡信息中心 (CNNIC) 及國際化域名系統 (i-DNS) 這三間中文域名註冊商到目前為止均未能保證，持有經其註冊的中文域名的客戶可享有該域名的全球獨家擁有權。

有趣的是，設於美國的國際認可互聯網英文域名監管機構—互聯網域名及編號指配組織 (ICANN) 至今尚未有監管中文域名的統一政策，更遑論發牌或批出任何註冊權。

NSI 為國際域名註冊商，曾登記超過 1,900 萬個域名，過去多年壟斷域名註冊市場。隨後，NSI 把全球頂級域名伺服器的經營權移交 ICANN，並決定進軍中文域名註冊業務，現已成為其中的主要競爭機構。NSI 於 2000 年 11 月開始提供亞洲語文的域名註冊服務，處理手法基本上與英文域名類同，只是在英文域名的中文譯名上加「.com」作為網址。

中國互聯網絡信息中心 (CNNIC) 與中文域名拉上關係，是由於中心留意到外國在修正中文方面的潛在問題。該中心認為，中文是國家的寶貴資源，在內地享有獨特的認受性。此外，CNNIC 亦關注到，國家安全保護潛在失控的危機，以及國外的擅佔域名問題；而更重要的是，CNNIC 看準中文域名註冊，是穩握未來豐厚利潤的竅訣。CNNIC 於 2000 年 1 月 18 日以中文域名試驗系統推出中文域名註冊服務，更於 11 月 7 日銳意憑「高」水平的服務，在中文域名市場爭一席位，而 CNNIC 能在市場上有此優勢，全憑中國信息產業部 (MIIT) 的支持。

中國信息產業部於 2000 年 11 月初發出《關於互聯網中文域名管理的通告》(通告)，顯明信息產業部力圖捍衛中國互聯網絡信息中心在中國專營中文域名註冊業務的決心。通告規定，在中國境內從事任何中文域名註冊活動，應獲得信息產業部批准。雖然通告列明註冊服務機構 (registration service organisation) 和註冊代理機構 (registration agent) 的申請條件，但是否獲批全由信息產業部酌情決定。故此，寄望信息產業部會批准 NSI 或 i-DNS 為國家授



reau would implement a national standard for Chinese domain name registration on a trial basis which pursues the CNNIC system. The intention is to issue a series of regulations whereby enterprises, individuals and government departments as the domain name applicants will be registered in line with the relevant patent, copyright and trade mark laws. According to the Bureau, the competition of i-DNS and NSI "has led to chaos" in the development of Chinese domain names on the Mainland and has "put domestic enterprises at a loss as to which system to choose." There is a further pledge to recommend this national standard structure to the International Standardisation Organisation to make it the world norm for Chinese domain names.

i-DNS emerged as a Chinese domain name competitor because of its core domain name technology which allows applicants to use the language of their choice for their Internet domain name. i-DNS seeks to bridge the multinational/multilingual gap that has hindered Internet access for non-native English language users.

The present system, or lack of one, allows the same Chinese domain name to be registered with different registrars by different entities, because the different registrars – being effectively commercially hostile competitors – simply offer domain names on a first-come, first-served basis, without prior consul-



Yvonne Chia: "It may be particularly important to register with CNNIC if you intend to do or are doing business in the PRC especially given the MI's November 2000 issue of the circular."

謝天懿律師說：「若您計劃或正於內地營商，特別在中國信息產業部(MII)於2000年11月頒佈《關於互聯網中文域名管理的通告》後，跟中國互聯網信息中心(CNNIC)註冊您的中文域名更顯得尤其重要。」

tation with one another. For example, the fact that A has registered 史蒂文生黃.公司 with i-DNS only does not necessarily inhibit B, who may be a competitor or a cyber-squatter, from doing so with CNNIC.

The backend technology employed by NSI is actually supplied by i-DNS. In fact, i-DNS and VeriSign announced an alliance in January 2001 focused on extended use by VeriSign of i-DNS's multilingual enabling technology in its Multi-

lingual Domain Names Testbed, thus allowing users to surf the Internet using Chinese domain names without installing any plug-ins or obtaining help from their ISPs.

However, the registration systems of i-DNS and NSI operate on parallel, but distinctly separated, lines; thus, the same Chinese second level domain name with the equivalent Chinese and English top level domain names (e.g. 史蒂文生黃.com and 史蒂文生黃.公司) can be registered with both registrars. This results – and is likely to continue to result – in further and enduring confusion.

Whilst the American NSI and Singapore-

權的域名註冊服務機構或代理機構，是否實際之期望，尚成疑問。

從中國政府於2001年2月16日《中國日報》發佈的國家質量技術監督局(監督局)新聞稿，可見其壟斷中文域名註冊市場的決心。該文章報導監督局繼設立中國互聯網絡信息中心(CNNIC)現行的中文域名註冊系統後，將以試驗性質推行一套劃一的全國性中文域名註冊標準，並計劃頒佈一系列法規，作為企業、個人及政府部門按照有關的專利、版權和商標法註冊其中文域名時的依據。監督局指出，i-DNS和NSI的競爭已導致內地的中文域名市場「陷入混亂」，令「內地企業無所適從」。監督局更承諾將向國際標準化組織推薦該全國性中文域名註冊標準，以使其成為註冊中文域名的國際標準。

i-DNS自崛起後便成為中文域名戰場上具競爭力的對手，是因為i-DNS的主要域名技術可讓申請者自選語言作為互聯網域名。i-DNS致力彌合跨國/多語言存在的差距，協助非英語系用者克服連接互聯網時所遇到的阻礙。

根據現行系統，或可說是未有系統之此際，同一中文域名可透過不同的註冊商註冊，因這些在業務上惡意競爭的註冊商，根本上均是以先到先得的方式提供域名註冊服務，它們之間並無預先磋商。舉例，即使A以「史蒂文生黃.公司」這一域名在i-DNS註冊，都不一定能阻止競爭對手或擅佔域名的機構B以同一域名在CNNIC註冊。

NSI應用的後端科技其實由i-DNS提供。事實上，自i-DNS與VeriSign Inc.於2001年1月宣佈組成策略聯盟後，VeriSign Inc.使擴充使用i-DNS多語文域名試床中的多語文應用技術，讓用者可用中文域名於網際漫遊，而毋須再安裝插件或向互聯網服務供應商尋求援助。

然而，由於i-DNS和NSI的註冊系統兩相並行不悖，且又各自獨立，所以相同的中文次級域名和相同的中英文頂級域名(如「史蒂文生黃.com」與「史蒂文生黃.公司」)可同時透過兩家註冊商註冊。結果(或可能繼續導致的結果)是加深和持續混亂的情況。

正當美國NSI和新加坡i-DNS兩間註冊商組成聯盟之際，中國的中文域名領域亦另闢蹊徑，集結勢力。2000年5月，中國互聯網絡信息中心(CNNIC)夥同台灣網資中心(TWNIC)、香港網資中心(HKNIC)，以及澳門網資中心(MONIC)(即兩岸四地)組成中文域名協調聯合會(Chinese Domain Names Consortium)。目的是統籌大中華地區的中文域名管理和技術發展。儘管如此，

The following summarises the three types of Chinese domain name systems currently offered by these three registrars.  
三間中文域名註冊商現時提供的中文域名註冊系統撮述如下：

<p>(1) NSI:</p> <ul style="list-style-type: none"> <li>• 中文域名.com;</li> <li>• 中文域名.net; 及</li> <li>• 中文域名.org;</li> </ul>	<p>(2) i-DNS (國際化域名系統):</p> <ul style="list-style-type: none"> <li>• 中文域名.公司;</li> <li>• 中文域名.網路; 及</li> <li>• 中文域名.組織;</li> </ul>
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(3) CNNIC (中國互聯網絡信息中心):

- 中文域名.中國。It should be noted that both i-DNS and CNNIC support registrations for the format 中文域名.公司 but the systems are not compatible with each other; i-DNS和CNNIC同樣可以「中文域名.公司」的格式註冊，惟兩者的系統並不兼容；
- 中文域名.公司;
- 中文域名.網路; 及
- 中文域名.cn。



an i-DNS registrars are allying, the PRC side of the domain name equation has also been gathering composite force in a completely separate way. In May 2000, a Chinese Domain Names Consortium was formed by CNNIC together with TWNIC, HKNIC and MONIC – respectively of the PRC, Taiwan, Hong Kong and Macau – to coordinate the administration and technical development of Chinese domain names in the Greater China Region.

Having said that, TWNIC, the Taiwan counterpart of CNNIC, provides Chinese domain name registration services for:

- 中文域名.商業.台灣;
- 中文域名.網路.台灣; and
- 中文域名.組織.台灣.

## WITH WHOM SHOULD BUSINESSES REGISTER?

As long as the confusing situation remains unresolved, clearly the safest route is

pected to clear up all confusion in the near future.

## CONCLUSION

If you are using or planning to use a Chinese domain name, the clearly best advised current position is to register with all the registrars, particularly with CNNIC if you are doing business in the PRC, and do so as fast as possible because cyber-squatting in the Chinese domain name market is increasingly fierce.

Although the courts in numerous jurisdictions – and also in the PRC – have certain powers under both common law and statute to order for a domain name to be transferred if it was registered in bad faith, one can only marvel at the manifest unreasonableness of the Pfizer Corporation December 2000 experience in the PRC where it lost its “Viagra” domain name case against a Chinese company because the No. 2 Beijing Intermediate People’s Court decided that “Viagra” is not

CNNIC的台灣夥伴 – TWNIC提供的中文域名註冊服務如下：

- 中文域名.商業.台灣；
- 中文域名.網路.台灣；及
- 中文域名.組織.台灣。

## 企業應在哪間機構註冊？

若目前的混亂情況持續未獲解決，明顯最安全的做法是跟所有中文域名註冊商進行中文域名註冊。目前，中國互聯網絡信息中心是唯一獲中國信息產業部批准經營中文域名註冊的機構。有見及此，若您計劃於或正於內地營商，特別是在通告被頒佈之後，與中國互聯網絡信息中心註冊中文域名更是尤其重要。

## 最新發展

有傳媒報導，在劇烈的中文域名競爭局勢中一直保持沉默的ICANN，近來有意計劃派遣專員到中國，以助進行有關中文域名註冊系統標準化的磋商。目前中文域名註冊市場的吸引力正不斷提升，前途無限，故所有中文域名註冊商也不願為現存和潛在利益而作出讓步，這也表示，官員訪問亦未必可在短期內理清一切混亂。

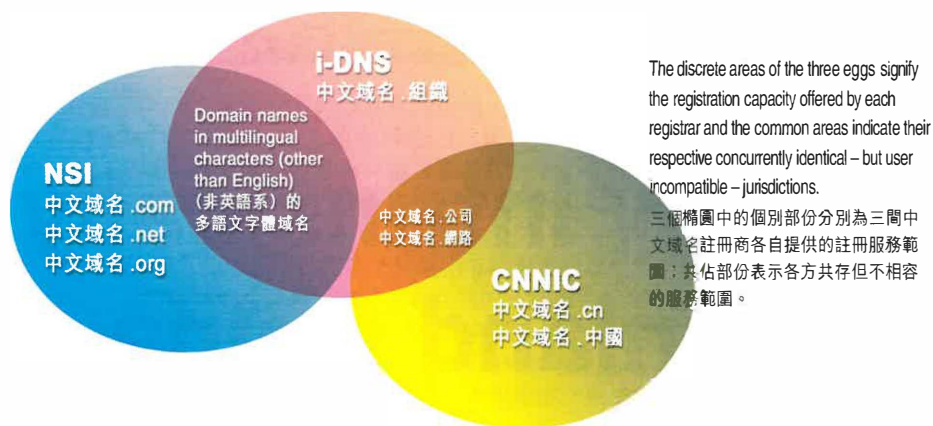
## 結語

若您現時或計劃將來採用中文域名，現行最佳的做法顯然是與所有中文域名註冊商註冊。若您在內地營商，與中國互聯網絡信息中心註冊更是尤其重要；由於中文域名市場的擅佔域名情況日漸猖獗，更應馬上行動。

雖然普通法和有關法規已賦予多個司法管轄區（包括中國）的法庭特定權力，一經裁定註冊域名屬不懷好意（bad faith），便可發出域名轉讓的命令，可是只要您聞悉輝瑞大藥廠（Pfizer Corporation）於2000年12月在內地註冊域名的不合理裁決，仍必會大為驚訝。在這宗輝瑞大藥廠和一間內地公司的仲裁個案中，輝瑞大藥廠被撤銷「偉哥」（“Viagra”）的域名註冊。原因是北京市第二中級人民法院裁定，「偉哥」雖在100多個國家，包括中國註冊，但產品的商標並不馳名。由此看來，司法上不可預測的變數再加上與日俱增的「擅佔域名」威脅，仍令現況陷入嚴峻的境地。

在目前現況下，企業應緊貼最新的中文域名的消息。若有更多新的中文域名註冊商加入競爭，企業便迫不得已要跟所有中文域名註冊商進行登記，嘗試保留一切選擇及權利。這個做法，相信要待撥雲見日，並有一間中文域名註冊商能一枝獨秀領導市場後，才能休止。

史蒂文生黃律師事務所（[www.sw-hk.com](http://www.sw-hk.com)）  
IT Practice Group 霍靈律師、謝天懿律師



to register your Chinese domain name with all the registrars. At present, CNNIC is the only MII approved Registration Administrator and therefore it is important to register with CNNIC if you intend to do or are doing business in the PRC.

## RECENT DEVELOPMENT

Media sources have revealed that ICANN, which has remained reticent on the fierce Chinese domain names competition so far, has scheduled to send officials over to the PRC to facilitate talks for the standardisation of the Chinese domain name system. Since it is unlikely that any of the registrars is willing to compromise its existing and potential interest in the increasingly attractive and almost limitless online Chinese domain name market, the official visit may not be ex-

a famous trademark even though it has been registered in more than 100 countries including the PRC. Judicial unpredictability and the increasing threat of cyber-squatting are thus also a factor in the sometimes bleak scene of duly entitled protection in use.

Moreover, businesses should keep themselves up to date as to the latest Chinese domain name news because – if more registrars emerge out of the woodwork – businesses may have no option but to register with them too – at least to preserve all options until the time when all the clouds have blown away and a single registration entity steps competently up to the golden throne sometime in the years to come.

Angus Forsyth & Yvonne Chia are with the IT Practice Group of Stevenson, Wong & Co ([www.sw-hk.com](http://www.sw-hk.com)).

### *Chief Executive says local economy would benefit from further integration with Pearl River Delta*

**H**ong Kong and Mainland China's economies should see further integration after China's accedes to the WTO, HKSAR Chief Executive Tung Chee-hwa told business leaders at the HKGCC's inaugural "Distinguished Speakers' Series" luncheon on Feb 22.

But he dismissed fears that closer integration with the Pearl River Delta would have a negative impact on Hong Kong.

"This worry is understandable and may be true in the short term. But, in my view, the integration with the Pearl River Delta is a natural process that we should not resist, but rather we should embrace," Mr Tung said.

Rapid growth of cities and townships in the Pearl River Delta coupled with greater consumer spending power of its citizens will drive trade through Hong Kong and demand for consumer goods and services, he said.

To illustrate his point, Mr Tung said about 40 per cent of Hong Kong's trade originates from the Mainland, and about three-quarters of the containers that pass through the SAR's port originating in the Mainland, especially the Pearl River Delta. Mainland companies account for some 30 per cent of the Hong Kong Stock Market



Mr Tung: "All this shows that our economy is intrinsically linked with the Mainland," he said. "It has always been a 'win-win' situation and will continue to be so."

董建華說：「這些都顯示香港經濟與內地之間的固有聯繫極為緊密。香港和內地的關係素來是互惠互利的，日後也如是。」

# HKSAR economy intrinsically linked with Mainland China

capitalisation. And an average of 270,000 people travel between the boundary every day.

"All this shows that our economy is intrinsically linked with the Mainland," he said. "It has always been a 'win-win' situation and will continue to be so."

Mr Tung revealed that a common vision of a Pearl River Delta regional economy is shared by leaders in Guangzhou, Shenzhen and Dongguan and the Macao Special Administrative Region.

"In the months ahead, we will study and hope to identify some measures to promote co-operation in these areas," he said.

Among the opportunities that offer the greatest potential are those in information technology development, financial services, retail and distribution, import and export, professional services such as legal services, construction and project management, and transport and logistic services, he added.

But the Chief Executive stressed that the initiative must come from the private sector, with the SAR Government acting as a facilitator.

He also said that the SAR Government was striving to provide a

conducive environment for attracting investment and promoting the free flow of people, talents, and goods and services.

Among the issues being tackled are the boundary congestion problem, and improving the air and water quality as well as the general environment.

Mr Tung said his discussions with the Mainland provincial and municipal leaders and the Chief Executive of Macau SAR on these issues have been encouraging.

When asked by a member of the audience about rumors that the Guangdong Provincial Government has already agreed to direct access and free travel for Hong Kong Permanent Identity Card holders to the province, Mr Tung said it would be wrong for him to comment on rumours.

"But I will say because of the existence of 'one country, two systems' and the importance of maintaining 'one country, two systems,' we have to give a great deal of careful thought to any of this process of moving forward. But at the end of the day, the more liberal, the easier it is for people to travel across the boundary, the better it would be. I am quite sure of that," he said.



# 香港經濟與內地唇齒相依

特首認為香港與珠江三角洲進一步融合，將有利香港

香

港特區行政長官董建華於2月22日出席本會「一百四十周年特邀貴賓演說」開幕午餐會。他向與會商界領袖表示，隨中國加入世貿，香港和中國內地經濟將進一步融合。

他認為，香港與珠江三角洲進一步融合，不會對香港帶來負面的影響。

董建華表示：「人們的憂慮是可以理解的，短期來說，也許有負面的影響。但我認為，香港與珠江三角洲的融合是自然而然的發展趨勢，我們應欣然接受，不應抗拒。」

他稱，珠江三角洲一帶市鎮的迅速發展，加上當地居民的消費力提升，將促進透過香港進行的貿易發展，而對香港所提供消費品和服務的需求亦愈趨殷切。

董建華闡述，香港40%的貿易源自內地。香港港口處理的標準貨櫃中，大約有四分之三來自內地，尤其是珠江三角洲。內地公司的投資約佔香港股票市場資本總額30%，每日穿梭中港兩地的人數平均達27萬。

「這些都顯示香港經濟與內地之間的固有聯繫極為緊密。」他又說：「香港和內地的關係素來是互惠互利的，日後也如是。」

董建華表示，廣州、深圳、廣東各省市領導人和澳門特別行政區行政長官均對珠江三角洲區的經濟前景有相同的看法。

他說：「未來數月，我們會進行研究，希望定出一些措施，推動在這些範疇上的合作。」

他補充，多個範疇存在著龐大的發展潛力，如資訊科技發展、金融服務、零售和分銷行業、進出口貿易、專業服務，特別是法律服務、建築和工程管理，以及運輸和物流服務。

但董建華強調，工商界必須採取主動，特區政府會從旁協助。

他亦說，香港特區政府會致力提供有利的環境，藉此吸引投資，鼓勵人們往來，推動人才交流，促進貨物和服務互通。

其中要做的工作是，解決邊界交通擠塞的問題，以及改善空氣、水的質素和我們共享的自然環境。



董建華形容，與內地各省市領導人和澳門特區行政長官會晤，一同商討這些事項，令人鼓舞。

與會者問及，有謠傳指廣東省已同意接受持香港永久居民身份證人士直接自由出入境，董建華表示不宜就此謠傳作出評論。

「但我認為，按現存的『一國兩制』和維持『一國兩制』的重要性，我們應對任何推動這項制度的措施，作出審慎的考慮。但我可肯定一點，過境更自由和更容易，對市民更為有利。」

## 《經濟學人》的預測

與會者問及董建華對《經濟學人》信息部(Economist Intelligence Unit)最新公佈的預測報告中，將香港現時至2005年的營商環境，由原本的第三位調低至第十二位，有何看法，董建華提出反駁。

他指出，跨國公司在港設立總公司的數目增加20%；美國在本港的組合投資達53億美元；外國在港直接投資達230億美元，加上最近標準普爾對香港的評級由A調升至AA，香港經濟指標全然向好。

董建華說：「這些數字本身已經說明了事實。」

董建華笑指雜誌報導的準確性值得商榷，並引Fortune雜誌為例加以說明。該雜誌在1997年香港回歸前，以「香港已死」為題作封面故事，但其後對香港的意見卻又來個一百八十度的轉變。

他續稱：「兩年前，該雜誌另刊登一篇讚揚香港的文章。評論時好時壞，所以我的工作便是要證實他們是錯的。」

董建華致辭全文可於本會網址 [www.chamber.org.hk](http://www.chamber.org.hk) 收聽。

## EIU FORECAST

Mr Tung rebuffed the recent report by the Economist Intelligence Unit (EIU) which forecasts the SAR's ranking as an international business centre will fall from 3rd to 12th place between now and 2005, in response to a question from the audience.

With the number of multinationals headquartered here increasing by over 20 per cent, a US net portfolio investment in Hong Kong of US\$5.3 billion, US\$23 billion of foreign direct investment, and the recent Standard & Poor upgrading from A to AA, Hong Kong's economic indicators are all flashing green.

"I would think that these numbers speak for themselves," he said.

Mr Tung also scoffed at the accuracy of magazine reports, citing the antipodal swings in their views as illustrated by Fortune magazine's cover story, 'The Death of Hong Kong,' which it published prior to the 1997 handover.

"About two years ago they came out with another article singing praises about Hong Kong. So there you are, they make these assessments and my job is to prove them wrong all the time," he said.

You can listen to the full speech of Mr Tung's presentation on the Chamber's Web site, [www.chamber.org.hk](http://www.chamber.org.hk)

The government has a leading role to play in promoting and encouraging businesses to adopt e-commerce in Hong Kong, Director of Information Technology Services Lau Kam-hung said at the Chamber's Feb. 16 seminar entitled, "Fresh Impetus of e-Commerce," cosponsored by the Information Technology Services Department.

"... Adoption of e-commerce by the business sector [will] help Hong Kong retain its competitive edge and drive its overall economic expansion," he said during morning session on "Government Policy on e-Commerce."

According to the Economist Intelligence Unit in London, Hong Kong ranks ninth globally and second in Asia for its readiness for the adoption of e-commerce.

Telecommunication links play a key role in Hong Kong's e-commerce strategy, and has the advantage of having one of the best telecommunications infrastructures in the world.

According to Mr Lau, over the next few years, about HK\$13 billion is expected to be invested in Hong Kong's telecommunications infrastructure.

Another important ingredient in the e-commerce equation is that a clear legal framework be in place to provide a secure environment for e-commerce in Hong Kong, which the territory already has with was Electronic Transactions Ordinance enacted in January 2000.

Mr Lau said the setting up of a public certification authority through the Hongkong Post in January 2000, is also an important element in boosting businesses' confidence in doing e-commerce, as was the Electronic Service Delivery (ESD) Scheme which was formally launched on January 19, 2001.

The information infrastructure developed for the ESD is also going to be available for use by the private sector for the conduct of e-commerce, Mr Lau revealed.

To bring order to the Chinese language online, the government has established a common Chinese language interface by adopting the international ISO 10646 standard for electronic communication and data exchange of Chinese among government, businesses and individuals, he added.



Mr Lau revealed that the information infrastructure developed for the ESD will also be made available to the private sector to conduct e-commerce.

劉錦洪表示，為發展公共服務電子化計劃而建立的資訊基礎設施，將供私營機構用以進行電子商貿。

# Government has key role to play in adoption of e-commerce in Hong Kong

## 資

訊科技署與總商會於2月16日合辦「電子商貿新里程」研討會，資訊科技署署長劉錦洪在會上致辭時表示，特區政府一直積極推廣電子商貿在香港的應用和發展。

劉錦洪出席於上午舉行的「電子商貿 — 政府政策」討論環節時說：「... 商界應用電子商貿，能協助香港保持競爭優勢和推動整體經濟發展。」

根據倫敦的 Economist Intelligence Unit 排名，香港在電子商貿方面的準備情況位列全球第九，在亞洲則高踞第二位。

電訊網絡是支援電子商貿的一項基本元素，而今日香港已擁有世界一流的電訊基礎設施。

劉錦洪表示，預計在未來數年內，香港將有約130億港元投資於建立和發展電訊基礎設施方面。

除了優良的電訊基礎設施外，特區政府透過在2000年1月制定的《電子交易條例》，提供清晰的法律架構，使電子商貿可以在穩妥可靠的環境中進行。

特區政府另一項加強公眾對進行電子商貿信心的措施，是透過香港郵政在同年一月成立公共核證機關，並於2000年1月19日正式推出「公共服務電子化計劃」。

劉氏稱，為發展「公共服務電子化計劃」而建立的資訊基礎設施，將會供私營機構用以進行電子商貿。

他補充，由於中文是香港大部分市民的母語，特區政府亦透過採用 ISO 10646 國際編碼標準制定一套共通的中文界面，使政府、商界及個別市民之間，可以利用中文進行電子通訊和數據交換。

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# e-Learning – Enhancing English skills

## HKGCC to launch online training programme

Both the SAR Government and the business community are aware of the importance of good business English, as reflected in the launch of the “Workplace English Campaign” and the setting up of the “Business Coalition on Education.”

HKGCC, too, is working to enhance English skills by offering a series of training programmes, the latest of which is a Web-based training programme entitled, “Enhancing Your English Telephone Skills,” scheduled to be launched in May this year.

“The business sector is aware of the problem of poor English telephone skills that often results in misunderstanding or even loss of potential clients and business,” HKGCC Director Dr Eden Woon said. “Now, we’re offering a time-and-cost effective way for employees to tackle this problem by launching an e-learning programme on this subject.”

The key to effective training is not merely to get participants to attend all classes, but to also give them enough time digest what they have learned. e-Learning plays an important role in allowing participants to learn at their own pace and access course materials through the Internet when it is convenient for them. Nevertheless, tradition classroom training is still important in allowing participants to interact with the trainer. Therefore, HKGCC has come up with this special programme, combining the advantages of both classroom training and e-learning into one course.

To ensure the quality of the course, the Chamber is teaming up with one of the U.K.’s leading educational publishers, Pearson Education (North Asia) Limited, and a local company at the forefront of e-learning, Learn On The Net (Hong Kong) Limited. Based on the content provided by Pearson, Learn on the Net designs the programme and provides the technical platform for online training.

Learn On The Net General Manager Helen Ma said, “The key to success for participants is to make use of the online training which is available anytime, anywhere with unlimited access within one month of the training course.”

“With the emergence of e-learning, training employees will be more effective and cost efficient,” Dr Woon said. “We are looking into a new epoch for on-line training which many corporations will adopt.” **B**

Enrolment for the course will start in May. For more information, call the HKGCC at 2823 1240, or visit our Web site, [www.chamber.org.hk](http://www.chamber.org.hk) 是項課程於五月起接受報名。查詢詳情，請致電本會2823 1240，或瀏覽網址 [www.chamber.org.hk](http://www.chamber.org.hk)。



Learn On The Net General Manager Helen Ma said, “The key to success for participants is to make use of the online training which is available anytime, anywhere.”

Learn On The Net 總經理馬翠蘭說：「課程參與者的成功關鍵是，可隨時隨地上網學習，充分利用網上培訓的好處。」

## 網上學習 – 提升英語技巧

### 香港總商會推出網上英語培訓課程

新世紀下的香港要保持高度競爭力，良好的英語溝通能力扮演重要的角色。「職業英語運動」的推出和「商界教育大聯盟」的成立，充分反映特區政府和商界對良好商業英語的關注。一直以來，香港總商會為商界提供各式各樣的商業訓練課程。有鑑於英語的重要性，總商會首次推出網上培訓課程，名為「提升英語電話應對技巧」。

總商會總裁翁以登博士說：「商界認為，英語電話應對技巧欠佳往往引起誤會，嚴重的還會導致客戶流失和生意損失。有見及此，我們推出有關的網上學習課程，務求為僱員提供一個兼具時間與成本效益的解決方法。」

有效培訓的竅門，不僅在於學員的出席率，也是學員能否有足夠時間吸收所學。網上學習讓學員自行上網存取課程資料，自定學習進度。然而，傳統的教室授課形式依然重要，可讓學員與導師交流意見。故此，本會特別推出這項培訓計劃，融匯傳統教室授課與網上學習兩方面的優點。

為確保以上序幕課程的質素，本會夥同英國著名教育出版商培生教育出版中國有限公司及本地網上學習前線機構 Learn On The Net (Hong Kong) Ltd，由前者提供課程內容，後者專責課程設計及提供技術平台。

Learn On The Net 總經理馬翠蘭說：「課程參與者的成功關鍵是，在為期一個月的訓練期間，可隨時隨地上網學習，充分利用網上培訓的好處。」

翁以登博士稱：「隨著網上學習的出現，僱員培訓將更為有效和具成本效益。我們正邁向網上學習新紀元，相信不少企業將採納此種模式。」 **B**



# CSL, IBO ink contract

*Chamber Services Limited to assist International Business Organisation of Osaka in Hong Kong*

Chamber Director Dr Eden Woon and International Business Organisation of Osaka, Inc. Executive Director Yasuharu Ikeda on Feb. 19 signed a contract for the promotion of the organisation's business services in the territory.

Under the contract, CSL will assume some of the business functions of the former Hong Kong office of the International Business Organisation of Osaka, Inc (IBO). CSL will collect and provide to IBO reports and articles on economic trends in Hong Kong for distribution among IBO-member companies and organisations. CSL will also conduct surveys and research on specific trade sectors in Hong Kong from time to time as requested by IBO.

CSL's consultation services on trade and investment for IBO will be provided primarily for Osaka businesses interested in the Hong Kong market.

CSL General Manager Connie Kwok said the IBO approached the Chamber following the organisation's effort to restructure its overseas offices while still maintaining a presence in the territory.

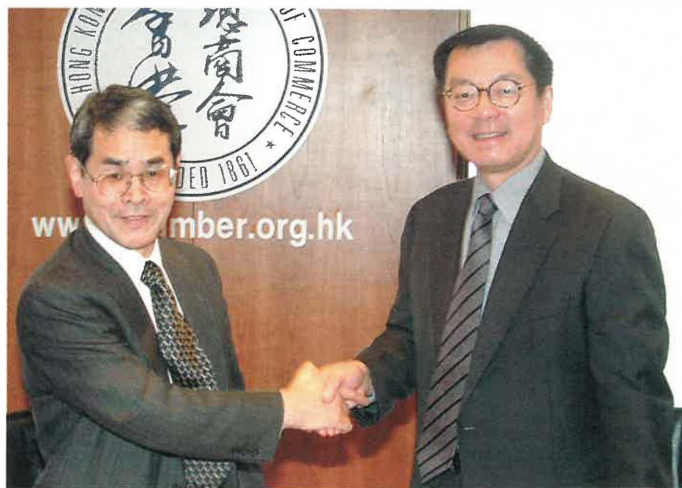
"They discovered that we were the most appropriate to provide the same services they were offering," she said. "The new tie-up with IBO will enable CSL to establish closer economic relations with Osaka, one of Japan's largest commercial and economic zones with a high concentration of SME possessing advanced technologies."

IBO is a nonprofit trade promotion organisation jointly established by the Osaka Prefectural Government and Osaka businesses. It supports Osaka businesses expand their overseas operations and facilitates the entry of overseas businesses into the Osaka market, as well as promoting economic exchanges between Osaka and various countries and regions in the world.

Mrs Kwok said local companies can take advantage of the IBO business matching service by applying to showcase product samples in the IBO's Overseas Product Sample Exhibit Section in its Osaka headquarters.

For more information on IBO, call Connie Kwok at 2823 1277, email, [connie@chamber.org.hk](mailto:connie@chamber.org.hk), or visit IBO's Web site, [www.mydome.or.jp/ibo](http://www.mydome.or.jp/ibo)

有關大阪國際商貿振興協會的詳情，請聯絡郭陳相燕（電話：2823 1277；電郵：[connie@chamber.org.hk](mailto:connie@chamber.org.hk)）或瀏覽該會網站 [www.mydome.or.jp/ibo](http://www.mydome.or.jp/ibo)。



IBO Executive Director Yasuharu Ikeda (left) and Chamber Director Dr Eden Woon shake hands after signing the contract on Feb. 19.

大阪國際商貿振興協會常務理事兼事務局長池田泰治(左)與總商會總裁翁以登博士於2月19日簽署合約後握手。

## 總商會與大阪國際商貿振興協會簽署合約

總商會服務有限公司協助  
大阪國際商貿振興協會在香港推廣商務

### 總

商會總裁翁以登博士與大阪國際商貿振興協會常務理事兼事務局長池田泰治於2月19日簽訂合約，協助振興協會推廣在香港的商業服務。

根據合約，總商會服務有限公司將接辦前大阪國際商貿振興協會香港辦事處的主要工作，包括為振興協會搜集和撰寫香港經濟趨勢的報告書及文章，以分發予旗下會員公司及機構。此外，服務公司亦會按振興協會的要求，進行本港貿易的研究和調查。

此外，服務公司亦為有意在香港營商的大阪企業，提供貿易和投資諮詢服務。

總商會服務有限公司總經理郭陳相燕表示，振興協會現正革新海外辦事處的架構，希望能繼續推行在港的業務，故請求總商會協助。他們認為，服務公司最適合為他們提供服務。

郭太說：「藉著是次合作，總商會服務有限公司能進一步加強與大阪的經濟聯繫。大阪是日本最大的商業和經濟區域之一，中小型加工先進科技密集。」

大阪國際商貿振興協會是由大阪市政府及當地商界合組的非牟利貿易推廣組織，旨在協助當地商界拓展海外業務；引導海外企業進入大阪市場，以及促進大阪與全球各地的經濟交流。

郭太稱，本地企業可借助振興協會的選配服務，在該會大阪總部的海外產品樣本展覽處展示產品樣本。



Taiwan-born singer Peggy Liu delights the audience with her renditions of Mandarin classics. 台灣歌星劉麗平小姐為觀眾送上首本經典國語金曲。

本

會於2月16日舉行春茗聯歡晚會。是晚，會場上瀰漫著熱鬧的

氣氛，美酒佳餚、精彩娛樂、豐富獎品...無不令席上賓客歡渡良辰，盡興而歸。

這項每年一度的慶祝活動由本會常務副主席鄭維志主持，嘉賓包括香港特區貿易署署長羅智光、總商會立法會代表田北俊議員，以及理事會多位成員。

本會非常榮幸，再次邀得台灣歌星劉麗平小姐獻唱，以柔美的歌聲演繹了多首經典國語金曲。

今年新增女子啤酒競飲大賽，共有六位參賽者。優勝者獲得由捷成洋行贊助的手提收音錄音機。

今年的抽獎禮品特別豐富。頭獎為國泰航空公司送出的來回倫敦商務客位機票兩張；二獎為金門建築公司捐出的一萬港元現金券；三獎為國際商業機器中國香港有限公司送出的IBM A40i個人電腦連彩色顯示器。

總商會誠意答謝所有贊助機構，為今次盛會慷慨捐贈禮品。

自1994年起，中小型企業委員會每年均舉辦春茗聯歡晚會。這項活動已成為中小企僱主和員工不容或缺的周年盛會。

# 春茗聯歡晚會



Chamber Legco representative James Tien presents Ms Liu with a rose.

總商會立法會代表田北俊議員與劉小姐拍照留念。

## Annual Spring Dinner

Fine food and entertainment, a host of prizes, good company and high spirits ensured that all who attended the Hong Kong General Chamber of Commerce Spring Dinner on Feb. 16 had a very enjoyable evening.

Among guests of honour attending the annual event hosted by Chamber Deputy Chairman Christopher Cheng were SAR Director General of Trade and Industry Joshua Law, Chamber Legco Representative James Tien, and a number of General Committee members.

The Chamber was very lucky to again have Taiwan-born singer Peggy Liu, who delighted the audience with her renditions of classic Mandarin hits.

A new event at this year's dinner was a women's beer-drinking competition, sponsored by Jebsen Co. Ltd., which attracted six contestants. The winner walked away with a portable radio cassette recorder.

A host of raffle prizes were up for grabs. The grand prize was two business-class round-trip tickets to London donated by Cathay Pacific Airways; second prize was HK\$10,000 cash donated by Gammon Construction Ltd; while the third prize was an IBM A40i PC plus colour monitor donated by IBM China/Hong Kong Ltd.

The Chamber would like to thank all sponsors for generously donating prizes for the event.

Held annually since 1994 by the SME Committee, the Chamber's Annual Spring Dinner has become a very enjoyable highlight of the year for SMEs and their staff.





▲ Mr Law (left) and Mr Cheng (right) listen to the Chamber's SME Committee Chairman K K Yueng introduce the night's festivities.  
羅智光（左）和鄭維志（右）聽總商會中小型企業委員會主席楊國琦介紹當晚的慶祝活動。



◀ Liu Deyu, chief representative, CCPIT, Hong Kong Representative Office (left), Dr Eden Woon, director, HKGCC (2nd from right) and Liu Shanzai, deputy director (vice-minister), Liaison Office of the Central People's Government in the Hong Kong SAR join Ms Liu on stage for a quartet.  
中國國際貿易促進委員會駐香港代表處首席代表劉德育（左）、香港總商會總裁翁以登博士（右二）、中央人民政府駐香港特區聯絡辦公室副主任劉山在，與劉小姐同台合唱。

▼ Mr Law presents the grand prize winner with two business-class round-trip tickets to London, courtesy of Cathay Pacific Airways.

羅智光向頭獎得主頒發兩張由國泰航空公司送出的來回倫敦商務客位機票。



Not to be outdone by the men, six plucky women compete in this year's beer drinking contest. (below)  
巾幗不讓鬚眉，六位放膽豪飲的女士在今年的啤酒競飲大賽中爭奪殊榮。（下圖）



SME Committee members and guests toast to a prosperous new year. 中小型企業委員會和賓客互相祝酒，祝願新年耀景。





# 中小企之夜花絮



Chamber members listen to presentations from chairman of three professional bodies, namely Hong Kong Society of Accountants, The Law Society of Hong Kong, and the Hong Kong Information Technology Federation, during SME Night, which was hosted by SME Committee Chairman KK Yeung, at HSBC's Main Building on Feb. 23.

中小企之夜於2月23日假匯豐銀行大廈舉行，由中小型企業委員會主席楊國琦擔任主持。晚會上，會員聆聽三個專業團體(香港會計師公會、香港律師會及香港訊息科技協進會)的主席致辭。



(L-R): Brian Robertson, head of Corporate & Institutional Banking, HSBC; KK Yeung; Herbert Tsoi, of The Law Society of Hong Kong; and Billy Kong, senior partner, Fairbairn Catley Low & Kong.

(左至右)：匯豐銀行工商及金融機構業務主管羅伯恩、楊國琦、香港律師會蔡克剛及范紀羅江律師事務所高級合夥人江焯開。



Charles Mok (above, right) of the Hong Kong Information Technology Federation Ltd, and speaker Charles Kiang (above, left), executive, global Midmarket Business, IBM China/Hong Kong Ltd, mingle with guests.

香港訊息科技協進會莫乃光(上圖右)及國際商業機器中國香港有限公司工商企業部總經理姜錫崐(上圖左)與賓客歡聚一堂。

Above: Stephen Lau (left), chairman of Tax Services for Ernst & Young, talks with guests. 上圖：安永會計師事務所稅務部主席劉醒進(左)與賓客合照。





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#### Americas

Mr Andrew YUEN

#### Asia/Africa

Ms Deborah ANNELLS

#### China

Mr Stanley HUI

### Chamber Overseas Speakers Group

Mr Brian STEVENSON

#### e-Committee

Ms Cindy CHENG

#### Economic Policy

Mr George LEUNG

#### Environment

Mr James PEARSON

#### Europe

Mr David RIMMER

### Hong Kong Franchise Association

Mr Eric CHIN

### Hong Kong-Taipei Business Cooperation

Dr Lily CHIANG

### Human Resources

Mr Alan LUNG

### Industry and Technology Committee

Dr Lily CHIANG

#### Legal

Mr R T GALLIE

#### Membership

Ms Fanny LAI

### Pacific Basin Economic Council

#### China Hong Kong

Mr David ELDON

### Real Estate/Infrastructure

Mr Victor LI

### Shipping/Transport

Mr Neil RUSSELL

### Small & Medium Enterprises

Mr K K YEUNG

#### Taxation

Mr Kaushal TIKKU

### HK Coalition of Service Industries

#### Executive Committee

Mr Stanley KO

#### Financial Services

Mr David RUAN

#### Information Services

Mr Tony AU

#### Professional Services

Mr Ian ROBINSON

#### Real Estate Services

Mr Nicholas BROOKE

#### Tourism

Mr James LU

## CHINA

**Luo Zhaoci**, vice director-general of Guangzhou Municipal Commission of Foreign Economic Relations & Trade, visited the Chamber on Jan. 19 to discuss with Chamber Director Dr Eden Woon co-operation plans for this year.

**Chamber Director Dr Eden Woon** gave a lecture on "China's Entry into WTO and the Impact on Hong Kong and Mainland Business" at a seminar organised by Chongqing Municipal Government on Feb. 13. The seminar aimed to inform attendees about international business practices and related skills.

## ASIA/AFRICA

**Consul General of India Ashok K. Kantha**, and Consul General of North Korea Ri To Sop paid courtesy calls to the Chamber on Feb. 6 and 8 respectively. Mr Kantha suggested that the Chamber introduce a series of solid activities to promote trade and investment between India and Hong Kong, while Mr Ri briefed those present on developments in North Korea and introduced sectors open to investment in the country.

## AMERICAS

**Consul General of Brazil Ambassador Joao Gualberto Marques-Porto** spoke on "Brazil, a Macro-Economic Outlook for Partnership" at the Chamber's Feb. 5 roundtable luncheon, at the invitation of the Americas Committee. Mr Marques-Porto shed new light on the Brazilian economy, including the country's political and economic reforms.



## SMALL AND MEDIUM ENTERPRISES

The **SME Awards Organising Committee** held its first meeting on Feb. 6, with K K Yeung as chairman, to discuss the 2001 SME Awards. To date, HSBC, PCCW and Network Solutions have agreed to sponsor the event.

## New Mongkok CO Office

旺角全新簽證辦事處開幕



# Chamber 總商會

The **Chamber** submitted a paper entitled "Education and Manpower for Hong Kong" to Secretary for Education and Manpower Fanny Law, giving Chamber SME Committee's views on education and manpower.

## ENVIRONMENT

**Patrick Choo**, director, **Polaris Asset Management Limited**, gave a talk on "Socially Responsible Investment" to the Chamber's Environment Committee on Jan. 17. The committee also discussed upcoming programmes and current environmental policies.

## SERVICE INDUSTRIES

**HKCSI Secretary General Dr WK Chan** received a delegation from the Macro-economic Research Institute of the State Development and Planning Commission on Jan. 17. At the



ce opens



HKGCC's new Certificates of Origin Mongkok office was officially opened on Feb. 12. Chamber Director Dr Eden Woon (centre) and Assistant Director (Certification) WS Chan (right) presided over a ribbon cutting ceremony to mark the opening. The new CO office is now on the 3rd floor of the same building, Silvercorp International Tower.

本會新旺角簽證辦事處已於2月12日正式揭幕。本會總裁翁以登博士(中)與簽證部助理總裁陳煥榮(右)主持剪綵儀式。新辦事處位於原址銀高國際大廈三樓。

## in Action 活動

meeting, delegates discussed the macro development of the Mainland's economy after WTO accession.

**HKCSI Chairman Stanley Ko** received a delegation from the Development and Planning Commission of Anhui Province on Feb. 13, which visited the Chamber to discuss economic development and mutual cooperation.

**CSI Real Estate Services Chairman Nicholas Brooke** and HKCSI Secretary General Dr WK Chan on Jan. 18 represented the Chamber in the organising committee of the Hong Kong Awards for Services. At the meeting, it was decided that starting this year, the Innovation Award of the Hong Kong Awards for Services will be organised under the Chamber's name, rather than HKCSI. **B**

### 中國

廣州市外經貿委副主任羅兆慈於1月19日訪問本會，與總裁翁以登博士商討今年合作大計。

本會總裁翁以登博士於2月13日在重慶市政府舉辦的研討會上演講，題為「中國加入世貿及其對香港與中國商務的影響」。研討會旨在讓與會者認識國際營商守則和有關技巧。

### 亞洲／非洲

印度駐港總領事康特與北韓駐港總領事李道變分別於2月6日及8日到總商會作禮節性拜訪。康特建議本會以一系列實質的推廣活動，促進印度與香港兩地的貿易和投資發展。李道變則向與會者簡介北韓的發展狀況，並介紹多個可予外商投資的業務領域。

### 美洲

巴西總領事馬傑寶應美洲委員會的邀請，於2月5日出席本會小型午餐會，以「巴西對商務合作的宏觀經濟展望」為題發表演說。馬傑寶就巴西經濟提出新見解，包括該國的政經改革。

### 中小型企業

香港中小企業獎籌備委員會於2月6日舉行首次會議，與委員會主席楊國琦商議2001年中小企業獎細節。直至今日為止，共三家機構答應贊助這項活動，分別為匯豐銀行、盈科數碼動力及 Network Solutions。

本會向教育統籌局局長羅范淑芬提交有關香港教育和人力的建議書，表達總商會中小型企業委員會對教育和人力的意見。

### 環境

寶來資產管理有限公司董事朱仲亮於1月17日為環境委員會會員發表演說，題為「社會責任投資」，委員會亦商討即將舉行的活動和現行環保政策。

### 服務業聯盟

香港服務業聯盟秘書長陳偉群博士於1月17日接待國家發展計劃委員會宏觀經濟研究院代表團。會上，代表團論及中國加入世貿後，內地經濟的宏觀發展。

香港服務業聯盟主席高鑑泉於2月13日接待安徽省發展計劃委員會代表團。代表團訪問本會，旨在商討經濟發展和相互合作。

香港服務業聯盟地產服務委員會主席蒲祿祺，以及香港服務業聯盟秘書長陳偉群博士於1月18日代表本會出席香港服務業獎籌備委員會的會議。會議決定，自今年起，「香港服務業獎—創意」的籌辦機構將由香港服務業聯盟，轉為香港總商會。 **B**

## 香港總商會

**委員會**  
主席

**理事會**  
**諮議會**  
董建成

### 美洲委員會

袁耀全

### 亞洲及非洲委員會

戴諾詩

### 中國委員會

許漢忠

### 總商會海外講者團

施文信

### e-委員會

鄭韓菊芳

### 經濟政策委員會

梁兆基

### 環境委員會

彭占士

### 歐洲委員會

萬大衛

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蒲祿祺

### 旅遊委員會

呂尚懷

# Business news in brief

## 商業新聞簡報

### RENMINBI NOT FULLY CONVERTIBLE YET

China's decision to open its hard currency B-share market to Chinese individuals by no means indicates that the country has changed its cautious attitude towards making its currency fully convertible, the central bank said on Feb 27.

Observers have struggled to understand the impact on China's foreign exchange policy since China's financial authorities announced last week that Chinese people may invest in the B-share market that were previously reserved for overseas investors. B shares are traded in U.S. dollars in Shanghai and HK dollars in Shenzhen.

### DOUBLE TAXATION RELIEF ARRANGEMENTS

The Chief Executive in Council made orders under the Inland Revenue Ordinance on Feb. 20 to give effect to the double taxation relief provisions in two shipping income agreements which Hong Kong recently signed — one with the United Kingdom of Great Britain and Northern Ireland, and another with the

Kingdom of The Netherlands.

"The double taxation relief provisions provide in effect that the contracting parties will grant tax exemption on a reciprocal basis for shipping income and profits derived from international traffic. For the Netherlands, remuneration in respect of an employment exercised aboard a ship is also covered. This is beneficial to the shipping businesses of Hong Kong and the two countries," a government spokesman said on Feb. 28.

### DEPOSIT RATES DOWN IN JANUARY

Total deposits dropped slightly by 1.2 per cent in January. The fall was across the board, with HK dollar, U.S. dollar and non-U.S. dollar foreign currency deposits all declining.

Reflecting an increase in cash holdings by the non-bank public during the Chinese New Year holidays, HK dollar deposits declined marginally by 0.1 per cent in January, following two consecutive months of growth. Foreign currency deposits contracted by 2.4 per cent during the month. For more information, visit the HKMA's Web site at, <http://www.hkma.gov.hk> **B**

### 人民幣尚未能完全自由兌換

中國人民銀行於2月27日表示，內地向境內投資者開放B股市場，決不意味著國家已經改變了實現人民幣完全可兌換的謹慎態度。

自中國財政部上週公佈，以往只供海外投資者的B股市場現可開放予境內投資者後，市場人士一直在觀察新措施對中國外匯政策的影響。在上海，B股以美元買賣；在深圳，則以港元交易。

### 簽訂雙重課稅寬免協定

行政長官會同行政會議在2月20日根據《稅務條例》制定命令，以實施香港最近分別與大不列顛及北愛爾蘭聯合王國及荷蘭王國簽訂的關於航運入息協定中雙重課稅寬免的安排。

政府發言人於2月28日說：「有關的雙重課稅安排，大致規定締約雙方以對等地位，對從國際運輸取得的入息及利潤豁免徵稅；就荷蘭而言，亦包括在船舶上執行受僱工作所取得的報酬。這對香港及該等國家的航運公司的營運都有裨益。」

### 一月份存款額下跌

一月份存款總額微跌1.2%，其中港元、美元及非美元外幣存款均告減少。

由於農曆新年假期期間非銀行公眾人士的現金持有量增加，港元存款在連續上升兩個月後，於一月份微跌0.1%。一月份外幣存款收縮2.4%。詳情請瀏覽香港金融管理局網頁(<http://www.hkma.gov.hk>) **B**

### Obituary 訃聞

#### Vale Frank Chao: Shipping industry loses a friend

One of the longest serving and most dedicated members of the Chamber's Shipping (now Shipping and Transport) Committee, Dr Frank Chao Sze-bang, passed away on Saturday, February 17. A funeral Mass was held for him on Monday, February 26.

Dr Chao, honorary chairman of this family's company Wah Kwong Shipping Holdings at the time of his death, had attended Chamber committee meetings well into last year. He had been a member of the original Shipping Committee since 1974 and served as its chairman from 1987 through to 1989.

Dr Chao, who was 67 years old, will be missed by all his many friends in the Chamber and throughout the Hong Kong shipping industry. He is survived by a daughter and a son, and two brothers, George Chao Sze-kwong and Cecil Chao Sze-tung.

Their father, Chao Tsong-yea, was founder of Wah Kwong Shipping Holdings and one of the pioneers of Hong Kong's shipping industry. Wah Kwong Shipping became a member of the Chamber in 1972 and remains a member to this day.

#### 告別趙世彭——航運業痛失良朋

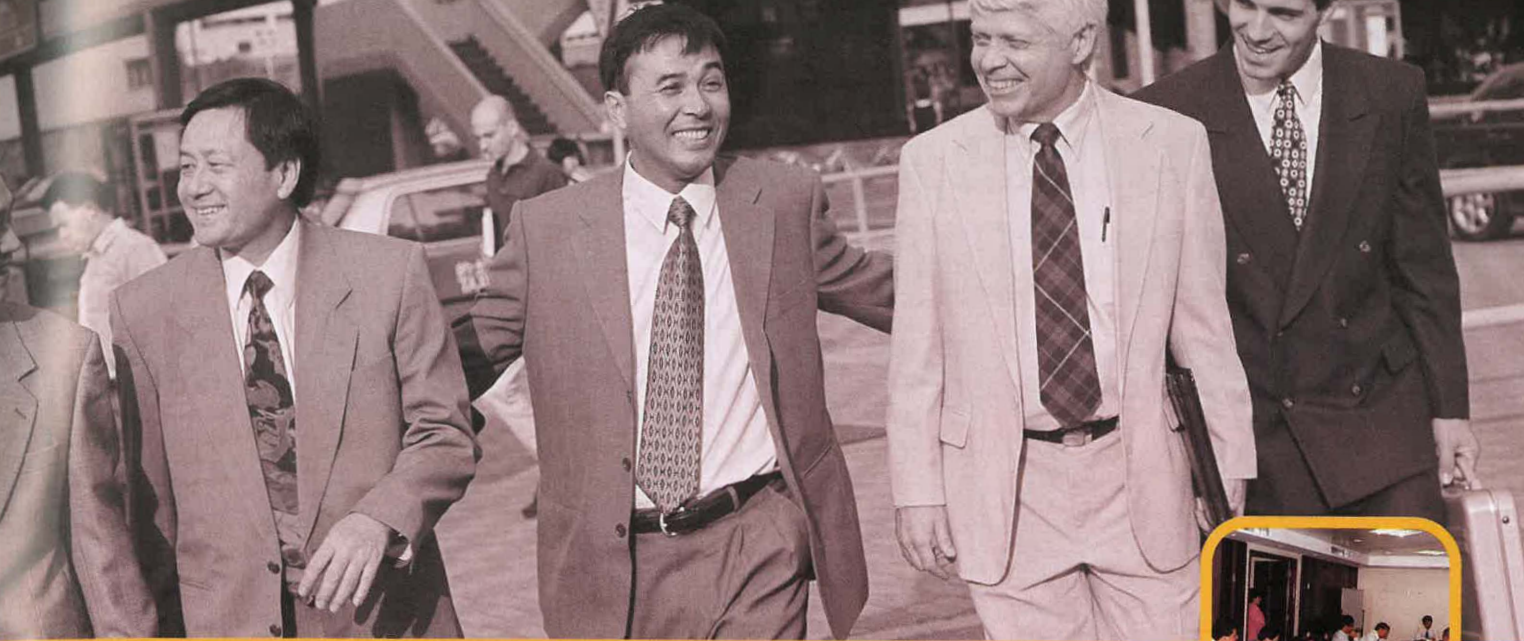
本會資深會員、船務／運輸委員會成員趙世彭博士於2月17日（星期六）與世長辭，享年67歲。舉殯儀式已於2月26日（星期一）舉行。

趙博士逝世前，為華光航業有限公司名譽主席。自1974年起，趙博士已加入本會的船務／運輸委員會（前稱船務委員會），並於1987至89年間，擔任該委員會的主席。

趙博士育有一子一女，另有兩弟，為趙世光和趙世曾。他的辭世，對於總商會以至香港航運業，均是沉痛的損失。但他音容宛在，我們將永留追思。

趙氏先父趙從衍為華光航業有限公司創辦人，是開創香港航運業的先驅之一。華光航業於1972年加入本會，至今仍為本會會員。





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Monday - Friday 星期一至星期五	Theatre/Exhibition 演講 / 展覽室	Conference Room 1 一號會議室	Conference Room 2 二號會議室	Committee Room 小型會議室
Capacity 座位數目	110 seats 座位 (1,300 sq ft)	40-60 seats (830 sq ft)	15-30 seats 座位 (470 sq ft)	5-8 seats 座位 (135 sq ft)
09:00 - 17:30	\$8,100	\$5,200	\$2,950	\$840
09:00 - 13:00 or 13:00 - 17:00	\$5,600	\$3,600	\$2,000	\$580
Hourly Rate 每小時收費	\$1,540	\$990	\$550	\$160

Includes - LCD Projector, Overhead Projector, Whiteboard, Reception Area, TV/Video recorder and Self-service Cafe Bar

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# Welcome new members

## 加入商會 盡享權益

### 8layer.com Ltd

**Mr Raymond Wong** 黃錦明先生  
CEO  
Services

### AFI Ltd

**Mr Nicholas Anthony**  
CEO  
Services

### Cap Gemini Ernst & Young Hong Kong Ltd

凱捷安永  
**Mr Thomas Manning** 孟寧先生  
CEO, Asia Pacific  
Services

### Deutsche Telekom Asia Pte Ltd

**Dr Henrik Proessdorf**  
General Manager  
Services

### FLIR Systems Co Ltd

**Mr Lars Lidman** 利德明先生  
Director of Sales Asia  
Manufacturing

### Goldiaq Creation Ltd

駿德珠寶設計有限公司  
**Ms Bronia Mei-chu Yip** 葉美珠小姐  
Manager  
Manufacturing, Trading

### HSBC Republic Tax Consulting Services Ltd

滙豐私人銀行稅務諮詢服務有限公司  
**Ms Deborah Annells** 戴諾詩小姐  
Director and Head of Tax Consulting Services  
Services

### Investor Information Ltd

**Mr T E F Heale**  
Chairman  
Services

### Milliard Toys Manufacturer

萬利來玩具廠  
**Ms Annie Yim-hung Chung** 鍾艷紅小姐  
Manager  
Manufacturing, Trading

### Newry Ltd

新洋有限公司  
**Mr M T Makhija**  
Director  
Trading

### On Time Express Ltd

先達國際貨運有限公司  
**Mr Chun-chin Lam** 林進展先生  
Managing Director  
Services

### Ore & Jewel Trading Co

寶群創意公司  
**Mr Yuk-kwan Or** 柯玉群先生  
Trading

### Pacific Challenge Holdings Ltd

**Dr Lily Chiang** 蔣麗莉博士  
Chairman  
Investment Company

### Polyparl Asia Ind Ltd

百利寶亞洲實業有限公司  
**Mr Kai-tung Lam** 林繼東先生  
Director  
Trading

### Richards Basmajian Ltd

**Mr Peter Basmajian**  
Director  
Services

### San Miguel Brewery

Hong Kong Ltd  
香港生力啤酒廠有限公司  
**Mr Freddy W M Kwan** 管韋銘先生  
Managing Director  
Manufacturing

### Skylight Industries Ltd

天暉實業有限公司  
**Mr Raymond Chi-keung Ho** 何志強先生  
Managing Director  
Trading

### Sony International (Hong Kong) Ltd

**Mr Akira Kitashiro** 喜多代晃先生  
Managing Director  
Trading

### Soonest Express (HK) Co Ltd

捷迅(香港)有限公司  
**Mr Sui-cheung Lam** 林瑞祥先生  
Assistant General Manager  
Services

### SPECTRA Technologies Holdings Co Ltd

瑞柏科技控股有限公司  
**Mr Fire Tat-wing Yeung** 楊達榮先生  
General Manager  
Trading

### Technic International Jewellery Co Ltd

得藝國際珠寶有限公司  
**Mr Chi-thanh Hua** 許志成先生  
Director  
Trading

### Texorient Co Ltd

東紡時裝有限公司  
**Mr Jacques Bonnefoi**  
Managing Director  
Trading

### TIW Asia N V

**Mr Andre Halley**  
Managing Director  
Investment Company

### United Jewellery Co

聯藝珠寶公司  
**Mr Ka-ku Lam** 林家駒先生  
Proprietor 東主  
Distribution, Manufacturing, Trading

### ViaGold Direct Network Ltd

金網專線通有限公司  
**Mr Alexander John Davidson** 何西龍先生  
Chief Operating Officer  
Services

### Winair (HK) Ltd

世通貨運(香港)有限公司  
**Mr Terence W M Ng** 吳偉民先生  
Managing Director  
Services

### Woods Bagot Asia Ltd

**Mr Clive Kirsten**  
Country Manager  
Services

## CONTACT US

For information on membership, call Sharon Chung on 2823 1203, or email [membership@chamber.org.hk](mailto:membership@chamber.org.hk)

如有垂詢，請聯絡會員部鍾小姐（電話：2823 1203；電郵：[membership@chamber.org.hk](mailto:membership@chamber.org.hk)）





HKSAR Chief Executive CH Tung (left) chats with HKGCC members at the "Distinguished Speakers' Series" on Feb. 22. 香港特區行政長官董建華(左)於2月22日「140周年特邀貴賓演說」中與本會會員傾談。

(Below) Jebson & Co. Ltd Chairman Hans Michael Jebson (left) and Cheung Kong Holdings Ltd Managing Director Victor Li talk business at the "Distinguished Speakers' Series."

(下圖)捷成洋行有限公司主席捷成漢(左)與長江實業(集團)有限公司董事總經理李澤鉅於「140周年特邀貴賓演說」中商談。



## Eye Spy

## 活動花絮



Harilela brothers and Scarfell Enterprises Ltd Chairman Joop Litmaath (right) at the "Distinguished Speakers' Series." 夏利萊兄弟與馬得利洋行主席李馬(右)出席「140周年特邀貴賓演說」。



(Left) VIP guests from the Trade and Industry Department are given a guided tour of HKGCC's new CO Office. (Above) Dr Woon carves the roast pig at the opening ceremony. (左圖)工業貿易署貴賓參觀總商會全新簽證辦事處。(上圖)翁以登博士在開幕禮上切燒豬。

# CHAMBER FORECAST

## UPCOMING EVENTS

**20 March**

Training: "Taxation Issues and Mitigation Measures for Businesses Conducting Domestic Sales & Foreign Investment" (*Cantonese*)  
培訓課程: "大陸經商內外銷售稅務承擔與節稅安排"

**22 March**

Roundtable luncheon: "Bank Financing for Businesses in China."  
午餐會: "在大陸的外商投資企業如何取得銀行融資"

**23 March**

Roundtable luncheon on "EURO: Where is it Headed Now?"

**24~26 March**

Training: "Study English Grammar Smartly" (*English*)

**27 March**

3<sup>rd</sup> e-Workshop: "How to Select ISP and Other Infrastructure Providers?" (*Cantonese*)

**28~30 March**

Mission to Macau, Zhuhai and Zhongshan  
澳門、珠海、中山訪問團

**30 March**

Training: "Customer Services on the Telephone" (*Cantonese*)  
培訓課程: "電話客戶服務"

**2 April**

Training: "How to be a Outstanding Receptionist" (*Cantonese*)  
培訓課程: "如何成為一位卓越之接待員"

**3 April**

Training: "How to be a Professional Assistant" (*Cantonese*)  
培訓課程: "能幹助理須知"

**20 April**

Grand Ball celebrating the Chamber's 140<sup>th</sup> Anniversary  
一百四十周年盛大舞會

## 140<sup>TH</sup> ANNIVERSARY

### Distinguished Speakers' Series

**11 May**

Luncheon with Steve Ballmer, President & CEO of Microsoft Corporation

**31 May**

Luncheon with Dr Morris Chang, Chairman of Taiwan Semiconductor

*Date to be confirmed*

Luncheon with Chen Yuan, Governor, China Development Bank

*Date to be confirmed*

Luncheon with Richard Li, Chairman and Chief Executive, Pacific Century CyberWorks

*Date to be confirmed*

Luncheon with Dai Xianglong, Governor, The People's Bank of China

*Date to be confirmed*

Luncheon with Xu Kuangdi, Mayor of Shanghai

20 April

140th Anniversary Ball

## MAJOR EVENTS

**24 April**

Annual General Meeting

**6~10 April**

PBEC IGM, Tokyo

## OUTBOUND MISSIONS

**12-16 March**

Mission to Myanmar

**28-30 March**

Mission to Macau, Zhuhai and Zhongshan  
澳門、珠海、中山訪問團

## COMMITTEE MEETINGS

**22 March**

China Committee Meeting

**26 March**

Environment Committee Meeting

**29 March**

General Committee Meeting

*Regular committee meetings open to respective committee members only, unless otherwise specified*



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A close-up photograph of a computer keyboard. A finger is pressing the 'Enter' key, which is labeled with a double arrow icon and the word 'Enter'. To the left of the 'Enter' key, there are keys with the number '3' and '1', and some keys with blue Chinese characters. The background is blurred, showing other keys and a wooden surface.

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