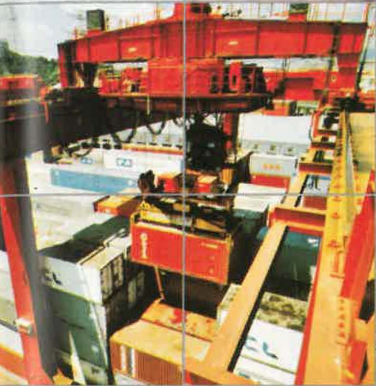
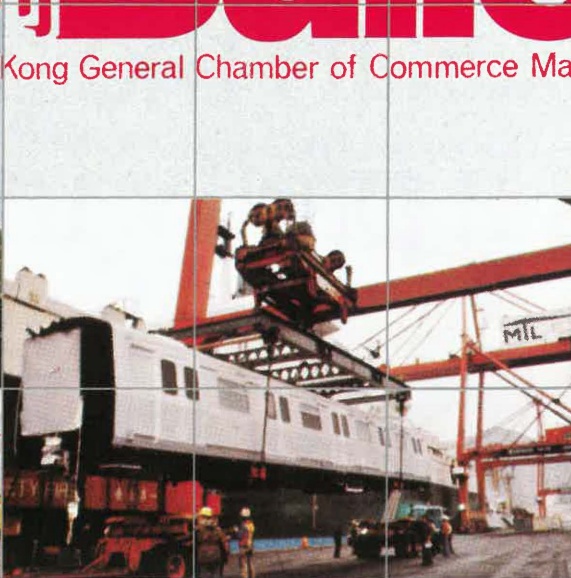


June, 1982
一九八二年六月號

工月商刊 THE Bulletin

A Hong Kong General Chamber of Commerce Magazine 香港總商會月刊



**Computer-Run
Kwai Chung
Ready for
Expansion**

電腦操作的
葵涌貨櫃碼頭

Giraffe-shaped musical money boxes to the tune of 2 million is a pretty tall order in any neck of the woods. Except for TCID.

When a South American banker decided to improve his bank's image by giving his customers free money boxes, Hong Kong was the obvious place to have them manufactured.

But finding a manufacturer who could make two million of them to his very exacting specifications, and do it on time, was proving more difficult than he had first imagined.

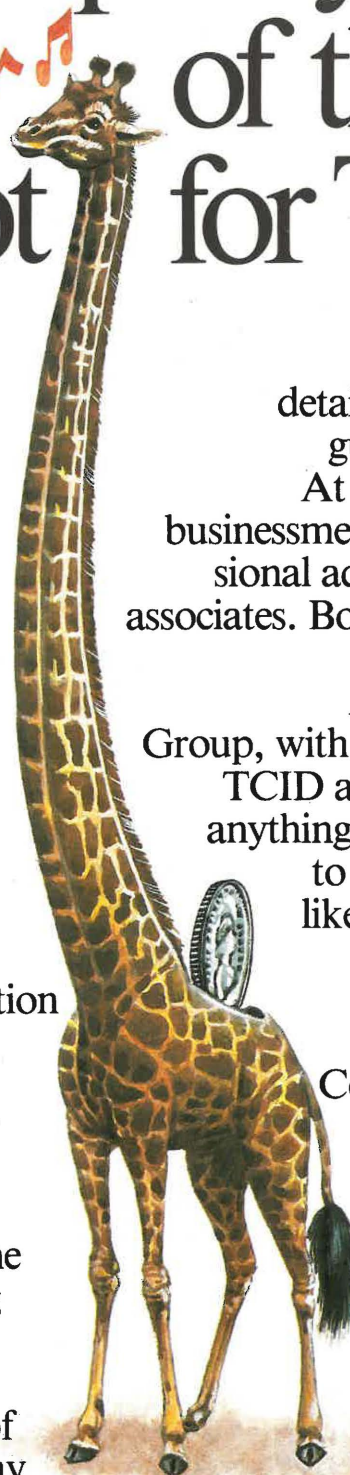
After weeks of exhausting enquiries, his problems were finally solved when he contacted TCID.

The Trade and Credit Information Department.

Being Hong Kong's premier business information service, with over twenty years local and international experience behind us, we were soon able to put him in touch with exactly the right people to solve his manufacturing and shipping problems.

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You may find it hard to believe, but this is an *almost* true story.



We've had to alter some of the details, because one thing that TCID guarantees is total confidentiality.

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As part of The Hongkong Bank Group, with its 900 branches in 53 countries, TCID are in the ideal position to handle anything from a simple banker's opinion to solving more involved problems like sourcing the best manufacturer or distributor for your needs.

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We'll help *you* to make the best of your opportunities in Hong Kong and around the world.

**The Hongkong and Shanghai Banking Corporation
Trade and Credit Information Department**
Head Office: 1 Queen's Road Central, Hong Kong.

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Community Sports, a registered voluntary charity, is building a sports centre for the handicapped at Ma Cho Lung in the New Territories and is mounting a campaign to raise \$1-2 million to pay off residual costs.

It is also looking for firms that organise recreation for their staffs to join in using the centre so it can meet monthly recurrent costs.

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An international maritime fraud convention, similar to the convention that enables hi-jackers of aircraft to be prosecuted in the countries where they are caught, could help combat a persistent problem that plagues the business world.

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The fishing-boat building industry on the Aplichau side of Aberdeen harbour faces a shake-up this year. The move necessitates an injection of new capital and the yards, to maintain their economic viability, may have to upgrade their standards and business practices. That could have an impact on the whole fishing industry where total production declined last year.

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顧問報告表示葵涌貨櫃碼頭的擠迫程度對碼頭效率構成威脅，葵涌的貨櫃碼頭公司隨即向政府呈交初步建議，提出私人企業擴建貨櫃碼頭的計劃。

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傷殘人士爭取港人的支持

「公益體育中心」——一個註冊志願慈善組織，現於新界馬草壩為傷殘人士興建一座體育中心，並準備發動一項籌款運動，希望籌得一、二百萬元以抵銷開支。該中心同時尋求商行加入使用該中心，為屬下僱員提供康樂活動，如此一來，中心可望應付其每月之經常性開支。

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漁船建造廠面臨重大變遷

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簡報匯編

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The Chamber in Action

These two pages summarise for members' information recent activities of the Chamber. These are extracts from the Director's monthly reports issued to General and other committee members.

Finance

The January/March income expenditure accounts show a deficit for the three months of approx. \$130,000 somewhat smaller than that budgeted. The Chamber's financial situation remains sound.

Membership

Total membership at the end of April was 2,666 compared to 2,523 at the same time last year. Recruitment efforts made in the past three months have resulted in an average of 32 new members joining the Chamber each month. A particularly successful campaign was carried out in February aimed at non-member companies using Chamber services. 87 new members were recruited in a single campaign.

In April, two further campaigns were carried out aiming at French and Swedish companies. Another campaign, again aiming at non-member certification service users will be carried out shortly and in view of our success with this kind of exercise, we shall probably repeat quite frequently.

Annual General Meeting

The 1982 AGM took place at the Mandarin Hotel on 19th April. 126 representatives from 110 companies attended the meeting. Mr. John Marden, CBE, MA, JP, Chairman of the Wheelock Marden Group and Mr. Jack C. Tang, OBE, Managing Director of the South Sea Textile Manufacturing Co., Ltd. were elected Chairman and Vice-Chairman of the General Committee.

Computerization

Phase IV — Trade Enquiries System — of the Chamber Computerization Programme has been completed and brought into use successfully. Since the beginning of April, the Chamber has made use of the computer to process all specific trade enquiries from overseas and many local enquiries. This new system has greatly reduced

the time required in processing an enquiry and provides a more accurate and fairer distribution of enquiries among interested companies. An addressograph is linked to the computer permitting very speedy selection of addressees and mailing of documents.

I am sure that it is with some relief that Chartered On Line Ltd. have completed their work with the Chamber. They have had to put up with a great deal of chopping and changing of systems and programmes as we have learned the hard way that the computer will only do what is asked of it. If you don't ask nicely, you don't get what you want!

Our thanks are due to C.O.L. for their patience and willing help, all with a smile.

The Computer Section is now developing the mailing system and the classification of specialized services which we are making available on a fee charging basis.

Africa Area Committee

The Committee met on 1st April to discuss the current import restrictions in Nigeria. It was decided that the Chamber should consult the TDC as to whether the proposed joint mission to Africa in May should be postponed. Subsequently, the mission was re-scheduled for August.

East Europe Area Committee

In view of the relative inactivity of the East European markets and in line with Chamber policy not to retain committees which do not have a function, the East Europe Area Committee was disbanded. This decision was endorsed by the General Committee at its meeting on 2nd April.

Ad Hoc Committee on the Civil Service

Mr. J.W. Chambers, the Secretary General of the Standing Commission on the Civil Service attended a meeting

of the Committee on 15th April and briefed members on the present work of the Commission. Following the meeting, a review of the various points brought up by the Committee was compiled and was circulated to members for comments before passing to the Commission. Members are aware that the Chamber Ad Hoc Government and the Standing Commission on Civil Service, regularly exchanging views on matters of mutual concern and submitting comment and proposals formally when necessary.

Central & South America

A mission to Central & South America scheduled for June was cancelled in view of the recent developments in the region. The decision was reached after lengthy discussion with the participants. However, this project will be reactivated when circumstances permit.

Australia

The selling mission to Australia returned to Hong Kong on 31st March after a 3-week tour of Brisbane, Sydney and Melbourne. Firm orders of HK\$500,000 were received by mission members and further contracts worth HK\$2.5 million were under negotiation.

West Europe

A buying and selling mission led by Mr. W.S. Chan, Senior Trade Manager, completed a successful 3-week tour of London, Barcelona, Stuttgart and Paris and returned to Hong Kong on 1st April. The business result was good despite difficult trading conditions all over Europe. Orders worth HK\$12 million were concluded and a further HK\$22 million worth of business is in the pipeline.

Consular Corps Luncheon

Organised by Sonny Castro, Social Secretary, the annual Consular Corps Lunch was held successfully on 8th



Where teamwork and experience count

GEC Hong Kong completed the installation of power supply equipment for the MTR Tsuen Wan Extension well ahead of schedule. Another fine example of GEC teamwork and experience.

Under MTR TWE Contract 308, GEC's Large Projects Division was responsible for the design, installation and commissioning of HVAC, electrical and fire protection system for the Tsuen Wan Depot.

Under MTR TWE Contract 357, GEC Rectifiers designed and supplied, together with GEC

Switchgear, GEC Transformers and AEI cables, the power supply system while GEC Hong Kong was responsible for layout design, installation, co-ordination and commissioning.

The Division built its reputation on key contracts for the MTR Modified Initial System:

MTR MIS Contract E4: power system installation

MTR MIS Contract E8: building services including electrical, plumbing, drainage and fire protection for all stations and tunnels

MTR MIS Contract E9: workshop equipment installation

MTR MIS Contract E11: co-ordination of U.K. suppliers

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GEC
HONG KONG



The Chamber in Action

April. 41 representatives from 30 consulates in Hong Kong attended this pleasant annual function.

Good Citizen Award Presentation

A large scale presentation, part of the programme of the Fight Youth Crime Day, was held on 28th March at the MacPherson Stadium. 38 young citizens, some of them very young indeed, received awards totalling \$29,000 from Mr. Stanley Ho, a member of our Fund Raising Committee for the Award Scheme.

Trading Standards Advisory Committee

The Advertising Sub-Committee met on 24th March to consider the existing arrangements in the policing of advertisements. It was concluded that additional policing may be unnecessary but that there is scope for better consumer education on advertising.

The Sub-Committee also considered a submission by the advertising agency industry. It was felt that the present Ordinance was unlikely to discriminate against agencies but minor improvements to the Ordinance may be necessary.

Seminar on Financial Futures

A seminar on financial futures, organised by the Commodities Exchange with support from the Chamber, took place at the Furama Hotel on 28th April. 40 Chamber members attended.

Hong Kong Trade Fair

The Chamber, in concert with the CMA and the FHKI, will co-sponsor the second Hong Kong Trade Fair to be held from 18th to 23rd October, 1982 at the Kowloon Park. By special arrangement with the organiser, Chamber members can exhibit their products in this Fair at special dis-

counted rates. Invitations to participate were issued to all Chamber members and I intend to do all I can to make this consumer goods oriented international trade fair as successful as possible. It is a very good vehicle for future trade promotion in Hong Kong of a wide range of products.

Trade Statistics

Following consultation with all our trade committees, the present 90 individual country trade statistics reports will be grouped into 6 geographical regions and packaged for easy identification. A monthly fee of HK\$10 for statistics of each region will be charged with effect from 1st July. The Chamber, however, will continue to provide consulates and other non-profit-making organisations with a free service. The introduction of a small fee should reduce the very large number of issues many of which because they were free, may not have provided a useful service.

A circular has been issued to all recipients of the annual Hong Kong Overall Merchandise Trade, to confirm their real interest in the usefulness of this publication. It is not a particularly costly publication but we wish to ensure that it remains useful to members.

Trade Enquiries

During April, 1,418 trade enquiries were processed. 370 of these enquiries were received from the TDC. I am thinking of trying to expand even further the number of trade enquiries directed towards us from all parts of the world, possibly by improving our contacts with major Chambers of Commerce.

China

Members of the China Committee met on 26th March to discuss matters related to the forthcoming Chinese Export Commodities Fair (Spring),

1982. They also met six senior officials of Hua Yuan Co. to discuss matters of common interest.

A factory visitation programme has been arranged by the Industry Division of the Chamber for 54 officials from the First Ministry of Machine Building of Beijing, PRC.

At the invitation of Wen Wei Pao and the Shenzhen Special Economic Zone authorities, Cecilia Fung, Assistant Director, Industry, visited Shenzhen, Shekou and Chek Wan. She also gave a 3-hour lecture to over 60 PRC officials working in Shenzhen on "Industrial Investment Promotion - Techniques and Problems - the Hong Kong Experience" on 30th April.

Cecilia Fung also represented the Chamber as a speaker at a HKMA Seminar on "Hong Kong and PRC's Four Modernizations" on 29th April. Over 250 people attended the seminar.

Industrial Promotion

The Chamber organised a seminar on "Industrial Promotion" jointly with the Trade, Industry and Customs Department and the Hong Kong Industrial Estates Corporation in the Boardroom on 30th March. 50 representatives from member companies attended.

Visitors

I must say that the Chamber continues to receive a very large number of business visitors interested in a wide range of subjects and often seeking advice, views and contacts. Many of them are in trade groups but very many more are individual company representatives directed towards us by overseas friends, acquaintances, banks and associations. These contacts are invaluable and as our reputation for helpful service expands, we can expect an even larger flow. And that is what the Chamber is all about!

Marden Takes on Chairmanship, Tang Vice-Chairmanship, Following AGM: Two Newcomers Join General Committee

Mr. John Marden was elected Chairman and Mr. Jack Tang Vice-Chairman at a General Committee meeting following the Chamber's AGM for 1982, held on April 19th at the Mandarin Hotel.

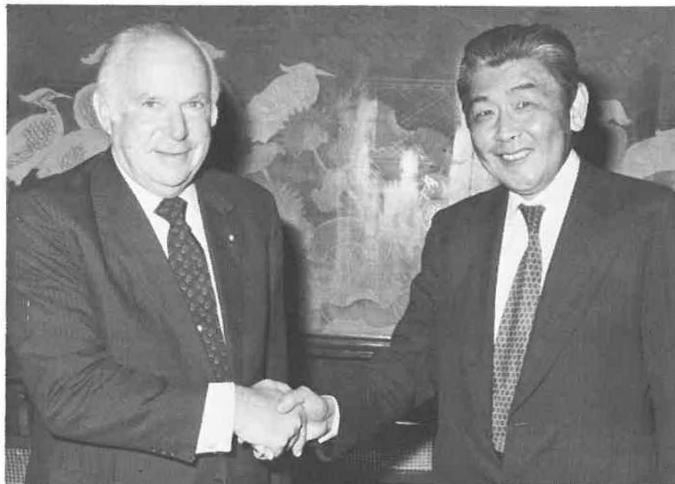
Mr. Marden has been Vice-Chairman for the past two years and succeeds the Hon. David Newbigging as Chairman. The Hon. W.C.L. (Bill) Brown of The Chartered Bank and Mr. Trevor Bedford of The Hong Kong Land Company were elected to the General Committee, replacing Mr. G.R. Ross and Mr. S. Osmond. All other eighteen members of the 1981/2 General Committee were re-elected.

In thanking Mr. Ross for a quarter-century of service to the General Committee, the outgoing Chairman paid tribute to Mr. Ross's leadership between 1966 and '68. Under Mr. Ross's chairmanship, the Chamber made a positive contribution during those difficult years. He was the longest-serving of General Committee members, and will continue his association with the Chamber through membership of the Council.

Mr. Osmond leaves Hong Kong later this year on transfer to a new position. He will continue to serve on the Home Affairs and Energy Committees until his departure.

Speaking to 126 members representing 110 companies, David Newbigging said that the Chamber had had another successful year, and that he was pleased, in particular, to have been able to lead a high level mission to the USA. There was a need to ensure HK's case was kept continually before US business leaders.

Mr. Newbigging stressed that HK's competitors kept a high profile in the USA, and HK should follow their example. This would call for greater resources than could be provided by the Chamber alone, he said. Mr. Roy Smith of Esso, who seconded Mr. Newbigging's proposal to adopt



the report and accounts, also spoke of the US/HK link. Both were important to each other in trade, but some sectors of US business were not fully aware of the economic realities of present day HK. He endorsed Mr. Newbigging's call for further effort in the USA.

The meeting also re-appointed Peat, Marwick and Mitchell as auditors for the forthcoming year.

The full list of General Committee members for 1982/3 is:

J.L. Marden (Chairman)
Jack C. Tang (Vice-Chairman)

T.J. Bedford
D.R.Y. Bluck
Hon. W.C.L. Brown
T. Clydesdale
J.F. Holmes
Lord Kadoorie
Sir Y.K. Kan
Daniel Koo
Hon. Allen Lee
Hon. D.K. Newbigging
N.A. Rigg
Hon. M.G.R. Sandberg
S.H. Sung
H.C. Tang
Dennis H.S. Ting
C.H. Tung
F.L. Walker
J.M. Weedon



David Newbigging addresses the annual general meeting

The new team — John L. Marden, Chairman; Jack Tang, Vice Chairman.



The new Chairman chats with N.A. Rigg (General Committee member and Chairman 1978-80) and J.H.W. Salmon (Home Affairs Committee member).



John Marden makes a point with J.B.M. Litmaath and R.V. Friend (Chairman and Vice-Chairman of the Western European Area Committee).



Mr. John L. Marden, the General Chamber's newly-elected Chairman sees his task ahead as carrying on the work of his predecessor, Mr. David Newbigging, working closely with the Director, Mr. J.D. McGregor, and his staff in implementing the decisions of the general committee.

Mr. Marden wants particularly to follow through on the very successful Chamber mission late last year to the United States led by Mr. Newbigging and which met more than 1,000 top American businessmen. The mission sought two-way trade expansion and more American capital investment in Hong Kong.

"There are all sorts of ways in which we can work together to our mutual benefit," says Mr. Marden. "One is, perhaps, to use more American raw materials in our production. For example, moves have been initiated for us to become a market for more American cloth."

Mr. Marden said he would also like to investigate how the General Chamber might augment the very useful work to promote Hong Kong exports to Japan being undertaken by the Hong Kong-Japan and the Japan-Hong Kong Business Cooperation Committees established in 1979.

"I would like to consider how we might make a bigger approach to our Japanese trading partners with a mission to Japan that might help us decide the directions in which we should now best go.

"I appreciate that in manufacturing for the Japanese market what we might have to do would not necessarily be the same as in the European or North American markets. But we have a lot of good products that ought to be suitable.

"We shall certainly organise a mission. It will need a lot of preparation and it is too early to say yet when we might go."

Mr. Marden said the General Chamber

membership was a very good cross-section of the business community in Hong Kong. Through its many committees specialising in all aspects of trade and industrial life, the General Chamber had consistently given useful advice to the Government.

The committees would always be there to continue to fulfil that function. When new subjects cropped up the Chamber would be ready, as it has been in the past, to form ad hoc committees to help advise on Hong Kong problems.

Mr. Marden appealed to firms using the General Chamber's certification, trade inquiries services, etc. to join the Chamber as members. He said the Chamber was already Hong Kong's largest platform where the private sector was able to express its views. It was in the general interest that all firms should join in putting their views to Government and to cooperate with Government.

Mr. Marden pointed out that all the Chamber's services have now been converted to a computer on-line data bank. Speedy access to its computer bank of information enabled the Chamber to cope with its daily flow of business inquiries to help firms with their promotional activities and in sales to trading partners.

Known Markets

"Hong Kong should concentrate more on its known major markets than on new marginal markets," Mr. Marden says. "It is in our existing markets where our channels of communication are already well established. We can expand in these markets with our new products."

Other growth markets, he said, were in tourism and in Hong Kong's role as a financial centre, now the world's third largest. Tremendous expertise has already been built up in the banking sector, it was thriving and earning dollars for Hong Kong.

On trade with China, Mr. Marden said Hong Kong should carry on exporting know-how to help in the modernisation programmes, making ourselves increasingly indispensable. About 70 per cent of all investment in the nearby special economic zones was Hong Kong financed, he said.

Mr. Jack Tang is the first Chinese to be elected the General Chamber's Vice-Chairman. He is also the first US citizen to hold this position.

"I feel it is an honour," he says. "At the same time I should say I accepted the responsibility because it is a challenge."

"I believe traditionally the Vice-Chairman usually serves for a two-year pe-

riod. I feel perhaps for the present year I should observe and learn. At the same time I intend to help the Chairman and work closely with the Director in carrying out the policies the general committee decides.

"I am a strong believer in teamwork to achieve success in everything. I shall be part of the Chamber team.

"I don't think I have formed any firm ideas about what my priorities should be. What I do know is that as a manufacturer Hong Kong industries are facing a difficult time. I shall have to be thinking about how manufacturers could be made to feel their interests are not going to be neglected."

"Specifically, I am concerned about how the recommendations in the Government's diversification report can be implemented and how, perhaps, the Chamber could further make more friends abroad in those markets which are of utmost importance to us — how we might carry on the work David Newbigging started with our missions to the United Kingdom and the United States.

"Of course, Hong Kong has enjoyed a thriving economy in the last decade. Our service industries have especially boomed. This is all to the good of Hong Kong. But I do feel that of all the sectors of our economy that have done well, our exporting industries do now most need more friends in the markets where we sell our goods.

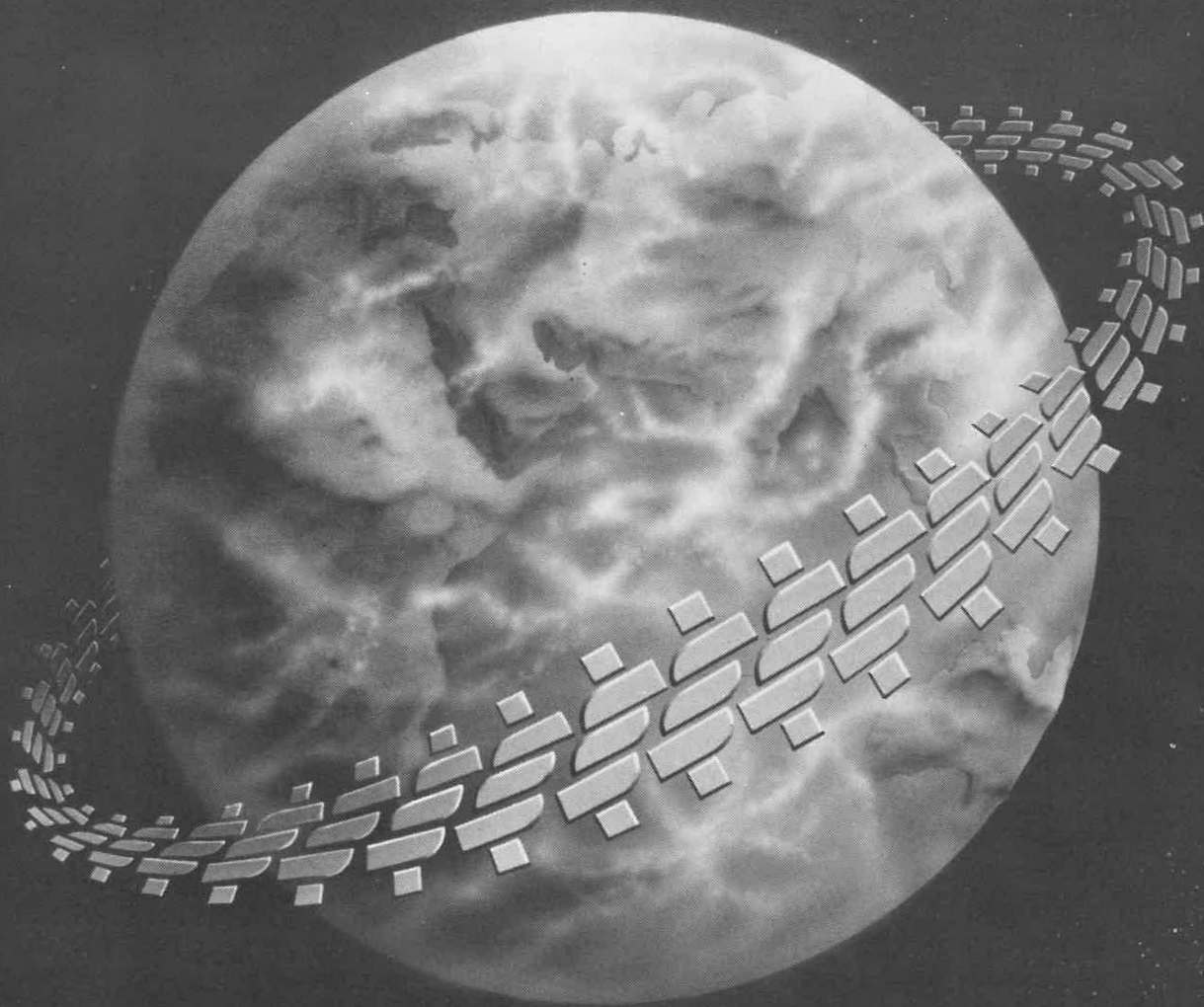
"These are the countries where protectionist pressures are building up the strongest. I believe we are going to see more resistance and I think only if we can somehow convince our trading partners of Hong Kong's case can we hope to contain those pressures.

"We need to talk to opinion leaders in those countries and keep our channels of communication open. The only way I think business people can fight protectionism is with better understanding. And that is why I accepted Mr. Newbigging's invitation to accompany him on his missions abroad.

"As everybody knows our textiles and garments industries have been under quantitative restrictions for two decades. These two industries are still very important to Hong Kong. They account for 35-40 per cent of Hong Kong's exports and about 400,000 of the 900,000-odd industrial workforce.

"Before efforts to diversify our industries bear any real fruit we still very much need strong textiles and garments industries. They remain a particularly significant and large sector of our economy today.

"It is in this area where I hope, as Chamber Vice-Chairman, I can make some contribution to Hong Kong's economy in general."



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Growth at Kwai Chung — Short and Long Term

Kwai Chung container port terminal operators have submitted preliminary recommendations to the Government for the expansion by private enterprise of the port following a consultants' report that said congestion was threatening its efficiency.

As everyone in shipping knows, ships only earn when they are at sea, bound for the ports where they are due to deliver their cargoes.

Loading and discharging in port on balance adds to a ship's fixed overheads. The vessel and most of its modern equipment lies idle. All but essential members of the crew take shore leave. The shipowner is spending, not earning.

It follows that a ship's turn-around time in and in particular a port such as Hong Kong must have, not just a bearing on its owner's profitability, but upon the whole domestic economy of the ship and the port it serves.

It is even more important to an export-led economy. Turn-around time can influence freight rates which influence export competitiveness. And competi-

tiveness is not just a question of cost-efficient freight rates. It embraces an exporter's ability reliably to deliver to his overseas customer on time.

As a port, Hong Kong has always had a good record for turn-around time because shipowners have always been keenly concerned about profitability and shippers about freight rates. Hong Kong consequently has had to keep abreast of innovation in the shipping industry to reduce turn-around time, improve efficiency and counter inflation.

For instance, since World War II loading and discharging on pallets using fork-lift trucks has become almost universal. And, Hong Kong has hardly been slow in introducing containerisation when that invention grew rapidly in use from the mid-Sixties, principally

on trans-Atlantic routes.

A decision was taken by our Government in 1968 to build Hong Kong's own container port at Kwai Chung. Government and private enterprise, with admirable initiative, reclaimed the land beside the Rambler channel and built the berths and their infrastructure.

Full Service

By September 1972 a full container shipping service between Europe and the Far East had begun.

In 1969 Hong Kong was handling only 12,000 twenty foot equivalent container units (TEUs) at conventional wharves and at anchorages. By 1972, after the first container berth became operational, the figure jumped dramat-

ically to 200,000 TEUs. And that figure trebled a year later when all three container terminals at Kwai Chung became operational.

By 1981 Kwai Chung's annual throughput had risen to 1.56 million TEUs. Hong Kong had by then caught up and passed Osaka as the third biggest container port in the world in terms of throughput, after New York and Rotterdam, key ports on containerised trans-Atlantic routes.

The official Marine Department figure for average turn-around time at Kwai Chung in 1981 is 15 hours. It compares with a figure of about four days for ships using conventional handling. But this remarkably low figure for turn-around time is not the whole story of the port's post-war evolution.

The efficient reputation Kwai Chung quickly established in the 1970s, plus the involvement of shipowners in equity investment in its three terminals, encouraged more container ships of the latest and most efficient design to include Hong Kong on the speediest of shipowners' international shipping schedules.

It also gave local shipowners, like the late Mr. C.Y. Tung, an incentive to build and operate their own container shipping lines, that they were not slow in founding in the 1960s.

Third generation container ships of 72,000 deadweight tonnes and 927 feet long have called regularly at Kwai Chung since its inception. They are only a little smaller than the Queen Elizabeth II and their capacity equals seven times what conventional vessels used to carry.

The impact of this speedy world accessibility with adequate shipping capacity on the expansion of Hong Kong's total overall trade in the past 10 years may be hard to quantify. But there is no doubt it has helped Hong Kong's competitiveness though inflation has, of course, increased freight rates. More than 50 per cent of goods exported by Hong Kong in ships goes in containers. The volume is a measure of the business acumen of Hong Kong's shippers. It also has made Kwai Chung first in the world among container ports in optimum use per hectare of its size and capacity.

That is a tribute to the efficiency of the terminal operators. But the success they have achieved has itself raised questions:

How long can Kwai Chung maintain its turn-around time as its throughput

continues to expand unless it expands itself? Will cost-efficiency soon begin to decrease if it doesn't expand? Will a vicious circle begin leading from a choking port to a choking domestic economy and a loss of interest in Hong Kong by technologically well-developed shipping companies?

Container ships are not queuing for berths at Kwai Chung. Turn-around time could hardly have been better last year. But the high volume of throughput has in the past few years created congestion problems that have been difficult to overcome and keep turn-around time from deteriorating. Traffic congestion on Container Port Road is a good pointer to it. And there was a short truckers' strike not so long ago over waiting time. But that was mainly teething troubles with computerisation at Modern Terminals Ltd. that has since paid dividends in more efficient terminal handling.

Stop-gap

Some Kwai Chung terminal operators have resorted to leasing land around the port to relieve terminal congestion and keep turn-around time down. But some land close to the port for obvious cost-efficient reasons has also been taken by ancillary services, such as care and leasing of empty containers and container transportation. Together it has produced an untidy stop-gap situation and back-up congestion.

This has been partly relieved in quite a sound way. Container freight stations (CFSs) that load full containers and small consignments into full container loads have spread from the terminals as far apart as Tsuen Wan to Kwun Tong. The role of the CFSs at the terminals has tended to remain static. But the location of over 20 outside CFSs has itself hardly been fully planned nor strategically developed.

The trend toward congestion and stop-gap solutions, threatening cost-efficiency, in an industry essential to all others — and one that has been ahead of most in acquiring the latest in technology transfer and reducing labour intensity — has disturbed everyone from government, to shipowners and shippers for some time.

Sensible things are now being done about it, though they have and will take time and cost a lot of money, raising more questions.

The Government took the initiative in 1980 to avert a choking port and

a choking economy by commissioning consultants with wide terms of reference. They were told to examine the structure, operation and economics of the container trade and container port-supporting activities.

They were to analyse the means and agencies by which the several processes within the industry from waterfront to factory gate are performed, their inter-relationship and the major cost factors. These were to include terminal operations, stuffing and de-stuffing containers, container storage, transport, repair and parking.

Another analysis was to cover the nature, volume, pattern and economics of cargo movements through the container port, including transshipment business. And they were then to evaluate the space and locational requirements of container port-related users, including their need or otherwise to be situated close to the terminals.

The consultants were also asked to evaluate future trends in trade and industrial development overseas and domestically, taking into account international developments in containerisation (particularly in the Far East and China) and then assess the implications for Hong Kong's container throughput.

Finally, the consultants were told to recommend how land and other resources should be used to improve Kwai Chung throughput and how to extend its efficient life to the point where its sea berthage was being used to its practical maximum capacity.

The consultants, Messrs. Halcrow Fox and Associates in association with DJH Consultants Ltd., began work in December 1980 and submitted their final report to the government in May 1981. They said they had begun their work by putting equal weight on each of the required analyses. But it had rapidly become clear that the potential problems facing Kwai Chung were greater than originally seen.

The forecast of container throughput, when set against the port capacity figures beginning to emerge, suggested effective port capacity would be exceeded in a comparatively short period. Urgent measures were therefore required to avert a crisis.

Thus, the consultants switched their emphasis in the study to a search for a solution that would enable the container port to cope with throughput likely to be encountered in the next few years without serious loss of

efficiency and consequential cost burdens on Hong Kong's overseas trade.

Eight Percent Growth

The consultants said they expected throughput to grow about eight per cent a year, reaching 2.2 million TEUs by 1985 and possibly 3 million TEUs by 1990. Though the overall proportion of transshipment trade would remain about constant at 35 per cent, transshipment to and from China would grow while it declined to other destinations.

The critical factor in the next five years would be the capacity of the three terminals at Kwai Chung. Priority would therefore have to be given to providing more land for terminal operations over ancillary activities, such as container repair and leasing, off-terminal container freight stations and drayage, though the consultants recognised these services had a vital role to play in the overall industrial structure.

The consultants emphasised terminal capacity was determined by land available for container marshalling. The yards had a capacity of about 1.2 mil-

lion TEUs a year. Current throughput was accomplished by operationally inefficient use of off-terminal container storage depots.

If no further land was made available to the terminals, they would have to secure more off-terminal depots. Operational efficiency would fall and the ultimate capacity, estimated at about 1.8 million TEUs in these conditions, would be reached in 1982 or 1983. Thereafter, heavy damage would be inflicted on the Hong Kong economy if nothing were done to alleviate the situation.

The consultants went on to make re-



"Cost Implications A Major Problem"

Mr. A.J. Derek Lygo, retiring Managing Director of Modern Terminals Limited, says the people best able to advise, recommend and execute Kwai Chung expansion are the terminal operators themselves.

"I think more than any other factor the enormous cost implications are going to be a major problem and I don't believe the terminal operators are prepared to go into something that can't first be proved viable.

"The Government will have to be realistic about the premiums it charges for the land the operators reclaim according to agreed plans," Mr. Lygo says.

"Of course, the cooperation we have had from the Government is tremendous. But now it's going to have to weigh up the alternatives — expansion to keep the port efficient or a static situation with nobody taking any risks."

"We are the key to the viability of our economy. If the Government knocks us, then it knocks Hong Kong," Mr. Lygo says.

The terminal operators accept that Kwai Chung expansion is going to be costly, according to Mr. Lygo. They accept the need for the addi-

tional berths.

Their preliminary recommendations boiled down the long consultants' report into practical plans for action, the first phase of which was to build one additional berth, reclaim the nullah, re-position the Container Port road and move some short tenants providing auxiliary container services.

Naturally, the short tenants weren't exactly happy about that because their new sites were smaller and temporary.

Mr. Lygo says it was the terminal operators who recommended to the Government the additional two berths ought to be let out for public tender. "There is no way we could finance all that," he says.

Mr. Lygo, at this stage of the projected expansion of Kwai Chung, is "folding his tent and stealing silently away from Hong Kong" as he puts it. He is going to Queensland, Australia, where he has secured a 15-year lease at Pinnacle Sound, 30 miles north of Brisbane where he is building a marine.

He leaves having completed the computerisation of MTL, which he says last year took six weeks to

shake-down, caused the resignation of 20 valued employees and a short transport strike.

But now the cloud has lifted and, with computerisation, MTL is operating more cost-efficiently than it has ever done. Congestion has been reduced and ships are being loaded according to computer instructions, far ahead of anything else in the world.

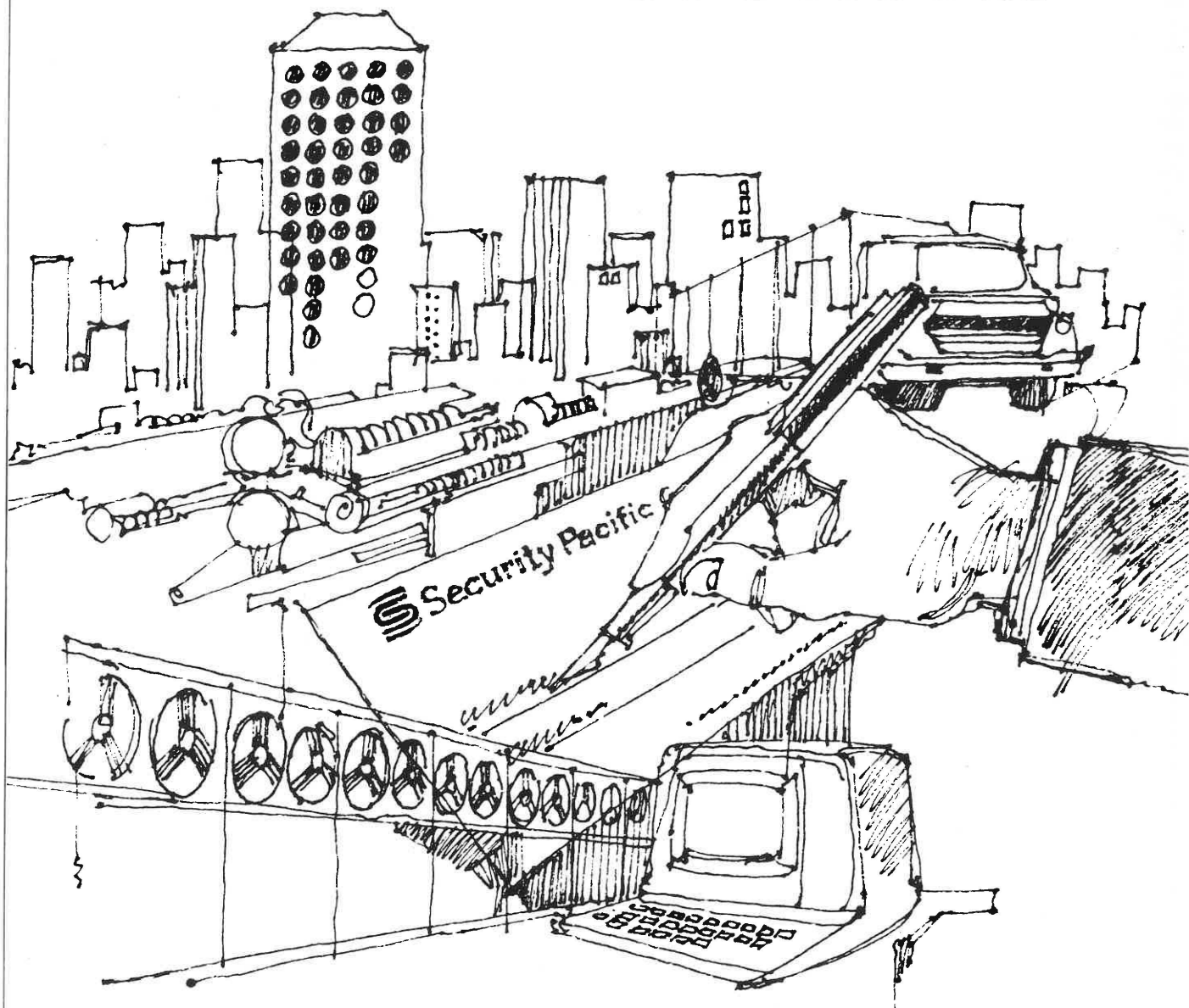
Mr. Lygo says the only thing MTL computers can't do is accept the last-minute consignment that goes onboard as the ship is about to cast off its moorings. He says Hong Kong manufacturers will have to learn to live with that and produce their consignments in time for the computers to load container ships scientifically.

● Another of the terminal operators, Sea-Land (Orient) Ltd., is co-ordinating more intensive use of the land it has already got at Kwai Chung with the planned expansion of the container port. It plans building the world's largest and only multi-storey container freight station.

The company has announced plans to form a company called Asia Terminals Ltd. with the Far East Constortium Ltd. that will cost \$1.5 billion. Sea-Land will hold 51 per cent of the equity.

The joint-venture partners have said the new station will help alleviate the worsening congestion at Kwai Chung and speed up berth handling. The new container freight station will be completed in 1986 but a lot of its capacity will be in use before that date.

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commendations which they said would theoretically increase Kwai Chung capacity to 2.5 million TEUs but which in practice was unlikely to exceed 2.2 million TEUs because of the limitations of the back-up land, its location and configuration.

They also said further container berths were likely to be required by 1985-6 and recommended studies should be initiated to develop a long-term plan to meet the need for three.

The consultants, in their 58-page report and six separately-bound appendices, recommended by way of "first aid" for Kwai Chung adjustments in land use favouring the terminals over ancillary users, the reclamation of Kwai Chung Creek to help the terminals and sweeping changes in road access.

They recommended a semi-autonomous, self-financing Container Port Authority be established, not to do the work of the terminals, but to provide the back-up required by the industry on a common basis and to plan the expansion of a self-contained and designated container port area.

The Executive Council considered the consultants' recommendations late last year. As a result it asked the existing three terminal operators to submit joint proposals to reclaim Kwai Chung Creek and how to use that land as well as to build one of the new berths.

Reclamation and the disposal and development of the further two berths recommended would, however, be done later by public tender, the Government decided.

Joint Proposals

Preliminary joint proposals were this year quickly submitted by the terminal operators. These are now being studied by the Government with a view to submission of quick final plans. Construction is expected to take about two and a half years.

The recipients of all three berths will be required to reclaim the back-up land to the east of the terminals and hand it back to the Government at cost.

To provide more immediate relief from Kwai Chung congestion at the container terminals, the Government accepted the recommendations of the consultants to terminate as soon as

practicable two short-term tenancies leased by Container Care Ltd., one by Fat Kee Stevedores (Conrep) and one commonly held by these two tenants and two others, Wing Hang Godown Ltd. and Reynold Van Lines.

The ancillary businesses the tenants operate, providing such services as container repairs and transport, are to be relocated for an interim period on other nearby sites and the vacated land will be put under the joint control of the existing terminal operators until a decision regarding its permanent use has been made.

Answering the consultants' call for a body capable of planning the expansion of the container port and its complex back-up facilities, the Government decided to set up an executive body on container port operations. The committee has now begun to function in much the same way as the port executive committee which deals with the rest of the harbour.

The new Container Port Executive Committee's terms of reference include keeping under continuous review the day to day operation of the container port at Kwai Chung and advising the Director of Marine and terminal operators on solutions to problems as they arise.

It will also advise the Port Committee, Hong Kong's major policy advisory committee, on any matters of policy relating to the administration and development of container port facilities. And it will consider any other matters related to container port facilities referred to it by the Director of Marine or the Port Committee, on which the Director sits as Chairman.

The Container Port Executive Committee has been specifically charged with advising on the provision and management of back-up facilities to be provided on the reclamation behind the three new berths and on the permanent use of the four sites to be vacated by the short-term tenants.

It has also been asked to advise on the practicalities of creating one self-contained container port area and provision of common user back-up areas and whether or not a semi-autonomous Container Port Authority to co-ordinate the use of common facilities should be established sometime in the future.

The Container Port Executive Committee comprises representatives of relevant government departments, ter-

minal operators and port users. It is chaired by the Director of Marine and is virtually a sub-committee of the Port Committee.

It is too early to put a figure on the total proposed cost of Kwai Chung expansion but it could involve as much as \$1 billion to update this unique economic and strategic resource comparable with, say, Kai Tak airport.

First Stage

The first stage of its relief from congestion seems assured. Private enterprise, through the terminal operators, has responded to the Government's invitation to undertake the expansion. The Container Port Executive Committee is sorting out the congestion.

It is, of course, in the interest of the terminal operators to respond. Maintaining good turn-around time to them, including their shipping line terminal equity holders, is as vital to their continued profitability as it is to the whole private sector.

The proposals for Kwai Chung expansion are in sharp contrast with plans being advanced for replacing Kai Tak airport. One is seen primarily as a private sector responsibility, though of course the government will have to build the roads and infrastructure. The other is being entirely advanced as a public sector responsibility.

The inconsistency belongs to different historical developments. Even the moorings in Victoria Harbour used to be privately owned until they got so higglety-pigglety ships weren't sure of safe freeway. Then the Government bought the moorings back and relaid them in safe order.

It was an example many years ago of the sort of intervention in the private sector the Government is still today committed to, but only when things get out of hand. They are not out of hand at Kwai Chung nor is the private sector likely to let things get really out of hand.

Air services, on the other hand, have always been subject to international unilateral landing rights agreements. Only now are some governments in favour of the sort of airline decontrol, the shipping industry has always enjoyed. □



A successful handicapped athlete receives an award he justly deserves.



Basketball in wheelchairs, with all the enthusiasm more fortunate players generate.



Archery is a popular sport among the handicapped.



Fencing in wheelchairs under the guidance of amateur Association instructors.

Handicapped Win Gold Medals — Now Look for Local Support

Community Sports, a registered voluntary charity, is building a sports centre for the handicapped at Ma Cho Lung in the New Territories and is mounting a campaign to raise \$1–2 million to pay off residual costs. It is also looking for firms, that organise recreation for their staffs, to join in using the centre so it can meet monthly recurrent costs.

Some of the physically and mentally handicapped people of Hong Kong have in the past 10 years been participating locally and overseas in a wide range of competitive sporting activities, adding to their personal enjoyment of life and to their own social stature.

Their overseas successes, in annual events in many parts of the world, have surprised and gratified the more fortunate majority of our people who do not suffer from any disability.

This has led to a more liberal public understanding of the capabilities of the handicapped by the able bodied and in turn brought the handicapped closer to social integration which is the aim of the organisation known as the Physically Handicapped Able Bodied Association (PHAB).

Except in the case of one partially blind swimmer, there have been so far no cases where integrated training has led to successful international sporting accomplishment by handicapped persons. Mainly, Hong Kong's handicapped athletes have been coached separately by our amateur sports bodies and the Jubilee Sports Centre without attempts at integrated training.

Current practice and the integrated training principle both will get a desirable boost from more adequate training facilities for the handicapped due to open at Ma Cho Lung about the end of the year.

Ma Cho Lung is on the main road in the New Territories between Sheung Shui and Yuen Long, not far from the turn-off to Lok Ma Chau. The centre is the result of the planning and organising work of a concerned group of Hong Kong people who established a charitable body, called Community Sports.

Legislative Councillor, Dr. Harry Fang, is its patron and Miss Betty Mair its executive director. Its management committee includes Mrs. Maureen Wagg, chairman of Physically Handicapped Sports and Mr. David Ip Siu-wo, chairman of Hong Kong Sports Association for Mentally Handicapped. Mr. J.D. McGregor, the General Chamber's Director, is among its honorary advisers.

"We have always wanted the handicapped to have a more extensive playing area where they could have the best of both worlds," says Miss Mair.



Sharp-shooting with one arm.

"At Ma Cho Lung there will be overnight accommodation and the possibility of two or three days camps.

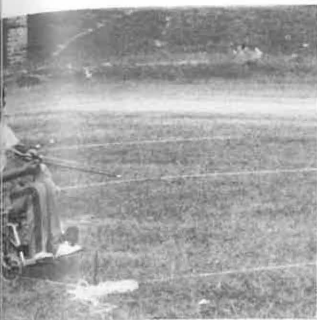
"It will be completely free for all the handicapped.

"But we know our facilities are also suitable for able-bodied sportsmen. Even professional footballers will want to train there because some of our major clubs don't have what we will have to offer."

"We'll get the handicapped and able-bodied together this way and we'll meet our recurrent costs by charging the able-bodied," says Miss Mair.

"We would also like large firms, looking for places to lay-on holiday accommodation for their employees, to use our facilities on a paying basis".

The lay-out of Ma Cho Lung includes three full-sized grass football pitches



Between sets in a doubles game in tennis for the handicapped.

and one smaller one and a main building.

One wing of the building will comprise a big gymnasium, exercise and fitness rooms, a dining room and lounge, a sauna, a kitchen, a bar and an office.

The other wing will comprise a lecture room, changing rooms and living quarters. The quarters will be made up of dormitories, family rooms and twin rooms. The sleeping accommodation is for about 80.

The gymnasium will be particularly useful for indoor games in bad weather. It will be capable of being used for three basketball courts or for badminton and table tennis, etc. The grounds are suitable for an athletic meeting, including wheelchair races and archery.

All the facilities are being built to meet the standard requirements of the physically handicapped. The whole complex will be suitable as a part venue of any world event for the handicapped or for that matter the able-bodied.

Ma Cho Lung would not have been possible without the generosity of the British Army and the Royal Hong Kong Jockey Club.

The British Army assigned the Gurkha Engineers to form the site for Community Sports as a training exercise. The Gurkhas have spent over a year on the site since it was allocated by the Government. They have saved Community Sports something like \$4 million.

Big Games Events at Shatin

Mrs. Maureen Wagg, chairman of the Physically Handicapped Sports Association, says about 400 physically handicapped people are actively involved in sport.

A central register of the physically handicapped was only recently established and it is not known exactly how many amputees and paraplegics there are in Hong Kong. But the total is thought to be in the vicinity of 14,000.

The physically handicapped population is growing every day with industrial accidents and the road toll, as well as through defective births.

About 40 go abroad every year to compete in international events that are classified according to residual physical disability. They train each in their own classification and this means there has to be many different classes to coach competitors.

The Physically Handicapped Sports Association maintains close liaison with amateur sports bodies and the Jubilee Sports Centre to help with the coaching.

The Association relies heavily on the appropriate amateur bodies for coaching in archery and fencing. The Rowing Association has recently begun training both a physically handicapped eight and a four.

Physically handicapped competitors have returned with gold medals from such international events for paraplegics as the Stoke Mandeville Games in England in 1971, 1977 and 1981.

They have had similar successes in

1972 at the Para-Olympics in Heidelberg, West Germany, in 1974 at the Commonwealth Games for the Disabled in New Zealand, in 1975 at the first Far East and South Pacific Games for the Disabled (FESPIC) in Japan, the 1976 Olympiad for the Disabled in Canada, the second FESPIC games in Sydney in 1977 and the Olympics for the Disabled in Holland in 1980.

The Hong Kong Physically Handicapped Sports Association will play host to the third FESPIC 10-day games series in October-November this year.

The games will be held at the Jubilee Sports Centre in Shatin and about 800 visiting disabled competitors will be housed in the new Shatin Hospital staff quarters.

About 100 Hong Kong competitors are being coached for the games.

Mr. David Ip Siu-wo, chairman of the Mentally Handicapped Sports Association, says there are about 100,000 mentally retarded persons in Hong Kong of whom about 2,000 are actively engaged in sports training. The Association sent 12 competitors to the Olympics for the mentally handicapped in New York in 1979 and they returned with 18 gold medals. This year the Association will send 15 to Baton Rouge for a similar Olympic event.

The Association has yearly programmes for coaching the mentally handicapped in sport and in training for the Olympics. They plan to use Ma Cho Lung for camping and Olympic training, Mr. Ip says.

The Jockey Club gave \$2 million toward building the facilities, including grassing and fencing. Community Sports now needs another \$1 or \$2 million to complete the project to which it plans perhaps later to add a swimming pool. It is looking for donations from public-spirited people and firms and is mounting a campaign to get the money.

When the project is completed Community Sports will employ a coach/manager, two assistant coaches and requisite ground staff. It is hoping not to have to go back to the public cap in hand for Ma Cho Lung recurrent costs

by hiring its facilities to the able-bodied and to firms wanting to provide recreational facilities for their staff.

In recognition of the Army's contribution, Community Sports has agreed to allow the Polo Association to use the grounds on Wednesday afternoons twice a month and on the odd Sunday. Another quid pro quo agreement with any other big donor may not be out of the question, says Miss Mair.

The address of Community Sports is: c/o Tony Kwok Tung Ng & Co., Lee Loong Building, 4 Queen Victoria Street, Central, Hong Kong. Telephone: 5-249373. □

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FERIT Ferrets Out Villains on the High Seas — Seminar on Maritime Fraud —

An international maritime fraud convention, similar to the convention that enables hi-jackers of aircraft to be prosecuted in the countries where they are caught, could help combat a persistent problem that plagues the business world.

Speakers urged shippers at a seminar on maritime fraud on March 16 to minimise their risks by using reputable shipping lines with well-managed tonnage.

The speakers were Mr. Eric Ellen, director of the International Maritime Bureau of the International Chamber of Commerce, Mr. Robin Peard, a Hong Kong solicitor and Mr. G. Miller from the Marine Insurance Association of Hong Kong.

The seminar was organised by the ICC Hong Kong liaison committee comprising the Hong Kong General Chamber of Commerce, the Chinese Manufacturers' Association and the Indian Chamber of Commerce.

It was opened by the General Chamber's Director, Mr. J.D. McGregor, and was attended by about 70 shipowners, insurers, bankers, charterers, traders, freight forwarders, brokers, and agents. The seminar attracted wide publicity and the speakers illustrated the dimensions of the problem with case histories.

Mr. Ellen, former chief constable of the London Port Authority, said maritime fraud has been declining in East Asia since the Far East Regional Investigation Team (FERIT) had investigated 60 ship losses in the area. He pointed to India, the Middle East and Africa as areas where the incidence of fraud was now highest.

But Mr. Ellen warned against complacency in the Far East region and said he thought the problem would come back again. The recession in the shipping industry could cause some businessmen to take chances using cheap freight rates that could lead to fraud.

Criminals, Mr. Ellen said, had become more sophisticated but law enforcement still relied on time-honoured techniques, such as using informants. He urged law-enforcement agencies to develop financial intelligence and the Hong Kong police to clear up some outstanding cases.

Today's frauds had become so near perfect they called into question the present methods of financing trade and self-regulation in shipping, insurance and banking, Mr. Ellen said.

These were the realities which had led to the establishment of the bureau which he heads acting as a watchdog for the shipping industry without official enforcement powers. Backed by a team of investigators, the London-based bureau collected and disseminated information for 80 members.

Mr. Ellen told the seminar the bureau had defended its right to disseminate information about suspects in London's court of Appeals. The Master of the Rolls, Lord Denning had quashed an attempt to restrict the bureau. Its role was to identify future trends and potential trouble spots, monitoring transactions, authenticating documents, delving into commercial backgrounds and investigating losses and suspect claims.

Mr. Ellen appealed for more support for the bureau and said all members regularly received useful confidential bulletins.

Mr. Miller told the seminar the insurance industry finally reacted to Far East shipping losses in 1979 on the initiative of the Marine Insurance Association of Hong Kong and with strong backing from the London market. Insurance associations throughout Southeast Asia also supported FERIT financially.

FERIT was given an overall budget, told to assist insurers with their outstanding claims, consider ways of achieving a deterrent and try to identify who were behind the losses. It concentrated on 28 cases in the previous four years and did more than 2,000 manhours of investigation into individuals, captains, officers and crew and into company shareholdings, common directorships and business connections. It built up a large card index system and made cross references. FERIT was forced eventually by financial constraints to stop work without achieving anything particularly spectacular, but even so insurers themselves experienced an immediate drop in the number of suspicious cases in South-east Asia.

FERIT's report did not make firm statements about how many of the 28 ships investigated were scuttled but it did collect enough information to be able to say more than half of the cases investigated in detail definitely showed an involvement in maritime fraud of one form or another. Collusion between shipowners and cargo interests was highly suspected in at least six cases.

FERIT's report was circulated to law enforcement agencies in the region, resulting in a number of arrests. Successful prosecutions, however, had been scarce in the extreme, Mr. Miller said.

Nevertheless, the world-wide publicity FERIT generated had created a greater public awareness among shippers, charterers, and shippers of the necessity to take more care in choosing business associates.

The Marine Insurance Association of Hong Kong was now the possessor of a substantial data bank of information which it would be updating.

Mr. Peard dealt with the legal questions involved in maritime fraud and suggested ways to minimise risks.

He said an essential prerequisite for strong action against maritime fraud was the existence of well-financed and professionally staffed police forces who were prepared to make an attempt to co-ordinate their activities between countries to track down perpetrators.

He said it was very seldom maritime fraud was committed only in one country. Evidence for prosecution usually had to be gathered in several countries. Without cooperation between police forces it was well-nigh impossible to assemble sufficient evidence to ensure convictions.

The International Maritime Bureau and FERIT, who could assemble information, had been useful in supplementing the efforts of police forces.

Mr. Peard said it was about time maritime fraud on the high seas became akin to hijacking where an international convention allows and obliges a country to prosecute a hijacker even if that hijacker did not commit his crime in the country where he was detained.

Without a maritime fraud convention, it usually became necessary to prove a conspiracy in a particular country to commit a crime on the high seas. □



Fishing-boat Building Yards Face a Shake-up

The fishing-boat building industry on the Aplichau side of Aberdeen harbour faces a shake-up this year. Their yards have begun to move across the harbour to an area near the Aberdeen Boat Club. The move necessitates an injection of new capital and the yards, to maintain their economic viability, may have to upgrade their standards and business practices. That could have an impact on the whole fishing industry where total production declined last year.

Our fishing industry employs less than one per cent of Hong Kong's economically active population. But it is unique among our primary industries. It is very high in locally added-value and it substantially contributes to the one staple food in which we are essentially self-sufficient from our own few natural resources — in this case, the sea around us.

From capture fishing, as opposed to cultured husbandry in our fish ponds, the industry in 1980 produced 187,000 tonnes of seafood compared with 182,000 tonnes in 1979. But preliminary figures for 1981 estimate a 6.5 per cent decline, partly blamed on a fishing ban imposed by China.

Annual production increases in the 'Seventies were relatively slow compared with the 'Sixties. The sea is not a boundless source of fish when the standing stock has been reduced to a level that affects its regenerative capacity.

Hong Kong production in the past decade has been constrained by

classic over-fishing, though it has not been as badly affected as, say Thailand, where the size of the fishing fleet was allowed to grow in excess of the capacity of the available fish resources to support the fleet.

The Hong Kong fleet comprises about 5,000 vessels, ranging from sampans to 90-odd footers. Its productivity and range have been helped by slowly improving techniques and vessels and by its ability in sub-tropical waters to switch catches from one fish species to another, something not always possible in temperate waters. There are many more species in tropical waters but the schools are not as numerous as they are with the fewer species of temperate zone fish.

Housewives buying fish in Hong Kong markets over the past few years would have noticed the changes in availability of the kinds on sale. Still they are far less likely to complain about that than the price they now have to pay for their fish.

Increased prices are not just the result

of general inflation but go back to the cost efficiency of the Hong Kong fishing fleet — and even to the standards of our boat-builders.

Whether or not current standards are fully meeting the economic challenges of the times is a question that is inevitably raised when annual production begins to fall as estimates say in 1981. Indeed, some may ask: Is the industry beginning to go into permanent decline or perhaps a *status quo*?

Locally-built fishing vessels usually last about 10 years. Those built to the Agriculture & Fishery Department's design and under its supervision last about 15 years and have been known to last 18 years. But a good fisherman, nevertheless, will want to change his vessel in four to five years.

The reasons for quicker replacement are to do with cost-efficiency. A good fisherman may want a design incorporating better engines. He may want a bigger boat. By upgrading his operation it may become less labour-intensive and achieve faster turn-around.

His investment may give him a higher return in production on his operating costs.

Licences

The demand for replacement vessels is reflected in the Marine Department's licences issued. In 1980-81 the figures show 529 mechanically-propelled fishing vessels were licensed compared with 753 the year before.

There was a significant decline last year in size and power. Fewer larger vessels were built, due to high fuel costs, the higher cost of labour and other operating costs and a shortage of capital at viable interest rates.

The Government, applying its own criteria, is not the major lender of capital to the fishing industry. But re-

cent evidence does show it is now being approached by more fishermen for financial help. The Agriculture and Fisheries Department made its 10,000th loan last year at its standard 6 per cent. The loan spread is between \$50,000 and \$1.6 million. There is little change out of \$2 million for a modern pair trawler. But that is cheap compared with \$5 million that can be spent on a modern pleasure cruiser and a mooring at \$250,000.

The two kinds of boat-building in Hong Kong add up to a sizeable industry. A survey done last year found over 100 boat-yards, with the largest concentration on the Aplichau side of Aberdeen harbour of between 60 and 70. The rest are dispersed at Shaukwan, Tuen Mun and at Tsing-I Island. At Tsing-I construction is confined to

steel vessels for export and to locally-employed barges.

The traditional Chinese fishing-boat builder has for centuries relied on rule-of-thumb in conceiving his design and building his vessel. That method persists today in quite a few of Hong Kong's boatyards. And it has led to production of a variety of types of vessels associated with the boat-building districts along the South China coast.

These are hardly appropriate to the design and construction of modern cost-efficient vessels needed in the Hong Kong fishing industry. They lack precision in hull construction. What is needed is a sailing hull, with a compromise for a fish cargo, that can be efficiently mechanically-propelled using what has become an expensive fuel.

A Chinese junk in full sail on our harbour is now as rare a sight as a pretty demure young girl walking gracefully down a Hong Kong street in a cheongsam.

The economic march of time has robbed us of both those charming, once familiar and distinctively oriental facets of Hong Kong life.

Before the Pacific War the Hong Kong fishing fleet was all sailing junks and sampans. Today there is none.

In a half-hour trip around Aberdeen harbour on one of those put-put tenders that ferry fishermen to their moorings, the visitor may find himself hard put to see even the bulging hull of a motorised junk with its high poop, short mast and no sail.

Post-war mechanisation has dealt a death-blow to the junk. Its hull is simply not hydro-dynamically economical for mechanical propulsion, especially at current fuel prices.

Even the motorised junk that became familiar after World War II began to give way in the 1960s to the trawler that, in ever-improving designs, predominates at Aberdeen moorings today.

In helping with the rehabilitation of our plundered and destitute fishing community after the war, our Government began distributing the daily necessities of life; progressed to giving loans for fishing gears and repairs; and then to loans for improvements, such as engines.

By the 1960s the Agriculture and Fisheries Department had designed



Trawlers Replace the Picturesque Junk

the 66 Ft. stern otter trawler, a much sleeker vessel than the junk. It was swiftly adopted by several hundred fishermen, then its number reached a plateau and it now comprises about 10 per cent of the entire fleet.

The stern otter trawling method uses one fishing vessel to do what used to take two motorised junks. Astern of the trawler are streamed two hydro-dynamically designed devices like kites, to keep the mouth of a fishing net open. The method eliminates the use of two motorised junks sailing in parallel with up to a mile of line behind each of them, in what is known as pair trawling.

Another fishing method used in Hong Kong is beam trawling. In this method a succession of small nets have their mouths propped open by beams slung over the trawler's sides. Beam trawling is primarily used for catching shrimp. The method of fishing which night visitors to Repulse Bay see and hear happening in the distance is called purse seining. Bright lights scan the sea for schools of fish. When one is found a net, like a purse, is cast over the school and pulled tight beneath it.

The banging on the gunwhales of the fishing vessels is to coax the fish to stay tightly together as the net is manoeuvred over them, an operation that could frighten the school into dispersing.

Purse seining is invariably done by Hong Kong's few remaining motorised junks and by sampans. It is a labour-intensive way of catching fish and the motorised junks that undertake it are not capable of long voyages outside Hong Kong waters. As a fishing method it is dying out in Hong Kong.

As purse seining disappears so does the last of our motorised junks.

The majority of newly-built fishing vessels at least roughly copy the underwater design of the first stern trawlers of 1960s and the modifications incorporated in subsequent generations.

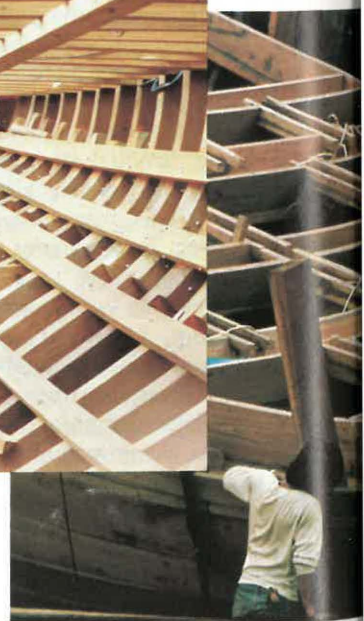
Hong Kong has also redesigned the pair trawler and the most recent vessels, built to Government designs, are pair trawlers, not otter trawlers.



Fishing-boat Builders and the Price of Fish

A fisherman gets what he is prepared to pay for when he orders a new fishing-boat from one of Hong Kong's 100-odd boatyards, mainly on the Aplichau side of Aberdeen harbour.

If the fisherman is traditional and believes in age-old rule-of-thumb the fishing-boat may be



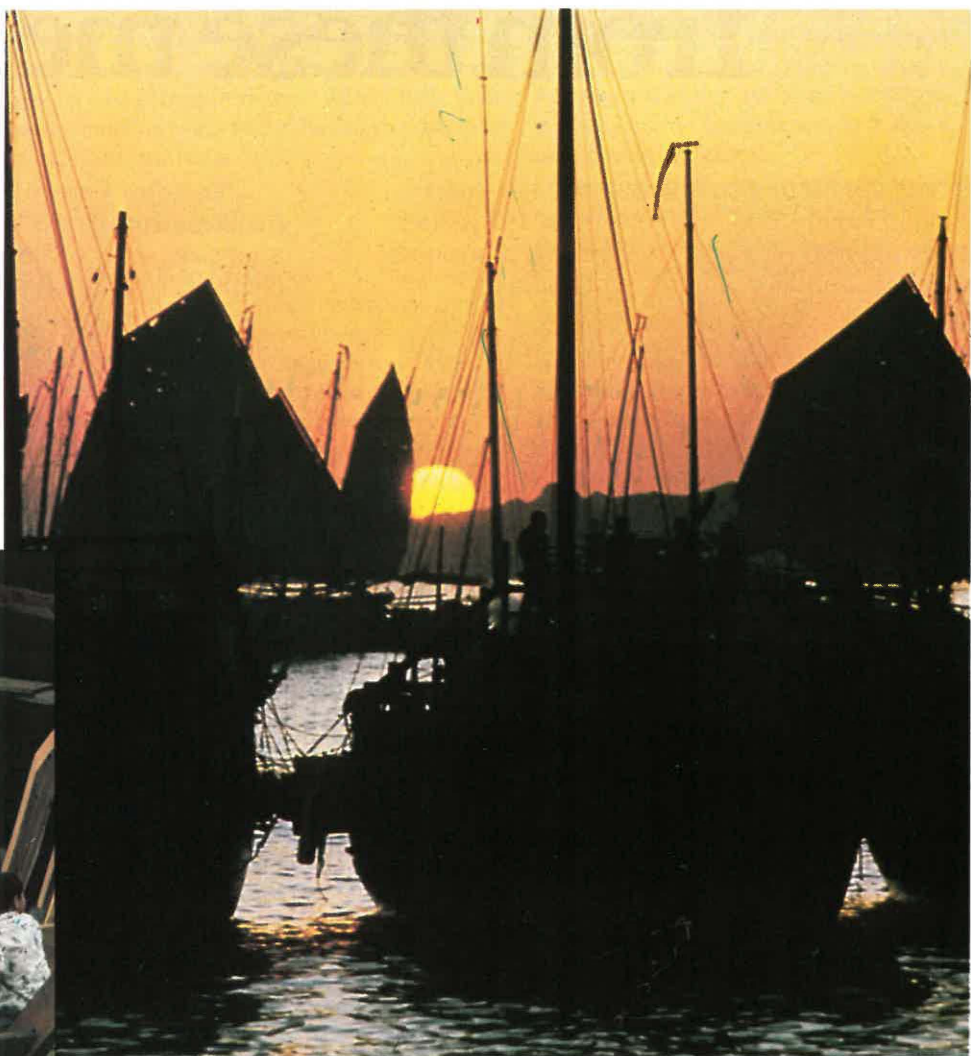
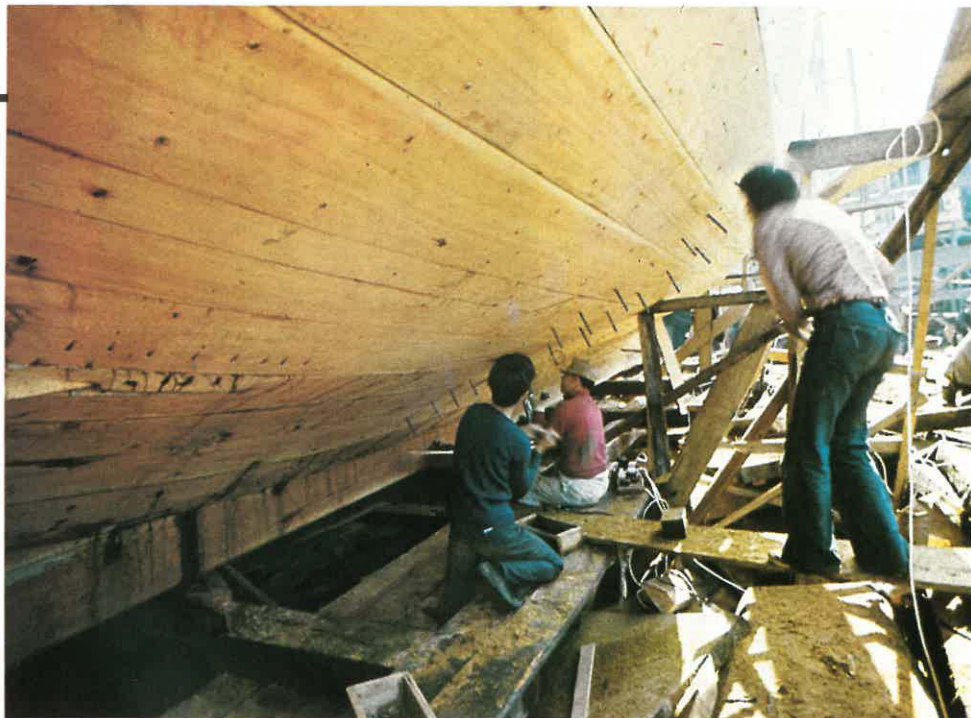
a little cheaper than \$2 million. If he prefers fully-lofted lines and a cost-efficient hydro-dynamically built hull it would be all of \$2 million-plus.

The choice has quite a bearing on the cost of fish for the local housewife.

The price is hardly getting cheaper and that's because far from all our fishermen actually prefer hydro-dynamically designed hulls powered by cost-efficient engines, instead of several small second-hand ones.

Pictures show a locally-designed fishing trawler in the course of construction.

All Hong Kong boatyards will have to move to new locations in the course of the next two years, inject new capital into their businesses — and perhaps move away from traditional boat-building methods.





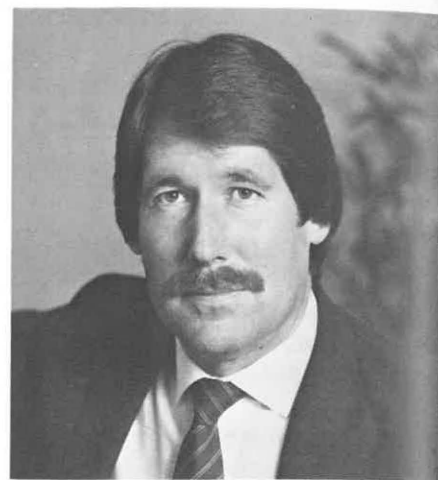
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In essence, a good hull design should be easy to propel; be seaworthy in the normal frame of weather conditions; provide a stable base for fishing gear and that gear's day-to-day operation; and, have sufficient insulated cargo space to bring back a catch that not only pays for each fishing voyage but makes a profit.

Hardwood

Hong Kong's fishing vessels have been traditionally built of tropical hardwood. But the increasing cost of this material and the skilled labour needed in timber construction is beginning to lead to examination of other materials, such as fibre-glass, steel and even reinforced concrete.

Three vessels were built of concrete in the 'Seventies. They are no longer fishing and no more have been built. They were not found by fishermen to be suitable.

Fibre-glass has been accepted for sampans. Some fishermen find them lighter, easier to maintain and the capital cost no greater than timber. About half a dozen boat-yards make them. Fibre-glass is not being used in bigger vessels because it doesn't stand up as well as timber to abrasion.

About 20 steel fishing trawlers were imported from Japan in the late 'Fifties and early 'Sixties and were operated by companies rather than in the usual owner-operated Hong Kong custom. Operational costs in the course of time made them uncompetitive.

Nevertheless, it is to steel Hong Kong fishermen will have to turn if cost-efficiency requires bigger than the 90-odd footers some use now. Too much space would be wasted by massive timbers in still bigger wooden vessels.

A factor inhibiting our fishermen turning to steel is that greater attention would have to be paid to maintenance in the context of current Hong Kong legislation that sets quite different seaworthiness standards for steel.

Overcoming that inhibition, attractive as steel might appear in the future, would perhaps require less stringent legislation. But so far our Government has been reticent to interfere with current methods. Apart from ensuring basic safety standards, the Government tries only for voluntary improvement, consistent with its positive non-intervention policy.

But the most Hong Kong does when a fisherman goes to the Government for

a loan is to impose one of these two standards:

— Large loans from the fisheries development fund are approved only for major long-term projects subject to design being agreed and the Agriculture and Fisheries Department supervising construction. But such loans are a small minority of the projects fishermen propose to the Department.

— The majority of loans are obtained with only the broad specifications of the design being defined. The vessels are built by methods half-way between modern fully-lofted lines and a compromise on the traditional.

In constructing fully-lofted lines each wooden boat frame is cut to the vessel's design, erected on the keel and the vessel then planked. In the compromise method, which is faster, only some frames are cut to the design and the intervening ones added in afterwards to fit the planking.

The end-result of the latter method of construction does not mean such vessels are unsafe. But it does mean when the propulsion unit is installed the vessels are not usually as operationally cost-efficient as they would be if their engines were put in hydro-dynamically optimal hulls.

Recurrent Costs

Hong Kong fishermen, in their search for the lowest possible capital outlay when they order new vessels from our boat-yards, tend to pay too little regard to their recurrent operational costs. And their attitude, induced by ever-rising construction costs, at least in part, limits what the Government's voluntary assistance policy might otherwise be able to do.

The Hong Kong fishing fleet is essentially owner-operated. That fits the same fragmented pattern, often common to Hong Kong industry, resulting from freedom of opportunity for all.

The fishing-boat building industry, of necessity, tags along. It, too, is generally fragmented and hardly capital-intensive. Its origins belong, now inappropriately, to traditional practices and its current construction compromises are geared to the same standards as persist in the fishing industry itself.

But it is fair to say old methods are now fast dying out. The Agriculture and Fisheries Department has courses for fishermen in better business practices. Yet it still does have an uphill fight against what some boat-builders are prepared to do for traditionally-

minded fishermen.

The Department's predicament only begins with hull design. Small second-hand diesel engines are cheap in Hong Kong. Associated maintenance and repair are well-established. Thus, it can become attractive to install several of them in a fishing vessel rather than to fit one propulsion unit which would produce better operational economy.

Less Efficient

It is not always easy to persuade a fisherman, worried about his capital outlay, to accept a bigger Government loan to fit one dearer yet efficient engine rather than several small and cheap, second-hand less-efficient ones. It is difficult, too, to explain why a fisherman shouldn't regard his fishing vessel as his home when his family can live on it more cheaply. It remains home for many but a constraint upon operational economy.

Something of a shake-up at the fishing-boat building end of the whole industry has begun this year. In two stages the boat-yards of the Aplichau side of Aberdeen harbour are to be resited, to make way for reclamation and more public housing estates.

In the first stage the first of the boat-yards have moved to Po Chong Wan on the opposite side of the harbour, near the Aberdeen Boat Club. They will be operating at their new sites this summer, but in the total re-siting there will only be room for about three-quarters of those yards working now.

This has produced spirited bidding for the available new sites and that will necessitate an injection of new capital in the boat-building industry. That itself could produce some general upgrading in construction standards. But it does not necessarily mean the best of existing builders will always get the new sites when all bidding is finished in the second state, which re-sites more yards on Aplichau.

What it may mean is that better business practices will be forced upon those who do get the sites if their capital investment is to be viable. What ultimate impact that may have upon the whole fishing industry in general remains to be seen.

It could, of course, accelerate technological improvement. Even to the introduction of steel hulls, necessitating another look at more appropriate legislation regulating their maintenance?

The future might then largely be in steel construction on Tsing-I Island. □

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The In-tray

New Members

Fifty-four members joined the Chamber in May :-
 Afrikon Industrial Co., Ltd.
 Atlas Copco (HK) Ltd.
 CF Winky Industries Co.
 Capital Printer
 Ceteco Far East Ltd.
 Charter Trading Co. Ltd.
 Chintex Oil and Gas Co. Ltd.
 Chun Cheng Embroidery Co. Ltd.
 Contec Media Ltd.
 DHL International Ltd.
 Diplomat Trading Co.
 E.R.A. Electronics Ltd.
 Gojewat Watch Industries
 Golden Universe (H.K.) Ltd.
 Grand Arts Manufactory
 Great Intent Ltd.
 Guaranty Co. Ltd.
 H.D. Hudson Asia Ltd.
 Hara Int'l Co. Ltd.
 Holford Ltd.
 Ichiman Enterprises Ltd.
 Intercontinental Seafood Supplies Ltd.
 K.M. Trading Co.
 Kam Ho Industries Co.
 Karaweik Trading Co. Ltd.
 Kashmere Enterprises Ltd.
 Kwang Huat Hong
 Man Fai Trading & Development Co.
 Merryland Jewellery Co. Ltd.
 Panda & Co.
 Prosino Co. Ltd.
 Prudential Trading Co.
 Regatta Trading Ltd.
 Relitraders Co. Ltd.
 Samedi Ltd.
 Sino Mate Int'l Ltd.
 Summit Magnetics Ltd.
 Sun Mai Watch & Parts Mfg. Ltd.
 Surety Garment Mfg. Co. Ltd.

Tamarex Marketing Ltd.
 Thians' Plastics Ind'l Co. Ltd.
 Time Incorporated
 Trincas International
 Union-Tex Novelties Co. Ltd.
 Universe Textile Corp.
 Wan Fung Embroidery Co. Ltd.
 Wilson L. Enterprises
 Wong's Electronics Co., Ltd., The
 Yuen Loong Hong Firecrackers Ltd.

Shipping Course

Enrolment is now being accepted for an eight-week advanced course in shipping from June 9 to July 30.

The course, following a five-week immediate certificate course in shipping practices, is being organised by the Hong Kong Shippers' Council and the Hong Kong/European Freight Conference.

The eight-week course comprises 22 sessions on subjects including containerisation and a field trip to Kwai Chung.

The course covers the role of the Shippers' Council and the conference shipping system and every aspect of documentation and the law relating to carriage of goods. Interested members should contact the Shippers' Council.

Productivity Centre Seminar

Professor John L. Espy is conducting a seminar on June 3 at the Hong Kong Productivity Centre for financial and general managers of small and medium-sized Hong Kong firms in the use of financial ratios for analysis, planning and control.

Topics to be covered by Professor Espy, who is associate director of the Division of Business Administration Graduate School at the Chinese University of Hong Kong, will include the use of financial ratios for measuring liquidity, funds utilisation, profitability, debt structure, and coverage of interest and dividends payments.

Among Professor Espy's other topics

will be the use of financial leverage (gearing) for improved return of shareholders' equity.

A brochure and enrolment forms are available at the Productivity Centre, 20th floor, Sincere Building, Central.

Foreign Currency Forecasts

The Henley Centre for forecasting in Hong Kong, care of the Manufacturers Hanover Trust Company, has announced a new quarterly services covering the Hong Kong currency and economy.

The well-known Centre, based in London, says the new service is to meet the growing need for information, analysis and forecasts for the new currencies in international trade and is the result of two years of research and preparation.

Each quarterly report will include an in-depth appraisal of U.S. dollar trends, detailed forecasts for the currencies of Mexico, Brazil, Hong Kong, Singapore, Malaysia, South Korea, Saudi Arabia, Kuwait and Nigeria and a regional digest summarising developments in other "new" currencies.

The quarterly service is called Foreign Exchange Outlook. A subscription includes a "phone-in" facility to the Henley Centre forecasting team.

For further information contact Manufacturers' Hanover in Alexandra House.

European Furniture

A European Furniture Review for 1982 has been published by ABC Europ Production, the European industrial trade directory publishers based at Av. de la Dole, 17, CH-1005 Lausanne.

The Furniture Review covers 6,000 exporting furniture manufacturers from 20 European countries.

It includes news on technical developments and new working processes. The Review also has alphabetical product indexes by products, manufacturers and countries and a company information register.



The General Chamber's out-going Chairman and his successor chat with the United States Consul General at the Chamber's annual luncheon for the Consular Corps at the Hilton Hotel on April 8. From left: Mr. David Newbigging, Mr. John L. Marden and Mr. Burton Levin.



Mr. George B. Yurchyshyn (left), Senior Vice-President of the First National Bank of Boston, advises Chamber members trading with Nigeria on the problems that have arisen over Nigerian trade restrictions at a special meeting on April 23. Mr. Yurchyshyn is the Bank's Division head for Africa and the Middle East.

Trade in Progress

Hong Kong Overall Merchandise Trade (HK\$M)

	Jan.-Feb. 1982	Jan.-Feb. 1981	% Change
Imports	21,242	19,775	+ 7
Domestic Exports	10,933	10,284	+ 6
Re-Exports	6,915	6,200	+12
Total Exports	17,848	16,484	+ 8
Total Trade	39,090	36,259	+ 8
Balance of Trade	-3,395	-3,291	+ 3

Imports : Major Suppliers (HK\$M)

	Jan.-Feb. 1982	Jan.-Feb. 1981
China	4,793	3,712
Japan	4,402	4,768
USA	2,280	2,126
Singapore	1,754	1,501
Taiwan	1,621	1,655
UK	928	869
South Korea	764	850
Fed. Rep. of Germany	486	532
Switzerland	395	425
Australia	337	276

Imports : Major Groups (HK\$M)

	Jan.-Feb. 1982	Jan.-Feb. 1981
Raw materials	8,590	8,226
Consumer goods	5,426	5,315
Capital goods	2,835	2,630
Foodstuffs	2,475	2,166
Fuels	1,917	1,438

Domestic Exports : Major Markets (HK\$M)

	Jan.-Feb. 1982	Jan.-Feb. 1981
USA	3,824	3,490
UK	964	878
Fed. Rep. of Germany	938	1,058
China	578	365
Australia	445	355
Japan	406	340
Canada	305	274
Singapore	269	236
Netherlands	253	240
France	191	195

Domestic Exports : Major Products (HK\$M)

	Jan.-Feb. 1982	Jan.-Feb. 1981
Clothing	3,733	3,811
Toys, dolls and games	977	616
Textiles	728	689
Watches	704	735
Radios	464	497
Electronic components for computer	215	320
Electric fans	183	137
Handbags	154	136
Footwear	140	110
Hairdryers, curlers and curling tong heaters	126	95

Re-exports : Major Markets (HK\$M)

	Jan.-Feb. 1982	Jan.-Feb. 1981
China	1,395	1,287
USA	820	655
Indonesia	655	589
Singapore	588	483
Japan	457	411
Taiwan	405	360
South Korea	250	185
Macau	231	179
Philippines	227	164
Nigeria	153	173

Re-exports : Major Products (HK\$M)

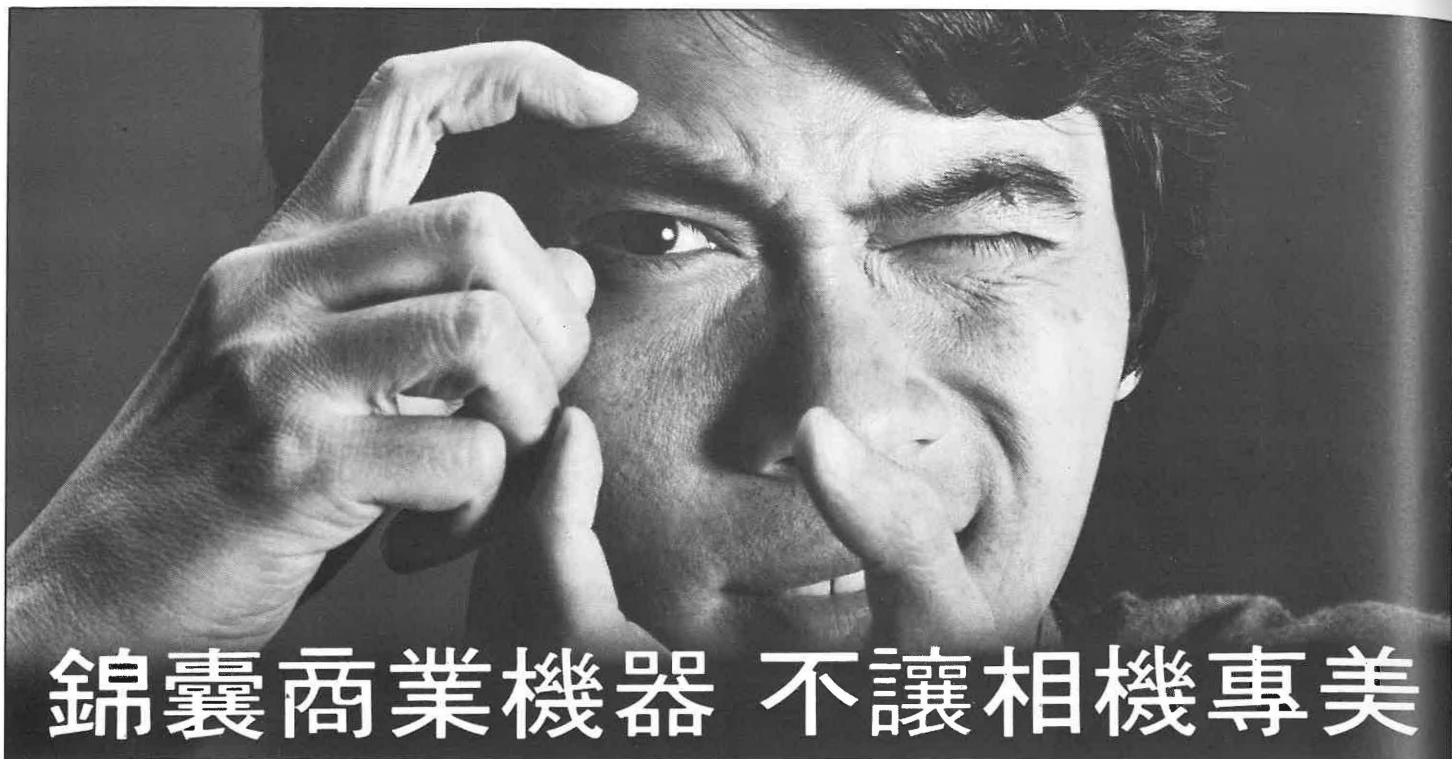
	Jan.-Feb. 1982	Jan.-Feb. 1981
Textiles	1,217	1,021
Chemicals and related products	599	521
Electrical machinery, apparatus and appliances and electrical parts	507	403
Photographic apparatus, equipment and supplies and optical goods, watches and clocks	487	436
Food	442	289
Crude materials, inedible except fuels	432	641
Non-metallic mineral manufactures	414	397
Articles of apparel and clothing accessories	400	338

Values and volume - monthly progress (all values in HK\$M)

	Imports		Domestic Exports		Re-exports		Total Trade
	Value	Quantum Index (1973:100)	Value	Quantum Index (1973:100)	Value	Quantum Index (1973:100)	
1979	85,837	176	55,912	175	20,022	184	161,771
1980	111,651	209	68,171	195	30,072	253	209,894
1981	138,375	233	80,423	210	41,739	324	260,537
Monthly Average 1981	11,531		6,702		3,478		21,711
Quantum Index (1981=100)							
Jan. 1982	10,023	81	6,239	91	3,319	87	19,581
Feb.	21,242		10,933		6,915		39,090

Area Comparison (HK\$M)

	Imports Jan.-Feb. 1982	Domestic Exports Jan.-Feb. 1982	Re-exports Jan.-Feb. 1982
South and East Asia (excluding China)	9,791	1,307	3,273
China	4,793	578	1,395
Europe (EEC)	2,996 (2,413)	3,242 (2,657)	441 (347)
North America	2,434	4,130	873
Australia	337	445	110
Africa	149	381	306
Middle East	211	476	325
South America	260	116	35
Rest of world	271	258	157



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本會動態

本文內容乃摘錄自執行董事
向理事會及其他工作
委員會發表之每月報告。

財務

本會一至三月的收支帳項顯示三個月來的赤字約為十三萬，比預算中的赤字為小。不過本會的財政狀況仍很健全。

會員

四月底的會員總數為2,666，去年同期則為2,523。過去三月的招募會員活動，導致每月平均有32間新會員機構加入本會。二月期間更進行了一次特別成功的招收會員運動，對象是經常利用本會服務的非會員機構。單在此次運動中即招收了87名新會員。

四月本會又再推行兩個招收會員運動，對象是法國及瑞典公司。短期內本會將推行另一個招收會員運動，以經常使用本會服務的非會員機構為主。有鑑於招收會員運動甚具成果，本會將可能經常予以推行。

週年大會

一九八二年度的會員大會於四月十九日假文華酒店舉行，來自110間公司的126名代表出席會議。會德豐集團主席馬登先生及南海紡織股份有限公司常務董事唐驥千先生分別獲選為理事會主席及副主席。

服務電腦化

本會第四階段的電腦化計劃——貿易諮詢系統——經已完成，並經成功施行。自四月初，本會已採用電腦處理所有海外及不少本地的貿易諮詢。此項新系統大大減少了處理各項諮詢所需的時間，而且能夠提供更準確的資料。電腦並連接著一部姓名地址印刷機，可迅速揀取地址，加快文件的寄發。

本會謹向渣打按連電腦有限公司致意，感謝該公司協助本會進行安裝及使用電腦。

電腦部現正開始運用寄發文件的系統，以及將專門服務予以分類。本會日後的專門服務將採取收費制度。

非洲分區委員會

委員會於四月一日集會，討論最近尼日利亞施行的進口管制。會上並決定徵求貿易發展局的同意，將原定五月合辦的貿易團延期。後來該團準備延至八月起行。

貿易統計

本會於徵詢各貿易委員會意見後，決定將現時九十個國家的個別貿易統計報告分成六個地區。索取每個地區的統計資料將須每月繳費十元，七月一日起生效。不過，各領事館及其他非牟利團體將仍可獲得免費服務。徵收少許費用可減少大量印製文件，其中不少文件由於是免費的，未必對所有會員都有用。

本會已發出通告予收到「香港整體商

品貿易」小冊的人士，確保他們是否對這本年刊真正感到實用。

東歐分區委員會

由於東歐市場不大活躍，而本會的一貫政策，對於無作用的委員會是不予保留的，東歐分區委員會因而被解散。此項決定於四月二日理事會會議席上獲得贊成。

公務員特別委員會

公務員薪俸及服務條件常委會秘書港保庶先生於四月十五日出席本會公務員特別委員會會議，向會員簡介常委會現行的工作。會後，委員會集合了數點意見傳予各委員，然後呈交公務員常委會。本會之公務員特別委員會經常與政府及公務員常委會保持密切聯絡，在彼此關注的問題上互相交換意見，需要時更向當局提交建議

中南美洲

由於中南美洲最近局勢有變，原定六月啟程往該區的貿易團已遭取消。不過若情況許可，將予再次籌辦。

澳洲

本會前赴澳洲的貿易團於三月廿一日回港。此行為期三週，曾往訪布里斯本、雪梨及墨爾本。貿易團成員接單總值五十萬港元，另有二百五十萬港元的訂單尚在洽商中。

西歐

由貿易部高級經理陳煥榮先生率領的貿易團往訪倫敦、巴塞隆納、史提格特及巴黎，成功完成三週的行程後，於四月一日返抵香港。雖然歐洲貿易情況維艱，不過接單成績良好，共簽署訂單達一千二百萬，另有二千二百萬的訂單尚在洽商之中。

款待各國領事午餐會

本會款待各國領事的週年午餐會由文娛秘書賈仕道籌辦，於四月八日成功舉行。香港三十間領事館的四十一名代表出席此次愉快盛會。

好市民頒獎典禮

三月廿八日於麥花臣球場舉行的青少年減罪日，好市民頒獎典禮為當日項目之一，由本會「好市民獎勵計劃」籌款委員會委員何鴻榮先生主持頒獎，送出獎金達二萬九千元，共有三十八名青少年好市民獲獎，其中有非常年輕的獲獎者。

貿易標準諮詢委員會

廣告小組委員會於三月二十四日舉行會議，研究現行的廣告管制制度。與會者同意不必加強管制，不過在教育消費者對廣告的認識方面則應予推廣。

小組委員會並研審廣告業向政府提交的意見書。小組委員會認為目前的條例並不會對廣告公司有所歧視，不過也許須要

作出些少修改。

金融期貨研討會

由期貨交易所主辦，本會支助的金融期貨研討會，四月廿八日假富麗華酒店舉行，共有四十名本會會員出席。

香港交易會

本會將與中華廠商會及香港工業總會聯合贊助第二屆香港交易會。該交易會將於一九八二年十月十八至廿三日假九龍公園舉行。本會與主辦機構有特別安排，本會會員可以特惠價格租用展覽場地，作展出產品之用。本會已向各會員發出邀請，參加此展覽，本人更準備盡己所能，令這個介紹消費品為主的國際交易會辦得成功。對於日後多類產品在香港推廣市場，交易會是一個很好的媒介。

貿易諮詢

四月間，本會處理的貿易諮詢達1,418宗，其中370宗來自貿易發展局。本人希望進一步改善本會與世界各大商會的連繫，以擴大來自世界各地的貿易諮詢數目。

中國

本會轄下中國委員會的委員於三月廿六日舉行會議，商討有關一九八二年春季中國出口商品交易會的事宜。委員會並與華遠公司的六位高級官員會晤，商討共同興趣事項。

本會工業部並安排來自中國北京第一機械工業部的五十四位官員到工廠參觀。

本會工業部助理董事馮若婷，應文匯報及深圳經濟特區之邀請，往訪深圳、蛇口與赤灣。她並於四月三十日向超過六十名在深圳工作的人員講課三小時，講題為「香港——吸引外資面面觀」。

馮若婷更代表本會出席四月廿九日由香港管理專業協會主辦的「中國四化下的香港」座談會，並在會上作專題演講。共逾二百五十名人士出席此座談會。

工業促進

本會於三月三十日與工商署及香港工業邨公司合辦一個「工業促進」座談會，假本會議室舉行。共有五十名會員機構的代表參加。

訪客

本會經常款待大批商業訪客，這些訪客所感興趣的事物範圍很廣，而且經常尋求本會的意見與聯繫。很多訪客屬貿易團的成員，不過有更多則為海外朋友、銀行及其他組織所介紹前來者。這些連繫對本會而言均十分寶貴，而且隨著本會服務良好的信譽提高，本會可望有更多訪客，而這正是本會設立的宗旨！

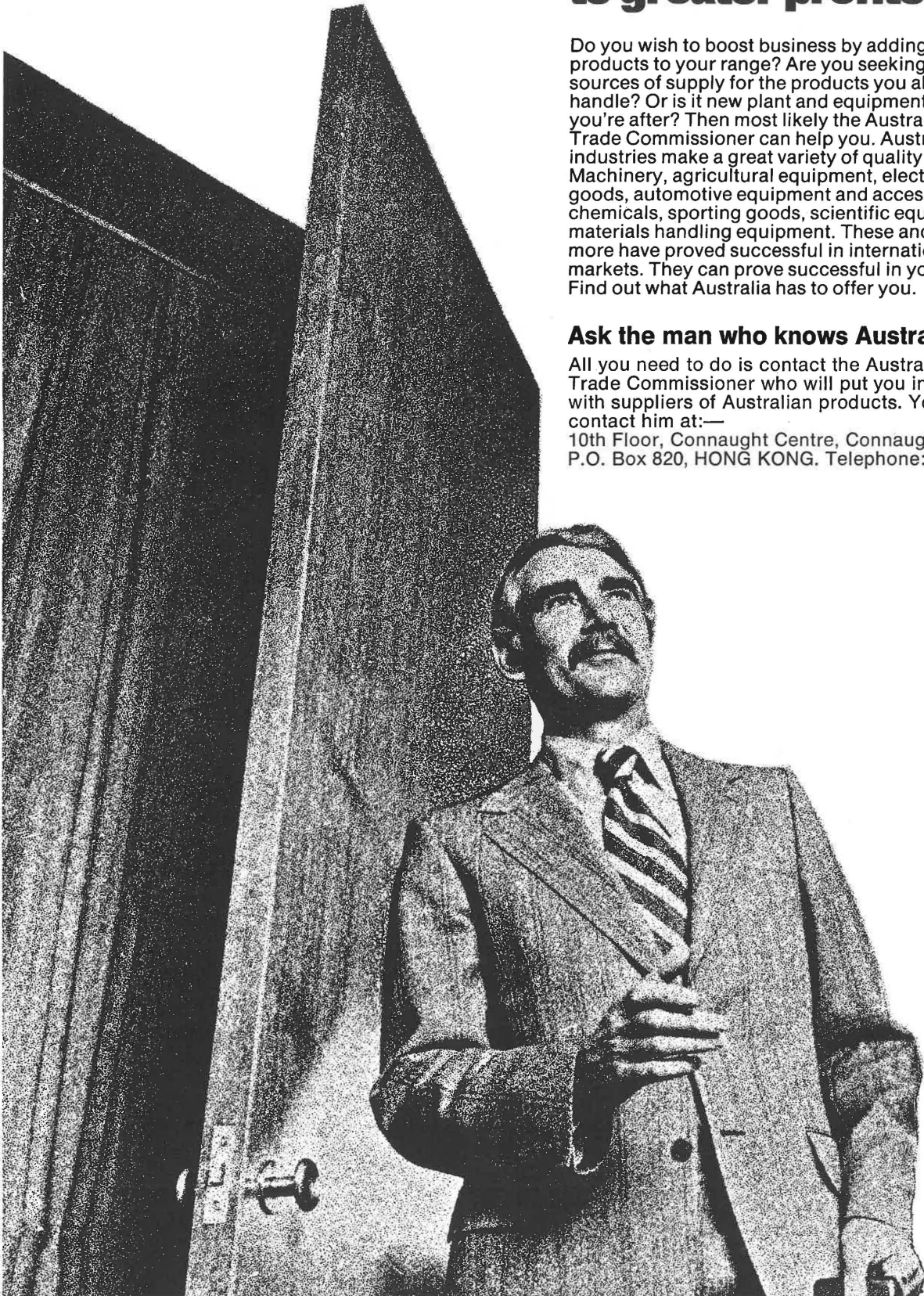
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Do you wish to boost business by adding new products to your range? Are you seeking new sources of supply for the products you already handle? Or is it new plant and equipment that you're after? Then most likely the Australian Trade Commissioner can help you. Australia's industries make a great variety of quality goods. Machinery, agricultural equipment, electrical goods, automotive equipment and accessories, chemicals, sporting goods, scientific equipment, materials handling equipment. These and many more have proved successful in international markets. They can prove successful in your own. Find out what Australia has to offer you.

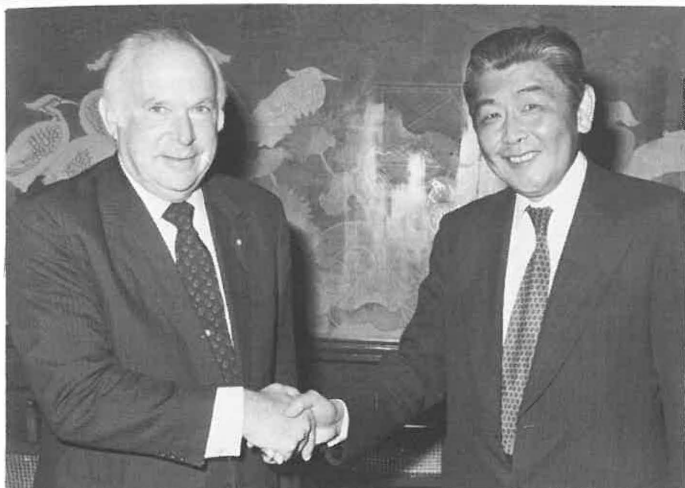
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Ask the Australian Trade Commissioner



本會週年大會席上， 馬登當選主席， 唐驥千任副主席， 另兩位新成員 加入理事會

本會一九八二年度週年大會於四月十九日假文華酒店舉行，隨後舉行的理事會會議席上，馬登先生獲選為主席，唐驥千先生獲選為副主席。

馬登先生過去兩年曾任本會副主席，現接替紐璧堅議員出任主席一職。

渣打銀行的白朗議員及香港置地有限公司的鮑富達先生獲選加入理事會，接替羅仕先生及柯兆文先生。一九八一／八二年度理事會其餘十八位成員全部經再選。

卸任主席在會上向羅仕先生致意，表揚他出任理事會理事達廿五年，並稱頌他於一九六六至六八年出任總商會主席期間，帶領總商會在當時困厄的年頭作出積極的貢獻。他是理事會中任期最長的成員，退出理事會後，仍將出任諮議會成員，與總商會繼

續保持連繫。

柯兆文先生今年稍後將離港調任新職。在未離港之前，柯氏仍將出任民政事務及能源委員會委員。

紐璧堅先生在向一百一十間公司的一百二十六名會員發表談話時，表示總商會去年一再獲得良好成果，而且他特別感到高興的，是能夠率領一個高層代表團往美國。他指出有必要經常向美國商界領袖介紹香港。

紐氏強調，香港的競爭對手已在美國建立地位，香港亦應效法。他表示這需要運用更多資源，實非總商會獨力所能提供者。

標準石油香港有限公司的石敏夫先生附議通過本會報告書及帳項，亦談及美國與香港之間的連繫。他表示港美兩地在貿易上互有重要影響，不

過某部份美商對香港現時的經濟實況，未能充份了解。他重申紐氏的呼籲，認為須致力向美國介紹香港。

會上並再次委任畢馬域箴曹公司為來年的核數師。

一九八二／八三年度理事會全體理事名單如下：

馬登先生	紐璧堅議員
唐驥千先生	雷勵祖先生
鮑富達先生	沈弼議員
布立克先生	宋常康先生
白朗先生	唐翔千先生
格士德先生	丁鶴壽先生
賀明思先生	董建華先生
嘉道理勳爵	霍加先生
簡悅強爵士	韋頌先生
古勝祥先生	
李鵬飛議員	

總商會新任主席馬登先生認為他目前的任務是繼承前任主席紐璧堅先生的工作，與總商會執行董事麥理覺先生及其職員緊密合作，施行理事會的決策。

馬登先生特別希望能夠繼續去年底由紐璧堅先生率團往美國所獲致的成就。該代表團曾會晤超過一千名美國商界高層人士，目的在於尋求擴大港美雙方貿易，以及吸引更多美商在香港投資。

馬登先生表示，有很多方法可以令港美雙方皆受惠，例如可以在港製產品中使用更多美國原料。現時香港已經成為美國布料的市場。

馬登先生並表示他希望能夠有辦法令總商會擴大促進港貨銷日方面的工作。現時這方面的工作由成立於一九七九年的港日貿易合作委員會負責。

「我希望能夠組團往日本，向日商進一步介紹香港，希望藉此能決定我們日後的動向。」

「我知道日本市場不同歐洲或美洲市場，不過香港也有很多良好產品，應該可以適合日本。」

「我們一定會組織一個代表團。這將需要很多籌備工夫，至於何時成行，現時亦言之尚早。」

馬登先生表示總商會的會員來自香港商界各行業。總商會透過屬下多個專責貿易或工業的委員會，不時向政府提供有用建議。

這些委員會的設立是固定的，如果有新問題產生，總商會便會成立特別委員會，就香港的問題提供意見。

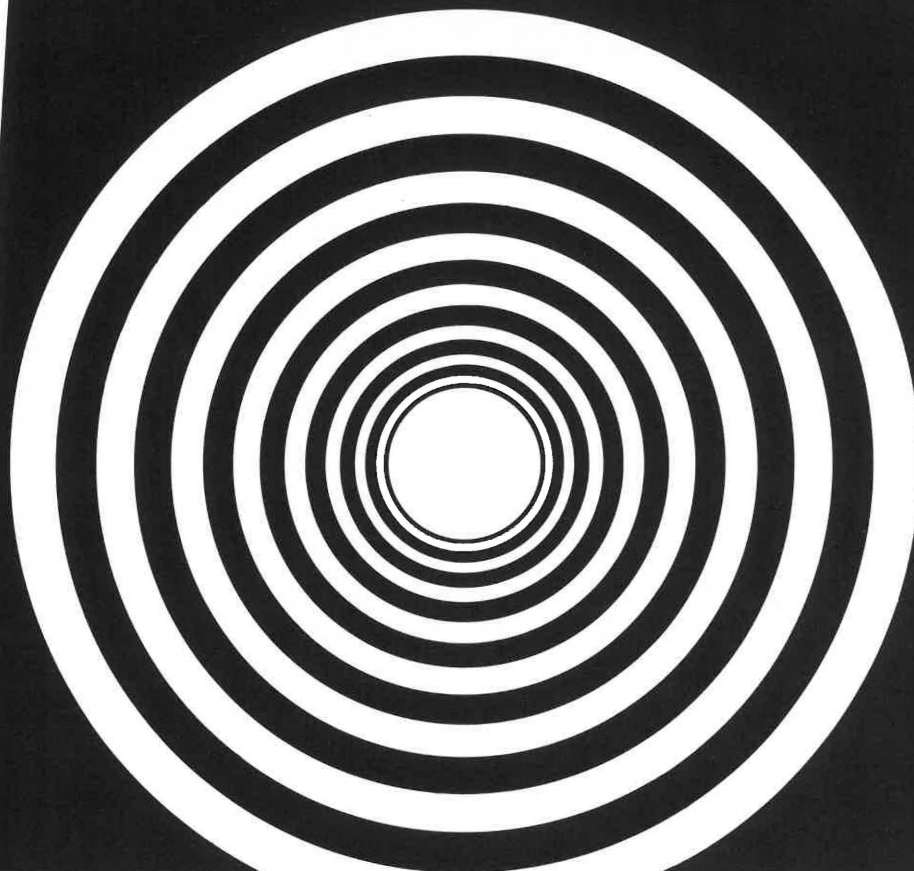
馬登先生向使用總商會簽證服務、貿易諮詢服務等商行發出呼籲，希望它們加入成為總商會會員。他表示工商界可藉著總商會發表意見。加入總商會，各商行可集合意見，向政府反映，以及與政府合作。

馬登先生指出，總商會所有服務現時已轉為電腦化，總商會得以應付每日大量的商業諮詢，從而協助商行促進業務。

馬登先生表示：「香港應該集中發展主要市場，新近夠資格成為市場的地區僅為次要。在現有的市場上，我們已經建立了良好的關係，我們可以輸入新產品以擴充這些市場。」

他表示其他正在增長的市場在於旅遊業及金融中心方面；香港現時是世界第三大金融中心。銀行界對於各項有關業務均能應付裕如，其蓬勃發展為香港賺取不少資金。

談及與中國貿易方面，馬登先生表示香港應繼續向中國灌輸科技知識，以協助中國的四化計劃，同時令香港的重要性日增。他指出在經濟特區的所有投資之中，由香港貸款的約佔百份之七十。



Our scientific planning and mechanised installation, augmented by advanced production techniques and modern management methods, make us the most up-to-date and efficient factory of its kind. With these facilities plus our continuous creative efforts, latest technical advancements, modern industrial designs and vigilant value analysis, we can supply flashlights of better quality, better design, better price and can offer you better service. For resale or own use, the best choice will always be

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唐驥千先生是第一位獲選本會副主席的華人，同時也是第一位美國公民出任此職。

他表示：「我覺得這是一項榮譽。同時我該說我接納這項任務因為這是一種挑戰。」

「傳統以來副主席的任期為兩年。我覺得我在第一年也許應該觀察和學習。同時我準備輔助主席，並與執行董事緊密合作，貫徹理事會所決定的政策。」

「我十分相信，欲要任何事情成功，同心協力很重要。我將是總商會同心協力的一份子。」

「我想我尚未確定有哪些首要事情應該優先去做。不過作為一個製造商，我知道香港工業正面臨困境。我應該想想怎樣令製造商覺得他們的利益不會被忽略。」

「我特別關注應怎樣施行政府多元化報告中所作出的建議，以及怎樣使總商會在重要的外國市場進一步廣結朋友——怎樣繼承紐壁堅率團赴美所開創的成果。」

「當然，香港在過去十年經濟發展蓬勃，服務行業更是特別發達。這對香港來說大有裨益，不過我覺得在本港各個成績斐然的經濟環節之中，出口工業最需要在

本港的外銷市場建立更多友好關係。

「這些市場都是保護主義壓力最強大的國家。我相信我們將遭受更多阻力。只有令我們的貿易夥伴信服香港，我們才可以希望牽制這些壓力。」

「我們須向該等國家經常發表意見的領導人物詳談，大家保持溝通。我想商界中人要對付保護主義，唯一方法是令外國對本港有更佳了解。因此我曾接納紐壁堅先生的邀請，陪同他一起組團赴外國。」

「人所共知，香港的紡織及製衣工業二十年來均受到數額限制。這兩種工業對香港仍然十分重要，佔香港出口百份之卅五至四十，又佔香港九十萬的工業勞動人口的四十萬。」

「在推行本港工業多元化未有任何實質成果之前，我們仍十分需要強大的紡織與製衣工業。這兩種工業迄今仍是本港經濟特別顯要及重大的一環。」

「我希望作為總商會副主席，我在上述提到的範圍內能夠為香港經濟付出若干貢獻。」 □

葵涌貨櫃碼頭——長期及短期的發展

顧問報告表示葵涌貨櫃碼頭的擠迫程度對碼頭效率構成威脅，葵涌的貨櫃碼頭公司隨即向政府呈交初步建議，提出私人企業擴建貨櫃碼頭的計劃。

航運業的人士都知道，輪船要賺錢，就要出海，要落貨就要泊碼頭。

輪船在碼頭上落貨，計算起來，固定通常開支就增加了；輪船本身及船上大部份的現代設備都默著不用；船員除了幾位不可或缺的人員外，都放假上岸了。對船東來說這是支出，不是進帳。

因此，一艘船上落貨需時多久，或在例如香港似的某一港口上落貨需時多久，對船東來說，固然與利潤有關，對輪船所服務的國家，以及提供停泊港口的國家來說，整個經濟亦因而有所影響。

以出口貿易為主的經濟體系就更甚。上落貨需時多久與運費大有關連。運費影響出口商品的競爭能力。要有競爭能力，運費固能要減至最低，但是出口商亦要能夠有信用的將商品準時交到國外顧客手中。

香港作為一個輪船停泊的港口，在處理上落貨方面，向以快速見稱，原因在於船東經常關心到利潤，而付貨人則對運費十分關心。要將上落貨時間縮減，增加效率，對抗通脹，香港有必要在航運業上與時俱進。

例如，二次大戰之後，以叉式起重機在貨盤上起卸貨物的方法已為世界各地所普遍使用。

當六十年代中期，世界各地廣泛採用新發明的貨櫃運輸，主要用於橫越大西洋綫的時候，香港亦不甘後人，開始貨櫃貨運。

香港政府於一九六八年就決定在葵涌設立貨櫃碼頭。政府及私人公司，憑著一股可敬的幹勁，將藍巴勒海峽旁邊的土地填平，興建貨櫃船停泊碼頭及其他設施。

一九七一年歐洲遠東之間貨櫃運輸全面開展。

一九六九年，香港傳統的碼頭及碇泊區，祇處理12,000個二十呎單位的貨櫃。至一九七二年，第一個貨櫃船停泊碼頭啟用後，處理貨櫃數目猛增至20萬個。一年後當葵涌三個貨櫃碼頭全面服務後，再增三倍。

一九八一年葵涌貨櫃碼頭的全年吞吐量增至156萬個二十呎單位貨櫃。吞吐量之大已取代大阪成為世界上第三大的貨櫃港，僅次於大西洋綫的重要貨櫃港紐約及鹿特丹。

海事處發表的官方統計數字，一九八一年每艘船在葵涌上落貨平均需時15小時，與傳統處理方法比較，後者需時4日。除了將上落貨時間大減外，香港戰後貨運的發展仍多。

七〇年代葵涌貨櫃碼頭的高效率，很快便傳揚海外，加上船東在三個碼頭作基本設施的投資，於是最先進最有效率的貨櫃船，紛紛將香港納入國際航運綫上，以求得到最快速的服務。

同時，像已故董浩雲先生等的本地船東，亦被吸引建設及開展貨櫃運輸航綫。早在六十年代他們已有此意。

載重量72,000噸，927呎長的第三代貨櫃船自面世以來，就不斷在葵涌出入；這些船祇不過比伊利沙白二世號小一些，載貨量是傳統貨船的七倍。

世界航運業發達，以及船隻載貨量相應增加，對過去十年香港總貿易額的影響，實難以用數字表示。不過，毫無疑問，港貨的競爭能力因而大增。雖然，由於通脹影響，運費相應提高，但今日香港出口的貨品，超過半數是以貨櫃輸出的。

貨櫃運輸的發達，不單反映出香港出口商的敏銳生意頭腦，亦令葵涌以面積及處理貨物數量而言，成為世界上最能善用每一公頃土地的貨櫃碼頭。

對於貨櫃碼頭公司來說，它們的效率是值得自豪的。但是在成功的背面，令人不能不想起一些問題來。

除非葵涌貨櫃碼頭擴展，否則現時



的上落貨時間及吞吐量是否可以繼續維持下去呢？如果不擴展，所付出的成本，是否可以維持預期的收益呢？港口貨運因求過於供而有阻滯，會否引起惡性循環，令本港經濟出現阻滯，令科技先進的船公司對香港失去信心呢？

現時在葵涌，貨櫃船不用排隊使用停泊碼頭，去年上落貨時間亦是最好的紀錄。但是過去幾年處理貨櫃的數目之多，已造成擠塞現象，而且延長了上落貨時間，要解決不是易事。

貨櫃碼頭路上的擠塞情形正好說明了這一點。不久前，由於收發貨物等候需時，貨櫃車司機來了一次短暫罷工，起因不過是由於現代貨箱碼頭有限公司剛採用了電腦，暫時引起輕微影響罷了。現時電腦系統已發揮了作用，貨櫃處理更有效率。

有些貨櫃公司不惜在貨櫃碼頭附近，租用土地，以減輕碼頭內的擠塞情況，將上落貨時間縮減。但是碼頭附近的土地，由於成本的關係，自然是用以提供輔助的服務，例如保養或租用空貨櫃，貨櫃交收等，更加造成處處擠塞，令情況更惡劣。

要緩和這種情形，有個可行的辦法，就是利用散貨收集站，將整箱貨物裝箱，或將散貨裝箱，而散貨收集站的分佈地點，由荃灣至觀塘都有。貨櫃碼頭內的散貨收集站的工作量已達飽和，但是散佈各處的二十多個收集站，亦非按周詳計劃或根據策略而開關的。

擠塞、阻滯，帶來的惡果：高成本、低效率，打擊到與各方面息息相關的貨運業——貨運業亦是本港能夠引進先進科技、減低勞力密集的工業之最。這些惡果令到每個人，政府、船東、付貨人憂心了不少日子。

現在有關方面終於著手對付這個問題，雖然要等候一段時間，花費大量的金錢，結果亦帶來更多的問題，但仍是明智之舉。

一九八〇年政府主動去改善這個上落貨有阻滯的港口，從而阻止經濟出現阻滯，於是委任顧問，賦以較廣泛的職責範圍，去研究貨櫃行業的架構、業務及經濟開支，以及支援的服務。

顧問要分析貨櫃行業的步驟中所使用的人力物力，如何將貨物由海邊送抵工廠門口，其間的各種關係，主要的成本因素。要研究的有貨櫃碼頭操作、裝卸貨櫃、貨櫃交收、修理及貨櫃車停泊等問題。

亦要分析貨櫃港內，包括轉口貨櫃的貨物流通情況的性質、數量、模式及經濟開支。然後再評估與貨櫃業有關連的用戶所需的空間、所需用地位置，包括是否需要使用靠近貨櫃碼頭的用地。

顧問亦要估計將來本地及海外的貿易趨勢以及工業發展，顧及到貨櫃業在國際上的發展（特別是遠東及中國的發展），然後評定對香港貨櫃吞吐量的影響。

最後，要建議如何使用土地及其他資源去改善葵涌的貨櫃吞吐量，如何善用海旁的停泊碼頭，達到最佳的效率，維持有水準的操作。

由夏高霍士運輸策劃顧問工程公司及DJH顧問公司聯合組成的顧問公司，一九八〇年十二月已展開工作，至一九八一年五月向港府呈交最後報告。他們說開始時對每項要分析的工作都一視同仁。但是不久大家都明白到潛在的問題比原來想得到的問題要多。

當貨櫃碼頭處理貨櫃日多，預計的吞吐量指出很快貨櫃碼頭的操作便到飽

和點，要阻止該個危機，便要採取緊急的措施。

因此，顧問便轉向研究解決的辦法，以應付在未來數年內增加的需求，以免嚴重破壞碼頭的操作效率，防止香港的海外貿易成本上漲。

顧問指出吞吐量每年大約增加8%，至八五年達220萬個二十呎單位的貨櫃，至九〇年可能至300萬個。雖然佔總貨櫃數目35%的轉口貨櫃，大概會維持不變，出入中國的轉口數目會有所增加，其他地方的轉口會減少。

未來五年最嚴重的問題會出在葵涌的三個貨櫃碼頭上，因此有必要提供更多土地，優先供碼頭發展。輔助服務，例如修理、出租貨櫃、及碼頭之外的散貨收集站及貨櫃車停泊處等，可以另闢地點發展，但顧問亦明白到這些輔助設施對整個貨櫃業架構非常重要。

顧問強調貨櫃碼頭處理貨櫃量與存放貨櫃的可用土地有關。貨場每年可存放約120萬個二十呎單位的貨櫃。目前可處理貨櫃數目全賴碼頭以外有存放地點，但是在操作上未達理想效率。

如果現在碼頭不再擴展，就要在碼頭以外設立更多的貨櫃站，操作效率會相應降低。而在目前情況下預計最多可以處理約180萬貨櫃。這個目標，到八二或八三年會達到飽和。到時，如果情況不再改善，香港經濟會大受打擊。

顧問所提出的建議，據說原則上可以將貨櫃處理量增至250萬個，但是由於輔助土地、位勢及分佈地點有所限制，實際上最多可處理220萬個。

顧問進一步指出到一九八五或八六年，就必須增闢貨櫃船停泊碼頭，於是建議研究長期發展的需要，興建三個新碼頭。

在長達五十八頁，有六個獨立附錄的報告中，顧問建議應急的良方，就是貨櫃碼頭公司較輔助服務公司有優先使用土地權，填平葵涌灣以助發展碼頭，以及大事改革通往碼頭的通道。

建議成立半獨立，自費經營的貨櫃港管理局，不是插手經營貨櫃碼頭，而是提供貨櫃業必需的共用設施，計劃發展一處自給自足的指定貨櫃港口區。

去年底行政局考慮顧問的建議後，請求三間貨櫃碼頭公司聯合提供一份建議書，提出如何在葵涌灣進行填海，土地如何使用，以及建設其中一個新停泊碼頭。

其餘要填海興建的兩個新貨櫃停泊碼頭，碼頭的使用及發展，政府已決定稍後公開招標承建。

今年初貨櫃碼頭公司很快便交出初步的建議書，現在仍由政府研究，以儘快決定最後的計劃。興建新碼頭工程預

計需時約兩年半。

接收三個新停泊碼頭的公司將要負責填平碼頭以東的土地，將地按工程需費賣給政府。

要更迅速解決現在葵涌貨櫃碼頭的擠塞情況，政府接納顧問的建議，儘快結束標準貨櫃維修有限公司的兩個短期租約、發記運輸公司（剛力）的短期租約、以及上述兩間公司與永恒貨倉及利來貨櫃有限公司共同承租的租約。

上述租戶所經營的輔助服務，例如修理及交收貨櫃等，都要臨時遷到附近的地點，將土地騰出來，交與現有貨櫃碼頭公司聯合管理，直至土地的永久用途定出為止。

政府採納顧問的建議，成立能夠策劃貨運港擴展及繁複的輔助服務的組織，成立貨運港操作的監督委員會，現在這個委員會已開始工作，一如管理本港海域的港口事務委員會一樣。

新成立的貨櫃港事務監督委員會職權包括不斷檢討現時葵涌的貨櫃港日常操作情況，向海事處長及貨櫃碼頭公司提出解決問題的方法。

亦就與管理及發展貨櫃港的設施的其他政策事宜，向港口事務委員會——香港的主要政策諮詢委員會，提出建議。亦研審由海事處長或海事處長任主席的港口事務委員會所轉達有關貨櫃港的問題。

貨櫃港事務監督委員會亦特別要考慮到三個新貨櫃停泊碼頭背後的填海區所提供的輔助服務及管理政策，以及現時短期租戶遷出後，四處地點的永久使用的問題。

亦要建議設立自給自足的貨櫃港區，提供共用的輔助設施地方，是否可行。將來是否有必要成立半獨立的貨櫃港管理局，以統籌使用共用的設施。

貨櫃港事務監督委員會的成員有各有關政府部門代表、貨櫃碼頭公司代表及貨櫃業人士。由海事處長擔任主席，算是隸屬港口事務委員會的小組委員會。

擴建葵涌貨櫃碼頭預計所需，現時要定個確實數目，仍然過早，不過可能需要高達10億元，以將這獨特的經濟及重點的地區發展得可以媲美比方說啟德機場一般。

要解決碼頭的擠塞情況，第一步的方法看來已有所成。私人公司，透過貨櫃碼頭公司，已應政府所請，進行擴展工程。而貨櫃港事務監督委員會正研究解決擠塞的辦法。

擴建碼頭，對貨櫃碼頭公司來說，當然是大有好處的，能夠維持快速的上落貨時間，對公司對股東，都是有好處，可以維持利潤，對工商界亦同樣重要。

擴展貨櫃碼頭的建議，跟用新機場

取代啟德機場的計劃，大相逕庭。一個主要是私人機構的責任，雖然政府亦要負責築路等工程；一個則完全是政府的責任。

此種特殊的現象之所以出現，是由於不同的歷史背景。維多利亞海港的繫泊區，以前都是私人公司所管理，後來由於太混亂，船隻無法有安全行駛的航道，於是政府才將所有的繫泊區買過來，重新編排安全的位置。



「擴建費用是最大問題」

現代貨箱碼頭有限公司即將退休的董事經理賴高先生表示，有關建議及執行葵涌貨櫃碼頭擴建的最佳人選是貨櫃碼頭公司本身。

他說：「我認為最大的問題是擴建工程所需的龐大費用，貨櫃碼頭公司是不會打蝕本算盤的。」

「政府徵收貨櫃碼頭公司依照計劃填海所得土地的地價時，應該切合實際情況。」

「當然，我們獲得政府的合作也不少。不過現在要衡量一下取捨問題——擴建貨櫃碼頭，使之更具效率，抑或保持現狀停滯不前，任何人也不須冒險。」

「我們是本港經濟活力的關鍵。如果政府打擊我們，便是打擊香港。」

據賴高先生表示，貨櫃碼頭公司均認為擴建葵涌碼頭的費用將很龐大，他們也認為有必要增建停泊碼頭。

他們的初步建議使顧問報告得以落實進行。第一期計劃是增建一個停泊碼頭、填平污水渠、改建貨櫃碼頭道路、以及把一些提供貨櫃附屬服務的短期租戶遷徙。這批短期租戶自然不大滿意，因為新地點較小，而且屬暫時性質。

賴高先生表示，是貨櫃碼頭公司向政府建議，將其餘兩個停泊碼頭公開招標承建，因為貨櫃碼頭公司不可能籌措到全部所需資金。

在葵涌碼頭正準備擴建的這個時期，賴高先生卻準備執拾行裝，悄然

這已是多年前的事，可以作為個例子，指出政府在那種情況下會干預私人公司的業務，其中的原則政府到現時仍然堅守，就是非必要時不會插手。葵涌的情況不算是非常嚴重，而且私人公司亦不會讓情況惡化到非常嚴重。

至於空中運輸交通，一直都受制於國際間單方面的降落權協議。直至現在才有一些政府奉行不干預政策。但這種不干預政策早已用諸航運業之上。 □

離港。他將往澳洲昆士蘭去，在布里斯本以北三十哩的地方興建一個小船塢。

在他離港之前，他已經完成了現代貨箱碼頭公司的電腦系統裝置。去年該系統需時六個星期調整，導致二十名職員辭職，以及短暫的運輸罷工行動。

現時問題已澄清，現代貨箱碼頭有限公司經採用電腦系統後，比以前操作得更具效率。擠塞情況已減少，船隻依電腦指示起卸貨物，速度之快，無與倫比。

賴高先生表示現代貨箱碼頭公司電腦唯一辦不到的，是不能接受最後一分鐘託運的貨物，因此香港製造商必須準時運貨，以便電腦能順利把貨物裝上貨櫃船。

另一間貨櫃碼頭公司——美國海陸聯運有限公司——正準備好好運用其於葵涌所佔的土地以及日後擴建所得的土地。該公司計劃興建全球最大及唯一的多層貨櫃大廈。

該公司並宣佈與遠東發展有限公司合組「亞洲貨櫃碼頭有限公司」的計劃，費用約為十五億。美國海陸聯運公司佔百份之五十一資本。

這兩間合資經營的公司均表示新建的貨櫃大廈可減輕葵涌碼頭日益惡化的擠塞情況，同時可以加速停泊碼頭的貨物裝卸。新貨櫃大廈將於一九八六年完成，不過大部份設施將提早啓用。

傷殘人士爭取港人的支持

「公益體育中心」——一個註冊志願慈善組織，現於新界馬草壟為傷殘人士興建一座體育中心，並準備發動一項籌款運動，希望籌得一、二百萬元以抵銷開支。該中心同時尋求商行加入使用該中心，為屬下僱員提供康樂活動，如此一來，中心可望應付其每月之經常性開支。

香港若干位在身體或智力方面有缺憾的人士於過去十年參加了各式各樣的本地及外國體育競技活動，豐富了他們的生命，也提高了他們的社會形象。

他們在世界各地參與國際性比賽所獲致的成績，令到健全人士感到驚訝，也為之告慰，因而導致健全人士對傷殘者的能力更為了解，另一方面亦令到傷殘人士與社會有更密切接觸，而這便是一個名為傷健協會的組織的宗旨。

直到目前為止，除了一名部份失明人士曾經接受綜合體育訓練而在國際賽事中有顯著成就外，並沒有其他傷殘人士由於受過綜合訓練而在競技壇上揚威。香港的傷殘運動員主要都是在業餘體育團體及銀禧體育中心個別受訓，而有關方面並沒有試圖推行綜合訓練。

即將於年底開幕、位於馬草壟的「公益體育中心」(Community Sports)將會提供更多設備完善的體育設施，使現行的訓練方法及綜合訓練的原則得以推廣。

馬草壟位於新界上水與元朗之間的大路，離轉向落馬洲的支路不遠。建於該處的「公益體育中心」是一個慈善團體，由香港一羣熱心人士籌劃興建。

立法局議員方心讓醫生是該中心的贊助人，梅美雅女士是執行董事。其管理委員會包括傷殘人士體育協會主席屈慕玲女士及香港弱智人士體育協會葉肇和先生。本會執行董事麥理覺先生是名譽顧問之一。

梅美雅女士表示他們一直希望傷殘人士能夠有一處寬大的遊玩地方，在馬草壟將有留宿一宵的設施，也可以供人宿營兩至三天。

傷殘人士使用該中心將是完全免費的。另一方面，該處的設施亦適合健全的體育人士，甚至職業足球員也會希望在該處進行訓練，因為香港若干大型的體育會也欠缺該中心所擁有的設備。

如此一來，傷殘與健全人士便可以共聚一起。不過健全人士則須收費，以彌補該中心的經常性開支。

同時該中心亦歡迎大機構繳費使用該處設施，供屬下僱員度假之用。

馬草壟的設計包括三個大型草地足球場、一個較小型足球場、以及一座主要大樓。大樓的一翼將容納有一個大型體育館、多間運動及健身室、飯廳及休憩室、桑拿浴室、廚房、酒吧及寫字樓。

另一翼則包括演講室、更衣室與宿

舍。共可容納八十人住宿。

體育館特別適用於天氣不佳時進行戶內活動之用。館內可分作三個籃球場，或作為玩羽毛球、乒乓球之用。該處的場地亦適用於舉行運動比賽，包括輪椅比賽及射箭。

全部設施均是以迎合傷殘人士的標準需求為設計要點，適合進行任何世界性的傷殘人士體育賽事，亦適合健全人士的體育賽事。

馬草壟的興建計劃得到英軍及英皇御准香港賽馬會的資助，否則不可能實現。

英軍指派呢喀工程師為「公益體育中心」建造地基。該地由政府撥出，呢喀兵團在該地工作超過一年時間，為「公益體育中心」節省了四百萬元。

馬會捐出二百萬元興建各項設施，

包括草地與圍杆。「公益體育中心」現時尚需一、二百萬元完成整個工程，日後或許加建一個游泳池。該中心現正尋求熱心公益人士及機構的捐款，並準備發動一項籌款運動。

當建築工程完成後，「公益體育中心」將僱用一名總教練／經理、兩名助理教練，以及其他工作人員。該中心希望藉着健全人士及大機構租用該處設施的繳費，能夠抵銷中心的經常性開支而不須再向社會大眾籌款募捐。

為了表示感謝英軍對興建該中心的貢獻，「公益體育中心」已同意馬球協會每月可於兩個星期三下午使用該中心的場地。

梅美雅女士並表示，該中心可與其他捐贈大的機構進行類似的協議，作為一種感恩圖報的表示。 □

大型體育賽事將於沙田舉行

傷殘人士體育協會主席屈慕玲指出，香港約有四百名傷殘人士積極參與體育活動。

現時並沒有確實統計香港有多少個斷肢者及下身癱瘓者，因為有關傷殘人士數目的中央統計在最近才設立，不過相信總數約有一萬四千人。

傷殘人士的數目隨著工業意外及道路意外而日有增加，此外還有些人是天生殘缺的。

每年大約有四十名傷殘人士到外國參加國際性體育賽事，這些賽事皆以不同的傷殘程度劃分，在不同的分類下各自進行訓練，單以擲鐵餅而言，便要有多至四十個不同的分組來訓練參賽者。

傷殘人士體育協會與其他非專業性體育組織及銀禧體育中心經常保持密切聯絡，協助訓練事宜。

該協會非常倚重有關的非專業性組織負責射箭及西洋劍擊的訓練。划艇協會最近即開始訓練傷殘人士進行八人及四人一組的賽事。

傷殘體育人士曾經奪得不少金牌歸，例如在一九七一、七七、八一年便先後在英國舉行的國際傷殘人士體育賽事中揚威。

其他的彭炳成就尚有一九七二年參加在西德海德堡舉行的傷殘人士奧林匹克運動會、一九七四年在紐西蘭

舉行的傷殘人士英聯邦運動會、一九七五年在日本舉行的第一屆遠東及南太平洋區傷殘人士運動會、在加拿大舉行的一九七六年傷殘人士奧林匹克運動會、一九七七年雪梨舉行的第二屆遠東及南太平洋區傷殘人士運動會、以及一九八〇年在荷蘭舉行的傷殘人士奧林匹克運動會。

將於今年十月至十一月舉行的為期十日第三屆遠東及南太平洋區傷殘人士運動會，則由傷殘人士體育協會負責主辦。

運動會將於沙田的銀禧體育中心舉行，約有八百名來自外地的傷殘參賽者將下榻於新建的沙田醫院護士宿舍。

約有一百名香港傷殘運動員正接受訓練，為出賽而作好準備。

香港弱智人士體育協會主席葉肇和先生表示，香港的弱智人士約有十萬人，其中約有二千人積極參與體育訓練。該會於一九七九年曾派遣十二名運動員赴紐約參加弱智人士奧運會，並贏得十八項金牌歸。今年該會將派遣十五名運動員到美國另一地區參加類似的奧運會。

葉先生表示，該會每年均制定計劃訓練弱智人士從事體育活動及參加奧運會。該會計劃使用馬草壟作為營地及參加奧運會的訓練場地。



防範海事欺詐罪案研討會

海事欺詐案件為商界製造了不少麻煩，如果能夠訂立一項國際公約法對付此類案件，好像對付劫機者的公約法那般，在捉拿劫機者的國家進行起訴，海事欺詐的罪案便可望得以撲滅。

在三月十六日舉行的防範海事欺詐行為研討會上，講者促請付貨人在貨物付運時，應選用那些信用良好、船隻管理妥善的船公司，以減少無謂損失。

與會講者包括國際商會國際海事局首長艾倫先生、香港律師費雅達先生、以及香港海事保險公會的米勒先生。

該研討會由國際商會香港聯絡委員會主辦，委員會成員包括香港總商會、中華廠商會及印度商會。

研討會由本會執行董事麥理覺先生主持揭幕，約有七十名船東、保險界人士、銀行家、租船商、貿易商、貨物轉運商、經紀與代理商參加。

研討會得到傳播界廣泛報導，而講者又利用實例講解問題的所在，深入淺出，使與會者對問題更加了解。

倫敦港口管理局前任警察總長艾倫先生指出，自從遠東地區調查組對區內六十宗船隻損失事件進行調查後，東亞洲區的海事欺詐案件已見減少。他並指出印度、中東及非洲等地區為欺詐情況最多者。

不過艾倫先生提出警告說，不應為遠東區海事欺詐案件減少而疏於防範，他表示問題可能會捲土重來。船運業的不景氣可能會令到若干商人貪圖低廉運費而墮入騙局。

艾倫先生表示罪犯的犯罪手法日益精密，不過執行法紀仍有賴由來已久的方法，例如起用錢人。他促請執法機構對商業上的交易進行調查，又力促香港警方清理若干尚待解決的案件。

由於時下的欺詐案件幾乎達致天衣無縫的程度，因而導致國際海事局的成

立，而艾氏便是該局的首長。國際海事局並沒有官方的執法能力，不過其駐於倫敦的辦事處擁有一隊調查員，為八十個會員搜集及分發資料。

艾氏向與會人士表示，國際海事局經已在倫敦上訴法庭作辯，得以有權發放有關懷疑是騙徒的資料。

該局的職責是確定未來趨勢及可能滋生麻煩的地方、監察交易過程、鑑定文件、探究商業背景，以及調查損失與可疑的索償。

艾氏呼籲與會人士給予該局更多支持，並表示該局所有成員均定期收到有用的機密刊物。

米勒先生向與會人士表示，保險業在香港海事保險公會的發動及倫敦市場的強力支持下，終於在一九七九年對於遠東區船運方面的損失作出反應。整個東南亞區的保險公會亦在經濟上支持遠東地區調查組。

遠東地區調查組獲得一份開支預算，負責協助保險公司調查尚待處理的索償、研究達成阻嚇作用的方法、以及設法確定損失的真正受害人。

該組在過去四年來集中調查廿八宗案件，並花了二千個工作小時調查個人、船長、全船工作人員、以及調查公司股份、董事狀況及業務連繫等。該組並設立了一個大型的分類系統，從事相互參照。

最後由於經濟問題，遠東地區調查組被迫放棄工作。該組並沒有立下豐功偉績，不過對於保險公司而言，東南亞的可疑案件數字驟然下降。

遠東地區調查組的報告並沒有就所

調查的廿八艘船之中，實際被擊沉的船隻數字，不過該組搜集得足夠資料，證明有一半受詳細調查的案件涉及某類型式的海事欺詐行為。至少有六宗案件的船東涉嫌串通犯罪。

遠東地區調查組的報告給分傳予區內各執法機構，結果導致若干拘捕行動。不過米勒先生表示成功起訴的例子卻是少之又少。

不過，遠東地區調查組的工作引起世界各國的注意，也令到付貨人與租船商明白到必須更加小心選擇業務上的合夥人。

香港海事保險公會現時擁有一個有關資料的貯存庫，並將貯入最新資料。

費雅達先生講及有關海事欺詐事件的法律問題，並提供減少風險的方法。

他表示如果要對海事欺詐事件採取強硬行動，先決條件是要有經濟充裕、具備專業資格的警察部隊，而各國的警隊又樂意攜手合作，追查犯罪份子。

他表示海事欺詐案件很少只在一個國家發生。起訴的證據通常須在數個國家搜集。若沒有各國警隊之間的合作，幾乎不可能集合到足夠證據確立判罪。

國際海事局及遠東地區調查組亦輔助警方一臂之力，集合有關資料。

費雅達先生認為在公海發生的海事欺詐事件，也應該受到劫機事件的同樣處理。根據國際公約，受扣留的劫機者即使不是在該國犯罪，該國可以亦應該起訴該名劫機者。

由於海事欺詐事件沒有公約束縛，執法者往往須要在某一個國家證實有公海上有串謀犯罪的事件發生。 □



漁船建造廠面臨重大變遷

香港仔海面近鴨脷洲的漁船建造業於今年初面臨重大變遷，

因為造船廠須移徙至香港仔遊艇會附近的海港水域。

遷移行動須注入新資本，而造船廠爲了維持生意，可能要提高技術水準及經營手法。

這對於整個造船業均有莫大影響，而去年造船業的生產總量已見下降。

本港從事漁業的人數只佔香港經濟活動人口百份之一以下，不過卻能夠從本港僅有的天然資源之一——海洋——爲港人提供主要糧糧。

一九八〇年捕獲的海魚爲十八萬七千公噸，一九七九年則爲十八萬二千公噸。不過根據一九八一年所得的初步數字計算，估計捕魚量減少了6.5%，部份原因歸咎於中國禁止香港漁民在中國海面作業。

跟六十年代相比，七十年代魚產量每年的增幅較爲緩慢。海洋的魚類畢竟並非捕之不竭，如果現存魚類的數目減少至某一水平，便會影響其繁殖能力。

過去十年由於漁民過量捕魚，以致香港的魚產量受到抑制，不過所受影響未如泰國之壞，因為泰國任由漁船增加，甚至超出可供捕捉的魚類數目。

香港約有五百艘漁船，由舢舨以致九十呎長的漁船都有。這些漁船的生產力與捕獲魚類均已大爲提高，因為捕魚技術與漁船設計正逐漸改進，而這些漁船又能夠在亞熱帶水域捕捉不同的魚獲，這在溫帶水域是不能經常辦到的。熱帶水域的魚種較多，但數目不及魚類品種較少而魚羣龐大的溫帶水域。

香港的家庭主婦在過去幾年間到市場買魚的時候，可能已留意到市場所售

魚類的種類有所改變。不過她們只是埋怨說魚類價格高昂而甚少埋怨說魚類品種跟以前有所不同。

魚類價格提高並不單是由於通貨膨脹所致，更由於香港漁船的經營成本增加——甚至跟本港漁船製造商的水準有關。

究竟現時漁船製造商的水準能否完全符合時代的挑戰呢？提出這個問題是無可避免的，因為正如一九八一年的估計顯示，漁獲年產量開始下降。有人會問：漁業是否開始永遠衰落下去，抑或會維持現狀呢？

本港製造的漁船通常可以使用十年左右。依從漁農處設計及在其監管下製造的漁船約可使用十五年，甚至有用至十八年者。不過漁民一般都希望每四至五年便更換漁船。

這麼快便更換漁船的原因跟成本效用有關。漁民都希望漁船能夠裝置較良好的引擎，或者換一艘較大的漁船。如果提高操作效能，出海捕魚便不需要太多人力，效率也較快。投資雖大，但魚獲較豐，利潤也隨之提高。

從海事處發出漁船牌照的數目，可知漁民對於更換漁船的需求情況。在一九八〇至八一年度，數字顯示共有五百二十九艘機動漁船領牌，七九至八〇年

度則有七百五十三艘。

去年領牌的漁船在體積與動力方面均有顯著下降的趨勢。由於燃油價格高企、勞工成本及其他經營成本較高、利率過高以致資本缺乏，因此去年建造的大型漁船較少。

政府並非漁民的主要貸款者，不過最近愈來愈多漁民向政府尋求借貸。漁農處去年達到第一萬宗貸款的紀錄，標準利率爲六厘。

貸款額由五萬元至一百六十萬不等。購買一艘現代化雙拖漁船所需資金約爲二百萬，不過較諸五百萬購買一艘遊艇，二十五萬花作繫泊之用，購置漁船已算便宜。

這兩類船隻的建造在香港成爲一項相當龐大的工業。去年一項調查顯示，全港共有超過一百間造船廠，以香港仔海面的鴨脷洲爲數最多，約有六十至七十間。其餘的分佈於筲箕灣、屯門及青衣島。在青衣建造的船隻均爲鋼船，作出口及本地駁船之用。

多個世紀以來，傳統的中國漁船建造商都是採用比較粗糙的方法設計及建造漁船。現時香港若干造船廠仍沿用古老的方法。

這些造船廠並不能設計出香港所需的現代化漁船。它們在船壳建造方面欠

缺精密的技術。現代漁船所需的是機械化的船壳，可容納魚獲載在船上。

簡而言之，一副良好的船壳設計應該易於推進；經得起風浪；有足夠的空位可容納魚獲。

香港的漁船傳統以來都是用熱帶硬木製造，不過由於木料成本及熟練技工的工資日增，因此造船業已開始試用其他材料，例如玻璃纖維、鋼、甚至鋼筋混凝土。

七十年代期間有三艘漁船是用混凝土製成的，由於漁民發覺它們不適合於捕魚，以後也沒有再建造這類漁船。

舢舨的建造則採納了玻璃纖維。有些漁民發覺玻璃纖維較輕身、較易保養、資本成本並不比木材為大。約有六間造船廠建造這些玻璃纖維的舢舨。不過較大船隻則不會採用玻璃纖維，因為其磨損度不及木材。

在五十年代末期及六十年代初期，約有二十艘鋼造漁拖自日本進口，並且由公司經營，一反香港由艇主經營的慣例。不過由於經營成本昂貴，這些日本製造的漁拖在香港並沒有競爭能力。

香港的漁民唯有採用鋼船，特別是如果他們需要比九十呎長更大的漁船，因為若然採用木船，船內很多地方會為木塊所佔去，不能好好加以利用。

不過妨礙本港漁民使用鋼船的原因，是保養的問題。香港現行法例對鋼船保養的要求，跟木船有不同的尺度。

如果要消除上述障礙，港府也許需要降低嚴格的法例，不過暫時港府似乎無意干擾現行的辦法。除了確保基本的安全標準受到遵守之外，政府仍然實行其積極不干預政策。

當漁民向政府申請貸款時，政府會考慮其申請是否符合以下兩種標準之一：

- 漁業發展貸款基金的巨額貸款只接受大型及長期的漁船發展計劃申請，同時漁船的設計必須得到漁農處同意，而且由漁農處監工建造。不過這些貸款只佔漁民向漁農處申請貸款的少數。
- 大多數漁民申請貸款時，只具備大略的漁船設計規格。建造漁船時，一半是採用現代化的設計，另一半則揉合了傳統的手法。

在建設現代化漁船時，每一條木塊骨架都經切割得恰到好處，以適合船身的設計，然後裝配在龍骨上，再在上面鋪板。揉合法造船的過程則較快，因為只有部份骨架依設計而切割，其餘的後來再加上去，以符合木板的裝嵌。

第二個方法建造的船隻並非不安全，只不過當裝上推進器時，這些船隻在經營方面通常不及新法建成船隻的效用高。

香港漁民訂購新漁船的時候，總是尋求最低的資本開支，而忽略了經常性的經營成本。這是由於不斷提高的建船

費用令他們抱著上述的態度，而這至少部份限制了政府的志願輔助政策所能發揮的效力。

香港的漁船基本上是由船主各自經營。這跟香港工業支離零碎的情況一般，每個人也因此擁有同等的機會。

漁船建造業跟漁業一般的支離零碎，而且簡直說不上資本密集。這個行業以往一直源用傳統的建造手法，而最近揉合新舊建船法亦以適應漁業目前的水準為依歸。

不過古老的方法現時正迅速沒落。漁農處為漁民提供多項課程，指導他們以較佳方法經營漁業。不過有些漁民頭腦守舊，不少漁船建造商為了迎合他們而建造舊式漁船，漁農處因而要設法改變這種情況。

船壳的設計是漁農處遭遇的難題之一。此外，在香港購買小型柴油機的二手貨很便宜，保養與維修也很方便。因此，不少漁民喜歡在漁船上多裝幾部柴油機，而放棄裝嵌一部在經營上更為經濟的推進器。

漁民通常顧慮到資本支出的問題，因此多不願意接納政府的巨款，以裝嵌一部較昂貴但效率高的機器，卻寧可裝上數部廉價而效率較低的二手貨。

今年初漁船建造業面臨重大變遷。鴨脷洲的造船廠將分兩期遷移，以騰出海面進行填海及興建屋邨。

第一期遷移行動的第一批造船廠已遷至香港仔海面對開的布廠灣，近香港仔遊艇會。今年夏天這批船廠將開始營業，不過在全部的遷移行動中，新地點只能容納現有造船廠的四份三。

漁船建造商均爭相競投建設新船廠的地點，如此一來漁船業必會注入新資本。此舉可提高一般的建船水準，不過並不表示現時最佳的造船廠就一定投得新廠址，但是投得新廠址者，就一定要提高他們的經營手法，以確保他們的投資值得。這對於整個漁業最終有甚麼影響尚須拭目以待。

此舉當然可以加速技術進步，甚至引進鋼製船壳。因此未來的發展可能大部份集中於青衣島上鋼船製造。 □

帆船雖綽約多姿終為漁拖所取代

現時傳統的中國帆船在香港海面已不復多見，就如在香港街道上鮮見穿着長衫的年輕貌美少女。

時間大步邁進，剝奪了這兩種我們曾經那麼熟悉且一度是香港生活一部份的東方特色。

在太平洋戰爭爆發以前，香港的漁船全是帆船與舢舨，如今卻竟然消失影踪。

乘坐載載漁民來回碼頭與漁船繫泊處的汽艇，在香港仔海面兜遊半小時，甚至連機動帆船的凸出船壳也絕無僅見。

戰後漁船機動化使帆船蒙受致命打擊。帆船的船身不適宜採用機械推進，因為不符合流體力學經濟原則，特別以目前的燃油價格以言更不化算。

即使在第二次世界大戰後成為我們熟悉的機動帆船，在六十年代也開始被漁拖頂替。漁拖的設計不斷改進，現時在香港仔海面繫泊的漁船也以漁拖為主。

戰後，政府為了協助本港漁民從劫後餘生及赤貧的環境中康復過來，開始派發日用品，進而貸款予漁民作購置打魚工具及修船之用，繼後更予貸款作改進漁船之用，例如添置或改進引擎。

六十年代漁農處設計了一種比帆船現代得多的六十六呎單拖漁船，很快便有數百名漁民採用，跟著這種漁船的數目增加至某一程度便停滯不前

，現時這類漁船數目約佔全部漁船的一成。

單拖漁船捕魚法利用一艘漁船代替以往需兩艘機動帆船一同作業的所謂雙拖漁船捕魚法。單拖漁船的船尾裝有兩個類似風箏的流體力學設計，使漁網口得以張開。

另一個香港常採用的捕魚法是杉槽拖網，此法是在船邊落下一系列小網，網口以杉槽撐開。杉槽拖網法主要是用於捕蝦。

夜訪淺水灣，在遠處可見漁光點點，漁民亮起光燈，在海面上掃掠，追尋魚羣的踪影。當發覺魚羣的所在，便撒下圍網，從網下拉緊。

另外還可聽見漁民拍打舢舨的聲響，這種做法是哄誘魚羣聚在一起，以免漁網撒在牠們身上的時候令牠們受驚而游離四散。

香港現時只有僅存的數艘機動帆船及舢舨仍然採用圍網法，因為這種捕魚法需要太多人力，毫不化算，而且這些機動帆船又不能夠駛出香港海面從事遠程作業，因此圍網法在香港已漸次式微。

隨著圍網法消逝的，是本港碩果僅存的機動帆船。

大多數新建的漁船均以六十年代最初建成的單拖漁船及後期經多次改良的型式作為設計藍本。

香港更重新設計雙拖漁船，最近依照政府特定設計而建造的漁船是雙拖漁船，而不是單拖的類型。

簡報滙編

歡迎新會員

本刊歡迎五十四間公司於一九八二年五月份加入本會，成為香港總商會會員。（新會員名單詳列今期英文版）。

生產力促進中心研討會

香港生產力促進中心將為香港中小型公司的財務及常務經理舉辦一個研討會，研究利用財務比率進行分析、策劃及管制，日期為六月三日。

研討會的主講者為中文大學商業管理研究院的艾詩伯教授，講題將包括利用財務比率測量資金流動性、資金運用、利潤率、債務結構、以及利息及股息分派的保證。

此外艾詩伯教授尚會講及利用財務增益率增進股東資金之利潤。

介紹小冊及申請參加表格於生產力促進中心備索，地址：中環先施大廈二十樓。

船務課程

香港付貨人委員會與香港歐洲貨運聯合會聯合舉辦一項為期八週的高級船務課程，現已接受申請，課程日期為六月九日至七月三十日。

此項課程將繼一項為期五週的中級船務課程推出。

高級課程共廿二課，課題包括貨櫃業以及到葵涌實地參觀。

有意參加此項課程者請與付貨人委員會聯絡。

歐洲傢俬

駐於瑞士洛桑的歐洲工商名冊出版商ABC Europ Production，最近推出一部「一九八二年度歐洲傢俬公司一覽」(European Furniture Review)。

此書收納了二十個歐洲國家六千個傢俬出口商的資料，並報導科技發展新知及新工作程序。書中並有字母索引，依產品、製造商及國家分類，亦有一份公司資料登記表。

外匯預測

一個名為Henley Centre的外匯預測中心宣佈推出一種季度性的服務，其中包括預測香港的貨幣及經濟。

該中心駐於倫敦，早已國際知名，其發言人表示由於愈來愈多人士希望獲知國際貿易新貨幣的有關資料、分析及

預測，此項新服務乃應他們的需求而設，經兩年研究及籌辦而成。

該中心將經辦一份季報，深入報導美金的走勢，詳細預測墨西哥、巴西、香港、新加坡、馬來西亞、南韓、沙地亞拉伯、科威特與尼日利亞等地的貨幣強弱，以及就其他「新」貨幣的發展作地區性的摘要報導。

季報會就世界貿易發表一般看法、分析及評論，並報導各地區的特別新聞及美國經濟前景。

每期並有一份特稿專題介紹主要的課題如油價與供應量、期貨價格及世界貿易模式等。

季報並有一個詳盡的參考部份，納入超過二十個國家的參考資料。

該季報名為「外匯展望」(Foreign Exchange Outlook)。訂閱費用尚包括一項「電話諮詢」服務，由該中心的專人解答查詢問題。

欲知詳情可向歷山大廈的漢華實業銀行查詢。 □



四月八日本會假希爾頓酒店為駐港各國領事舉行週年午餐會，本會卸任主席與繼任主席及美國領事閒談。左起：紐璧堅先生、馬登先生及布頓·羅凡先生。



四月廿三日，波士頓第一國家銀行高級副總裁約智信先生（左）於一個特別會議席上，向本會會員談及尼日利亞貿易限制等問題。約氏為該銀行非洲及中東區主管。

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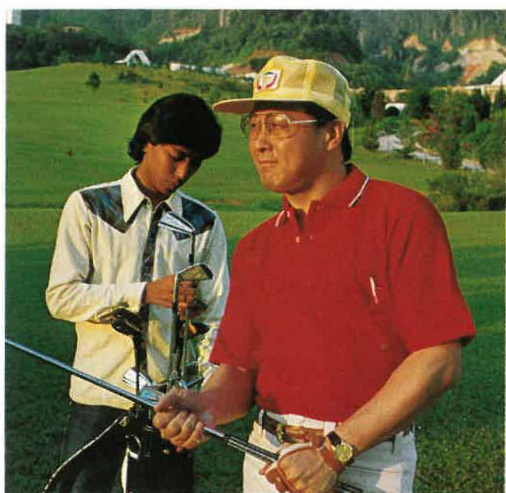
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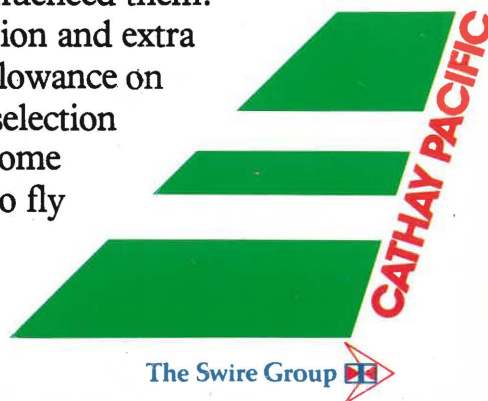
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