

工月 THE Bulletin 商刊

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



NORWAY

挪 威

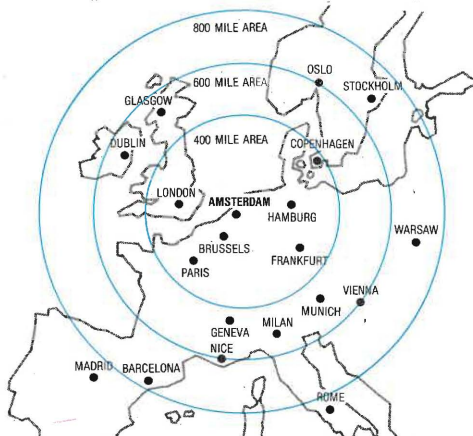


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June, 1983

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僱員若須接受移植手術 本港外科醫生準備就緒

醫務衛生署（醫務組）副署長藍新福醫生表示，香港的外科醫生可以而且事實上為有需要的人士進行移植手術。

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簡報匯編



Prince of Wales Building

Built-in quality by GEC

Major projects like the Prince of Wales Building (British Forces Headquarters) endorse the high standards of GEC electrical installations and demonstrate the uncompromising quality of building services products supplied by GEC Hong Kong.

All over Hong Kong projects large and small, commercial and residential, display a comprehensive range of GEC building services products: videophones and security systems at Bella Vista and Chi Fu Fa Yuen; cables and lighting fixtures for the Prince of Wales Building,

Harbour City and Sun Hung Kai Centre; switchgear and fans for the Mass Transit Railway and the Lion Rock Tunnel.

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HONG KONG

The Chamber in Action

*Extracts from the monthly reports
issued to General and other committee
members by the Director, Jimmy
McGregor.*

Membership

Total membership at the end of April was 2,712, only 46 more members than in April 1982. This reflects both the loss of 12.85% (377 companies) of our membership at the end of 1982 and a reduction in the recruitment rate of new members during the first quarter of 1983. There seems no doubt that recession is largely responsible for the relatively poor growth in membership.

Committees' Work

Several submissions were made to Government Departments on behalf of our Committees stating Chamber views on a number of Bills which concern members. Mr. David Chu, Chairman of the Textiles Committee, Cecilia Fung, Assistant Director — Industry and I attended a Textile Review Committee meeting at the Trade Department on 20th April to discuss Chamber proposals previously submitted and to hear those made by other interested organisations and persons. The meeting was lengthy and did not provide sufficient time for meaningful discussion. A further meeting will be called to consider the more important suggestions for revision of the quota control system.

On another front, the Shipping Committee invited the Financial Secretary, the Hon. J.H. Bremridge to a luncheon of Chamber shipping members. This function provided an opportunity for an informal and lively exchange of views between Chamber members and Mr. Bremridge.

The Chamber's Premises Committee is considering a draft report to the General Committee on question of purchase of premises. It is hoped that the report will be issued for consideration at the June meeting of the General Committee.

Trade Promotion

The 15-member joint Chamber/TDC business mission to the Middle East returned to Hong Kong on 31st March after an 18-day visit to Bahrain, Muscat, Dammam and Riyadh. Business results were good with firm orders worth HK\$12.5 million and business under negotiation for another HK\$5 million.

Overseas Import Fair "Partners for Progress"

The 21st Overseas Import Fair will be held from 28th September to 2nd October in Berlin. The Chamber, as in previous years, will again organise participation by Hong Kong companies in the Fair which will be visited by over 30,000 people including many thousands of buyers. This is a very good opportunity for manufacturers and exporters to promote their sales.

Incoming Missions

In April, the Chamber received several missions from our trading partners.

A 20-member mission organised by the Anyang Chamber of Korea called on the Chamber on 14th April (the day when Swire House experienced a water and electricity supply failure with elevators suspended and no air-conditioning for some time). Useful discussions were held on the possibility of further development of trade between Hong Kong and Korea. It says a good deal for the Korean delegation that they took to the stairs and climbed nine floors rather than wait for the very limited lift service. The true spirit of goodwill and promotion.

On 26th April, the Chamber received a 7-member delegation from Luxembourg, led by their Minister of the Interior, Mr. J. Spautz. On the same day, we hosted a luncheon at the

Hotel Furama Inter-Continental for a major trade mission from Birmingham, England.

Hong Kong Trade Fair — Consumer Week 21st to 26th November 1983

We are now pushing forward with our plans for the Chamber Pavilion at the Consumer Goods Fair in November. Our members are being advised on the opportunities open to them and on the arrangements and cost structure for participation. Last year we had 20 companies in their own booths. This year we hope to have more. Any company interested in this Fair should contact Ernest Leong, Assistant Director — Trade, at the Chamber. There is a special discount for participation in the Chamber Pavilion and we shall use a professional designer for its construction.

Computer Services

We are now expanding the computer coverage for non-member companies and as a result will increase the contact possibilities for various sectoral interests. Over 6,000 non-member companies are using Chamber services which gives us an overall clientele of about 9,000 companies. It would be nice if they were all members.

In Memoriam Allan Hutchinson

Member of the
Chamber's Council
1976 — 1983

Member of the Chamber's
General Committee
1976 — 1979

What Hong Kong Businessmen should know about Viewdata

#1 in a series of informative advertisements.

Viewdata, the exciting new communications system, is now available to Hong Kong's business and private communities. In this and other advertisements to follow, we explain how the Viewdata system works and how it can bring increased productivity and convenience to the office or home.

Q: What is Viewdata?

A: Viewdata is a remarkable new electronic communications system, the only one of its kind in Hong Kong. It uses telephone lines to carry information from its source to a person requiring that information. It then displays that information in colour, whenever the "receiver" wants it, on a television screen. The information can also be printed on paper.

At the centre of Viewdata is a large system of computers operated by Hong Kong Telephone. All information is entered into and accessed from these computers, giving Viewdata users the economies and efficiencies of a public service system.



Q: What do I need to use Viewdata?

A: To send or receive information, all you need is a telephone and a Viewdata terminal or adaptor for your existing TV set. The printer that enables you to make a copy of what appears on the screen is optional. All the equipment is available on a low-cost rental basis from us or may be purchased from a variety of suppliers. It is very easy to use and occupies minimal space in your office or home.



Q: What kind of information can be sent through Viewdata?

A: Virtually anything of a factual or informative nature that you'd say or put in writing. In everyday business, for example, you send inter-office memos, telexes, reports and messages to people within and outside your company. Viewdata can transmit these for you — and more — quickly, easily and inexpensively. Standing instructions can be instantly updated; no risk of an out of date version causing confusion.

You can also become a Viewdata Information Provider (VIP) and publish large amounts of information for the general public or for selected users only.

Q: But what if I'm already happy with the usual communication methods? Why should I use Viewdata?

A: Let's consider other methods one by one. Viewdata is much faster than mail or private delivery services. So it's a big help when you have urgent information to pass on within the same building, across the city, or even across the world.

When you use the telephone to call someone, and the line is busy or the office is empty, Viewdata's "MAILBOX" feature lets you leave precisely the message you want, to be retrieved when your correspondent is free. Your thoughts are delivered accurately and privately, and can be studied at leisure.

What about inter-office memos? They take time to distribute, and often get buried under stacks of paper. Use "MAILBOX" as part of the daily routine and make your operations more efficient.

Telex is a great medium for business. But only if you have a telex machine near you. Viewdata's "ELECTRONIC MAIL" facility enables you to use DMS (the Datel Message Service) to send messages anywhere in the world. Viewdata is so inexpensive you can have it at home for urgent messages. Remember: When you're at home, your associates in Europe and the USA are working.

And how about those reports or price changes you issue? Viewdata can eliminate paper. Those who need to do so can print it out, while others can view the information again whenever they wish simply by pressing a few buttons on their Viewdata keypad.



Q: What other kinds of information can I send?

A: Since Viewdata can reach the general public as well as specific groups or individuals, you may want to publish information of broader appeal. Things like your latest price lists or stock holdings. Timetables and service descriptions if you're in a transportation or travel business. Product descriptions if your company sells goods.

Q: Can Viewdata be used commercially?

A: Yes. For example, Viewdata can be used for advertising and direct selling. If your company sells products or services to a specific market for instance, Viewdata can help you save wasted expenditure on costly hit-and-miss broad media and go straight to your prime prospects. No need to worry about the "frequency" of your advertising, either. With Viewdata, your customers come to you to view the latest information whenever it is wanted. You may even find it cost-effective to give them Viewdata.

Is your company already selling information through newsletters, reports or other purchased publications? Viewdata provides you with a new medium which eliminates printing and adds even more timeliness to your data. And you can charge customers for the information they access, either on a per-page basis, or by subscription.

Q: You mentioned "general public" or "selected users". What do you mean?

A: Viewdata is a fully targetable medium. As a Viewdata Information Provider, you can make general information available to the entire universe of Viewdata users. Or things like your company's weekly or daily operating reports, stock holdings, details of your clients' accounts, or confirmations of trades can be made available to a limited group or even to a single individual *whom you authorise* to view your information. You can add or delete such users instantly with your own Viewdata terminal.

Q: What about ease of use? Is Viewdata something only computer people can understand?

A: Just the opposite. Anyone can learn to use Viewdata in minutes. Step-by-step instructions appear on the TV screen to guide you. In fact, Viewdata is the only system in Hong Kong that makes computer power, computerised data bases and message services available to non-technical people.

The best part is, once you've taken a few minutes to learn how to enter or view information, you've mastered the system. It never gets more complicated, no matter what kind of information you're sending or seeking. The complicated computer programming has already been done for you.

Q: You mentioned computers. Is Viewdata compatible with the computer we're using?

A: It could well be. You can hook up your home computer as a terminal or your main frame as an information source. Since your needs are likely to be very specific, the best thing to do is talk with a Viewdata representative.

Even without directly linking Viewdata to your company's computer, you can still enjoy additional benefits. Perhaps you have information available that your clients would like to see frequently or on demand. Send the data by telephone or magnetic tape to Viewdata and your clients can see their balances, positions, trades, the latest specialist news, whenever they like.

Q: Where can Viewdata be used?

A: Viewdata's computers can be dialed from anywhere in the world. So you can use it in your home or office wherever these may be, or see it working in shop windows, hotels and bank foyers. You can even access compatible systems like PRESTEL* in the U.K.

**PRESTEL is a trademark of British Telecom, and costs extra to access.*

Q: Is Viewdata expensive?

A: No, in fact it costs surprisingly little and depends on how much you actually use it. There's a small installation charge then monthly fees for equipment rental and Viewdata service, plus nominal charges for actual viewing time used. "ELECTRONIC MAIL" is extra according to message length but there is no additional charge for "MAILBOX". Some information providers charge for their information. But much of the data available is free.

Viewdata service and rental of the VDX1000 adaptor for your existing television and telephone at home costs under \$3 per day! A special business terminal with alphabetic keyboard costs \$14 per day. Usage charges are 50 cents for from 1 to 4 minutes. That's low cost in anyone's book. (VIP and PRESTEL charges on request).

Q: How would I benefit from having Viewdata in my home?

A: In a number of ways. You'll find there are things your family will want to use too. And it is cheaper there, since installation and monthly service fees for home users are lower. Also time usage charges go down after business hours. A home Viewdata system is particularly recommended if you need to send urgent messages to business associates in other time zones. You can relax at home with your family but still have the powerful information and communication facilities of Viewdata literally at your fingertips.

COMING NEXT: Financial Vision: A Viewdata Information Package created specially to cover the fast-moving world of finance.

Learn more about Viewdata. Return coupon today for free information. Or call us at 5-287620.

YES, please send me complete details about Viewdata services, equipment, capabilities, costs and special introductory offer. I understand there is no obligation.



I am interested in having Viewdata in the office ☐ at home ☐.

☐ I am interested in publishing information on Viewdata.
☐ Please also tell me more about PRESTEL.*

Name _____ Title _____

Company _____ Type of Business _____

Address _____

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Question: _____

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BU/0683



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step further. Today Hydro is taking part in oil activities not only as the partner of major international companies, but as operator in its own right.

It is the steady expansion of our oil activities over the last 18 years that has made us capable of tackling such new and growing responsibilities.



Norsk Hydro

Norsk Hydro (Far East) Ltd.

G.P.O. Box 948, Room 1504, 12 Harcourt Road, Hong Kong.
Tel: 5-247084 - telex 73414 hydro hx - tlg. norhyd hong kong

Hydro's main products are: fertilizers, industrial chemicals and gases, electric power, aluminium, magnesium, oil and natural gas, petroleum derivatives, PVC and other petrochemicals.



Message from Mr. Arne Skauge Minister of Trade & Shipping

On the occasion of my visit to Hong Kong, I am greatly pleased and honoured to be given this opportunity to greet the readers of *The Bulletin*. To me Hong Kong is a living marvel.

How is it possible for an ever increasing population crammed into a very small area with no natural resources to maintain an annual 10% growth in gross domestic product even in a global recession? How can such a place be No. 16 in world trade and furthermore one of the world's leading financial centres?

The answer is of course to be found in the greatest natural asset of them all: the people. All these people who are willing and eager to work in order to make the world a better place for themselves and their children. They have made it to "the golden mountain where man eat fat pork" and are determined to make a go of it.

Hong Kong is a shining example of what man can achieve when given the opportunity to work within a dynamic and free system. It could even be argued that Hong Kong in some areas has been too successful for its own good. This is at least the feeling in many industrialised countries especially when it comes to the production of textiles. We live in difficult times. Worldwide recession has seen unemployment figures soaring everywhere. Small wonder that most countries — regretfully also including Norway — have found it necessary to try to protect their own domestic labour-intensive production by regulating the amount of textile goods to be imported.

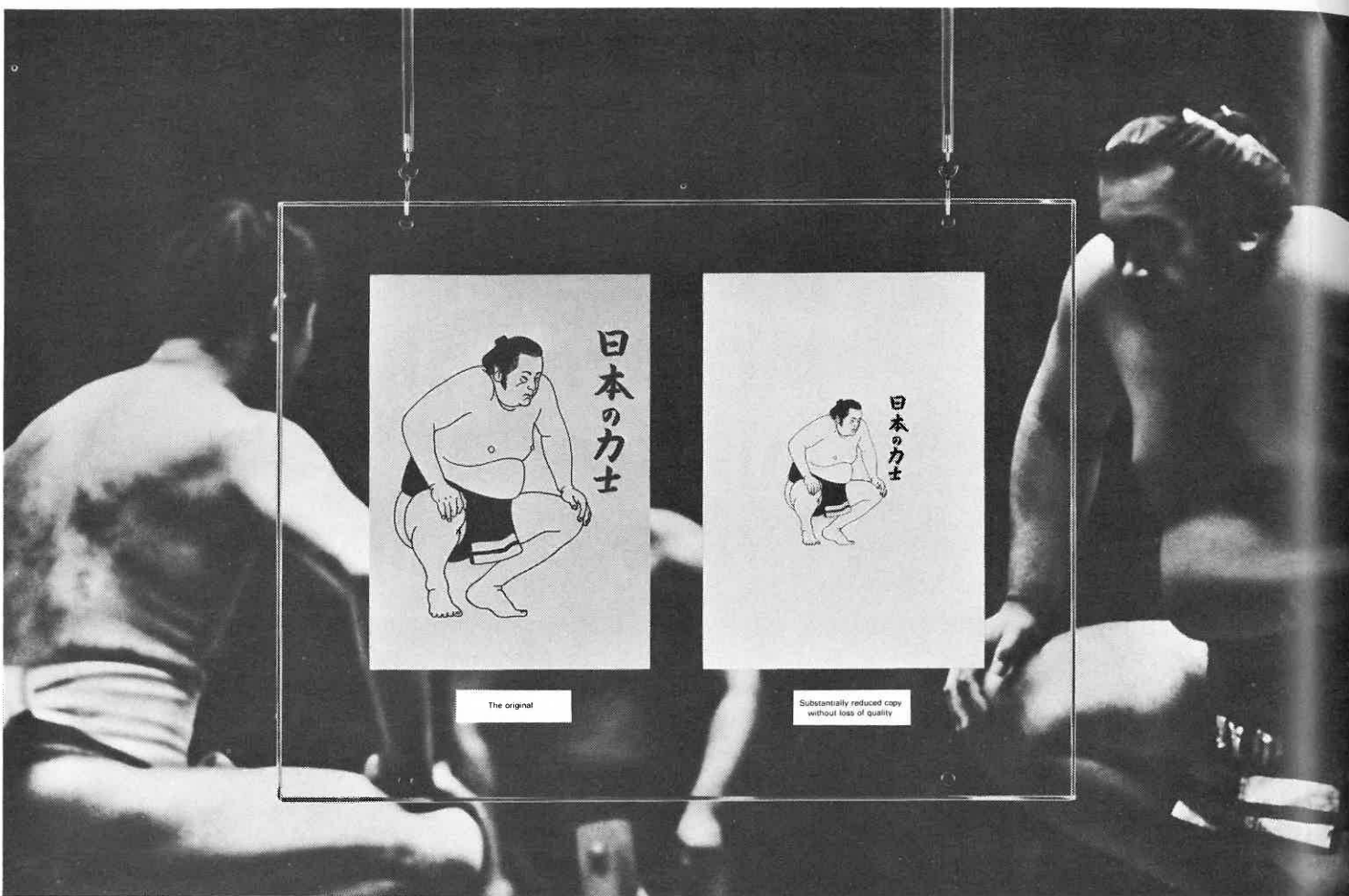
A special arrangement regarding international trade in Textile III has been in force for some time. Norway and Hong Kong are presently trying to work out a mutually satisfactory agreement within this arrangement. It is my sincere hope that these negotiations will be successful.

Norway has a substantial deficit in its trade with Hong Kong. According to our statistical information Norway imported goods valued at NOK477 million from Hong Kong in 1982. Our exports on the other hand came to no more than NOK190 million. Seen with Norwegian eyes we hope that Hong Kong will increase its purchases from Norway. Considering the fact that Hong Kong is almost entirely dependent on imported resources to meet the needs of its population and industries, I cannot but feel that it ought to be possible to sell more Norwegian goods here.

There is, however, one area in which the co-operation between Hong Kong and Norway traditionally has been very satisfactory. I am of course referring to the shipping business in all its different aspects. As Minister of Trade and Shipping, I find it interesting to note that five out of six Norwegian companies established in Hong Kong are related to shipping. I think it is fairly obvious that shipping is a field where we can and should play on the same team. It is in our best interest to fight for the freedom of the seas. The system of free trade will benefit all of us, whereas protectionism in the longer run will benefit none.

On this hopeful note I wish Hong Kong and its inhabitants luck and prosperity in the years to come.

Arne Skauge



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The Océ 1900 Series is the result of continuous striving to achieve the optimum in complete copying satisfaction.

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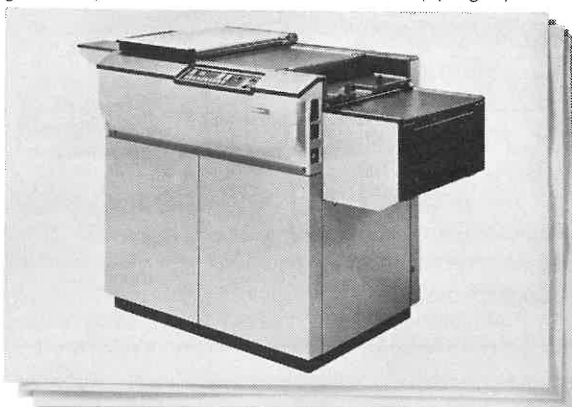
The 1900 has an effective capacity of 8,000 to 80,000 copies per month.

It can also handle a wide variety of paper weights - from 40gsm up to 200gsm.

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Systems



by Havard Austad
Vice-Consul of Norway, Hong Kong

A Trade View from the Consulate-General

In 1982 total trade between Norway and Hong Kong showed an increase as Hong Kong's exports to Norway continued their steady growth and jumped from HK\$375 million to HK\$441 million. It was, however, not such a good year for Norway's exports to Hong Kong as we suffered a setback of more than HK\$40 million (The discrepancies between Hong Kong's and Norway's official figures seem to be caused partly by different statistical procedures regarding goods passing through third countries.)

Our reduced exports to Hong Kong can be seen as part of a trend over the last couple of years. Norway's exports to Asia as a whole have been reduced while our exports to the European Community have increased and now represent 53% of our total exports. The Norwegian exporters at present are feeling the recession more than ever before. 1982 saw a considerable increase in the number of unemployed and the GNP remained virtually unchanged from 1981 to 1982. This is the first time since 1958 that the GNP has not shown an annual increase. The currency was depreciated by about 4% in the autumn of 1982. But while our overall exports actually fell last year, our imports increased, from Hong Kong to the tune of HK\$66 million. Norway represents an affluent market and is geographically no further away than, such an important market to Hong Kong, as the United Kingdom.

The recession has undoubtedly made smaller exporters in Norway more cautious about distant markets as their products can be marketed closer to home at less cost. But in spite of a reduced export volume for the time being, the Norwegian presence in both

Hong Kong and the region as a whole is increasing.

Scandinavian Airlines System (SAS) is, since March last year, directly represented in Hong Kong and offers a valuable and comfortable link between Asia and Scandinavia — even if SAS planes are not able to make use of Kaitak airport at present.

The three major Norwegian banks are also represented here, to assist Norwegian companies and shipping interests locally as well as to provide assistance and expertise to Hong Kong — investors with an eye on Scandinavia.

The Norwegian shipping community in Hong Kong has long traditions on the coast of China. Part of this community today follows the development in the South China Sea with a keen interest and the interest can be backed up with valuable experience from the North Sea. This interest is obviously something we share with the maritime

community in Hong Kong.

China's offshore activities have already led to the formation of several Norwegian-Chinese joint-ventures. Hong Kong does to some extent serve as an observation platform for Norwegian businessmen looking for business opportunities elsewhere in the region, a role which is not entirely without benefits to Hong Kong.

The Export Council of Norway is directly represented in both Beijing and Singapore. In Hong Kong, the Norwegian Consulate serves as an extended arm of the Export Council, and in that capacity our first priority is to find new markets and opportunities for Norwegian exporters. To Hong Kong importers we can serve as a rapid liaison with Norwegian manufacturers and trade organisations. And the collective expertise of the head-office of the Export Council of Norway is within easy reach for the Hong Kong businessman. □

Norway's Trade with Hong Kong — Jan. — Dec. 1980 — 1982

Figures listed are in million Norwegian kroner, NOK 1.00 = HK\$0.92

S I T C	Norwegian Export			Norwegian Import		
	1982	1981	1980	1982	1981	1980
0 — Food and live animals	6,1	14,6	9,7	2,3	1,5	0,8
1 — Beverages and tobacco	—	—	—	—	—	—
2 — Raw materials	7,3	15,8	9,0	3,3	2,9	4,2
3 — Fuels	—	0,1	—	0,5	0,3	—
4 — Animal and plant fat	0,1	—	0,2	—	—	—
5 — Chemical products	14,2	20,4	11,1	0,5	0,5	0,5
6 — Finished products	51,5	51,1	30,9	18,3	16,5	13,2
7 — Machinery, transport equipment	106,4	127,2	12,2	25,1	22,8	20,4
8 — Various finished products	3,5	4,7	2,4	426,2	359,7	314,5
	189,6	234,2	75,9	476,7	404,6	359,9

Re 1, export: reduction in fish products

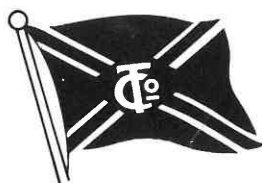
Re 2, export: reduction in hides, skins and furskins

Re 5, export: reduction in artificial resins and plastic materials

Re 7, export: second hand ship(s) account for 72,9 mill. in 1982 and 99,2 mill. in 1981

Re 8, import: increase in clothes, photographic and optical equipment, and various unspecified finished goods.

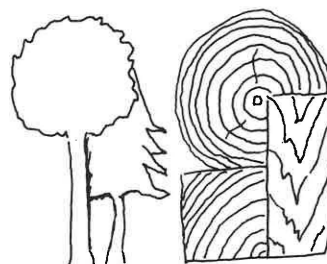
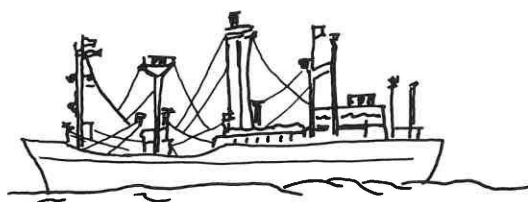
Source: Central Bureau of Statistics, Oslo.



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Norway's Key Role in South China Sea Oil

Norway has about 40 companies in the services sector of the Hong Kong economy. Half are in shipping or shipping-related services.

The rest range from banks with representative offices to travel agents and firms that are traders or specialists in goods like furs, furniture and even art.

Norway's shipping interests in the Pacific have tended to decline in recent years. Their new-found interest in Hong Kong is as a base for negotiating marine and other services to the South China Sea oilfields.

This is a field in which many Norwegian firms have gained experience and now have specialised expertise from developing Norway's own offshore oil. They are selling their know-how and equipment as far afield as the Gulf of Mexico and have already made a number of cooperative agreements with China.

Norway is, in fact, playing a key role in the exploration of South China Sea Oil. Statoil, the state-owned oil company, has an office in Beijing and has acted as a consultant to China in the development of its own offshore oil resources.

Norwegian firms like the Geco-China Joint Venture Co. and Det Norske Veritas have helped in preliminary assessments of China's offshore oil resources.

The Bulletin interviewed a cross-section of Norwegian companies in Hong Kong.

Thoresen and Co. Ltd. is the holding company of an international group of shipping and trading companies. Its home office remains in Norway but head office operations are conducted from Hong Kong.

Arne Teigen, Chairman, says: "The reason why we have moved the operation of most of our vessels to Hong Kong is that they are trading within Far East area and besides Hong Kong is a very convenient place with extensive banking and communication facilities."

A long list of shipping and trading subsidiaries and affiliates grace the entrance to Thoresen's head office in Hopewell Centre.

Thoresen's latest important venture from Hong Kong and Norway is a cooperation agreement with China partners to service the South China Sea offshore oil fields.

Thoresen-Solstad Offshore Services Ltd. Hong Kong, with Guangdong Enterprises Ltd., Hong Kong, and Chu Kong Shipping Company Ltd., Hong Kong, have incorporated Yuet Shun Shipping and Offshore Services Ltd., Hong Kong. Yuet Shun with the China Nanhai Oil Joint Service Corporation's shipping subsidiary have registered in Shekou the Zhong Xing Offshore Marine Services Co. Ltd.

Zhong Xing will operate and manage 10 anchor handling tug supply vessels of about 1,600 dwt tonnes. Two will be 4,000 horsepower, six will be 6,000 hp and two 8,000 hp.

Total investment will be about US\$50 million. An offshore oil rig normally requires the services of at least two vessels of this category.

The 10 vessels are being financed by Yuet Shun. They are being built in China or Japan shipyards. Thoresen's partner in Thoresen-Solstad Offshore Services Ltd. is the Solstad Shipping Company of Norway, an experienced company in shipping services to offshore oil fields.

First Involvement

Inaugurating Zhong Xing recently Mr. Chen Lizhong, Honorary Chairman of the Board and General Manager of the China Nanhai Oil Joint-Service Corporation, said establishment of Yuet Shun Shipping and Offshore Services Ltd. signifies the first Hong Kong involvement of Guangdong in supporting the South China Sea offshore shipping and other services. And he spoke of this as being only a beginning. Mr. Chen said it also signifies the concern and contribution of Guangdong Province to the stability and prosperity of Hong Kong.

Norway, he went on, is a country very experienced in offshore oil exploration and it has always maintained excellent relations with China. The involvement of Thoresen and Solstad in serving the South China oil fields will assist in the introduction of advanced technology in services to the offshore fields and will further foster

the relationship between China and Norway.

Yuet Shun, Mr. Chen said, has done a tremendous amount of preparation work such as the ordering of ships, introduction of ships' designs and technology, etc., and is becoming a leader in this respect.

Thoresen and Co. Ltd., Hong Kong, was established in 1904 and is the oldest Norwegian company on the China coast. It was established first in Shanghai in 1896 mainly to take care of Norwegian shipping interests on the China coast. The Group built six vessels in Shanghai as early as 1916/18.

The company was taken over by Bruusgaard Kiosteruds Skibsakjeselskap in 1926 and Thoresen acted as agents for their shipping line which at that time was called China Siam Line.

After the Pacific War the Norwegian parent company increased its activities and new liner services were established to Japan, Borneo and the Bay of Bengal. The name of the line was changed to Norwegian Asia Line. Today that line has regular services between Japan, Thailand and Borneo. But Thoresens are more than ship-owners and operators. They are ship managers, brokers, agents and marine engineering consultants, IATA approved air cargo agents, as well as representing leading Scandinavian Protection and Indemnity Clubs and Hull Underwriters.

Sandy C.W. Wong, Managing Director

of Thoresen Trading Ltd., says Thoresens has a network of offices throughout the Far East. It has four offices in Japan at Tokyo, Yokohama, Osaka and Kobe. It also has branch offices in Bangkok and Singapore. The Group handles more than 600 annual sailings from Far East ports.

On the trading side it is in such commodities as timber, paper, textiles and electronics. It represents Motorola and it sells precision equipment both in Hong Kong and China for marine and onshore use.

Apart from various activities as above mentioned, the circle will not be completed without the set up of the insurance broking arm. Thoresen Wik-

borg Insurance Brokers Ltd. provides direct and reinsurance service both in the marine and non-marine sectors.

Sandy Wong says it represents the Norwegian shipbuilding group, Ulstein, mainly for anchor handling tug supply boats. Ulstein is the designer and builder of the well-known UT700 series of offshore services vessels which include the UT704, so called "Work Horse", serving oil rigs throughout the world.

Arne Teigen says Thoresens has been affected less than most shipowners by the world shipping slump mainly as a result of its own people working very hard. Its ships on tramp charters are for medium-term periods so

Thoresen have had few worries so far.

He says he personally feels the shipping market has about hit bottom. How long it will stay at the bottom nobody can tell. There are certainly signs of recovery and now is the time to consider buying secondhand ships if people want to buy.

"We are looking at this along with our friends. Eighty per cent of world cargoes are still moved in ships. Shipping is still here to stay," he adds.

The Scandinavian Bank Group has had a representative office in Hong Kong for seven years. It owns Scandinavian Far East Limited, a local deposit-

Norwegian Mink Upgrades Our Fur Garment Exports

If you are planning to buy your wife a mink coat Hong Kong is the least expensive place in the world to buy it. The price you'll have to pay depends on how many skins are in the garment, their quality and the way the garment is worked.

It could cost you \$25,000 for a full length coat or about \$10,000 for half length. But your money will be well spent if it's got the Saga label sewn inside — which is the guarantee issued only to the best quality farmed Scandinavian skins, including these from Norway.

Don't worry about the workmanship. Hong Kong furriers are going upmarket and their standards stand up well in comparison with the traditional European and North American furriers.

The Hong Kong fur industry today has about 200 manufacturers employing some 8,000 skilled workers, exporting to more than 35 countries as well as serving a rapidly growing domestic retail market of local people and tourists. More and more Hong Kong furriers are now going every year to fur auctions in Oslo and Copenhagen to buy the skins they use. The chances are therefore the mink coat you may delight your wife with will be of Saga Furs from Scandinavia. They have a 41% share of the raw fur skin market compared with 3%



in 1978 and probably 41% of dressed skin, too.

Saga is the joint marketing organisation of the Fur Breeders' Associations in the four Nordic countries — Norway, Denmark, Sweden and Finland. These associations run an integrated system in areas of research, breeding and treatment of disease. The result is the production of the finest quality skins.

Established in 1954 Saga Furs of

Scandinavia have offices throughout the world, including Hong Kong.

Ole Borresen, Saga Area Director in Hong Kong, says Hong Kong furriers began to develop exports early in the 1970s. As there are no local skins the industry is dependent upon imports. Saga came to Hong Kong as a supplier four years ago believing that the industry was about to take-off — and that is what it has done.

Today, Ole Borresen says, Hong Kong's exports of fur garments are running at HK\$1.1 billion compared with HK\$5 million 10 years ago. In addition, Hong Kong has developed domestic sales of about HK\$200 million. There are now about 100 Hong Kong fur retailers.

Hong Kong's imports of Scandinavian fur skins in 1982 were valued at \$90.2 million, of which Norway's share was HK\$9.2 million (See Table 1).

Table 1
Hong Kong's Import of
Scandinavian Fur Skins (HK\$ M)

	1978	1979	1980	1981	1982
Scandinavia	3.2	13.3	29.6	64.7	90.2
(Norway)	(0.2)	(3.1)	(7.0)	(13.5)	(9.2)

Fur skins in 1982 from Finland in 1982 were 29% of Scandinavia's total exports to Hong Kong. Another 14% came from Norway (See Table 2).

Ole Borresen says Scandinavia has the major share of the Hong Kong market, followed probably by the United Kingdom, through its own auctions of British furs, together

taking company.

The Group is headquartered in London. Its shareholders are the seven major banks in the five Nordic countries (including Finland and Iceland) and provides a full range of wholesale, commercial and merchant banking services. The Bergen Bank holds the Norwegian interest (19.1%). After provision for possible loan losses but before tax Scandinavian Far East Ltd. made a profit in 1982 of US\$1,244,097. After tax US\$1,094,997 was carried forward. This DTC's annual report says in the Asia Pacific region Scandinavian Far East Ltd. has continued to be active in financing trade and investment

throughout Asia and has developed further its emphasis on Scandinavian business. The business management team combined an in-depth knowledge of Scandinavia with a detailed understanding of the Asian-Pacific region. The global recession had its impact on the Far East during the year. Despite this downturn good results were achieved in Hong Kong, Singapore and Tokyo thanks to the company's quality loan portfolio and long-term customer relationships.

Kristian A. Holst, chief regional representative and managing director of the DTC, says historically Norway has been in shipping in the Far East. But in recent years it has established

a strong identity in offshore oil.

So far as Hong Kong is concerned that identity is with the People's Republic of China and its endeavours in oil exploration in the South China Sea. The PRC sought and obtained the cooperation of Norway in formulating its plans for its offshore oil exploration to achieve maximum utilisation of its oil resources in the long-term interests of the State. It chose Norway because it considered Norway had most efficiently devised methods of accomplishing this objective. Statoil, the State-owned oil company of Norway, has a consultative office in Beijing. Norwegian firms with offices in Beijing or Hong Kong that have

Table 2

Imports of fur skins measured against total imports in 1982 from Scandinavian countries:

Finland	:	29%
Norway	:	14%
Denmark	:	12%
Sweden	:	3%

with skins imported from Russia, other European countries and even the United States.

He says some raw skins bought in the Oslo and Copenhagen auctions are sent to Britain and other countries for dressing and then shipped to Hong Kong. He thinks this "invisible" part of Scandinavia's fur exports are about as much as furs exported direct to Hong Kong. Hong Kong is also dressing raw skins.

Ole Borresen says Scandinavian countries, including Norway, produce 50% of the world's farmed mink and 80% of its farmed fox. Thanks to a long breeding tradition and ideal climate, Scandinavia mink has an outstanding quality and purity of colour.

He says Scandinavia is also famous for its highly selective grading system. Only the very best Scandinavia mink is awarded the Saga label. It is available in 15 natural colours from darkest blacks, the softest browns and even pearl, violet, gray and purest white. Mink can also be dyed any colour.

Ole Borresen says Hong Kong has become a major centre for mink garment production, but not fox. Fox skins require less skill to make into garments so Hong Kong's competitors, like South Korea

where labour is cheaper, tend to concentrate on fox.

Hong Kong, on the other hand, is moving upmarket concentrating on mink which requires production techniques and skilled labour that is more expensive. He explains there are many intricate ways of working mink but basically two processes are used in Hong Kong to craft garments.

One is "flat working," the least costly, in which the flat skins are sewn together. The other is "letting out" or "stranding." In this process each pelt is cut diagonally in narrow strips then "dropped" and sewn together to lengthen each skin.

Ole Borresen says little "new blood" is being injected into furriers in New York and Europe, traditional places for fur garment manufacture. In Hong Kong, on the other hand, the industry is characterised by very young management and young labour. The future of the Hong Kong industry is therefore very bright indeed.

Hong Kong is quickly going upmarket and dropping working the less expensive skins such as rabbit and gae wolf. He thinks these inexpensive furs will largely disappear from Hong Kong production and it will concentrate on mink, sable, etc.

Hong Kong's fur garment exports are 70% to Japan, the United States and West Germany. They mainly go by air.

Saga Furs of Scandinavia, Ole Borresen says, do quite a lot of advertising in Hong Kong for their mink and fox labels. That is because

fur is very much in fashion locally and new styles are appealing to the younger generation. Fur is being worn casually and not just for formal occasions.

He says mink coats are no doubt a local status symbol in Hong Kong. But Hong Kong retailers do have quite big sales to tourists.

Every September Saga Furs of Scandinavia brings two collections of the latest trends in fur garment fashion to Hong Kong. One is always a conventional collection and the other is a collection of furs for the young. The idea is to help stimulate the inspiration of young Hong Kong designers. But Saga also will supply patterns.

Ole Borresen says Scandinavian furs were not well-known in Hong Kong until Saga established its office in 1978. Hitherto, Hong Kong tended to get its requirements from North America and England.

Saga has helped find the answer to Hong Kong's rapidly growing fur garment manufacturing industry, forced upmarket by labour costs by providing the quality of the raw material needed to trade-up.

The new industry is also at least a partial answer to Hong Kong's problems in global recession. The fortunes of people who buy mink coats aren't always affected by recession to the extent they can't still afford to make a purchase. It's an industry that is bucking the economic trend, making tremendous headway while others have been forced to wait for economic recovery in Hong Kong's major world markets. □

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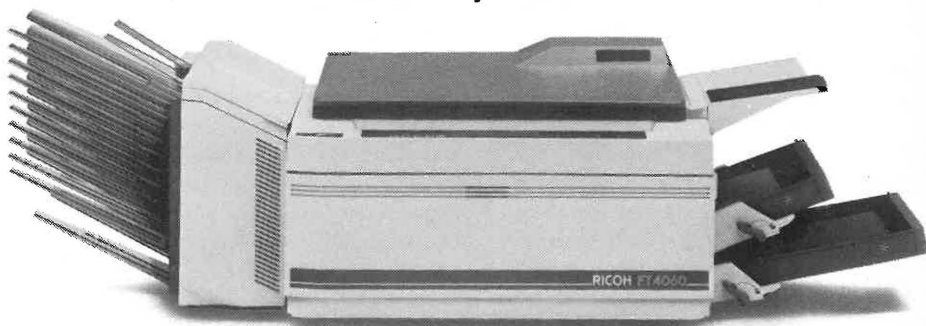
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offshore expertise, have already signed several cooperation agreements with PRC companies to provide specialised shipping and other services to the South China Sea offshore oil fields as they develop. The agreements cover some investment financing. Kristian Holst says the Scandinavian Bank Group has representative offices in Singapore and Tokyo and this year is opening another representative office in Sydney.

The Bergen Bank, its Norwegian shareholder, is also represented in Asia with a subsidiary merchant bank in Singapore, called the Bergen Bank Asia Ltd. The reasons for the Bergen Bank choosing Singapore include an obvious interest in providing financial services to Norwegian companies establishing labour-intensive manufacturing there in items like fish-hooks, glue and paint, as well as shipping and associated services.

Singapore is also an attractive base for offshore banking operations and a place to book loans.

Hong Kong, he says, is attractive to the Norwegians as a place to which it can export high technology and make licensing agreements with manufacturers, including those building oil rigs and offshore supply vessels. The Bank's primary object, Kristian Holst says, is to support Scandinavian firms with the financial services that they need to do business in Hong Kong. Business activities of Scandinavians in Hong Kong include shipping, steel, furniture, printing equipment, air compressors, beer, motorcars, vacuum cleaners, stationery, office appliances, equipment for the construction industry and, not least of all, cookies.

Among other products, these companies required trade and warehouse financing. There was some need to provide finance for fixed investments in Hong Kong.

Kristian Holst also explains the Scandinavian countries, including Norway, use export credit schemes to support their export activities. Scandinavian Far East Ltd. has access to these through its shareholders as well as directly.

He says the Scandinavian Far East Ltd. also deals in the foreign exchange market and is considered by many as the market maker in Scandinavian currencies.

Norway, Kristian Holst adds, has been to a large extent preoccupied with the development of its own economy and not forced to go abroad. But as its offshore industry has matured, Nor-

wegians are becoming more internationally oriented, especially toward South China Sea oil exploration.

Sverre Rodskog, managing director of the shipbrokers, **Rodskog and Co. Ltd.**, is a rather reserved, softly-spoken Norwegian who is in fact a Hong Kong entrepreneur. It came about this way:

When young Sverre Rodskog finished his education in Norway he did his military service in the navy. Some of that service was in the Far East and he decided that when he was released he would make his career in this part of the world.

He joined Wallem and Co. Ltd. in Hong Kong in 1961 and stayed with that Norwegian shipping company until March 1968. Then he set up his own firm of shipbrokers in Hong Kong.

Sverre Rodskog describes a shipbroker as the middleman in the sale and purchase of ships and in arranging ships charters. But he says he's only in sale and purchase.

He says he took the plunge into his own business when he was pretty sure he would succeed. He employs 12 staff now but when he set up his overheads weren't all that high.

Nevertheless there are eight shipbrokers in Hong Kong and five of them are Norwegians. Norway at the time he started was about third among the nations trading with ships in the Far East. But now it's down to 6th or 7th.

Local Owners

Hong Kong, on the other hand, as a centre of shipowners has in about the same time grown from practically nothing to 2nd in the world to the Greeks. And Hong Kong owners do a lot of buying and selling of ships.

Sverre Rodskog agrees world shipping is in a serious slump now. But that doesn't necessarily make all that much difference to the shipbroker.

For instance, over the past three months a fair number of ships have been sold from Hong Kong. "It is usually a buyers market but recently it's been a sellers' market," Sverre Rodskog says.

High cost countries like the Scandinavians and the United Kingdom, he says, have increasingly been engaged in "flagging out" operations — selling their ships to Hong Kong subsidiary companies and entering into management deals with Hong Kong shipping companies.

Sverre Rodskog spends a lot of his working day on the telephone — international as well as local calls. That's the way a shipbroker operates. He says he enjoys his work and the gratification that comes with establishing one's own business and seeing it develop.

Unitor Ships Service (Hong Kong)

Unitor is a Norwegian company that has been in Hong Kong since 1964. It is part of a world-wide company annually servicing about 15,000 merchant vessels from more than 470 of the world's most important and strategically placed ports.

Hong Kong is headquarters for owners of some of the largest merchant fleets on the world's trade routes. It includes owners like Sir Y. K. Pao whose World Wide Shipping Company owns the world's largest private sector fleet. Unitor has agreements with many Hong Kong and foreign owners to service their ships as they trade around the world.

Ole S. Saxhaug, Unitor's area manager in Hong Kong, says his company supplies maintenance, safety and fire equipment to vessels calling in Hong Kong and it isn't always easy when the ships are container vessels that turn-around at efficient Kwai Chung within a few hours.

Unitor is fully aware of the economic consequences of delays. It is with this awareness that Unitor is present in all important corners of the globe to service its customers' vessels. As early as 1950 the company had established, for instance, an international industrial gas cylinder distribution system for its customers.

Ole Saxhaug says Unitor is well-known for the electric welding and gas services it provides for ships in port. Today's competitiveness in a world shipping slump demands effective utilisation of vessels. And that is the basic principle Unitor works on in developing systems and services to satisfy customers' needs.

Unitor supplies a wide range of products and services for operational maintenance and safety systems on board vessels and offshore oil units. It supplies products that meet the highest quality standards. It assures the user of availability of replacement parts the world over.

Depending upon the size and type of a vessel Unitor offers a range of services from single products to all encompassing tailor-made packages. This includes industrial gases in standard cylinders, gas and refrigerant installations, weld-

Anders Larsson, sales manager in Hong Kong of Scandinavian Airlines System, says Norway is the holder of 2/7ths of the equity in the company which operates privately and last year made a profit equivalent to about US\$60 million.

He explains SAS was not always so successful. But two years ago SAS re-examined its market and its service. It held discussions with Scandinavia's main exporters to attempt to establish what kind of service potential passengers wanted.

Based on the information SAS got from this research the airline arrangement embarked on 150 new projects to revitalise SAS services. It targetted in on full-fare passengers and sought to give them what they basically said they wanted if SAS was to be their first choice.

Instead of cutting costs SAS invested in the things market research found it ought to provide.

On November 1, 1981 SAS scrapped firstclass on its European network and introduced a new Euroclass with separate check-in facilities, special airport lounges (including office facilities) and better onboard service including more seat legroom than in tourist (economy) class.

SAS, says Anders Larsson, immediately recorded an 8% increase in full-fare passengers on its European network where it flies 60-65 Douglas DC9s to provide the most flexible service in Europe. After that increase SAS knew it was on the right path.

In October, 1982 SAS introduced a similar business class service on all its intercontinental flights. The result has been a 30% to 60% increase in full-fare passengers.

SAS flies Boeing 747s non-stop from Copenhagen to Bangkok and then on to Singapore three times a week each way. A feeder service to Hong Kong is provided by Thai International Airways.

This service brings 11,000 Scandinavians to Hong Kong every year. The service brings some of the 4,000 Norwegians that come to Hong Kong.

The quick SAS turnaround to successful and profitable operations, Anders Larsson explains, has been a shot-in-the-arm for the moral and motivation of the airline's 16,000 staff. And, as SAS is not government subsidised, its newly-generated profits are most important to the contemplated ultimate replacement of its big European fleet of DC9s.

"We need good profitable years ahead to create the cash flow for this very large investment in something new — an aircraft in which SAS will want to have a say with the manufacturers in whatever may be the ultimate design" says Anders Larsson.

SAS still interested in flying to Hong Kong

As a result of SAS providing a more adequate service to Bangkok it is now feeling the need for more seats on the route. It now flies combi-aircraft carrying both passengers and cargo.

Anders Larsson says his head office thinks it may soon have to introduce a fourth combi-aircraft flight weekly or convert the existing three combi-weekly flights to all-passenger carrying. But a final decision has not yet been taken.

SAS is one of the few international airline carriers that has no landing rights in Hong Kong. The reason is that Britain wants to bargain Hong Kong landing rights for additional rights for itself in Scandinavia. It is not that Hong Kong doesn't want SAS to help boost its tourist trade.

Anders Larsson tells a less forthright story. He says SAS is still interested in flying to Hong Kong and he knows Hong Kong is interested in SAS doing so. Four years ago the Hong Kong Civil Aviation Department considered the matter and it was referred to the

British Government.

He says he lacks any further information. But who knows what may happen under the SAS new market-oriented management policies?

Anders Larsson says Hong Kong passengers wishing to fly SAS can join the airline's service in Tokyo as well as Bangkok, though the Tokyo route is more expensive. SAS flies across the North Pole to Tokyo three times a week and has recently introduced a fourth flight across Siberia.

Anders Larsson attributes the success of SAS in recent years to the fact that the airline has not forgotten it is basically a trader. He points to its arrangements with Thai International Airways and more recent deals with Eastern and United Airlines in the United States.

He says both American carriers give first class seats to SAS business class full-fare passengers.

As a trader SAS, he says, has its own hotels and is also paying great attention to flying time and to co-ordinating its flights. For instance, the non-stop Bangkok-Copenhagen flights provide connecting flights anywhere in Scandinavia within about an hour. The non-stop flight itself is no more than 10½ hours.

The SAS Globetrotter tourist agency is also now handling about 3,000 tourists from Scandinavian countries each year to Hong Kong.

Anders Larsson says SAS from this summer is giving passengers travelling in Norway a better deal. It is arranging more direct non-stop flights from Oslo north to other Norwegian towns and cities. At the same time it is introducing much lower fares.

SAS only recently announced a new corporate image. It has adopted an attractive new logo, repainted its planes and outfitted air crew in bright new uniforms.

It is an example of what private industry can do in the airline business, where national de-regulation is increasingly accepted as the desirable objective but where progress toward that objective is in most cases still quite slow.

cont. from p. 15

ing equipment, fire fighting equipment and installations, safety and rescue plans and equipment, workshop outfitting, surface treatment equipment, nitrogen and inert gas installations and equipment, and marine chemicals.

Ole Saxhaug says Unitor cooperates with many of the world's leading producers of equipment and systems

in Hong Kong and around the world. It employs nearly 600 people in its Oslo head office and within its 55 branches. It has over 170 agents.

All are linked through a comprehensive communications system. This helps simplify the buying procedures for both the vessel and its owner. A telex message from a ship at sea ensures its needs are met on the wharf

when it arrives in port.

Ole Saxhaug says today's offshore oil industry has much in common with shipping. To maximise Unitor's service to this important market, Unitor has specialists wherever the offshore oil industry is established. It expects to increase its services in this field as the South China offshore oil industry develops. □

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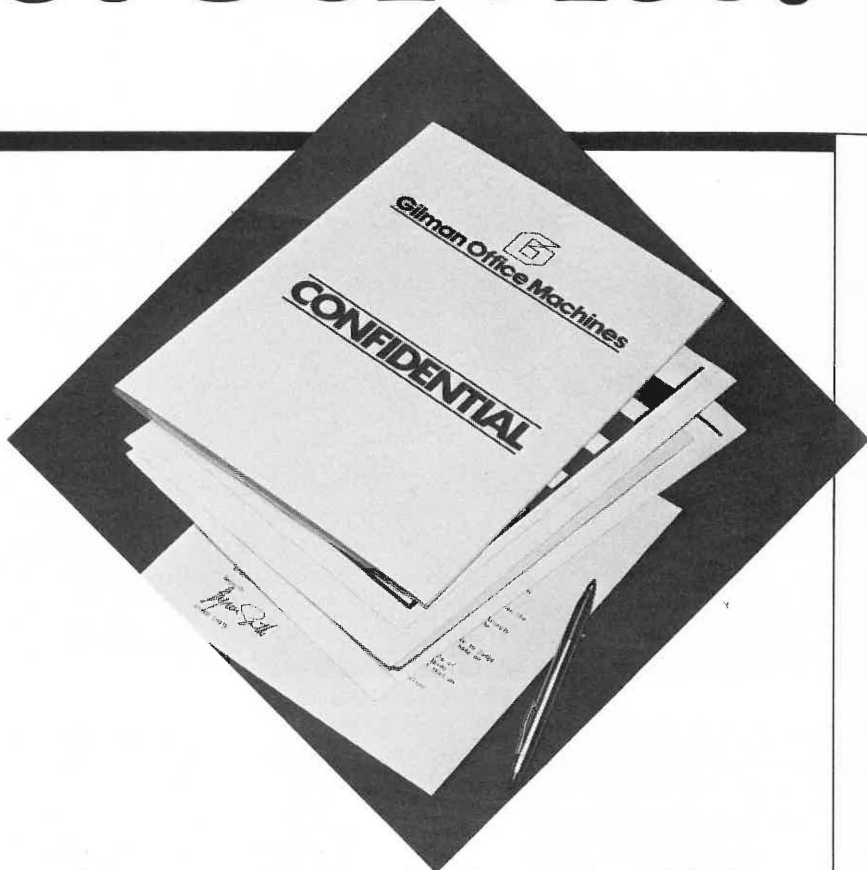
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Half Hong Kong's Norwegians are Missionaries

The Norwegian community of between 200 and 250 nationals in Hong Kong is perhaps unique in composition. Only about half the Norwegian families residing in Hong Kong are part of the international business community.

The other half comprise Norwegian Lutheran pastors, teachers, social workers, nurses, etc. and their dependants.

But these people are just as productive in their own field as the Norwegian businessmen. They are involved, quite disproportionately for a nation with less population than Hong Kong, in a remarkable local effort to help Hong Kong's underprivileged.

Norway has four Christian missions in Hong Kong. They are the Norwegian Missionary Society, the Norwegian Lutheran Mission, the Mission Covenant Church of Norway and the Norwegian Seamen's Mission.

Thor Strandenaes, pastor with the Missionary Society, explains 95% of the Norwegian population is Lutheran and Norway has its State Lutheran church. The Norwegian Missionary Society and the Norwegian Lutheran Mission are part of the State Church.

The State Church and its clergy are partly financed by the Norwegian Government and partly by the laity. The Mission Covenant Church of Norway, on the other hand, is a small entirely lay-financed Church.

The activities of these three missions in Hong Kong dates back to 1949. Prior to that time the missions worked in China's Hunnan, Honan and Shensi provinces and were heavily involved in education and welfare work.

When the Communists took over in China some Norwegian missionaries went back to Norway. Others went to begin new work in Japan and Taiwan. The rest came to Hong Kong.

"We arrived with the refugees," says Thor Strandenaes. "We helped to provide what was needed. We have

grown up with them in Hong Kong."

He sees the Norwegian missionary work as part of the effort of the Lutheran World Federation. And that, in turn, part of the total effort of the Hong Kong Christian Services.

The Norwegian Seamen's Mission, on the other hand, was established in Hong Kong in the late Thirties.

It meets the needs of Norwegian seamen and other nationals for Christian instruction. It serves their social needs providing books, films, mail, newspapers, etc.

Link

It also serves as a link between Hong Kong and Norway in that it helps newly-arriving Norwegians to settle in and to provide all Scandinavian tourists including Norwegians with information when they come to Hong Kong.

The Norwegian Seamen's Mission gets part of its finance from the State Church. The other three missions depend wholly on donations from lay Christians in Norway.

The work of these three lay-financed groups is to establish churches in Hong Kong with independent congregations and to participate in social work and education among Hong Kong people.

The work of the Seamen's Mission on the other hand has been modified in recent years, Thor Strandenaes explains. Fewer Norwegian ships now call at Hong Kong. The Mission's work among locally residing Norwegians has, as a result, been strengthened.

Norwegian missions spend the equivalent of about HK\$300 million annually on missionary work in Africa, Asia and Latin America. About HK\$7-8 million of this amount, contributed by lay people in Norway, is spent in Hong Kong.

Thor Strandenaes says the Hong Kong Government subvents the work of the Norwegian missions by roughly the

same amount as Norwegian Christians contribute. He says in part the Norwegian missionary work is historically an expression of the emancipation of the lay people from the State Church structure.

Norway's dependency on Sweden, he says, did not end until 1905 but Norwegians long before went abroad to contact other peoples at grass roots level. They served in the missionary societies of Britain, the United States and Germany.

He says the Norwegians with their 40 independent Church congregations run 20 kindergartens, 30 primary schools, six day care nursery centres, four children's and youth service centres and four old people's centres.

The 40 locally-led Church congregations aggregate some 22,000 Hong Kong Christian Chinese.

Thor Strandenaes says both Lutheran State Church missions in Hong Kong are working among Vietnamese refugees in the Argyle (now closed) and Kaitak camps. They are involved in day care centres and kindergartens and among Vietnamese youth and adults, giving English tuition.

Since the autumn of 1981 the Norwegian community in Hong Kong has had its own Norwegian School in Durham Road, Kowloon Tong. It has 18 pupils, ranging in age from 5 to 16 years.

It has two full-time teachers paid by Norway and four part-time teachers who are partly Norwegian Government financed and partly paid by the two State Church missions.

The medium of instruction is Norwegian but the students are also taught English by local English speakers. □

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Local Surgeons Ready for Staff Need Transplants

Provision for surgery involving transplants of human organs is not often included in company contracts with medical practitioners responsible for the day-to-day health of staff in offices and factories. Even comprehensive medical insurance schemes for which employers pay do not usually encompass the possibility of transplants.

But transplants do from time to time become necessary to save promising young executives and others from tragedy. *The Bulletin* interviewed Dr. S.F. Lam, Deputy Director of Medical and Health Services (Medical), on this subject and what he had to say will be of interest to compassionate employers and concerned employees alike.

Dr. Lam says everything that is usually needed can be done by Hong Kong teams of surgeons and backup specialists who are in practice either in the private sector of the medical profession or in government hospitals and specialised clinics. There is no need to send a patient abroad.

Each case should be referred to surgeons specialising in the disease concerned. Medical ethics preclude mentioning their names in this article. But Dr. Lam says company doctors can list the specialists and give information on alternative use of existing facilities in the private and public sectors to enable the patient (perhaps with his employer) to make his choice according to his means and ability to pay.

Take kidney diseases, for example. Dr. Lam says there are a couple of specialist surgeons in private practice. Alternatively, the patient can be referred to the University of Hong Kong Department of Surgery Consultation Clinic at Saiyingpoon or to the Government Surgical Unit for Consultation at Tangchingong.

Dr. Lam says cases are usually put on kidney machines or given peritonium dialysis through a membrane that lines the gut. The membrane acts as a filter. When the patient stabilises he can be "gets off the bus" and a transplant can then be done.

Two types of kidneys are used in transplants.

One is, for instance, a young male donor in good health who has perhaps just been killed in an accident. The donor would have agreed before death to donate his kidneys but even then his relatives have to be consulted. The kidneys have to be taken within 45 minutes of the donor's death, and then kept alive by artificial perfusion.

The second kind of donor is a close relative. Dr. Lam says the best kind of live donor is an identical twin. The next-best-of-kin is the patient's mother. But a test has first to be done for compatibility. Similarly, the compatibility test has to be done with any other relative donor.

Dr. Lam says kidney transplants have been done in Hong Kong for seven years or more. It is an operation which needs a good deal of organisation and a transplant team is always ready at Queen Mary Hospital to go to any government hospital to perform the operation.

Live Donors

In private practice live donors are usually used and teams in place do four or five kidney transplants every year. Teams comprise a surgeon and an assistant surgeon, an anaesthetist, a physician and an experienced operating theatre nurse.

The patient is cared for in an intensive care or an isolation unit. Drugs are administered to prevent rejection. Dr. Lam says in government hospitals patients in public wards pay only \$10 a day for transplants. In private practice the operation could cost \$40,000-\$50,000, depending on the class of ward to which the patient has agreed to be admitted in a private hospital.

Orthopaedic transplants are done in Hong Kong hospitals every day. Dr. Lam says the most common ones are hips and knees though shoulders and finger joints are also replaced. They are either the result of accidents or degeneration, such as through damaged blood supply or where just wear and tear causes joint derangement. Hard steel alloys and plastics are used in most replacement joints.

Hand injuries, Dr. Lam says, sometimes require transplants, of fingers or thumbs. The second toe is usually transplanted to replace a thumb. The thumb is half one's hand. It is needed to restore one's grasp or ability to pick-up by pinching or making a fist.

To restore eyesight cornea transplants are carried out in Hong Kong hospitals. The corneas come from local donors or from Sri Lanka where the worthy belief is widely held one's chances of reaching Heaven are enhanced by donating one's eyes to others.

Dr. Lam says even the aorta, the great artery or trunk of the human arterial system, can be replaced in Hong Kong. The aorta sometimes expands and distorts with age and if it bursts it will cause instant death. Woven teflon graft is used in replacements.

Hong Kong, of course, also has its plastic surgeons who do beauty transplants. Dr. Lam says cartilage from the rib cage is taken to improve noses and artificial plastic foam is used to enhance breasts. It is unnecessary to go to Japan for such operations. Plastic surgery can be done just as well, if not better, in Hong Kong.

Then there are glass eyes for those who otherwise may be unfortunate enough to have to wear an eye-patch. Even plastic testicles, presumably for appearances sake, can be fitted. There is also one private Hong Kong clinic that does hair transplants.

Dr. Lam says open-heart surgery, replacing heart valves, etc. began at the Grantham hospital cardiac and thoracic unit three years ago, located at Wongchukhang. The Queen Mary and Queen Elizabeth hospitals do a lot of heart-pacer operations. They can cost \$3,000 to \$15,000 but with most patients the Government pays.

Dr. Lam advises workers to try to be included in private medical insurance schemes. But, he adds, in public hospitals there is no means test. All a patient is asked for is his identity card — and even when a patient doesn't have that document with him he is seen and admitted anyway. □

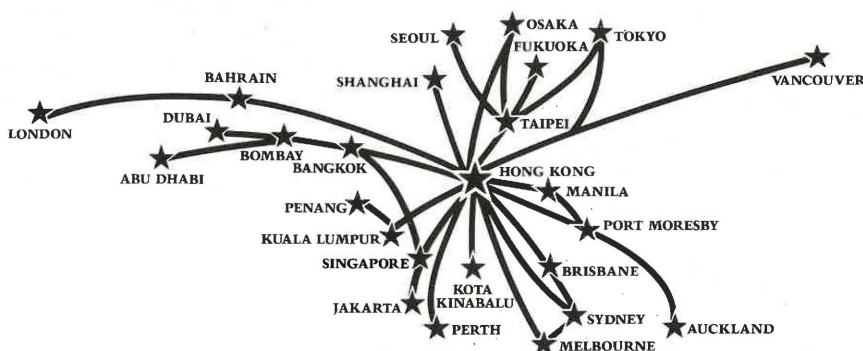
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Hong Kong Still No. 1 for U.S. Investment

Despite fears, rumours and alarms, Hong Kong remains — according to the most up-to-date hard evidence available — the leading centre for U.S. direct investment in the developing Asia Pacific Region. Furthermore, unlike other territories where investment tends to be concentrated in particular sectors, the Hong Kong 'portfolio' is spread widely throughout the whole economy — manufacturing, trade, energy, banking and other services are all represented.

The up-to-date hard evidence quoted is contained in the annual figures produced by the U.S. Department of Commerce which refer to the position up to the end of 1981. The January 1982 issue of *The Bulletin* analysed the position up to end-1980, and the current article up-dates this with the latest figures available. We shall be looking with interest at the 1982 position as soon as figures become available, probably later this year.

U.S. direct investment worldwide at end-1981 stood at US\$227 billion. Over 70 per cent of this was invested in developed countries, with Canada as the single largest beneficiary, and the U.K. the second largest.

In the Far East, the largest single slice of U.S. investment was concentrated in Australia (somewhat under US\$ nine billion), followed by Japan (approaching US\$ seven billion).

Developing Asia/Pacific countries together accounted for just under US\$11 billion worth of investment, or slightly less than five per cent of total U.S. direct investment.

Of investment within this Region, Hong Kong had the largest slice at US\$2.6 billion, some way ahead of the second and third largest beneficiaries, Indonesia at \$1.8 billion and Singapore at \$1.7 billion, which overtook the Philippines in the number three slot at end-1980. (It must however be pointed out that some 80 per cent of the investment in Indonesia is concentrated in energy.) The range of regional totals is given in *Table one*. These totals represent a marginal increase overall for the region — up by somewhat less than one percentage point from the end-1980 position of about four per cent of U.S. investment world-wide. Allowing for the con-

1. US Direct Investment in Selected Regional Countries (US\$M)

	1981	%	1980	%	% Growth 81/80
Hong Kong	2655	24	2078	24	27
Indonesia	1861	17	1314	15	41
Singapore	1791	16	1204	14	48
Philippines	1294	12	1259	15	2
Malaysia	849	8	632	7	34
S. Korea	778	7	575	7	35
Taiwan	574	5	498	6	15
Thailand	551	5	361	4	52
	94		92		

Investment in the region overall grew by 29% cf: world-wide growth 5.4%

2. Breakdown of US Direct Investment in Major Centres 1981

	Hong Kong	Indonesia	Singapore	Philippines
Banking and related services	27%	negligible	9%	10%
Trade	26%	negligible	9%	7%
Manufacturing	18%	7%	33%	42%
Petroleum	10%	80%	44%	19%
	81%	87%	95%	78%

siderable concentration of investment in developed countries, this may be viewed as extremely satisfactory progress for the Region in a year in which overall U.S. investment increased only marginally. (See *Table one*)

Manufacturing

Manufacturing accounts for some 26 per cent of regional investment and petroleum for 37 per cent. Twenty-eight per cent of manufacturing investment — or seven per cent of the total — is now in the electronics industry, whereas up to 1980 the single largest manufacturing investment was in chemicals.

Singapore (20 per cent of total), Philippines (19 per cent) both had higher manufacturing investments than Hong Kong. Hong Kong at 16 per cent was somewhat ahead of Taiwan at 11 per cent.

Hong Kong came out well in services, having approximately 50 per cent of the regional investment in trade, 34 per cent of the banking investment, and 58 per cent of other financial services investment. The latter two are equivalent to about 45 per cent of the total regional investment in the financial sector.

Hong Kong's 'portfolio' was better

3. Income From Regional Investment 1981 (US\$M)

		% Yield on Investment
Total	3901	35
Indonesia	2157	115
Hong Kong	618	23
Singapore	472	26
Malaysia	265	31
Philippines	191	14
Taiwan	85	14
Thailand	37	7
S. Korea	31	4

balanced than most regional countries, being split reasonably evenly between manufacturing 18%, trade 26%, services 27%, petroleum (distribution only, of course) 10%, and others 19%. All other regional countries tend to have investment grouped largely into one or two sectors. For instance, in Malaysia, Singapore and Korea, petroleum and manufacturing accounted for the vast majority of the total, while in Taiwan manufacturing alone dominated.

Outside of the Indonesian energy investment, Hong Kong was the second largest income earner for the U.S. and the source of some 16 per cent of total income repatriated. Most of this however came from banking or trade rather than manufacturing.

4. US Manufacturing Investment in Region (US\$M)

	Value end '81	Income '81	% Yield on Investment
Total	2909	511	17
Singapore	594	230	38
Philippines	554	55	10
Hong Kong	470	72	15
Taiwan	332	45	13
Malaysia	244	N/A	—

During 1981, the Hong Kong manufacturing investment became marginally less profitable to U.S. shareholders, with a yield of 15 per cent on total investment (cf. 18 per cent for 1980). This compares unfavourably with Singapore's 38 per cent return (1980: 37 per cent).

Precision

The value of these figures is that they reflect the overall position with probably a greater precision than anything Hong Kong has so far been able to produce from its own surveys. While it has not proved difficult to keep tags on new incoming investment, it has proved difficult to keep these records up-to-date in respect of changes that

have occurred since the initial investment, which may involve new injections of capital, complicated inter-company equity flows, and of course occasional repatriation of all or part of an investment, or its removal elsewhere.

The Department of Commerce figures attempt to trace precisely such movements, and take into account:—

The year-end value of U.S. direct investors' equity in, and net outstanding loans to, their foreign affiliates. (A foreign affiliate is a foreign business enterprise in which a single U.S. direct investor owns at least 10 per cent of the voting securities, or the equivalent.) The position does not include total assets of the affiliates.

Intercompany transactions to give the net of U.S. parents' receivables from, and payables to, affiliates, during the year.

Reinvested earnings to include the earnings (i.e., U.S. parents' equity in the net income after foreign income taxes) of 'incorporated affiliates minus gross dividends (i.e., dividends before deduction of foreign withholding taxes) on common and preferred stock held by U.S. parents, during the year.

The Department also traces the income earned as a result of the investment, and here income consists of foreign affiliates' earnings, as defined above, plus interest (net of withholding taxes) on intercompany account, less foreign withholding taxes on dividends. Alternatively, it is the sum of (1) interest, dividends, and earnings of unincorporated affiliates and (2) reinvested earnings of incorporated affiliates.

Table one also shows changes that have taken place in the regional position since 1980. These show no loss of American confidence in HK during the period covered. □

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Miss Dunn pays an official call on the HKGCC after her appointment to the TDC and her election to the Chamber's General Committee and Council. Director, Mr. Jimmy McGregor shows Miss Dunn the Chamber's offices.

Lydia Dunn Becomes Hong Kong's 'Miss Trade Promotion'

Miss Lydia Dunn, who in April took the chair in the Hong Kong Trade Development Council, is not just a prominent business woman who often asks pertinent topical questions in the Legislative Council.

She has in a few short and recent years become a figure in the international business world while still a young woman.

Her able speeches at many international business forums have more than surprised her often distinguished listeners. In her new job with the TDC they are bound to hear a lot more from Miss Dunn as she eloquently puts the case for Hong Kong and for free trade.

Miss Dunn is a "Made in Hong Kong" product and the embodiment of the spirit and ability of its modern leaders in commerce and industry — living proof of the remarkable strides Hong Kong has made in a few short years.

The Bulletin met Miss Dunn in her Swire House office where she herself was the main feminine touch. After asking about her life we went into a question-and-answer session:

Miss Dunn modestly says: "The story of my life is quite uninteresting really. I was born in Hong Kong and I went to school at St. Paul's Convent.

"I majored in business administration at the University of California at Berkeley, and came back to Hong Kong after I graduated.



Miss Dunn meets Assistant Director — Administration, Mr. Harry Garlick ...



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"Then I worked my way up. I was fortunate enough to have joined a company that was prepared to give me a relatively free hand to do what I felt right in my spheres of responsibility." Miss Dunn says besides serving on the Executive and Legislative Councils she sits on some 20 statutory bodies or advisory committees. Half of her nine o'clock to six office day is spent on public affairs.

If she took all her working time into consideration, including nights and weekends, then something like 65% or more of her time is devoted to public affairs.

"Hong Kong is unique," she says, "in the sense that employers are very generous in offering the time of their senior executives to the Government. In the Swire Group at least 15 or 16 of us are involved in all sorts of public work.

"Added together that's a lot of expensive senior executive time. But we in Swire's are not unique in this regard. Most company's accept this as one of the responsibilities of working in and making a profit in Hong Kong."

The Bulletin: Which aspect of business life have you discovered you like best?

Miss Dunn: There are very few aspects I don't like. I like planning. I like getting into new ventures. That's always exciting. I like working with professionals.

The Bulletin: What sort of sophistication do you think Hong Kong has developed in trade and industry?

Miss Dunn: It depends on which industry you are talking about. In our more important industries, such as garments, electronics, toys and watches, I think we have become very sophisticated. We have modern machinery and use modern management techniques and generally we are very advanced in standard and design. But we do have some newer industries which may still have a little way to go to reach the same level of sophistication the garment industry has accomplished.

The Bulletin: Is Hong Kong still com-

petitive or are there weaknesses which could be assisted by our Government or by institutional action (such as by the TDC)?

Miss Dunn: Certainly. However, price is not and should not be taken as the only criterion. Hong Kong today competes in quality as well. We cannot claim to be the cheapest but we offer value for money.

I have never been impressed with the calls made from time to time for special assistance to industry for I believe that a system of subsidies and the like would ultimately damage our competitiveness. But the Government does have a responsibility to provide efficient infrastructural facilities and, in particular, to ensure that the price of land is not affected by constraints on the supply side. Thus, when the asking prices for industrial land and rentals for factory premises began to rise sharply, the Government took steps to put more land out for sale and eventually the market was stabilised.

Technical Training

Specifically, at this moment in time, I think the emphasis of our educational system should be on technical training and I think the Government should assist by training workers to move into higher technology industries. The Government should build more technical institutes and I welcome the Government's decision to establish a second polytechnic.

The Bulletin: As a woman have you found any problem in being accepted into a man's business world?

Miss Dunn: No.

The Bulletin: You are well known as a participant in the committee system of government. Are there particular areas of this that you prefer?

Miss Dunn: I enjoy committee work and especially my membership on the Executive Council. But any committee is as good as the Chairman. Inevitably one enjoys most those committees where the chairman is open-minded and effective; where unofficials and officials engage in a free exchange of views. What I don't like is where the officials are defensive and view the unofficial members with suspicion. But there aren't many who are like that these days.

The Bulletin: Since your recent appointment to the TDC have you any personal ideas about the direction of future TDC policy and its programmes.

Miss Dunn: Not yet. But clearly the

role of the TDC has to be reassessed from time to time.

The Bulletin: In which of our overseas markets do you think we might have stronger promotion?

Miss Dunn: I think historically we have tended to overlook markets in this region because of our preoccupation with the high income markets of North America and Western Europe. But the TDC has recently embarked on a major campaign in Japan. I think that's right. But there are other markets in the region such as Singapore, Malaysia, Thailand and even South Korea. As a bloc Southeast Asia is a vast market.

The Bulletin: A frequent criticism of Hong Kong is that its industrial sector is over-dependent on its role as sub-contractor. It sells basic production capacity rather than its own products. What is your view?

Miss Dunn: I think that is fair comment. As we move up market we shall have to do more research and development of our own products. We are very good at sensing market needs and we are quick on our feet in meeting changes in demand. But we are still not creating demand. And that can only be done by innovating new products and establishing our own brands. The TDC have embarked on a programme of promoting Hong Kong designers. So we are moving in this direction.

The Bulletin: Are you satisfied with the progress being made by the Industrial Development Board?

Miss Dunn: Industrial development, like trade promotion, takes time. The IDB seems to me to be working along the right lines. What I think we ought to avoid is duplication. There are a number of organisations involved in trade and industrial development: the Government, the TDC and the General Chamber of Commerce, etc. These bodies should view each other as complementary, not competitive.

The Bulletin: You have said you endorse the TDC promotion campaign in Japan. How do you assess the potential for Hong Kong there?

Miss Dunn: The potential is tremendous especially at the better end of the market. But they have a most complicated system of distribution. That is one reason why Hong Kong hasn't made a bigger dent in the Japanese market so far. It will take time to fully understand their method of buying but we must persevere with our efforts to penetrate their system. □

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Product Range: Machinery — industrial, diecasting, precision, handling, packaging, bottling, plastic injection; materials; equipment — industrial safety, electrical, telecommunications, printing; machine and hand tools; pumps; braking systems; generating plant; motor vehicles; components; services.

CONSUMER WEEK

21-26 November 1983 Hong Kong Exhibition Centre

Product Range: Textiles; garments; accessories; footwear; handicrafts; electrical, electronics, optical and photographic; toys; novelties; leather, sports and household goods; furniture; cosmetics; stationery; porcelain; foodstuffs; services.

The Hong Kong Trade Fair

Sponsors:

The Chinese Manufacturers' Association
The Federation of Hong Kong Industries
The Hong Kong General Chamber of Commerce

Advisers:

The Hong Kong Trade Development Council

Organisers:

The Hong Kong Trade Fair Ltd. 805 Wing On Plaza, Tsimshatsui East, Kowloon, Hong Kong, Telephone: 3-7215313 Telex: 38444 HKTF HX

European representatives:

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The Hong Kong Trade Fair Ltd.
805 Wing On Plaza, Tsimshatsui East,
Kowloon, Hong Kong.

For information on the
Hong Kong General Chamber of Commerce
participation in 1983

Telephone

Jimmy McGregor 5-237650 or

Ernest Leong 5-237177 ext. 24

The In-tray

WARNING TO MEMBERS

TRANSGLOBAL, a Haiti based company, is currently promoting its **WORLD TELEX EDITION** by mailing invoices direct to potential customers. Before approving such invoices, Members are warned to inspect very closely the small print on the back of the invoice.

INTERNATIONAL REPORTS INC., Park Avenue, New York is sending "Renewal Reservations" for its **INTERNATIONAL REPORTS** and **STATISTICAL MARKET LETTER**. Members who have been receiving such reports may care to check whether they have ordered them and whether they wish to continue receiving them, before approving "renewal reservations".

Hong Kong Electronics Fair, 1983

The organising committee of the Hong

Kong Electronics Fair, 1983, is now inviting applications for booths at the Fair from local and overseas electronics manufacturers interested in exhibiting. The Fair is an annual highlight of the local industry and is expected to be well supported in the light of better business prospects generated by signs of recovery from global recession.

Some 70% of electronics production in Hong Kong is of consumer items. Improved demand for light industrial goods in our overseas retail markets is expected quickly to follow economic recovery.

The Hong Kong General Chamber of Commerce is one of the sponsors of the Hong Kong Electronics Fair which will be held between October 12 and 14 at the Hong Kong Exhibition Centre in the China Resources new building on Waterfront Road, Wanchai.

Application forms for booths have been widely distributed. The organising committee's address is c/o The Hong Kong Exporters' Association, 920 Star House, 3 Salisbury Road, Kowloon. The telephone number is 3-7232448.

Hong Kong Computer Conference '83

A brochure on the Hong Kong Com-

puter Conference '83 to be held at the City Hall on Monday and Tuesday, June 6 and 7, says developing technology is bringing huge benefits to the world in the form of vast banks of information. Thanks to electronic data processing, society has never been better informed.

But, it asks, is the information being used properly?

The brochure says an aura of mystery has been allowed to build up around computers. The language of the electronic data processing professional and the sophisticated technology required to provide these data banks have each contributed to deterring potential users from realising the benefits of computerisation.

With Hong Kong Computer Conference '83, the organisers go on to say they are aiming to dispel the mystery and make Hong Kong fully aware of what "The Computer Society" has to offer.

Keynote speakers at the conference include Mr. Kenneth Baker, Minister of Science and Technology in the United Kingdom. The conference includes 13 sessions and six workshops. For further information contact Mr. Patrick Leung 5-8256362 or the Management Association on 5-749346. □



Mr. Joop Litmaath, chairman of the Chamber's West Europe Area Committee, welcomes a trade mission from the Birmingham Chamber of Industry and Commerce at a lunch in the Furama Hotel on April 26. Seated (from left) Mr. A. McRae, the secretary of the visiting mission, Mr. Jimmy McGregor, Chamber Director, and Mr. C.J. Holmes who led the 15-member Birmingham Mission.



Mr. J. Spautz (left), the Interior Minister, led a delegation from Luxembourg visiting Hong Kong and the People's Republic of China. Mr. Spautz and economic consultant, Mr. R. Reding, are seen being greeted on April 26 at the General Chamber by Assistant Director for Trade, Mr. Ernest Leong, and trade manager, Mr. Kenneth Chiu. Mr. Leong gave a fact-finding briefing to the visiting Minister.



Chamber Director, Mr. Jimmy McGregor (right) receives a commemorative plaque from Mr. Thomas B. King, Member of the Employee Contribution Programme, Community Chest, in recognition of the contribution by Chamber staff.



Mr. Ernest Leong, Chamber Assistant Director for Trade, met on May 2 a United States mission from the Long Beach Area Chamber of Commerce visiting Hong Kong and the People's Republic of China seeking trading contacts. Leslie Alson Doak (right of Mr. Leong) led the mission. Michael Pohndorff, an executive officer of the Long Beach Chamber is at the left of Mr. Leong in the picture. Others included Philip Anderson, Joan Schwichtenberg, Michael L. Parrish and Sigrid Hihleman.

The General Chamber's Shipping Committee hosted a lunch for shipping company members at the Furama Hotel on April 29.



The guest of honour was the Financial Secretary, Mr. John Bremridge, seen being greeted by Chamber Director, Mr. Jimmy McGregor.



Mr. Bremridge answers members' questions.



Mr. Benjamin Wong, Shipping Committee chairman, thanks Mr. Bremridge.



Mr. McLeod, a member of the Shipping Committee, addressing Mr. Bremridge.

Consular Corps Lunch

The Hong Kong General Chamber of Commerce hosted its annual lunch for the Consular Corps at the Hilton Hotel on April 25.

1. Chamber Chairman, Mr. John L. Marden, thanks the Corps for its assistance in the past year.
2. Philippines Consul General, Mrs. Felicidad Bengzon-Gonzales (right) who responded to Mr. Marden, chats with Mr. Donald Horne (left) Australian Commissioner and Mr. F.L. Walker, of the Chamber's general committee.
3. The Consul Generals for the United States, Mr. Burton Levin (left) and for Sweden, Mr. Ake Berg, share a joke with Chamber Director, Mr. Jimmy McGregor.



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Annual General Meeting

Eighty representatives of Chamber member companies attended the Annual General Meeting held in the Mandarin Hotel on April 25, when the Chairman, John Marden, told the meeting that he was convinced the worst of the recession was over and that Hong Kong was well on the road to recovery. Seconding the motion to adopt the Report and Accounts for 1982, Mr. Benjamin Wong, Chairman of the Shipping Committee, agreed with the Chairman's view and spoke of the need to maintain the efficiency and capacity of the Kwai Chung Container Terminal.

During the meeting, all 20 members of the General Committee were re-elected, and Peat, Marwick, Mitchell & Co. were re-appointed auditors.

Pictures show :-

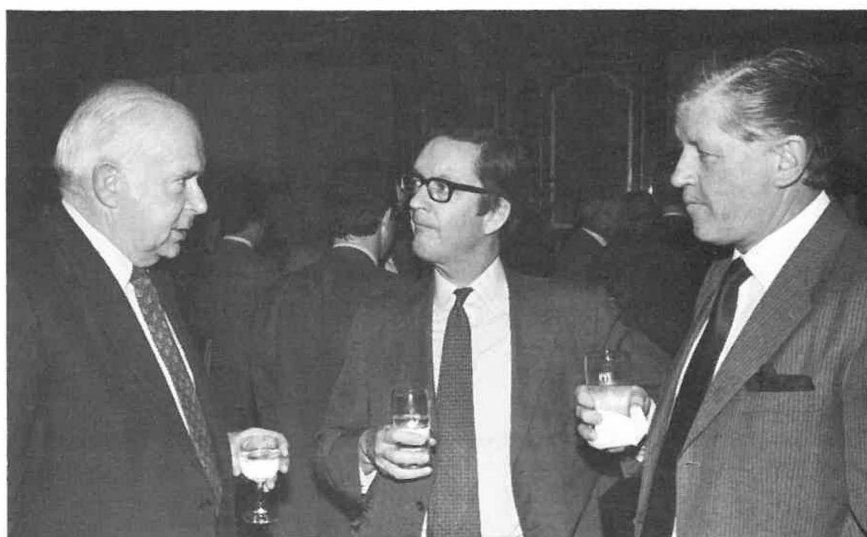
- a) Mr. Marden, with Vice-Chairman, Jack C. Tang (to his left) and Director, Jimmy McGregor (to his right) addressing Chamber members.
- b) Mr. David Chu, Vice-Chairman of the Textiles Committee, proposing the re-election of the General Committee. Seated on his left is Mr. Benjamin Wong, Chairman of the Shipping Committee, and on his right Mr. Nelson Sousa and Mr. Derek Dickins who also officiated in the meeting.
- c) Mr. J.B.M. Litmaath of Scarfell Enterprises Ltd., who spoke during the meeting of the need for the Chamber to maintain its overseas trade mission programme.
- d) The Chairman in conversation with Mr. Trevor Bedford of the General Committee (right) and Mr. David McLeod (centre) of the Shipping Committee, during the reception following the meeting.



b



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Trade in Progress

Hong Kong Overall Merchandise Trade (HK\$M)

	Jan.-Feb. 1983	Jan.-Feb. 1982	% Change
Imports	21,703	21,242	+ 2
Domestic Exports	12,009	10,933	+10
Re-Exports	7,153	6,915	+ 3
Total Exports	19,162	17,848	+ 7
Total Trade	40,847	39,090	+ 5
Balance of Trade	-2,541	-3,395	-25
Visible Gap as % of Total Trade	6.22	8.68	

Imports : Major Suppliers (HK\$M)

	Jan.-Feb. 1983	Jan.-Feb. 1982
China	5,130	4,793
Japan	4,689	4,402
USA	2,300	2,280
Taiwan	1,557	1,754
Singapore	1,469	1,621
UK	998	928
Fed. Rep. of Germany	598	764
South Korea	577	486
Switzerland	406	395
France	326	307

Imports : Major Groups (HK\$M)

	Jan.-Feb. 1983	Jan.-Feb. 1982
Raw materials	8,346	8,590
Consumer goods	5,794	5,426
Capital goods	2,878	2,835
Foodstuffs	2,842	2,475
Fuels	1,843	1,917

Domestic Exports : Major Markets (HK\$M)

	Jan.-Feb. 1983	Jan.-Feb. 1982
USA	4,627	3,824
Fed. Rep. of Germany	1,035	938
UK	922	964
China	635	578
Japan	425	406
Canada	412	305
Australia	357	445
Singapore	279	269
Netherlands	273	253
Switzerland	221	191

Domestic Exports : Major Products (HK\$M)

	Jan.-Feb. 1983	Jan.-Feb. 1982
Clothing	4,195	3,733
Toys, dolls and games	841	977
Textiles	830	728
Watches	784	704
Radios	409	464
Electronic components for computer	305	215
Hairdryers, curlers and curling tong heaters	175	126
Electric fans	147	183
Handbags	107	154
Footwear	107	140

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

	Jan.-Feb. 1983	Jan.-Feb. 1982
China	1,134	1,395
USA	952	820
Indonesia	835	655
Singapore	656	588
Taiwan	347	405
Japan	352	457
South Korea	285	250
Macau	245	231
Philippines	207	222
Nigeria	203	153

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

	Jan.-Feb. 1983	Jan.-Feb. 1982
Textiles	874	1,217
Chemicals and related products	629	599
Electrical machinery, apparatus and appliances and electrical parts	509	507
Photographic apparatus, equipment and supplies and optical goods, watches and clocks	528	487
Articles of apparel and clothing accessories	575	400
Crude materials, inedible except fuels	495	431
Food	556	442
Non-metallic mineral manufactures	310	414

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

	Imports		Domestic Exports		Re-exports		Total Trade
	\$M	Quantum Index (1981:100)	\$M	Quantum Index (1981:100)	\$M	Quantum Index (1981:100)	\$M
1980	111,651	90	68,171	92	30,072	78	209,894
1981	138,375	100	80,423	100	41,739	100	260,537
1982	142,893	98	83,032	97	44,353	97	270,278
Monthly Average 1982	11,908		6,919		3,696		22,523
Jan. 1983	11,537	91	6,439	90	3,718	95	21,694
Feb.	10,166		5,569		3,435		19,170

Area Comparison (HK\$M)

	Imports Jan.-Feb. 1983	Domestic Exports Jan.-Feb. 1983	Re-exports Jan.-Feb. 1983
Asia (excluding China)	9,628	1,454	3,487
China	5,130	635	1,134
West Europe	3,259	3,355	474
(EEC)	2,638	2,708	347
North America	2,470	5,041	1,029
Australia	300	357	115
Africa	228	326	370
Middle East	236	472	381
Latin America	245	240	109
Rest of World	207	129	54

本會動態

本文內容乃摘錄自執行董事
麥理覺向理事會及其他
工作委員會發表之每月報告

會員

四月底的會員總數為2,712，比八二年四月的會員數目只多出46名。這反映出本會在八二年底有12.85%的會員流失情況（即377家公司），以及在八三年首季招收新會員的速率有所減低。無疑經濟衰退是令到會員數目增長欠佳的主要原因。

委員會工作

本會曾代表屬下多個委員會向政府部門呈遞多份意見書。紡織業委員會主席朱恩餘先生、工業部助理董事馮若婷及本人於四月二十日出席貿易署舉行的紡織業檢討委員會會議，討論本會前曾呈遞的意見書及聆聽由其他團體與人士提交的意見書。會議歷時冗長，而且沒有足夠時間供與會者進行有意義的討論。當局將召開另一次會議，藉以研審有關修訂配額管制制度的較重要建議。

此外，船務委員會月內曾邀請財政司彭勵治出席一個午餐會。是次活動使本會船務會員有機會與彭氏在不拘禮節的情況下踴躍交流意見。

本會的策劃總商會所委員會就有關自置會所一事，現正研審一份呈予理事會的草擬報告。希望在理事會六月舉行的集會席上，該報告能夠印備予各理事研審。

貿易促進

本會與貿易發展局合辦訪中東的十五人商業團已於三月卅一日返港。此團訪問為期共十八日，訪問了巴林、馬斯喀特、達曼及利雅德。此行業

務成績甚佳，取得價值1,250萬港元實單，另洽商中的業務亦達五百萬港元。

「攜手邁進」 海外進口商品展

第廿一屆海外進口商品展將於九月廿八至十月二日在柏林舉行。一如往年一樣，本會再次為香港公司安排參展事宜。該商品展將有三萬多名參觀者，包括數以萬計的買家。這是製造商與出口商可以藉以促進貨品銷路的大好機會。

外來訪問團

四月間，本會接待了來自本港貿易夥伴的多個訪問團。

來自韓國一個商會的訪問團於四月十四日到訪本會（當日太古大廈的用水及電力供應停頓，升降機暫停，而空氣調節亦中斷了一段時間）。本

會與該訪問團就港韓貿易進一步發展的可能性進行有用的討論。該韓國訪問團竟然放棄等候有限度的升降機服務，寧可選擇拾級登上本會九樓的辦事處，可見他們為進行親善訪問及促進貿易的真正精神。

四月廿六日，本會接待了來自盧森堡的七人代表團。同日本會於富麗華酒店設午宴款待來自英國伯明翰的大型貿易團。

香港交易會—— 消費品週八三年 十一月廿一至廿六日

本會現正積極進行本會在十一月消費品交易會上設立本會展館的計劃，並通知會員本會所提供的機會與各項安排，以及參展費用等。去年有二十家會員公司租訂本會展館內的獨立攤位，希望今年會員更踴躍參加。任何公司有興趣參展者可聯絡本會貿易部助理董事梁紹輝。加入本會參展可獲特惠優待，同時本會將起用一名專業設計師負責展館的建造。

訃聞

本會一九七六至七九年間
理事會成員
及
一九七六至八三年間
諮議會成員
夏志信先生
不幸逝世
本會謹表哀悼

電腦服務

本會現正擴大電腦資料的範圍，將非會員公司的資料亦輸入電腦，因此可增加多個行業的聯絡機會。現時超過六千家非會員公司使用本會的服務，連同本會會員則約有九千家公司是本會的顧客。如果這九千家公司全部都是會員就最好不過了。 □

挪威貿易及航運部長施裘獻詞

本人在訪港期間，有機會向「工商月刊」的讀者致意，感到十分高興與榮幸。

以香港不斷膨脹的人口，擠在一個沒有天然資源的極小地方，怎可能在世界性經濟衰退期間也維持百分之十的本地生產總值年增率？這樣的一個地方又怎可以成為世界貿易的第十六位地區，更之然成為世界大型金融中心之一？

答案當然是這裏的最大天然資產——人力。這些人都甘願努力工作，自強不息，為自己及子女營造一個更美好的環境。他們成功來到這個「人們可享甘肥的黃金之地」，並立下決心要幹得更加出色。

香港是一個鮮明的例子，顯示出人類當有機會在充滿動力與自由的制度下工作所可能獲致的成就，甚至可以說香港在某些方面過份成功，至少這是很多工業國家的感覺，特別是在紡織品生產方面。我們現正生活在艱難時期，世界性經濟衰退令到世界各地的失業數字標升，難怪大多數國家——不幸挪威也是其中之一——覺得有必要保護他們本國的勞力密集生產，做法就是管制進口紡織品的數量。

一項有關國際性紡織貿易的特別安排已經實行了一段時間。挪威與香港現正試圖在這項安排

下，達成一項雙方滿意的協議。本人謹希望這些談判能夠成功。

挪威與香港的貿易有相當大的赤字。根據本國的統計資料顯示，八二年挪威輸進的港貨貨值達4億7,700萬挪威克朗。另一方面，挪威對香港的出口貨值則不及1億9,000萬挪威克朗。以挪威的出發點而言，我們當然希望香港能增購挪威貨。有鑑於香港人及香港工業的需求幾乎完全倚靠進口物資，本人認為應有可能在這裏銷售更多挪威貨品。

有一個行業是香港與挪威之間傳統以來合作十分滿意的，本人所指的當然是航運業的每一方面。本人身為挪威貿易及航運部長，留意到在香港設立的挪威公司六間之中有五間是與航運有關的。航運可說是挪威與香港可以而且應該合作的行業。為了挪威的最大利益，我們爭取航行海洋的自由。自由貿易的制度對大家都有好處，而保護主義最終都不會使任何人受惠。

在此本人謹希望香港及其市民鴻運當頭、歲歲繁榮。

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挪威駐港領事 看港挪貿易

作者：挪威駐港領事歐士達

在一九八二年，挪威與香港的貿易總額有所增加，香港對挪威出口繼續有穩定增長，並且由大約3億7,500萬港元增至4億4,100萬港元。不過挪威對香港出口則有所倒退，減少超過四千萬港元。（香港與挪威官方數字之間出現差異，部份原因是由於兩地貨品經第三國家轉口時所採用的不同統計程序所致。）

挪威對香港的出口減少，可視為過去兩年間的一部份趨勢。挪威對整個亞洲的出口有所減少，而對歐洲共同市場的出口則有增加，現佔挪威出口總額的53%。

挪威出口商現時感受到的經濟衰退比以前任何一個時期為甚。一九八二年挪威的失業數字大為增加，而國民生產總值由八一至八二年幾乎保持不變。這是自一九五八年以來國民每年生產總值首次沒有增加。

八二年秋天挪威幣值貶值約4%。不過挪威的整體出口雖於去年下降，惟來自香港的進口卻有所增加，達6,600萬港元之數。

挪威是一個富裕市場，在地理上比香港的重要市場英國遠不了多少。

經濟衰退無疑使挪威的較小型出口商對於拓展遙遠市場較為謹慎，因為他們的產品可在附近市場以較低成本銷售。不過雖然挪威對香港的出口額暫時有所減少，惟挪威在香港及整個亞洲區開設的公司卻日益增加。北歐航空公司自去年三月開始已在香港設有直屬辦事處，雖然該公司的航機目前未能使用啓德機場，不過該公司卻為亞洲與北歐提供饒富價值及舒適的連繫服務。

挪威三家大銀行在香港亦設有辦事

處，以協助本地的挪威商行及航運公司，同時為有意投資於北歐的香港投資者提供協助與專門知識。

駐港的挪威航運公司在中國沿岸已有長遠歷史。這些航運公司之中有部份熱衷於跟隨南中國海的發展，而他們從北海方面所獲得的寶貴航運經驗可作為他們的後盾。挪威航運公司對南中國海的興趣，與香港的航運界亦不謀而合。

中國的離岸業務已導致挪威與中國進行多項聯營計劃。香港在某些程度上

充當一個瞭望台，供挪威商家尋求在亞洲其他地區進行業務的機會。這個角色對香港來說並非全無好處。

挪威出口局在北京與新加坡皆直接設有辦事長。在香港，挪威領事館亦肩負該出口局的工作，首要的重點是為挪威出口商尋求新市場與機會。對香港進口商而言，我們可以作為他們與挪威製造商及貿易機構的聯絡人。因此港商得以輕易獲得挪威出口局總辦事處的集思廣益經驗與專門知識。

挪威與香港的貿易

一九八〇至八二年一月至十二月

所列數字以百萬挪威克朗為單位，1挪威克朗=0.92港元

標準國際 貿易分類	挪威出口			挪威進口		
	1982	1981	1980	1982	1981	1980
0—食品及牲畜	6.1	14.6	9.7	2.3	1.5	0.8
1—飲品及煙草	—	—	—	—	—	—
2—原料	7.3	15.8	9.0	3.3	2.9	4.2
3—燃料	—	0.1	—	0.5	0.3	—
4—動物及植物油脂	0.1	—	0.2	—	—	—
5—化學產品	14.2	20.4	11.1	0.5	0.5	0.5
6—製成品	51.5	51.1	30.9	18.3	16.5	13.2
7—機械、運輸設備	106.4	127.2	12.2	25.1	22.8	20.4
8—各種製成品	3.5	4.7	2.4	426.2	359.7	314.5
	189.6	234.2	75.9	476.7	404.6	359.9

有關第一類出口：魚類產品減少

有關第二類出口：獸皮及毛皮減少

有關第五類出口：人造樹脂製品及塑膠物料減少

有關第七類出口：二手船佔八二年出口額的7,290萬克朗，佔八一年出口額的9,920萬克朗

有關第八類入口：衣着、攝影及光學器材及多種未經註明製成品均有增加。

資料來源：奧斯陸中央統計署

挪威在南海油田擔當的重要角色

香港的服務行業約有四十家挪威公司，其中一半從事航運或與航運有關的服務。其餘的有銀行的代辦處、以至旅遊代理行、貿易行、或專門經營皮革、傢俬、甚至藝術品的公司。近年挪威在太平洋的航運業務已有縮減趨勢。他們在香港新近發掘的興趣，是以香港作為後勤基地，為供應船隻及其他服務予南中國海油田而進行洽商。

很多挪威公司在這方面都素有經驗，現時更從開發挪威本身的離岸石油而獲得專門知識。他們將技術訣竅與器材售給遠至墨西哥灣的地區，並與中國達成多項合作協議。

事實上，挪威在南中國海石油的開發方面，扮演著重要的角色。

其國營石油公司在北京設有辦事處，並出任中國的顧問，協助發展其離岸石油資源。

另外一些挪威公司則協助中國從事離岸石油資源的初步評估。

本刊今期訪問了多間在香港具有代表性的挪威公司。

多利順洋行是一個國際船務及貿易公司集團的控股公司。該公司在挪威仍設有國內辦事處，不過總公司的業務都在香港進行。

其董事局主席狄家安表示：「我們將旗下大部份船隻的經營轉移到香港的原因，是由於這些船隻多在遠東區域內進行貿易，而且香港是一個十分方便的地方，有廣泛的銀行與通訊設施。」

多利順在其合和中心總辦事處門外，寫上長長一系列船務與貿易附屬公司與聯號公司的名字，煞是威風。

多利順最近進行的重要計劃，是與中國公司達成合作協議，為南中國海離岸油田提供服務。

多利達船舶服務有限公司與粵海企業有限公司及珠江船務有限公司合組了粵順近海船舶服務有限公司。粵順則與中國南海石油服務有限公司的附屬船務公司在蛇口註冊成立中興近海石油服務有限公司。

中興將負責操作及管理十艘三用船，每艘的載重噸位約為一千六百噸。其中兩艘屬四千匹馬力，六艘為六千匹馬力，另兩艘為八千匹馬力。

總投資額約達五千萬美元。一座離岸鑽油台通常需要兩艘至兩艘半這類三用船的服務。

該十艘船隻由粵順斥資在中國及日本船廠建造。多利順在多利達船舶服務有限公司的合夥人是挪威的梳士達船務公司；梳士達在為近海油田提供船舶服務方面素有經驗。

最近成立中興公司的該公司董事局名譽主席及中國南海石油服務有限公司總經理陳李中先生表示，粵順近海船舶服務有限公司的成立，意味著香港首次參與廣東支援南海離岸船舶服務。他並指出這不過是個開始，該公司的成立更意味著廣東對於維繫香港繁榮與安定感到關注，而且願意作出貢獻。

他繼續說，挪威是一個對於近海石油開採非常有經驗的國家，同時該國與

中國經常保持良好的關係。多利順與梳士達公司在為南海油田提供服務的同時，亦協助引進先進科技，從而進一步加強中挪關係。

陳氏表示，粵順從事大量籌備工作，如訂購船隻、引進船隻的設計及科技等，在這方面粵順正成為領導者。

多利順洋行一九〇四年在香港成立，亦是中國沿岸歷史最悠久的挪威公司。該公司最初在一八九六年首先在上海成立，主要是照顧挪威在中國海岸的航運利益。早於一九一六至一八年間，多利順集團已在上海建造六艘船舶。

一九二六年，該行由另一間公司收購，多利順則充當這家輪船公司的代理人。

太平洋戰爭過後，挪威的母公司增強業務，派出新輪船服務行走日本、婆羅洲及孟加拉灣。

時至今日，該公司有定期航運服務來往日本、泰國與婆羅洲。不過多利順不僅是船東及航運公司，更是船隻經理人、經紀、代理人、海洋工程顧問、國際航空運輸協會認可的空運貨物代理商、以及北歐保護及賠償會社及侯爾保險公司的代理行。

多利順貿易有限公司董事長黃祥華先生表示，多利順的辦事處遍佈遠東區。在日本有四個辦事處分別設於東京、橫濱、大阪及神戶。在曼谷及新加坡亦設有分行。多利順集團每年處理來自遠東港口的船舶超過六百艘。

在貿易方面，多利順經營的商品有木材、紙張、紡織品與電子產品，又在香港與中國銷售精密儀器，作海上及陸上用途。

除了上述各項業務外，當然少不了保險方面的業務。有關海上及非海上的直接保險及再保險服務，由恆利保險有限公司提供。

黃祥華表示，恆利保險是挪威造船集團歐施丹（Ulstein）在香港的代理行，主要代理三用船。該集團是著名

的UT 700系列離岸服務船舶的設計與建造公司，這個系列包括為世界各地鑽油台提供服務的UT 704型船舶。

狄家安表示，多利順受世界航運業低潮的影響不及其他大多數船東，因為多利順旗下的職員十分勤奮工作。其不定期包船的船隻都屬中期包船性質，因此多利順直至目前都不用擔心業務受到打擊。

他表示他個人認為航運市場已差不多見底。沒有人可以預料這種情況會持續多久。當然復甦的跡象是有的，而現時正是考慮購入二手船的時候，如果有意思買船的話。

他補充說：「我們與其他朋友都有這種看法。現時世界貨物仍有八成由船隻載運。航運業仍會屹立不倒的。」

北歐銀行集團在香港設立辦事處已有七年之久。該集團並擁有北歐遠東財務有限公司——壹間本地的接受存款公司。

該集團的總辦事處設於倫敦。其股東是五個北歐國家（包括芬蘭與冰島）的七家大銀行，所提供的服務包羅萬有，包括批發、商務以及商人銀行的服務。代表挪威參與該集團的是卑爾根銀行，佔19.1%的股權。

在除去貸款損失準備後及除稅前，北歐遠東財務有限公司在一九八二年的溢利為124萬4,097美元。除稅後則有109萬4,997美元的溢利。

這家接受存款公司的年報指出，北歐遠東財務有限公司在亞太區繼續保持活躍，主要是在亞洲各地從事貿易融資與投資活動，並進一步加強北歐在亞太區的業務。該公司的管理階層將他們對北歐的深入認識配合他們對亞太區的詳盡了解，把公司管理得井井有條。

全球性經濟衰退對遠東區亦造成影響。雖然經濟陷於低潮，不過香港、新加坡與東京都獲得佳績，這要歸功於該公司所提供的高質素貸款組合及長期的良好顧客關係。

該接受存款公司的亞太區總代表及董事長賀斯德表示，挪威在遠東從事航運已有長久歷史，不過近年挪威在離岸石油業務方面已確立相當鞏固的地位。挪威參與南海石油開發計劃便是一例。

中國尋求並取得挪威的合作，制訂其離岸石油開發的計劃，以期獲致石油資源的高度利用。中國選擇挪威，因為中國認為挪威具備最有效率的方法，可幫助中國達到上述目的。

挪威的國營石油公司在北京設有一個顧問辦事處。在北京或香港有離岸服務專門知識的挪威公司，已經與中國公司簽訂多份合作協議，為南海油田提供專門航運及其他服務。這些協議亦包括若干投資上的融資。

賀斯德表示北歐銀行集團在新加坡及東京均設有代辦處，今年並在雪梨開設另一個代辦處。

該集團的挪威股東卑爾根銀行在亞洲亦設有代辦處，這便是在新加坡的附屬商人銀行，名為卑爾根銀行亞洲有限公司。

卑爾根銀行選擇在新加坡設行的原因包括：

為提供金融服務予在當地從事勞力密集製造業的挪威公司，這些公司在新加坡製造的物品有魚鈎、膠水與漆油，

以及經營航運與有關服務等。

同時新加坡是一個從事國外銀行業務的理想基地。

他表示香港對挪威的吸引力在於挪威視香港為一個可以輸入挪威高級科技的地方，同時並與本港製造商達成許可協議，包括建造鑽油台及離岸供應船隻。

賀斯德表示，北歐銀行集團的首要目的，是以金融服務支援在香港營商的北歐公司，這些公司所從事的業務包括航運、煉鋼、傢俬、印刷器材、空氣壓縮機、啤酒、汽車、吸塵機、文具、辦公室器材、建造業所需器材以及曲奇餅等。

這些公司需要貿易融資、將貨品入倉及若干地產。當時有需要為它們提供資金在香港作固定投資。

賀斯德並指出，北歐各國包括挪威需要出口信用計劃支援它們的出口業務。北歐遠東財務有限公司通過其在北歐銀行集團的股權及直接參與，能夠參與北歐的出口信用計劃。

他表示，北歐遠東財務有限公司亦在外匯市場中從事買賣，很多人都視之為北歐貨幣的造市者。

賀斯德並補充說，挪威曾經專注發展本身的經濟，而沒有到外國發展，不過現時當其離岸工業發展成熟，挪威人

便趨向國際性發展，特別在南海石油開發方面。

洛士葛有限公司是一家海運經紀公司，其董事長洛士葛是一個沉默寡言、語帶輕柔的挪威人，他其實是一名香港企業家。

洛士葛年輕時在挪威畢業後，便在海軍接受軍訓。部份受訓地點是在遠東，而他決定受訓完畢後在遠東區展開他的事業。

他在一九六一年來港加入一家挪威船務公司，直至六八年三月。跟著他在香港自組公司，進行海運經紀的業務。

洛士葛形容一家海運經紀公司是船隻一買一賣的中間人，以及安排包船事宜，不過他只從事船隻買賣業務。

他表示他投入開展自己的事業，是當他確信自己能夠成功的時候。現時他僱有十二名職員，不過當他初開設公司時，一般的經營費用並不十分高。

現時在香港有八家海運經紀公司，其中五家是挪威人開辦的。在他開設公司時，挪威是派船在遠東從事貿易的國家之中排名第三者，不過現時已降至第六或第七位。

另一方面，香港作為船東中心卻在差不多同一時候由幾乎毫不足道的位置

如果你準備買給太太一件貂皮大衣，香港是世界上購買這種大衣最昂貴的地方。你付出的價格視乎那件大衣有多少塊貂皮、其質地以及大衣的縫製手工。

一件長身大衣可以花費你三萬元，短身的則約為一萬元。不過如果大衣內縫有「世家」(Saga)的標籤，則你所花的金錢亦有其價值。「世家」是貂皮大衣的品質保證，只有在北歐(包括挪威)農場培育的最優良貂鼠皮才獲發給這種保證。

不要擔心手工的問題，香港皮草製造商正朝着高級市場發展，而他們的水準跟傳統的歐洲及北美洲皮草製造商比較，是不遑多讓的。

現時在香港從事皮草工業的製造商約有二百家，僱用約八千名熟練工人，製成的皮草供運銷往超過三十五個國家，並供應本地迅速增長的零售市場，以迎合本地人與訪港旅客的需求。

愈來愈多香港皮草商每年前往參加奧斯陸與哥本哈根皮草拍賣，以採購他們用作製成皮草大衣的毛皮。因此你贈給妻子的貂皮大衣很可能是來自北歐的世家皮草。

世家皮草在未加工的毛皮市場中佔41%，七八年的比較數字為3%；至於製成的皮草衣服市場，「世家」大概佔41%。

挪威貂皮有助本港皮草出口高級化



世家是北歐四個國家——挪威、丹麥、瑞典與芬蘭的皮草培植協會的聯合銷售機構。這四個國家的皮草培植協會管有一個完整的制度，在研究、培植與疾病處理方面共同合作。結果是產製出品質最優良的毛皮。

北歐世家皮草公司成立於一九五四年，在世界各地皆有辦事處，包括香港在內。

世家的香港區總監布理信表示，香港皮草商在七〇年代初期開始發展出口業務。由於香港沒有毛皮出產，因此皮草業須倚賴進口。世家公司四年前以供應商身份來港設廠，因為該公司相信香港皮草業即將起飛，而皮草業的發展的確如其所料。

布理信表示，現時香港皮草成衣的出口達十一億港元，而十年前的比較數字僅為五百萬港元。此外，皮草在香港本銷亦約有二億港元。現時香港約有一百家皮草零售商。

八二年香港進口的北歐毛皮總值為九千零二十萬港元，挪威佔其中的九百二十萬港元(見表一)。

八二年自芬蘭輸入的毛皮佔北歐輸港總出口的29%，另有14%來自挪威(見表二)。

布理信表示北歐佔香港市場的大部份，次為英國。香港有舉行英國毛皮、蘇聯毛皮、其他歐洲國家、甚至美國的

躍升至世界第二位，僅次於希臘。香港的船東從事大量的船隻買賣。

洛士葛同意世界航運現正處於嚴重不景氣的說法。不過對於海運經紀公司並不一定產生重大差別。

譬如在過去三個月來，就有不少船隻由香港售出。洛士葛說：「通常香港是一個買家市場，不過最近卻成為賣家市場。」

他表示，航運成本高的國家如北歐諸國及英國，趨於縮減業務者日多，它們很多將船隻賣給在香港的附屬公司，改而與香港的船務公司達成管理協議。

洛士葛在一天工作中花大量時間以電話洽談業務——國際及本地電話都有。這是海運經紀公司經營的方式。他表示很喜歡現時的工作，同時認為創立自己的事業及目觀其擴展令他很有滿足感。

Unitor 船隻服務（香港）有限公司

是一家挪威公司，自一九六四年已在港營業。該行隸屬一家國際性公司，世界各地都有這家國際公司的辦事處，每年為來自全球超過四百七十個最重要及位於戰略重地港口的大約一萬五千艘商船服務。

香港是世界貿易航線上若干最龐大

船隊的總部。其中包括包玉剛爵士旗下的船隊，其環球航運公司擁有全球最大的私營船隊。Unitor 與很多香港及外國船東簽有協議，為他們航行世界各地從事貿易的船隻提供服務。

該公司在香港的地區經理石士學表示，他的公司為訪港船隻供應維修、安全及防火器材。這門工作並不是經常輕易可為的，如果這些訪港船隻為貨櫃船，在葵涌貨櫃碼頭上落貨的時間只有數小時，那為它們提供服務便要特別快捷了。

該公司充份明白到延誤所能造成的經濟後果。正因如此，Unitor 在全球每個角落都設有辦事處，為其顧客的船隻服務。例如早於一九五〇年，該公司便為顧客成立了一個國際工業氣體氣缸分配系統。

石士學表示該公司以提供電氣焊接及氣體服務予停留港口的船隻而馳名。在今日世界航運業一片不景氣中，競爭劇烈，船隻須受到有效利用，而這就是該公司為滿足顧客需求而從事發展各種系統與服務的基本原則。

該公司為船隻及離岸石油單位供應多種維修及安全用途的產品與服務。其供應的產品符合最高的品質標準，並向用家保證在世界各地均可獲得更換零件。

該公司提供的服務視乎船隻的大小與類型而定，有個別的產品以至全套裝備，包括用標準氣缸裝載的工業氣體、氣體與冷卻裝置、焊接儀器、滅火儀器與裝置、安全與救生詳圖與儀器、工場裝備、地面處理儀器、氮氣與惰性氣體裝置與儀器，以及海洋化學品。

石士學表示該公司在香港及世界各地跟出產上述儀器與系統的多家世界知名製造商合作。在奧斯陸的總辦事處及其五十五家分公司，僱用的職員近六百人，並有超過一百七十名代理商。

這些公司經由一個全面性的通訊系統聯繫起來，使船隻及船東的購買程序大為簡化。船隻在海上只須拍一封電文，到抵達港口，船泊碼頭後，各種需求便一應俱全。

石士學表示，今日的離岸石油工業與航運業有很多相同之處。為了盡量增強Unitor 在這重要市場的服務，該公司派有專家駐守離岸石油業設立的各個地方。該公司預期當南海石油業發展下去，該公司將加強為其提供服務。 □

表一 香港進口北歐毛皮

以百萬港元計

	1978	1979	1980	1981	1982
北歐	3.2	13.3	29.6	64.7	90.2
(挪威)	(0.2)	(3.1)	(7.0)	(13.5)	(9.2)

表二 一九八二年北歐各國佔該區輸港毛皮出口總額的百分比：

芬蘭	29%
挪威	14%
丹麥	12%
瑞典	3%

毛皮拍賣。

他表示有些皮草商在奧斯陸及哥本哈根拍賣中購入毛皮，運往英國整理，然後運來香港。他認為這種「無形」的北歐毛皮出口約與北歐直接輸港的皮草數目相若。香港亦有整理毛皮。

布理信表示，北歐國家（包括挪威），佔農場培植貂皮世界產量的50%，以及佔農場培植狐狸皮世界產量的80%。北歐貂皮的品質超卓，毛色純淨，全拜其悠久的培植傳統及理想氣候所致。

他表示北歐亦以其高度選擇性的分級制度而馳名。只有最優良的北歐貂皮才獲頒發「世家」標籤。「世家」貂皮

有十五種天然色澤，由最深的各種黑色、最淺的各種啡色、甚至珍珠色、淡紫色、灰色、以及最純淨的白色俱備，甚至可染成各種顏色。

布理信表示，香港已成為生產貂皮大衣的一個主要中心，卻不是狐狸衣服的生產中心。將狐狸皮製成衣服所需的技術較少，所以香港的競爭者如南韓，由於勞工較便宜，因此便集中製造狐狸衣服。

香港則朝著高級市場發展，集中於縫製貂皮服裝，貂皮對生產技術的要求較高，同時需要較昂貴的熟練勞工。

布理信表示，毛皮大衣的傳統製造地方如紐約與日本，現時甚少有「新血」注入。在香港，皮草業的一個特色卻是管理及勞工階層均十分年青。因此香港皮草業的前景實十分遠大光明。

香港現正迅速邁向高級市場，同時放棄縫製較廉價的毛皮如兔毛及狐狸等。他認為這些廉價毛皮大部份將自香港的生產中絕跡，而香港會集中生產貂皮、黑貂皮等名貴皮草。

香港的皮草大衣出口有七成是運銷日本、美國與西德，主要是空運出口。

布理信表示，北歐世家皮草公司在香港為其貂皮與狐狸牌子大肆宣傳，這是由於毛皮在本港十分流行，而且新款式正吸引著年輕一代。現時毛皮可在日常穿着，不僅限於隆重場合。

他表示貂皮大衣在香港無疑是一種地位象徵，不過香港的皮草零售商售給遊客的皮草數量也甚為龐大。

每年九月北歐世家皮草公司將兩類最新趨勢的皮草時裝帶進本港。其中一類必定是傳統的款式，而另一類則為適合年青人的皮草。世家公司的用意是為刺激起香港年青設計師的靈感，不過世家亦供應縫製紙樣。

布理信表示，港人認識北歐皮草者以前並不多，直至世家公司一九七八年在香港設立辦事處，情形才有所改觀。以前香港多在北美洲及英國購入皮草。

世家為香港供應高品質的毛皮原料，從而協助香港向高級皮草市場發展。

同時這門新興工業至少部份解決了香港在全球性經濟衰退下所遭遇的問題。購買貂皮大衣的人士不一定會受到經濟衰退影響，以致買不起貂皮大衣。

皮草業正在現時不景氣的經濟趨勢中逆流而上，大步進展，而其他工業卻要等待香港主要世界市場經濟復甦才可享有起色。 □

北歐航空公司業務經理賴遜表示，該公司是一家民營公司，挪威佔股本的七分二，去年盈利約達六千萬美元。

他說北歐航空公司以往並不是經常有這樣美滿業績的，不過兩年前該公司重新探討其市場及服務狀況，又與北歐主要出口商進行洽商，以求確立乘客所需的服務。

北歐航空公司根據此項調查所得資料，着手進行一百五十項新計劃，使該公司的服務增添新朝氣。其調查對象為付足全票的乘客，主要是調查如果北航是他們的首選，他們希望會有甚麼服務，而北航便設法提供這些服務。因此北航不但沒有削減成本，反而投資在這些服務上。

在八一年十一月一日，北歐航空公司廢除了歐洲線的頭等客位，改為推出一種新的歐陸客位，有另設的辦理上機手續的設施、特別的機場休息室（包括辦公室設施）、以及較佳的機艙服務，包括比遊客（經濟）客位有較多的伸展面積。

賴遜表示，北歐航空公司施行上述服務後，歐洲線的搭客數字立刻增加了8%；北歐派有六十至六十五部DC 9型客機飛行歐洲線，在歐洲提供最具彈性的服務。自搭客數量增加後，北航知道走對了方向。

八二年十月北航在其所有國際航線上開辦類似的商業客位服務。結果搭客增加了30—60%。

北航每週有三班波音七四七航機由哥本哈根飛曼谷，然後飛新加坡，沿途不停站，亦有三班航機由曼谷飛哥本哈根。泰國國際航空公司則為香港提供班機接駁服務。

上述服務每年為香港帶來一萬一千名北歐人，而每年來港的四千名挪威人當中，有部份是利用上述服務的。

賴遜解釋說，北航能夠如此迅速將業務轉為有利可圖，對該公司一萬六千名員工而言是一道強心針，使他們的士氣大為提高。同時，由於北航並非政府資助，其新近賺取的盈利對於其有意更換旗下全部DC 9型歐洲飛機的雄心壯志，是至為重要的。

賴遜表示：「我們在來年也需要有很好的利潤，以便為這項龐大投資創造現金流動。我們希望製造一種新款飛機，無論最終的設計為何，我們都希望能夠向製造商參與意見。」

北歐航空公司 仍有興趣開辦 飛港航綫

由於北航為飛曼谷線提供較為充份的服務，該公司感到有需要在這條航線上增添座位。現時北航以客貨兩用的航機飛行。賴遜表示，北航總公司認為可能不久須將每週三班的客貨兩用航機班次增至四班，或者將這三班航機全部改為客機，不過暫時仍未有最後決定。

北航是少數在香港沒有降落權的國際航空公司之一。原因並不是由於香港不想北航幫助促進其旅遊業，而是由於英國希望將北航在香港的降落權交換英航在北歐取得更多的降落權利。

賴遜表示北航仍有興趣飛香港，而他知道香港對於北航此舉亦表興趣。四年前香港民航局曾研審過這個問題，並

轉呈英國政府考慮。

他表示他沒有進一步資料，不過誰能料在北航的新管理政策下，事情的發展會怎樣？

賴遜表示香港搭客若想乘搭北航飛機，可以在東京及曼谷上機，不過東京線的機票較貴。北航每週有三班機飛越北極上空直抵東京，最近更開辦一條橫跨西伯利亞的航線。

賴遜將北航近年的成果歸功於該公司並沒有忘記其基本上是貿易商的角色。他舉出北航與泰國國際航空公司的安排，以及北航最近在美國與東方及聯合航空公司達成的交易為例。

他表示該兩間美國航空公司均為北航的商業客位旅客提供頭等客位。

他說北航有本身的酒店，而且極為注重飛行時間以及安排飛機班次。例如，曼谷至哥本哈根的沿途不停站飛機在飛抵目的地後，在大約一小時內即有接駁班機飛往北歐任何一處。該沿途不停站航線本身所花時間也不到十個半鐘頭。

北航並設有一家旅行社，現時每年處理約三千名北歐旅客來港。

賴遜表示，北航由今年夏天開始為在挪威境內乘搭飛機的人士提供更多好處。其一是安排更多直接班機由奧斯陸飛往挪威其他城鎮，同時並推行廉價機票。

北航最近宣佈塑造一個新的公司形象，採用了一個美觀吸引的新徽號、將機身重新髹上顏色、又為飛行人員設計鮮艷奪目的新制服。

這是民營航空公司所能獲致的成就的一個好例子。現時航空業日漸趨於解除國營航空公司所附帶的各種規限，不過距離達到這個目標的進展仍甚為緩慢。

旅港挪威人半數為傳教士

在香港的挪威人約有二百至二百五十名，他們的組合可說是獨一無二的，因為只有約一半的挪威家庭從事國際商業活動。

另一半的組合則包括挪威信義會牧師、教師、社會工作者、護士等，以及他們的家屬。這些人士在他們所屬行業付出貢獻之多，並不下於挪威商人在商業上的貢獻。挪威的人口雖比香港還小，不過這批挪威熱心人士卻鼎力幫助香港的貧苦階層，成績超卓。

挪威在香港有四個傳教機構。它們是信義挪威差會、香港挪威信義差會、基督教挪威聖約教會、以及挪威海員差會。

信義挪威差會的施福來牧師指出，

挪威95%的人口都是隸屬信義會的，而挪威更有國家信義教會之設。信義挪威差會及香港挪威信義差會都是國家教會的一部份。

國家教會的經營費用及其牧師的生活開支部份由挪威政府負責，部份由非神職人士負責。基督教挪威聖約教會則是完全由平信徒資助。

信義挪威差會、香港挪威信義差會及基督教挪威聖約教會在香港的活動可追溯至一九四九年。在此之前，這三個教會在中國從事教育與福利工作。

當共產黨取得中國政權後，有些挪威傳教士便返回祖家。其他的前赴日本與台灣展開傳教工作，其餘的便來到香港。

施福來說：「我們跟難民一起來到香港，我們幫忙供應他們所需物資。我們與他們在香港一起成長。」

至於挪威海員差會，則是三十年代後期在香港成立的。其成立目的是為迎合挪威海員及其他挪威人士在接受基督教教義方面的需要，又為他們提供書籍、影片、郵件、報紙等。

該會並充當香港與挪威之間的一道連繫，幫助新來港挪威人士在香港安定下來，以及為訪港北歐旅客（包括挪威人士）提供有關香港的資料。

挪威海員差會的財政來源部份由國家教會資助，其他三個差會則完全依靠挪威的平信徒捐助。

這三個差會的工作是在香港設立教

會，並參與社會及教育工作。

施福來表示，挪威海員差會的工作近年已有若干改變。現時來港的挪威船隻比以前少，因此該差會便加強為本地挪威居民的服務。

挪威的教會每年耗資約三億港元在非洲、亞洲及拉丁美洲從事傳教工作。其中約有七至八百萬港元是用於香港的。這些都是挪威平信徒的捐獻。

施福來表示香港政府資助挪威差會的金額，跟挪威基督教徒所捐獻的數目大致相若。他表示在歷史上而言，挪威傳教工作一部份代表了平信徒從國家教

會的結構中解放出來。

他說挪威對瑞典的依賴直至一九〇五年才終止，不過早在此之前，挪威人已遠涉重洋，到外國與基層羣衆接觸。在英國、美國及德國的差會均可見他們的踪跡。

他表示挪威在香港設立的教會轄下有四十個堂會，管理共二十間幼兒園、三十間小學、六間日間托兒中心、四間兒童及青少年服務中心，以及四間老人中心。

該四十個堂會合共有大約二萬二千名華人基督徒。

施福來表示，挪威在香港的兩個信義差會現正在亞皆老街及啓德難民營為越南難民工作，包括開辦日間護理中心及幼兒班，又為越南青年與成年人補習英文。（亞皆老街難民營現已關閉。）

一九八一年秋，挪威人更在九龍塘設立自己的學校。現時該校有十八名學生，年齡由五歲至十六歲不等。全職教師有兩位，由挪威政府支付薪金，另有四位兼職教師，所得薪酬部份由挪威政府資助，部份由在港的兩個信義差會支付。教授的媒介是挪威語，該校學生亦受到英語訓練，由操英語的教師任教。

僱員若須接受移植手術 本港外科醫生準備就緒

負責照顧寫字樓及工廠僱員日常健康的公司或工廠醫生的合約之中，往往並沒有包括進行人體器官移植手術的條文。即使由僱主支付費用的全面性醫療保險計劃通常亦不預算僱員可能須要接受移植器官的手術。

不過有時移植器官是有其必要的，以拯救前途無可限量的年青行政人員及其他僱員的生命。本刊就這個問題訪問了醫務衛生署（醫務）副署長藍新福醫生。對於宅心仁厚的僱主及對這個問題關心的僱員而言，藍醫生的談話定會引起他們的興趣。

藍醫生表示，一般的移植手術都可以在香港進行。香港的政府醫院、專科診所及私家診所都有很多外科醫生及專科醫生，可以為病人進行移植手術，而毋須送病人出國造同樣的手術。

每一宗病例應交由該種疾病的專門外科醫生處理。由於醫學道德有所規限，本文不能刊載這些專科醫生的名字，不過藍醫生表示，公司醫生可以開列一份專科醫生的名單，供病人參閱，同時提供有關使用私家及政府醫院現有設施的資料，好讓病人就自己的能力作出選擇，又或者與僱主商討。

以腎臟疾病為例，藍醫生表示，有一兩位外科專科醫生從事私人執業。另一方面，病人可被介紹到西營盤的香港大學外科診所或鄧志昂專科診療所的政府外科部。

這些病人通常被接上洗腎機或接受腹膜透析。當病人的情況穩定下來後，他便可以準備接受移植手術。

腎臟移植所採用的腎臟有兩類。其一是來自志願捐腎者。譬如說，一名年輕力壯的男性捐腎者遭逢意外，剛剛喪生。這名男士可能在死前同意捐出腎臟

，惟醫生仍須諮詢其家屬的意思。腎臟須在這名捐腎者死後四十五分鐘內取出，然後用人工灌注法維持其生命力。

另一類捐出的腎臟來自近親。藍醫生表示最好的在生捐腎者是一名同卵孖生的兄弟姊妹，其次是病人的母親。不過首先要進行檢驗，看看捐腎者的腎臟是否適合病人。

藍醫生表示，腎臟移植手術在香港已經進行了七年多。這種手術需要很多組織安排上的工作，而瑪麗醫院長駐有一組負責移植手術的醫生，可前往任何一家政府醫院進行移植手術。

私家醫生多採用在生捐腎者的腎臟，而這些負責移植手術的醫療小組每年進行四至五宗腎臟移植手術。這些醫療小組包括一名外科醫生、一名助理外科醫生、一名麻醉師、一名內科醫生以及一名有經驗的手術室護士。

病人在深切治療病房或隔離病房接受護理，並服食醫生處方的藥物以防止對移植腎臟產生排斥作用。

藍醫生表示，接受移植手術的病人若入住政府醫院的大房，每日只須支付十元的住院及手術費用。私家醫院的手術費就可能要四至五萬元，視乎病人入住哪個等級的病房。

香港的醫院每日都進行骨科移植手術。藍醫生表示最常見的骨科移植是臀部及膝蓋，而肩骨及手指關節的復位手術也不少。須要進行骨科移植手術的原因，是由於意外引致關節折斷，或者關節退化變質（由血液供應受損引起），又或者只是一般磨損而令到關節脫位。在大多數關節復位的手術中，多採用硬合金鋼及塑膠。

藍醫生表示，手部的損傷有時須要接受手指或拇指的移植。通常第二隻脚

指被用作取代拇指。拇指的功能很大，是一個人的半隻手。

香港的醫院亦有從事眼角膜移植，以恢復病人視力。這些角膜來自本地人士或斯里蘭卡的捐贈。斯里蘭卡的人深信在死後捐出眼睛，便有機會升天堂。

藍醫生表示，甚至人體的大動脈也可以在香港接受更換手術。大動脈有時膨脹，而且隨著年紀增長會變形，如果爆裂的話，會引致病人立刻死亡。更換大動脈多採用塔夫綸（一種外科手術用的原料）或移植植物。

香港當然亦有從事美容移植手術的整形外科醫生。他們用取自肋骨的軟骨來墊高整容者的鼻樑，又用人造泡沫塑料隆胸。想接受這些手術並不須要前赴日本，香港整形手術跟日本的其實不遑多讓。

還有，這些香港整容醫師可以為整容者裝佩玻璃眼，否則他們便要經常戴著眼罩。香港甚至有裝佩塑膠睪丸的手術。有一間私家診所還進行頭髮移植手術。

藍醫生表示更換手瓣的開心手術三年前在葛量洪醫院的心臟及胸肺科進行。瑪麗醫院及伊利沙伯醫院則從事不少放置心臟調節器的手術。這些手術可能須要花費三千至一萬五千元不等，不過大部份接受這些手術的病人都由政府支付費用。

藍醫生建議工人最好設法加入私家醫療保險計劃。不過他補充說，政府醫院不會對病人進行收入調查。病人只須出示他的身份證——甚至如果病人沒有身份證的話，他亦會得到醫生的診治及接納入院。 □

香港仍佔美國投資的首位

有關香港前途雖然有那麼多恐懼及傳聞，不過根據最新的確實數字顯示，香港仍然是美國在開發中的亞太區進行直接投資的首要中心。香港跟亞太區其他國家有所不同，這些國家所獲得的投資多集中在某幾個特殊行業，惟香港的「投資組合」卻散佈於整個經濟體系——製造業、貿易、能源、銀行業及其他服務行業都在投資範圍內。

這裏所引用的最新數字可見於美國商務部每年發表的數字，而這些數字所反映的，是截至一九八一年年底的情況。本刊八二年一月號曾就八〇年年底的情況作出分析，而本文則以本會所能獲的最新數字，將該項分析加以最新修訂。有關一九八二年的情況，一俟獲得所需數字後，本會亦將加以分析，大概在明年稍後時間進行。

截至一九八一年年底美國在世界各地的直接投資達2,270 億美元。其中超過七成投資於已發展國家，以加拿大為最大的受益國，次為英國。

在遠東，最大部份的美國投資集中於澳洲境內（幾近90億美元），其次為日本（接近70億美元）。

開發中的亞太區國家合共佔將近110 億美元的投資，亦即美國直接投資總額的差不多5 %。香港佔其中最大部份，達26億美元，比第二及第三位的印尼（18億美元）及新加坡（17億美元）超出頗多。新加坡是在八〇年年底取代菲律賓成為第三位的。（不過必須指出的一

點是，在印尼的投資約有八成集中於能源方面。）各地區所獲投資的總額可見於表一。

這些總額象徵了區內有整體的邊際增長，比八〇年底此區佔美國在世界各地總投資的4 %上升近一個百分點。有鑑於美國集中在已發展國家的投資相當大，而八二年間整體美國投資只有邊際增長，所以此區所獲得的投資增幅可算是極之令人滿意的進展。（見表一）

製造業佔區內所獲投資的大約26 %，石油佔37 %。在製造業方面的投資有28 %（或投資總額的7 %）現時落在電子業身上，而截至八〇年底，製造業所獲得的最大部份投資在於化學製品方面。

新加坡（佔總投資額的20 %）及菲律賓（佔總投資額的19 %）在製造業方面所獲得的美國投資均比香港為高。香港在這方面佔總投資額的16 %，超越台灣所佔的11 %。

香港在服務行業方面所佔的美國投資非常可觀，其中貿易約佔50 %，銀行業34 %，其他金融服務行業58 %。後者約為美國在此區內投資金融界總額的45 %。

香港的「投資組合」比大多數區內國家較為均衡，計製造業佔18 %，貿易佔26 %，服務行業佔27 %，石油（當然只是銷售方面）佔10 %，其他佔19 %。區內所有其他國家所獲得的投資則多集中於一或兩個行業。譬如在馬來西亞、新加坡與韓國，石油與製造業佔投資總

額的絕大部份，而在台灣則是製造業獨據大部份投資。

除了美國在印尼的能源投資以外，香港是美國第二大的收益賺取者，並佔美國遣返國的總收入的大約16 %，不過這些收益大部份來自銀行業或貿易多於製造業。

八一年間，美國在香港的製造業投資利潤有邊際減少，只得15 %（八〇年的比較數字為18 %）。這與新加坡的38 %（八〇年的比較數字為37 %）相比，實在相形失色。

這些數字的價值在於它們反映出整體情況，也許比香港本身調查所得的數字準確得多，因為要紀錄新在港進行的投資雖然並不困難，不過經常要保持最新紀錄則困難重重。須知在初步投資以後會有很多改變，包括新資本的注入、公司內部會有複雜的股本流動情況，當然間中還會有撤回全部或部份投資的情形出現，或將投資移往別處。

美國商務部提供的數字，就是試圖探索出上述的動向，並考慮到以下各點：

美國直接投資者截至年底時在他們國外的附屬公司所佔股本及淨放款額的帳面價值。（所謂國外的附屬公司，是指一名美國直接投資者在一個國外的商業企業擁有至少一成有投票權的證券或同等股本。）這並不包括附屬公司的全部資產。

年內公司內部進行的交易，從而得出美國母公司從附屬公司所得的應收項

美國在亞太區國家的直接投資
(以百萬美元計)

	1981	%	1980	%	80至81年 增長百分率
香港	2655	24	2078	24	27
印尼	1861	17	1314	15	41
新加坡	1791	16	1204	14	48
菲律賓	1294	12	1259	15	2
馬來西亞	849	8	632	7	34
南韓	778	7	575	7	35
台灣	574	5	498	6	15
泰國	551	5	361	4	52
	94		92		

投資：在全球5.4 %的增長之中，亞太區佔其中的29 %。

1981年在亞太區投資所得收入
(以百萬美元計)

	總數	投資利潤 增長百分率
印尼	3901	35
香港	2157	115
新加坡	618	23
馬來西亞	472	26
菲律賓	265	31
台灣	191	14
泰國	85	14
南韓	37	7
	31	4

1981年美國在各主要中心的直接投資分類

	香港	印尼	新加坡	菲律賓
銀行及有關服務	27%	微不足道	9%	10%
貿易	26%	微不足道	9%	7%
製造業	18%	7%	33%	42%
石油	10%	80%	44%	19%
	81%	87%	95%	78%

美國在亞太區製造業的投資
(以百萬美元計)

	81年底 價值	81年收入	投資利潤 百分率
總數	2909	511	17
新加坡	594	230	38
菲律賓	554	55	10
香港	470	72	15
台灣	332	45	13
馬來西亞	244	無	—

目淨額及對附屬公司應付項目的淨額。

再投資的收益，包括附屬公司的收益減年內美國母公司所持普通股及優先股的紅利總額。

美國商務部更追查由於投資所賺取

的收入，而這裏所指的收入包括上述的國外附屬公司的收益連利息（扣除稅後的淨額）減外國對紅利的扣除稅。又或者這是(1)非股份有限公司的利息、紅利及收益加上(2)股份有限公司的再投資收

益。

表一亦顯示出自一九八〇年以來美國在亞太區投資情況的轉變，可見在期內美國對香港的信心並未稍減。 □

鄧蓮如致力推廣香港貿易

在本年四月出任香港貿易發展局主席的鄧蓮如女士並不單是一位經常在立法局提出針對時弊問題的傑出商界女強人。她更在最近的短短數年間，成為國際商界的知名人物。

她在多個國際性商業座談會上發表的演辭，所表現出的才智，往往令在座的成就卓越人士為之大感驚訝。

現時鄧女士新任貿易發展局主席，相信將有更多機會為香港及自由貿易的問題，在國際商界中發表談話。

鄧女士在香港土生土長，體現了香港工商界現代領導人的精神與才幹——是香港在短短數年間能夠獲得驕人進展的活生生證明。

鄧女士在太古大廈她的辦公室內接受本刊訪問。以下是訪問內容：

首先是有關她的生平。她謙虛地表示：「我的生活經歷實在沒有甚麼特別。我生於香港，在聖保祿書院就讀。後赴美國伯克利加州大學主修工商管理，畢業後便回到香港。」

「一開始我便打算要工作，但我想要的不僅是一份工作，而是一份事業。我希望我工作的公司能夠使我有機會接觸商業的各方層面，同時又願意栽培年輕畢業生。」

「我選擇了兩間大公司投函找工作，兩間都願意聘請我，而我就選擇了太古集團屬下的太古貿易公司，職位是行政受訓員。」

「跟著我便努力工作，逐步晉升。我很幸運能夠加入一間讓我在責任範圍內有自由處事權力的公司。」

鄧女士表示，她除了担任行政立法兩局議員外，還出任二十多個法定團體或諮詢委員會的委員。她每日九至六的工作時間有一半是花在公共事務上的。

如果將她全部工作時間計算在內，包括晚上與週末，則她有百分之六十五或以上時間是奉獻予公共事務的。

她表示：「香港是很獨特的，這裏的僱主對於把高級行政人員的時間貢獻給政府顯得很慷慨。在太古集團裏，我們至少有十五或十六人參與各式各樣的公共事務。」

「這些工作花去高級行政人員不少寶貴時間，不過不獨是太古集團有這種現象，很多公司都是這樣的，而且大多

數公司都認為這是在香港工作及賺錢所要負起的責任之一。」

本刊問：妳發覺妳最喜歡有關商業的哪一方面？

鄧女士：沒有哪幾方面是我不喜歡的。我喜歡策劃，喜歡參與新計劃，那總是充滿新鮮刺激感。我又喜歡與專業人士一起工作。

問：妳認為香港工商業達到怎麼樣高級化的程度呢？

鄧女士：那要視乎你所說的是那種工業。在本港較重要的工業如成衣、電子、玩具及手表方面，我認為我們已經十分高級化。我們有新式的機器，又採用新式的管理技術，同時一般來說，我們在水準及設計方面都十分先進。不過香港的一些較新興工業可能仍須經過一段時間才可以達到製衣業的高級化水平。

問：香港是否仍然具備競爭力呢？又或者香港的弱點能否受政府或有關機構（例如貿易發展局）的扶助呢？

鄧女士：香港當然仍舊具有競爭力。不過價格並不是評定的唯一準則，也不應被視作唯一的準則。香港現時在品質方面亦具備競爭力。港貨雖不能稱得上是最便宜，卻是物有所值的。

對於不時有關特別扶助工業的呼籲我從來都不以為然，因為我認為一個津貼工業或類似的制度，最終都會損害我們的競爭能力。不過政府應有責任為工業提供有效率的基建設施，特別是確保土地價格不受供應的限制所影響。因此，當工業用地的叫價及廠房的租金開始急劇上升之際，政府便採取步驟推出更多土地售賣，最後市道便穩定下來。

我認為香港教育制度的重點應放在工業訓練，特別是在現時的情況下，同時我認為政府應協助訓練工人向較高級科技工業發展。政府應興建更多工業學院，而我十分歡迎政府準備設立第二間理工學院的決定。

：作為一位女士，妳認為在以男性為中心的商界，是否有不被接納的問題出現呢？

：沒有。

：很多人都知道妳參與政府的委員會制度。妳對這個制度有沒有特別喜愛某幾方面的呢？

：我喜歡從事委員會的工作

，特別是我在行政局的工作。不過要有一個良好的委員會必須有一名好主席。當然如果主席是開明而有效率的，以及非官守與官守委員能夠自由交換意見，這些無疑是各人最樂意出任的委員會。我不喜歡的是那些採取保衛態度的官守委員，而他們對非官守委員則抱著懷疑眼光，不過現時已沒有多少個這樣的官方人物了。

問：自妳最近出任貿易發展局主席以來，妳對於未來貿易發展局的方向及計劃有沒有一些個人的想法呢？

鄧女士：還沒有，不過貿易發展局的職責顯然須要不時加以從新評估。

問：妳認為香港在哪一個海外市場可以有較強大的拓展可能呢？

鄧女士：我認為我們一向都似乎忽略了亞太區的市場，因為我們太專注於北美及西歐的高收入市場。不過貿易發展局最近在日本舉行了一項大型的拓展活動，我認為那是正確的做法，可是亞太區內仍有其他市場如新加坡、馬來西亞、泰國、甚至南韓。總的來說，東南亞是一個龐大市場。

問：經常有關香港的一項批評，是這裏的工業界太過倚賴其承包者的角色。香港出售基本的生產能力多於出售其產品。妳的意見又怎樣呢？

鄧女士：我認為這項批評相當中肯。當我們向高級市場發展的時候，我們對於本身的產品須進行更多研究及發展工作。我們精於察覺市場需要，同時我們可以很快迎合需求上的轉變，不過我們仍然未能創造需求，而這只能靠創製新產品及樹立本身的牌子才可以達到目的。

貿易發展局已展開一項推廣香港設計師的計劃，因此我們現正循著這個方向走。

問：妳對於工業發展委員會的工作進度滿意嗎？

鄧女士：工業發展就像貿易促進一樣，是需要時間的，我覺得工業發展委員會的工作正循著正確的路綫。我認為有一點我們須避免的，就是工作上的重複。香港有多個機構與工商業發展有關

：政府、貿易發展局及香港總商會等。這些機構應該視大家的工作為相輔相承

、互為補足，而不是互相競爭。

問：妳說過妳贊同貿易發展局在日本進行的推廣工作，妳怎樣評估香港在當地的潛力呢？

鄧女士：潛力十分優厚，特別以市場的較高級方面為然，不過日本的分銷制度極之複雜，那是為甚麼香港暫時仍未能深入日本市場的一個原因。要充份

明白他們的購買方法將須花一段時間，不過我們必須繼續致力打入他們的制度。

簡報滙編

一九八三年香港電子產品展覽會

一九八三年香港電子產品展覽會的籌委會現正邀請本港及海外電子產品製造商申請參展攤位。

該展覽會是本港工業界一年一度的盛事，相信由於現時有跡象顯示工商界將自全球性經濟衰退中復甦，因此展會可望得到工商界的大力支持。

香港的電子產品約有七成屬消費品。隨著世界經濟復甦，本港的海外零售市場對輕工業品的需求亦可望迅速增加。

香港總商會是展會的贊助機構之一。展會將於十月十二至十四日假座灣仔海傍道華潤大廈的香港展覽中心舉行。

現時已派出多份申請參展攤位的表格。展會籌委會的地址為：九龍梳士巴利道3號星光行902室，香港出口商協會轉交。電話：3-7232448。

八三年度香港電腦會議

八三年度香港電腦會議將於六月六日及七日（星期一及星期二）假座大會堂舉行。主講者包括英國科學及技術大臣費家先生。

會議包括十三節及六個專題討論會。欲知詳情可與梁先生（5-8256362）或香港管理專業協會（5-749346）聯絡。

盧森堡代表團在內務部長史班茲先生（左）率領下訪問香港及中國。圖為史班茲先生與經濟顧問雷定先生四月廿六日訪問本會時，由本會貿易部助理董事梁紹輝先生及貿易部經理趙公正先生。



本會船務委員會四月廿九日假座富麗華酒店為本會船務會員舉行午宴。

特別嘉賓為財政司彭勵治先生，由執行董事麥理覺先生迎迓。

本會週年會員大會

本會於四月廿五日假座文華酒店舉行週年會員大會，共有八十名會員機構的代表出席。主席馬登於席上表示他深信經濟衰退的最惡劣環境已過，香港已踏上復甦的路途。附議通過八二年理事會報告書及帳務報告的本會船務委員會

主席黃沛棠先生致辭時，表示他同意馬氏的看法，並談及有必要維繫葵涌貨櫃碼頭的效率與容量。

會上理事會全部二十名理事均獲再選，而畢馬域茂曹公司亦被復聘為核數師。



馬登先生向本會會員致詞。其左為副主席唐驥千先生，其右為執行董事麥理覺先生。



香港總商會於四月廿一日假座希爾頓酒店設宴款待駐港各國領事。

美國駐港領事李文先生（左）及瑞典駐港領事布家先生與本會執行董事麥理覺先生談笑風生。



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