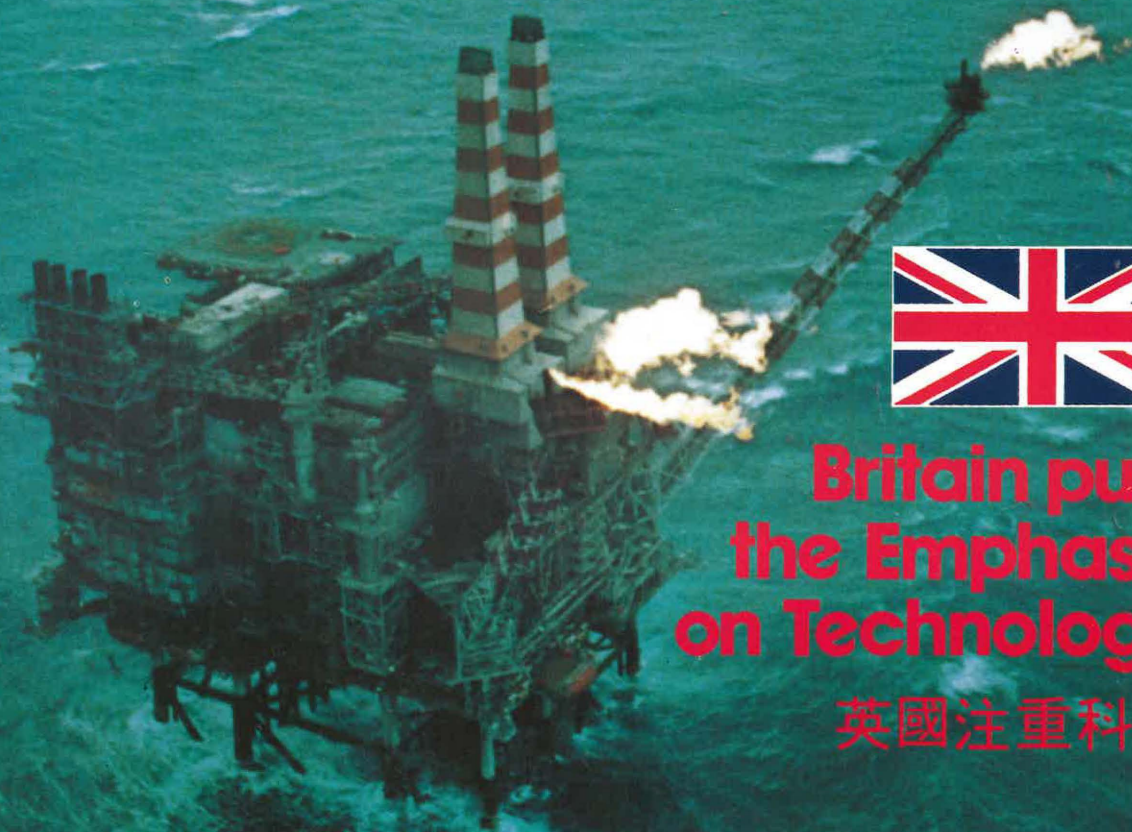


一九八四年十月號

工月商刊 THE Bulletin

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

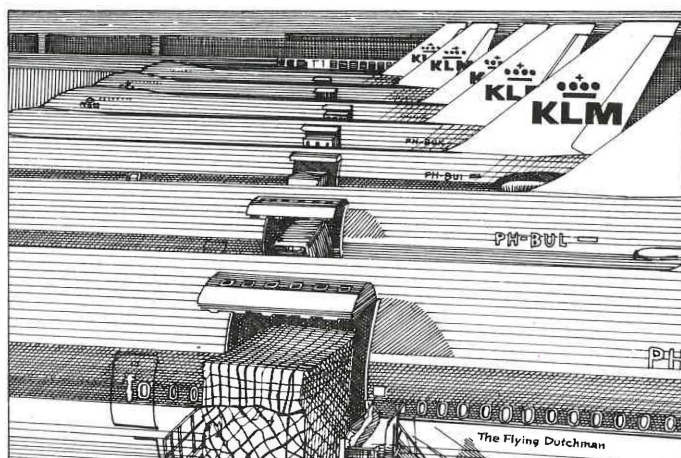


**Britain puts
the Emphasis
on Technology**

英國注重科技

“Why do you always insist
that KLM carry your cargo?”

“Because I always get fast,
careful service — to 121 cities
in 75 countries.”



Whatever your shipment — from perishables to the latest fashions — KLM's cargo specialists can make sure it gets to the right place at the right time. In A-1 condition. We've built a reputation as one of the world's most reliable cargo carriers, with one of the world's largest cargo fleets. And we can tailor our service to meet your needs — practically anywhere in the world. For faster distribution, careful handling, reliable service, and special expertise, insist on KLM. For more information, call your KLM cargo agent or KLM. 5-220081

The Reliable Airline



3	Chamber in Action
	Extracts from the Director's report on recent activities of the Chamber.
5-29	Trade with Britain ...
5	Paul Channon's Message
6	How British Trade Promotion Works
9	Quality Standards Essential
10	U.K. Offshore Expertise
15	Talking Back to your TV Set
16	New British Technology
20	Chinese Restaurants in Britain
24	England's Industrial Heartland comes to Hong Kong
26	The Festival Programme
30-33	Fung Shui in Hong Kong ...
30	Geomancy in Contemporary Life
32	A Matter of Arithmetical Calculations
33-34	Promoting Domestic Exports ...
33	Hong Kong's own Expo '84 in Guangzhou
35	In Tray
36	Trade in Progress
	貿易數字一覽
39	本會動態
	本文摘錄自執行董事每月報告。
40-49	港英貿易 ...
40	英國貿易次官程隆獻詞
40	英國貿易促進工作實況
42	品質標準至為重要
43	英國離岸採油技術
44	與電視交談
46	英國的中菜館
48	英國工業中心來港
49	伯明翰及中西部節節目表
50-52	香江話風水 ...
50	風水的現代意義
51	風水原是數理
52	促進本港出口 ...
52	廣州「香港工商業展覽會」

Published by:
The Hong Kong General Chamber of Commerce
22/F., United Centre, Hong Kong
Telephone: 5-299229
Chairman: Jack C. Tang, OBE
Vice-Chairman: T. Clydesdale
Director: J.D. McGregor, OBE, ISO, FRSA, JP
Editorial Board: J.D. McGregor,
OBE, ISO, FRSA, JP
Harry Garlick Maureen Wong
Graham Jenkins Virginia Ng
Production: Li York Ling
Printer: South China Morning Post, Ltd., HK
© The Hong Kong General Chamber of Commerce

出版人：香港總商會
電話：五—二九九二二九
主席：唐驥千 副主席：格士德
董事：麥理覺
編輯部：麥理覺 葛立科
黃慕賢 格林姆·曾健士 伍淑賢
美術製作：李若棧
承印：南華早報 未經許可 不得翻印

Mediterranean Magic!



*Fettucine al Proscuitto e Panna from Italy.
Garoupa St. Tropez from Southern France.
King Prawns Portuguese from the Iberian Peninsula.
Live entertainment Tuesday through
Sunday evenings with the Vegas Trio.
For lunch or dinner, enjoy the best of the Mediterranean
at The Mistral.
Another fine restaurant from the best team in town —
friendly service and great value at...*


** Holiday Inn*



Harbour View Hong Kong

70 Mody Road, Tsim Sha Tsui East, Kowloon

*For reservations and information about our monthly specials,
please ring 3-7215161, extension 2995.*



Jimmy McGregor Reports...

Premises

I am now rather heavily engaged with personal staff in converting the Chamber's vacated premises in Swire House into the original state and fitting out offices for our five sub-tenants to an acceptable standard. This has required a great deal of overtime work by our contractor and my staff since I promised to have the offices ready for occupation by 1st September. We were able to meet the deadline but much remains to be done in making good and in seeking sub-tenants for the final two areas not yet sub-let amounting to 1,700 sq. ft. I hope to have all 6,000 sq. ft. sub-let by the end of October. We are, of course, retaining 1,300 sq. ft. of space in Swire House as a Chamber certification office and this has also created a good deal of work in setting up a new unit without disrupting business. This area also should be refurbished within the next two weeks.

U.S. Textiles

Members will be aware of the outcry in Hong Kong and elsewhere arising from the sudden application of a revised origin rule by the U.S. Customs affecting imports of textiles, but particularly finished piecegoods and knitted garments into the United States from 7th September. The effect of the origin rule will be to seriously disrupt shipments of quota controlled textiles from Hong Kong to the U.S. and has much wider and even more serious implications for the future. In this situation, it is not surprising that all major and specialist textile associations in Hong Kong have worked together closely to seek rescission of the U.S. ruling. Local publicity has been intense and the Chamber has contributed substantially to the efforts to bring home to the U.S. authorities

the impact on Hong Kong trade and industry also the longer term implications. Submissions have been made to the U.S. Consulate and the Chamber was instrumental in arranging a meeting between senior representatives of eight major organisations and the Director of Trade and other officials. This resulted in a further meeting at which the eight organisations agreed to set up a liaison committee to coordinate private sector action against the U.S. origin ruling and, later, in similar cases where Hong Kong's trade and industry is threatened. J.P. Lee, Secretary General of the Chinese Manufacturers' Association and T.W. Wong, Deputy Executive Director of the Federation of Hong Kong Industries were appointed Chairman and Vice Chairman respectively. This committee will make further submissions to the U.S. Government and will coordinate lobbying action by Hong Kong companies seeking rescission of the U.S. origin rule. Terms of reference for the Committee will be prepared and a proposal made to the General Committee for Chamber participation.

Green Paper

As members are aware, I issued an invitation to all Chamber members to respond to the Government Green Paper on Representative Government either directly or through the Chamber. I cannot assess the number of direct responses. The submissions to the Chamber, although few in number, were of good quality and suggested both informed and concerned opinion. The Home Affairs Committee met twice in early September to prepare a submission for consideration by the General Committee. A Chamber paper will be put to the Government soon after the General Committee meeting on 17th September.

Hong Kong/Kagoshima Conference

Preparations for the 4th Hong Kong/Kagoshima Conference are well under way. The Conference will be held on 10th October 1984 at the Sheraton Hotel. A series of meetings was held with Kagoshima Prefectural Government officials during August to discuss the programme for the Conference and other arrangements. Invitations are being extended to representatives from the fields of trade, industry, culture and tourism to participate in the main Conference and the sub-committee meetings. It is likely that there will be a high level of attendance.

Shipping Committee

The Shipping Committee will hold a meeting with a delegation of the International Maritime Industries Forum (IMIF) on 25th September 1984 to exchange views on the general market outlook and current IMIF projects.

Industrial Affairs Committee

A meeting was held on 16th August. Members discussed the Hong Kong Productivity Centre recommendations in its report on Hong Kong's Electronics Industry. It was felt that the proposed research and development facilities are required and should be supported. However members have reservations as to how best these facilities should be organised and funded. Members noted with regret the resignation of the Hon. Allen Lee as Chairman of the Committee subsequent to his resignation from the Chamber's General Committee. He will be succeeded by Mr. S.H. Sung, a prominent industrialist and member of the General Committee.

USUALLY AWARDS ARE WON FOR ORIGINALITY.



RICOH WINS THEM FOR COPYING.

The Deming Award is the most coveted industry prize in Japan. It is awarded in recognition of consistent and superior Total Quality Control.

In the field of precision machinery it has been awarded only four times... twice to Ricoh. No-one else in the office equipment field has bettered, or even equalled this performance.

An achievement such as this is a clear reason why Ricoh is the best selling copier in the world. It's also why quality and reliability are synonymous with the Ricoh name.

In an age where cheap copies are the order of the day you really can't afford to settle for anything less

than an original Ricoh... can you?

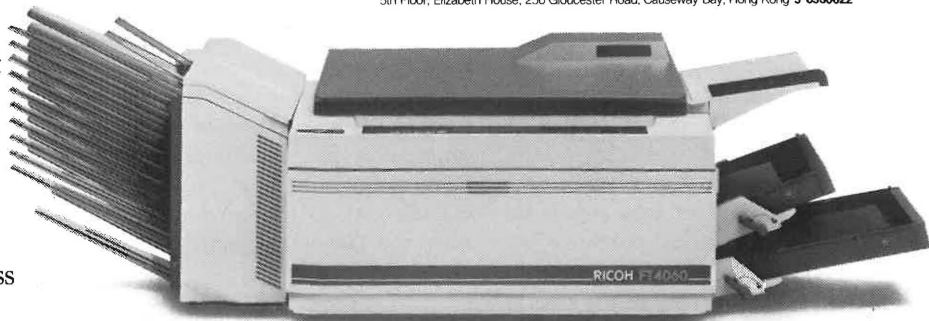
To put an original Ricoh to work in your business, phone us on 5-8930022.

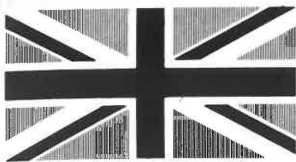


太平洋行商業機器

Gilman Office Machines
Better for your business

5th Floor, Elizabeth House, 250 Gloucester Road, Causeway Bay, Hong Kong 5-8930022





Trade with Britain . . .

U.K. products at the very forefront of technology, says Trade Minister, Paul Channon



Britain and Hong Kong have been major trading partners for well over a century, a period which has been marked by the continual strengthening of the commercial links between our two economies. I am pleased that the Hong Kong General Chamber of Commerce have decided to devote another issue of "The Bulletin" to this subject.

I have been impressed by the resilience of the Hong Kong economy in the face of the world economic recession and this year I am delighted to see Hong Kong's economic growth surge ahead once again. Equally, I am pleased to note that the U.K. has taken a large share of Hong Kong's exports. The British people are discerning, and are fully aware that the quality of the merchandise we import from Hong Kong is high. Proof of this, if it were needed, was provided by the Hong Kong Trade Development Council's very successful promotion at Harrods in March.

The quality of goods available from Britain and the after-sales service provided by British firms are second to none. Britain can supply products which are at the very forefront of technology, are flexible in their specification and with short, reliable delivery times. The "Britain Today" promotion which is to take place in Hong Kong this month will provide a unique opportunity to discover what Britain has to offer.

The information service which is provided through the Hong Kong General Chamber of Commerce will, I think, ensure that its members are aware of the competitiveness of British products, and I should like to congratulate the Chamber on the magnificent service it offers to Hong Kong companies.

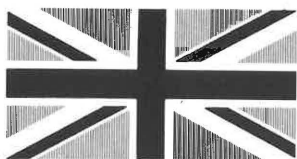
Delegation from CCPIT - Beijing/ Guangdong

At the invitation of the Chamber, an 11-member team, led by Mr. Guo Dongpo, Vice-President of CCPIT-Beijing, spent 10 days in Hong Kong and met senior executives of prominent

companies in Hong Kong. They also spent a day at the container terminal and the Taipo Industrial Estate. Our guests met several members of the China Committee at a meeting chaired by Erik Christensen, Vice Chairman of the Committee. This was followed by a luncheon hosted by the Chamber's Chairman, Jack Tang.

China Committee

Members met on 30th August to discuss, *inter alia*, the organisation of the Chamber delegation to Fuzhou/Xiamen and the 3rd Annual Chamber Reception for PRC officials scheduled for 13th November at Hotel Furama. □



Trade with Britain . . .

British system promotes British exports to Hong Kong

Britain sells Hong Kong everything from power generating stations to pickles. Its penetration of the capital and consumer markets of Hong Kong exceed on a per capita basis what Hong Kong sells Britain, though Hong Kong's exports to Britain are substantially more in value than what Britain sells Hong Kong.

The two-way trade increased last year more in Hong Kong's favour than Britain's. The trend is continuing this year. But the increase in British exports to Hong Kong this year is nonetheless substantial and better than its export performance on a per capita basis than with any of Britain's EEC partners.

Britain tends to have really got weaving in the past five or six years in recognising Hong Kong as a valuable capital and consumer goods market and an important geographical centre for East Asian regional trade. Hitherto, it was getting a diminishing proportion of an up-and-coming growth market in its own most important dependent territory.

Previous lack of attention to the Hong Kong market is usually attributed to Britain's preoccupation with establishing itself in the markets of the EEC after it first joined the Community and with the Middle East in the oil boom. But that has now changed. The Middle East has waned as a lucrative market and Britain is firmly established in the EEC.

Britain's recovery of a relatively respectable proportion of the Hong Kong market and regional business done from Hong Kong has been greatly helped by the greater activity of its own British Trade Commission in Hong Kong. It is a diplomatic service post

staffed by the Foreign and Commonwealth Office.

The greater British attention paid to the Hong Kong market dates mainly from the time when Derek March became Senior Trade Commissioner. The momentum he helped generate has been more than maintained by his successor, Christian Adams. This interest is reflected also in the number of trade-related ministerial visits to Hong Kong. These have included recent visits by Patrick Jenkin, as Secretary of State for Industry and Paul Channon, Minister of Trade.

Unique

The British Trade Commission in Hong Kong is a unique organisation. It is the only one in Britain's dependent territories. It is something akin to the British Consulate in New York. In undertaking trade promotion it comes under the aegis of the Foreign Office. But it largely reports its work to Britain's Trade and Industry Department, not through the Foreign Office.

The British Overseas Trade Board (BOTB) guides and directs the British Government's assistance to exporters and export promotion services. Leading businessmen from the private sector in both manufacturing and in commerce with personal involvement in exporting serve on the BOTB. The work of the British Trade Commission in Hong Kong is integrated with the services the BOTB provides.

The BOTB gives financial assistance to exporters in exhibiting at overseas trade fairs such as the two Hong Kong Trade Fairs. It helps with market research abroad. It helps fund overhead costs in breaking into new overseas

markets and contributes towards the cost of exporters visiting overseas markets.

The BOTB provides British exporters with hard information on export opportunities from over 200 British diplomatic posts in overseas markets. The British Trade Commission in Hong Kong is one of those posts. BOTB gives detailed guidance on selling particular goods and services in individual markets abroad and provides on-the-spot information about specific overseas companies, such as the range of their commercial and manufacturing activities, potential as agents or joint-venture partners and related capabilities.

The British Trade Commission in Hong Kong contributes fairly extensive free product and sourcing services from inquiries made in Hong Kong. It spots export opportunities for British exporters and reports them back to a computerised export intelligence service in the Trade and Industry Department, and uses the commodity officers in market sectors to contact British potential suppliers and advises them to contact Hong Kong inquirers direct. BOTB also maintains a data bank to which the Commission contributes.

In addition, the Commission plays a role in BOTB schemes for directly helping exporters. The method used most is by sending outward missions to Hong Kong of British businessmen. This year 22 British outward missions have either already been to Hong Kong or are due to arrive before the end of the year.

The British Trade Commission in Hong Kong uses its own experienced staff to help these missions and gives them secretarial backup. The climax this

Hong Kong Trade with U.K.

(Unit : Million HK\$)	Jan.-May 1984	Jan.-May 1983	Change	+/-%	Jan.-Dec. 1983	Jan.-Dec. 1982	Change	+/-%
Imports from U.K.	3,565.94	2,937.42	+ 628.52	+21	7,455.65	6,891.59	+ 564.06	+ 8
Domestic Exports to U.K.	3,729.58	2,641.40	+1,088.18	+41	8,537.55	7,186.55	+1,351.00	+19
Re-exports to U.K.	418.58	261.11	+ 157.47	+60	761.72	655.21	+ 106.51	+16
Total Exports to U.K.	4,148.16	2,902.51	+1,245.65	+43	9,299.27	7,841.76	+1,457.51	+19
Total Trade with U.K.	7,714.10	5,839.93	+1,874.17	+32	16,754.92	14,733.35	+2,021.57	+14

year to the British outward mission programme is the Birmingham and West Midlands Festival in Hong Kong between October 19 and November 10 that is to be opened by the Duke of Kent (see p 24). It is the most wide-ranging ever staged by Britain in Hong Kong in promoting goodwill as well as trade and investment.

But British businessmen don't only come to Hong Kong with trade missions. Over 3,000 come independently every year and visit the British Trade Commission, making inquiries and seeking local contacts.

The Commission also receives an annual average of some 1,500 market information inquiries from British exporters. Officers in the Commission say they note an upward trend in these inquiries and find themselves doing a lot more market research work to answer them adequately.

One officer comments: "The British businessman is getting his act together now and taking marketing much more seriously. He's doing a lot more ground work. He wants to know who his competition is. He wants information on pricing, as well as names of potential agents and the size of the market for his product. And yes, it does involve us in inquiring about everything from power stations to pickles."

Until a few years ago Britain was not involved in trade exhibitions held in Hong Kong. That changed with Expo-ship '80 when Seatrade, a British firm, staged its first exhibition and shipping conference in Hong Kong which had by then become the world's most important shipping centre for merchant marine owners and managers.

Now the BOTB arranges British participation in eight Hong Kong trade exhibitions, covering not only shipping but the two consumer and industrial Hong Kong Trade Fairs, and also the more specialist exhibitions of the electrical and electronics industry and others displaying educational equipment, packaging machinery and antiques.

Besides helping make sales for Britain at trade fairs, the British Trade Commission in Hong Kong sends potential

Hong Kong buyers of British products to the United Kingdom at Britain's expense. About 12 are selected every year.

At the domestic consumer level the Commission working this year with four major Hong Kong department store groups in arranging in-store "Buy British" promotions in 12 local retail outlets. The Commission helps the department store groups source their goods in Britain and contributes about one-third of the cost of publicising the in-store promotion campaigns.

Through the BOTB British exporters planning joint ventures in Hong Kong can get financial help in doing market research in Hong Kong using professional consultants. Up to 50% of the cost can be borne by BOTB. The scheme is used in a limited way in Hong Kong with the Commission's cooperation.

Status

The Commission is directly involved in preparing status reports on local companies with which British exporters may want to do business. The Commission provides a complete picture of the local company concerned and goes into everything except its credit worthiness which, of course, the British businessman can obtain from a bank.

The Information Unit is an important part of the Commission. It receives daily from Britain publishable material on the British economy, on what individual companies are developing and on the new products they are producing. The material is translated into the Chinese language and is sent to the media.

From the material a selection is also made for the Commission's own publication, called "Britain Trades," which goes to the desks of top executives in 2,300 Hong Kong companies. In addition, the Information Unit arranges press conferences for visiting British trade missions to get them maximum exposure to the local market.

The Commission has a China Trade Unit. It is staffed by diplomatic per-

sonnel accredited to Peking but who are based for convenience in Hong Kong because their work involves South China. They are involved in developments like South China Sea oil and servicing the increasing number of British suppliers interested in selling their products or providing services in South China's developing economy. Besides, Hong Kong is increasingly becoming the entrepot for South China's own export trade where Britain is buying more.

Senior Trade Commissioner Christian Adams and Deputy Trade Commissioner, J. Smith-Laittan keep themselves abreast of information on Hong Kong's major development projects in the infrastructure and the private sector. Reports reach major British consultants and contractors and the export guarantees department of BOTB that can arrange finance at OECD standard interest rates.

The highlight on Britain's contractual involvement in major Hong Kong development in recent years has been the Castle Peak electric power generating stations. Britain is concerned now with winning contracts for the Tuen Mun LRT, a second harbour crossing, the big Hong Kong hospital-building programme and possible extensions to the MTR.

Other projects include the Hong Kong and China Gas Company's new plant in the New Territories and the expansion of its gas piping system, and the re-development of the Bank of China and the Chartered Bank. British steel has already been used in the new headquarters of the Hong Kong and Shanghai Banking Corporation.

British export performance to Hong Kong in future depends a good deal on the ability of its manufacturers and contractors to continue to participate in the momentum that has already been generated by Hong Kong's big-spending projects in recent years. They can contribute to the maintenance of that momentum through their own innovative ideas and practical proposals for future infrastructural and other contracts. □

Business in China

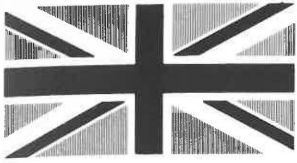
CONNECTED

Connecting you with the right people,
on the right level.

When it comes to doing business in China,
the most valuable asset you can have is our connections.
The Chartered Bank has been in China for 126 years, and is more than just
averagely well-connected. We can give you the most appropriate
introductions all over China through our Shanghai branch and
representative offices in Beijing, Guangzhou and Shenzhen.
Through this China network you'll find us an invaluable source of
business connections. In addition, our Shanghai branch
is one of only a few foreign banks allowed to advise and negotiate
letters of credit in favour of beneficiaries in China.
Call our China Desk on 5-229063. You'll find our
introductions most profitable.

Standard  Chartered
The Chartered Bank
A member of the Standard Chartered Bank Group

Your bank for 125 years.



Trade with Britain . . .

High quality standards are essential to sales

This month Hong Kong opens its Standards and Calibration Laboratory as part of its industrial infrastructure establishing a new foundation for building better quality assurance into its exports. The importance of quality has for long been understood in Britain and is now receiving renewed attention as the following article of interest to Hong Kong illustrates:

How important is quality to a manufacturer? If you asked John Egan, chairman of Britain's Jaguar Cars, no doubt he would say it was an essential element of his company's business strategy, along with improving productivity. He might add that he now has an order list long enough to prove him right.

But Jaguar's well reported rise was preceded by an equally well reported fall, as pointed out in a report published by the British Government during its national quality campaign.

It said: "There was never anything wrong with the design or engineering of Jaguar cars. They have always had grace, space, pace — and that touch of magic that fills a man with the desire to possess. So why did Jaguar fail to steal the world market from Mercedes and BMW?"

Was it price? No. Jaguars have always cost less than their rivals. 'She's a beauty and I love her', explained one American devotee, 'but I can't afford a car that lets me down.'

Tighter Controls

A survey conducted after Mr. Egan became chairman showed that more than 60% of the commonest faults diagnosed on the car involved bought-in components. So all component suppliers have now become an integral part of the Jaguar team, while much tighter control over quality has been introduced on the factory floor.

As a result, greatly improved quality

was noted by dealers as far back as 1981, and a year later, largely because of its improved reputation, Jaguar Cars raised its sales in the United States of America by 120%. Today, the company is enjoying a higher demand for its cars that its production targets can meet.

What Jaguar has done as it faces up to tough international competition is being paralleled by many other British companies, all of which are now giving renewed attention to design quality in their products.

Advice And Grants

The British Government's national quality campaign links several organisations in a national accreditation council that is intended to raise product quality standards. Help will in future be available to certain companies in the form of free consultancy or 25% of the cost of implementing improved quality control procedures. There will also be grants for new certification schemes and existing ones, as well as funding for demonstration projects, for research and development, and for an improvement in the British Standards Institution's (BSI) measurement and test specification procedures.

Many products are tested by the BSI to ensure they meet its own voluntary standards, including its Kitemark and Safetymark certificates. Altogether, BSI standards cover a vast range of products and, in the consumer field,

include such items as children's clothes, bedding, furniture, household goods, toys and playground equipment.

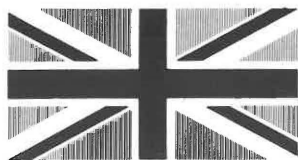
They examine such aspects as methods of construction, use of non-toxic finishes, resistance to flammability and general performance. There are also separate standards for electronic goods, of increasing importance in household items such as dishwashers and cookers.

Safe At Home And Abroad

Many of the standards set by the BSI are determined with the help of other organisations, such as the Furniture Industry Research Association (FIRA), the world's largest test house devoted solely to furniture. Another important organisation is the British Electrical and Allied Manufacturers' Association, which sets safety standards for electrical equipment ranging from light switches to domestic cookers.

The BSI is responsible too for advising British industry on standards overseas. Leading manufacturers of light fittings such as Thorn EMI and Concord International often have to modify designs so that they comply with both Britain's and other countries' safety requirements.

While the BSI and various other bodies like the Institute of Quality Assurance, the British Quality Association, and testing bodies such as the Motor Industry Research Association represent the official and manufacturing end of quality control, there is also an im-



Trade with Britain . . .

U.K. offshore oil expertise extends to South China Sea

It is just ten years since British Petroleum installed its first two platforms in the giant Forties oilfield in Britain's sector of the North Sea. At the time they were the biggest ever built and marked a significant step in the United Kingdom's offshore industry development that now extends to exploration in the South China Sea.

Both were built in Britain, as were the other two erected in the same oilfield the following year. They symbolised the country's growing involvement in the oil industry, as well as new movement into hostile, deeper waters offshore.

Now, in 1984, BP is developing the field further. At first it was proposed to use a seabed production system on South East Forties, but the company has since opted for another, albeit simpler, fixed steel platform. For operational purposes, this will be unmanned and controlled from one of the exist-

ing installations.

The two options indicate advances made in the past decade. The new platform will be the first unmanned installation to actually produce oil in Britain's offshore waters. Another unmanned platform is being installed on Britoil's Beatrice field, but this will be used to inject water into a reservoir to sweep crude oil towards the main production complex.

Shop Window Still Full

Both South East Forties and Beatrice are examples of continuing technological improvements in the efficiency and economics of oil production that are also expected to be used in South China Sea production. The dramatic contributions of the 1970s, when Forties became a "shop window" for British industry, continue in the 1980s.

Among recent outstanding examples from Scottish yards are the Maureen field installation, said to be the world's

biggest steel gravity platform; the Magnus field platform, with its 34 400 tonne single piece steel jacket; and the Central Cormorant underwater manifold centre, a seabed production system with a layout and structure designed by the British company Vickers Offshore.

Another spectacular example is the pioneering tension leg platform (TLP) built by two Scottish yards for the Conoco consortium's Hutton field. The two halves — hull and deck — were "mated" recently and installation is scheduled for later in the year.

Several advantages are claimed for this concept. The TLP floats, held in position by tubular steel mooring lines or legs, has a natural buoyancy that keeps the legs under constant tension. Although the first TLP will be installed in only 150 m of water, it opens the way to the development of much greater depths.

Quality Standards Essential

portant watchdog acting on behalf of the consumer.

The Consumers Association conducts its own independent tests upon products of all kinds, publishing its findings in its own "Which?" magazines. Cookers, refrigerators, electric toasters, beds, storage units, electric heaters, shavers, prams and car safety seats are among items subjected to comparative tests.

Greater Awareness

There is little doubt that the association's influence on manufacturers has been considerable. Its members believe this is because manufacturers now

have a much greater awareness of customer requirements, and pay greater attention to safety and reliability. The association not only comments upon what is already available, but pinpoints areas in which further development is possible.

"Which?" spotlighted the growing demand for home computers, for example, which has since been met by products such as Sinclair's Spectrum and the BBC computers made by Acorn.

In any discussion about quality today, it will immediately be recognised that this is inextricably bound up with a product's design, and here another important organisation, the Design

Council, is working hard to raise standards. It has a design centre collection containing details of more than 7000 well made British goods; runs design centres in London for England, Glasgow for Scotland, and Cardiff for Wales; has its own annual award scheme; and provides various advisory and educational services.

The importance of the design centre collection lies in the fact that many products — ranging from carpets, tiles, curtains and upholstery fabrics to furniture, light fittings, domestic appliances and other household goods — will be specified by public authorities only if they are included. □

Increased Market Share

British companies therefore have a headstart in TLP technology and should play a key role in the future, including the South China Sea oilfields. New production facilities provide the most obvious examples of the tremendous progress of the past decade, but it has also been a remarkable period for the country's offshore industry generally.

In 1974, British companies won a 40% share of orders for the home waters market. By 1979, the share — according to official figures — had risen to 72%. Last year it was worth £1883 million.

Since 1979, the share has averaged 72% annually, a performance Britain's Minister of State for Energy, Alick Buchanan-Smith has described as "highly commendable."

British companies figure predominantly in a broad spectrum of North Sea activities. The Department of Energy's recent analysis of the 1983 market shows that British equipment related to all operations at terminals took 99% of the total (the figure for production platforms alone amounted to 91% of all orders placed).

Innovative Strength

Britain's share in other activities connected with oil drilling was 91% for maintenance work, 85% for diving and underwater services, 84% for miscellaneous plant and equipment, and 81% for surveying.

A Shell report highlighting British achievements was described by Kenneth Baker, Minister for Information Technology at the Department of Trade and Industry, as "a convincing demonstration of the innovative strength and capability of British industry in its impressive response to the challenging demands of the North Sea".

This report, entitled "The North Sea: A Springboard for British Industry", noted that, with the need for comprehensive project management, oil companies were now able to call on a number of British based consultancy, design and engineering management services geared to areas such as the North Sea and now available to South China Sea exploration.

Consultancy firms have scored "substantial successes," making their North Sea experience available in Brazil, Mexico, Australia and elsewhere. British design contractors had also been successful at home and overseas

— among them, Ewbank and Partners, Humphreys and Glasgow, Matthew Hall, Worley Engineering, and John Brown.

Diversification

Early in June 1984, the last of these, in a joint venture with a Canadian firm, announced a contract for the preliminary design of topside facilities and main deck frame for a gravity platform, one of the options being considered by Mobil for developing the Hibernia field off Newfoundland.

The Shell report also noted that many successes were scored by British companies diversifying from existing skills. For example, the British Steel Corporation has moved into the offshore market, as has Yorkshire Imperial, with its long experience in corrosion resistant alloys for uses such as process engineering and aerospace.

BICC has improved the PVC covering of fire resistant cables, making them less liable to give off noxious fumes in fires. All three companies and many others are also winning export orders. Shell commented that North Sea oil was as much about engineering achievements underwater as about overcoming hostile surface conditions. Among companies playing their part are Osprey Electronics, which developed systems of subsea television monitor-



The giant 312 metres (1,024 ft.) tall British Petroleum Magnus platform — three times the height of London's Big Ben — goes into production.

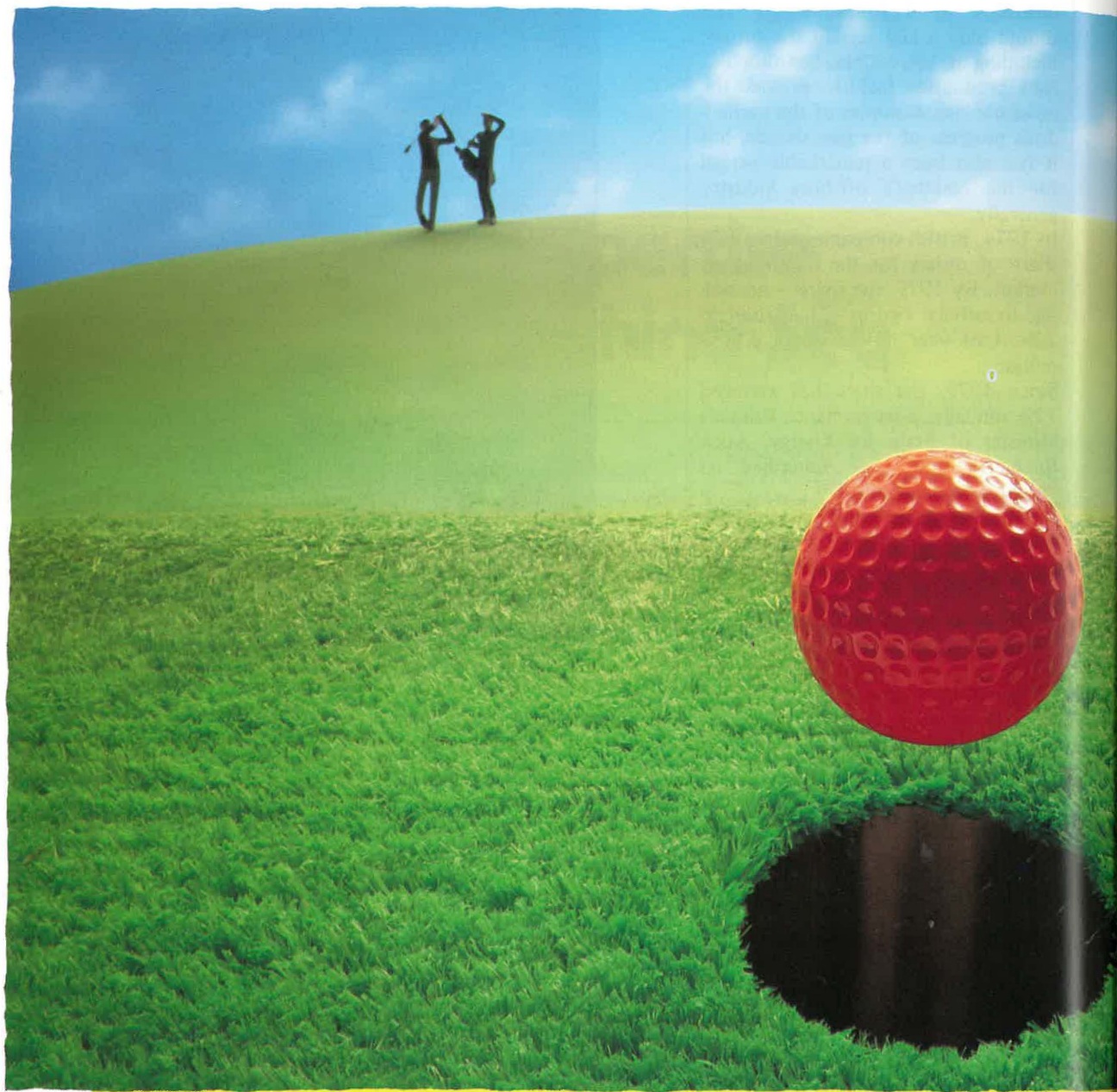
ing and inspection with a wide range of sophisticated cameras.

High Quality Pictures

Another group, UDI, progressed from using video for aiding underwater inspection and repair, to advanced side scan sonar techniques, using reflected sound to give underwater pictures. Its experiments with computer based colour coding — originally developed to improve pictures from space — resulted in subsea pictures of far higher quality than had previously been possible. In conjunction with BP, the company also developed a seabed plough, the Seabug, which has proved its worth burying flowlines and laying cables.

"Undoubtedly one of the major benefits of North Sea activity has been the stimulus given to many British companies to operate in areas of advanced and specialised technology," commented Shell.

"Previously, many of these areas were served exclusively by a few foreign contractors. Firms that have developed a specialised British capability in such fields are now able to compete for orders in international markets. In addition, their involvement in the home market should mean that the United Kingdom no longer has to import such specialist technology." In



The test of a good flight is when it's over.

On Cathay Pacific, we try to get you to your destination relaxed, at ease and ready to face whatever lies ahead.

By making your check-in as smooth as possible.

By designing sensible schedules.

By giving you the widest choice of flights around Asia.

And by providing inflight service which is consistently better than other airlines, whichever class you fly.

Because when we perform better, so will you.



*Arrive in
better shape*

CATHAY PACIFIC 
The Swire Group 

fact, it is exporting its own technology. Other British achievements not mentioned by Shell have included the prestigious American award in June for Weir Pumps, recognising its innovative design of a down-hole pumping system for raising oil or water from depths as great as 3657 m. Its advantages are already winning Weir orders in Britain and overseas, and its greatly improved reliability is expected to save operators millions of pounds a year in the North Sea and elsewhere.

Soviet Orders

Seaforth Maritime is now established among world leaders in the design and manufacture of diving systems. Its track record includes systems for more than 20 diving support vessels, and for multi-functional support units such as the semi-submersibles SEDCO/Phillips, Tharos and Stadive — the last of which is said to have the world's largest integrated saturation diving spread.

In June, 1983, Seaforth was awarded a £10 million contract for an advanced saturation system for the Soviet Union, to be followed four months later by a £350 000 order for an air diving system. In May this year, the firm won a £2.5 million contract for a diving system — including a newly

designed hyperbaric lifeboat to evacuate divers under pressure — for the North Sea sector Balmoral field's floating production vessel.

Two years of research and development work by WEBCO went into devising a system to give both corrosion protection and thermal insulation for subsea pipelines. Thermal insulation of subsea flowlines is becoming a major requirement for maintaining the temperature of oil flowing from satellite wells. Otherwise serious problems can arise.

WEBCO found the answer using its Linecote corrosion protection coating and a special closed-cell PVC foam as insulating material. The foam is heat treated to give it the correct diameter. Named Linecote IPC, it provides excellent insulation and complete protection against water ingress — and is fast winning orders.

A Blow To Barnacles

Maintenance of offshore structures is a highly expensive business, but a British invention is now expected to save hundreds of millions of pounds. Shell spent seven years researching a way to combat the plague of mussels, barnacles and weeds that can affect the loading and fatigue life of offshore

structures.

The result, announced this June, is a product called Aquatect to prevent marine growth from getting a foothold. A silicone rubber coating is combined with a special oil that seeps to the surface, making it so slippery that the growth cannot adhere or can be easily dislodged.

The product will also have worldwide uses at coastal power stations, fish farms, harbours and jetties, and will provide fluorescent signposts to guide divers around underwater structures.

Outstanding as the performance of British companies has been, there is little complacency. Big names in the business recently formed a ginger group to further enhance performance internationally.

Mr. Buchanan-Smith sees new technology as the key to further development of the North Sea and has singled out research and development contributions by the major oil companies as a condition to be considered in the latest licensing round.

He said: "I am encouraged by the advances by British companies in offshore technology. There are still many opportunities in United Kingdom waters and in applying these technologies elsewhere in the world." □

FREE

2 bottles of Watson's
Distilled Water
with every purchase.



How to have instant hot and cold water with no plumbing.

Announcing the astonishing new range of
Oasis water coolers.

Each Oasis model chills one gallon of water every hour.

The OEBIH also serves piping hot water. Instantly. There's even a model (ODBIRH) that has a 1.2 cubic foot fridge.

They occupy only one square foot of valuable floor space. And there's absolutely no plumbing required.

But perhaps the best thing about these new water coolers is that Gilman's renowned after sales service guarantees a lifetime of trouble-free performance.

For more details call 5-8930003 today.



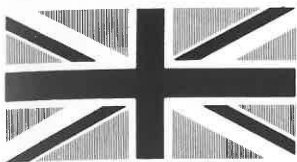
A.S. Watson & Co., Ltd.



GILMAN & CO., LTD.

A member of the Inchcape Group of Companies

Elizabeth House 1/F, 250 Gloucester Road, H-8930003



Trade with Britain. . .

Talking back to your TV set in Britain's leading information technology city

When the bells ring out the old year in 1999 and herald in the new Century, there is one city for sure that will be ready for the future — and that is Milton Keynes. Growing rapidly since the early 1970s this 88 km² of Buckinghamshire county, 80 km northwest of London, is now fully prepared to meet the challenge of the year 2000.

Just two letters hold the secret of the city's readiness — IT. Information technology is what the letters stand for, and Milton Keynes — with some justification — claims to be the leading city in Europe for the practical application of IT in industry, the

home and the community. By the year 2000, Milton Keynes will have grown to more than 200 000 residents — today it has about 115 000, and a large majority of them live in homes that are served by a special coaxial cable network operated by British Telecom.

Through that cable they can hear the radio, watch six different television channels and, if they choose, make use of the Pay Television services. More than 22 000 homes already have this facility and as the city grows so will the cable network, supplemented by two-way inter-active facilities. In other words, you will be able to "talk back"

to your television. Hong Kong is investigating similar development of its TV channels. Programmes on each will be in both the English and Chinese languages.

Push-Button Information Service

Already, in the city's main public library in central Milton Keynes, it is possible to push a button and receive information. Recently the "Tele-Which?" consumer information service was introduced. It is based on the Consumers' Association magazine "Which?" If you need advice about buying a car or a washing machine, it is there for the asking. If you want to lose weight there is information about slimming, too.

Well over 130 electronics, computer and high technology related companies are now firmly established in the city. Some built their own premises — Scicon Computer Services is a good example — while others are renting high standard industrial accommodation provided by the Milton Keynes Development Corporation. There are also purpose built high tech units for companies seeking a specialised environment; Augat UK moved into one such unit earlier this year — a gleaming example of space age industrial architecture set down beside an ancient wood where the wild flowers grow.

Preparing The Young

Teaching young people the IT skills of the future is vital, and needless to say the city is playing its part. Burroughs, the American owned multi-national, is



A room in the information technology show-house opened to the public at Milton Keynes to demonstrate how the clever use of microelectronics and inter-active television can introduce a completely new and more efficient way of living.



Britain remains one of the world's leaders in applying pure science to the development of new industrial technology and the production of imaginative new products with practical consumer applications. Some of Britain's latest of use in Hong Kong are illustrated in this feature:

Seeing Stress At It Happens (Right):

Accurate measurement of dynamic stresses in components and structures is rapidly achieved using this innovative computer-controlled thermal emission analyser called SPATE 8000. The equipment's "camera" or scan head unit (centre) is seen monitoring the minute temperature changes in an aluminium axle box being subjected to tensile and compressive stresses simulating the movements of a railway bogie.



Modern Mobility For Elderly And Disabled (Below):

Described as a new concept in personal transport, these 'Trekka' electric micro cars provide safe, reliable and comfortable mobility for the disabled and for elderly people who can not walk long distances. The driving seat slides to the front making access as easy as sitting on a chair, and steering, acceleration and braking are all controlled with one hand.



World's Largest Airship (Right):

The world's largest airship, Britain's new Skyship 600, moored after her successful maiden flight at Cardington, near Bedford, southern England. Designed and built by Airship Industries Limited, the helium-filled Skyship 600 is the first of a new class of non-rigid airship designed to meet growing world demand. Aerial advertising, promotion and pleasure flight operations will represent the dominant source of revenue from the Skyship 600 for the next two years, although the craft can be used in a wide variety of roles, including coastal patrol, fishery protection, anti-submarine warfare and disaster relief. Trials with the French Navy, the UK Ministry of Defence, the US Coast Guard and US Air Force are continuing.





◀ Magnetic Levitation Transport (Left):

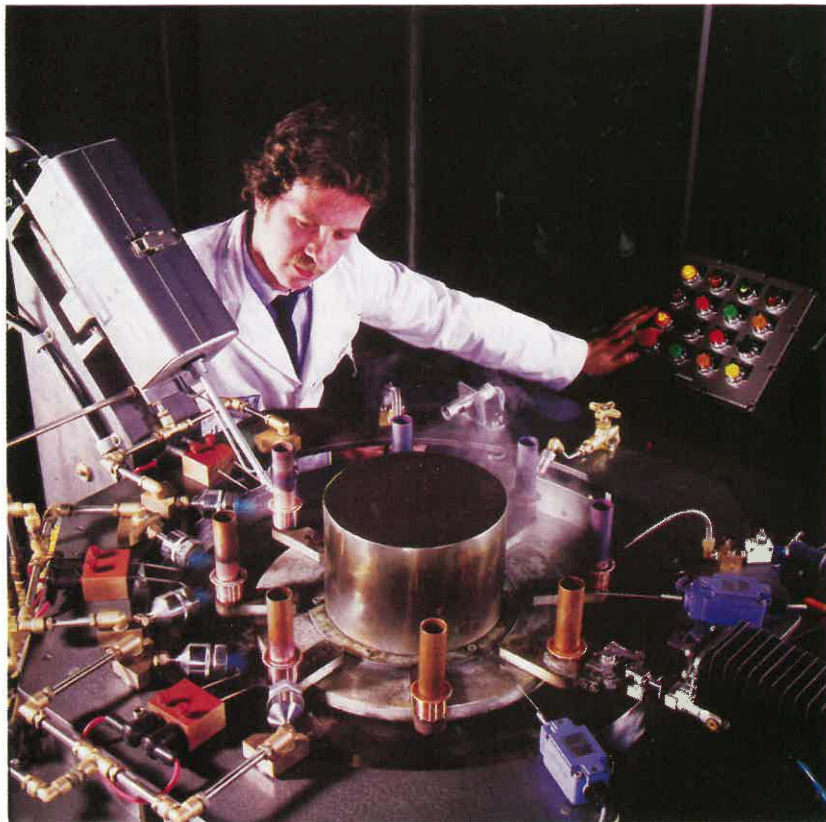
Able to change tracks while in service, or be diverted to parking and maintenance areas at the flick of a switch, Maglev becomes an even more appealing alternative as a silent, pollution-free urban transport system. It can be installed in tunnels, at surface level, or on overhead track. The world's first Maglev passenger service, linking Britain's National Exhibition Centre with the new terminal at Birmingham airport, is due to be inaugurated by Queen Elizabeth II this year. The new track switching system, like the vehicle, was developed by British Rail Research and Development, the technical consultant to The People Mover Group, the consortium of British industrial organisations behind Birmingham's automatic operation Maglev passenger shuttle.

High Speed Hard Soldering (Below):

This microprocessor controlled, fully automated wire-feeding brazing machine – capable of hard soldering one component every 15 seconds – combines a specially adapted standard industrial robot with a rotary indexing system to achieve the high throughputs suitable for modern production lines. Silver brazing is used in many industries as a reliable and safe method of joining metal components and there has long existed the need to automate the process to cut costs in high volume manufacturing operations.

Yacht's Hidden Knots (Below):

This new cruising yacht belies its top speed of nearly 20 knots, for the craft has many hidden talents. A new concept in marine construction, the Multi Role Cruising Boat (MRCB 37) has a variable geometry hull and a retractable keel and propulsion unit which in minutes, turn it from a sedate cruising yacht into a fast and efficient powered boat.



15 SECONDS AGO, THIS SUIT WAS IN NEW YORK.



Introducing Hitachi's fastest, smallest facsimile ever. The unique, high-speed Hifax 800.

Now you can get your ideas to — or from — any place in the world in record time. With greater clarity than ever. And more economically than ever — in just 15 seconds.

Designs. Documents. Photographs. Plans. All travel with high fidelity on Hitachi's new space-saving, time-saving HF 800.

No other facsimile can select just the right resolution auto-

matically (which saves valuable time). Or communicate with all G3 and G2 facsimiles (which means easy networking). And the HF 800's automatic reduction feature eliminates worry about paper size, too.

For more information or a demonstration, just call Systems, the sole distributor. And remember, you can count on us for prompt, efficient main-

tenance and service.

No matter what business you're in, we're sure the unique new HF 800 is small and fast enough to suit your needs.

Call: 5-2831629



**CABLE AND WIRELESS
SYSTEMS**

We've got your system.

a great believer in Milton Keynes and it has given its name and financial support to the information technology training centre — ITeC for short — at Stacey Bushes in the north of the city. The ITeC is one of a number of such centres in the United Kingdom that are funded by the government.

Burroughs ITeC has 30 students between the ages of 16 and 19. Mainly school leavers, they receive just £25 a week but they are so keen that centre manager Peter Loud has to arrive early each morning to let them in. After their 12 month training period they will be able to tackle a wide range of IT-related jobs in local industry.

Burroughs has built its own multi-million pound residential personnel training centre in the city. In a delightful setting overlooking Willen Lake — there is an abundance of wild life — it is less than two minutes' drive from the M1 motorway junction that leads both to London and to the major cities of the north.

Naturally there has to be a meeting point that brings together the many and varied aspects of commercial information technology that the city can offer, and this is the Information Technology Exchange. The first of its kind in Britain and already a national showplace, it has three main sections — a microsystems centre, an office services bureau and a permanent exhibition area. All three services are situated in a smart red-brick block in central Milton Keynes, in the rapidly growing commercial quarter and close to the huge covered shopping area. One of the largest shopping areas of its kind in Europe, it has more than 140 shops, ranging from department stores to boutiques. Literally just down the road is Milton Keynes' splendid glass walled inter-city British Rail station and newly opened bus terminus.

For The Business Community

The microsystems centre is one of a chain of such facilities set up in key areas of the United Kingdom. It offers impartial advice and information to existing and potential users of micro-computers. With its range of up-to-the-minute equipment it provides free information on microsystems and software, and visitors can experiment with the systems before making a choice. They can take training courses there too.

The office services bureau offers a comprehensive range of facilities to the business community — everything from mainframe to mini. There are also time sharing, word processing, and micro hire facilities and, of course, plenty of advice about systems and programs. Suppliers looking for a shop window for their products will find what they need in the permanent exhibition area. Where better, when so many people from all walks of life and areas of industry visit their city?

Looking ahead, Milton Keynes is developing another exciting new venture — the Central Business Exchange. This is a major mixed-use complex, containing offices — 37 000 m² (400 000 ft²) of prime space, shops, services and a hotel. The development is currently under construction and is taking into account all of the latest telecommunications opportunities.

Shopping From The Home

In Milton Keynes, information technology will never be confined to industry and commerce — it will be in the home as well. During 1982 — Britain's IT Year — a house at Great Linford was opened to the public to demonstrate how IT can be used to run a home more efficiently. Clever use of micro-electronics provided security against intruders and fire, monitored energy consumption and controlled light and electrical appliances — even shut the curtains. Using inter-active television the IT House showed how you could shop from home, make bank transactions and even cast your vote without leaving the front door.

Reading the gas, electricity and water meters the way it is done at present will become a thing of the past and the IT House was the first to demonstrate the concept of remote meter reading, using the electricity mains as a two way information carrier. Apart from telling householders how much they will have to pay for what they have consumed, it will give better control of energy — and also detect gas leaks.

Another feature in the IT House was the superbly equipped home office. This demonstrated how, increasingly, people will be able to work from their homes, thanks to the microchip. One section of the community — the handicapped — is already taking advantage of the computer to earn a living. At

the Neath Hill professional workshop a small group of talented people of graduate level is using information technology to run a company, competing on equal terms with able-bodied business folk. Some of the company's partners are so handicapped that they cannot use a pen, but they can operate their micros with their toes. Sponsored by the Spastics Society, the specially fitted workshop has ground floor apartments nearby in which the partners live.

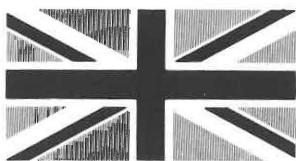
Pyramid Of Entertainment

Milton Keynes has been chosen for yet another "first" — this time in the world of leisure. When the city's glittering new £10 million entertainment centre opens in the autumn of 1986 it will be goodbye to cinema queues, for there will be no fewer than ten separate screens to choose from. Standing on the city's highest point, the centre will be housed in a huge glass pyramid nearly 25 m high. In addition to the multi-screen cinema, showing the latest releases, there will be a 2000 seat bingo and social club, a discotheque, wine bars and a licensed restaurant.

The centre will be open all through the day as well, with fast food catering and a specially supervised fun area where children can play safely while their parents visit the nearby shopping centre. There will be an eye-catching "newscaster" notice board outside that will make use of multi-colour computer graphics. It is estimated that between 4000 and 6000 people will pass through the building every day.

The project is a joint venture by Bass Leisure and American Multi Cinema, and modern technology was used in planning the building. A computer aided design system with three dimensional programming ability was employed by the firm of architects responsible.

Milton Keynes is obviously a city where experiments are actively encouraged. The development corporation welcomes interesting ideas, and so the kind of people who go to the city are those with open minds, prepared to try their hand at something new. The business community — many companies have overseas roots — and the people themselves are living through a time of change because the city is growing up around them. □



Trade with Britain . . .

Chinese restaurants are all over

by Kenneth Lo, owner of Memories of China restaurant in London

Chinese restaurants are now so ubiquitous in Britain that it is hard to believe that, only a few decades ago, there were only a handful in the whole of London, one or two in Liverpool, and none at all even in such large towns and cities as Manchester, Birmingham, Brighton, Edinburgh and Glasgow.

It all began during the Second World War with the arrival of millions of American and Commonwealth troops, many of whom were used to Chinese food in their homelands; Chinese cuisine was more able to provide appealing, savoury dishes than the 'native' fare, especially from the limited amount of restricted and rationed meat which was then available. Chinese food has never looked back.

The few establishments in London expanded into scores, and from the capital, Chinese cuisine went out into the provinces. During the 1950s, Chinese restaurants expanded from scores into hundreds, and during the '60s from hundreds into thousands. Today Chinese food can be obtained almost anywhere in Britain, especially the 'take away' variety, where small family establishments cook Chinese food for people to take home to consume. The standard has easily caught up with that of the main North American centres such as New York, San Francisco, Toronto and Vancouver, where it took root and developed many years earlier.

In Britain, the earliest Chinese fare to become popular was the Cantonese variety (the immigrants being mainly from Canton as well as from the New Territories of Hong Kong). With the arrival of more immigrants from

China after the Communist Revolution in the early 1950's, Peking cooking began to appear on the scene and became especially popular in the suburbs; it aimed to cater mostly to the Western people, whereas Cantonese food seems more geared to cater to the Chinese taste. Then Szechuan and Hunnan food became the fashion in London during the second half of the 1970s.

In the main, it is true to say that for the best Cantonese food, one should go to Chinatown, or where the Chinese congregate, in some half a dozen streets in Soho — such as Gerard Street, Lisle Street, Wardour Street, Greek Street and the Shaftesbury Avenue area. For Peking food, head for the suburbs. Because it has only recently become popular, Szechuan/Hunnan food is served in only a few Chinese restaurants, but many Peking restaurants have now introduced a few Szechuan and Hunnan dishes on to their menu. Some experienced observers even believe that a Chinese restaurant should feature a cuisine which is representative of all China rather than be restricted to the cuisine of just one region.

I, for one, have been a pioneer in bringing the distinctive flavours of all the four main culinary regions of China into one restaurant: at Memories of China, the two principal chefs and I even make an annual pilgrimage to China on a 'gastronomic tour' to test the authenticity of flavours and to discover new dishes.

After all, the dishes from the various culinary regions of China do often complement one another on the dining table, especially where six to a dozen dishes are served: the large

meaty dishes of the North (Peking, Shantung) together with the ample coarser 'pasta' dishes (large noodles and large dumplings) appear to go very well with the seafood, fish and other highly savoury dishes of Canton. And the numerous, spiced dishes of Szechuan and Upper Yangtze, where pickled, wind-dried, smoked ingredients are often used in conjunction with peppered and chilli-hot flavours, are natural compliments to the more natural-flavoured, dishes and fresh-water products of Shanghai and the Lower Yangtze. (Alas, since the flavours of the Lower Yangtze are less marked and pronounced than that of other regions, few restaurants have featured their dishes.)

Newcomers to Chinese cuisine should bear in mind that Chinese regional food and cooking are closely related to the geographical and climatic background of the area. Because Peking and North China enjoy a drier climate than the Yangtze and the South, more wheat and maize are grown and consumed there, often in the form of wheat-flour products such as noodles, steamed buns, dumplings and pancakes and griddle-cakes. Also, because North China and Peking border on Inner Mongolia, which is a meat-rearing area, lamb and mutton are some of the most popular meats, while in the south and along the Yangtze they are almost never eaten (don't go to a Cantonese restaurant and ask for lamb!).

Rice is the staple diet of the Yangtze region and also the semi-tropical areas further south. Here, even noodles are often made from rice-flour. There is a far greater variety of vegetables, as well as freshwater pro-

Britain

ducts such as fish, crabs, shrimps, frogs. Since the climate is not only hot in the summer, but also humid, it is essential to preserve all forms of food. Hence the salting, drying, smoking, pickling and spicing of foods, and the consequent intensifying of flavours. When foods are cooked and served hot in the spicy sense, they tend to induce a sweat when eaten, which we Chinese feel is essential to health when living in a damp, humid, climate. Even further south, towards the South East coast and Canton, seafood flavours become more apparent and there is a greater insistence on the freshness of all foods. There cannot be too much hanging of meats in the semi-tropics! Besides, because of the relative prosperity and productivity of the area, the population has more time and means to indulge in the refinement of food and cooking. Hence Cantonese cooking is probably the most indulgent cooking in China.

Chelsea Rendezvous, London SW3

Sipping my aperitif, I looked out at the passers-by from the bar before I made my way down two floors to the subterranean restaurant. Far from the dark and dingy cellar I expected, I found myself in a light and spacious room with fresh flowers on each table, and light walls adorned with original examples of modern art. They offer chopsticks, but really it's quite permissible to use fingers when tucking into giant butterfly prawns enhanced by a squeeze of lemon. Of course, part of the pleasure is to make up your own menu, so to speak, as you go along — and it takes skill not to over-order. For me, a

portion each of delicious crispy beef and chilli, sweet and sour pork, chicken with almonds and Peking-style prawns (quite different from the 'butterfly' variety) with a portion of special fried rice was more than enough, but I also found the apple and banana 'toffee apples' too tempting to miss.

Chelsea Rendezvous, 4 Sydney Street, London SW3. Telephone 01-352 9519 and 01-352 3433.

We told the taxi driver the street, and said the Kowloon was a Chinese restaurant. 'Could hardly be anything else,' he said — and indeed Gerrard Street is 'Chinatown', as most of the Soho area, just off Leicester Square, could conceivably be called. There are set menus for two persons at £9.50 to six persons at £27.60. We tried crab meat and sweet corn soup, pork — both sweet and sour and with beansprouts — chicken with cashew nuts and duck. All this was with egg fried rice, some jasmine tea and a 'wan fu' white wine, specially bottled for drinking with Chinese food. **Kowloon Restaurant**, 21-22 Gerrard Street, London W1. Telephone 01-437 0148.

Lords Rendezvous, London NW8

This imposing white building has a commanding air over its corner site: it was once the Finchley Road railway station, and diners now can still hear the rumble of the tube trains beneath. Inside is a beautiful restaurant — and airy pagoda with fine panelled walls, unexpected arches, original works of art, comfortable wicker furniture, and cheerful service. Unlike its sister restaurant, the Chelsea Rendezvous, also owned by Mr. Wing

Sum Chu, it is not on the usual tourist track, even though it is within striking distance of the famous Lord's cricket ground. The food, from the zesty spare ribs, to the steamed, fluffy rice, was also beautifully done. All in all, a lovely atmosphere.

Lord Rendezvous, 24 Finchley Road, London NW8. Telephone 01-722 4750 and 586 4280.

Choy's, London SW3

It is refreshing to find, in trendy, bustling King's Road, Chelsea, the unpretentious, friendly, small premises of Choy's, a family establishment well in tune with the local way of life. When the restaurant celebrated its 25th anniversary earlier this year, Mrs. Lai Wong invited friends, neighbours and regular customers to an 'open house' party to sample tasty spring rolls (called egg rolls in the United States), barbecued spare ribs, Cantonese duck and a feast of other specialities prepared by the new chef, Tin Yau, from Hong Kong, who obviously revels in the presentation of dishes as much as he does in concocting the flavours. For the occasion, Mrs. Wong also re-decorated the cosy ground floor rooms with an Oriental dash, using stylish tones of red, green and beige, and also commissioning a hand-painted frieze and a Peking street scene mural. A peaceful haven in this eccentric area, but still fun for people-watching.

Choy's Chinese Restaurant, 172 King's Road, Chelsea, London SW3. Telephone 01-352 0985 or 01-352 0505.

SIEMENS

Putting power to work



High- and medium-voltage switchgear, control equipment, motors and pumps... Siemens, one of the world's leading electrical and electronic engineering enterprises, plays an important role in the distribution, control and utilization of electric power which turns the wheels of Hong Kong's industry and commerce and ensures the wellbeing of its citizens. The Siemens offer includes planning, manufacture, delivery, installation, commissioning, maintenance and service, provision of spares and training of customer's personnel.

In Hong Kong, the engineers and sales consultants of the Siemens Division of Jebson & Co. Ltd. can be relied on to supply solutions best suited to local conditions. For further information and advice, please contact:

Jebson & Co. Ltd.
Siemens Division
26/F, United Centre
95 Queensway, Hong Kong
Tel. No. 5-8233777



Jebson has the know-how – and power engineering equipment from Siemens

Maxim, London W13

'Beautiful heart' is the Chinese name of this justly popular restaurant, run by Tony Chow and his mother, who invents quite a few of the specialities on offer. The warmly-lit exterior gives a hint of the chummy atmosphere inside — it was brimful on a Wednesday night with happy, talkative diners. Strains of 'happy birthday to you' rang out. And despite its suburban location, it draws people from a much wider catchment. My favourites on the extensive menu include such exotic choices as chicken and abalone, deep-fried frogs' legs, and succulent Szechuan prawns. Also delicious was the crispy duck with pancakes and a delicious surprise — asparagus and crabmeat.

Maxim Chinese Restaurant, 155 Northfields Avenue, London W13. Telephone 01-567 1719.

Kenneth Lo's Memories of China, London SW1

It is Mrs Lo who runs this famous and classy restaurant, which is nonetheless stamped with the personality and joie de vivre of her husband, a 'grand old man' of the Chinese community, who, since his retirement as a fine art publisher, writes countless books on food — when he's not playing tennis: at 69, he holds the British Veteran Championship. Tang Dynasty horses are etched on the windows, and lines of poetry are emblazoned in Chinese characters on the cream walls: the first line was translated for me as 'Life — when you are in the mood, you must exhaust all possibilities'. Unabashedly indulgent and expensive food is served, but of superb quality and interesting flavours. Also unusual is that specialities from all the regions are offered, and thus British businessmen find it a good venue for entertaining Chinese bureaucrats, who come from all over China. 'Like all businessmen abroad, the Chinese miss their own mums' cooking,' says Kenneth Lo, who has also found that the restaurant is popular for celebrations and anniversaries when people don't mind spending a bit more. Memorable dishes for me included: barbecued lamb wrapped in lettuce, sea-bass with ginger and spring onions, and 'hot and sour' soup. Price: around £40.

Kenneth Lo's Memories of China, 67 Ebury Street, London SW1. Telephone 01-730 7734.

Tucked away in one of those unregarded but basically attractive side streets quite close to Madame Tussauds, and handy for any of the small and inexpensive hotels clustered around Paddington Station, lies the **Green Leaves** restaurant, run by a young couple only recently arrived from Taiwan. Dainty Peking-inspired food is served on exceptionally elegant dishes, table settings are cool and green — and service is attentive. Green Leaves, York Street, London W1. Telephone 01-262 8164.

The cavernous, red and gold interior and happy clatter at **Man Fu King** recreates Hong Kong. The restaurant is popular with young Chinese couples and families, who choose from a wide variety of the quick, ready-made snacks of Chinese cuisine, called Dim Sum. I like going there best for lunch because it's cheap and cheerful. The bill was only £9. Man Fu King, 29 Leicester Square, London WC2. Telephone 01-839 2939.

North China, London W3

If you like spicy sauces, you'll be in your element here. From the hot and aromatic hors d'oeuvres to the shredded beef with chilli sauce and the diced chicken with cashew nuts in yellow bean sauce. I washed it all down with 'wan fu' wine, which goes down very well with the specialities and doesn't break the bank. I confess that I couldn't resist that classic Chinese dessert: toffee apples and bananas with a fine coating of crispy toffee just the right texture ... not too crunchy. Young Mr Lou, who took over the running of this restaurant from his father, has ambitious plans for re-decorating the restaurant so that the unprepossessing exterior lives up to the bright, cheerful interior and the homespun menu selections.

North China Restaurant, 305 Uxbridge Road, Acton, London W3. Telephone 01-992 9183 and 993 2713.

Sited just along the road from London's major concentration of museums is the **Paper Tiger**. Located

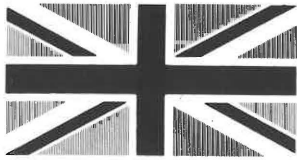
in luxurious air-conditioned basement premises, this claims to have been London's first Szechuan restaurant and specialises in the hot spicy cuisine of south-west China. Also featured are a number of popular Peking dishes. Undoubted highlights are the Szechuan and Peking feasts, each served for a minimum of two people, at a cost of £9 per person. A meal, excluding drinks and service, will cost about £18. The Paper Tiger, 10/12 Exhibition Road, South Kensington, London SW7. Telephone: 01-584 3737.

This small restaurant was full of Chinese diners, obviously regulars, judging by the jocular exchanges between them and the waiters. We sampled excellent Jumbo prawns, and chicken with lemon accompanied by fried rice. Service was efficient and the bill was £22, including wine. **Jade Garden**, 15 Wardour Street, London W1. Telephone 01-734 0292.

Pangs, London W9

At this quite glamorous restaurant, a blue-green waterfall is a decorative feature of the air-conditioned modern premises, adding a touch of exotic luxury; it is just as well to ask for the menu while sipping an aperitif at the bar as there is a plentiful selection for your consideration. Pangs are proud of their seafood, brought in fresh daily, although you should order eel the day before to avoid disappointment. The proprietor, Mr Tsu, said that he had been lucky in keeping on the same chef since the restaurant opened and that his customers keep coming back to sample the really first-rate Cantonese cooking. Our lunch for two claimed to be 'light', and we started with deep-fried prawns on toast (although my eye caught the 'jellyfish with pickled cucumber' for my next visit). Then we had prime Chinese cabbage with mushrooms, fried stuffed bean curd, egg fried rice and (my favourite) Tepan Chicken. Other noteworthy dishes are the 'Wan Ton Soup', braised crab or oysters with ginger and spring onion, or squid with salted black bean and chilli sauce and lovely Peking Duck.

Pangs, 215 Sutherland Avenue, London W9. Telephone 01-289 2562.



Trade with Britain. . .

A message from England's industrial Heartland and 'Workshop of the World'

When representatives from the West Midlands Industrial Development Association (WMIDA) visit Hong Kong this month, they will carry a message from the Industrial Heartland of England: 'The extensive communications, manpower, industrial and natural resources of the West Midlands provide all the vital ingredients for businessmen looking for investment opportunities overseas'. WMIDA is Britain's first industry-led industrial development group, also strongly supported by Central and Local Government, and is charged with the task of focussing attention on the considerable resources and potential of the West Midlands. WMIDA highlights the region's enterprise, initiative, creativity, and technical know how — which made it the 'Workshop of the World' — and that it is perfectly situated at the very centre of Britain's communications network. The West Midlands is the most efficient base in the UK for final assembly and distribution.

These key ingredients for growth come in addition to the more general advantages provided by a UK base. With a spring-board into the European Economic Community, overseas investors have a tariff-free, quota free and ready access to the 'United States of Europe' — the greatest consumer market in the world. Britain also has natural energy resources, which help to keep manufacturing costs competitive. Contrary to some opinion, direct inward investment companies have found no diffi-

culty in working with Trades Unions. An open-ended policy allows companies to choose a non-union approach or one union for ease of negotiation.

The Heartland

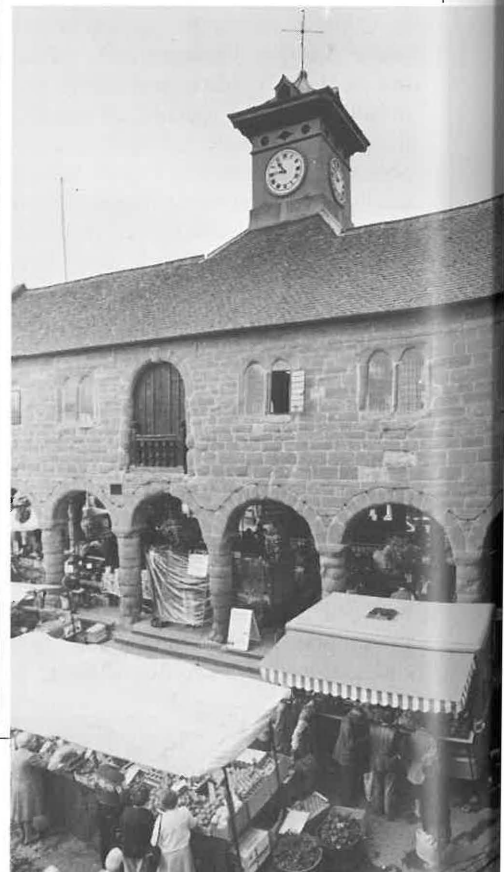
The West Midlands region encompasses an area of nearly 4,000 square miles, comprising the counties of Hereford and Worcester, Shropshire, Staffordshire, Warwickshire and the County of the West Midlands, with a total population of over five million. Within the area is the country's principal industrial city, Birmingham; the two new towns of Telford and Redditch; two Enterprise Zones of Telford and Dudley are made particularly attractive to overseas investors by Government aid. Across the region are a wide range of Universities and Polytechnics and their associated Science Parks, which are fertile seedbeds for both Midlands' and international innovation.

In addition to this high-technology profile are the traditional towns of Stoke-on-Trent, centre of the Potteries; Worcester, famed for its fine porcelain; Stourbridge, renowned throughout the world for its lead crystal glass; Stratford-upon-Avon, the birthplace of playwright and poet, William Shakespeare. The Black Country boroughs of Dudley, Sandwell, Walsall and Wolver-

hampton remain strong in engineering and manufacturing skills.

As Chief Executive of WMIDA, Mr. Ronald Sampson, pointed out, the West Midlands has been the 'cradle for manufacturing industry' since the 19th century. Designing, making, selling and distributing is the heritage of the West Midlands. With recession biting through the late 1970's and 1980's, plus the introduction of new technology, there is now a wide pool of people available, holding across-the-board skills and experience; a ready labour market.

A little hustle and bustle comes to Ross-on-Wye on Market Day.





University of Aston in Birmingham: research at the Cancer Chemotherapy Laboratory

"Our schools, technical colleges, polytechnics and universities are producing a new generation of people who understand the high technology industries. We have also developed our own research centres in the West Midlands to service our new industries," said Mr. Sampson.

"We are seeking to encourage Product Transfer to the West Midlands by getting established companies to use existing skills, equipment and marketing expertise to take someone else's product and manufacture it here with exclusive rights."

The Hub

If we look at the map of the United Kingdom, Birmingham sits at the heart of Britain. It is no accident that the city evolved as the country's industrial and commercial centre. Birmingham stood upon natural resources of clay, coal and iron, and so became a natural manufacturing centre. A diverse range of skills, flourished within the workforce, and being the perfect geographical location for servicing the rest of Britain, Birmingham developed the widest range of specialist services in Europe.

So the Region has natural resources, a diversely skilled labour-force, wide-ranging services and, importantly, easy access to the UK and European consumer markets.

When it comes to export markets, Birmingham International is the Region's airport, which has just been completely re-developed to the highest international standards, with a wide range of international services. Manchester and London airports are easily reached, whilst the ports of Southampton, Dover, Cardiff and Liverpool can be reached within 4, 3, 2 and 1½ hours

respectively; this is fast by all international standards. So the West Midlands not only services the home market speedily, but reaching the vast consumer markets of Europe presents no problem either.

Birmingham International at Solihull has also been earmarked as the only inland Freeport area in Britain, offering exceptional Customs and Duty advantages as another bonus for overseas investors.

In terms of providing the right environment for Hong Kong investors who may wish to bring some of their own personnel to a new British venture, Birmingham already has a very strong Chinese community.

New Town Development

Most people have some perception of the new face of the established cities and towns in Britain's industrial centre. In marked contrast the West Midlands region contains the two New Towns of Telford and Redditch. In taking Telford specifically as an example of what a New Town has to offer overseas companies, we can say that it is a microcosm of the West Midlands. Telford, a bustling new town formed by the amalgamation of a number of small country towns and villages, has efficient road communications which link it with Britain's whole motorway system; availability of land 'at the right price' for industrial development; planned



Part of the world-acclaimed traffic-free shopping centre in Coventry. The precinct represented a revolutionary departure in town planning when it was designed after the Second World War.



and well laid-out industrial estates with room for businesses to expand; a good supply of skilled labour with a high work ethic; availability of raw materials and components produced throughout the region; services; housing for employees; complete package of re-location assistance from the Telford Development Corporation. For example, dealing with planning approvals, building regulations, water, gas, electrical and telephone services. The Corporation also assists in general recruitment and recruitment for specialist skills in particular.

Mr. Joseph Boyce, General Manager, TDC, explained that 50 overseas investors had already discovered the many advantages of being in Telford in

Fine Arts Brass Assemble

The Birmingham and West Midlands Festival in Hong Kong Programme Schedule

Opening Ceremony

The Birmingham and West Midlands Festival

Oct. 19, 12:30 p.m. City Hall Exhibition Gallery.
His Royal Highness The Duke of Kent to officiate; Lord Mayor of Birmingham.

Trade

West Midlands Pavilion at Hong Kong Trade Fair Industrial Week

Oct. 19-23 HK Exhibition Centre.

Daily opening hours:
12:00 noon-7:00 p.m.

West Midlands Pavilion at Hong Kong Trade Fair Consumer Week

Oct. 29-Nov. 3 HK Exhibition Centre.

Daily opening hours:
12:00 noon-7:00 p.m.

Export Trade Mission (The Birmingham Chamber of Industry and Commerce). Itinerant from the Hong Kong Hotel.

A number of events coinciding with the Birmingham and West Midlands Festival in Hong Kong are being organised by the British Trade Commission:

British Transport Serving Hong Kong Exhibition

Oct. 16-Nov. 1 New World Plaza.

Britain Today Exhibition

Oct. 20-Nov. 4 The Landmark.

Britain Today Promotions

Oct. 18-Nov. 4 Dragon Seed Department Store, Shui Hing Department Store, Sincere Department Store and Wing On Department Store.
Miss World (Sarah-Jane Hutt) to be present Oct. 22-25.

Culture

Coull String Quartet Concert+

Oct. 19/20, 7:45 p.m. HK Arts Centre Recital Hall.

Preview of Pre-Raphaelite Art Exhibition (from The Birmingham Museum and Art Gallery Collection)*

Oct. 19, 5:00 p.m. Urban Council Museum of Art.
Lord Mayor and Lady Mayoress of Birmingham to officiate; Leader of West Midlands County Council and Senior Officials.

Coull String Quartet Masterclass by Richard Markham (piano)+
Oct. 20, 2:30 p.m. HK Arts Centre Recital Hall.

Pre-Raphaelite Art Exhibition*

Oct. 20-Dec. 2 Urban Council Museum of Art.

Opening hours:

Mondays, Tuesdays, Wednesdays, Fridays and Saturdays
10:00 a.m.-6:00 p.m.

Sundays and public holidays 1:00-6:00 p.m.

Closed on Thursdays.

Coull String Quartet Masterclass+

Oct. 21, 2:30 p.m. HK Arts Centre Recital Hall.

Birmingham Film Workshop at A season of Contemporary Films+

Oct. 25-30 HK Arts Centre Recital Hall.

Preview of Ikon Art Gallery Exhibition "21 for 21"+

Oct. 24, 5:30 p.m. HK Arts Centre Pao Sui Loong Galleries.

Ikon Art Gallery Exhibition+

Oct. 25-Nov. 6 HK Arts Centre Pao Sui Loong Galleries.

Daily opening hours:

10:00 a.m.-8:00 p.m.

Phase One Steel Orchestra

Oct. 29, 12:30-2:00 p.m.

Oct. 30, 1:00-2:30 p.m.

Oct. 31, 1:00-2:30 p.m.

Oct. 31, 8:00-9:30 p.m.

Nov. 1, 1:00-1:30 p.m.

Nov. 2, 12:30-2:00 p.m.

Nov. 2, 8:00-9:00 p.m.

Nov. 3, 2:00-3:30 p.m.

Cannon Hill Puppet Theatre++

Nov. 4, 8:00-9:30 p.m.

Nov. 6, 3:00-4:30 p.m.

Nov. 8, 8:00-9:30 p.m.

Nov. 9, 7:00-8:30 p.m.

Nov. 10, 3:00-4:30 p.m.

Nov. 10, 8:00-9:30 p.m.

Midlands Dance Company++

Nov. 5/6, 8:00 p.m.

Nov. 7, 8:00 p.m.

Ocean Terminal Main Concourse++;

The Landmark;

Silvercord;

Mei Lam Estate, Shatin++;

The Landmark;

Silvercord;

Cityplaza Ice-Skating Rink++;

New World Plaza.++

Ko Shan Theatre;

North District Town Hall, Sheung Shui;

Tsuen Wan Town Hall;

Lut Sau Hall, Yuen Long;

Cityplaza 3/F Terrace;

Lecture and Demonstration City Hall Recital Hall.

City Hall Theatre;

Tsuen Wan Town Hall.

the West Midlands. One such company is Maxell, a division of the Hitachi Group of Japan. Maxell produce high quality video recorder tapes, and currently employ 80 people in Telford, building up to 200 this year. Telford is the company's only manufacturing base in Europe and was selected after Maxell had studied possible sites for their European headquarters in Wales and Germany.

Administration Manager, Mr. Yamamoto, explained that Telford brought together 'the right place and the right people' for Maxell investment. He pointed to the high quality of the work-force and the pride in work and enthusiasm of Maxell recruits.

Mr. Yamamoto praised the 'dynamic activities' of the TDC in bringing together the people of Telford and the nine permanent Japanese staff of



Midlands Dance Company

Melachrino Strings and Orchestra++

Nov. 7/8, 8:00 p.m. Queen Elizabeth Stadium;
Nov. 10, 8:00 p.m. Tsuen Wan Town Hall,
Nov. 11, 8:00 p.m. City Hall Concert Hall.

Fine Arts Brass Ensemble++

Nov. 9, 8:00 p.m. City Hall Theatre.

- + Jointly presented by the West Midlands County Council and Hong Kong Arts Centre.
- * Jointly presented by the Birmingham City Council and the Hong Kong Urban Council.
- ++ Jointly presented by the West Midlands County Council and the Hong Kong Urban Council.

Sports

West Bromwich Albion Practice Session+

Oct. 22 South China Stadium.

West Bromwich Albion vs Hong Kong Football Match+

Oct. 23, 8:00 p.m. Government Football Stadium.

*Invitation Athletic Meet (West Midlands, Guangdong, Hong Kong)**

Oct. 27/28, 1:00–5:00 p.m. Wanchai Sports Ground.

Invitation Table Tennis Tournament (West Midlands, Guangdong, Hong Kong)++

Nov. 3, 7:00–11:00 p.m. Queen Elizabeth Stadium.

Nov. 4, 2:00–11:00 p.m. Queen Elizabeth Stadium.

*Invitation Badminton Tournament (West Midlands, Guangdong, Hong Kong)***

Nov. 9, 7:00–11:00 p.m. Queen Elizabeth Stadium.

West Midlands vs Hong Kong

Nov. 10, 7:00–11:00 p.m. Queen Elizabeth Stadium.

Guangdong vs Winner West Midlands/Hong Kong

- + Jointly presented by the West Midlands County Council and the Hong Kong Football Association; sponsored by BSR.
- * Organised by the Hong Kong Amateur Athletic Association with the support of the Urban Council, the Hong Kong Government and the West Midlands County Council.
- ++ Organised by the Hong Kong Table Tennis Association with the support of the Urban Council, the Hong Kong Government and the West Midlands County Council.

** Organised by the Hong Kong Badminton Association with the support of the Urban Council, the Hong Kong Government and the West Midlands County Council.

Academics

Hong Kong Cultured City – City Culture Symposium+

Oct. 24-27 HK Arts Centre Recital Hall.

Three Sessions daily:

10:00 a.m.–12:00 noon

2:00–3:30 p.m.

4:00–5:30 p.m.

Seminar on Market Economy

Oct. 30, 6:00 p.m. HK Polytechnic.

Seminar on Continuing Education

Nov. 1, 6:00 p.m. HK Polytechnic.

Symposium on Environmental and Social Development

Session 1: Government and Economic Policy

Oct. 30, 9:00–10:55 a.m. University of Hong Kong.

Session 2: New Town Regional Planning and Development

Oct. 30, 11:05 a.m.–12:30 p.m. University of Hong Kong.

Session 3: High Rise/High Density Living

Oct. 31, 9:00–10:25 a.m. University of Hong Kong.

Session 4: Environmental Problems and Planning

Oct. 31, 10:35 a.m.–12:30 p.m. University of Hong Kong.

Biotechnology Symposium

Oct. 31, 10:35 a.m.–12:20 p.m. Chinese University of Hong Kong.

Technology Seminar

Session 1: Electronic and Electrical Engineering Session

Nov. 1, 9:15 a.m.–12:15 p.m. Chinese University of Hong Kong.

Session 2: Automation and Numerical Control

Nov. 1, 2:10–4:45 p.m. Chinese University of Hong Kong.

- + Jointly presented by the West Midlands County Council and Hong Kong Arts Centre.

It pays to train your own engineers, join the Engineering Graduate Training Scheme 推行訓練工程師 眼光遠大好投資

The Vocational Training Council (VTC) is inviting employers in the following fields to participate in the Engineering Graduate Training Scheme (EGTS):

- (a) Civil Engineering
- (b) Electrical Engineering
- (c) Electronics Engineering
- (d) Mechanical Engineering
- (e) Production/Industrial Engineering
- (f) Structural Engineering

The Committee on Training of Technologists is responsible for the administration of the EGTS. The object of the EGTS is to bring about sufficient practical training opportunities in local industries for Hong Kong engineering graduates. Employers participating in the EGTS will be required to provide the graduates with up to 18 months practical training of a standard acceptable for the Corporate Membership of the Hong Kong Institution of Engineers. The training of the graduates will be monitored by the Committee in conjunction with the HKIE. A subsidy will be granted to each graduate receiving training under the EGTS to be paid through his employer as part of his salary. The current rate of subsidy is HK\$1,600 per graduate per month.

To be eligible to participate in the EGTS, employers must be able to provide post-graduate training which conforms to the HKIE requirements for Formal Training Scheme 'A'. Details of the HKIE requirements are set out in its Membership Information Booklet which is available from the Secretary, Hong Kong Institution of Engineers, 1005, Capitol Centre, Causeway Bay.

If you are interested to participate in the EGTS, please telephone 5-8932341 (Ext. 274) for more details or just complete and mail the coupon below.

職業訓練局現邀請下列行業之僱主參與工科畢業生訓練計劃：

- (a) 土木工程
- (b) 電機工程
- (c) 電子工程
- (d) 機械工程
- (e) 生產／工業工程
- (f) 結構工程

技師訓練委員會現負責管理工科畢業生訓練計劃，此項訓練計劃之目的乃為本港工科畢業生提供足夠之本地實務訓練機會而設。參與此項計劃之僱主須為畢業生提供最多可達十八個月之實務訓練，其程度乃香港工程師學會認可為正式會員所具備者。畢業生之訓練進度將由該會及香港工程師學會一同監察。根據此項計劃，每名受訓之畢業生可經由其僱主獲發津貼，作為其薪金之一部份。現時每名畢業生之津貼額為每月一千六百元。

僱主須為畢業生提供一項符合香港工程師學會甲項正式訓練計劃要求之畢業後訓練方有資格參與此項計劃。有關該學會之要求詳見於該會之會員通訊小冊內，索閱地址為銅鑼灣京華中心一〇〇五室香港工程師學會秘書處。

倘有興趣參與此項計劃之人士，詢問詳情可致電5-8932341（內線274）或填妥下列表格，逕交本委員會。



To: The Committee on Training of Technologists
c/o The Technologist Training Unit
Technical Education and Industrial
Training Department
14/F, Harbour Centre,
Harbour Road, Wan Chai,
Hong Kong.

致：香港灣仔港灣道海港中心十四樓

工業教育及訓練署技師訓練組轉交
技師訓練委員會

We are interested to participate in the EGTS. Please send us more details.

本公司對工科畢業生訓練計劃頗感興趣，請將該計劃詳情寄予本公司為感。

Name of company: _____

公司名稱：

Nature of business: _____

業務性質：

Name of person to contact: _____

聯絡人（請用正楷）： (IN BLOCK)

Position: _____

職位：

Address: _____

地址：

Telephone: _____

電話：

GCC



← Cannon Hill Puppet Theatre "Pinocchio"

Maxell in all aspects of community life.

The company was able to benefit from Selective Financial Assistance from Central Government because Maxell's investment was deemed to be of great importance to the national economy. As a designated Enterprise Zone, Telford has been selected by Government to offer 'perfect conditions' for rapid investment. This means that Hong Kong investors would not be liable, for example, for property tax.

Mr. Boyce was anxious to establish that Telford is very keen to form joint ventures with Hong Kong investors, but companies should be sincere in their desire for partnership and not view Telford as merely an assembly base; product/technology transfer is the key, he said.

This view was reiterated by Mr. Robert Hughes, Chief Development and Promotion Officer for Birmingham City Council, when he spoke of the potential for Hong Kong investors working in conjunction with Aston Science Park.

Research and Development

Mr. Hughes explained that the Science Park was originally set up for the benefit of small British companies as an R & D base to enable them to develop new technology and new products. Overseas companies could also take advantage of the facilities provided by the Park by locating their R & D operations there. In such circumstances, those companies would derive benefits of being close to Aston University — Britain's leading engineering and tribology R & D centre — and also of being at the hub of the industrial heart-

land. For one-third of all UK manufacturing is located within a ten-mile radius of Birmingham city. "The advantages provided by interchange of ideas and technology are boundless," he said.

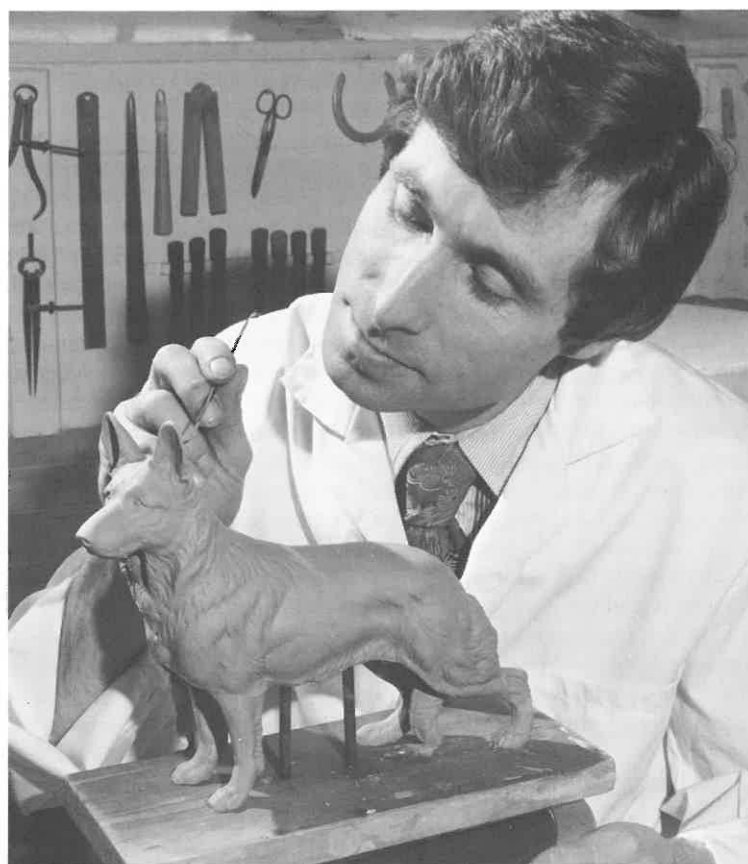
The academic strength of the West Midlands area is further demonstrated with the Universities of Birmingham, Keele and Warwick — internationally renowned for their expertise in the fields of medicine, pharmaceuticals, material sciences, management studies and computer technology.

Looking ahead, Aston Science Park proposes to build a Technology Transfer Unit within the next 12 months, the role of which will be to encourage

existing businesses, from Britain and overseas, to re-equip with new systems and new products. Mr. Hughes believes that Hong Kong could take advantage of such a unit in joint venture schemes. A Hong Kong company may have an idea for a new product and the Technology Transfer Unit could supply the high-tech processes and techniques to develop that product. The facilities at Aston Science Park could accelerate Hong Kong into high-tech value added products.

Ronald Sampson, "Although this is the traditional home of industry it does not mean that change is not accepted and indeed sought after. New types of industry are emerging, including clothing where we can be highly competitive. Optical and toys are also seen as key growth sectors."

We have taken Telford and Birmingham as specific centres in the West Midlands region to provide examples of what the area has to offer to Hong Kong investors. The birthplace of the industrial revolution of the 19th century is also the birthplace of Britain's technological revolution of the 20th century: The Heartland of England. □



→ Stoke-on-Trent is internationally renowned for its pottery industry and there is no name more famous than that of Royal Doulton.

Geomancy finds a place in contemporary life — and sees progress and hope in 1985

Traditional Fung Shui, or Chinese geomancy, has undergone considerable changes as China gathers momentum towards modernization. Geomancers in Hong Kong report that Fung Shui has been re-named Environmental Studies in the PRC and is widely used as a discipline to investigate the interactions between man and his environment in the context of contemporary life. Some geomancers in Hong Kong have adopted a similar approach. They have borrowed heavily from sociopolitical analysis in the attempt to prognosticate the destinies of society and individuals by integrating such analysis with the study of Yi Jing (The Book of Changes), the theories of Yin Yang and the Five Elements. Yin and Yang refer to the two opposing forces in nature, the former feminine and negative, the latter masculine and positive. The Five Elements are metal, water, wood, fire and earth.

Lawrence Tang, member of Yi Jing Studies Society, looks more like an entrepreneur than a geomancer. The enterprising young man is in fact manager of an interior design and contracting company, though geomancy, which he learned from his parents, remains his main interest. The hobby also means business: he edits an almanac, advises clients on the choice of dates, names and action, acts as fung shui consultant to the San Tin development project in the New Territories and is an agent of burial grounds. He often visits China for his contracting business and has also given lectures there on the theory and practice of geomancy. He has contacts with fung shui practitioners in Taiwan. What is so fascinating about fung shui? Lawrence Tang says, "Fung shui is a profound discipline comprising studies in Yi Jing, Qi Gong (a system of deep breathing exercise), medicine and pathology, mathematics and environ-

mental studies. Our Yi Jing Society has some fifty members from various backgrounds. We meet to discuss problems arising from geomancy and argue about different prognostications about socio-political trends worldwide."

Yi Jing, he says, is the gateway to fung shui. Two systems permeate the ancient Book of Changes: numbers and diagrams. Numbers refer to the elaboration and interpretation of the numerals from one to nine. The system is traceable to an ancient mathematical table called He Tu Luo Shu, whereby the nine numerals are arranged in such a way that the sum of any three figures on a horizontal, vertical or diagonal axis is 15. Numbers express time i.e. the ten Heavenly Stems (Tian Gan) and the 12 Earthly Branches (Di Zhi) are used as two sets of serial numbers combining to designate years, months, days and hours.

Diagrams

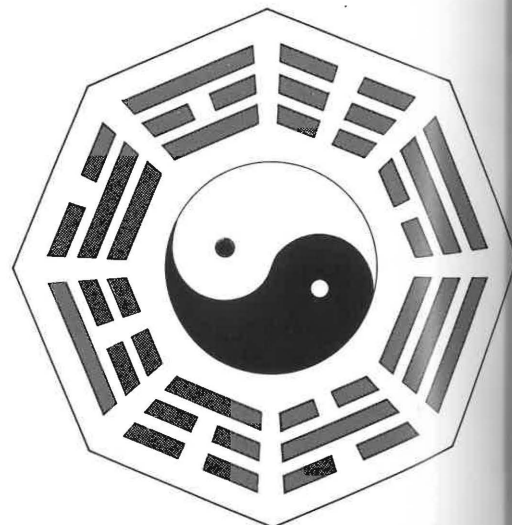
Diagrams refer to the Eight Diagrams in the Yi Jing, which later evolved into 64 Diagrams. The system expresses changes and interactions amongst the Yin, the Yang and the Five Elements and is used extensively to foretell good or bad turns in life. One must take into account the numbers and the Diagrams against the background of the Five Elements in order to formulate a picture of the future.

How the systems of Diagrams and the Five Elements work need some explanation. Legend has it that Fu Qi, a Chinese mythological figure, concluded after prolonged observation of various natural phenomena and living things that odd numbers carry the Yang force while even numbers carry the Yin force. He drew a single line "—" to symbolise Yang, and two lines "--" to symbolise Yin. To symbolise the Earth, Man and the Heavens Fu Qi

drew three sets of such lines from bottom to top and thus devised eight Diagrams. They are: Qian (Heavens ☰), Dui (exchange ☱), Li (leave ☲), Zhen (shock ☳), Dun (accord ☴), Kan (pit ☵), Gen (perseverance ☶) and Kun (Earth ☷), each complete with name, sequence and bearing. Each Diagram is also combined with other Diagrams to form 64 six-line Diagrams. Explanatory notes attached to the Diagrams were written by later generations.

Chinese ancients derived the Five Elements theory from observations of the cyclical prosperity, decline and transformation of all things in nature. The five elements are mutually promoting and mutually restraining i.e. metal promotes water, water promotes wood, wood promotes fire, fire promotes earth, earth promotes metal; metal restrains wood, wood restrains earth, earth restrains water, water restrains fire, fire restrains metal. Each element has its symbolic colour: white for metal, black for water, green for wood, red for fire and yellow for earth.

Lawrence Tang says a geomancer must consider all the three fortunes of Heaven, Man and Earth when prognos-



ticating for a specific place or person. He turned to the future of Hong Kong issue as an illustration.

First, the fortune of Heaven. According to the 60-year-cycle calculation a complete metacycle consists of 9 "fortune units," each unit lasting for 20 years, thus making 180 years a full cycle. The 180 years are further divided into upper Yuan (first to third fortune units), middle Yuan (fourth to sixth) and lower Yuan (seventh to ninth). The theory applies to the entire world. 1984 is the beginning of a 60-year cycle and ushers in the seventh fortune unit as well as the lower Yuan. Geographically Hong Kong "sits" in the Southwest and faces Northeast. He believes that the territory's fortune of Earth is heavily influenced by outside forces such as Japan, the United States and China.

Fortune of Man can be explained as interpersonal relationships or interactions between the individual and the group. He thinks Hong Kong's Fortune of Man has always been in an extremely passive position, i.e. a lot depends on what happens in the mainland.

Thus, he says, 1984 is a year of instability, embarrassment and dispute for Hong Kong because the year is dominated by the Dui Diagram and the seventh star, both indicating discord and quarrel. Countries with unfavourable Fortune of Earth might see unrest and war, too.

1985 might strike a happier note. The advent of the sixth star indicates progress, hope, particularly in property and finance markets.

1986 will be a year heavily dominated by the element of fire. He is worried that the year might bring chaos, particularly in China where the national flag is red, a colour that adds to the intensity of fire. He thinks Peking might see drastic political changes, so much so that Hong Kong would be directly affected.

1987 will see the influence of the fourth star which represents mild policies and a civilian government in China emerging into power. 1988 will be a continuation of similar trends. Both years are dominated by wood.

The second star will dominate 1989, a year of earth. Wood is burnt into ash and ash inevitably turns into earth, suggesting that the civilian government will be consolidating and making steady progress towards a smoother course.

He said China might enter an "Earth" phase after 1989, when Hong Kong's human resources and expertise would

be in great demand to help till the metaphoric earth. But as China develops and the "tilled land" begins to bear fruit, Hong Kong might diminish in importance. He reckons by the year 2001 China would have developed her own cities and ports to such an extent that Hong Kong's functions to the mainland could be gradually replaced.

Elements Theory

Lawrence Tang also notes how the rise and fall of China as a nation since the Ming Dynasty fits into the Five Elements theory. The Ming flag is white (metal), the Qing flag is black (water), the Kuomintang flag is blue (the Chinese character "green" also means blue i.e. wood) while the Communist Flag is red (fire). Hence the historical process from Ming to Qing, Qing to the Republic and then to the Communist takeover has followed exactly the cycle from metal to water, water to wood and wood to fire. As to the nation's future he believes the current regime's policy will adhere to a pragmatic, mild and somewhat "revisionist" line befitting the characteristics of earth, the emerging element after fire. Lawrence Tang thinks that as far as Hong Kong is concerned 1944 to 1963 was the "golden era" for that was a period of relative peace and low cost of living. 1964-1983 saw Hong Kong enter a phase of mounting internal tension, occasional unrest and escalating cost of living. But on the whole Hong Kong has made steady progress in the 39 post-war years despite frequent military and political unrest in the region. He sums up his observations about Hong Kong in his own maxim: Hong Kong's importance is inversely proportional to the degree of stability in the region.

He goes on to say that in order to foretell a man's future or the fung shui of a specific site/flat/building, one should study the concept of "Qi," literally meaning "breath" and metaphorically, the vital energy of life. "Qi" is an untranslatable word and an important concept in Chinese philosophy. Qi fills the space between Heaven and Earth. Life begins when Qi assembles and ends when Qi disperses. The idea of Qi is abundant in vernacular Chinese language. The Chinese are also familiar with the concept that Qi is the key to sound health which is in turn the key to good fortune. Thus, he said, one of the geomancer's responsibilities is to help clients maintain and nourish their

vital energy of life. The geomancer must also consider the client's specific year, month, day and hour of birth in order to give accurate and detailed advice.

He adds that scientific tests have already found that the human body is capable of giving out static electricity, infrared rays and magnetic field. A flat is a good one only if it is capable of reflecting these three things back into the human body, he says. Nobody likes to stay in a room that is too small, too big, round or irregular in shape because the distance and angle of reflection are just not right. A good flat, he says, should be square or rectangular in shape.

"A good flat is one which enables one to live in tranquility and where one can nourish one's life energy. Mobile shapes such as circle and irregular ones defeat such purpose. Man can act wisely only after meditating in tranquility. A tranquil environment means more than quiet surroundings. It means a man can feel totally at ease in that environment."

What about fung shui in the office? Lawrence Tang said the main entrance must be properly done or the company will never make progress. Reason: the main door determines the company's "Qi." Second are the entrances to managers' and department heads' offices. Such entrances must be in harmony to foster good staff relations within the company.

Fung shui can also advise individuals on what sort of career to pursue. The clue, again, lies in the year, month, day and hour of one's birth. Those born under the influence of fire and earth would be well advised to try architecture and construction while those under the influence of metal and water are potential entrepreneurs, he adds.

Fortune-telling is often dismissed as superstition. Geomancy, like fortune-telling, appears to many as fatalism in disguise. Lawrence Tang thinks otherwise:

"How does a man change his fortune? It always happens when objective reality shows signs of change. It is only when a man discerns the signs and takes appropriate action that adversity turns into good fortune. Yi Jing studies, fung shui, etc. only provide man with methods to read the signs of changes. It is certainly against the spirit of Yi Jing and geomancy to sit back and wait for miracles." □

It's all a matter of arithmetical calculations, says Choi Park Lai

Choi Park Lai came to Hong Kong from his native Canton in 1952 and has never been back to China since. He has practised geomancy and date-choosing in Hong Kong for 33 years.

He edits his own Chinese Almanac and publishes 800,000 copies annually in a slim \$2.50 version and a more comprehensive \$10 edition. He also publishes an English "Good Luck" Diary for the expatriate uninitiated.

One is tempted to say Choi Park Lai is Hong Kong's most financially successful geomancer. He and his firm, Choi Chun Po Tong, are undoubtedly the best known.

The Choi Almanac graces a bookshelf in a substantial proportion of Hong Kong 1.2 million households. The Almanac virtually tells its readers what to do in their daily lives — from hour to hour if you have the comprehensive edition.

To what degree the Choi Almanac is followed by those who buy it each year is anybody's guess. That it is so widely bought is, in itself, an interesting facet of local social behaviour beneath Hong Kong's modernity.

But who will deny that even the architecture of Hong Kong's multi-storey skyscrapers and, the business life within them, has not and is not daily still often touched by the prognostications of Hong Kong's practising geomancers?

Choi Park Lai describes them as numbering only a few who are fully trained and "a lot who are amateurs." By trained he means those who can trace their knowledge and lineage back to the astrologists of China's imperial court. And, to the days of the imperial almanac which gave emperors, through their astrologists, extraordinary powers over the daily behaviour of a Chinese society conditioned for centuries to accept astrological prognostications.

That imperial power survived in China until the death of Dowager Empress, Tzu Hsi. She was buried at 5 a.m. on

November 27, 1909, the time appointed by her astrologists. Since the 1912 Republic astrologists have lost their official power but geomancy still has its place, certainly in modern-day Hong Kong.

Choi Park Lai sits behind a cluttered desk in a small office up a couple of flights of stone stairs at 214 Queen's Road, Central. He wears a natty safari suit. His hair is neatly cut rather short, businessman's style. He adjusts his glasses and seems incessantly to be answering his phone probably indicative of the demand for his services. These short phone calls punctuate our conversation. Two people come in and wait patiently to consult him.

Crowded

The well-known geomancer apologises for his crowded office and says he's shortly moving to more commodious quarters. He explains there are eight people sitting at desks around him. He says he has his two sons and his two daughters in his business and he has three other employees. His own children are all university graduates in specialist disciplines, such as civil engineering, economics, sociology, etc.

Choi Park Lai says: "They are all now under my training. I got mine from my ancestors. My family has been studying geomancy for over 100 years. I am a third generation astrologist. My grandfather in Canton was one of the first to research into Western ways. In those days Peking astrologists, with whom my grandfather had a close association, had a status in China somewhat equivalent to the Royal Observatory."

The geomancer simplifies his explanations as best he can. He says *fung shui* is one of the oldest Chinese fields of knowledge that studies the relationship of what is good and what is bad in a given geographical environment. It involves arithmetical theories (see p 30)

that not everyone can grasp.

He says: "If a certain environment looks good yet its features don't fit the *fung shui* arithmetical theory then that environment is not perfect. For example, a new house may be of good design, with plenty of light, etc. but when its owner moves in he doesn't feel quite comfortable. The reason for his discomfort is the house doesn't fit the arithmetical theory.

"In China, as you know, we have the yin and the yang and the five elements, earth, wood, fire, gold and water. And we have the eight diagrams. It was from these we derive our figures, both positive and negative. The house must fit our arithmetical calculations and if necessary we must add elements, etc. for favourable *fung shui*."

Here Choi Park Lai's explanation switches to what he calls the philosophical approach. He says even when all the arithmetical calculations are settled satisfactorily the house must be linked to the element of time. "That's where the almanac comes in. We have to consult it for information about dates and positions. We have to determine what date and what position would be the most favourable."

In addition to the element of time, Choi Park Lai explains, the almanac prognostications for the head of the household must be matched with the date of occupancy. Both the house and the head man who occupies it must have favourable *fung shui*.

Choi Park Lai says the same considerations are involved in determining favourable *fung shui* for a business. The theory is also applied to marriages, deaths, graves, etc. He says his business divides roughly 50:50 between business clients and individuals who personally consult him.

His clientele is not a fixed one. Only about two in every hundred would retain him as a consultant, such as the Tung Wah Group of Hospitals does. Most of his business is one-off

consultations.

Choi Park Lai prefers not to comment about what he thinks about the *fung shui* of new buildings in Hong Kong like the new Bank of China and the new headquarters of the Hong Kong and Shanghai Banking Corporation. But he says he is prepared to give his own comparison between the old and the new. He says he has not been employed by either bank.

He says the new Bank of China design resembles, in his view, a bamboo stalk. A bamboo stalk waves in stormy weather though it eventually comes back upright. He says, though the design may be technologically successful, compared with the existing bank building, the new bank design has lost a lot of the sense of dignity, of the old.

Choi Park Lai says the former Hong Kong Bank building resembled an emperor sitting on his throne flanked by the Supreme Court on its right, crouching like a protective tiger, and the Princes Building on its left. The new bank building of 41 storeys, he says, will look, in *fung shui* terms, more like the emperor has changed his imperial position. He will look like he is standing in front of his throne.

Choi Park Lai dismisses gold fish bowls, pot plants, etc. as more office and home decorations rather than *fung*

shui forces. But he does admit they can help eliminate negative forces arising from his arithmetical calculations. He says it is not so much these decorations but where they are placed that is important. Placement depends of individual circumstances.

Deficiencies

He says such decorations are sometimes part of the advice he gives business firms but not always. For example, when he examines say a factory site he finds out which of the five elements are deficient and adverse to the owner. There are many ways to supplement for the deficient elements.

"Say the deficiency is in the element, gold. The owner can add metallic furnishings," he says. "The position of the boss's desk is most important. It is the place where company decisions are made and orders are given. The desk must be placed so it is favourable to his thinking out his plans and his strategies for accumulating capital. It is not easy to go into the concepts involving favourable cash flows."

Mirrors, the well-known Hong Kong geomancer says, perform a double function. They can absorb and they can deflect. Outside a building they deflect negative forces. Inside they

absorb the good forces that are arithmetically calculated.

Choi Park Lai says glass curtain buildings that are now the vogue in Hong Kong have strong reflective powers and do not have bad effects upon the building itself. But when the reflection is deflected on a neighbouring building the effects have to be arithmetically calculated and, if necessary, bad forces offset. This can be done by adding blinds or deflecting mirrors. Convex mirrors can turn images upside down and break up bad *fung shui*.

The geomancer says he charges banks and even small entrepreneurs for his advice on a square foot unit basis. He refrains from mentioning what his unit price is. But he says he is doing about average business in the run-up to 1997.

He says his newest addition to his business is his "Good Luck" Diary in English. Propitious days and hours are marked in the Choi Diary with a red dot, fairly good ones with a small red circle and bad ones with a black dot. He advises users to find out their birth sign (symbolic animal). He says they should take a holiday from work on dates marked with their own symbol.

There are quite a few potential days-off in the diary. □

Promoting our exports. . .

Hong Kong ready to display its wares at its own Expo '84 in Guangzhou

Latest statistics show that China has become Hong Kong's second most important trading partner and Hong Kong's third largest export market. In the first six months of the year, domestic exports and re-exports to China registered an increase of 82% and 139% respectively. In 1979, China was only the 15th largest market for Hong Kong's domestic exports. These comparisons are staggering and reinforce the fact that China is an increasingly important market for Hong Kong's quality domestic exports.

This burgeoning trade between Hong Kong and China can be attributed to several factors: China's stated determination to upgrade its science and technology and to increase the productive capacity of its industrial sector; China's desire to secure consumer products of higher quality in order to improve the standard of living of its one billion people; and China's current big foreign exchange reserves.

China is determined to improve its technological standards and to quadruple its industrial production by the

end of this century. To achieve this, senior government officials expect to import US\$1 billion worth of machinery, equipment and know-how this year. Equipment and machinery for plastics working, textiles, packaging, metal working, etc. and machine tools, as well as office machines will, therefore, be in heavy demand.

Additionally, in order to absorb the excess demand which has resulted from its people's increased purchasing power and to prevent inflation, China has been trying to accelerate the pro-

duction of its consumer goods industries. Take toys as an example. Toys were once considered to be a luxury item in China but they are now easily marketable, especially the more up-market toys like battery-operated cars. China's foreign exchange reserves are currently reported to be in excess of US\$15 billion. These reserves will provide a sound financial basis for China's imports of both industrial and consumer goods.

Stepping-stone

Guangzhou, one of China's 14 newly-designated coastal cities, is an ideal "stepping stone" for China traders who want to further tap the China market and for new investors who want to penetrate the market for the first time. Why? Because of Guangzhou's proximity to Hong Kong and as a result of its flexible, open-door trading policies. The latest investment conditions in Guangzhou were well expounded by the Chairman of Guangzhou's External Economic & Trade Commission, Mr. Yang Ziyuan, during his recent trip to Hong Kong.

Against this background, SHK International Services Ltd. is staging Hong Kong Expo 84, an exhibition featuring the products of Hong Kong-based companies in Guangzhou (Guangzhou Foreign Trade Exhibition Centre), from December 12-17, 1984. The Hong Kong General Chamber of Commerce is supporting Expo 84 which is being sponsored by Guangdong sub-council of the China Council for Promotion of International Trade (CCPIT).

Hong Kong Expo 84 is reportedly aimed at providing Hong Kong manufacturers and suppliers with a cost-effective opportunity to promote their products and services to Chinese end-users in the lucrative China market.

During the exhibition, exhibitors are expected to enter into business talks and hold discussions on joint ventures and other forms of co-operation with their Chinese counterparts. The range of intended exhibits includes machinery, machine tools, electrical and electronic products, consumer and light industrial products, as well as services. Basic costs and services for the Guangzhou exhibition are as follows:

Option 1

Cost of Raw Space per sq.m.: HK\$2,000

Raw space excludes stand construction, fixtures & fittings, but includes basic exhibition arrangements. (Minimum area: 30 sq.m.)

Option 2

Cost of Shell Scheme Stands:

Rental of 3mx3m stand: HK\$22,500

Rental of 3mx4m stand: HK\$29,500

Rental of 3mx5m stand: HK\$37,000

Stand rentals will include:

Three partitional walls and carpeted floor;

One company identification panel in English and Chinese;

One information counter, one chair, one wastebasket;

Two fluorescent tubes;

Barricade for front of exhibition stand.

Option 3

Cost of 2 glass display cubes (2 cubicles of 16"X 16" one on top of the other)

HK\$2,500

Option 4

Cost of 3 glass display cubes (same sizes as above, placed two on bottom, one on top)

HK\$4,500

Option 5

Display posters/panels (1½m in width) (mounted in a prominent position within exhibition hall)

HK\$1,500

Option 6

Cost of an information counter (To include one shelf (1m x 0.3m) one information counter (1m x 0.4m x 0.76m) and 1 chair)

HK\$10,000

Basic Exhibition Arrangements

Basic Exhibition Arrangements will include:

(for both raw space and shell scheme stand rentals)

Pre-exhibition publicity to Chinese endusers;

Listing in the exhibition directory;

Assistance with the arrangement of accommodation in Guangzhou;

Assistance with visa applications;

Invitations to the opening banquet;

Complete instructions from the official freight forwarder for the

packing and shipping of the exhibitor's products to the exhibition

site;

Twenty-four hour security;

Regular stand cleaning.

Exhibition stands will be allocated on a 'First Come, First Served' Basis.

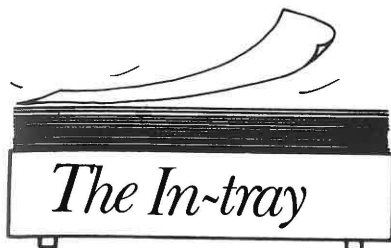
Additional Exhibitor Services

The Exhibition Organiser can assist exhibitors with the translation (into Chinese) and printing of company product literature, slide and film dubbing, art and design, etc. on an actual cost basis.

Extra furniture can also be hired.

Audio-visual equipment can be rented.

Further information on Hong Kong Expo 84 can be obtained from the Organiser, SHK International Services Ltd., at 5-8225505.



The In-tray

New members

Eighteen members joined the Chamber in September:-

Able Trading Co.
Astros Printing Limited
Banco Nacional Ultramarino
Flyin Plastic Ind., Co. Ltd.
HOK International (Asia/Pacific) Limited
Ince & Co.
Kai Lee Handbag Co.
Kavi International
Kinstar Ltd.
May King Handbags Factory
Metropolitan Mfg. (HK) Co.
Nabisco Brands (HK) Ltd.
Natty Ivory Factory
Sin Sen Trading Co.
Sonex International
Studio East Ltd.
Video Technology Ltd.
Yardly Watch Mfg. Co. Ltd.



At the invitation of the Chamber, an 11-member team from CCPIT-Beijing, led by Vice-President Mr. Guo Dongpo (centre, right) together with another 3-member group from CCPIT-Guangdong arrived Hong Kong on 30th July. The Industry Division arranged an extensive 10-day programme of discussions with Hong Kong business leaders, government officials and organisations. Visits to factories in the Taipo Industrial Estate, the container terminal and other infrastructural facilities. The high-level delegation met with members of the China Committee at a meeting held on 31st July chaired by Erik Christensen, the Acting Chairman. This was followed by a luncheon hosted by the Chamber Chairman, Jack Tang (centre).



▲ *Sweden's Secretary for Trade, Matts Hellstrom with official colleagues and Ake Berge, Consul General for Sweden in Hong Kong, visited the Chamber for a discussion with Director Jimmy McGregor, on future development of two-way trade between Sweden and Hong Kong.*



← *A Guangzhou Municipality Economic Mission, led by Ye Xuanping, Mayor of Guangzhou, visited the Chamber on September 6 and met Chamber Director, Jimmy McGregor, Daniel Koo, General Committee member, Cecilia Fung, Assistant Director for Industry and Alexander Au, Chamber's China Manager. Views on economic development in Guangzhou and possibilities of further economic cooperation between Hong Kong and Guangzhou were discussed. The mission visited Hong Kong to promote Guangzhou products and to promote economic and technical cooperation between Guangzhou and foreign concerns.*



Trade in Progress

Hong Kong Overall Merchandise Trade (HK\$M)

	Jan.-June 1984	Jan.-June 1983	% Change
Imports	105,554	76,076	+39
Domestic Exports	62,641	43,160	+45
Re-Exports	37,231	23,975	+55
Total Exports	99,872	67,136	+49
Total Trade	205,426	143,212	+44
Balance of Trade	- 5,683	- 8,940	
Visible Gap as % of Total Trade	5.38	11.75	

Imports : Major Suppliers (HK\$M)

	Jan.-June 1984	Jan.-June 1983
China	26,911	17,776
Japan	24,553	17,519
USA	11,559	8,732
Taiwan	8,001	5,320
Singapore	5,294	4,423
UK	4,378	3,551
South Korea	3,369	2,114
Fed. Rep. of Germany	2,427	1,989
Switzerland	1,679	1,454
Australia	1,649	1,167

Imports : Major Groups (HK\$M)

	Jan.-June 1984	Jan.-June 1983
Raw materials	48,489	31,859
Consumer goods	26,842	20,485
Capital goods	14,735	9,962
Foodstuffs	9,963	8,738
Fuels	5,524	5,033

Domestic Exports : Major Markets (HK\$M)

	Jan.-June 1984	Jan.-June 1983
USA	27,927	17,465
UK	4,633	3,469
China	4,533	2,497
Fed. Rep. of Germany	4,468	3,302
Japan	2,308	1,590
Canada	2,039	1,512
Australia	1,731	1,086
Singapore	1,324	988
Netherlands	1,088	867
Switzerland	973	746

Domestic Exports : Major Products (HK\$M)

	Jan.-June 1984	Jan.-June 1983
Clothing	20,981	14,276
Toys, dolls and games	4,573	3,454
Textiles	4,399	3,021
Watches	2,945	2,604
Electronic components for computer	2,581	1,249
Radios	2,113	1,477
Electric fans	1,262	710
Hairdryers, curlers and curling tong heaters	742	557
Household equipment of base metal	543	357
Footwear	536	340

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

	Jan.-June 1984	Jan.-June 1983
China	10,260	4,301
USA	5,617	3,342
Taiwan	2,430	1,432
Singapore	2,333	2,005
Japan	2,185	1,309
Indonesia	1,954	2,036
South Korea	1,731	1,137
Macau	1,157	878
Australia	671	357
Thailand	631	497

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

	Jan.-June 1984	Jan.-June 1983
Textiles	5,704	3,280
Electrical machinery, apparatus and appliances and electrical parts	3,832	1,934
Chemicals and related products	3,129	2,202
Articles of apparel and clothing accessories	3,059	1,937
Crude materials, inedible except fuels	2,604	1,668
Photographic apparatus, equipment and supplies and optical goods, watches and clocks	2,315	1,848
Food	2,088	1,534
Non-metallic mineral manufactures	1,425	1,158

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
1981	138,375	100	80,423	100	41,739	100	260,537
1982	142,893	98	83,032	97	44,353	97	270,278
1983	175,442	129	104,405	132	56,294	139	336,142
Monthly Average 1983	14,620		8,700		4,691		28,011
Jan. 1984	15,899	108	10,791	130	5,976	133	32,666
Feb.	14,748	99	6,822	81	5,092	111	26,662
Mar.	18,144	120	10,503	124	6,654	143	35,301
Apr.	18,529	122	10,450	122	6,090	129	35,069
May	18,869	123	11,712	135	6,662	141	37,243
June	19,378		12,366		6,775		38,519

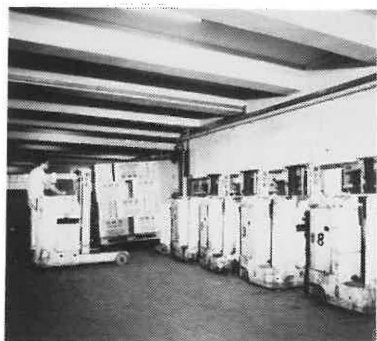
Area Comparison (HK\$M)

	Imports Jan.-June 1984	Domestic Exports Jan.-June 1984	Re-exports Jan.-June 1984
Asia (excluding China)	47,116	7,054	14,828
China	26,911	4,533	10,260
West Europe	14,358	15,025	2,354
(EEC)	11,684	12,379	1,867
North America	12,174	29,994	6,051
Australia	1,649	1,731	671
Africa	979	1,043	912
Middle East	669	1,797	1,422
Latin America	741	689	420
Rest of World	957	775	313

簡訊



九龍興偉冰廠深諳「工欲善其事，必先利其器」之道



電池叉車在攝氏零下17°，依然操作如常

九龍興偉冰廠有限公司，擁有十五層雪房，存放的貨物可多達15,000噸。因此貨物搬運暢順，便成為每日的首要任務。

每天早上八時開始，載重一噸半的電池叉車，便一架跟一架，絡繹往來雪房與電梯之間，靈活施展搬運本領。然而，興偉冰廠對叉車的要求不止於此。由於雪房的溫度有些要經常保持在攝氏零度，有些則在攝氏零下17度，叉車進出其間，當需具備抵受嚴寒及極大溫差的能耐。

此外，雪房內的空氣還要保持清潔，不能有廢氣污染或油煙氣味。興偉環顧各類叉車，發覺只有電池叉車能符合所需。而且，電池叉車兼備無機械震盪、噪音及引擎發熱等優點，操作暢順寧靜，叉車司機的工作效率亦顯著提高。

晚上八時左右，叉車司機準備下班，他們泊好電池叉車，然後接上充電器，明天回來便有一輛注滿電能的叉車供應用。廠方因利用電池蓄電而可省回貯存燃料的地方，充份利用廠房的生產面積。

興偉的電池叉車每日至少操作十二小時，兩年多來從未間斷，而至今全部電池依然性能良好，僅需定期檢查電池液而不必額外保養維修。

電池叉車不僅在生產過程中提高效率，充份利用中華電力有限公司大量用電的收費價目，更可臻達最佳的成本效益。難怪興偉冰廠對採用電池叉車引以自豪，因為他們作出正確選擇。

查詢最廉宜而有效率之貨物搬運方法，或有關成本之免費評估，歡迎致電與中華電力工業發展組工程師鍾禮文先生聯絡。

工業發展組
熱線電話：
3-704161

電力 —

助您積極進取、大展鴻圖
何不物盡其用！



中華電力有限公司

麥理覺報告...

新會址

本人與私人助手現正忙於將太古大廈舊址重新裝修以符合五位分租租客的要求。由於本人曾答允租客，裝修工作可於九月一日前完成，本會職員及承造商為此日以繼夜工作，終於在該日前完成裝修工程。不過，舊址目前有兩個單位合共1,700 平方呎尚未租出；本人希望屆十月底，6 千平方呎空間將可全部租出。本會在舊址保留了1,300 平方呎作為簽證處，由於要重新間格而同時不妨礙簽證業務，工作相當繁重。簽證處於未來兩周內可裝修完竣。

美國紡織限制

最近美國海關突然修改產地來源條例，引起本港及海外極大震蕩。九月七日新例生效後，勢將影響輸美紡織品，特別是加工布匹及針織成衣。產地來源新例不但會嚴重影響受配額限制的香港紡織品輸美生意，也意味著更深遠的未來影響。

因此，本港所有主要及專門性紡織業組織紛紛共商對策，圖使美國撤銷新例。本地傳播界極關注事態發展，本會也曾大力呼籲，務使美國當局了解新例對本港工商業的影響及長遠後果。美國駐港領事館已接獲多份意見書，本會更協助安排8 個主要工商組織的高層代表會見貿易署長及其他官員。

上述會議之後，8 個團體代表再次會面，並決定成立「工商社團聯席委員會」，負責協調商界人士合力抵抗產地來源新例，並對抗日後任何威脅香港工商業的類似條例。大會委任中華廠商聯

合會秘書長李澤培為聯委會主席，香港工業總會副總幹事黃志華為副主席。聯委會將再向美國政府呈交意見書，並協調香港商號要求撤銷新例的游說工作。聯委會將製訂本身的職權範圍，本會理事會將審核職權範圍草案以便本會參與工作。

抵制綠皮書

本人已發信給所有會員，徵求會員就政府代議制綠皮書直接向港府或通過本會發表意見。直接向港府表達意見者，本人無從評估。寄來本會的意見書儘管不多，質素卻甚佳，足見作者的識見及關懷態度。本會民政事務委員會已於九月初開會兩次，就綠皮書草擬意見書供理事會參考。九月十七日理事會會議後，本會將正式向港府呈交意見書。

香港鹿兒島交流會議

第四屆香港鹿兒島交流會議將於一九八四年十月十日假喜來登酒店舉行，籌備工作正順利進行。籌備人員於八月曾與鹿兒島縣政府官員商討是次會議的程序及有關安排，並正邀請工商、文化及旅遊各界人士參加當日大會及小組會議。預料出席人數會相當多。

船務委員會

委員會將於一九八四年九月廿五日與國際海事工業論壇（IMIF）代表團會面，就一般市場前景及該會目前工作交流意見。

工業事務委員會

委員會成員於八月十六日的會議上討論了香港生產力促進中心有關香港電子工業報告書中的建議。委員會認為報告書提議的研究及發展設施確有需要，也值得支持；但組織及資助此等設施的方法，委員會認為尚可商榷。

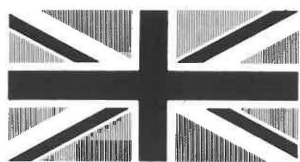
又李鵬飛議員繼辭退本會理事會成員一職後已辭掉工業事務委員會主席一職，成員對此深表遺憾。繼李氏出任工業事務委員會主席一職者為宋常康先生。宋氏為本港知名工業家，也是理事會成員。

中國國際貿易促進會（北京／廣東）代表團

由中國國際貿易促進會（北京）副會長郭東坡先生率領的十一人代表團，應本會之邀來港訪問十日，期間曾會見本港知名商號高層人員。代表團也以一日時間參觀了貨柜碼頭及大埔工業邨。代表團更與中國委員會數位成員見面，該次聚會由中國委員會副主席祈天順主持。會後本會主席唐驥千先生更設午宴款待嘉賓。

中國委員會

委員會於八月三十日開會，討論項目包括總商會組團往訪福州及廈門一事，及將於十一月十三日假富麗華酒店舉行的香港總商會款待中國駐港機構官員周年酒會事宜。



港英貿易…

英國貿易次官 程隆表示， 英國產品 創科技先河。

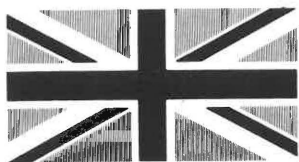


英國與香港百多年來一直是主要貿易夥伴。期間，雙方的商業聯繫屢見增強。本人欣悉香港總商會今期「工商月刊」再以此為主題。

香港經濟面臨世界經濟不景仍有堅韌靈活的表現，本人印象至深。本人更欣見今年香港經濟再次出現明顯增長。同樣，英國增加購買港貨也令本人感到高興。英國人向精於選擇，並深知港貨品質優良。香港貿易發展局三月於哈勞斯百貨公司舉行的宣傳港貨活動十分成功，足見一斑。

英國產品品質及英國商號售後服務堪稱世界一流。英國產品不但採用先鋒科技，生產規格靈活，付貨更快捷可靠。十月在港舉行的「今日英國」推廣活動，將一一詳盡介紹，機會難逢。

本人相信，香港總商會會員透過總商會的資訊服務，均深知英國產品的競爭實力。香港總商會對香港商界在這方面貢獻良多，本人謹此致意。



港英貿易…

英國制度促進英貨輸港

英國賣給香港的产品種類極多，由發電廠以至醃菜都有。英國產品在香港的資金及消費市場滲透程度，以個別人口計超過香港賣給英國的產品，但以價值計，香港輸英的產品則大大超過英國輸港的產品。

去年港英雙邊貿易對香港有利。這趨勢今年將繼續。不過，英國今年輸港貨品確有大幅增長，以個別人口計，英

國輸港的出口表現比英國輸往任何一個歐洲共市的貿易夥伴都要好。

過去五、六年來，英國終於發現香港是個重要的資本性及消費性產品市場，也是東亞區貿易的重鎮，於是開始向本港發力。在這以前，香港雖是英國最重要的屬土，市場也不斷增長，但英國在香港佔的市場比率卻不斷縮小。

英國以往忽略香港市場，按一般的

說法，是因為英國當時初加入歐洲共市，忙於在共市市場鞏固實力，中東的石油熱潮也吸引了大量英國商家。但時移世易，中東市場現已大為失色，英國在共市也已打穩基礎。

英國之所以能在本港重獲相當不俗的市場比率和在香港進行相當多的區域性業務，英國駐港商務專員公署居功至偉。公署是外交服務機構，職位由外交

及聯邦事務部人員出任。

英國開始重視香港市場，大致始自馬卓賢出任英國駐港高級商務專員之時，繼馬氏出任該職的區達誠也能秉承這做法。而英國重視香港市場，也有增無已。英國部長級官員頻頻訪港，促進貿易事務足以證明這點。最近訪港的官員中有英國工業大臣曾栢力及貿易次官程隆。

英國駐港商務專員公署是個獨特的組織，性質與紐約的英國使館相近，但在英國各屬土中這是唯一的一間。公署的職責既是促進貿易，因此從屬外交部。不過公署通常向英國貿易及工業部報告工作，而非透過外交部。

英國海外貿易局負責引導及策劃英國政府對出口商及出口促進服務的援助，成員包括工商界從事出口活動的私營界翹楚。英國駐港商務專員公署的工作，與英國海外貿易局的服務實互相配合。

英國海外貿易局資助參與海外交易會的出口商，比方參加香港交易會等。外貿局也協助進行海外市場研究。出口商嘗試打入新市場的經常性開支，及往訪海外市場的經費，外貿局也有資助。

外貿局通過二百多個分佈於海外市場的英國外交機構收集有關出口機會的資料，並向英國出口商提供這類資料。英國駐港商務專員公署便是這種外交機構之一。英國海外貿易局提供有關在個別海外市場銷售某類產品的詳細指引資料，也提供有關個別海外商號的最新資料，比方其工商活動範圍，作為產品代理或聯營夥伴的潛能及有關的實力情況。

商務專員公署也為本港諮詢人士提供相當廣泛的免費追查產品資料服務。公署人員為英國出口商尋找出口機會，將有關資料存入工商署的電腦出口資料服務紀錄，並透過市場上的商品官員跟有潛質的英國供應商聯絡，著其直接接觸本港的諮詢人士。英國海外貿易局有資料儲存部，專員公署就是資料提供者之一。

此外，專員公署在外貿局間接協助出口商的計劃中也扮演一角色。常用的方法是派遣英國商界人士代表團來港訪問。今年已來港或將於年底前來港的這類代表團共有22個。

英國駐港商務專員公署有經驗豐富的職員為代表團提供秘書服務。今年的高潮，是將於十月十九日至十一月十日

來港舉行的伯明翰及西米德蘭茲節，屆時根德公爵將親臨主持開幕典禮（見49頁）。是次將是英國在港舉行的促進友好關係、交流及貿易活動涉及範圍最廣的一次。

訪港的英國商人並非全是隨貿易代表團而來。每年有3千多名英商以個人身份來港。留港期間他們會到英國商務專員公署諮詢資料及找本地聯繫。

專員公署每年平均接獲1,500宗英國出口商有關市場資料的諮詢。公署職員指出，這類諮詢有增加的趨勢，他們要做更多市場研究工作才足以回答諮詢。

一位公署職員表示：「英國商人現在對市場拓展重視得多，準備功夫也做得較充份。比方說他會查競爭對手是誰，也想掌握定價資料、有潛力當代理商的名單及產品市場大小。諮詢的項目的確包羅萬有，由發電廠至醃菜都有。」

直至幾年前，英國一直沒參與在香港舉行的貿易展覽會。一九八〇年起情況開始改變。當時英資的「海貿」公司在香港舉行了首屆船務展覽及會議（名為「遠東船務展覽」）。香港當時已成為全球商船船主及管理人的最重要船務中心。

目前，英國海外貿易局安排英商參與8個在本港舉行的貿易展覽，除船務外還有兩個香港交易會及電器電子業等專門性展覽，另外還有教育器材、包裝機器及古董展。英國駐港商務專員公署則協助參展商號找尋合適的業務聯繫。

商務專員公署除協助英商於交易會上促進業務外，更保送有潛質買英國產品的香港買家往英國，費用由英方負責。有關當局每年挑選約12名本港買家訪英。

專員公署在本港消費市場也有攪促進活動。公署跟4家本港主要百貨公司集團於各區12間零售處合辦「買英貨」宣傳活動。公署協助百貨集團在英國購貨，並負責「買英貨」運動約三份一的宣傳開支。

英國出口商透過英國海外貿易局為在香港攪聯營的服務計劃，在港聘用專業顧問進行市場研究方面可獲津貼。津貼幅可達支出的一半。商務專員公署也有參與這項計劃，不過應用這服務的商號卻有限。

英國出口商倘有意跟本港某商號交易，商務專員公署可直接撰寫關於那間

商號的公司狀況報告。報告詳列該間本港商號的所有細節，但不包括其信貸值，反正這點英商可以輕易從銀行方面查到。

英國駐港商務專員公署新聞部是公署內一重要部門。新聞部每天接獲有關英國經濟的可出版資料，及每間英國商號在發展階段中及已投產的新產品。新聞部將資料譯成中文後再發佈給傳播媒介。

另外，公署更出版一份叫「英國貿易」的刊物寄給全港2,300間商號的高級行政人員。刊物內容選自新聞部資料。該部更為訪港的英國貿易代表團安排記者招待會，俾本港市場盡量認識代表團。

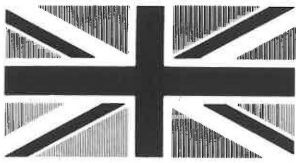
專員公署的中國貿易部職員，全是派往北京的人員，不過由於他們的工作涉及中國南部，所以留駐香港較方便。中國貿易部的工作，計有南海油田發展及為有意在南中國銷售貨品或服務的英國供應商提供協助；這類供應商正日漸增加。另一方面，香港作為南中國出口貿易轉口港的地位也日形重要。英國輸入南中國產品日增。

高級商務專員區達誠及副商務專員施明志的職責之一，是掌握香港在基建及私營界方面的重大發展建設的最新資料。這類報告會直達英國各主要顧問公司及承造商與英國海外貿易局屬下的出口保證部。後者可按經濟合作與發展組織標準利率安排融資。

近年英國承建商參與香港重大建設工程最引人注目者是青山發電站。目前英商有意競投的工程合約有屯門輕便鐵路、第二條海底隧道、龐大的全港性醫院建設計劃及可能出現的地鐵其他支綫。

另外還有中華煤氣公司的新界新廠及氣喉系統擴建工程，及中國銀行與渣打銀行重新發展工程。香港上海滙豐銀行新總行大廈已採用了英國出產的鋼料。

香港近年的鉅資建設工程已形成一股動力，英國輸出口的未來表現，很大程度視乎英國廠家及承建商在這股動力中如何參與。英國商界倘能為本港未來的基建及其他合約提出創新的意念及實際的建議，對維持這股動力歷久不衰定會有所貢獻。 □



港英貿易...

優質標準促進銷路

香港政府標準及校正實驗所將於本月開幕，成為本地工業基建的一部份，為出口產品改善品質保證建立新基礎。

長久以來，英國深知品質的重要性。

品質問題在英國現正再受重視。本港讀者從下文自可了解一二：

產品品質對廠家有多重要呢？如果問英國積架汽車公司主席 John Egan，他定會答品質是積架車廠業務策略的基本要素，跟提高生產力同等重要。也許他會補充說，車廠的訂單極多，還不能證明積架是重視品質的嗎？

積架今日的業績不錯已大有進展，不過今次業績上升之前確也經過下挫的日子，傳媒也曾廣為報導。英國政府在全國性產品品質運動期間出版的一份報告，對當時的積架車廠有以下的描述：

「積架汽車的設計及機器一直是無懈可擊的。它優雅、寬敞、靈敏，人人都夢寐以求。但積架始終不能從平治及BMW手上奪得市場，原因何在？

「是價錢貴嗎？不。積架一直比對手牌子便宜。有位深愛積架的美國擁躉說：『積架美極了，簡直是我的寶貝；但我實在無法倚賴一輛常出問題的汽車。』」

加緊控制

Egan 先生出任主席後，公司進行了調查，發現汽車最常見的毛病，超過六成是跟外買的零件有關。自此以後，所有零件供應商都成為積架車廠的組成部份，廠房方面也加緊了品質控制。

改革的結果，是汽車經紀在一九八一年開始發覺積架車的品質大為改善。一年後，由於積架聲譽再起，在美國的銷量上升達120%。時至今日，車廠的需求量已超乎廠方的生產指標。

積架車廠面臨激烈的國際競爭而努力突圍，很多英國商號其實也有同樣出色的表現。他們的共通點，是重新注重產品的設計質素。

諮詢服務及資助

英國政府舉辦的全國產品品質運動

，為提高產品品質水平，特將數個組織聯合組成一個全國性甄別委員會。未來，若干商號可獲免費顧問服務，或獲得實施改進品質控制程序所費開支四份一的津貼。

現有及新的產品證書計劃將獲資助，而示範計劃及研究與發展項目也可獲津貼，英國標準協會（BSI）的量度及規格試驗程序也將獲改善。

英國標準協會試驗的產品有很多，試驗目的是保證產品符合該會獨立製定的標準，像Kitemark及SafetyMark等證書。

品質標準適用於形形色色的產品，就以消費品來說，有兒童服裝、床上用品、傢俬、家庭用品、玩具及休憩場所器材。

檢驗的項目包括產品建造方法、是否使用無毒潤滑物料、防火度及一般性能。電子產品則另有一套試驗標準。電子器材在家庭用品方面如洗碗機及煮食爐等日益重要。

國內及海外安全規格

英國標準協會有很多標準規格是經其他組織協助而訂定的，像全球最大的傢俬檢驗機構傢俱業研究協會（FIRA）。另一個重要組織是英國電氣行業廠商協會，該會為電器製訂的安全標準，由電燈掣以至家用煮食爐不等。

英國標準協會也負責向英國工業界提供有關海外市場安全規格的資料及意見。Thorn EMI和Concord International等重要照明裝置製造商，為了符合英國國內及海外的安全規格，就常需修改產品設計。

英國標準協會、品質保證所、英國品質協會及產品檢驗機構如汽車業研究

協會等組織可說代表了官方及廠家方面對品質控制的努力；而維護消費人利益方面，也有一個重要的監察組織。

消費人協會的工作，是對各種產品進行獨立的實驗，並將實驗結果於會刊Which?中發表。該會進行比較實驗的有煮食爐、雪柜、電多士爐、床、儲物柜、電熱水爐、鬚刨、嬰兒手推車及汽車安全座等。

提高品質意識

消費人協會對廠家的影響無疑很大。會員相信，原因是廠家現時比較重視顧客對產品的要求，也更注意產品是否安全可靠。消費人協會不單對市面有售的產品作出評價，也指出尚待改進發展的地方。

舉例說，該會雜誌Which?曾指出家庭電腦的需求日漸殷切。之後Acorn廠就出產了Sinclair's Spectrum及BBE電腦滿足市場需求。

今日，產品品質與產品設計有千絲萬縷的關係。產品設計委員會正在這方面努力協助工業界提高設計水準。該會的設計中心，收集了7千多種優質英製產品的詳盡資料；並在倫敦、格拉斯哥及加的夫三市分別為英格蘭、蘇格蘭及威爾斯開辦設計中心；該會每年均頒發產品設計獎，也提供各類諮詢顧問及教育服務。

產品設計中心的重要性，在於公共機構只會為設計中心有紀錄的產品說明規格，像地氈、瓷磚、窗簾、室內裝飾布料、傢俬、家庭電器及其他家庭用品等。 □



港英貿易...

英國離岸石油技術惠及南海油田

英國石油公司 (BP) 在北海英屬範圍的龐大 Forties 油田豎立首兩座採油平台不過是十年前的事。那兩座油台當時是歷來最大型的，象徵英國離岸石油工業發展踏出了意義重大的一步，目前更伸展至南海油田探索工作。

那兩座油台都是英國製造。其後一年豎起的兩座也是英製的。油台象徵了英國日漸加強參與石油工業，也意味著英國採油業邁進了凶險的離岸採油領域。

一九八四年，英國石油公司正作進一步發展。公司最初有意在 Forties 東南採用海床生產系統，後來則決定用較簡單的固定鋼台。鋼台操作將全盤自動化，無需人手，由現有的裝備遙控。

英國石油公司能夠有上述兩項選擇，正反映了過去十年石油工業的進展。新裝置的油台將是第一在英國離岸水域產油的無人控制裝備。另一部無人控制油台現正於 Britoil 的 Beatrice 油田進行安裝，不過這座的用途，將是向一水池注水，把原油引向主要生產系統。

採油平台日新月異

Forties 東南油田及 Beatrice 油田都是在產油效率及經濟成效方面有持續技術進展的例子，日後南海油田出產石油，預料必會應用北海油田的技術。七十年代 Forties 儼然成為英國工業的展覽櫥窗，這趨勢將於八十年代繼續下去。

蘇格蘭近期的驕人出品有：Maureen 油田設備，據稱是全球最大的鋼質地心吸力平台；Magnus 油台，油台的一件頭鋼套重達34,440噸；Central Cormorant 水底多種用途中心，是個海床產油系統，由Vickers Offshore英國公司負責設計及策劃結構。

另一個出色的例子叫張力腳架平台，由兩家蘇格蘭工廠為Conoco銀團的Hutton油田建造，相當先進。油台的水面及水底兩部份最近已裝嵌好，預計

今年稍後將能實地裝置。

張力腳架平台的意念據稱有若干優點。平台由鋼質碇泊管或腳架穩定位置，平台本身有天然浮力，使腳架保持穩定的張力。首座張力腳架平台雖然只會安裝在水深150米處，但日後應可發展至在更深處使用。

市場比率上升

由此可見，英國公司在張力腳架平台科技方面已領先起步，未來應可担当重要角色，包括南海油田在內。

過去十年，進展最快的是新生產設備，而英國離岸工業整體來說都有長足發展。

一九七四年，英國公司佔本國水域市場訂單的四成。至一九七九年，官方數字顯示已增至72%。去年訂單總值1億8830萬鎊。

一九七九年以來，英國公司佔市場比率每年平均為72%。英國能源部長Alick Buchanan-Smith曾稱之為「值得激節讚賞」。

英國公司參與北海鑽油各方面活動的為數甚多。英國能源部最近分析八三年市場的報告顯示，與操作總部有關的器材，有99%是英國製造（單是產油平台一項，英國公司已佔91%的訂單）。

創新實力

至於與鑽油有關的其他活動，英國的參與比率如下：維修工程91%，潛水及水底服務85%，雜類廠房及器材84%，測量81%。

資訊科技部長Kenneth Baker形容蜆殼公司一份探討英國成就的報告為：「英國以創新實力及才幹接受北海的挑戰，這份報告就此作出了令人信服的報導。」

該份名為「北海——英國工業的跳板」的報告指出，由於石油公司需要全面的計劃管理，它們紛紛聘用若干以英國為基地的顧問、設計及工程管理服務

公司。該等顧問服務本是專為北海設計的，現已發展至運用於南海採油等工程。

顧問公司運用北海油田的經驗在巴西、墨西哥、澳洲及其他地區招徠，收穫甚豐。英國的設計承造商，像Ewbank & Partners, Humphreys & Glasgow, Matthew Hall, Worley Engineering和John Brown等，在英國及海外都生意滔滔。

多元化發展

一九八四年六月初，John Brown公司與一家加拿大商號宣佈一項合營合約，為一座地心吸力油台進行水面設備及主幹台架的初步設計。那是無比石油公司發展紐芬蘭離岸的Hibernia油田考慮採用的油台之一。

蜆殼公司報告也指出，英國公司攪多元化技術發展，很多都相當成功，比方英國鋼鐵公司就進入了離岸市場，Yorkshire Imperial也一樣。後者在製造程序工程及太空工業用的防磨損合金方面有悠久經驗。

另一方面，BICC公司改良了防火電纜的聚氯乙烯套，萬一著火，放出毒氣的可能性也較低。上述三家公司和很多其他商號都陸續贏得訂單。

蜆殼報告認為，由北海油田引發的海底工程成就，並不比種種征服水面惡劣環境的技術成就少。例子之一是Osprey電子公司。該公司發展了以一系列精密攝影機進行的海底電視監察系統。

高質照片

另一集團UDI，則由借錄象機幫助海底檢查及維修進展到聲納掃描技術，運用折射聲波製作水底照片。該集團以電腦分色法進行實驗（電腦分色法最初是用作改良太空拍回照片的質素），大大改善了海底照片的質素。UDI更與BP攜手發展出名為Seabug的海床犁土器，埋藏流油管及敷設電纜的性能極佳。

蜆殼報告指出：「北海油田帶來的



利益之一，無疑是刺激很多英國公司發展尖端及專門科技。」

「以前很多尖端科技都由幾家外國承包商獨家供應。英國商號已經培養出在這方面的實力的，今後將有能力在國際市場上競爭，而英國也再不需輸入這類專門技術。」事實上英國正輸出科技哩。

英國的石油科技成就有好些是蜆殼報告沒提及的，像Weir Pumps於六月就贏得美國獎項的殊榮，得獎產品是個創新的深洞抽水系統，可從3657米深處抽油或水。該項設計已為公司帶來不少本國及海外訂單，由於抽水系統性能經大事改良，預計可在北海及其他油田為操作者節省大量金錢。

蘇聯訂單

Seaforth Maritime 是設計及生產潛水系統的全球表表者之一，過往曾為廿多艘輔助潛水船生產潛水系統，及製造多種用途輔助設備，像可半潛的 SEDCO / Phillips, Tharos 和 Stadive 等，後者更被稱為全球最大型的性能完備潛水裝置系統。

一九八三年六月，Seaforth 贏得一份價值 1 千萬鎊的合約，為蘇聯造一套先進的全性能系統，4 個月後再得到 35 萬鎊的訂單，製作空氣潛水系統。今年五月，公司又贏得一份 250 萬鎊的訂單，為北海 Balmoral 油田浮碇產油船製造一套潛水系統，包括一艘新設計的高鉬救生艇，以疏散未降壓的潛水人員。

WEBCO 公司花了兩年時間研究，設計了一套保護海底喉管免受腐蝕和保溫的系統。要維持自衛星油井流出的石油的溫度，海底流油管必須保溫，否則會出現嚴重問題。

WEBCO 的解決方法，是運用 Line-cote 防腐蝕保護膜及一種特別的泡沫塑料作為保溫物質。泡沫塑料加熱處理便可塑成所需的直徑。這種物料叫 Linecote IPC，保溫性能優良，並且完全防水，甚受用家歡迎，訂單源源而至。

藤壺剋星

保養離岸建築物十分昂貴，不過一項英國的發明預料能在這方面節省億萬鎊計的開支。蜆殼公司用了 7 年時間，研究一種對付蠔貝、藤壺和雜草的方法。這些生物足以影響離岸建築物的負荷及縮短建築物的壽命。

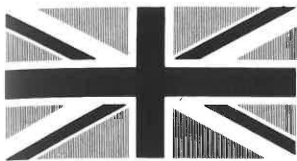
蜆殼公司今年六月宣佈，研究結果是種叫 Aquatect 的產品，可以防止海洋植物有立足點生長。做法是鋪上硅酮橡膠保護膜，再在表面加上一種特製的油，這樣，表面就滑溜得使植物無法依附生長，即使依附到也很容易脫落。

這產品更適用於沿岸發電廠、漁場、海港及碼頭，在水底建築物附近工作的潛水人員也會因此而得睹清晰的水中目標。

英國公司雖然成績斐然，卻未見自滿而鬆懈。行內的大公司最近組成骨幹小組，務求在國際上取得更佳表現。

Buchanan-Smith 先生認為，新科技是北海油田未來發展的關鍵，而各大公司在研究及發展方面的貢獻，是當局近期發出專營權的考慮因素之一。

他說：「英國公司在離岸科技的進展令本人感到鼓舞。英國水域及世界各地仍有大量機會應用此等科技。」 □



港英貿易...

凱恩斯市資訊科技先進， 人與電視溝通無阻。

一九九九年除夕子夜鐘聲迎接新世紀時，凱恩斯市（Milton Keynes）肯定有把握邁進未來。凱恩斯市位於白金漢郡，面積88平方千米，距離倫敦西北80千米。該市自七十年代初起急劇發展，現已準備就緒，迎接2000年的挑戰。

凱恩斯市對未來有十足把握，秘密只有四字：資訊科技。在應用資訊科技於工業、家居及社會方面，該市自稱為全歐最先進的城市，並非無理。

該市目前人口11萬5千，大部份家庭都採用由British Telecom操作的同軸電纜網。到2000年，人口將增至20萬。

居民透過電纜網可以接收電台和6個電視台的節目，及繳費收看有線電視。現時已有2萬2千多個家庭運用這種設備。隨著城市發展，電纜網也得擴大，日後更會增添「雙邊交通」性能，換句話說，使用者將能與電視「交談」。

按鈕式資訊服務

香港的電視台也正研究類似的發展，未來的電視節目將同時播放英文及中文版本。

凱恩斯市中心的公共圖書館已設有按鈕式資訊查閱設備。最近該市更引進了Telewhich？消費資料服務，資料來自消費者協會的Which雜誌。閣下如需要知道有關買車或買洗衣機的資料，大可按鈕查閱。想減肥的話，按鈕也可查到減磅方法。

該市現有130多間電子、電腦及與尖端科技有關的商號。部份已自建物業，像Scicon電腦服務公司，其他則租用凱恩斯市發展公司屬下的高級工業樓宇。有特殊需要的公司，該市也有為個別情況所需而建的尖端科技單位。今年較早時，英國Augat公司就搬進了這類工業樓宇。樓宇本身就是太空時代工

業建築的成功例子，毗鄰是古木參天的樹林，鳥語花香。

培訓下一代

向下一代灌輸未來的資訊科技知識十分重要，凱恩斯市無疑正悉力以赴。美資跨國機構Burroughs對該市極有信心，不但斥資支持該市的資訊培訓中心，還將之命名為Burroughs資訊培訓中心。中心位於該市北面的Stacey Bushes，是全英數個由政府資助的同類培訓中心之一。

培訓中心有30名學生，年齡由16至19歲。學生大多已中學畢業，每周只得25鎊，但學習情緒高漲，中心經理Peter Loud每天一大清早便要回校開門給學生。培訓為時12個月，學員畢業後從事當地與資訊科技有關的工作，都應付裕如。

Burroughs集團在市內自建了價值數百萬鎊的住宿員工培訓中心。中心俯瞰Willen湖，那兒野生生物多，風景優美，離M1公路交匯點只是兩分鐘車程。M1公路可通倫敦及北部各大城市。

「資訊科技交易場」是該市林林總總商業資訊科技的交匯點。這是全英首間科技匯集交流場所，已成為全國性資訊科技的展覽地。交易場有三個主要部份：微型系統中心、辦公室服務處及一個永久性展覽場館，全部座落市中心一幢標緻的紅磚建築物內，該區是快速發展的商業區，鄰近是座巨型的有蓋購物商場。商場有140多間店舖，由百貨公司至精品店式式俱備，是全歐同類商場最大規模者之一。沿馬路再走不遠就是連接各市的英國鐵路車站，車站的玻璃幕牆美輪美奐，還有開幕不久的巴士總站。

裨益商界

微型系統中心是英國各重要地域同類設施網絡的一部份，為現已運用或將會運用微型電腦的人士提供中立的意見及資料。微型系統中心有最新儀器，免費提供有關微型系統及軟件的資料，訪客更可試用各種電腦系統或選修中心舉辦的訓練課程。

辦公室服務處為商界提供全面設備，由中樞機以至微型機無一不備，當然也提供有關電腦系統及程序方面的意見。供應商想找展出產品的場地？那兒的永久性展館正合需要。凱恩斯市有那麼多來自不同背景和不同工業地區的訪客，攪展覽實不作別處想。

展望將來，該市正積極發展另一項新猷，就是「中央商業交易場」，是個有寫字樓的大型多種用途商業中心，面積3萬7千平方米（4萬平方呎），可容納店舖、服務行業和一間酒店，地點上佳。交易場現正興建中，設計方面已考慮到一切最新的通訊科技發展可能性。

電腦購物

資訊科技在凱恩斯市絕不會局限於工商業，更會應用到家居生活上去。一九八二年，即英國的資訊科技年，Great Lincoln有一間「資訊科技之家」開放給公眾參觀，展示資訊科技確能以更高效率打理家務：微型電子儀器可防盜防火、監察能源消耗、控制電燈及電器甚至拉上窗簾，還以「雙邊交通」電視證明足不出戶也能購物、處理銀行事務甚至投票。

目前煤氣、電、水都要靠人讀錶收費，未來再無此需要。「資訊科技之家」首次展示遙控讀錶法，利用電力總掣作為雙邊資料儲存器，用戶不但可以從總掣知道要繳費多少，還能控制能源消耗或探測漏氣。

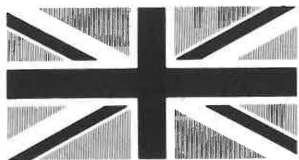
「資訊科技之家」還展出了設備優良的家庭辦公室，證明隨著微型電子科技日益發達，人越來越有可能在家中辦公。傷障人士現已利用電腦謀生。在Neath Hill的專業工場，一班大學畢業程度的傑出傷障人士就利用資訊科技運營一家公司，跟健全人士進行公平競

爭。那家公司有部份股東甚至是無法用手寫字的，卻能用腳趾使用電腦。工場由痲痺協會贊助，並安排公司合夥人入住鄰近的公寓，通常是地面的一層。

文娛金字塔

凱恩斯市還有另一個「第一」，是

文娛方面。一九八六年秋季，價值1千萬鎊的文娛中心開幕時，市民再無需在電影院前大排長龍，因為中心將有10多間戲院可供選擇。文娛中心位於全市最高點，中心外殼是個巨型玻璃金字塔，高約25米。除了電影院，中心還設有bingo和社交俱樂部、士高、酒吧和



港英貿易...

中菜館遍佈英倫

中菜館在英國簡直無處不在。說來確令人難以相信：幾十年前英國只有倫敦和利物浦有寥寥幾家中菜館，其他大城市像曼徹斯特、伯明翰、布列頓、愛丁堡和格拉斯哥根本一家都沒有。

首先把中菜館帶來英國的，是第二次大戰期間數以百萬計的美籍及英聯邦軍隊，他們之中有不少在家鄉時已吃過中國菜，而中式烹飪比英國菜更美味更吸引人，加上戰時肉類供應有限，中式烹飪因此更派得上用場。

倫敦最初只有幾家中菜館，後來越開越多，中式烹飪也由首都擴散到全國各地。五十年代，中菜館由幾十家增至幾百家，六十年代更增至幾千家。時至今日，英國幾乎那裏到吃到中菜，尤其是小型家庭式生意燒中菜外賣的那種。英國中菜館的水準已輕易追上了紐約、三藩市、多倫多和溫哥華這幾個北美大城市。唐餐館在北美這幾個城市的歷史和發展其實都比倫敦早得多。

英國最早流行的中菜是粵菜（移民英國者以廣東人及來自香港新界的粵籍人士居多）。五十年代初中國赤化之後中國移民日增，京式烹飪開始上場，在市郊尤其受歡迎。京菜較合西方人士口味，粵菜則較合中國人心意。七十年代下半期，倫敦又流行起四川菜和雲南菜。

總的來說，在英國要吃最好的粵菜還是要去唐人街或廣東人聚居的地方，即蘇豪區的Gerrard, Lisle, Wardour, Greek和Shaftesbury等幾條街道一帶。吃京菜最好到市郊去。至於川菜和雲南菜，由於來英歷史尚短，

只有幾家供應。不過很多京菜館子也供應幾款川菜和雲南菜。部份有經驗的看倌認為，與其局限於某一地區的烹調法，中菜館其實應採用一種足以代表全中國各地特色的烹飪法。

本人曾為Memories of China餐館率先引進中國四大地域流派的烹飪特色。兩位大廚及本人甚至親往中國大陸取經，進行「烹飪旅程」，品嚐地道的中菜和尋訪新菜式。

歸根究底，不同地域的中菜在飯桌上常有牡丹綠葉相扶持之妙，特別是一桌有6至12道菜的時候。北方（北京、山東）以肉為主的菜式，加上粗獷的各式麵食（粗麵和巨型飽餃），跟粵菜中的海鮮、魚類及其他極美味的廣東小菜很合襯。四川及長江上游一帶的菜式以香料濃烈馳名，材料多是預先醃製、風乾或烟熏的，煮時多配以胡椒及辛辣調味，所以跟著重原味及淡水海產的上海菜及長江下游地區的菜式很配合。（長江下游一帶的菜式較其他省份平淡，所以很少中菜館有做。）

初學吃中菜的人士應記著，中國各地域的菜式及烹調法跟那區的地理環境及氣候有密切關係。北京及華北的氣候比長江及南方都要乾燥，北方出產小麥和玉蜀黍，所以北方人常吃麥粉製的麵條、蒸飽、餃子、薄餅和燒餅。另外，由於北京及華北毗連盛產羊和羊肉的內蒙，羊肉因此成為最普遍的肉食之一；相反，在南方及長江一帶，則絕少吃羊肉（不要到粵菜館叫羊肉吃）。

米是長江流域及南方亞熱帶地區的

主到食糧，即使麵條也是米粉造的。蔬菜種類也很多，還有各式淡水海產像魚、蝦、蟹、田雞等。由於南方夏天又熱又潮，所有食物都要醃才能保存，鹽醃、製乾、熏、泡及香料醃等方法十分流行，食物味道因而特別濃烈。吃辛辣的菜式常叫人滿頭大汗，但中國人認為在濕熱的地方生活，必須流汗身體才健康。東南沿岸及廣東一帶海產的味道較重，當地人也較喜歡新鮮食物。亞熱帶地區總不成把肉掛得太久吧！同時由於江南一帶較富庶，江南人士有較多時間攪吃的，所以粵式烹飪也許是全中國最花巧的烹調方式。

Chelsea Rendezvous (寄萍堂) (倫敦 SW3)

步進這間地庫餐館前，我在地面的酒吧邊喝餐前酒邊看街上的行人。餐館裏十分光亮寬敞，每張枱都放了鮮花，淺色的牆壁掛了現代藝術品。當初我還以為是個昏暗的地庫呢。枱面擺的是筷子，不過吃大蝦時也不妨搾點檸汁，甚至五抓金龍。吃中菜嘛，點菜是樂趣之一，但要點得恰到好處就頗考功夫。以我來說，脆辣牛肉，咕嚕肉，杏仁雞和北京對蝦（跟蝶型對蝦不同），加碗炒飯已十分足夠，不過，拔絲蘋果和香蕉卻是不可不吃的甜點。（地址電話見英文版。下同。）

我們告訴的士司機要去的街名，又說Kowloon是家中菜館。司機說：「還會不是中菜館嗎？」不錯，Gerrard

一間持牌餐廳。

文娛中心日間也會開放，有快餐服務和一間專人管理的遊玩場所，父母可安心放下子女在那兒玩，再往鄰近的商場購物。中心外面會有個醒目的「新聞報告版」，運用彩色電腦圖案。中心落成後，估計每天會有4千至6千人出入。

文娛中心是Bass Leisure及American Multi Cinema的聯管建設，以現代科技設計。負責的建築公司採用了有立體程序性能的電腦輔助設計系統。

當局很明顯在凱恩斯市大力鼓勵新嘗試。該市的發展公司歡迎有趣的意念

，因此到該市的人都是思想開放和願意嘗試新事物的人。該市的商界人士（很多公司來自海外）及居民由於城市日益發展的關係，正處身一個轉變中的時刻。

□

街就是唐人街，Leicester廣場外面蘇豪區的大部份也是唐人街。Kowloon有兩人用和六人用的和菜，分別定價9.5 鎊和27.6鎊。我們點了蟹肉、粟米湯、咕嚕肉和銀芽肉絲、腰果雞丁和鴨、配蛋炒飯，香片茶和一種叫「萬福」的白酒，是特別為配吃中菜釀製的。

Lords Rendezvous (楓林閣) (倫敦NW8)

這幢白色建築物雖處街角，卻有股昂然氣勢。它一度是Finchley Road火車站，人客現在還可聽見火車在地下轟隆作響。內部裝修華麗，像個寬敞的寶塔，有精細的嵌板牆壁，出人意表的圓拱天花、真蹟藝術品，舒適的織藤傢俬和笑意盈盈的服務。這兒與寄萍堂雖同屬Wing Sum Chu先生，卻不像寄萍堂般位於遊客必經之地，不過倒十分接近馳名的Lord's 木球場。菜式方面，由美味的排骨至白飯都極有水準。總的來說氣氛上佳。

Choy's (倫敦SW3)

Choy's 座落Chelsea區新潮熱鬧的King's 路。Choy's 有種安詳友善的氣氛，是家庭生意，跟當地的生活方式相當融合。今年是餐館25周年紀念，紀念日當天，Lai Wong太太請了大批親友和熟客參加一個家庭派對，品嚐美味的春卷（美國人叫蛋卷）、燒排骨、燒鴨和特色小菜。掌廚的是香港來的Tin Yau先生，看來他不但愛烹飪，還喜歡向人展示他的美味傑作。女主人特別為當天的派對把地面一層粉飾一新，用了紅綠米三色，還訂製了一幅手繪的牆飾和一幅北京街景壁畫。在標新立異的Chelsea區，這不啻是個寧靜的小天地，可飽覽人生百態。

Maxim (美心) (倫敦W13)

美心由Tony Chow母子兩人經營，母親更親自發明了幾款匠心獨運的菜式。餐館外面燈光暖洋洋，一看便知道

裏面的氣氛很親切。我們去的是個星期三晚上，人客很多，個個都興高采烈，談興甚濃，還不時有人唱生辰快樂。美心雖然座落市郊，人客卻來自相當大的地域範圍。美心的菜式很多，我喜歡的有鮑魚雞、炸田雞腿和四川對蝦。脆皮鴨加薄餅和蘆筍蟹肉也極美味。

Kenneth Lo的Memories of China (倫敦SW1)

這家高級名店雖由Lo太太打理，卻深受她丈夫Kenneth的性格及活力影響。Kenneth是當地華人社會的元老，退休前是美術出版商，退休後寫了無數關於食物的書，還常常玩網球。他今年69歲了，是英國元老級網球冠軍。餐館窗上刻了唐馬，乳色牆上掛有中國詩句，其中首行詩的大意是人在有生之年應盡量作各種嘗試。菜式都很貴，但全是好東西，味道也很好。另一特點是全中國各區域的菜都有，所以英國商家頂喜歡在這兒款待來自中國的官員。Kenneth說：「中國人一到海外就想吃家鄉菜，商人外遊也是一樣。」這兒也是周年紀念或其他喜慶場合的熱門宴客地點。即使價錢貴，人客也不介意。我最難忘的菜是：燒羊肉生菜包、薑蔥魚和酸辣湯。賬單約40鎊。

在蠟像院附近一條沒人注意但相當雅緻的橫街，有間叫Green Leaves的中菜館。老闆是一對剛從台灣來的年輕夫婦。這間菜館為Paddington地鐵站一帶的小型廉價酒店住客帶來很多方便。這兒的京菜水準好，碗碟也極精緻，枱面擺設是綠色情調，相當優雅，服務也仔細。

Man Fu King是間洞穴狀飯館，裝修以金紅兩色為主，熱鬧氣氛令人彷彿置身香港。這兒頗受年輕華人夫婦和中國家庭歡迎，特別是各式點心。我特別喜歡在這兒午餐，原因是又便宜又熱鬧。午餐只需9鎊。

North China (華北飯店) (倫敦W3)

嗜吃濃烈味的人有口福了，這兒由香辣的餐前小食以至辣汁牛肉絲及腰果豉酒雞粒都會使你大快朵頤。我點了「萬福」酒，邊喝邊吃滋味無窮。價錢也不貴。我實在無法抗拒皇牌中式甜品：拔絲蘋果香蕉。那層脆皮細嫩又不脆硬得過份。店主是年輕的劉先生，自從從父親處接手以來，便有意大興土木重新裝修，使餐廳現時其貌不揚的外觀追上內部鮮明歡鬧的氣氛和家庭式的美味菜譜。

Paper Tiger位於倫敦博物館附近，座落一幢豪華空調大廈的地庫。

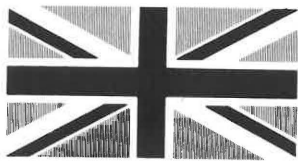
Paper Tiger自稱是倫敦首間川菜館，專供應中國西南辛辣菜式。幾款流行的京菜也有供應。最精彩的是川宴和京宴，兩人或以上即可點吃，每人收9鎊。花18鎊左右即可享用到連飲品和小賬的一餐。

Jade Garden雖小，但常座無虛席，客人與侍者十分稔熟，看來多是常客。我們嚐了很好的大蝦、檸檬鴨和炒飯。服務效率很好，連酒共花了22鎊。

Pangs (碧麗宮) (倫敦W9)

相當華麗的餐館，位於空調現代化大廈內，有道人造瀑布，頗有異國情調。點菜前不妨先在酒吧喝點餐前酒，反正菜式很多，得花點時間想想。碧麗宮最引以為傲的是每天運到的海鮮，不過要吃鱈最好早一天預訂，以免到時失望。店主Tsu先生表示他很幸運，因為自開張以來大廚一直沒離開過，人客不斷回來品嚐一流粵菜。我們兩人吃的午餐據稱是「份量輕」的了：先來蝦多士（我瞞見菜牌上有「酸瓜拌海哲」，下次一定要試），跟著是鮮菇津白、炸釀豆腐、蛋炒飯和我心愛的鐵板雞。其他出色的菜有雲吞湯、薑蔥蒸蟹或蠔、豉椒魷魚和北京填鴨。

□



港英貿易...

英國工業中心的訊息

今年十月，西米德蘭茲工業發展協會將訪問本港，屆時該會會從英國的工業心臟地帶帶來以下訊息：「西米德蘭茲有廣泛的通訊、人力、工業及天然資源，商界人士倘有意進行海外投資，該區具備一切重要條件。」西米德蘭茲工業發展協會是英國首個由工業帶動的工業發展組織，受中央及地方政府大力支持，負責專注西米德蘭茲可如何發展當地的大量資源及可觀潛力。協會特別強調該區的魄力、主動、創意及技術成就（有「世界工場」美譽），並指出西米德蘭茲處於英國通訊網正中心，也是全英國攬最後裝配和銷售最有效率的地方。

西米德蘭茲除了上述優越條件外，也有一般英國工業區的普遍優點。當地是通往歐洲經濟共同體的跳板，為海外投資人士提供一個免稅免配額及通往全球最大消費市場——「歐洲合眾國」——的途徑。英國更具備天然資源，有助減低生產成本，維持競爭力。部份人士認為工會是個障礙，不過，直接投資該區的商號卻有剛剛相反的經驗，他們跟工會共事毫無困難。當地奉行開放政策，容許商號以非工會方式行事或選擇一個工會以便磋商。

心臟地帶

西米德蘭茲區面積約為4千平方哩，由赫理福德、伍斯特、索雷郡、斯塔福德郡、沃里克郡及西米德蘭茲郡組成，總人口超過5百萬。英國主要工業城市伯明翰即處於區內，此外還有特福德及雷德徹兩個新市鎮。特福德及達德利已分別劃為企業區，因政府資助關係對海外投資人士別具吸引力。區內各類型大學及理工學院林立，更有相連的科學公園，是西米德蘭茲區內及國際上創新的溫床。

該區除了高科技的一面，還有多個傳統城市，像有「陶器之都」之稱的特倫特河畔斯托克，以精美瓷器馳名的伍斯特，以鉛水晶玻璃舉世聞名的斯托爾橋，劇作家及詩人莎士比亞出生地埃文

河畔斯特拉特福。布萊克區的達德利、桑德威、沃爾索爾及伍爾弗漢普頓各個市鎮，仍保持雄厚的工程及生產技術實力。

西米德蘭茲工業發展協會總幹事森遜先生指出，西米德蘭茲自十九世紀以來一直是製造業的搖籃。設計、生產、銷售及批發就是當地的傳統。七十年代末及八十年代的經濟衰退加上新科技陸續出現，使該區具備各方面的人材，掌握各行各業的技術及經驗，是個現成的勞工市場。

森遜指出：「這兒的學校、技術學院、理工及大學正培養出新一代了解高科技工業的人材，也發展了本區的研究中心為區內新工業服務。」

「我們正設法鼓勵產品轉移進西米德蘭茲，做法是招攬有規模的商號，運用現有的技術、器材及市場拓展知識，在本區獨家生產別人的產品。」

工商業中心

伯明翰位於英國心臟地帶。伯明翰成為英國工商業中心，絕非偶然。該市蘊藏地下黏土、煤及鐵天然資源，因而成為天然製造中心。該市勞動力擁有形形色色的技術及知識；而身處英國交通網樞紐，該市更發展出全歐系列最廣泛的專門性服務。

該區有的是天然資源、多元化的熟練勞動力及林林總總的服務；通往英國本土及歐洲其他消費市場也十分方便，這點十分重要。

出口方面，有重新發展完竣並符合最高國際標準的伯明翰國際機場，曼徹斯特及倫敦機場也近便，而南安普敦、多弗爾、加的夫及利物蒲可分別於4、3、2及半小時內抵達，以任何國際標準計都算快捷。因此，西米德蘭茲不單為英國本土市場提供快速服務，就是去歐洲消費市場也毫無問題。

伯明翰國際機場在索利哈爾，是英國唯一的內陸自由港區，海外投資者享有的優惠之一，就是關稅優待。

伯明翰的華人社會規模很大，香港投資人士有意攜同本身的僱員往英國經營，當地的氣氛會頗適合。

新市鎮發展

英國工業中心區古老城市的新面貌，很多人都有點認識；西米德蘭茲的情況卻很特別：該區有特福德及雷德徹兩個新市鎮。以特福德為例，它為海外商號提供的條件，可說是整個西米德蘭茲的縮影。特福德是新興市鎮，由數個小型鄉鎮及鄉村組成，擁有連接英國整個公路系統的良好道路網，也有價格恰可的土地供工業發展，熟練工人充沛，且有良好的職業道德；全區都出產原料及零件，各種服務齊備；僱員房屋供應充足；特福德發展公司更為商號提供整套的搬廠援助，舉例說，該公司負責協助各項建設計劃有關認可批准事宜及建造條例問題；水、煤氣、電力及電話服務，也協助徵聘一般職員及專門技術人材。

特福德發展公司總經理包約翰指出，有50名海外投資人士已發現該市的優點。例子之一是日本日立集團的分公司Maxell。Maxell生產高級錄象帶，目前在該市僱用80人，今年將增至2百人。特福德是Maxell在歐洲唯一的生產地，該公司研究過威爾斯及德國幾個可能的地點後，終於決定在特福德設立歐洲總部。

行政經理Yamamoto先生解釋道，特福德市對該公司的投資來說，正揉合了「地利人和」的優點。他指的是當地工人的普遍良好質素，及公司員工的積極性和以工作為榮的精神。

他稱讚特福德發展公司為團結特福德市民所作的「幹勁冲天的活動」，也盛讚Maxell公司9位日籍職員在當地社區生活的表現。

由於中央政府認為Maxell公司的投資對國家經濟十分重要，因此獲得中央政府特別財政援助。政府將特福德劃為企業區，並選定該市可提供「完美條件」以刺激投資。舉個例，香港投資人

士在該市就無需繳物業稅。

包約翰特別指出，該市亟想跟香港投資人士攪合營。不過，本港商號對合營應真有誠意，而非把該市當作另一個裝配工場看待。他說關鍵是產品及技術轉讓。

伯明翰市委員會總發展及推廣主任侯士先生也有相同觀點。他指出香港投資人士倘與阿西頓科學公園合作應大有可為。

研究及發展

侯士指出，阿西頓科學公園的成立目的，是為英國小型商號提供一個研究及發展中心，協助他們發展新技術新產品。海外公司如將研究及發展工作安排在該科學公園進行，便可享用那兒的設

備。鄰近的阿西頓大學，是全英國首屈一指的工程及摩擦學研究及發展中心，商號如利用科學公園的服務，不但可收近水樓台之利，也能置身全英國工業心臟地帶中樞，原因是英國三份一的製造業都在伯明翰市周圍十哩的範圍內。他說：「意念及技術交流的好處數之不盡。」

西米德蘭茲有雄厚的學術實力：伯明翰、基爾及沃里克三間大學無論在醫學、藥品、物料科學、管理學及電腦科技方面都是國際聞名的。

阿西頓科學公園有意於未來12個月內成立「技術轉讓小組」，負責鼓勵英國本土及海外公司採用新系統及新產品。侯士先生相信，本港商號可通過該小組攪合營生意。香港商號也許有新產品

意念，而技術轉讓小組則可供應發展該新產品所需的高級工序及技術。阿西頓科學公園的設施，可助香港加速發展高科技增值產品。

森遜指出：「這兒雖是工業的老家，但不表示我們不接受轉變。事實上我們正刻意求變。新類型工業不斷出現，其中包括成衣業。我們的成衣業競爭力很強。光學產品及玩具也是主要增長範疇。」

我們舉特福德和伯明翰為例，說明西米德蘭茲區對香港投資人士可提供的種種條件。英國的心臟地帶不單是十九世紀工業革命發源地，也是英國二十世紀科技革命的發源地。 □

英國伯明翰及中西部節節目表

開幕典禮

十月十九日下午十二時三十分，大會堂展覽廳。
根德公爵主持開幕；伯明翰市長也將出席。

貿易

香港交易會工業周英國中西部展館
十月十九至廿三日，香港展覽中心。
每日由中午十二時至下午七時開放。
香港交易會消費周英國中西部展館
十月廿九日至十一月三日，香港展覽中心。
每日由中午十二時至下午七時開放。
出口貿易代表團
(伯明翰工商會) 將下榻香港酒店。
伯明翰及中西部節期間，若干節目由英國駐港商務專員公署主辦：
「英國運輸業在香港」展覽
十月十六日至十一月一日，新世界中心。
「今日英國」展覽
十月二十日至十一月四日，置地廣場。
「今日英國」宣傳活動
十月十八日至十一月四日，龍子行、瑞興、先施及永安百貨公司。
世界小姐 (Sarah-Jane Hutt) 將於十月廿二至廿五日出席。

文化活動

Coull 弦樂四重奏音樂會
十月十九及二十日，下午七時四十五分，香港藝術中心演奏廳。
前拉斐爾派美術展覽
(展品來自伯明翰博物美術館) *
十月十九日下午五時，市政局博物美術館。
伯明翰市長伉儷主持開幕，西米德蘭茲郡委員會首長及高層官員也將出席。
Richard Markham (鋼琴) 主持，
Coull 弦樂四重奏大師班
十月二十日下午二時三十分，藝術中心演奏廳。
前拉斐爾派美術展 *
十月二十日至十二月二日，市政局博物美術館。
逢星期一、二、三、五及六上午十時至下午六時，星期日及公眾假期下午一時至六時開放。
逢星期四休息。
Coull 弦樂四重奏大師班
十月廿一日下午二時三十分，藝術中心演奏廳。
「當代電影節」——伯明翰電影工作坊
十月廿五至三十日，藝術中心演奏廳。

聖像美術展預展

十月廿四日下午五時三十分，藝術中心包兆龍畫廊。
聖像美術展
十月廿五日至十一月六日，藝術中心包兆龍畫廊。每日由上午十時至下午八時開放。
Phase One 鋼鐵實業園
十月廿九日下午十時三十分至二時，海運大廈大堂；
十月三十日下午一時至二時三十分，置地廣場；
十月卅一日下午一時至二時三十分，新港中心；
十月卅二日下午八時至九時三十分，沙田美林村；
十一月一日下午一時至二時三十分，置地廣場；
十一月二日下午十二時三十分至二時，新港中心；
十一月二日下午八時至九時，太古城中心真雪溜冰場；
十一月三日下午二時至三時三十分，新世界中心。++

Cannon Hill 木偶劇場

十一月四日下午八時至九時三十分，高山劇場；
十一月六日下午三時至四時三十分，上水北區大會堂；
十一月八日下午八時至九時三十分，荃灣大會堂；
十一月九日下午七時至八時三十分，元朗律修堂；
十一月十日下午三時至四時三十分，太古城中心三樓平台；
十一月十日下午八時至九時三十分，大會堂演奏廳講座及示範。
中西節舞蹈團
十一月五及六日下午八時，大會堂劇院；
十一月七日下午八時，荃灣大會堂。
Melachrino 弦樂及管弦樂團
十一月七日及八日下午八時，伊利莎伯體育館；
十一月十日下午八時，荃灣大會堂；
十一月十一日下午八時，大會堂音樂廳。
Fine Arts 鋼琴合奏
十一月九日下午八時，大會堂劇院。

+西米德蘭茲郡委員會及香港藝術中心合辦
+伯明翰市委員會及香港市政局合辦
++西米德蘭茲郡委員會及香港市政局合辦

體育活動

West Bromwich Albion 隊練習
十月廿二日，南華會運動場。
West Bromwich Albion 對香港隊足球賽
十月廿三日下午八時，政府大球場。
運動邀請賽
(西米德蘭茲、廣東、香港) *
十月廿七及廿八日，下午一時至五時，灣仔運動場。
乒乓球邀請賽 (西米德蘭茲、廣東、香港) ++
十一月三日下午七時至十一時，伊利莎伯體育館。
十一月四日下午二時至十一時，伊利莎伯體育館。
羽毛球邀請賽 (西米德蘭茲、廣東、香港) **
十一月九日下午七時至十一時，伊利莎伯體育館。西米德蘭茲對香港。
十一月十日下午七時至十一時，伊利莎伯體育館。廣東對上場勝方。

+西米德蘭茲郡委員會及香港足球總會合辦；BSR贊助。
*香港業餘體育協會主辦，市政局、香港政府及西米德蘭茲郡委員會支持。
++香港乒乓球協會主辦，市政局、香港政府及西米德蘭茲郡委員會支持。
**香港羽毛球協會主辦，市政局、香港政府及西米德蘭茲郡委員會支持。

學術活動

香港的城市文化——城市文化論壇
十月廿四至廿七日，香港藝術中心演奏廳。
每日三節：上午十時至中午十二時
下午二時至三時三十分
下午四時至五時三十分
市場經濟研討會
十月三十日下午六時，香港理工學院。
持續教育研討會
十一月一日下午六時，香港理工學院。

環境及社會發展論壇

第一節：政府及經濟政策
十月三十日上午九時至十時五十五分，香港大學。
第二節：新市鎮設計及發展
十月三十日上午十一時五十分至十二時三十分，香港大學。
第三節：高樓及高密度居住方式
十月卅一日上午九時至十時廿五分，香港大學。
第四節：環境問題及環境設計
十月卅一日上午十時卅五分鐘至下午十二時三十分，香港大學。
生物科技研討會
十月三十一日上午九時三十分至十二時二十分，中文大學。
科技研討會：
第一節：電子及電機工程
十一月一日上午九時十五分至下午十二時十五分，中文大學。
第二節：自動化及數字控制
十一月一日下午二時十分至四時四十五分，中文大學。

+西米德蘭茲郡委員會及香港藝術中心合辦

風水的現代意義，並卜來年進展有望。

中國大攪現代化的同時，傳統的風水學說也在脫胎換骨。中國已改稱「風水」為「環境學」，用現代生活的觀點探討環境與人的相互影響。香港部份「風水先生」也走上了風水現代化的道路，以社會分析配合易經及陰陽五行進行推演，嘗試洞悉社會變遷及個人命運。

易學協會會員鄧匡哲看起來像個商家多過像風水先生。他年輕、有魄力、雙目炯炯有神。事實上鄧匡哲的正職是裝修工程公司經理，風水只是興趣。不過，家傳的風水知識也為他帶來不少其他生意：比方堪輿、擇日、命相、姓名、編通勝、為新田發展當風水顧問和代理墓園等；他還常趁與中國攪裝修生意之便到國內去講風水理論和方法，跟台灣研究風水的人士也有聯絡。

風水學說究竟有何吸引人之處？鄧氏指出：「風水學問博大精深，包括易學、氣功、醫學、數理、環境學等研究。易學協會現有50多名會員，來自各行各業，有老有少，常聚會討論風水易學各方面的問題，或比較各人對世界形勢變化的分析和推演，挺有意思。」

要講風水，必須先談易經。易經有兩大元素；一是數，一是象。數是指1至9這9個數的循環演繹，源自遠古的「河圖洛書」。數表達時間，即由天干地支表達出時辰、年份等。（按鄧氏解釋，河圖洛書是個井字形圖表，每格有一個數字，由1至9不等，特色是無論縱、橫、斜綫相加，總和必是15）

象指卦象，由八卦相疊演變成64卦，表達陰陽五行變化，引申而推算人事的變化。「數」加「象」再配合陰陽五行，便可推演出人或事的未來變化。

先談卦象。相傳伏羲氏仰觀俯視，見萬物都有單雙，便悟出單數為陽，雙數為陰。於是畫「一」為陽的符號，畫「--」雙畫為陰的符號。自下而上，加到3劃，代表地人天三部份，並創出8個樣式的3劃，即八卦，分別為乾（☰）、兌（☱）、離（☲）、震（☳）、巽（☴）、坎（☵）、艮（☶）、坤（☷），各有名稱、次序、方位。又在八卦之上各加八卦，重而成64卦。至於卦辭及其他註釋文字，則為後人所加。

五行則是古人觀察自然界萬物興衰衍變所領悟的自然規律。五行是金、水、木、火、土5種物質，五行相生（金生水、水生木、木生火、火生土、土生金）也相剋（金剋木、木剋土、土剋水、水剋火、火剋金）。五行各有顏色主

宰，金是白、水是黑、木是青、火是紅、土是黃。

風水專家如何綜合種種複雜的運算模式去預測人事變化？鄧氏說方法是將天、人、地三者的運數結合分析。他用了最熱門的香港前途問題為例。

先說天運。根據甲子循環推算，天運共有9運，每運維時20年。9運又分為上元（1至3運）、中元（4至6運）、下元（7至9運），故合稱三元九運，180年完成一總循環。三元九運適用於全世界。一九八四年是下元甲子，為7運之首年，流年是七赤。

至於地運，香港地理方位座坤（西南）向艮（東北）。他認為香港的地運極受外來因素影響，特別是日本、美國和中國。

人運可解釋為人際關係，或人和羣體的相互影響。他認為香港的人運一直都處於極被動的位置。

結合上述三點，他指出八四年對香港是尷尬、不穩定和口舌是非多的一年，原因是7運屬兌卦，且流年是七赤，兩者都是有是非口舌之兆，地運不佳者更有干戈動武。

八五年的流年星是六白，主進展、希望，對香港有利，尤其地產及股市都會有好轉。所以鄧氏認為八四年九月中英協議公佈必是利好消息，否則八五年絕不會有進展希望。

八六年流年星是五黃，年份是丙寅，均屬火。他認為這年的火性太烈，主亂。加上中國國旗是紅色，也屬火，因此預料中國政局可能有變，或因過烈而生亂，影響香港。他最替香港担心的就是八六年。

八七年流年星是四綠，即文昌星。綠屬木、木雖生火，但文昌星主溫和，象徵出現文人政府和溫和路線領袖，所以能抑制火勢。八八年流年星是三碧，也屬木，是八七年的延續。

八九年流年星是二黑，流年屬土。火燒木屬化灰而成土，象徵文人政府開始穩定，步進較穩定平順的局面。

他認為中國政局進入「土」的局面後，需要大量人材開墾土地，因此八九年後香港對中國特別重要。土生木，象徵土地開墾後種植漸有成，屆時香港人材對國內的重要性開始下降。所以他估計到二〇〇一年，中國本身的城市已有相當發展，香港的重要性便開始下降。

談到中國國運，鄧氏指出自明朝至今，中國的盛衰興替都配合了五行相生

的理論。明朝的旗是白色的，屬金，金生水；清朝的國旗是黑的，屬水，水生木；國民黨的旗是青的，屬木，木生火；共產黨的旗是紅的，屬火。所以明至清，清至民國，民國至解放，均循金生水、水生木、木生火的途徑進行。至於未來，鄧氏認為由於火生土，共產黨的政策將由「紅」轉「黃」，走上更溫和的「修正」路線。

至於香港，鄧匡哲認為最祥和的一段日子是5運期間，即一九四四至六三年，原因是物價穩定，生活節奏也較開適。一九六四至八三年是6運，武曲星為主，因此生活緊張，物價急升，且有暴戾之氣。不過，總的來說，戰後卅多年東南亞動亂迭起，香港卻蒸蒸日上，他因而歸納出「外圍越亂，香港越好，外圍越好，香港越不重要」的理論。

至於個人運數、屋宇風水等問題則可從「氣」的觀念入手。「氣」是中國哲學一種特有的觀念。氣充斥天地之間，氣之聚則生，氣之散則亡。氣的觀念深入民間，從日常用語已見一斑：「元氣大傷」、「行氣活血」、「血氣方剛」、「屍居餘氣」、「氣定神閒」、「正氣凜然」等，莫不指出「氣」是身心健康之第一要素，而身心康泰又是好運程的必要條件。因此，助人養氣是風水的一大課題，還要配合個人的時辰八字計算才夠精微準確。

他指出，科學儀器曾鑒證出人體發出的氣含有靜電、紅外光和磁場。人居於室，倘室之四壁能將這三種物質適當地反射回人體，才會住得舒暢康泰。所以房子太小太大、圓形或三尖八角都不好，原因是反射「氣」的遠近和角度會有問題。他認為理想的房子應是平穩的正方或長方形。

「選擇房屋必須考慮靜和氣兩點。圓形和不規則多角型屬動形，所以不好。房屋是給人靜的，靜而後能思，思而後能動，所以不單指環境清靜，還指人在一個空間裏的感覺。」

至於寫字樓，他說大門最重要。門是「來氣」之源，所有人都由大門出入。大門氣運不佳，公司業務定無進展。次則是小門，即各經理或部門主管的房門。小門必須配合得宜並相生，公司人事關係才會融洽。

俗語有云：最怕入錯行。風水對擇業也有一套分析方法。各人按本身的時辰八字可計出自己的運數從而擇業，比方火土運宜做建築，金水運宜做生意等。

「不問蒼生問鬼神」——中國傳統百姓向神祇祈福的習俗常被詬病為迷信。易學風水雖未至問道於鬼神，然而從工業社會「想做就去做」的取進觀念看

，風水無可否認有濃厚的宿命色彩。鄧匡哲卻不以為然。

「人由惡運轉向好運，必定是客觀環境先有變化，再加上他採取行動才會

扭轉運勢。易學風水的推算，只能助人嘗試去洞燭先機，不是叫人坐著等奇蹟。」鄧匡哲的名片上印著「運轉乾坤」宋體大字4個，相信正是此意。 □

香江話風水…

風水原是數理——蔡伯勵

一九五二年，蔡伯勵從原籍的廣東來港，之後再沒返過中國大陸。三十三年來他一直在香港從事看風水和擇日工作。

蔡氏也編纂曆書（通勝），每年出版80萬本，共有兩種版本：定價2元5角的一種較薄，定價10元的則較全面。為方便不諳此道的外籍人士，他更出版英文「通勝日記」。

蔡伯勵也許是全港賺錢最多的風水先生。蔡氏和他的寶號「蔡真步堂」無疑是全港最著名的。

蔡氏編纂的通勝，據稱每年在港銷120萬本之多。通勝確是指導讀者每天怎樣生活的，如果閣下手上有的是完整的版本，那就每個鐘頭都有指示。

沒人知道每年買通勝的人真正跟循多少通勝的指示，不過，通勝銷量之多，本身已是有趣的現象，也顯示了現代化香港的社會行為的另一面。而且，又有誰能否認，香港人無論設計摩天大廈或做生意都不斷在徵詢風水先生的意見？

蔡伯勵指出，香港很多風水先生只是業餘性質，只有少數受過全面訓練。他指的訓練，是那些能將自己的風水知識和承襲系統追溯到帝皇時代的占星家。中國古代，星相家製作宮廷曆書，使皇帝有巨大的權力控制黎民日常生活，中國人社會千百年來也因而習慣了以星相卜吉凶。

帝皇的影響力一直持續至慈禧太后逝世。慈禧太后葬於一九〇九年十一月廿七日上午五時，時辰也是占星家擇的。一九一二建立民國以來，占星家已不復當年的官方權勢，但風水在民間仍佔一席位，即使十里洋場的香港也不例外。

蔡伯勵的辦事處在中環皇后大道214號，要爬好幾層石級才到。辦公室不大，他的書桌也頗凌亂。訪問那天蔡氏穿了整齊的獵裝，頭髮像個商家，剪得短而整齊。他有托眼鏡的習慣，案頭電話更響個不停，生意看來十分好。由於要不停聽電話，訪問進行得斷斷續續。當時還有兩個親自上他辦公室的客人，很耐心地坐著等他。

蔡氏抱歉地說辦公室實在擠，不過

他們快要搬去較寬敞的地方。全個寫字樓有八個人幫他工作，包括兩個兒子、兩個女兒和三個職員。他的子女全是大學畢業學有專長的，比方土木工程、經濟、社會學等。

蔡伯勵說：「他們都在跟我學風水。我本人則從上一輩學。蔡家研究風水已有百多年歷史了，我是第三代的占星家。家祖父當年在廣州是率先研究西方星相學的人之一，跟北京的星相家過從甚密。當年的北京官方星相家，地位和作用可比擬現時的天文台。」

他以深入淺出的方式解釋風水學。他說風水是中國最古老的學問之一，研究特定地理環境下凶與吉的關係。風水學涉及數學理論（50頁），深奧之處並非人人都能掌握。

他說：「某一個環境看起來可以不俗，但跟風水數理不配合的話，仍是美中不足。比方說，一間新屋設計好，光綫足，但屋主遷進後仍感覺不舒服。原因是那間屋跟數理不合。」

「中國有所謂陰陽五行，即金木水火土。另外還有八卦。數理就是從陰陽五行八卦推演出來的，有正有負。房屋必須符合數理的推算，必要時我們會增加五行中的某些物質等，務求改善風水。」

談到這兒，他轉而說到一種他認為是哲學性的探討風水學方法。他說屋宇在數理方面計算配合妥當後，還要配合時間因素來考慮。「曆書的用處就在這點。我們必須據通勝擇日擇方位，決定那一天那一個方位是最有利的。」

他解釋說，時間因素之外，入伙日期必須與通勝所載有關屋主的運程相配合。屋宇本身與入住的屋主必須同樣具備好風水。

他說看生意風水的好壞，考慮的因素也是一樣。上述理論也適用於婚姻、喪事、陰宅等。他表示公司生意中，有一半是商界客戶，一半是個別人士。

蔡真步堂的客戶並非是固定性質。聘用蔡氏作長期顧問的，二百名客戶中只有一個，像東華醫院集團。大部份客人是逐次計的生意。

至於中國銀行新厦和滙豐銀行新總行大廈的風水又如何呢？蔡伯勵不想置

評。不過他倒願意將新的與舊的銀行大廈分別作一比較。他說自己未受中銀或滙豐聘用過。

他覺得中國銀行新厦的設計像管竹，令人想到竹在風雨中飄搖，而最後重新屹立。他說新厦設計儘管在科技方面十分出色，不過就不及現有中銀總行的莊重。

至於前滙豐總行，他覺得像個安坐皇位的君主，右面是前高等法院（狀似蹲伏的護君猛虎），左面是太子大厦，君王彷彿有羣臣簇擁。新厦看來彷彿君王已變換姿態，41層高的新厦落成後，君王便像從皇座站了起來。

蔡伯勵認為金魚缸和盆栽等不過是辦公室及家居佈置，本身與風水無關。不過金魚缸和盆栽確有減弱凶勢之效，而最重要的是安放的位置。適當的位置視個別情況而定。

他表示自己為商業機構看風水時，有時也會教客人安放金魚缸和盆栽等物，不過也不是每處都需要。比方說替一家工廠看風水，他會找出工廠欠五行中那種物質和工廠與東主相沖相剋之處。欠缺物質有很多方法可以補救。

「比方說五行欠金，東主可以加點金屬傢俱。老闆的辦公桌是最重要的，因為是公司決策和發號施令的地方。辦公桌的擺法，必須有利老闆思考計劃和策略以聚積資金。至於有關促進資金流動的風水概念則比較複雜，不能一言而盡。」

蔡氏指出，鏡有雙重作用，可以吸收影像也可以使影像彎曲。鏡放在屋外可以扭曲凶險之勢，放在屋內可以吸進吉祥力量。

他說本港目前流行的玻璃幕牆大廈反射力很強，但對大廈本身無害。倒是鄰近的大廈可能受其反射力影響，如果計算出來是屬凶勢，便需要設法抵消，比方加窗簾或掛折射鏡。凸鏡可以將影像倒轉，制衡壞風水。

蔡伯勵替商業機構看風水，大至銀行小至小商人，全以每平方呎面積計算收費，不過實際價錢他卻避而不提。雖然本港已進入一九九七年的倒數期，但他表示生意只是普通。 ►

他指出最新的業務是英文版「通勝日記」。日記用紅點表示吉日及吉時，小圓圈表示不錯的日子及時辰，黑點則主凶日凶時。他說讀者最好先找出自己

所屬生肖，還說有自己生肖符號的那一天應該自行放假。從通勝日記看來，可以這樣放假的日子倒也不少。 □

促進本港出口...

廣州「香港工商業展覽會」將展出港貨

根據最新數字，中國已成為香港第二大貿易夥伴及第三大出口市場。今年頭6個月，香港輸往中國的本地出口增長82%，轉口增長139%。回顧一九七九年，中國不過是香港第十五大本地出口市場。相比之下，近年的發展實令人驚訝，更足以證明中國作為本港優質產品外銷市場的重要性日益增加。

中港貿易不斷增強有下列原因：中國決心提高科學及科技水平及提高工業生產力；並有意購買優質消費品以改善10億人口的生活水準；另外，中國目前也有大量外匯儲備。

中國決心提高國內科技水準，並於本世紀末將工業產量增加3倍。要臻此目標，中國高層官員預料今年會從外國輸入價值10億美元的機器、器材及技術。需求甚殷的項目，有塑膠業器材及機械、紡織、包裝及五金等器材及機械，機械用具及辦公室器材。

中國政府為應付人民購買力增強造成的額外需求並防止通脹，正設法提高消費品工業生產。以玩具為例：在中國，玩具一度是奢侈品，不過現在需求已大增，尤其是電動車等高級玩具。

據報導，中國現有外匯儲備超過150億美元。中國入口工業及消費產品，外匯儲備是個良好的經濟基礎。

廣州是中國最近宣佈重點發展的14個沿海城市之一。有意進一步爭取中國市場的中國貿易人士或想試試打入中國市場的新投資者，廣州是塊理想的踏腳石，原因是廣州毗鄰香港，貿易政策也開放靈活。廣州市對外經濟工作委員會主任楊資元先生最近訪港時，已詳細闡述了廣州最新的投資環境。

新鴻基國際服務有限公司現正籌辦「香港工商業展覽會」，於一九八四年十二月十二日至十七日假廣州（廣州外貿展覽中心）展出香港商號產品，展覽會

由中國國際貿易促進委員會廣州分會贊助，香港總商會支持。

香港工商業展覽會的目的，據稱是為本港廠家及供應商提供一個成本低而效率大的展出機會，向潛力雄厚的中國市場用家推介其產品與服務。

預料參展商號於展覽期間將與中國有關人士洽談業務，及討論有關聯營或其他合作事宜。本港商號有意展出的產

品有機械、機械工具、電器及電子產品、消費品及輕工業產品，還有各種服務。

是次展覽會的基本收費及大會提供之服務如下：

選擇一

淨租面積每平方米2千港元
淨租面積不計建造攤位及裝修，但包括基本展覽會安排。（最少須租用30平方米）

選擇二

殼式攤位架租金：
3米×3米攤位架：22,500港元
3米×4米攤位架：29,500港元
3米×5米攤位架：37,000港元
上列租金包括：
—3道間隔牆壁及鋪地氈地板
—以中英文書寫之公司招牌
—詢問處、椅子及廢紙簍各一
—兩枝光管
—攤位前面設障礙物

選擇三

兩個玻璃展覽立方箱（每個16吋×16吋，上下疊放）。2,500港元。

選擇四

三個玻璃展覽立方箱（尺寸如上，兩個在下一個在上）。4,500港元。

選擇五

海報/告示板（闊1.5米，於展覽館內顯眼位置張貼）。1,500港元。

選擇六

詢問處（1米×0.4米×0.76米）連架（1米×0.3米）及椅一張。1萬港元。

基本展覽安排

- 展前向中國用家宣傳
- 參展商號列入展覽索引冊
- 於廣州協助安排住宿
- 協助申請簽證
- 開幕晚宴邀請
- 參展者將產品運往展出場地將獲大會指定之貨運公司指導包裝及船運方法
- 廿四小時保安
- 定期清潔攤位服務
- （以上各項均適用於淨租展出面積及租用殼式攤位者）

攤位將以先到先得原則分配。

額外展覽服務

- 展覽主辦者可協助參展商號繙譯（譯成中文）及印刷公司產品資料、電影及幻燈配音、美術及設計等，收費以實際成本計算。
- 參展商號可租用額外傢俬。
- 參展商號可租用視聽器材。

諮詢有關「香港工商業展覽會」詳情請電5-8225505 聯絡主辦機構新鴻基國際服務有限公司。

LITHOPONE FROM GUANGDONG

廣東立德粉

規格：硫化鋅含量 最低 30%
成份分析：1. 吸油量 8—10%
 2. 遮蓋力 最低 140平方厘米／克
 3. 色澤 白
 4. 硫化鋅 最低 30%
 5. 氧化鋅 最高 0.4%
 6. 水份 最高 0.4%
 7. pH值 最高 8
 8. 水溶物 最高 0.3%
 9. 細度：通過 325 目篩（篩孔直徑0.044毫米），殘留物 最高 0.3%

用途：橡膠工業、油漆工業、皮革工業、印刷油墨。

包裝：淨重50公斤或25公斤塑料編織袋裝，內襯塑料袋。

Specification: ZnS content 30% min.
Analysis: 1. Oil absorption 8—10%
 2. Hiding power 140 cm²/g. min.
 3. Colour White
 4. Zinc sulphide 30% min.
 5. Zinc oxide 0.4% max.
 6. Moisture 0.4% max.
 7. pH value 8 max.
 8. Soluble matter 0.3% max.
 9. Fineness: Passing through 325 mesh (dia. 0.044 mm) with residue 0.3% max.
Uses: Rubber industry, paint industry, leather industry printing ink.
Packing: Plastic lined plastic woven bags of 50 kgs net each.

規格：總含鋅量（作硫化鋅計算） 28—30%
成份分析：1. 吸油量 9—17%
 2. 遮蓋力 最低 120平方厘米／克
 3. 色澤 白
 4. 總含鋅量（作硫化鋅計算） 28—30%
 5. 氧化鋅 最高 1.2%
 6. 水份 最高 0.5%
 7. pH值 最高 8.3
 8. 水溶物 最高 0.5%
 9. 細度：通過325目篩（篩孔直徑0.044毫米），殘留物 最高 0.5%

用途：橡膠工業、油漆工業、皮革工業、印刷油墨。

包裝：淨重50公斤塑料編織袋裝，內襯塑膠袋。

Specification: Total Zinc content (calculated as ZnS) 28—30%
Analysis: 1. Oil absorption 9—17%
 2. Hiding power 120 cm²/g. min.
 3. Colour White
 4. Total Zinc content (calculated as ZnS) 28—30%
 5. Zinc oxide 1.2% max.
 6. Moisture 0.5% max.
 7. pH value 8.3 max.
 8. Soluble matter 0.5% max.
 9. Fineness: passing through 325 mesh (dia. 0.44 mm) with residue 0.5% max.
Uses: Rubber industry, paint industry, leather industry, printing ink.
Packing: In PVC-coated glass fibre bags of 50 kilos net each or in plastic-lined plastic woven bags of 50 kilos net each.



中國化工進出口總公司廣東省分公司

廣州市沿江西路61號

CHINA NATIONAL CHEMICALS IMP. & EXP. CORP. GUANGDONG BRANCH

61, Yan Jiang Road (W.) Guangzhou, China

Cable: "SINO-CHEMIC" GUANGZHOU

Telex: 44076 HAGON CN



Lufthansa Cargo Centre 02.43 hrs.



24 hours a day. Fully computerised. The quickest, most efficient, most modern cargo centre in the world.



Lufthansa Cargo