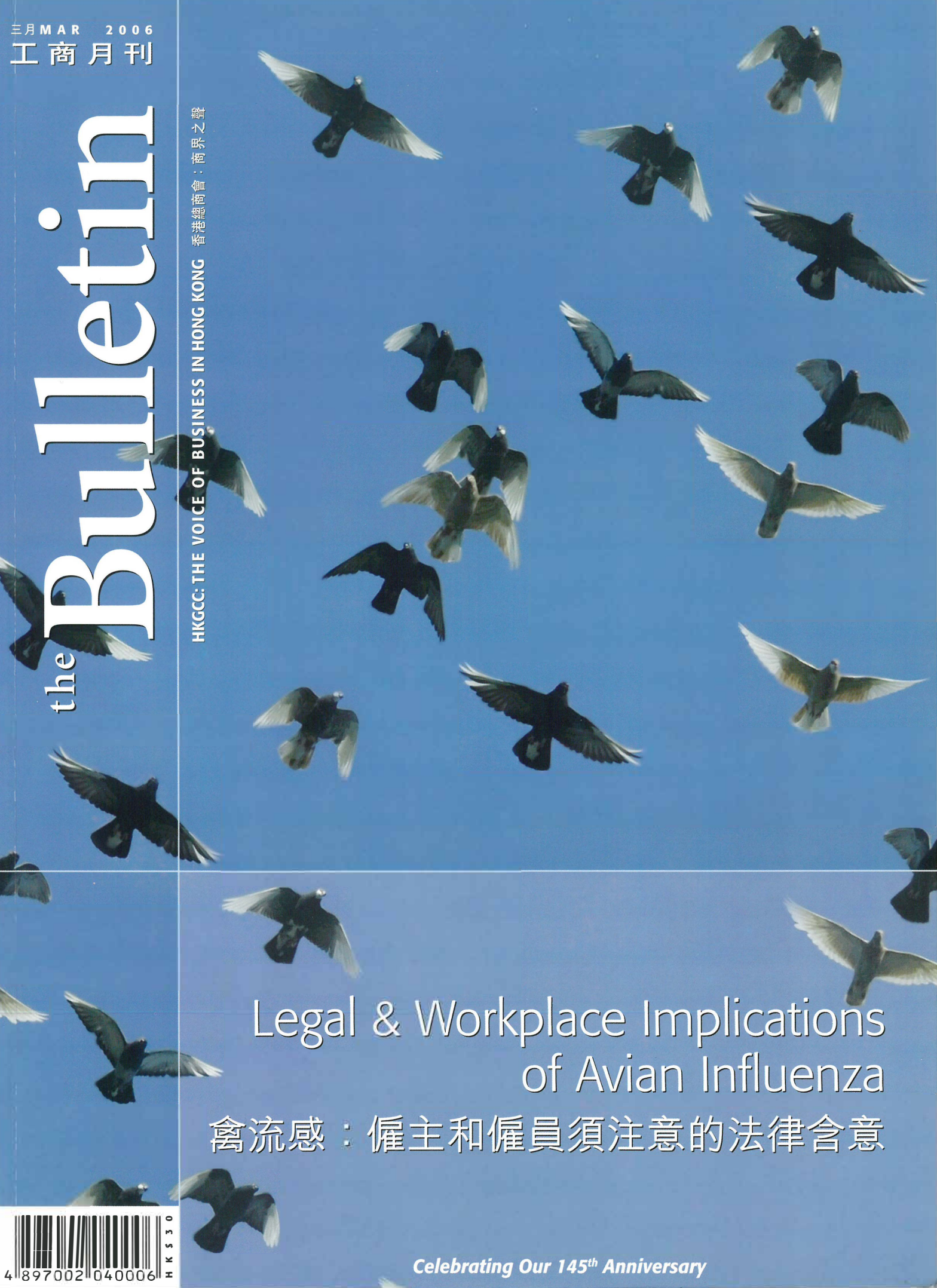
三月MAR 2006
工商月刊

the Bulletin

HKGCC: THE VOICE OF BUSINESS IN HONG KONG 香港總商會：商界之聲



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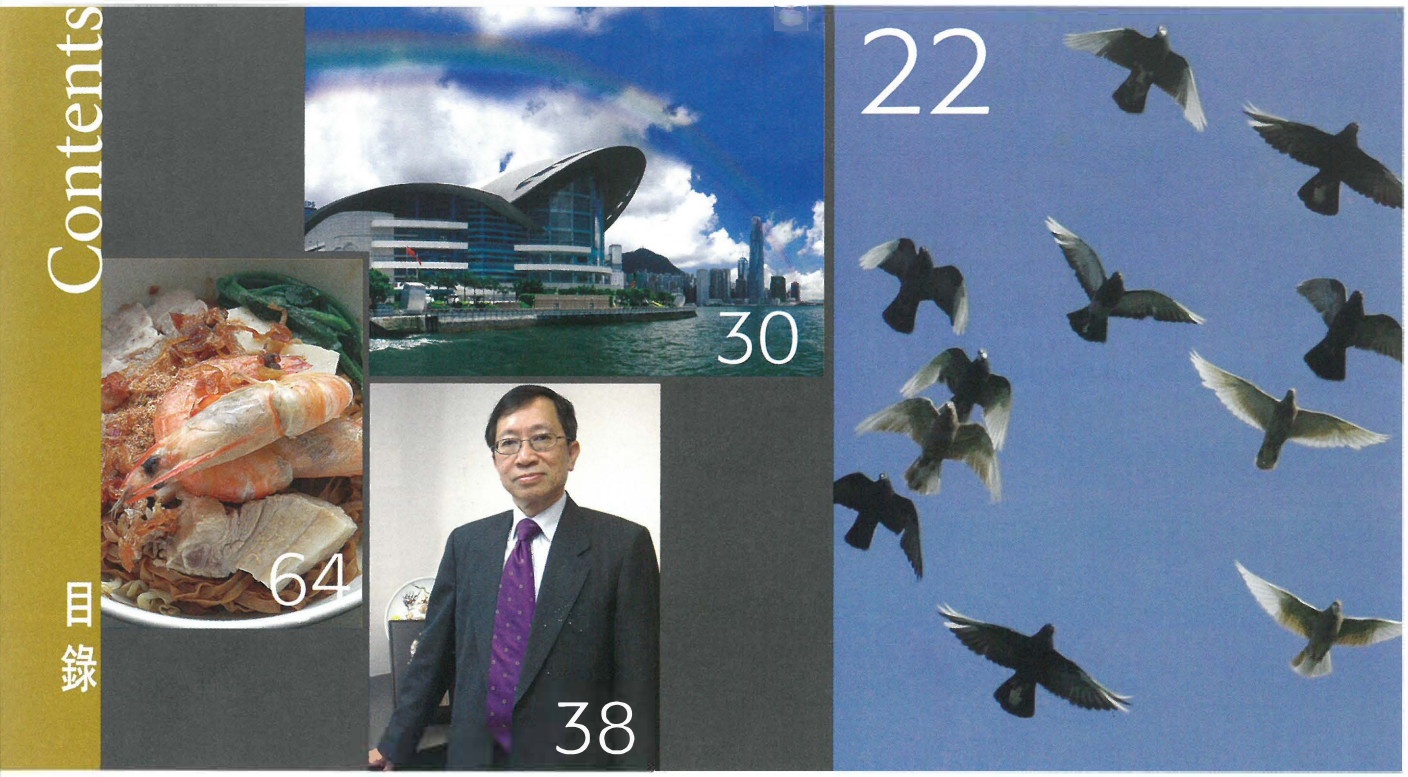

Voice of Business 商界之聲

The Hong Kong General Chamber of Commerce has been representing and safeguarding the interests of business in Hong Kong since 1861.

自1861年開始，香港總商會一直代表商界及捍衛它們的利益。

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HKGCC
Hong Kong General Chamber of Commerce
香港總商會1861

Celebrating Our 145th Anniversary

eBay成立於1995年9月，是一個讓任何人買賣任何東西的全球性網上交易平台。eBay自成立以來保持多年盈利，於05年第4季盈利達13億美元；05年全年總盈利達45億美元；eBay於05年第4季的總成交額高達120億美元；05年全年總成交額高達443億美元。於05年第4季eBay國際總共有5億4千多萬件新增貨品；於5萬種不同貨品類別中，eBay國際經常有最少7千8百萬件貨品於網內刊登，每日最少6百萬件貨品新增到網上；eBay國際平均每秒鐘達$1,511美元成交額。

ebay.com.hk

創富神話
無限商機為你創

eBay是一個讓任何人買賣任何東西的全球性網上交易平台，不論你想買賣什麼，於eBay都可以一一辦妥！而且eBay於全球最少有1億8千萬買家瀏覽，遍及全球33個國家，市場極龐大。無限商機就在眼前！

以下為05年第4季，全球年度總成交額最高的貨品類別：

1. 汽車（130億美元）
2. 電子產品及電器（44億美元）
3. 服裝、鞋及配件（39億美元）
4. 電腦及網絡（34億美元）
5. 書籍/音樂/電影（28億美元）
6. 家居生活（27億美元）
7. 收藏品（26億美元）
8. 體育（22億美元）
9. 玩具及個人愛好（21億美元）
10. 珠寶首飾及鐘錶（19億美元）
11. 商業及工業（16億美元）
12. 數位相機及攝影器材（15億美元）
13. 古董（12億美元）

於05年第4季總共有38萬3千間網舖於eBay開設，其中21萬2千間設於美國eBay.com主網，其餘17萬1千間設於世界各地的eBay網站。於美國超過72萬4千個eBay專業賣家，依靠eBay作主要或第二收入來源。此外有150萬人利用eBay幫補收入（資料來源：尼爾森行銷研究顧問公司2005年7月份國際調查報告）。

直至05年12月，全世界eBay的用家經過不同的交易已留下超過40億個意見予買家/賣家。至今於eBay賣價最高的貨品是一架以490萬美元成交的私人商務飛機。

喺eBay正常嘅一日.....

每2分半鐘賣出一隻DVD
每2分半鐘賣出一部MP3
每3分鐘賣出一隻手錶
每3分鐘賣出一件女裝T恤

每小時賣出6條意大利閃爍項鍊
每小時賣出5個iPod擴音器
每小時賣出5個露營油燈
每小時賣出5條男裝牛仔褲

每一日賣出超過250件日本動畫收藏品
每一日賣出超過250部Nokia系列手提電話
每一日賣出超過350個任天堂GameBoy遊戲
每一日賣出超過350張數碼相機記憶咭

香港生產力促進局定期舉辦eBay網上創業課程，詳情請電2788 6088查詢。

25歲的百萬富翁 暢談成功捷徑

e：eBay　M：Macwilliam Chau

年紀輕輕的Macwilliam，於畢業後短短兩年間，憑著在eBay售賣電子遊戲產品，已經賺到他的第一個二百萬，一年多前更於銅鑼灣開設自己的商店，實在令無數打工仔及創業者羨慕不已，究竟他有什麼成功創富的秘訣？

e：有什麼吸引你到eBay做生意？

M：因為eBay有著無限的可能性和商機，助你推廣業務至全球。記得2004年7月，剛剛於英國大學畢業回港，已經想做一些小生意，幸得到父母資助$6,000元做本金，便開始四出搜刮不同的電子遊戲產品，然後放上eBay賣到世界各地。由於eBay市場極大，反應熱烈，生意越做越大，短短兩年間已賺到第一個一百萬，更有足夠資金開設自己的商店，並準備在短期內置業。到目前為止，我仍然以eBay作為主要的收入來源。

e：何時開始於eBay賣貨？

M：大概是2004年的3月，當我第一次成功完成交易，從買家收到款項時，我覺得在eBay做生意大有作為，於是便開始鑽研，好好把握網上的商機。

e：第一件成功賣出的物件是什麼？

M：我的舊手提電子遊戲機。

e：最常於哪一個國家的eBay網站賣貨？

M：主要是英國、澳洲和美國。其實只要在刊登貨品時將「貨品運送服務」調至「全球」，將貨品放於任何一個eBay網頁也沒有太大分別。

e：主要在eBay賣什麼貨品？

M：在這兩年間，主要出售很多電子玩具和電子遊戲機產品，至於出售哪種產品，主要取決於當地市場需求。

e：平均每月有多少收入？

M：平均每個月有高達港幣十萬元盈利，不過收入數目是季節性的，通常全年最高收入的時間是暑期和聖誕節期間。

e：在eBay賣貨跟一般商店有什麼分別？

M：在eBay賣貨是全球性的，不會受地區局限；營業時間為24小時，不受工作時間限制；而且可以吸引全球不同類別的買家，沒有階級及地區之分；而展示貨品方面，eBay主要用貨品的圖像，而無須有貨品陳列，有助減低成本。

e：對於網上交易有什麼見解？

M：對買家而言，他們主要會擔心在網上購物使用信用卡的保安問題，不過由於這幾年間的科技發展迅速，保安問題已相對地減少，而作為一個買家的我亦覺得現今在網上購物十分方便。現時已有一些設有網上交易系統的公司存在，例如PayPal便是一個方便和安全的系統。

e：有什麼忠告給新入門的賣家？

M：由於買家來自全球，首先要留意不同國家的時差，靈活安排工作時間，盡可能即時回答買家的查詢。其次貨品要小心包裝，確保能夠安全可靠地寄給買家，給買家建立信心，保持良好的客戶關係。

eBay貼士

經營企業的你也可以開拓網上市場：

1. 經驗豐富的香港eBay「交易助手」，能操多國語言，你可隨時委託他們有效地賣貨品到各國。
2. 或可以自己於eBay上建立網上銷售渠道，將你的生意拓展至全世界。

想了解更多，請查閱http://promo.ebay.com.hk/export1

Text: Paul Photo: Jarvis Design: May
資料由客戶提供

Talking Points

Members' standpoint
會員傳聲

議論縱橫

Got something to say? Then make your voice heard in The Bulletin. Send your letters to: *The Bulletin*, HKGCC, 22/F, United Centre, 95 Queensway. Or email, bulletin@chamber.org.hk If your letter is published, you will receive a free HKGCC mouse pad with built-in calculator.

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來函請交：金鐘道 95 號
統一中心 22 樓香港總商會
《工商月刊》：
電郵：bulletin@chamber.org.hk。
來函一經刊登，即可獲贈總商會
二合一計算機滑鼠墊乙個。

Green Thumb

I was pleased to hear that the government is planning to add more greenery to Hong Kong with its Environment, Transport & Works Bureau coming up with innovative names like "Jade Necklace" and "Heart of Gold." A applaud these efforts but stress that planting more trees and shrubbery doesn't end once the plants are in the ground. To truly be effective, a small army of "trained" gardeners will be required to take care of the plants. Too often we see plants plopped into the ground and forgotten. I can name dozens of beautiful little roadside gardens that were created at road intersections – probably at great cost – that I pass on my way to work which seem to have been just forgotten about. So while I laud this latest initiative, I truly hope that careful consideration and budget has been allocated to the tending of these new green belts once the ceremonial planting with golden spades is over.

Peter Cockeran
Sai Kung

綠化工作不要虎頭蛇尾

很高興得知政府正計劃加強綠化，環境運輸及工務局更推出「翡翠玉帶」和「金融中心」之綠化主題，意念創新，值得稱許，但綠化工作並非只是栽下樹苗便成。綠化工作要有成效，便需要由受過訓練的護理人員悉心打理綠化區。有關當局每每種下植物後，便疏於打理。我每天在上班途中，都見到不少這樣的例子，許多建於道路交匯處的小花圃也許造價不菲，但看來乏人料理。所以，雖然我贊成政府最近的綠化措施，我殷盼當局能細心考慮日後怎樣打理這些綠化區並適當作出預算。

Peter Cockeran
西貢

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Mar 2006

全新平治S系列

榮耀，歸於強者。

▶ 經歷千錘百鍊，全新平治S系列，再次鑄造現代豪華汽車的典範，自推出至今，成功贏取多項業界殊榮，實力毋庸置疑，當中包括榮獲：

- 《車主雜誌》2005年全港最佳汽車銀獎及最佳豪華房車、
- 《車王雜誌》最高科技汽車、最佳歐洲豪華房車及2005年車王之王、
- 《人車誌》2005年十大好車。

▶ 新一代S系列，注入多項尖端科技，實現極至豪華的駕駛體驗。一身流線型設計，勾劃出寬敞舒適的坐乘空間，配襯瑰麗桃木裝璜，讓智者昂首闊步，縱橫萬里；備有智能式電動調整的真皮坐椅，提供護脊及氣壓電動按摩功能#，眉宇間悠然舒泰，豁然開朗；還有附加4區域Automatic Climate Control恆溫冷暖系統，全車盡享悠然之風，倍添寫意。

▶ 澎湃動力，誘發領導本色。新一代S350L及S500L分別配備全新V6及V8引擎，併發馬力高達272匹及388匹，耗油量低、加速力強，讓您瞬間翱翔極至；配合7G-TRONIC七前速DIRECT SELECT自動波箱，轉檔不留痕跡，操控、享受，高人一等。

▶ 超過40項創新科技，唯我獨尊。PRE-SAFE安全系統，預先感應危困。加上前排雙安全氣袋、前後排外側及車窗安全氣袋，為每位乘客提供至高無上的全方位保護。Night View Assist 夜間照明輔助系統#，就算置身昏暗環境，仍能透視路面情況，無懼障礙。

▶ 平治S系列豪華轎車，不朽經典，別具創見。請親臨仁孚行陳列室，或致電2895 7339及瀏覽www.zungfu.com，見證與眾不同的領袖風采。

型號	售價(港幣)
平治S350L / S500L	HK$1,280,000起* / 1,498,000起*

*車輛售價包括首次登記稅、香港版標準及兩年原廠保用。#部份裝備屬附加配件

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平治「CSS精選護駕計劃」
超值卓越 贏盡顧客口碑

蘊藏無數尖端科技的平治汽車，必需選用一套專業、優質、完善的原廠保養服務。事實上，錯誤選擇非原廠授權的維修服務及零件，不但有可能影響座駕的性能表現，嚴重的，更會導致意外發生。要避免無謂損失，由仁孚行提供的平治維修保養是您必然之選，其設有多達六間維修中心，網絡遍佈全港，加上服務專業，價格合理，因而廣受客户歡迎。

「CSS 精選護駕計劃」－ 自選服務　更合預算

「CSS精選護駕計劃」專為擁有**車齡達三十六個月以上的平治車主**而設。鑑於他們對靈活計劃的需求，「CSS精選護駕計劃」毋須年費，亦無行車里數限制，收費模式只會按次計算，客戶可因應預算，自選一系列專業服務套裝，更享有額外優惠折扣，既靈活、又經濟，令他們擁有高度自主權，絕對物超所值。

「CSS精選護駕計劃」優惠收費

型號：C240 / E240 (W210)

例行保養	更換前制動皮
HK $1,590	HK $1,400

型號：C320 / E320 (W210)

例行保養	更換前制動皮
HK $1,590	HK $1,400

註：以上價錢已包括人工及零件。

仁孚用家心聲

一直是仁孚行長期客戶的何先生，於01年購入一輛二手C-Class，對計劃讚不絕口：「CSS計劃毋需年費，每項收費亦明碼實價，讓我可安心選擇合適服務；與市價比較，仁孚行的收費亦非常相宜，一般維修服務只需千多元左右。我認為，對於一些過了新車保養期、又不想支付固定年費的車主，參加CSS計劃最適合不過。」

任職建築業的陳先生，擁有一輛E-Class已四年多，他表示：「以往到一般維修中心進行檢查，質素都較為參差；現在，我可隨時前往就近一間仁孚行維修中心進行維修，專業可靠又方便；兼且參加辦法簡單，只需填妥表格即可參加，為我消除很多不必要的煩惱。」

平治授權　全港獨一無二

仁孚行是**本港唯一獲平治授權的維修中心**，所有零件、設備及工序均符合德國平治車廠標準規定，服務質素冠譽同儕。選用仁孚行的維修服務，可享有下列三大優勢：

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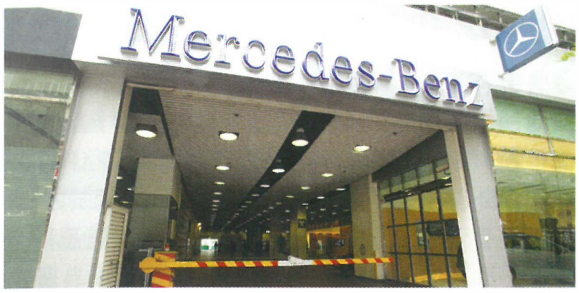

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一般P4P是指按互聯網用家點擊廣告客戶網站的次數為收費標準。而電訊盈科指南的「黃頁 Clicks 保証」服務更為廣告客戶提供雙重保証；保証客戶獲得指定的全年點擊數目之外，當用家 click 到廣告客戶的網站而成功連結時才作計算，否則 no clicks no pay。此外，電訊盈科指南亦保証不會向廣告客戶就額外點擊數目另收費用，故此能保証廣告客戶獲得最高成本效益及投資回報！

電訊盈科指南的「黃頁Clicks保証」網絡平台包括國際著名的搜尋引擎巨頭 Google 和雅虎香港的 Overture。電訊盈科指南亦為唯一同時擔任雅虎香港 Overture 的香港金牌代理商和Google的香港首位授權代理商，提供最簡易及快捷的「一站式」廣告平台，因此電訊盈科指南客戶的廣告可以同時在本地、國內和海外的網站上出現，爭取更多曝光機會。另外，電訊盈科指南的「黃頁Clicks保証」是由 Overture 和 Google 所提供的技術和平台推動。

中小企應找專業人才管理網上廣告

中小企業往往礙於有限的財政資源，不可能像大財團一樣，可以為品牌推廣及產品宣傳大灑金錢。因此要在競爭越來越激烈的市場上突圍而出，中小企必須利用有效益的目標廣告，才可取得最高的廣告投資回報。

最近兩年，各類型公司已開始利用互聯網作為廣告宣傳媒體。事實上，在網上刊登廣告有多項優點，例如成本較低、24 X 7 全天候接觸全球消費者等。但在網上媒體所刊登的廣告未必能百份百接觸到目標買家，更何況要在網上登廣告需要面對許多行政工作的挑戰，中小企未必有足夠時間和資源去處理這些瑣碎但非常重要的工作，如撰寫廣告文稿、選擇關鍵字(keyword)、選擇合適媒體，以及廣告策劃等。

「黃頁Clicks保証」透過Google及Overture 為廣告客戶提供邁向全球市場的平台：

廣告平台 助中小企吸納新客戶
專 DIY

超過四成網上黃頁用戶與廣告商達成交易

據世界權威市場研究公司 Synovate 於 2005 年 8月所進行的一項調查報告指出，電訊盈科指南旗下的網上黃頁用戶達82%找到所需資料，其中50%最終與廣告商達成交易，即整體網上黃頁用戶的四成。因此網上黃頁被公認為吸納準買家的最佳網上媒體。

中小企首選「黃頁 Clicks 保証」一站式及雙重保証

電訊盈科指南推出的「黃頁Clicks保証」屬「搜尋廣告」服務，其優點特多，例如能夠保証點擊數目，固定月費，同時覆蓋本地、國內及國際市場等。當然，還要精確地引領準買家到廣告客戶網站，要做到這一點，必須對市場趨勢及用戶的搜尋習性有深入的認識，從而建立合適的「關鍵字」。

一般網上用家在搜尋資料時，會使用產品、服務、行業的名稱或含有相關意思的字，因此選擇合適「關鍵字」對廣告商來說是非常重要。但熱門的「關鍵字」經常需要在網上競投，市場上能提供予廣告商的關鍵字傾刻在變，費用亦會因應調高。如廣告商選擇DIY便必須懂得選擇合適的「關鍵字」和撰寫網上廣告標題與描述產品的文字亦要與「關鍵字」配合，否則就算用家click中了所選的「關鍵字」而登入廣告商的網站時發覺是錯的，廣告商便會錯失商機。因此對一般中小企來說，選擇DIY需要有效的日常管理及足夠的資深專業人員。若要同時在多個搜尋平台及海外投放廣告，更需要花上多倍時間操作及管理。幸好電訊盈科指南的網上廣告管理中心能提供一應俱全的專業支援服務，令廣告客戶安寢無憂。因此，論經驗、專業和市場覆蓋面，「黃頁Clicks保証」是最佳的搜尋廣告服務。

電訊盈科指南網上廣告管理中心的專業支援服務包括：

- 挑選最合適的「關鍵字」
- 度身撰寫廣告內文
- 日常操作管理包括競投關鍵字等
- 貼身監察點擊流量
- 一切網上服務支援

有關其他搜尋廣告資料，可瀏覽「黃頁Clicks保証」網站：yp.com.hk/p4p
電訊盈科指南熱線: 2828 2033

「黃頁Clicks保証」與其他搜尋廣告比較：

	「黃頁Clicks保証」	其他網上廣告服務
點擊次數保証	✓	✗
固定廣告月費	✓	✗
全面管理服務	✓	✗
每月點擊報告	✓	✓
同時覆蓋本地、國內及海外搜尋廣告市場	✓	✗

黃 頁 ®
Clicks 保証

Talking Points 議論縱橫

Chairman's desk
主席之言

David Eldon 艾爾敦

Regulate better, not necessarily more

There seems to be a growing tendency of late to steadily expand regulations on business in Hong Kong. While there certainly is an important role for government to play in minimizing the possibility that companies may abuse their power, the trend appears to be toward more regulation, and often it would seem, for the sake of regulation.

As the Financial Secretary noted in his Budget Speech last month, the Economic and Employment Council and its subgroup on Business Facilitation made a number of recommendations over the past two years on how to reduce some of the red tape facing business. Your Chamber was actively involved in this effort, and on your behalf helped put together the recommendations for action. To date, 38 of these suggestions have been implemented and more are under consideration. It is a good start, but we seem to be creating new barriers at least as quickly as we remove the existing ones.

Reducing unnecessary restrictions not only makes life easier for business, but also reduces the cost of government administration. However, we have to be careful that we do not eliminate useful regulations in our enthusiasm for simplicity. Stock market regulations are one area where there is an obvious need for clear and well-enforced rules, and our Securities and Futures Commission does a credible job of ensuring that Hong Kong has world-class regulations.

規管應改善 但無需增加

As someone who, in any case, has a preference for principles-based accountability rather than by rules-imposed – which some people have a desire to circumvent – a second concern is that we must not get into the habit of legislating very broad restrictions that go far beyond the original intent, and stray into unintended sectors of the economy. The idea that we need an overarching competition law is an example of the urge to regulate getting ahead of the need. While no one would argue in favour of price-fixing or similar anti-competitive practices, there seems to be a desire to apply a blanket law over areas that do not need regulating. More useful would be looking at competition on a sector-by-sector basis. Only after determining that anti-competitive behaviour exists, should laws be enacted to ensure a level playing field.

Of course, sometimes a sweeping law is necessary, and the proposed anti-racial discrimination legislation is one such case. Your Chamber has strongly endorsed moving forward on this issue. While we fully support the principles involved, we have also made it clear that we would not wish to see a new bureaucracy created specifically for this law, since we already have an adequate enforcement mechanism in the form of the existing Equal Opportunities Commission. Nor, as we said in our consultation submission, would we want compliance with the law to be an unnecessary burden on business. In that regard, we cautioned against the risk of frivolous litigation that does nothing to combat racism, and at the expense of business.

It is in the labour arena that the largest numbers of proposed regulations are emerging. We have suggestions – thankfully, nothing more at this point – that the price of labour be fixed by law, that working hours be legislated, that the number of days worked per week be fixed and even that the appropriate compensation package be determined by inappropriate factors such as whether one is a Hong Kong Permanent Resident or not.

In a very narrow sense, there is logic in restricting working hours or mandating rest periods for employees in potentially dangerous jobs such as pilots, drivers or heavy equipment operators. As a matter of personal and public safety, the working hours for such employees should be regulated. But, laying down the law on all employment – regardless of the industry or job specifications – is beyond the rightful role of government. Beyond health and safety matters, there is little to suggest that legislation on various other aspects of employment would benefit employees or employers.

Hong Kong has prospered, more so than most of our neighbours, under a lighter regulatory hand. The business community recognizes that there are areas where rules are needed, and areas where laws must be enacted to ensure full compliance. What we would not wish to see is a change in the basic philosophy of government, a philosophy that has served our city well.

David Eldon is Chairman of the Hong Kong General Chamber of Commerce.

近期當局看來有意對本港企業逐漸實行更多規管。政府雖有責任防止企業濫權妄為，然而這陣子提出的規管建議愈來愈多，似有為規管而規管之勢。

財政司司長在上月發表的《政府財政預算案》中提到，經濟及就業委員會和轄下的方便營商小組在過去兩年提出了多項「拆牆鬆綁」的便利營商建議。總商會曾積極參與有關工作，代表會員提出實際建議。至今政府採納了 38 項建議，而其餘也在考慮當中。這是個好開始，但現時當局似乎一面在「拆牆」，另一面卻興建新牆。

其實減少非必要的規管不僅對商界有好處，政府亦可減省行政費用，但當局態度要審慎，避免為求簡化而將有需要的規例亦除去。像股市，便明顯需要一套清晰而且容易執行的規例，本港的證券及期貨事務監察委員會在這方面一直務實工作，確保香港擁有符合世界級水平的監管規則。

我們認為問責應建基於原則，而非強行所加之法規 (某些人總想設法避過規管)，我們也關注動輒以概括性的立法實施規管，可能會矯枉過正，甚至誤損經濟。訂立概括性競爭法的建議，便是為規管而規管的一例。雖然無人會反對立法禁止合謀定價之類的限制競爭行為，但推出概括性法例，會導致一些毋須受管的範疇也受到規限。較可取的做法是逐一研究各行業的競爭情況，當確定存在反競爭行為，才針對性地立法以確保公平競爭。

> “Hong Kong has prospered, more so than most of our neighbours, under a lighter regulatory hand.
> 在較寬鬆的規管制度下，香港比大部分鄰近城市發展得更蓬勃。”

當然，在某些情況下，概括性立法是必需的，建議的反種族歧視立法便是一例。總商會對有關概念非常贊同，並支持推行立法，但我們絕不希望因此而帶來新的官僚制度，現有的平等機會委員會已能發揮執行機制的作用。此外，正如本會在回應諮詢的建議書中提到，我們希望有關立法不會為商界造成不必要的負擔，故建議審慎立法，以免引起無謂的訴訟，不但無助打擊種族歧視，更會增加營商者開支。

最多立法建議與勞工有關，至今所見的建議有立法限定僱員薪金、工作時數、每周工作天、甚至建議按僱員是否香港永久居民來釐定適當薪酬。

狹義的看，針對個別特殊情況，如規限機師、司機、重型器械操作員等高風險工作者的工作和休息時數是合理的。他們的職業與個人及公眾安全攸關，故其工作時數應受規管。然而，若把該法例推展至所有行業的各級僱員，卻並不恰當。除了保障僱員的健康和安全，為其他職業原因而進行的立法似乎對僱傭雙方都沒有好處。

這些年來，在較寬鬆的規管制度下，香港比大部分鄰近城市發展得更蓬勃。雖然商界亦認同有些範疇必須受法例規管及嚴加執法，以確保違規情況不會出現，但我們希望政府一直奉行之基本理念不會改變。

艾爾敦為香港總商會主席。

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Talking Points

議論縱橫

Legco viewpoint

立法會視窗

Jeffrey Lam 林健鋒

Do Your Homework

Legco is very concerned about the incident involving Mainland tourists being turned away at Hong Kong Disneyland during Chinese New Year holidays, even though they held valid tickets for the park. Meetings were immediately convened to look into the case and to see what steps Hong Kong Disneyland could take to prevent a similar incident from happening in the future.

Mainland tourists coming to Hong Kong have helped boost many industries here, and Hong Kong Disneyland has also benefited from Mainland visitors since its opening. However, it disappointed some visitors anticipating a fun day out at the park during the Chinese New Year holidays. Despite holding entry tickets valid for six months, they were rejected at the gate. The chaos that ruined the mood for both adults and kids was an irony as Disney is quintessentially a place for joy and fun. Even Bill Ernest, Managing Director of Hong Kong Disneyland, was very upset about the unfortunate incident during his apology to the visitors who didn't get into the park.

知己知彼
成功之道

Media around the world reported the chaotic incident. Some media critics blamed the chaos on the over-confidence "Disney arrogance," insufficient localization and poor understanding of China. Some media on the Mainland even mocked Disney with such headlines as "Mickey Mouse suffering from travel sickness."

Nevertheless, Disney is not totally ignorant about Chinese facts and culture. Mickey, Minnie and all the other Disney characters wore traditional Chinese costumes during Chinese New Year, and learned the skills of writing Chinese New Year greetings from a Chinese calligraphy master. These intentions and gestures show that Disney is willing to modify its "Big Disney culture" with some Chinese customs and elements when they come to the Greater China market.

However, is that enough? This time the chaos was due to the fact that the Mainland's longer Chinese New Year holidays had been overlooked. The slip-up crystallises Disney's lack of true understanding of Chinese customs and culture but that is crucial to its provision of quality services tailor made for the Chinese.

Obviously, Disney was not that well prepared this time, although the company had called for visitors to plan before coming to the park. The chaotic incident is a valuable lesson to Disney as well as foreign investors eyeing the Mainland market. Everyone is drooling at China's huge potential market and a 1.3 billion potential customers and although business opportunities are everywhere, any business stepping into the Mainland without sufficient preparation is destined to fail.

For foreign investors eager to enter China, they need to learn as much as possible about China's culture and business environment. A businessman who has no idea what his customers want cannot expect to run a successful business. Hong Kong, blessed with its close business, social, and cultural connections and exchanges with the Mainland has decades of experience and knowledge of the Mainland market. Moreover, we have extensive experience and top facilities for organising large-scale international conference. One brilliant example is the WTO Ministerial Conference which concluded successfully with the Hong Kong Declaration in December last year.

Hong Kong is well known for being a melting pot of cultures from the East and West. People from around the region new to the China market can more easily avoid mistakes by learning from Hong Kong veterans. In this respect, allow me to confidently say, as the Americans would: "for all of you looking to enter the Mainland market, trust me when I tell you that Hong Kong is the best gateway and springboard to help you succeed in the Mainland market."

If you have any views or comments, please send them to me directly at, jefflam@fowind.com.hk, or visit my Website at www.jeffreykflam.com

Jeffrey Lam is the Chamber's Legco Representative.

農曆新年期間，不少內地旅客來港，打算到香港迪士尼樂園暢玩一天，但卻因樂園爆滿而慘吃「閉門羹」，被拒入場。立法會非常關注今次事件，並已立即召開會議跟進，希望樂園能盡快作出改善，防止同類事件再重演。

香港迪士尼樂園開幕以來，成功吸引自由行旅客前來遊玩。可是，在喜氣洋洋的農曆新年期間，卻未能為他們帶來歡樂。一眾來自內地的遊客，手持半年有效期的門票，一家大小滿心歡喜的來到樂園，打算與米奇老鼠共度新歲，卻遭拒絕入場。迪士尼的歌仔有一句歌詞是「人人常歡笑，不要眼淚掉」，但諷刺的是，今次事件弄得大人吵吵鬧鬧，小孩子淚眼漣漣，就連香港迪士尼行政總裁安明智先生，也神情悲哀地向受影響人士致歉。

今次混亂事件備受國際傳媒關注，迪士尼的祖家美國也大肆報道。有傳媒批評事件是「迪士尼文化」作祟，樂園不夠「本地化」，不明白中國國情，內地傳媒更形容是米奇老鼠「水土不服」。

> “Any business stepping into the Mainland without sufficient preparation is destined to fail.
> 沒有充分準備，便硬闖大中華市場，便幾乎註定是要蹤上一鼻子灰。”

但說迪士尼公司不明中國國情，似乎又不盡然。米奇老鼠和米妮一眾卡通明星，新春期間穿起唐裝衫跟大家拜年，又請書法家教他們練字寫揮春。這些入鄉隨俗的表演，可謂做到足，可見「迪士尼文化」到了大中華，還是有收起一點點「大阿哥」心態，樂於學習中國習俗和禮儀。

不過，這是否足夠呢？今次事件是由於一時疏忽，算漏了內地的農曆年假期比香港的長。這個疏忽，正正凸顯了迪士尼的「深層次矛盾」，未能真正入鄉隨俗，認真了解中國的文化習俗，為中國人提供度身訂做的優質服務。

明顯地，在呼籲大家「去迪士尼做足準備」時，迪士尼自己卻沒有做足功課。這次入場混亂事件，不只令迪士尼上了一課，也很值得有意在國內大展拳腳的外商借鏡。中國市場發展潛力雄厚，人人也想到內地十三億人口的龐大市場分一杯羹。雖然商機處處，但如果沒有充分準備，便硬闖大中華市場，便幾乎註定是要蹤上一鼻子灰。

多了解、多學習中國國情，是必須的。正所謂知己知彼，從商的若不了解客戶的喜好，便很難做出一盤成功的生意。香港與中國，在商貿、生活、文化等方面，早在幾十年前開始便有緊密接觸及交流，對如何打入內地市場，香港可說是經驗豐富。此外，香港舉辦大型國際性會議的經驗和設施都一流，像去年 12 月的世貿部長級會議，便成功在港達成「香港部長宣言」。香港中西文化匯集，外國人初來步到，有香港人指點迷津，定能更快、更容易適應內地市場。所以，容許我感染一點美國人的自信，向大家保證：要找進入神州大地的最理想台階，來香港，是絕對錯不了的。

歡迎您把意見和看法直接寄給我：電郵 jefflam@fowind.com.hk；或進入本人網頁：www.jeffreykflam.com

林健鋒為香港總商會立法會代表。

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總裁之見

Dr Eden Woon 翁以登博士

4,000 Different Reasons Why Members Join the Chamber

Every year at this time, in February and March, the Chamber is in high gear in our membership renewal work. This year, at the time of this writing, our renewal rate for 2006 is almost exactly the same as the renewal rate at this time last year. Of course, we hope to beat last year's figures by the end of the renewal period on March 31, but to do that, we need your help, and we need to convince you that the Chamber gives you value for money.

I have often told people that of the 4,000 members we have, we hear 4,000 reasons why they join the Hong Kong General Chamber of Commerce. Some like us for our long-standing reputation and service to the business community. Some like our informative programs. Some like our ability to help them with specific business problems. Some like the interesting speakers we bring to the Chamber. Some like the networking opportunities. Some like the economic analysis, magazine, and information we provide. Some like our representation to the media and to government on business policies. Some like the fact that we have a legislative representative. Some like the fellowship of other Chamber members. Some simply like the fact of belonging to an organization which can help them do business in both tangible and intangible ways.

But let me list for you the "notable" things – although we feel these are "normal" things we should do for Hong Kong and our members – that the Chamber has done in the past few years which may persuade you we are a different business organization that is worth belonging to:

- We were the original proponent of a Free Trade Agreement between Beijing and Hong Kong, which became CEPA.

- We were among the first to argue for closer economic integration within the Pearl River Delta, to include 24-hour border crossing and to sponsor an annual Pearl River Delta Conference.

- We have been a key player in helping the Hong Kong business community reflect its needs to the WTO negotiation process.

- We helped Hong Kong tell the true story to the world during SARS, and we made major inputs on measures to help our members during and immediately after SARS.

- We donated 1 million dollars on behalf of our members to tsunami victims immediately after that disaster struck, and made a donation of another large amount to Pakistan earthquake victims recently.

- We are now working on "Project Clean Air" to include a signup drive for a Clean Air Charter and raising public awareness on energy saving and pollution-lessening actions.

- We have continued to help Hong Kong youths via the Pearl for Youth program and cooperation with Ming Pao on a youth achievement program, and also via our own Business-Schools Partnership program. As a result of this, we won the designation of a Caring Organization a couple of months ago.

- And finally, our work on constitutional development made the Chamber a voice of reason during a time of contentious debates a couple of years ago.

加入總商會的
4,000 個理由

I hope that you are proud to belong to a business organization like the Chamber, and that you will renew your membership in the Chamber before this month is over. Thank you for your support.

Dr Eden Woon is CEO of the Hong Kong General Chamber of Commerce.

The Hong Kong General Chamber of Commerce Annual General Meeting April 25, 2006

The Annual general Meeting of the Chamber will be held at 6:00 p.m. on Tuesday, April 25, 2006, at the InterContinental Hotel in Tsimshatsui. Registration of members will start at 5:30 p.m.

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

Christopher Cheng	**David Eldon**
Dr Hari N Harilela	**Stanley Hui**
Stephen Ng	**Anthony Wu**

Dr Hari N Harilela has indicated that he will not stand for re-election.

Any Chamber member intending to nominate for election to the General Committee should call the Chamber's Director for Operations, Stella Poon, on 2823 1233, or e-mail stella@chamber.org.hk on or before March 31, 2006.

每年逢二、三月這段時間，本會上下都全情投入續會的工作。當我寫這篇文章時，今年的續會率已逼近去年，但希望屆3月31日續會期結束時，我們能突破去年成績，這需要你們的支持和幫忙才能做到，而我們亦要設法讓你明白，總商會會籍是物有所值的。

我常對人說，總商會旗下有4,000名會員，他們是為著4,000個不同理由而入會。例如本會聲譽悠久，服務商界；我們經常舉辦各種資訊性豐富的項目；幫助會員解決營商疑難；邀得各方面專家或猛人作演說；舉辦形形式式的社交聯誼活動；提供獨到的經濟分析以及詳盡的商貿刊物及資訊；代表商界向傳媒及政府表達對不同商業政策的意見；在立法會有一個商界代表；及透過本會交朋結友等等，不能盡錄。此外，本會透過各式服務和渠道助會員營商，也是不少企業加入我們的原因之一。

讓我也列出近幾年本會一些突出的工作，好讓你瞭解我們有別於其他商會之處，不過這當然都是我們應份為香港和會員做的事：

- 本會最先倡議北京和香港之間應訂立一份自由貿易協議，這意念最終促成了CEPA的出現。
- 本會是主張珠三角應加強經濟融合的組織之一，包括支持實施24小時通關，並全力贊助每年一度的珠三角會議。
- 本會扮演重要角色，在世貿談判過程中向各地代表反映香港商界的需要。
- 本會於沙士期間向世界各地如實報告香港的情況，並致力制訂措施，協助會員於沙士期間及過後渡過難關。
- 本會於南亞海嘯發生後，第一時間代表會員捐出一百萬元賑災；近期也慷慨捐款以賑濟巴基斯坦地震災民。
- 本會為著現時推行之「清新空氣計劃」鼓勵機構簽署「清新空氣約章」，也致力提高公眾的節能意識，並提倡市民在日常生活中身體力行以減少污染。
- 本會積極幫助香港年青人發展，包括續辦「珠三角•青雲路」計劃，與明報合辦年青人成就計劃及支持「商校交流計劃」，本會也因此於數月前獲選為「同心展關懷」機構。
- 最後，近年社會上出現不少關於政制發展的爭拗，故本會提出的理性建議和看法受到各界重視。

衷心希望你以身為總商會一份子為榮，並殷盼你於本月底前續會，謝謝支持。

翁以登博士為香港總商會總裁。

香港總商會會員周年大會訂於2006年4月25日舉行

本年度總商會會員周年大會訂於2006年4月25日(星期二)下午6時假尖沙咀香港洲際酒店舉行。
會員入座登記將於下午5時30分開始。

以下六位理事須於本年度卸任，並可參與競選連任。

鄭維志	艾爾敦
夏利萊博士	許漢忠
吳天海	胡定旭

夏利萊博士已表明不擬參與競選連任。

會員如欲參選理事，請於2006年3月31日或之前聯絡本會營運總監潘德娟。
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Cover Story 封面故事

Legal and Workplace Implications of Avian Influenza

By Russell Bennett 彭偉信

禽流感：僱主和僱員須注意的法律含意

Hong Kong has already experienced SARS during which there were 898 cases and 179 deaths. The insurance industry paid out over HK$105.28 million in SARS-related claims.

Many believe there is a threat of an outbreak of avian influenza in Hong Kong. This article seeks to highlight some of the issues and consequences that employers and employees may face in the context of the current legal framework.

Paid sick leave

Under the Employment Ordinance ("EO") an employee is entitled to be absent and to be paid sickness allowance during a period of sickness providing that the employee can produce a medical certificate, is sick for at least four consecutive days and has accumulated sufficient sickness allowance days. Further, an employee is protected from termination during such a period.

The employer's safety obligations

Under the Occupational Safety and Health Ordinance ("OSHO") employers must ensure that a safe place of work is provided to all employees. Where there is a risk that employees will be exposed to an infectious disease, employers must take reasonable steps to prevent this from happening. In

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order to do this employers should develop policies and procedures in order to discharge their duty of care to employees. If a risk of avian flu being transmitted from person to person arises within the workplace and the steps being taken by the employer to reduce this are reasonable and proportionate the employees are obliged to comply with the employer's directions. These might include:

- Keeping employees fully up to date with the current situation of the virus;
- Requiring staff to report to the employer any symptoms;
- Preparing contingency plans to operate the office from an alternative location or from an employee's home;
- If the risks increase and medical advice recommends such a step, maybe even the compulsory wearing of face masks.

Suspending employment

Unless there is an express provision in the contract permitting the temporary suspension of employment, the employer does not have a unilateral right to suspend employment or force employees to take unpaid leave. If the employer suspends the employee's duties and their entitlement to payment of wages and other benefits, this would usually be a serious breach of contract entitling the employee to claim constructive dismissal. In that situation the employer would be liable for all amounts due – as if the employer had expressly terminated the employment without notice. This includes pay in lieu of notice, any long service pay/severance pay/terminal benefits, accrued holiday pay and a pro-rata of any fixed annual bonus.

Similarly employees do not have a unilateral right to withdraw their services and insist on remaining at home. If employees refuse to perform their duties without sufficient grounds then they will not be entitled to payment for those days of unauthorized absence and also run the risk of Summary Dismissal. In some limited circumstances where there is a serious risk to the employee's health and safety, an employee may legitimately decline to follow the employer's

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directions. However this is only if doing so would unduly increase the level of risk to the employee's health and safety to an unacceptable level. However, in general the employee would need to demonstrate a genuine and serious risk and not merely a perception or a slight increase.

Compensation

Employees can claim compensation for work-related diseases under the Employees' Compensation Ordinance ("ECO"). This provides that an employee will have the right to recover compensation in respect of the contracting of a disease if that amounts to a personal injury by accident arising out of and in the course of employment.

Employers should also be aware that under the ECO and OSHO avian flu arising out of and in the course of farming and handling poultry and poultry products is now a notifiable occupational disease. Accordingly if employers become aware of an employee contracting avian flu in those prescribed circumstances, they must notify the Department of Health.

Discrimination

Where it is confirmed that an employee has avian flu the employer must ensure so far as reasonably practical that other workers are not exposed to risk of contracting the disease. Under the Disability Discrimination Ordinance it is probably lawful for an employer to ask an infected employee or one with infected family to stay at home and take paid leave.

However, it is likely to be discriminatory if an employer dismisses an employee merely because the employee has or is suspected to have a disease or an employee's family member has or may have a disease.

Insurance

In the aftermath of SARS insurance claims were made by many businesses in Hong Kong and consequently insurers are now more cautious in the scope of insurance coverage that they provide in respect of communicable diseases and business interruption. Businesses should therefore carefully check their insurance policies to ensure that they are covered for situations where circumstances such as travel restrictions, quarantine measures, and cancellation of events may arise in the event of an avian flu epidemic.

Russell Bennett is a Tanner De Witt consultant who specialises in employment law. Russell was named Hong Kong Labour Lawyer of the Year at the China STAFF Human Resources Awards 2005. He can be reached at russellbennett@tannerdewitt.com.

The above is not intended to constitute legal advice. No reliance should be placed upon this article, and specific legal advice should be sought if needed.

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Quality HealthCare Employees Assistance Program provides counselling, consultation and professional development services for staff and their immediate dependents.

近年工業健康研究指出，在香港工作的人仕於壓力及社交問題往往與工作表現差和出勤率有著密切的關係，而一些關心員工的企業更會透過僱員支援服務來改善員工的身心健康。

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香港經歷過非典型肺炎爆發，期間共有個案 898 宗，死亡人數達 179 人，而保險業亦就有關非典型肺炎的索償賠償超過 1.0528 億港元。

很多人都認為香港有爆發甲型感冒 H5N1 病毒 (即俗稱「禽流感」的疾病)的風險。本文會探討在現行法律架構下，僱員及僱主可能面對的一些問題及影響。

有薪病假

根據僱傭條例， 任何僱員如連續放最少 4 天病假，在出示適當的醫生證明書及累積足夠的有薪病假的情況下，僱員可享有有薪病假及獲得疾病津貼。再者，僱主不得在該期間終止該僱員的僱傭合約。

僱主的義務

根據職業安全及健康條例，僱主必須確保在工作中的僱員的安全及健康。當發現僱員有機會感染傳染病，僱主必須採取適當措施以防止僱員受感染。為了確保僱員的健康，僱主應制定有關政策及程序，以履行對僱員的責任。倘若在工作地方出現了禽流感人傳人的機會，而僱主採取的措施是合理及適當，僱員必須遵守。當中的措施包括：

- 確保僱員對病毒的情況有最新了解；
- 要求僱員向僱主報告任何傳染病的病徵；
- 準備應急計劃，確保公司可以在另一地點如常運作；
- 倘若感染禽流感的風險增加，醫生亦認為有需要的話，僱主可以強制僱員佩帶口罩 。

停職

除非僱員合約內有明確條文容許暫時停職，否則僱主沒有單方面停止僱員職務或強迫僱員放無薪假期的權利。倘若僱主停止僱員的職務及拒絕支付應得

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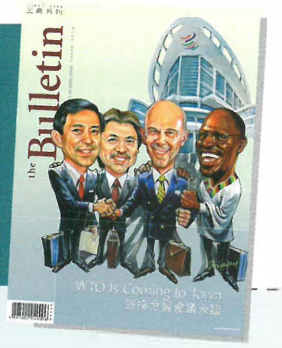

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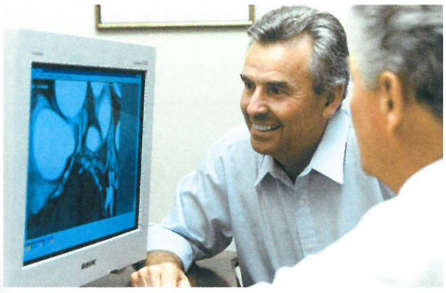

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41 Mount Kellett Road, The Peak, Hong Kong.
email: info@matilda.org

的薪金或福利，僱主即屬於嚴重違反僱傭合約，僱員有權根據普通法終止合約而無須給予通知。在此情況下，僱主須負上支付僱員所有應得的解僱補償的責任，猶如僱主在沒有給予通知的情況下終止僱傭合約。該些補償包括代通知金，任何長期服務金／遣散費／終止僱傭金，累積假期薪酬及任何按比例計算的固定花紅。

同樣，僱員亦沒有單方面拒絕履行職責及堅持留在家中的權利。倘若僱員在沒有足夠的理由下拒絕履行職責，僱員無權因該缺勤而獲得任何補償及有即被時被革除的可能。在某些情況下，當僱員的健康及安全受到威脅，僱員可以合法地拒絕執行僱主的指示。然而，該威脅必須對僱員的安全及健康構成不可接受的程度，而且，僱員必須證實威脅的存在及嚴重影響其安全和健康，而不是純粹推測。

賠償

僱員可以根據僱員補償條例申索有關工作引致疾病的賠償。任何工作的僱員，如在受僱期間因感染疾病以引致身體受損，均有權追討賠償。

僱主必須注意，根據僱員補償條例和職業安全及健康條例，現時僱員若因從事農業或處理家禽或家禽產品而在工作期間感染禽流感，僱主必須呈報該職業病。如僱主發現僱員在上述情況下感染禽流感，僱主必須呈報衛生署。

歧視

一旦確認有僱員感染禽流感，僱主必須採取合理而切實可行的措施，以確保其他僱員沒有感染該疾病的危險。根據殘疾歧視條例，僱主要求感染禽流感的僱員或家人受禽流感感染的僱員留在家中及放有薪假期的做法，有可能是合法的。

倘若僱主因僱員感染禽流感或懷疑感染禽流感，又或因僱員的家人感染禽流感或懷疑感染禽流感而解僱該僱員，僱主很有可能構成歧視。

保險

非典型肺炎之後，香港有很多公司都提出有關非典型肺炎的保險申索。因此，目前保險公司在提供有關傳染病及阻礙公司運作的保險範圍時亦更加謹慎。公司應該查明其保險單是否覆蓋可能因禽流感而引致的申索，當中包括旅遊限制、檢疫措施及項目取消。

彭偉信於鄧偉德、戴源恆律師行任職法律顧問，精於僱傭法。彭偉信律師更榮獲 2005 年 China STAFF 人力資源評獎的香港年度最佳勞動法律師獎。聯絡彭氏可電郵至：russellbennett@tannerdewitt.com 。

上述內容的原定用途並不構成法律意見及不能作為依據，如有需要，應徵詢具體的法律意見。

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Economic Insights 經濟透視

Budgeting (for) Good Luck

預算案：如果好運...

By David O'Rear 歐大衛

Two thousand five was the second straight year of very strong growth for Hong Kong, something we haven't seen in a very long time. Not only did we complete the best two-year expansion since 1986-87, we also set new records in total employment and tourist arrivals. The stock market joined the Trillion Dollar Club (in US dollars, nonetheless) and retail sales soared. Best of all, for the first time the economy finally expanded beyond the size that it was in 1997. Not bad, not bad at all.

Hong Kong's economy grew 7.3% last year in real terms, down slightly from the 8.6% recorded in 2004, but very strong nonetheless, as shown in the first graph. In nominal terms, GDP grew 7%, the fastest pace since 1997, resulting in an economy worth HK$1.38 trillion (US$177.7 billion; see second graph). In per capita terms, that's equal to HK$199,282 (US$25,621) per person.

The two fiscal years from April first 2004 to end-March 2006 saw a very strong growth and the government's income soar. Over 24 months, earnings from profits taxes rose 41.5%, from salaries 32.3% and from other non-investment sources by 21.9%. If we had such good luck every year, no one would complain about a narrow tax base!

Government spending also set a new record, although that isn't unusual given the size and expense of our bureaucracy. Oh, there's no doubt that Hong Kong's civil servants are among the best in Asia, probably the best. This question is whether a small family such as ours really needs the chauffeured-driven limousine approach to public services.

Considering that we heavily subsidize housing for half the population, and education and medical care for anyone who needs it, we shouldn't be surprised that the bill is high and rising. This year, various means of measuring government spending are slated to rise between $14.3 billion and $14.6 billion – 5.9% to 7.3% – over the best estimates for what was spent in the fiscal year to end-March 2006.

The largess continues ad infinitum. The extra $36 billion budgeted for operating expenditure in 2006-07 to 2010-11 is equal to a 3.5% rise each

The 2006-07 Budget: Expenditure (HK$ Billion) 2006-07 年度預算：開支 (十億港元)

	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11
Operating Expenditure 經營開支	**$194.8 bn**	**$209.0 bn**	**$214.2 bn**	**$219.6 bn**	**$225.1 bn**	**$230.7 bn**
Change (HK$ Billion) 變動 (十億港元)	-$6.5 bn	+$14.3 bn	+$5.2 bn	+$5.4 bn	+$5.5 bn	+$5.6 bn
Change (percent) 變動 (百分比)	-3.2%	+7.3%	+2.5%	+2.5%	+2.5%	+2.5%
Government Expenditure 政府開支	**$231.1 bn**	**$245.6 bn**	**$257.8 bn**	**$263.4 bn**	**$268.9 bn**	**$276.4 bn**
Change (HK$ Billion) 變動 (十億港元)	-$11.9 bn	+$14.5 bn	+$12.1 bn	+$5.7 bn	+$5.5 bn	+$7.4 bn
Change (percent) 變動 (百分比)	-4.9%	+6.3%	+4.9%	+2.2%	+2.1%	+2.8%
Public Expenditure 公共開支	**$250.3 bn**	**$264.9 bn**	**$277.1 bn**	**$282.0 bn**	**$287.4 bn**	**$295.0 bn**
Change (HK$ Billion) 變動 (十億港元)	-$15.0 bn	+$14.6 bn	+$12.2 bn	+$4.9 bn	+$5.4 bn	+$7.6 bn
Change (percent) 變動 (百分比)	-5.7%	+5.9%	+4.6%	+1.8%	+1.9%	+2.6%

year. On a government spending basis (which includes capital expenditure), the $45.3 billion in additional spending is equal to 3.6% p.a. Throw in spending on non-government public sector bodies, and the total rises to just shy of $300 billion by the end of March 2011. The above table below details the spending by year.

The extensive coverage given to spending priorities, sliced by recurrent expenses, capital expenses, share of GDP and percent change from both budget and the latest estimates stand in stark contrast to the rather thin explanation as to where the money shall come from. Although there are some figures on "income" from the various funds, the bulk of the money collected from the economy – operating revenues – are barely mentioned. The scant details can be see on next page.

By any other economy's standards, the amount we spend on government services is quite small, and for good reason. First, we don't pay for defense or foreign affairs, aside from a few trade offices here and there. On a National Accounts basis, Hong Kong's government consumption expenditure is only about two percentage points lower than Singapore's, yet defense alone costs Singapore about 5% of GDP.

Second, we don't have the enormous entitlement programs, common in places like the U.S., that purchase services from the private sector. Healthcare is largely on the public books, rather than bought from private physicians and hospitals through insurance policies.

What the raw numbers don't tell us is whether the budget is achievable. On the surface, the economic forecasts look quite reasonable: growth in nominal GDP fairly close to what we saw in the last two years. When we recall that the last two years were by far the best in a long time, the outlook begins to cloud. That rare burst of economic activity we saw in 2004 and 2005 is perhaps not the best foundation on which to plan for healthy revenue growth to pay for even healthier spending expansion.

David O'Rear is the Chamber's Chief Economist.
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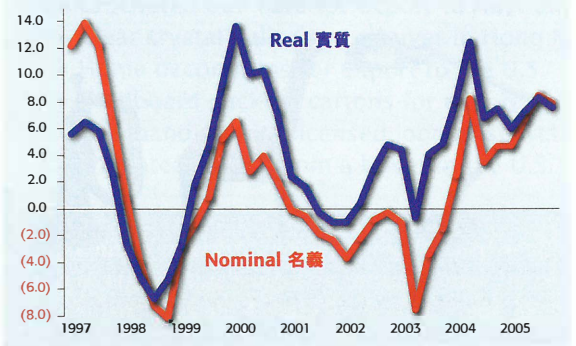
Economic Growth
Percent Change Year-on-Year
經濟增長 按年百分比變動



The 2006-07 Budget: Revenues (HK$ Billion) 2006-07 年度預算：收入 (十億港元)	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11
Operating Revenue 經營收入	**$192.5 bn**	**$195.3 bn**	**$203.3 bn**	**$213.7 bn**	**$224.6 bn**	**$237.0 bn**
Change (HK$ Billion) 變動 (十億港元)	+$16.8 bn	+$2.8 bn	+$8.1 bn	+$10.3 bn	+$11.0 bn	+$12.4 bn
Change (percent) 變動 (百分比)	+9.6%	+1.4%	+4.1%	+5.1%	+5.1%	+5.5%
Investment Revenue 投資收入	**$8.1 bn**	**$14.4 bn**	**$12.5 bn**	**$13.7 bn**	**$15.1 bn**	**$16.6 bn**
Change (HK$ Billion) 變動 (十億港元)	-$3.4 bn	+$6.3 bn	-$1.9 bn	+$1.2 bn	+$1.4 bn	+$1.5 bn
Change (percent) 變動 (百分比)	-29.8%	+78.2%	-13.0%	+9.4%	+10.4%	+9.8%
Government Revenue 政府收入	**$200.5 bn**	**$209.6 bn**	**$215.8 bn**	**$227.3 bn**	**$239.7 bn**	**$253.6 bn**
Change (HK$ Billion) 變動 (十億港元)	-$13.4 bn	+$9.1 bn	+$6.2 bn	+$11.5 bn	+$12.4 bn	+$13.9 bn
Change (percent) 變動 (百分比)	+7.2%	+4.5%	+3.0%	+5.3%	+5.4%	+5.8%

2005 年香港經濟持續第二年錄得強勁增長，對上一次出現這情況已是 1986-87 年的事。去年總就業人數和訪港旅客人次亦創新高，股市市值更突破 1 兆美元，零售業銷貨額也飆升，以致香港經濟總值終能首次超越 1997 年時的水平，表現非常理想。

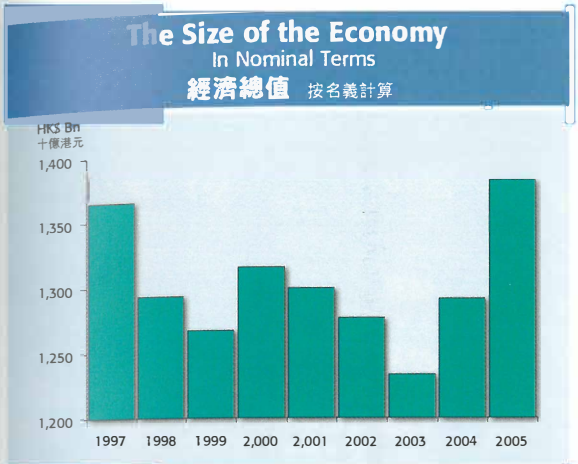
圖 1 顯示，去年香港經濟實質增長 7.3%，雖略低於 2004 年的 8.6%，但依然可觀。本地生產總值名義增長 7%，增幅乃 97 年以來最快，經濟總值達 1.38 兆港元 (即 1,777 億美元，見圖 2)，按人均計算，相當於每人 199,282 港元 (25,621 美元)。

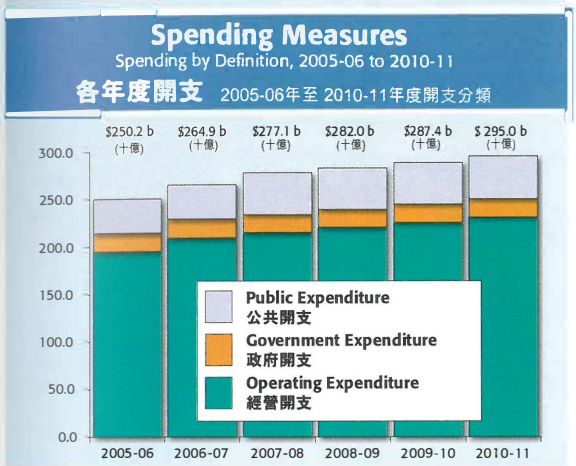
2004 年 4 月 1 日至 2006 年 3 月底兩個財政年度期間，政府收入大增。過去 24 個月，利得稅收入上升 41.5%，薪俸稅收入升 32.3%，其他非投資來源的收入增加 21.9%。若每年都這樣好運，沒有人會介意香港稅基狹窄！

與此同時，政府開支亦創新高，但按政府的規模和開支看，這並不出奇。香港無疑擁有全亞洲數一數二之公務員隊伍。然而香港只是個小城市，我們的公共服務是否真需要那麼堂皇？

由於政府為全港一半人口提供房屋資助，並為廣大有需要的市民提供教育和醫療服務，政府開支不斷上升乃意料中事。本年度無論是哪種名目的開支，預計都較截至 2006 年 3 月底的上年度預算額增加 143 億元至 146 億元，升幅介乎 5.9% 至 7.3%。

未來幾年，政府會繼續慷慨。2006/07 至 2010/11 年間的經營開支預計增加 360 億元，即平均每年增加 3.5%。同期政府開支 (包括資本開支) 亦預算增加 453 億元，即每年增加 3.6%。加上其他公營機構的開支，至 2011 年 3 月底，公共





開支總額將增至近 3,000 億元，詳見第 31 頁的各年度開支預算表。

在預算案中，財政司羅列不同範疇所需的開支，並提到預算和最新估計的經常開支、資本開支、佔本地生產總值的比例和變動比率，但對於收入來源卻只是輕描淡寫。雖然預算案載列了各類基金可衍生之「收入」，卻鮮有提及從政府各項收費而來的經營收入 (請參閱第 32 頁的收入預算表)。

按其他經濟體系的標準，香港的政府服務開支不算大，因為我們無須負擔國防或外交開支，只是在外地有數家貿易辦事處。按國民經濟核算基礎計算，港府開支較新加坡僅少約 2 個百分點，但彼邦單是國防開支，已佔其本地生產總值約 5%。

再者，香港不像美國等地，會透過向商界購買服務而提供大規模的福利津助計劃。本港醫療服務主要由政府承擔，並非透過保險而向私家醫生和醫院購買。

僅看數據我們無法得知這份預算案會否實現。經濟方面的預測看來合理：本地生產總值名義增長與上兩年很接近。然而，別忘了近 2 年經濟表現之佳乃多年罕見，而且未來存在不穩定因素。若因近兩年經濟活動之驟增，便推測未來年度之收入會穩步上揚，並能應付當局的開支大增，也許有欠一個穩固的預測基礎。

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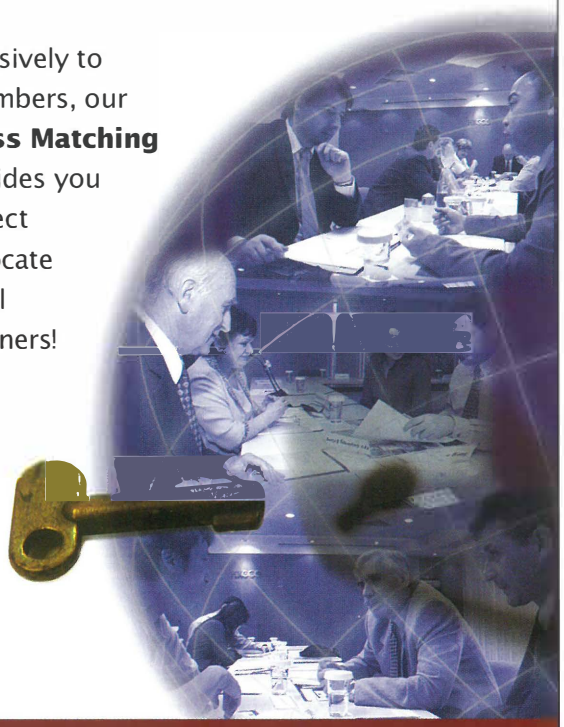

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Economic Insights 經濟透視

China Re-launches

Since China initiated its share-merger reform on the stock market in mid 2005, listed companies accounting for about half of the total stock market value have finalized restructuring programs in preparation for floatation of their non-tradable shares. Shanghai Stock Composite Index and Shenzhen Index have rallied more than 10% on the news, and the outstanding enterprises are expected to announce their share reform plans soon, which will further lift the markets. The reform will bring an end to the split share structure, which has long crippled China's stock markets. However, the Mainland's stock markets will be put to the full test when these non-tradable shares will be allowed to enter the stock market later this year in May at the earliest.

At the end 2005, the State-owned Assets Supervision and Administration Commission (SASAC) released the "Opinions on Implementing the Work of Further Standardizing the Restructuring of State-owned Enterprises" ("The Opinions") to address problems that arose in the past during the share reform process. "The Opinions" aim to enhance the efficiency of share reform, prevent losses of state-owned assets and protect workers' legitimate interests on the basis of the "Opinions on Standardization of State-Owned Enterprise Restructuring" issued at the end of 2003. On top of that, "The Opinions" include details of standardizing the management buy-out (MBO) program.

The MBO issue, which faded into the background after being fiercely debated a couple of years ago, is once again under the spotlight. In the early 2000s, many executives of state-owned enterprises (SOEs) used the MBO program to acquire shares. Unfortunately, some executives took advantage of the program to grab shares at the expense of minority shareholders' interests, which resulted in losses of state-owned assets. The "Greencool" incident,

Management Buyout of SOEs

中國重新推出國企管理層持股

By Ruby Zhu 朱丹

KRT – RICKY WONG

involving its management member Gu Chu Jun, is a typical example. The abuse of the MBO program delivered a severe blow to China's already battered stock markets, which forced the State Council to ban the MBO program. Last year, stock markets in the Mainland almost lost their ability to raise funds and listing plans were suspended. It got so bad that MBO almost became a synonym for management exploitation of interests of the state and minority shareholders.

The MBO program is a form of share acquisition initiated by a listed company's management to gain control of a company. Management can acquire company shares through loan financing and shareholding transactions, which changes ownership of the company, including control of assets. The change also gives management the dual role of owner and operator. Companies with huge assets or promising prospects were common targets for the MBO hawks. After a buy out, the MBO investors would reap extraordinarily high returns. Undoubtedly, the MBO program, if used properly, could have motivated employees, raise management efficiency and improve business results.

"The Opinions" issued by the SASAC restrict the MBO scope by stipulating that management can only own company shares through increasing assets and share capital. Moreover, management cannot become controlling shareholders. Also, funds used for buying company shares must be financed through legitimate channels instead of borrowing from the company. These new rules are very explicit and easy to implement.

Moreover, "The Opinions" also set out rules barring management who hold company shares from developing reform plans and joining the selection process for choosing an intermediary agency to perform asset evaluation of the company. Such arrangements are intended to prevent making use of the MBO program to manipulate stock prices for personal gains.

In addition, "The Opinions" require that only management who win their positions through open or internal competition, or who have made major contributions to the company can acquire more shares of a company. As this is a difficult rule to apply due to its large area of ambiguity and the human factors, it is doubtful whether it will be able to achieve its goal.

As China's stock market seems to be finally shaking off its bearish sentiment, many executives are expected to buy more shares in their companies through the MBO program, which in turn will encourage improvements. The more specific guidelines for the MBO process, particularly in terms of restrictions to avoid abuse, will make the MBO program more acceptable to the market, contain the losses of state-owned assets and protect the interests of minority shareholders. Nevertheless, other problems dogging state-owned enterprises have yet to be resolved, such as unclear asset ownership, complex government-enterprise relationship, and uneven allocation of rights, obligations and interests, which means China's SOE reform still has a long way to go.

Ruby Zhu is the Chamber's Senior China Economist. She can be reached at ruby@chamber.org.hk

內地股市關於股權分置的改革從去年中開始實施以來，佔股票市場市值近 50% 的公司都已完成了改革，為非流通股份進入市場做好了安排。從目前股市的反應看，上証指數和深圳指數都較股改前的低位回升 10% 以上，目前還未進行股改的公司也陸續推出股改方案，困擾內地股市多年的問題已得到初步解決。當然，股市的考驗還未完全過去，這些非流通股份最早將於今年 5 月解凍進入市場，屆時市場的承受能力將受到考驗。

去年年底，國資委針對股改過程中出現的一些問題，制定了「關於進一步規範國有企業改制工作的實施意見」，除了在 2003 年底出臺的「關於規範國有企業改制工作的意見」的基礎上增強股改的可操作性，防止國有資產流失及維護職工的合法權益，還新增了規範企業管理層持有股權 (Management Buy-out) 的內容，讓 MBO 這個前幾年沸沸揚揚的話題又重新活躍起來。

進入 21 世紀，中國許多國有上市公司的管理層最為熱衷的話題就是 MBO 。國企的管理層持股十分盛行，但很快一些管理層借 MBO 之名侵佔小股東利益，導致國有資產流失，其中格林科爾的顧雛軍案為其中的表表者，對低沉的內地股市來說，再雪上加霜。國務院隨後下令暫停 MBO ，而且去年內地股市幾乎完全喪失集資功能，新股也暫停上市。MBO 幾乎成為管理層侵佔國家和小股東利益的代名詞。

實際上， MBO 最初是上市公司管理層為取得公司控制權為目的而發動的一種股份收購，較為普遍的做法是管理層通過借貸融資和股權交易收購公司股份，改變公司的所有權結構、控制權結構和資產結構，將管理層的單一經營者身份變身為所有者和經營者合一的雙重身份。通常 MBO 目標公司都擁有巨大資產潛力或巨大的提升管理效率空間， MBO 完成後， MBO 的投資者都能獲得超常的回報。 MBO 在激勵內部員工的積極性，提升管理效益和改善業績方面無疑具有正面的效果。

今次國資委對管理層持股推出的最主要限定，是管理層只可以通過增資擴股的方式持股，且管理層持股總量不得達到控股或相對控股的數量。管理層增持股份的資金需合法，並不可來源於通過本公司所做的融資。這一規定十分明確也易於執行。

此外，新的「實施意見」還對操作細節作出規定，例如持股的管理層成員不得參與制定改制方案，不得參與選擇中介機構為企業作資產評估等，以防前兩年一些上市公司管理層通過 MBO 做低收購價格，或作虧賤賣，以謀私利。

可增持股份的管理層成員必須是通過公開招聘及企業內部競爭上崗等方式競聘上崗，或對企業發展作出過重大貢獻的管理層成員。其實這種難以量化的規定有許多模糊的空間，增添許多人為因素，故懷疑是否能達到該條款的真正目的。

在內地股市逐漸步出熊市，曙光再現的時候， MBO 必然會吸引許多企業管理層增持股份，這對於改善公司的管理效率有積極的作用。新的措施令 MBO 的過程有較明確的指引，特別是資金來源和股份份額上的規定讓市場更易接受管理層持股，防止國有資產流失也對小股東有所交待。但國有企業的產權邊界模糊、政企不分、權責利不一致的問題，似乎仍然沒有得到完全解決。中國的國有企業改革仍有較長的路要走。

朱丹為香港總商會高級經濟師 (中國)，
電郵：ruby@chamber.org.hk 。

Christopher Pratt Co-opted to HKGCC General Committee

Christopher Pratt, Chairman of Swire Pacific Ltd, John Swire & Sons (HK) Ltd, and Cathay Pacific Airways Ltd., was co-opted to the General Committee of the Hong Kong General Chamber of Commerce, effective January 23, 2006. He replaces David Turnbull, who resigned in December 2005.

Christopher Pratt joined the Swire Group in 1978. He has held various management positions within the Group in Hong Kong, China, Australia and, most recently, Papua New Guinea where he was awarded a C.B.E. for services to trade and the community. He returned to Hong Kong in July 2000 to be Executive Director of Swire Pacific Ltd's Trading & Industrial Division. He is also Chairman of Swire Pacific Offshore Ltd, the Singapore based subsidiary which provides specialist marine services to the offshore oil and gas industry.

Christopher Pratt graduated from Oxford University in 1978 with a degree in Modern History. He is married with three children.

白紀圖成為香港總商會增任理事

白紀圖成為香港總商會增任理事，接替於 2005 年 12 月卸任的唐寶麟，有關委任自 2006 年 1 月 23 日起生效。白紀圖為太古股份有限公司、香港太古集團有限公司及國泰航空有限公司主席。

白紀圖於 1978 年加入太古集團，曾於集團的香港、中國及澳洲辦事處出任管理職位，最近獲派駐巴布亞新畿內亞，獲當地頒授 C.B.E.勳銜，以表揚其對貿易及社會的貢獻。返回香港後，他於 2000 年 7 月出任太古股份有限公司貿易及實業部門常務董事。此外，他亦擔任太古海洋開發有限公司主席，該公司是設於新加坡的附屬公司，專門為離岸石油及天然氣業提供專業海洋服務。

白紀圖 1978 年畢業於牛津大學，取得現代歷史學位。他已婚，育有 3 名子女。

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Special Reports

專題報導

Meet Andrew Yuen

袁耀全訪談錄

For the past six years Andrew Yuen has served as a voice of the SMEs on the General Committee. The Bulletin Editor Malcolm Ainsworth spoke with this self-made entrepreneur last month about his work with the Chamber and his business.

Bulletin: How does it feel as an SME to be working in the General Committee alongside the top guys of Hong Kong business?

Andrew Yuen: I enjoy it. Although you could say we have different backgrounds in that I'm an SME and they run multinational corporations, our business objectives are basically the same. And we all contribute our time and know-how to the Chamber to enhance Hong Kong's business environment.

Q: As a long-time Chamber member, what major changes have you seen over the years that have impressed you the most?

AY: I've seen continuous improvements in terms of services offered to our members and the Chamber's contribution to the business community. You can see our roundtable luncheons are now almost always full, and that is because the Chamber is constantly providing timely and quality information to members. The establishment of the Manpower Committee and Digital, Information & Technology Committee also shows how our Chamber moves with the times to attract new core groups of members with specialized interests.

Q: And haven't liked?

AY: I can't think of any specific changes that I dislike. Chamber executives are doing everything they can to serve members. This was reflected in the latest member survey which rated the Chamber services and programs as the best quality compared to similar ones offered by other organizations.

Q: Do you feel young people in Hong Kong today are not as ambitious as when you were a young entrepreneur?

AY: Hong Kong was full of opportunities when I was a young entrepreneur in the trading business. Now, because information is so readily available, young people today need to have a wider range of skills, resilience and determination if they are to succeed in business. There is no shortage of young entrepreneurs or survivors in Hong Kong and I don't think there ever will be.

Q: People used to always pit Hong Kong against Singapore, now it is Shanghai, what are your thoughts on this?

AY: Singapore and Shanghai do not have the same degree of freedom or open business environment as Hong Kong. This is something that some people tend to take for granted when they protest they want more freedom. We have a very open and free market economy which has and will continue to serve us very well.

Q: What are your top three concerns regarding doing business in Hong Kong?

AY: Hong Kong thrives because we are a world-class city. But our young people cannot communicate well in English or Mandarin, and they increasingly have to compete with talent from China in terms of costs, language skills and motivation. I don't believe importing skills to Hong Kong is the ideal solution, we should be doing more to build up our local talent.

High property and rental costs are my second concern, which some businesses consider indirect taxes. If profit tax were to be increased, then combined with the high property costs here, some businesses might consider moving to low-tax jurisdictions like Macau or Dubai, and just leave a small document processing office in Hong Kong.

And thirdly, we are increasingly seeing more political pressure and red tape hindering business. For example, the minimum wage or maximum working hours issue being proposed would distort market forces, which in turn would lessen our flexibility and competitiveness.

Q: What are the major challenges that you face in your line of business?

AY: Bureaucracy in our government. It takes an unusually long time for our government to approve the import of frozen meat into Hong Kong. For example, the EU lifted its ban on frozen ostrich meat imports last November, but our government is still working with their counterparts in South Africa over the format of the new import license. Such bureaucracy only helps businesses who do not follow the rules and look to work around the import license. Our government still doesn't seem to comprehend that time means money.

Q: Which businessperson do you most admire?

AY: No one really. I never compare myself with others, as I believe that you need to have confidence in yourself, develop a good team, and make the best out of opportunities when they arise.

Q: Hong Kong seemed to have one food scare after the other last year, as you are in the seafood business, what impact did it have on your company?

AY: Ironically, some of our most profitable years were when SARS was in Hong Kong, because people were stocking up their freezers to avoid unnecessary trips to the markets. We saw another upswing in business when some freshwater fish imports tested positive for certain chemicals, because we import frozen seafood from areas known for their unpolluted environment.

Q: What do you think the government should do to ensure tainted food doesn't find its way into Hong Kong again?

AY: Educating the general public is the key. Our government has been doing a good job at alerting the public when there is a problem, but I think more should be done to inform people about choosing food. Naturally harvested food seldom looks as bright and shiny as you see in the supermarket, and that is because the farmers add chemicals to enhance its appearance and/or overuse preservatives so the food may last longer. Hong Kong is a net food importer, so it will be very difficult and expensive if the industry is over regulated, so I don't think enforcing more regulations is the answer.

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代表中小企的袁耀全出任本會理事已6年。上月，本刊總編輯麥爾康專誠訪問這位白手興家的企業家，與他談會務和營商。

問：作為中小企經營者，在理事會中與一班本地商界猛人共商事務，感覺如何？

答：我樂在其中。儘管大家的背景不同，我經營中小企，而他們則掌管跨國企業，但大家的營商目標基本上一致。我們都樂意善用自己的時間和知識，為總商會做點事，以締造更佳的營商環境。

問：身為本會資深會員，這些年來，你看到本會有什麼重大轉變？哪些令你印象最深？

答：我留意到本會的會員服務不斷改進，對商界貢獻也愈來愈多。現今總商會舉辦的小型午餐會常常座無虛席，因為本會能為會員提供最新和適用的資訊。另外，人力委員會和數碼、資訊及科技委員會的設立，亦反映本會與時並進，懂得匯聚其他專業界別的核心會員。

問：有否哪些轉變是你不喜歡的？

答：我想不到任何例子。本會的管理層和職員竭誠為會員服務，最近的會員意見調查結果可見，比較本會與其他機構的同類服務和項目，會員認為我們的質素最佳。

問：你看本港時下年青人，是否沒有你年輕時創業那種進取精神？

答：年輕時我搞貿易生意，那時香港機遇處處。而今天資訊發達，青年人需掌握更多技能，還要善於適應和有毅力，才能在事業上有所成。我覺得香港年青一輩不乏出色的企業才俊或排除萬難的成功創業者，相信未來會繼續有傑出人才出現。

問：人們常把香港與其他城市比較，以前是新加坡，如今則是上海，對此你怎麼看？

答：論自由度或營商環境的開放程度，新加坡和上海都比不上香港，然而，要求有更大自由度那些人總視之為理所當然。香港擁有非常開放和自由的市場經濟，無論過去或未來，都有助香港創出成就。

問：你認為在營商方面，香港目前最迫切的三個問題是甚麼？

答：香港是個繁榮興旺的世界級都會，但這裏年輕人的英語和普通話溝通能力不強，而他們卻愈來愈要在薪酬、語文能力和積極性等方面，與內地人才一較高下。我認為輸入外地專才不是最佳對策，我們應更著力培育本地人才。

我關注的另一個問題是樓價和租金高企，有些企業更視之為間接稅。若當局加徵利得稅，加上物業成本高昂，一些企業或會考慮遷往賦稅較輕的地區，例如澳門或杜拜，只餘下一個小型辦事處在香港。

第三個問題是社會愈來愈政治化，而且阻礙營商的官僚制肘更多。例如，建議的最低工資及最高工時會扭曲市場，削弱我們的靈活性和競爭力。

問：你的業務主要面對甚麼挑戰？

答：政府部門處事官僚，入口凍肉來港，往往要很長時間才獲批。像歐盟已於去年11月取消禁止進口急凍鴕鳥肉；但港府卻仍在與南非當局磋商新的入口許可證格式。繁複的官僚程序只會助長企業違規之風，以設法避過申領進口許可證的麻煩。港府看來仍未明白時間就是金錢。

問：你最欣賞哪位商界人士？

答：沒有。我從不與人比較，我認為營商者要有自信，建立一支優秀的團隊，盡力把握每個良機。

問：去年香港連番出現食品安全問題，對貴公司的海鮮生意有何影響？

答：諷刺的是，公司在爆發沙士那年錄得很好的盈利，因為市民紛紛儲備急凍食品以避免到市場去。另外，早前一些進口淡水魚被驗出含有某種化學物，亦帶動我們的生意大增，因為我們的急凍海鮮都進口自未受污染的地區。

問：你認為政府應如何防止受污染食品再次流入本港？

答：教育市民是最重要的。當局在提醒市民及通佈有關消息方面做得不錯，不過仍可再下點功夫，讓市民認識如何挑選食品。以純天然方法培殖出來的食品，往往不及超市裏售賣那些吸引，因為後者被添加了化學劑，使其更具色澤，又或加入過量防腐劑，使食物能存放更久。由於本港所有食品都是進口的，若食品業受到過分規管，成本便會提高，也會對經營者構成更多制肘，所以我認為實施更多規管並非良策。

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Seeing You Seeing Me

By Robert Glasspool

Monitor your business from anywhere, at anytime – that is the premise behind TeleEye's remote management system. In fact, you could be being watched right now, as the digital video cameras can transmit images across the Internet without the need for a computer. This flexibility allows any camera that is fixed in your direction to feed real-time video to a screen next door, to the next street or even to a different country.

TeleEye's main application however is actually remote management rather than security. By being able to view good quality video from any location via a Web browser, it is possible to manage a retail store or even multiple stores from the comfort of your own living room.

"Many people initially thought that the main application for our system was security cameras," Professor Cliff Chan (above), CEO of TeleEye, explained. "But the majority of our clients now use it to remotely manage their businesses."

TeleEye was founded in 1994 by the City University of Hong Kong and a group of engineering researchers specializing in signal processing technologies. Prof Chan explained that the university wanted to close the gap between research and application, by hopefully encouraging entrepreneurs to pick research and bring the product or service to market.

"Instead of just creating new theories and looking to publish them, the idea was to create valuable products that were reliable, user-friendly, and could be profitable business ventures," he said.

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By all accounts, this vision has been 20-20. The company currently has a global distribution network spanning 25 countries. On top of this, TeleEye has won 12 local and international awards to date, whilst Prof Chan himself has won three individual awards for his groundbreaking research into video compression technologies. In May 2001, TeleEye Holdings Limited was listed on the Growth Enterprise Market of the Hong Kong Stock Exchange, making it the first publicly-traded company set up by an academic institution in Hong Kong. Its listing attracted widespread attention with its public offering being oversubscribed 109 times.

Today, TeleEye is focused on research into transmission media and compression technology to keep one step ahead of its competitors. With the ubiquitous use of broadband Internet connections, the quality of video streams continues to increase, but while Internet service providers (ISP) proudly boast download speeds, they keep quiet about upload speeds which remain relatively low. To remotely managing a business, the speed at which a remote camera can upload images onto the network is vital, and until ISPs dedicate more bandwidth to uploading, the quest for better compression technology will continue to be a never-ending battle.

Company:	TeleEye Holdings Ltd
Established:	1994
Year joined HKGCC:	1997
Web site:	www.TeleEye.com

The company is also focusing more and more on product applications. With the emphasis on remote management, applications such as retail store management, logistics management, construction site management, property management and cross-border factory management are TeleEye's target markets.

"A lot of businesspeople in Hong Kong have factories in Mainland China so TeleEye allows them to manage their operations from Hong Kong, and to even show customers their factory over the Internet without having to travel to China," Prof Chan explained. "Such applications can be expanded to fine-tuning sample productions, which factory managers can directly show customers as they come off the production line."

A new area the company is developing is 3G mobile technology. In fact, TeleEye developed one of the first 3G cameras to hit the streets. Although the technology is ready, service providers' charging mechanisms – usually per byte – are putting customers off using streaming video. Obviously trying to keep in constant contact with your business or home via a 3G phone would be prohibitively expensive. However, Prof Chan expects that costs will eventually come down which will make remote management even more effective.

Looking to the future, TeleEye is committed to upholding its reputation for quality products and services worldwide to build up its brand name. Although Prof Chan operates in a niche market, he faces stiff competition globally. About 70% of the company's clients are from abroad, with Britain and central Europe being their core business base, while Prof Chan says he is looking to expand the company's presence in the Middle East.

In Hong Kong, although the market here is limited, TeleEye has a strong client base, some of whom will be customers for life. One such customer is an entrepreneur who set up a TeleEye system in his small retail shop so that he could keep an eye on his new venture from his home and office. Checking on his shop one day, he expected to see his employees hard at work serving customers, but instead he saw them tied up while crooks were busy filling cartons with his goods. He immediately called the police who caught the flabbergasted robbers red-handed.

公司：	千里眼控股有限公司
成立年份：	1994 年
入會年份：	1997 年
網址：	www.TeleEye.com

「千里眼」遠程管理系統旨在讓企業管理者能「隨時隨地監察業務」。事實上，此刻你亦有可能被監視，因為系統的數碼攝錄機可透過互聯網傳送影像，毋須使用電腦，簡單靈活。因此，只要把攝錄機鏡頭對準你，便可把實時視像傳送到隔壁、另一條街，甚至外地。

實際上，「千里眼」產品的主要用途是遠程管理而非保安。用家透過網絡瀏覽器便能收看清晰影像，即使安坐家中也可有效管理店中業務，同時管理幾家店舖亦輕而易舉。

千里眼集團行政總裁陳作基教授解釋：「初時許多人以為系統主要作保安攝錄用途，但如今我們大部分客戶均利用它來進行遠程管理。」

香港城市大學與一班精於訊號處理技術的工程研究員於1994年創辦「千里眼」。陳教授表示，大學希望結合科研和商業應用，鼓勵企業家利用研究成果發展成產品或服務，然後推出市場。

他說：「我們不希望努力研究的出路只是發表新理論，我們希望創出有價值、可靠、易用的產品，並發展出有利可圖的生意。」

公司發展至今，其環球分銷網絡已遍及25個國家，「千里眼」共贏過12個本地及國際性獎項，陳教授個人亦因為開發創新的視像壓縮技術而3度獲獎。2001年5月，千里眼控股有限公司於香港聯合交易所創業板上市，備受觸目，其公開發售獲超額認購109倍，是首次有本港學術機構創辦的公司能成功上市。以上種種，皆顯示「千里眼」創立時之願景已實現。

「千里眼」現正致力研究傳輸媒體和壓縮技術，務求領先其他對手。隨著寬頻互聯網應用的普及，視像串流質素不斷提高。然而，今天很多互聯網服務供應商都只會誇耀其下載速度，對於相形見絀的上載速度卻絕口不提。遠程攝錄機把影像上載到網絡的速度，是遠程業務管理的關鍵所在。除非互聯網服務供應商分配更多頻寬供上載之用，否則業界便要無休止地改良壓縮技術。

公司亦愈來愈重視拓展產品應用，基於「千里眼」的主要用途是遠程管理，他們正瞄準零售店管理、物流管理、地盤管理、物業管理和跨境廠房管理等市場。

陳教授解釋：「許多港商在中國內地設廠，透過『千里眼』，他們身在香港也可管理內地廠房運作，甚至透過互聯網向客戶展示內地廠房，無需親赴內地。內地廠房經理亦可直接向客戶展示剛製好的貨板，如有問題，能立即更改。」

3G流動技術是該公司正進軍的新領域。事實上，「千里眼」曾發展出市場上其中一款最先出現的3G攝像機。雖然有關技術已準備就緒，但服務供應商一般按byte計算的收費模式，意味利用3G電話密切監察業務或家中狀況的代價非常昂貴，這令有意採用串流視像服務的客戶卻步。不過，陳教授預期收費終會降低，令遠程管理變得更有效可行。

展望未來，「千里眼」銳意憑著優質產品和服務，在國際間打響名堂。儘管公司針對的市場獨特，他們仍要與世界各地的對手激烈競爭。該公司約7成客戶來自海外，生意主要源自英國和中歐地區。陳教授指公司現擬擴展其中東市場。

「千里眼」在香港的市場雖然不大，但客源穩定，當中部分更會是長期客戶。其中一名客戶在店舖內安裝了「千里眼」系統，以便在家和辦公室監察店內情況。某天，他透過系統視察店面情況，豈料傳來的畫面並非員工在殷勤侍客，而是員工被捆綁一旁，歹徒則忙於把貨品裝入紙箱。他遂立即報警，警方到場把匪徒當場逮捕。

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Special Reports 專題報導

Growing Markets in The Americas: The Economic Impact of DR-CAFTA

By Ralph Gazitua

Last August, U.S. President George W Bush signed into law DR-CAFTA – a free trade agreement between the United States and five Central American countries including the Dominican Republic. It is an important trade agreement that will have significant economic and political impact on both the United States and the Central American region. By signing this law, President Bush has effectively sent an important message to the world concerning the realities of free trade: it is, and will continue to be, a high priority of the United States.

DR-CAFTA possesses all the earmarks of a successful free trade agreement benefiting both the United States and the Central American region.

Among the agreement's more significant components are:

- DR-CAFTA levels the "playing field" for U.S. workers and farmers. Unlike NAFTA, America's markets are already open to DR-CAFTA products with nearly 80% of Central American products already entering the U.S. duty-free
- DR-CAFTA is sensitive to, and takes into consideration the relationship of labor and environment. The agreement contains ground-breaking environmental provisions
- DR-CAFTA will facilitate new market access for U.S. consumer, industrial and agricultural products

增長中的美洲市場：DR-CAFTA 的經濟影響

- Garments produced in the DR-CAFTA region will be duty and quota free under the agreement with the stipulation that they will remain duty and quota free only if U.S. fabric and yarn is employed in the production of those garments – thereby supporting U.S. exports and jobs

While the U.S. economy will benefit from DR-CAFTA – especially in the area of trade deficit reduction – the chief beneficiary will be the State of Florida. The hard and projected Florida numbers speak for themselves.

In 2004, total trade between the U.S. and the DR-CAFTA region countries equaled US$33 billion, while the total trade activity between Florida and the DR-CAFTA countries for the same period equaled US$16 billion.

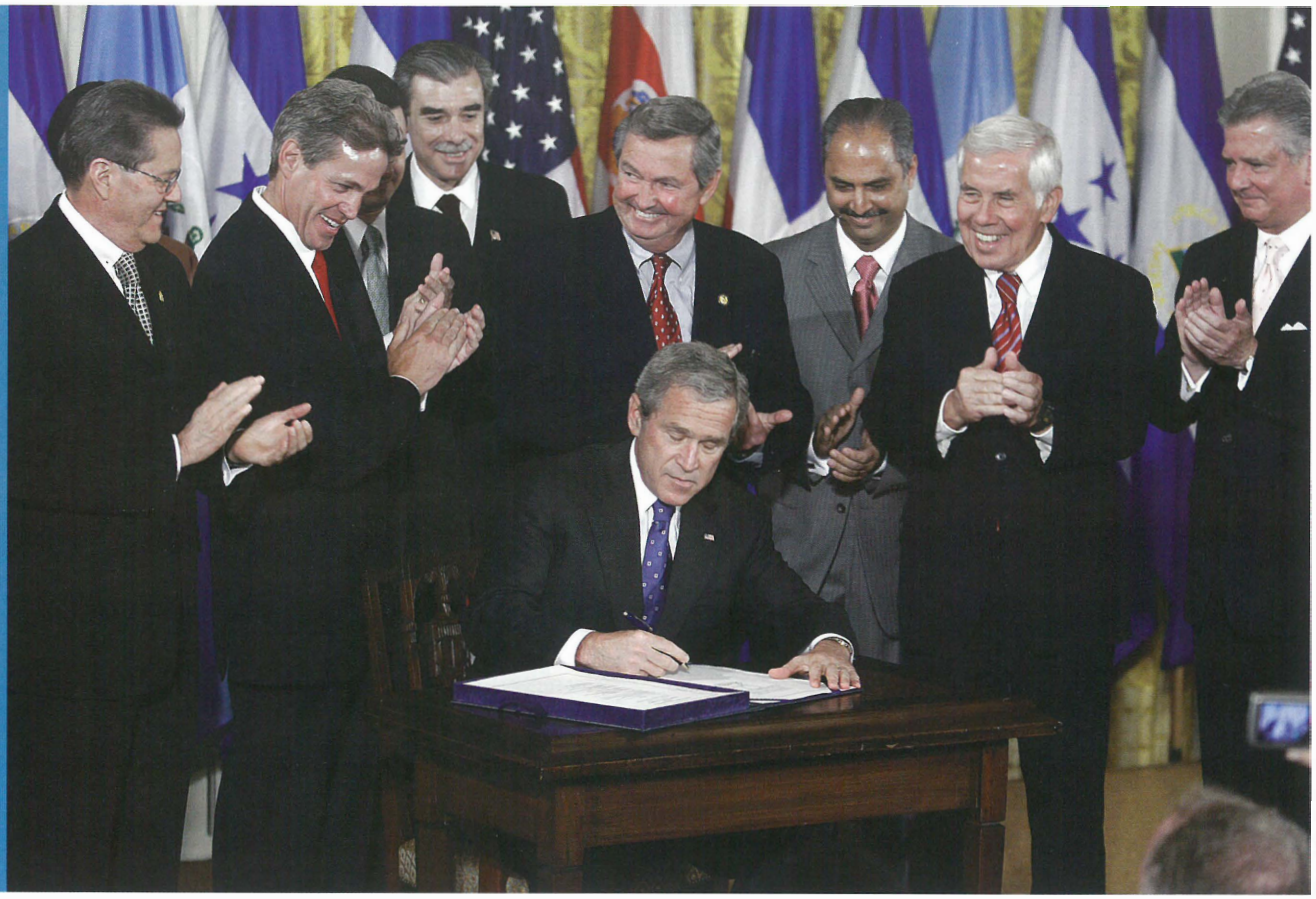
The State of Florida is the number-one exporter in the United States to the DR-CAFTA region, and handles nearly 50% of the trade in goods between the U.S. and DR-CAFTA nations.

The American economy – because of the trade activity by small and medium sized companies – will continue to benefit greatly. As an example, in 2002 these small and medium sized companies were responsible for an estimated 37% of all exports to the DR-CAFTA region. In 2004, Florida exports to the DR-CAFTA region were 16% higher than in 2000. That figure is significant because it reflects the fact that Florida' exports to DR-CAFTA markets are growing faster than the total of U.S. exports worldwide.

Samplings of economic gains in the State of Florida from DR-CAFTA after the first year of implementation are: more than 6,800 new jobs created; a US$226 million increase in employee earnings and a US$958 million in increased output. After just five years it is projected that over 36,000 jobs will be created with US$5.1 billion in increased output and US$1.2 billion in increased employee earnings.

DR-CAFTA is an excellent trade agreement for the Dominican Republic, the Central American nations, the United States and for Florida's role as the Gateway of the Americas. It's what we in America call a "win-win scenario."

Ralph Gazitua is President and CEO of the Miami Free Zone, located in Doral, Florida. He has long been an advocate of free trade, has been instrumental in creating Latin American trade initiatives and is a leader in developing trade lanes between the United States and Asia. Mr Gazitua can be reached via e-mail at rgazitua@miamizone.com.



KRT– CHUCK KENNEDY

U.S. President Bush, signs into law the Central American Free Trade Agreement on August 2, 2005, in Washington, D.C.
2005 年 8 月 2 日，美國總統布殊在華盛頓簽署中美洲自由貿易協議。

去年 8 月，美國總統喬治 • 布殊簽署了美國與中美洲 5 國和多米尼加共和國之間的自由貿易協定 (DR-CAFTA)，這協定料對美國和中美洲地區的政治和經濟帶來重大影響。布殊總統透過簽署協定，清晰地向全球帶出一個重要訊息：美國現在及未來都會高度重視自由貿易。

DR-CAFTA 的內容對美國和中美洲地區均有利，其重點包括：

- 為美國工人和農民提供公平的競爭環境。DR-CAFTA 有別於北美自由貿易協議 (NAFTA)，美國市場已開放予 DR-CAFTA 的產品，近 8 成中美洲產品已能免稅進入美國。
- 慮及勞工和環境因素，載有具突破性的環境相關條文。
- 有助美國消費、工業和農業產品進入中美洲市場。
- 在 DR-CAFTA 地區生產的成衣將獲豁免關稅，而且不受配額所限，惟有關成衣產品須採用美國綿紗織料，此規定有助增加美國出口和就業

美國經濟將受惠於 DR-CAFTA，尤其貿易赤字可望減少，當中佛州會成為主要受益的州份，從該州實際和預測貿易數字便可知一二。

2004 年，美國與 DR-CAFTA 區國家的貿易總額為 330 億美元，其中佛州與 DR-CAFTA 區國家的貿易總額佔 160 億美元。

佛羅里達州對 DR-CAFTA 地區出口為美國全國最多，美國與 DR-CAFTA 國家之間近 5 成貨物貿易均於佛州內處理。

美國經濟將繼續透過中小型企業的貿易活動得到重大裨益。以 2002 年為例，輸往 DR-CAFTA 地區的所有出口中，中小企所負責者估計佔 37%。此外，2004 年佛州輸往 DR-CAFTA 地區的出口較 2000 年增加 16%，可見佛州對 DR-CAFTA 市場的出口比美國全球總出口增長得更快。

DR-CAFTA 生效一年後，佛羅里達州得到的經濟效益包括：創造了逾 6,800 個新職位；僱員收入增加 2.26 億美元及產出增加 9.58 億美元。預料協議實施 5 年後，佛州將多增逾 36,000 個職位、51 億美元產出及 12 億美元僱員收入。

DR-CAFTA 對多米尼加共和國、中美洲國家、美國及作為其門廊的佛羅里達州均有重大裨益，能締造一個「雙贏局面」。

Ralph Gazitua 為佛羅里達州 Doral 區的邁阿密自由貿易區總裁，他長期提倡自由貿易，協助構建拉丁美洲的貿易措施，並領導拓展美國與亞洲之間的貿易聯繫。聯絡 Gazitua 先生可電郵至：rgazitua@miamizone.com。

理光文件管理系統 為聯亞帶來多重優勢

以簡易工具軟件提升生產力 加快文件存取及分享速度

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簡介

聯亞集團有限公司(以下簡稱聯亞)是香港聯合交易所的上市公司，主力生產高檔專業服飾包括套裝、外套、襯裙及西褲，以至便服及運動服等多元化時裝，更為美國、日本及歐洲的著名品牌生產成衣。

聯亞於中國、台灣、香港、菲律賓及越南共設有19間擁有先進生產設備的工廠，而銷售及聯絡辦事處則設於香港、台灣、韓國、新加坡及美國。聯亞的員工數目約達25,000人，每年生產約二千萬件成衣。

文件往來 費時失事

作為集團的聯絡總部，聯亞的香港辦事處需要與工廠及銷售處等多個部門作頻繁文件往來。因財務部部分運作已策略性遷至內地，香港辦事處需與該部門跨地域處理大量文件，包括影印及以人手送遞會計收款及付款單，以及信用証等，此舉不但浪費時間，亦容易丟失文件。

此外，聯亞還透過一個「掃描至電郵」的方案，把文件掃描後電郵至其他地區部門。但舊有掃描器掃描速度緩慢，根本不足以應付大量的文件往來。

「以人手方式存取、影印及分發文件非常費時。因此，我們自04年起開始物色一個文件管理方案，希望能以高效率處理不同地區、不同部門之間的文件往來。」聯亞控股有限公司技術服務經理馬裕光說。

完善方案 周全服務

聯亞審慎比較過多種同類方案後，決定選擇理光的方案，此方案包括LaserFiche軟件及理光掃描器。而作為理光的現有客戶，聯亞非常滿意理光的服務質素，加上大眾客戶對理光文管系統的口碑，對選擇理光便更具信心。更重要的是，LaserFiche具備完善的功能，可應付整個文件管理過程的需要，包括掃描、擷圖、編輯索引、儲存、分發及文件存取控制等。

「理光文件管理方案不單提高管理水平、工作效率和生產力，更提供優質售前服務，透過專業顧問服務協助我們挑選最合適的系統。理光顯然是最佳選擇。」馬先生說。

聯亞於去年二月底著手部署理光的方案，並僅以一個月時間便順利將系統安裝妥當並投入使用。目前內地和香港辦事處共有超過100位員工透過系統存取文件，非常快捷方便。

業務得益

即時文件分享

採用理光文件管理系統的一大優勢是能以高速分享文件。使用方案以來，聯亞對系統深表滿意，以往不斷影印及以人手分發文件的煩惱已一掃而空。

聯亞控股有限公司高級財務經理黎國京表示：「系統不但讓中港辦事處即時分享文件，更免除以人手送遞文件的過程，確保不會遺失文件。」

提升生產力

聯亞以理光文件管理系統取代舊式「掃描至電郵」產品方案後，大大提升了生產力。要花長時間掃描、尋找和取閱文件的苦惱日子已成過去。現在財務部同事不但能快速掃描和尋找文件，取閱文件亦比以前簡單省時得多，大幅改善生產力。即使將來文件數量再大幅增加，理光方案亦可應付自如，真正讓財務部職員安枕無憂！

安裝快捷，使用簡易

理光文件管理系統備受聯亞的員工歡迎，除了資訊科技部門對其簡易快捷的安裝部署大表讚賞外，系統用戶亦盛讚方案操作簡單，為他們帶來很多工作上的便利。

展望

聯亞享受到理光文件管理系統的多項優勢後，現正著手部署於澳門辦事處採用此方案，稍後更將於菲律賓辦事處安裝有關系統。

「我們不但會增加方案的終端用戶，更將於其他辦事處使用理光方案，多方位提升生產力和工作效率。」馬先生說。

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Australia's Attraction on the Rise

澳洲投資吸引力與日俱增

KRT - HOWARD SHA

The World Bank's Doing Business in 2005 report ranked Australia as one of the easiest places in the world to start a business, with the overall process taking as little as two days to complete.

The Australian Government agency Invest Australia is using the title to attract investors by guiding companies new to doing business downunder on the regulatory and approval processes.

Austrade, the Australian Consulate-General's trade division, regularly organizes business delegations to Hong Kong with the specific aim of seeking partnerships with Hong Kong companies. Opportunities in such areas as food and beverages, fashion, building materials, infrastructure, education and training, marine vessels, technology, medical and health products and services, and consumer products are the main area of interest.

For developing trade and investment networks in Australia, another well-used resource is the Hong Kong-Australia Business Association (HKABA). HKABA member and Hong Kong-listed company Giordano expanded into Australia in 1999 and has grown rapidly to become one of the country's most well-known casual apparel retailers. Today Giordano has 48 stores operating in Victoria, New South Wales and South Australia employing more than 300 people.

Australia's culturally diverse and skilled workforce boasts one of the highest overall productivity ratios per person in the Asia Pacific, a leading component of successful business operations. The nation's stringent patent and copyright enforcement, transparent government policy and mature regulatory environment also inspire companies like Giordano to plan long-term strategies for the Australian market.

Investment in Australia

Invest Australia's Senior Investment Commissioner for Greater China, Henry Wang, says there are opportunities for investment in Australia in four key areas: resources, energy, agribusiness and technology.

"Australia's leading role in research and ideas means there are considerable opportunities for organizations with capabilities in the ICT and nanotechnology sectors," Mr Wang explained. "This includes specialist areas like intelligent transport systems and software. There are also opportunities in biotechnology for traditional Chinese medicine, as well as testing facilities for advanced manufacturing."

Australia's growing appeal as an investment destination was confirmed recently by a 150% increase in the level of its foreign direct investment (FDI) over the four years to March 2005. Australia recorded the greatest upward movement, jumping to become the seventh most attractive FDI destination in the world, according to A.T. Kearney's 2004 FDI Confidence Index. This supports the view of global bankers, who, according to the Confidence Index, rank Australia as the fourth most preferred foreign investment location worldwide.

The Australian investment portfolio of Cheung Kong Infrastructure Holdings Limited reported an "exceptional year in 2004," with a profit contribution growth of 41% over the previous year. Evestra Limited, Powercor Australia and CitiPower Pty Ltd accounted for 33% of the Group's overall profit contribution and have continued to generate substantial income for CKI. Cheung Kong's Annual Report 2004 attributes the growth to "a strong management team as well as strong economic growth and industrious activity in the Australia's infrastructure industry."

The business of sport

The official international business program around the Commonwealth Games, Business Club Australia: Melbourne 2006 has attracted widespread interest from Australia's domestic and international business community.

Business Club Australia members are able to meet and network through the Club's online facilities or at the free networking events held throughout the Games. More than 30 business events will take place during the Games period at the Business Club's venue: Champions in Federation Square, Melbourne.

Provided by the Australian Consulate-General in Hong Kong. For more information on Australia, visit http://www.australia.gov.au/

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根據世界銀行2005年的營商報告，澳洲是全球最容易創業的地方之一，有關程序最快只需兩天便可完成。

澳洲投資局是澳洲政府機構，為有意在澳洲經營或拓展業務的公司提供免費、保密和全面的協助。服務包括就法規和審批程式提供輔導、提供有關澳洲行業能力和優勢方面的專業建議、以及按客戶需要而特別編製的資料。

澳洲商務署 (Austrade) 乃澳洲總領事館的商貿部門，定期組織商務代表團來港，旨在尋求與香港公司合作的機會。在食品與飲品、時裝、建築材料、基建、教育與培訓、海事船隻、科技、醫療及健康產品和服務、消費者產品等範疇都商機處處。

在澳洲發展貿易及投資網絡，另一個有用的資源是 Hong Kong-Australia Business Association (HKABA)。佐丹奴為 HKABA 會員，同時亦是香港上市公司，於 1999 年在澳洲開展其業務，並迅速發展成澳洲最著名的便服零售商之一。目前，佐丹奴在澳洲擁有 48 家門市，分別設於維多利亞、新南威爾斯及南澳洲，僱用超過 300 人。

澳洲有來自不同文化背景、技術性勞動人口，擁有全亞太區最高的個人整體生產力，此乃業務營運成功的關鍵。澳洲有關專利和版權的執法嚴厲、政府政策透明度高、法規環境發展成熟，這些條件亦吸引如佐丹奴等公司計劃在澳洲市場的長遠發展策略。

投資在澳洲

澳洲投資局大中華地區首席代表王恒岩指出，在澳洲投資的機會，主要集中於四大範疇：資源、能源、農業企業及科技。

王氏說：「澳洲在科研與創意方面擔當著領導角色，對於從事資訊與通訊技術(ICT)及納米技術的機構而言，這代表了大量的機遇。這包括了一些專門範疇如智慧運輸系統和軟件。此外，還有傳統中醫藥在生物科技方面的發展機會、以及為先進製造業而設的測試設施。」

截至 2005 年 3 月，澳洲的外商直接投資 (FDI) 水平在過去四年增加了一倍半，證明澳洲作為投資目的地的吸引力與日俱增。A.T. Kearney 2004 年 FDI 信心指數顯示，澳洲排名錄得最大升幅，進佔全球最吸引的外商直接投資地點第七位，全球銀行家亦把澳洲評為全球外商最喜愛的投資地點第四位。

長江基建集團有限公司的澳洲投資組合在 2004 年業績斐然，溢利貢獻較去年增長了 41%。Evestra Limited、Powercor Australia 及 CitiPower Pty Ltd 佔集團整體溢利貢獻的 33%，並繼續為長江基建帶來可觀收入。長江 2004 年度報告指有關增長為優秀的管理層、澳洲強勁本土經濟及基建業活躍表現的成果。

體育商機

「澳洲商業俱樂部：墨爾本 2006」是一項在墨爾本 2006 年聯邦運動會期間發起的官方計劃，澳洲及國際商界對此反應空前熱烈。

澳洲商業俱樂部會員可透過俱樂部的網上設施、或利用運動會期間舉行的免費社交聯繫活動，彼此認識並建立網絡。運動會期間將有超過 30 項商業活動在商業俱樂部的場地 —— 墨爾本 Federation Square 的 Champions 舉行。

本文由澳洲駐港總領事館提供，詳情請瀏覽：
http://www.australia.gov.au/

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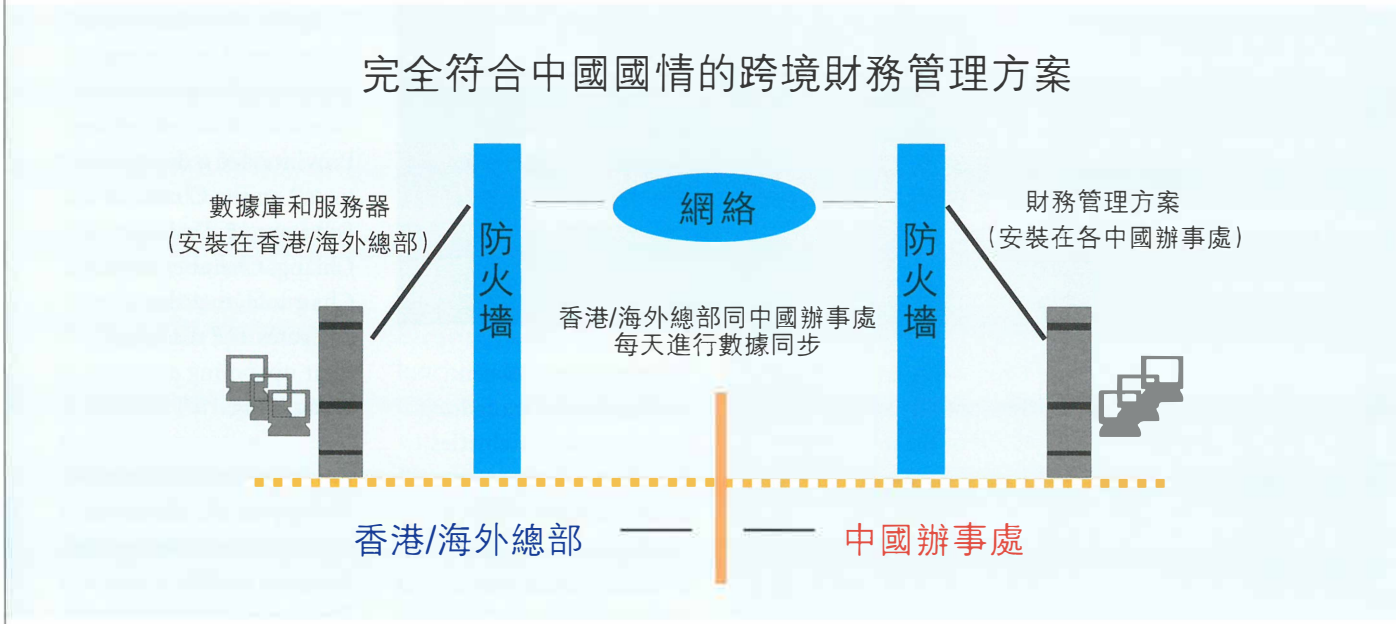

隨著中國加入世貿及更緊密經貿關係安排(CEPA)的落實，中港兩地的經濟活動日益頻繁，本地公司在內地業務的投資亦有增無減。然而，香港特區及中國大陸有關公司及稅務法則的差異卻為公司營運帶來不少的障礙。企業如何更快作出相關的應變，並把握中港兩地融合的機遇？

針對這問題， CPCNet 、 IBM 及金蝶提出綜合解決方案，以IBMeServerxSeries206 伺服器為基礎。它不但價格相宜，而且具備強勁效能。 x206 富彈性的配置及可用性，對擁有多個辦事處及業務急促增長的企業，為最理想選擇。

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一般而言，香港企業均由國內幾個主要城市開始，於數年間便把業務逐漸拓展至其他城市。因此，全國性的支援對這些公司尤其重要。而聯盟的三方均已具備成熟的跨境運作配套，支援人員遍佈香港及國內主要城市，隨時隨地為客戶提供全面的服務及支援。

Orient Star Group是全球物流領導先鋒，為採購商和供應商提供一站式物流服務，主要服務包括國際航運和空運、倉存和分銷等。該公司在全亞洲有 20 個辦事處。為了實現業務集中管理，他們採用金蝶及 IBM 一站式跨境企業管理(解決方案 / 軟件)。將服務器設在香港總部，財務、業務數據由各辦事處通過客戶端隨時同步到服務器，實現了業務、數據集成化，國內業務集中管理。 從而減省整體盈運成本。經過實施，此方案在Orient Star已成功上線，取得了良好效果，大大促進了該公司的業務發展。

各行各業包括電子業，物流業 及各大製造業等的跨境企業為實現跨境管理，紛紛選擇金蝶跨境企業管理軟件，分享金蝶在國內400,000家客戶的成功應用經驗，有效促進業務快速發展，幫助企業盡享無限商機！ ***查詢熱線 (852) 2157 9390.***

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In Review 活動重溫

Commissioner for Labour Matthew Cheung met with members of the SME Committee on January 18 to discuss various labour-related policy issues such as minimum wages, standard working hours, and importation of labour.

經濟發展及勞工局常任秘書長(勞工)張建宗1月18日與中小企委員會成員會面，一起討論最低工資、標準工時及輸入外勞等勞工政策議題。

Americas

A 15-member delegation from Pacific Lutheran University, USA, visited the Chamber on January 26 and met with Chamber CEO Dr Eden Woon, who briefed the visitors on the current business environment in Hong Kong.

Mark Mullins, Executive Director, Fraser Institue, Canada, visited the Chamber on February 8 and met with Chamber Chief Economist David O'Rear. Mr Mullins was interested in hearing about the latest political, financial and economic developments in Hong Kong.

Asia

David Eldon, Chamber Chairman, represented HKGCC at the official opening of the Dubai Development and Investment Authority's Hong Kong office on January 17.

Chang Kee-young, International Manager of Busan Chamber of Commerce and Industry (BusanCCI) and Kim Ji-on, audit of BusanCCI, met with Eva Chow, International Business Director, on February 13. During the meeting, the visitors discussed how the two chambers could further enhance business exchanges between Korea and Hong Kong.

China

Fu Ying, Ambassador Extraordinary and Plenipotentiary of PRC to the Commonwealth of Australia, called on the Chamber on January 19 and was welcomed by HKGCC CEO Dr Eden Woon, who briefed Ms Fu on the latest economic developments in Hong Kong.

Grace Gong, Registered Foreign Lawyer (PRC), Deacons, introduced to members at the Chamber's roundtable luncheon on January 20 recent changes to the PRC Company Law.

Dr Lily Chiang, Deputy Chairman of HKGCC, was invited to attend the "Symposium between Leaders from Guangdong Province and Celebrities from Hong Kong & Macau," which took place in Guangzhou on January 20, to share and exchange ideas and views on areas of mutual cooperation.

Sunny Doo, President of Hong Kong Chamber of Commerce in China – Guangdong, and his delegation paid a courtesy call to the Chamber on February 3. Dr Eden Woon, CEO of the Chamber, and 5 members of the China Committee received the visitors and discussed how the two chambers could enhance cooperation in the future.

Li Jian, Deputy General, The Economic and Trade Bureau of Foshan City, and seven members of his staff visited the Chamber on February 15 to learn about the Chamber's operations.

Liang Bo, Vice Director of Department of Foreign Trade and Economic Cooperation of Shandong Province, led a delegation to call on the Chamber on February 15. Dr Lily Chiang, Chamber Deputy Chairman, met the delegates and discussed their upcoming activities in Hong Kong.

Environment

To support the **Clean Air Charter**, the Chamber and Business Coalition on the Environment has commissioned a consultant to develop a set of guidelines to help companies implement the Charter.

The **Business Environment Council's Eco-products Award** was launched on February 15. The Chamber is a co-organiser of the award and was represented at the launch by Environment Committee Chairperson Gail Kendall.

Europe

Dr Chris W J Devillers, Senior Policy Advisor, Strategic Policy Planning Unit of The Netherlands Ministry of Foreign Affairs, and Dr Karen Burbach, First Secretary, The Netherlands Embassy in Beijing, visited the Chamber on January 16 and met with Chamber CEO Dr Eden Woon. During the meeting, the visitors were interested in discussing the latest developments in Hong Kong and the Mainland.

A **Finnish Parliamentary Grand Committee Delegation** visited the Chamber on January 26, and was welcomed by Chamber CEO Dr Eden Woon. During the meeting, the visitors discussed the latest economic and financial developments in Hong Kong.

Edward Nally, Immediate Former President, The Law Society, U.K., visited the Chamber on February 10 and met with Europe Committee Chairman Michael Lintern-Smith, who explained the important role that the Chamber plays in Hong Kong.

Mike Pullen, a partner based in the London office of DLA Piper Rudnick Gray Cary LLP, discussed at the Chamber's February 15 roundtable luncheon the effects of China's trade practices on the global market, especially with regards to anti-dumping issues and trade remedies from the EU perspective.

Industry and SME

Ambrose Lee, Secretary for Security, hosted a luncheon through the Chamber on February 8 with members of the Joint Investment and Trade Promotion Subgroup of the Greater PRD Business Council, to exchange views informally on immigration policies and practices in relation to Mainland business people.

Service Industries

Howard Dickson, Government Chief Information Officer, led a team of officials to call on the Chamber on January 17 to discuss the new "Digital 21" strategy being developed by the government. Mr Dickson's team were received by Chamber CEO Dr Woon and senior members of the Chamber Digital Information and Telecom Committee.

Andrew Thomson, of the Coalition on Sustainable Tourism, spoke at the Travel/Tourism Committee meeting on January 20 to exchange views on "green" and heritage tourism.

Following consultation with members of the **Professional Services Committee**, it was decided that the committee should be put on "sleep mode" for the time being, and re-activated on an issues-basis.

WTO

Dr WK Chan, Senior Director for Business Policy at the Chamber, spoke at a seminar on January 21 organized by the Hong Kong Economics Association on "The WTO: A Post 6th Ministerial Conference Reassessment of its Contribution and Development."

Meeting with Asia/Africa Trade Commissioners

Members had the opportunity to meet face to face with top officials in Hong Kong from Asia and Africa at a special "Meeting with Asia/Africa Trade Commissioners" on February 14. Consuls General and Trade Consuls from Egypt, India, Iran, Kuwait, Pakistan, Saudi Arabia, South Africa and UAE offered members individual consultation sessions to give them a better understanding of recent trade developments and proper procedures for doing business in their respective countries.

與亞洲／非洲貿易專員會面

本會於2月14日舉行特別聚會，專誠邀請埃及、印度、伊朗、科威特、巴基斯坦、沙地阿拉伯、南非和阿拉伯聯合酋長國駐香港的總領事及貿易專員出席，並提供機會，讓會員與他們作個別面談和諮詢，以瞭解當地最新貿易發展和營商程序。

Town Hall Forum with DAB

Two members of the Democratic Alliance for the Betterment and Progress of Hong Kong (DAB) – Maria Tam, Party Vice Chairman, and Albert Lam, Central Committee and Standing Committee Member – exchanged views with members at a Chamber Town Hall Forum on February 21. The party, which is often portrayed as primarily as a grassroots organization, was eager to present its pro-business policies. To encourage a free exchange of ideas, this event was off the record.

議事論壇——民建聯

香港民主建港聯盟 (民建聯) 副主席譚惠珠及中央委員會和常務委員會委員林光宇於2月21日出席本會議事論壇，與會員討論交流。一向被視為基層組織的民建聯，在會上積極提出便利營商的政策方案。該次聚會只供會員參加。

海濱發展何去何從？

本會推出一系列以「海港發展」為主題的小型午餐會，第一場於1月24日舉行，由灣仔發展計劃第二期檢討小組委員會主席梁剛銳 (左圖) 談灣仔海傍發展。第二場於2月14日舉行，由規劃署九龍規劃專員李啟榮 (下圖) 談啟德機場舊址的發展前景。

What Will Become of Our Waterfront?

Leung Kong Yui (above), Chairman of Sub-committee on Wan Chai Development Phase II Review, Harbour-front Enhancement Committee, kicked off the first in a series of Chamber Harbour Roundtable Luncheons on January 24. Mr Leung spoke on "Wan Chai Waterfront Development: Bypass, Promenade and What Else?" At the second luncheon in the series on February 14, Raymond Li (right), Kowloon District Planning Officer, Planning Department, spoke on "After the Airport – What Future for Kai Tak?"

美洲

美國太平洋路德大學15人代表團於1月26日到訪，由本會總裁翁以登博士接見並講解香港現時營商環境。

加拿大菲沙研究學院行政總監Mark Mullins於2月8日到訪，與本會首席經濟師歐大衛會面，以瞭解香港近期政治、金融和經濟發展。

亞洲

杜拜發展及投資管理局香港辦事處於1月17日正式啟用，本會主席**艾爾敦**代表總商會出席開幕禮。

釜山商工會議所國際經理**張基榮**和監事金知溫於2月13日與本會國際商務總監周紫樺會面，雙方討論如何加強港韓兩地商務交流。

中國

中華人民共和國駐澳大利亞聯邦特命全權大使**傅瑩**於1月19日到訪，本會總裁翁以登博士接見傅女士並向她介紹香港近期經濟發展。

的近律師行註冊外國律師 (中國) **宮苗紅**於1月20日蒞臨本會小型午餐會，向會員講解中國《公司法》的最新修訂內容。

本會常務副主席**蔣麗莉博士**應邀出席1月20日在廣州舉行的「2006年廣東省領導與港澳知名人士座談會」，就三地相互合作交流意見和看法。

中國香港(地區)商會—廣東會長**杜源申**及其代表團於2月3日到訪，由本會總裁翁以登博士以及5位中國委員會會員一同接待，雙方討論如何加強未來合作。

佛山市經濟貿易局副局長**李堅**和7名局員於2月15日到訪，以認識本會功能和運作。

山東省外經貿廳副廳長**梁波**2月15日率領代表團到訪，與本會常務副主席蔣麗莉博士會面，並討論他們未來在香港的活動。

環境

配合《**清新空氣約章**》的推行，本會和商界環保大聯盟已委託顧問公司制定一套指引，以協助企業履行約章。

商界環保協會主辦的「環保產品獎」於2月15日展開，本會為協辦機構之一，由環境委員會主席簡倩彤代表本會出席開展儀式。

歐洲

荷蘭外交部策略政策規劃組高級政策顧問Chris W J Devillers**博士**及荷蘭駐北京大使館第一秘書長Karen Burbach博士於1月16日到訪，與本會總裁翁以登博士會面及討論中港兩地最新發展。

芬蘭國會重大委員會代表團於1月26日到訪，由本會總裁翁以登博士接待，雙方一起討論近期香港的財經發展。

英國律師會前任會長Edward Nally於2月10日到訪，由本會歐洲委員會主席史密夫接見並講解總商會在本地扮演的重要角色。

DLA Piper Rudnick Gray Cary LLP倫敦辦事處合夥人Mike Pullen 2月15日出席本會小型午餐會，探討中國貿易活動對全球市場的影響，並從歐盟角度看反傾銷和貿易問題對策。

工業及中小企

經本會安排，保安局局長**李少光**2月8日與大珠三角商務委員會轄下粵港貿易投資推廣小組成員進行午餐會，透過這個非正式的交流機會，瞭解入境政策和做法對內地商人的影響。

服務業

政府資訊科技總監**戴啟新**1月17日帶領一組政府人員到訪，由本會總裁翁以登博士和數碼、資訊及電訊委員會高層成員接待，雙方一起討論政府正制訂的「數碼21」策略。

可持續旅遊聯盟代表**譚安德**於1月20日出席本會旅遊委員會會議，交流對環保生態和文物旅遊的意見。

本會經諮詢**專業服務委員會**成員後決定該委員會現暫停運作，日後按需要會再度啟動。

世貿

本會工商政策副總裁**陳偉群博士**於1月21日為香港經濟學會舉辦的「世貿第六次部長級會議後的反思」研討會作演說。

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HKGCC
Hong Kong General Chamber of Commerce
香港總商會 1861

Celebrating Our 145th Anniversary

HKGCC Receives 'Caring Organization Award'

The Hong Kong General Chamber of Commerce received a "Caring Organization Award" by The Hong Kong Council of Social Service for 2005/06, at a special ceremony on February 13. As Hong Kong's oldest and largest business organization, the Chamber has long shown its concern for the wellbeing of the community by initiating a number of initiatives over its 145-year history that have benefited Hong Kong.

Many of the Chamber's efforts that have earned it the Caring Organization Award often go unreported. These include the Good Citizen Award, which the Chamber has been the sole sponsor of since 1973. The Chamber also organizes the Business-School Partnership Program together with the Association of English Medium Secondary Schools to provide high-school students with valuable, hands-on workplace experience. Another student initiative is the Pearl for Youth Project and "Looking Northward – Mainland Career Prospect for Hong Kong Youth" Project. Working with the Federation of Youth Groups, the Chamber organizes missions and seminars to teach youths in Hong Kong about living and working in the Mainland so that they can make better informed choices when developing their careers. To help improve our environment, the Chamber initiated the Project Clean Air program with the Business Coalition on the Environment, of which the Chamber is the secretariat.

Although a non-profit organization, the Chamber tries to donate what it can in times of disasters. In the past few years, the Chamber has made donations to the flood relief disaster in China, the Red Cross for tsunami relief in 2004, and the Pakistan earthquake victims in 2005.

The Chamber's Caring Ambassadors Thinex Shek (centre) and Karen Fung (right) pose with the Chamber's social service organization partner Dr Rosanna Wong, Executive Director of The Hongkong Federation of Youth Groups, at the award presentation ceremony.
本會關懷大使石平傑 (中) 和馮嘉寶 (右) 與香港青年協會總幹事王慕鳴博士於嘉許典禮上合照。青協是本會的社會服務合作夥伴。

香港總商會獲頒「同心展關懷」標誌

在 2 月 13 日舉行的「商界展關懷」嘉許典禮上，香港總商會獲香港社會服務聯會頒發 2005/06 年度「同心展關懷」標誌。作為全港歷史最悠久、規模最大的商會，本會在過去 145 年裏，一直關心社區大眾福祉，並透過不同的方式貢獻社會。

這正是本會今次獲選為「同心展關懷」機構的原因，然而我們對社會的工作，多非廣為人知。例如本會自 1973 年起一直獨力贊助「好市民獎」；本會與香港英文中學聯合會合辦「商校交流計劃」，讓本地中學生獲取難得的實際工作經驗；還有本會與香港青年協會合辦「珠三角 • 青雲路計劃」和「放眼神州——香港青年北上就業」計劃，透過實地考察和講座，讓青年人瞭解內地生活和工作情況，為日後發展個人事業做好準備。此外，本會擔任商界環保大聯盟的秘書處，並與聯盟攜手發起「清新空氣計劃」，協助改善環境。

本會雖然是個非牟利組織，但亦出一分力，捐款救助遇上災難的不幸地區。近幾年，本會曾捐款賑濟內地水災，亦曾於 2004 年捐款予紅十字會，為南亞海嘯賑災，及於 2005 年捐款救濟巴基斯坦地震災民。

Chamber Member Lunch Chat

The Chamber's Chief Economist David O'Rear hosted an informal luncheon with 10 members on February 9 to discuss economics, politics and the business prospects for Hong Kong, China and the U.S.

「會員午餐暢談」聚會

本會首席經濟師歐大衛於2月9日與10名會員作非正式的午餐聚會，暢談港中美三地經濟政治及商業前景。

In Review 活動重溫

Chamber Happy Hour
歡樂時光

General Committee Members Victor Li, Manohar Chugh and Jeffrey Lam were among the many members networking and having fun at the Chamber's Happy Hour on February 23 at the Conrad Hotel's Pacific Bar. Chamber Happy Hour is a great way to unwind after work and do a bit of networking with other members and at least two of the Chamber's General Committee members. Our next get-together will be on March 30 at our usual place, Pacific Bar (8/F) Conrad Hotel, 6-8 p.m.). See you there!

最近一次總商會「歡樂時光」聚會剛於2月23日假港麗酒店Pacific Bar舉行。當晚會員們暢談甚歡，李澤鉅、文路祝和林健鋒三位理事亦莅臨與會友共聚。「歡樂時光」是會員工暇歡聚聯誼、擴展商務脈絡的好去處，每次至少有2名本會理事出席。下次「歡樂時光」將於3月30日晚上6時至8時假港麗酒店8樓Pacific Bar舉行，誠邀你光臨一聚！

In Review

活動重溫

Great Night at Spring Dinner

Great food, entertainment and company ensured that the 500 Chamber members and their guests who attended the Chamber's 13th Annual Chinese New Year Spring Dinner on February 24 had a night to remember.

Among the guests of honour attending the annual event hosted by Chamber Deputy Chairman Dr Lily Chiang were Director-General of Trade and Industry Raymond Young, Chamber LegCo representative Jeffrey Lam, and representatives from the Liaison Office of the Central People's Government in the Hong Kong SAR, and the Hong Kong Chinese Enterprises Association, among others.

An exciting evening of entertainment had been laid on for members, which included lucky draws, beer drinking competitions, and singing by local "tall twins" Fong Lai Ying and Fong Ling Ling.

In addition to table prizes, a total of 43 valuable lucky draw prizes were up for grabs this year, with the First Prize being two Cathay Pacific business class return tickets to Sydney, courtesy John Swire & Sons. Second Prize was two business class return tickets to any Dragonair destination, courtesy of Hong Kong Dragon Airlines Ltd, and the Third Prize was an 18K white gold pendant with a one carat moissanite gem and necklace, courtesy of Charles & Colvard (HK) Ltd. The Chamber would like to thank all sponsors who generously donated prizes for the event.

For more pictures of the evening, visit iBulletin, www.chamber.org.hk/bulletin

春茗聯歡

五百多名會員和賓客蒞臨本會於 2 月 24 日舉行的第 13 屆春茗聯歡晚宴，共享佳餚美食和娛樂節目，一起度過愉快的晚上。

晚宴由本會常務副主席蔣麗莉博士主持，出席的嘉賓包括工業貿易署署長楊立門、總商會立法會代表林健鋒，以及中聯辦和中企協會的代表等。

當晚本會特備了連串精彩節目，包括幸運抽獎、啤酒競飲大賽，還有本地名歌星方玲玲和方麗盈獻唱助慶。除檯獎外，今年抽獎環節共送出 43 份名貴獎品，頭獎是太古集團送出國泰航空來回香港—悉尼商務客位機票兩張；二獎是港龍航空有限公司送出來回香港—任何港龍目的地商務客位機票兩張；三獎是詩思 (香港) 有限公司送出一枚 1 卡美神萊寶石 18K 白金吊咀連頸鏈。本會謹此鳴謝慷慨贊助當晚獎品的各大企業機構。

當晚彩照已載於《i 工商月刊》網頁：www.chamber.org.hk/bulletin 。

Good Citizen Award Fund

Cash Donation

HKGCC

Hong Kong General Chamber of Commerce
香港總商會 1861

Celebrating Our 145th Anniversary

Your Chamber has been the sole sponsor of the Good Citizen Award Fund since its inception in 1973. The Fund was set up as part of the first Fight Crime Campaign for the purpose of presenting an immediate reward to citizens who have taken personal risk to apprehend or track criminals.

Over the years, over 3,300 citizens have been commended for their bravery in combating crime. This year, as part of the Chamber's 145th Anniversary, we plan to replenish the fund to ensure that this very meaningful and valuable contribution to the community can continue for many more decades.

We really count on your support to ensure the continuation of the Good Citizen Award Fund. Every dollar of your donation will be used solely for ensuring that this worthy cause can continue to help Hong Kong remain a safe place for us to do business and for our families to feel safe and enjoy living in. Act now!

We truly thank you for your support .....

I / we would like to support the Good Citizen Award Fund with a cash donation of HK$_____.
(Donation receipt will be issued. Cash donations of HK$100 or above are tax deductible.)

Company _____ Membership No. _____

Contact Person (Dr / Mr / Ms) _____

Title _____ Tel _____

Email _____ Fax _____

Address _____

Name to be acknowledged (in print) _____

❑ Thanks, we do not need any acknowledgement for our support.

Please send your completed form together with your cheque to:
The Hong Kong General Chamber of Commerce – Ms Joe Cheng, Programs Officer
(Address: 22/F United Centre, 95 Queensway, Hong Kong. Fax: 2527-9843)

Please make your cheque payable to "The **Hong Kong General Chamber of Commerce – Good Citizen Award**" and mark "GCA" on the back of the cheque.

Enquiries: Ms Joe Cheng (Tel 2823-1255 / Email joe@chamber.org.hk)
Ms Maggie Fung (Tel 2823-1209 / Email maggie@chamber.org.hk)

HKGCC 145th Anniversary Dinner

In support of the Good Citizen Award Fund

Tuesday, April 25, 2006
InterContinental Hotel

Ways to Contribute: Sponsorship / Table Purchase / Cash Donation

This year marks the 145th Anniversary of the Hong Kong General Chamber of Commerce. As one of the Chamber's most valued members and patrons, we would like to have your generous support and participation at a special dinner on the night of the Annual General Meeting in celebration of our 145th Anniversary.

More than a celebration of our birthday, the dinner will also raise funds for the Good Citizen Award Fund. The Dinner Organizing Committee has been working hard on a series of highly interesting programs for the dinner. We can assure you that this will be an evening full of glamour and entertainment. Like many other Chamber initiatives, your participation and support will be crucial to the success of this meaningful event. Join us in celebrating our birthday with fellow Chamber members while supporting a very worthy cause!

We truly thank you for your support ..... *(please ☑ the selected option)*

❑ Platinum Sponsor (HK$200,000)	• Two Diamond Tables (10 guests per table) • Double page spread colour advertisement in the dinner souvenir program • Acknowledgement in the foyer • Acknowledgement in the dinner souvenir program • Verbal acknowledgement during the event • Acknowledgement on the Chamber's Website
❑ Gold Sponsor (HK$100,000)	• One Diamond Table and One Ruby Table (10 guests per table) • One full page colour advertisement in the dinner souvenir program • Acknowledgement in the foyer • Acknowledgement in the dinner souvenir program • Verbal acknowledgement during the event • Acknowledgement on the Chamber's Website
❑ Silver Sponsor (HK$50,000)	• One Diamond Table for 10 guests • One full page colour advertisement in the dinner Souvenir program • Acknowledgement in the dinner souvenir program • Acknowledgement on the Chamber's Website
❑ Table Sponsor ❑ Diamond Table (HK$38,000) ❑ Ruby Table (HK$28,000) ❑ Crystal Table (HK$18,000)	• A table for 10 guests at respective categories • Acknowledgement in the dinner souvenir program We would like to make a booking for _____ Diamond / Ruby / Crystal Table(s).
❑ Individual Dinner Ticket (HK$1,800)	I/we would like to make a booking for _____ ticket(s).
❑ Cash Donation	Please refer to the enclosed Good Citizen Award Fund donation form for details.

Company _____ Membership No. _____
Contact Person (Dr / Mr / Ms) _____ Title _____
Tel _____ Fax _____ Email _____
Address _____
Name to be acknowledged (in print) _____
❑ Thanks, we do not need any acknowledgement for our support.

Cheques should be crossed and made payable to "The Hong Kong General Chamber of Commerce" and sent to Ms Joe Cheng at 22/F United Centre, 95 Queensway, Hong Kong (Fax 2527-9843). All payments are non-refundable.

Enquiries: Ms Joe Cheng (Tel 2823-1255 / Email joe@chamber.org.hk)
Ms Maggie Fung (Tel 2823-1209 / Email maggie@chamber.org.hk)

Good Eating

分甘同味

Mad About Noodles

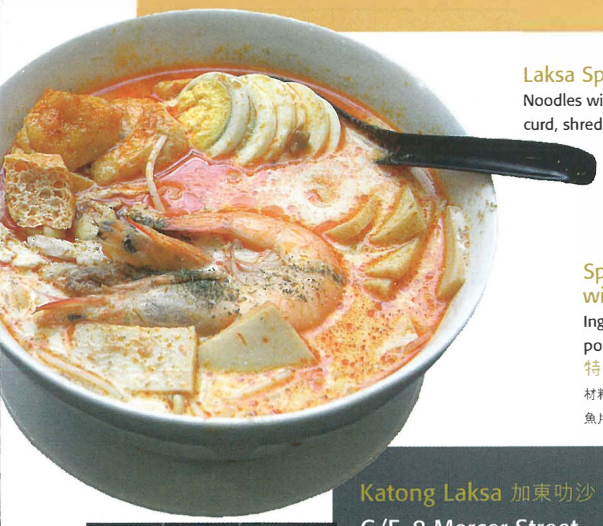
美味麵食　人人愛吃

By Gerry Ma 馬桂榕

Noodle restaurants come in all shapes, sizes and types, and can be found on almost every street in Hong Kong. While boiling up a bowl of noodles may seem simple, it requires years of experience and dedication to produce a consistently good broth and perfect noodles. – **Gerry Ma**

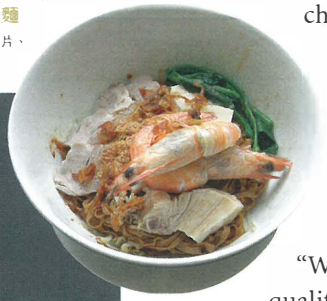
香港人愛吃粉麵，難怪大街小巷到處都有麵店，各適其式，應有盡有。粉麵簡單，但做得好也絕不簡單。湯底要好，麵質要靚，一碗好的麵是用心來做的，享受一碗好的麵更要用心來吃。

— 馬桂榕



Laksa Specialty.
Noodles with prawns, fish slices, bean curd, shredded chicken and egg.
特色叻沙
材料有大蝦、鮮蝦、魚片、豆卜、雞絲和雞蛋。

Special braised noodles with prawns.
Ingredients include giant prawns, pork and fish slices.
特色乾撈蝦麵
材料有大蝦、肉片、魚片和排骨。



Katong Laksa 加東叻沙 • 蝦麵
G/F, 8 Mercer Street,
Sheung Wan, Hong Kong
香港上環孖沙街 8 號地下
2543 4008
Shop D1, G/F, Kam Sing Mansion,
155 Jaffe Road, Wanchai, Hong Kong
香港灣仔謝菲道 155 號金聲大廈地下 D1 鋪
3168 2478

Whenever people talking about eating out in Hong Kong, the question of which eatery sells the best wonton noodles, fish ball noodles or Yunnan noodles always arises. Of course, this is very subjective, but this month I want to share with you some of my favourite noodle eateries in Hong Kong. You may have tried some of them before, but if you haven't, you are in for a treat.

Wonton noodles could almost be classified as Hong Kong's national dish. There are thousands upon thousands of restaurants selling wonton noodles in the city, from cheap holes in the wall to restaurants in five-star hotels. Unfortunately, many of them only focus on making big shrimp wonton dumplings to attract customers, often at the expense of the quality of the noodles.

"Wong Chi Kei" is famous for its top quality Cantonese egg noodles that are hand made with a thick length of bamboo to produce very thin, smooth and springy

Braised noodles in dan dan sauce.
擔擔醬撈麵

noodles. The restaurant originated in Guangzhou some 50 years ago, before the owner moved to Macau, and recently established a restaurant in Hong Kong. Other than its signature wonton noodles, it also serves a very distinctive shrimp roe and noodles dish, as well as dan dan noodles.

Fish ball noodles are as equally popular as wonton noodles. "Tsuen Kee," in Wanchai, can be called a specialist in fish ball noodles. Its handmade fish balls and fish slices are springy and have a rich fish flavour. If you want to try something a bit different, try its "prawn tails," which are made with minced fish and chopped coriander shaped into prawn tails. These are totally different in taste and texture to the fish balls. A good way to sample a wide variety of its specialities is to order a combination of fish balls, fish dumplings, beef balls, and deep fried wonton served with a bowl of rice, egg, thin or thick noodles. Deep-fried fish skin with fish ball soup is also a tasty delight, but its pungent smell isn't for everyone.

"King of Congee and Noodles" opposite the Central Market is very popular with those who love to mix and match. It offers a wide range of quality, fresh ingredients – beef, ox tripe, beef balls, meat balls, mud carp balls, cuttlefish balls, pig liver, Chinese mushrooms,

Wong Chi Kei 黃枝記
G/F, 15B Wellington Street, Central, Hong Kong
香港中環威靈頓街 15 號 B 地下
2869 1331

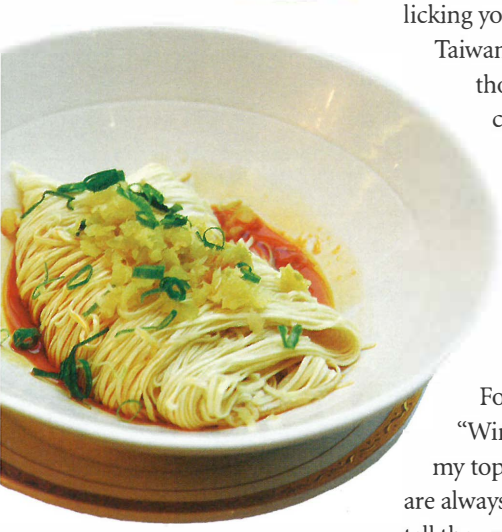
The classic wonton noodles in soup.
雲吞麵

Braised noodles with shrimp roe
蝦子撈麵

Spicy and sour dan dan noodles.
酸辣擔擔麵

among others – to go with your chosen bowl of noodles. Order the meat to go with any of its egg, rice or Yunnan noodles, but whatever you order, make sure to try their secret chilli soy sauce served with every bowl of noodles.

"Da Po's Beef Noodles," in Kowloon City, is the place to go if you are longing for a tasty bowl of Taiwanese beef noodles. The very tender beef shin melts in your mouth and the piping hot soup has a rich beef flavour that leaves you licking your lips for hours. It also sells Taiwanese snacks like garlic sausage, thousand-year-old eggs, meat floss, bean curb and stewed tea eggs. Besides its signature beef noodles, its menu lists a wide range of soft, springy Shanghai noodles, with pork chop noodles, and mushroom and dried bamboo shoot noodles being its most popular dishes.



Noodles in red oil.
These quality noodles will delight you.
紅油拌麵
吃出麵條的真正爽滑，富口感。

For premiere Sichuan dan dan noodles, "Wing Lai Yuen" in Hung Hom has to be my top pick. Don't think dan dan noodles are always spicy. At "Wing Lai Yuen," you can tell the waiter how hot you like your noodles, and they will cook up a soup to suit your taste. They have also recently added a tomato soup, which has a rich, sweet flavour. Regardless of all the variations, the superior texture of their noodles is legendary. No wonder loads of Japanese tourists visit Hung Hom especially to eat these delicious noodles.

Wing Lai Yuen's signature dan dan noodles.
詠藜園的招牌四川擔擔麵

For those who love spicy dishes, Laksa noodles has to the dish of choice. "Katong Laksa" is the place to go if you want a memorable bowl of Laksa or prawn noodles. The rich Laksa soup is made with dozens of ingredients, the main being dried shrimps, ginger, garlic, dried onion, Belachan, and Laksa leaves which are boiled in the stock for about half an hour. The soup served with the shrimp noodles is made from pork bones and dried shrimps. The original Laksa noodle is a thick rice noodle available only in Singapore, so in Hong Kong, it is served with thick Vietnamese vermicelli, Cantonese rice noodles or oil noodles instead. The Laksa noodle is served with prawns, clams, fish slices and deep fried bean curb and a boiled egg. As for the shrimp noodles, they go with giant prawns, pork, and fish slices. Laksa noodles and shrimp noodles not only taste wonderful, they are also totally MSG free. Although "Katong Laksa" is a small place off the beaten track, this very tidy and friendly Singaporean noodle eatery will convert you into one of its regulars.

Wing Lai Yuen 詠藜園
Shop 102-105,
Site 8, Whampoa Garden
Hung Hom, Kowloon
九龍紅磡黃埔花園第八期
蔡瀾美食坊 102 至 105 號舖
2320 6430

Pork chop noodles in soup.
排骨麵

Vietnam is well known for its rice noodle dishes in a light broth, with one of the best in town being "Phò Saigon." Other than the Vietnamese classic raw beef noodles, it also serves two noodle specialities. One is rice noodles with dried shrimps and crab cream. The noodles go great with the beef and tomato broth served with a generous handful of chopped green onions and fresh herbs. Its other house speciality is Hue spicy noodles. The vermicelli noodles are served with beef shin, pig knuckle and sliced roast pork in a rich broth brimming with bean sprouts and chopped green onions. This dish has a bit of spicy kick to it with a sweet, tangy aftertaste.

One of the great things about noodles is that they can be a spontaneous snack or a hearty meal. So the next time you have a pang for a bowl of piping noodles, just head for one of these noodle restaurants and treat yourself to a delicious bowl of noodles.

很多朋友談論「吃」的話題時，總喜歡問全香港最好吃的雲吞麵在哪裡？最好吃的魚蛋粉在哪裡？最好吃的米線在哪裡？全香港最最最好吃的是哪一間我就不敢肯定，但哪幾間都是好吃的，總可以跟大家分享。愛吃麵食的你，就來參與一次粉麵大巡遊，看看每一間的特色，看看哪一間你曾經試過，哪一間你有同感，或有興趣一試吧！

談到麵食，一定要提雲吞麵。廣東麵店必定供應雲吞麵，在香港，賣雲吞麵的店舖多不勝數，但大部份都標榜雲吞大大隻，用來做餡的蝦肉有多大，卻往往忽略麵的質地。廣東全蛋麵應以幼如絲、滑如脂，爽中帶筋為首選，雖然香港有很多雲吞麵店，有些更是連鎖式經營，但論麵質，過江龍「黃枝記」絕對不能錯過。「黃枝記」以竹升打麵聞名，五十年來掌握竹升麵秘訣，源自廣州，紮根澳門，現再進軍香港。店舖裝潢與澳門議事亭前地的一模一樣，雲吞麵之外，蝦子撈麵一定要試，擔擔麵也不容錯過，無論湯麵或撈麵都能突顯竹升麵爽中帶筋的特質。

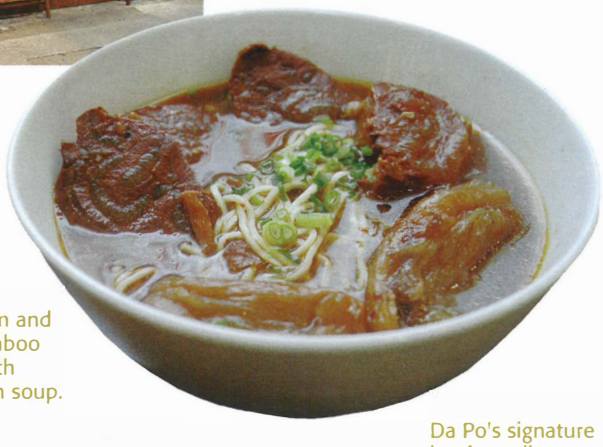
在香港，與雲吞麵齊名的應算是魚蛋粉，灣仔的「泉記」應算是魚蛋粉專門店。泉記賣的魚蛋十年如一日，從不走樣，魚蛋爽滑，而且魚味濃，不會單是粉團一堆，魚蛋與魚片是最佳配搭，口感各自各精彩。魚蛋以外，也可點選「蝦尾」，所謂蝦尾，其實跟蝦毫無關係，只是魚肉打成像蝦之尾巴，故取名「蝦尾」，雖也是魚肉，但口感與魚蛋截然不同。四寶湯有魚蛋、魚餃、牛丸及炸雲吞放在湯中，河粉、蛋麵或米粉任你配搭，可算是中式自由麵食，亦可來客炸魚皮浸以魚蛋湯，別有一番滋味。

「粥麵皇」的自由配搭更加精彩，鮮牛肉、黑柏葉、牛丸、肉丸、鯪魚球、墨魚丸、豬肝等等，每樣都勝在新鮮、用料好，湯底簡單，連冬菇也是選上乘的。除麵、米粉外，也可選米線，甚麼配搭都好，最緊要來一碟特製辣豉油，美味無窮。粉麵以外，亦可來一客粥品，粥底做得非常好，值得一試。

Ox tripe and fresh beef with Yunnan noodles in soup.
牛柏葉、鮮牛肉米線

廣東麵吃得多了，不妨換換口味，來客「大婆牛肉麵」，這本來是朋友到訪時，在家招待朋友的一碗麵。這麵勝在用料精細，製作過程複雜，選用上等金錢牛腱，配以特別炮製的香濃紅湯，麵條選用雪白的上海式麵條。大大塊的牛腩肉，暖笠笠的麵條，每次都吃得身子暖烘烘的。除了牛肉麵，排骨麵也不錯，「香菇筍乾麵」亦值得一試。「大婆牛肉麵」賣的正是招牌牛肉麵，麵食以外，一些台灣特色小碟如蒜香肉腸、皮蛋肉鬆豆腐或滷蛋都是佐麵佳選。加上店子坐落於九龍城老區，別具台灣小店風情。

Da Po's Beef Noodles
大婆牛肉麵
G/F, Shop C, 5-9 Fuk Lo Tsun Road, Kowloon City, Kowloon
九龍城福佬村道 5-9 號地下 C 舖
2718 2889



<< Chinese mushroom and dried bamboo shoots with noodles in soup.
香菇筍乾麵

Da Po's signature beef noodles.
招牌大婆牛肉麵

四川擔擔麵首選當然是紅磡的「詠藜園」，辣的、小辣的、大辣的、不辣的、勁辣的，各適其式。傳統擔擔麵以外，更有加料擔擔麵 (湯底材料更多)、酸辣湯麵、紅油撈麵、白油撈麵、雞湯麵，近期更有蕃茄湯麵 (似足羅宋湯底)。由於所用的麵只有一種，不管怎樣變化，麵質仍然爽滑無比，難怪天天都大排長龍，日本遊客專程慕名前來，只為吃一碗好的擔擔麵。「詠藜園」從昔日的鑽石山小檔，發展到今天馳名國際的星級店，所堅持的仍然是人手打麵，除為了保留獨門打麵秘技，更重要是每碗麵都用心炮製的。

嗜辣的一定喜歡叻沙，「加東叻沙 • 蝦麵」賣的就是叻沙和蝦麵。叻

King of Congee & Noodles 粥麵皇
11 Queen Victoria Street, Central, Hong Kong
香港中環域多利皇后街 11 號地下
2522 6089

Beef balls, pork balls and Chinese mushrooms with noodles in soup.
牛丸、豬肉丸、冬菇麵

Tsuen Kee 泉記
G/F, 2B Stewart Road,
Wanchai, Hong Kong
香港灣仔史釗域道 2B 地下
2519 9723

Fish ball noodles in soup.
魚蛋粉

Quad combo with nori soup.
Fish balls, beef balls, fish dumplings and deep-fried wonton in nori soup.
紫菜四寶湯
魚蛋、牛丸、魚餃及炸雲吞放湯。

"Prawn Tail" noodles.
Nothing to do with prawns, it is minced fish shaped as a prawn tail.
蝦尾麵
沒有蝦，只是蝦尾狀的魚肉。

沙湯主要用蝦米、南薑、蒜頭、乾葱、馬拉盞、Laksa 葉等炒半小時製成；蝦麵湯底則主要由豬骨加大量蝦米熬成。店舖小小，但乾淨整齊，也特有新加坡人那種熱情款客的態度。新加坡的叻沙多用新鮮粗米粉，香港沒有星洲粗米粉，所以轉用檬粉、米粉和油麵，任客人選擇。特色叻沙材料豐富，有大蝦、蜈蚣、魚片和豆卜；乾撈蝦麵材料有大蝦、肉片、魚片及排骨。無論叻沙或蝦麵，都非常惹味，但不加味精，全靠材料的原汁原味。

「西貢越南湯河」正是賣越南湯河，除生熟牛肉湯粉外，此店有兩大特色湯粉，一款是「蝦米蟹羔湯檬」，以蕃茄牛骨湯底，配上葱粒、香菜、金不換、蕃茜、蒜粒等，吃時份外清香。另一款是「順化香辣豬手牛腩米線」，有少許辣，牛腩肉質嫩滑，豬頸肉、豬手，每樣幾片，湯內放有大量銀芽、葱粒等，吃時更覺滋味。

吃麵最不需講求排場、時間、地點。遇上肚子餓，即隨意找間麵店，只要有座位，即點即做，吃得暢快，毋需訂座。當然，不管你是誰，排隊等位是必然動作，也沒有私人空間，每人只管低頭吃面前的一碗麵，吃飽就走。吃麵常常給人一種溫暖滿足的感覺，特別在嚴冬時，路經麵店，來一碗熱騰騰的麵食，寒意立即消除。下雨天時，走入麵店避雨之餘也可吃碗熱麵，那感覺是挺好的。

Vietnam's signature rice noodles and raw beef in a light beef broth.
越南招牌生熟牛肉湯粉，配以牛肉清湯。

>> Noodles with dried shrimp and crab cream has a rich tomato and beef taste.
蝦米蟹羔湯檬
蕃茄牛骨湯底，味道香濃。

Phò Saigon 西貢越南湯河
G/ F, 319 Hennessy Road,
Wanchai, Hong Kong
香港灣仔軒尼詩道 319 號地下
2833 6833

2006 Member-Get-Member Programme

Help the Chamber recruit more members by referring your friends, contacts and business associates and receive 10% off your membership fee for every successful corporate member you help recruit. Moreover, with any new member you bring in, your name will be entered into the Grand Lucky Draw at the next Annual Members' Cocktail. In 2004 we had Business Class round-trip tickets to London as the grand prize and return Business Class tickets to Sydney in 2005. This year we will have even more exciting selections of prizes!

For enquiries, please contact 2823 1203 or email at membership@chamber.org.hk

Chamber New Year's Cocktail

HKGCC Chairman David Eldon hosted the Chamber's New Year Cocktail at Hong Kong Club on January 19, 2006. Over 500 members attended the event to celebrate the start of 2006 and the coming of the Year of the Dog, as well as to meet both old and new friends at the Chamber. The cocktail also kicked off the start of the 2006 Member-get-Member Programme, as well as the new HKGCC Membership Benefits Programme.

*** The Chamber would like to thank Cathay Pacific for sponsoring the Grand Prize, Aspirations for the New Year decorations and Le Meridien Cyberport for the gifts.*

HKGCC Committees 總商會委員會

Chamber Committees 總商會委員會

General Committee *Mr David Eldon*	理事會 *艾爾敦先生*
Chamber Council *Mr David Eldon*	諮議會 *艾爾敦先生*
Americas Committee *Mr Steve Wong*	美洲委員會 *黃兆輝先生*
Asia/Africa Committee *Mr Manohar Chugh*	亞洲 / 非洲委員會 *文路祝先生*
China Committee *Mr David T C Lie*	中國委員會 *李大壯先生*
CSI – Executive Committee *Mr Nicholas Brooke*	香港服務業聯盟 — 執行委員會 *蒲祿祺先生*
CSI-Financial Services Committee *Mr Adrian Li*	香港服務業聯盟 — 金融服務委員會 *李民橋先生*
CSI-Travel / Tourism Committee *Mr Alan Wong*	香港服務業聯盟 — 旅遊委員會 *黃家倫先生*
Digital, Information and Telecommunications Committee *Mr Jack So*	數碼、資訊及電訊委員會 *蘇澤光先生*
Economic Policy Committee *Mr Andrew Brandler*	經濟政策委員會 *包立賢先生*
Environment Committee *Dr Gail Kendall*	環境委員會 *簡倩彤博士*
Europe Committee *Mr Michael Lintern-Smith*	歐洲委員會 *史密夫先生*
Industry & Technology Committee *Mr Oscar Chow*	工業及科技委員會 *周維正先生*
Legal Committee *Mr Kenneth Ng*	法律委員會 *伍成業先生*
Manpower Committee *Mr Steve Tait*	人力委員會 *戴兆孚先生*
Membership Committee *Dr Lily Chiang*	會員關係委員會 *蔣麗莉博士*
Real Estate & Infrastructure Committee *Mr Kyran Sze* *Mr Robert Wong*	地產及基建委員會 *施家殷先生* *黃友忠先生*
Retail and Distribution Committee *Mr Y K Pang*	零售及分發委員會 *彭耀佳先生*
Shipping & Transport Committee *Mr Sean Kelly*	船務及運輸委員會 *柯禮賢先生*
Small & Medium Enterprises Committee *Mr Emil Yu*	中小型企業委員會 *于健安先生*
Taxation Committee *Mr Dino Farronato*	稅務委員會 *范樂德先生*

Committee Meetings

20 MAR
Chairman's Committee Meeting

23 MAR
Economic Policy Committee Meeting

28 MAR
General Committee Meeting

29 MAR
SME Committee Meeting

30 MAR
Legal Committee Meeting

Chamber Special Groups 總商會專題小組

HKTBCC-Cooperation Committee
香港—台北經貿合作委員會
Dr Lily Chiang
蔣麗莉博士

Women Executives Club
卓妍社
Ms Sylvia Chung
鍾慧敏女士

Russian Interest Group
俄羅斯小組
Mr Peter Gordon
戈登先生

Protecting your people and your business 保障您的員工及業務

Monitoring the health of your staff on a regular basis demonstrates your commitment to your people, making it easier to recruit retain and motivate staff.

At Matilda International Hospital we understand that companies can not afford to take the health of their work force for granted and have developed a wide and unique range of assessments to suite the size and needs of every organization.

Start with an overview

Staff health profiles are an excellent beginning to a wellness programme and advise individuals and companies how to best manage their specific health issues.

The hospital offers free corporate, onsite, wellness programmes with questionnaires and investigations to identify risks that can have a major impact on the companies overall wellbeing.

Give staff tools to improve their health

Tailor-made health assessment programmes are supported by an extensive range of state of the art facilities and a team of highly trained healthcare professionals at the hospital.

Enhancement with onsite medical clinics

The wellness programmes can be enhanced with company onsite medical clinics. These can lead to a significant impact on performance and productivity within an organization, as well as being a highly appreciated employee benefit. Our current corporate care clinic (covering 10,000 employees) showed that with a total of 11,439 doctors visits nearly one million in work hours per year can be saved.

A one stop shop, wellness programmes, medical check ups, vaccination programmes, travel advice, first aid courses and health talks can help you comply with legislation whilst protecting your people and your business.

Call us to find out more
2849 0328

定期監察員工的健康可表現出您對員工的關心，從而在聘請及保留員工時更得心應手並有助提高員工士氣。

於明德國際醫院我們明白到員工的健康對工司的重要性並設計出一系列獨特的身體檢查計劃以迎合不同大小工司的需要。

員工的概覽

員工的健康簡介是健康計劃的好開始；並指引員工及工司如何有效地管理他們的個別健康需要。

本院可親臨貴工司，以健康計劃配以問卷及調查免費為貴工司找出對您們整體健康最具威脅的主要風險因素。

為員工提供改善健康的工具

配以非凡的設施及專業的醫療隊伍，我們可為貴工司個別設計出獨特的健康檢查計劃。

配合工司內自設的醫療診所提升計劃

健康計劃亦可配合工司內自設的醫療診所。這可有效提升貴機構的表現及生產效能，員工亦將欣然受惠。工司內自設醫療服務可減低員工外出看醫生的時間達 1- 2 小時。我們現有的工司內自設診所（照顧 10,000 名員工）顯示在每年 11, 439次診症中以工作時間計算已為工司節省接近十萬元。

一站式服務，防疫注射計劃，外遊指引，急救課程及健康講座能助您符合政制需要並保障您的員工及業務。

詳情請致電 2849 0328 。

What's Next 未來動向

Events
活動預告

Training

21 MAR
Training: Offshore Companies Update *(Cantonese)*
培訓課程:海外註冊公司最新發展 *(廣東話)*

27 MAR
Training: "Presentation Skills: Creating Personal Impact" *(English)*

27 MAR
Training: Service Excellence for Everyone! *(Cantonese)*

28 MAR – 16 MAY
Training: Business Writing Skills for Executives *(English)*

30 MAR
Training: "Project Management" For all people involved in the management of projects *(Cantonese)*

3 APR
Training: How to be a Mentoring Manager? *(Cantonese)*

Roundtable Luncheon

21 MAR
Asia/Africa Committee Roundtable Luncheon : "The Next China?: First-Mover Advantage in North Korea"

28 MAR
Government at Work Series: Roundtable Luncheon on Town Planning Application and Plan-making Process

31 MAR
Individual Income Tax Issues for HK/the Mainland Cross-border Employees

Seminar

17 MAR
Wasting No Opportunities – Mini-Seminar on Management of Municipal Solid Waste

Subscription Luncheons

23 MAR
Joint Subscription Luncheon with James A Baker, III, Partner of Baker Botts LLP and Former US Secretary of State – "America and China in Asia"

AGM

25 APR
Annual General Meeting & 145th Anniversary Dinner (in support of the Good Citizen Award Fund)

Networking Functions

22 MAR
Chamber Member Lunch Chat

23 MAR
Cocktail Reception in Honour of Consuls General and Commercial Consuls of Countries of The Americas in Hong Kong

30 MAR
Chamber Happy Hour

Mission

21-22 MAR
China Committee Working Mission to Beijing

Online Bits
網上新知

www.chamber.org.hk/bulletin

KRT - MIKE SIEGEL

The end of an era as Tokyo becomes second costliest

After 14 years at the top Tokyo has been overtaken by Oslo as the world's costliest city in the latest findings from the Economist Intelligence Unit's Worldwide cost of living survey. Elsewhere an improving economic outlook has pushed Brazilian cities up the ranking and Asian cities make up many of the cheapest destinations. Hong Kong ranked 14 on the list, just behind Seoul, down from 12th slot last year. Eight of the ten most expensive cities in the survey are now based in Europe.

More>> at iBulletin

全球生活費最高城市　東京退居次位

經濟學人信息部最新的全球生活費調查顯示，挪威奧斯陸已取代連續 14 年稱冠的東京，成為全球生活費最昂貴的城市。巴西城市的排名因經濟前景改善而上升，而生活費最低的地方大多數是亞洲城市。香港由去年的 12 位跌至 14 位，排名居首爾之後。是次調查結果顯示，生活費最高的 10 大城市中，有 8 個是歐洲城市。

詳情載於《i 工商月刊》網頁

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HKGCC
Hong Kong General Chamber of Commerce
香港總商會1861

Organizing your Business Concepts into Reality

Leveraging our extensive networks and with the full support of HKGCC, Chamber Services Limited is one of Hong Kong's leading professional event management and conference organizing companies that has the skills, knowledge and capabilities to provide end-to-end solutions for companies in the region.

Backed by a resourceful and experienced team of professionals, Chamber Services Limited specializes in organizing large-scale international conferences, business seminars, press conferences, exhibitions, awards ceremonies, and other first-class corporate events for both local and overseas companies. We have the skills and tools to provide a comprehensive package of services and one-stop solutions that go beyond clients' expectations and needs. Our service-oriented team strives for perfection in executing each program to provide total customer satisfaction.

For any inquiries, please call ***2823 1266*** *or email to* ***csl@chamber.org.hk***

WE'VE JUST UPPED THE REWARDS WITH UPPER CLASS SUITE.

Fly Upper Class Suite to Sydney and enjoy free shopping in style.

When you fly Virgin Atlantic to Sydney between March and December 2006, you can enjoy more than just a relaxing, entertaining flight in comfort. You'll be entitled to a HK$2000 shopping coupon or gifts with which you can indulge yourself at selected classy outlets. For more information call your travel agent or contact Virgin Atlantic at 2532 6060, or visit www.virgin.com/atlantic.

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