

THE Bulletin

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

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Representation Needs Organisation



There is strength in numbers goes the old saying. And throughout history, people have banded together to promote and defend their interests. The stronger the group the more attention is paid to what they have to say. At least that is the theory.

In practice, of course, it is necessary for any such group to be well led and wisely administered before it is likely that those to whom the group view is put will listen. The question of adequate representation for a group view very often depends upon the system within which the group is working and on the vigour of the representations made.

The Chamber is the largest and the oldest private sector organisation in Hong Kong. I believe it commands respect for its moderation and sense of responsibility in representing the interests of its members. This moderation at times gives rise to the notion that we are part of the "Establishment" and that we represent solely British oriented interests, also that we daren't criticise the Government.

I don't think these views are any longer widely held, if they ever were, although I am a bit conscious myself of the "Establishment" tag. Very senior businessmen who are serving on Government Councils, Boards and Committees and also on the policy making committees of the Chamber tend to take a helpful view towards Government proposals in whose formulation they may have been involved. That is natural. For myself, I experience the constant pull of loyalty to a system in which I was active and which I thought was both dedicated and effective. There is however another side to this coin.

My staff and I deal with many complaints from member companies about imperfections in the Government system and service. Some of these are justified and result in representations to the Government authority concerned. The response is usually helpful. Similarly, our professional committees consider and advise upon many issues where Government policies, procedures and proposals are under study.

This is again a very constructive and often rewarding part of the Chamber's work. I hold the view personally that complaint is only really justified where constructive alternatives exist and that the complainant should offer these, where appropriate. Our committees very seldom take a destructive or purely negative view.

Many of our members are not fully aware of the range of work and services of the Chamber. This edition of *The Bulletin* is therefore devoted to the Chamber itself, its policy, advisory, and executive functions, its programmes of work, some of the issues with which it contends and its network of liaison here and overseas. I have been pleased to be a part of the development of the Chamber, at least during the past four years, and I have no doubt that this development and the Chamber's real contribution to the economy and society of Hong Kong will continue to expand in the years ahead.



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Big Ones, Little Ones, Fat Ones, Thin Ones...



"I find the Chamber useful to me as an organisation, probably the only one through which I can keep in touch with commercial affairs generally and contribute appropriately," comments communications consultant, Michael Stevenson, whose firm serves some of Hong Kong's biggest corporations.

Michael Stevenson Ltd. is a member of the Chamber, and so are some of his clients, for example, the Hong Kong and Shanghai Banking Corporation, China Light and Power Co. Ltd., and the Hong Kong Telephone Co. Ltd. Mr. Stevenson is perhaps not a typical member but his comments reflects that of many of our members. Although these are mostly medium and small size traders and manufacturers; our membership nonetheless covers a representative section of the entire business and industrial community in Hong Kong.

When the Chamber was established in 1861, there were only 62 firms and individual members. Today, our membership, diversified and international in character, numbers nearly 2,300 companies. We no longer have individual businessmen as members. Most of the member companies are local Chinese firms, but there are also British, American, Japanese, Indian, Australian and European concerns. And many others.

About 60 per cent of our members are traders; nearly 30 per cent are manufacturers, and the rest are made up of companies from commercial and financial services, transportation and the professions. Commercial services members include bankers and insurers, agents and brokers, publishers and printers, advertising agencies and public relations consultants. Transportation members are mainly airlines and shipping companies while professionals comprise solicitors and accountants, engineers and contractors. Most of the public utility companies are also members.

The growth of Chamber membership in recent years indicates clearly that more and more businessmen are aware of the usefulness of our services and the strength of an influence. Different companies join the Chamber for different reasons, according to the type of service they expect from the Chamber and the kind of collective protection we can often provide.

Traders and manufacturers, who usually benefit most directly from our services, join for obvious reasons. Ac-

cording to a survey conducted by the Chamber last year, the relative utility of Chamber services in descending order are certification, provision of trade information, trade enquiries, provision of industrial information, trade missions and arbitration.

Others joined the Chamber in order to make a contribution to the business community. These members are usually very active in Chamber activities. Most companies recognise the truth of the old adage "united we stand divided we fall".

"We joined the Chamber because we consider ourselves part of the commercial export sector of Hong Kong in which the Chamber has been most active. Thus we have been taking an active part in trade area committees of the Chamber," an exporter says.

But why do professionals such as engineers and bankers join the Chamber?

Vice president of Dravo International (an engineering Co.), M.W. Searls Jr. says that his firm wants to participate in some of the general activities of the Chamber, which has been developing trade in surrounding areas, including China. "Basically the Chamber is very helpful in terms of maintaining and expanding contact," he added.

Managing Director of Hambro Pacific Ltd. (a finance company), D.G. Lewis says "I want to find out more in detail about trading between Hong Kong and the rest of the world, to increase my knowledge of what's going on and see if we can in fact gain businesswise from being a member of the Chamber. I hope to get contacts from meeting people through the Chamber, because, being a merchant bank, a lot of people come to us and seek information regarding, for example, setting up business in Hong Kong. Being a member of the Chamber I think we'll be better in touch with and informed of the business community."

Over the past decades, the Chamber has provided a wide range of services for its members, and has kept changing to cope with the requirements of members and to reflect changes in Hong Kong's economy. In a nutshell, the Chamber organises industrial and trade promotion missions, processes trade enquiries, issues certificates of origin, arbitrates in disputes, and provides information on all aspects of the economy through various publications.

These services were endorsed by

comments made in a recent survey conducted by the Chamber. "The Hong Kong trade statistics are very useful to us" (Sun Hing Shipping Co. Ltd.); "Advice is readily given by Chamber executives" (Archer Enterprises Ltd.); "In-depth reports of business in *The Bulletin* are very useful" (Economical Buying Services Co.); "The Chamber is ready to liaise with Government departments when required" (Metal and Textile (Metex) Traders Ltd.).

These comments provide a few of the reasons for Chamber membership but there are many others. Broadly they represent the basic aims of the Chamber "To promote and protect the trade, commerce, and industry of Hong Kong. To consider all questions connected with such trade, commerce and industry. To promote, support, or oppose legislative or other measures affecting such trade, commerce and industry"

Lofty but attainable objectives and our members seem to feel that we do our best to oblige, with their participation and support. The Chamber is not complacent and will continue to improve and expand our services in order to meet new demands from a changing economy.

The world 'committee' is likely to bring a knowing smile to the face of those hearing it, especially in Hong Kong where there must be more committees per capita than in any other territory in the world. The evils attributed to committees and the myths that gather around committee mismanagement are almost unlimited. 'The only good committee is a committee of one'; 'A committee is a device for postponing decision'; 'A camel is a horse designed by a committee'; and so forth.

But whatever the legendary shortcomings of committees, the Chamber's committee system is an essential element of the Chamber Function. Indeed, together with the full time Executive, the Chamber's committees are the Chamber. They are the democratic channel by which individual member companies can make their views known, and they provide the means by which the Chamber can both inform and seek advice on responsible trade or industry views.

Obviously, with a membership of 2,300 companies, ranging from the largest to the smallest, it is not possible to seek individual opinion from members except perhaps on

matters of the most crucial importance. And even if advice were forthcoming from every member company, the conflict of views likely to emerge might block any effective decision-making. So the election of committees represents the best method of establishing the apparatus through which members can express their views, have them considered and taken forward into effective representation and action.

The Chamber's committees, then, act as a link between the Chamber Executive and the member company. And it is important to remember that a strong link has to be able to withstand a pull from both directions.

The Chamber certainly does not believe in setting-up committees unless there is work for them to do nor are committee meetings called unless there are matters of sufficient importance to discuss. From time to time committees are disbanded or revised, and sometimes new ones are created, although not very frequently. The Chamber must be able to respond to changes in the business environment by adjusting its own internal structure. For instance, the China

Committee has recently been upgraded and given a wider range of responsibilities. To take account of change, the Committee will now be serviced by the Industry Division of the Chamber instead of the Trade Division.

Apart from the General Committee, all the Chamber's committees are advisory. They cannot take action or spend funds solely on their own initiative. The General Committee, as the senior management body within the Chamber, is at liberty to disregard the advice of any committee, but in practice usually accepts recommendations made although sometimes with modifications. Thus there is a clear line of decision making, avoiding conflict or contradiction.

To allow for flexibility, Chamber committees can be of two types — either Standing or Ad Hoc. Not many of the latter come into being, since they are created in response to a specific problem which, it is felt, requires a particular type of expertise that may not be available in one of the Standing committees. The life of an ad hoc committee is limited, since, being set up to achieve a special purpose, it is disbanded when its



What a lot of Committees!
but they really are essential!

objectives have been achieved.

Just about the only ad hoc committee the Chamber has set up in recent months is that which considered the draft Trade Descriptions Bill. Government wished at short notice to have advice on this proposed legislation. Obviously, trained legal minds were required to spot some of the less obvious implications, but since the Bill would affect manufacturers, traders, retailers and a variety of others, the Chamber's Standing Legal Committee, which consists entirely of qualified lawyers would not necessarily have provided a sufficiently representative point of view.

So a committee was set up chaired by Ian MacCallum of the Legal Committee, who is a practising solicitor, and also a member of the Chamber's Home Affairs Committee, and a membership drawn from manufacturing, industry, trading and public relations. In addition, a barrister was co-opted for his specialist advice. Given this small but broadly representative membership, the committee was able to complete its work within two meetings.

The Appeal Committee set up in connection with the Good Citizen

Award Scheme (see page 15) could be regarded as an ad hoc Chamber committee, although it is a rather special one. However, it does draw attention to an important aspect of the Chamber's constitution, namely the power to co-opt or invite members from outside of the Chamber to committees. About half of those serving on the Appeal Committee are either not Chamber members, or have previously not been particularly active within the Chamber.

The role of ad hoc committees is secondary to that of the 23 Standing committees. These have been deliberately drawn up, and their terms of reference arranged, so as to cover most areas in which the Chamber is active on a continuous basis.

By the nature of their work some committees are more active than others. The 'Hong Kong For New Arrivals Course' advisory committee, for example, meets only twice a year, after each course has been held. The more active committees meet on average about once every six to eight weeks. Apart from the General Committee and Council, the committees do not meet according to any fixed schedule, but as the need arises. In this way, members' time is not wasted.

The overall structure of the committee network has been designed to run parallel with the structure of the Chamber's three divisions — Trade, Industry and Administration. The logic of this seems clear in the case of Trade and Industry. The link with the Administration Division is not perhaps so clear, since most of the work of this Division can be carried on without the need for committee advice. However, the Chamber has a group of committees that cannot clearly be regarded as dealing with either trade or industry, but sometimes with matters that affect both, as well as matters that are outside the scope of either. (Joint meetings are sometimes held when split responsibility occurs.)

The senior committees within the three groups are the International Trade, Industrial Affairs and Home Affairs Committees. The China Committee has recently been added to this small group of very senior committees. Committees within each group normally report to the senior committees but

in practice this is often short-circuited by having individual committees report direct to the General Committee. It is also usually the case that the chairmen of the subsidiary or specialist committees are usually appointed to the senior committees to provide continuity.

Exactly how the committees distribute their collective responsibilities is shown in the chart on page 10. More information on their exact roles is provided in the other articles in this issue.

What sort of people become Chamber committee members — or, put another way, how does one become a Chamber Committee member? Willingness to serve and become involved in Chamber affairs is certainly an important qualification, and there is no restriction on individual executives from member companies volunteering their services to any committee for which they feel their qualifications or experience are appropriate.

Needless to say, not every offer can be accepted, or accepted immediately, since the Chamber carefully watches over the size of committees. Over-large committees can often slow down the speed with which business can be despatched. In fact, most standing committees have no more than 12 members and some have less.

Ideally, the Chamber also likes to have a balance of interests in each committee. Thus ideally the West Europe Area Committee might consist of members with direct experience of trading with different countries in Europe and of different aspects of such trade, for example, banking, insurance, shipping, importing and exporting.

Sometimes — and this applies in the case of the three senior committees — the usual aim is to get a member of the General Committee to fill the post, providing for continuity and inter-committee liaison. In other cases, committee members elect their own chairman and vice chairman. (This applies also in the case of the General Committee.)

The intention is also to revolve membership of committees and their chairmanship, although no ruling exists on this point. In practice, members tend to come and go, perhaps as a result of overseas postings, pressure of other business, a change in business



interests or similar reasons.

Some committee members seem to feel that as a self imposed rule two or three years is enough, while others are prepared to devote almost a lifetime to the Chamber, often on more than one committee!

The Council is perhaps the most individual of the Chamber's committees. It was introduced in 1971, since at that stage the membership of the General Committee was restricted to 16 members. It was felt that on matters of the broadest importance, the restriction of numbers was limiting the range of experience available. The Council was therefore formed as an 'Upper House', with a senior advisory role.

All members of the General Committee are ex-officio members of the Council, and another ten places are filled by invitation to senior businessmen who serve for a period of three years. The Chairman and Vice Chairman of the General Committee are also ex-officio Chairman and Vice Chairman respectively of the Council.

The Chamber's Committees are

there to be used, and one or other of the Committees should be able to cope with the kind of problems experienced by members which lend themselves to group consideration. However, members usually address their enquiries, complaints and observations to the Chamber's Executive, rather than direct to Committee Chairman. The Executive seeks Committee discussion and advice where appropriate.

Finally, Chamber committee members collectively — all 180 of them — form a sort of caucus within the membership of the Chamber to enable it to get its work done in general terms. Often all committee members, regardless of their specialisation, will be asked for advice or comment on matters of wide importance. Their support at occasions such as general meetings, and other formalities that the Chamber has to abide by, is invaluable. They made a very real contribution to the running of the Chamber, and often work hard in members interests, even though they are not in the limelight.

Needless to say, all are unpaid and

devote time to the Chamber so that it shall fulfil its objective of 'promoting and protecting the trade, commerce and industry of Hong Kong'. So next time you consider the staff of the Chamber it might be worth thinking not in terms of 70, but in terms of 250 — over two thirds of whom are unpaid!



Chamber Committee Structure

Policy making, decision taking and Executive	GENERAL COMMITTEE — COUNCIL		
	Chairman: Nigel Rigg Vice-Chairman: Hon D.K. Newbiggin and 18 other members — and Gen. Cmte. ex-officio plus additional members Directorate Director: J.D. McGregor		
Senior Advisory Committees	International Trade	Home Affairs	Industrial Affairs China
Standing Advisory Committees	Eight Trade Area Committees <i>North America</i> <i>Central & South America</i> <i>Japan, Taiwan & Korea</i> <i>South Asia/Pacific</i> <i>West Europe</i> <i>East Europe</i> <i>Africa</i> <i>Arab</i> Shipping Arbitration	Taxation Legal New Arrivals	Two Industry Committees — <i>Textiles</i> — <i>Electronics</i> Certification Industrial Development Fund
Serviced by	Trade Division Asst. Director: T. L. Tsim	Admin. Division Asst. Director: Harry Garlick	Industry Division Asst. Director: Cecilia Fung

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One of the major roles of the Chamber is to secure new business for its members. This is particularly important for medium and small size companies which make up the majority of the 2300 members - about 1,600. Thus the Chamber each year organises some eight to 10 missions to various parts of the world, including Central and South America, Middle East, Africa, Europe, and recently to countries of the Region.

These missions have negotiated business worth tens of millions of dollars for local exporters' order books. For example, our mission with the Chinese Manufacturers Association to Latin America in March received orders worth \$22 million, the Middle East Mission generated \$20 million, and the African visit brought \$20 million. Other missions do not result in orders worth such large amounts but all are important in establishing and expanding two way trade contacts.

Each trade mission is carefully planned and advised by one of the nine area committees of the Chamber and by Managers W. S. Chan and Ernest Leong.

They are involved with pre-mission planning, discussion with consular officials and trade mission staff, assessment of the market potential in the countries to be visited and direct contact with various organisations in these countries to ensure acceptability and response once the mission arrives. There is also usually a good deal of follow up work for each mission.

These arrangements are of particular importance in areas that are unfamiliar to many Hong Kong businessmen, such as Central and South America where there may be language difficulties and other problems connected with visas and travel arrangements. Many of our medium and small member companies have found that a Chamber organised mission gives them more time to carry out their business without the hassle of dealing with administrative problems

Latin America is a growing market

for Hong Kong, according to Ernest Leong. In Chile and Argentina in particular, where most import restrictions were removed and import duties lowered, the potential for expansion is very significant. Products including high fashion garments, electrical appliances and toys are in big demand.

The Chamber's effort in Arab countries is also very fruitful, and results of missions to the Middle East can usually be measured in terms of \$15/\$20 million. Our exports to Saudi Arabia, United Arab Emirates, Sudan, Egypt, and other Arab countries, which have risen from \$182 million to \$1,597 million over the past ten years, reflect the potential of these markets. W.S. Chan however points out that Hong Kong exporters have been facing increasing competition from other countries recently.

Africa, where the Chamber is also active, represents good potential for growth. According to W.S. Chan, in spite of recent restrictions in Nigeria, it has become Hong Kong's 10th largest trading partner last year, advancing from the 19th place in 1974. "Once the restrictions are relaxed, and there are signs that the Government is working in that direction, we can expect greatly increased orders from the 90 million population country," he says. Our exports to Nigeria, including garments, manufactured articles, photographic equipment, clocks and watches, rose from \$272 million to \$581 million between 1974 and 1978.

Apart from developing new markets, the Chamber organises trade visits to older markets which might provide new opportunities. Thus the Chamber in March organised a buying and selling mission to Greece, Austria, Yugoslavia and Spain (and sent a similar mission to Papua New Guinea in April and to Korea in May.) Plans are underway to attend the Berlin Partners for Progress Fair next month, and a selling mission will visit Japan in September.

Generally speaking the Chamber seeks to coordinate external trade missions as closely as possible with

other trade and industrial organisations active in this field. This means that joint ventures are very often appropriate and these are usually well organised and successful.

On the other side of the coin, the Chamber receives regularly overseas trade missions, and provides every possible assistance to these visitors. Recently, for example, the Chamber received a very important mission led by the General Manager of the French Centre for External Trade (CFCE), Guy Carron de la Carriere, and discussed with mission members areas where improvements in contact and promotion can be made.

The Trade Division also runs a trade enquiry system under the supervision of Assistant Manager Francis Lo. This section processes on the average 1300 enquiries a month, mostly originating overseas, but with a good percentage from local traders looking for manufacturers for specific products. Trader and manufacturer members therefore register their specific interests, be they exports or otherwise, for which they wish to receive enquiries. In handling overseas enquiries, the section's staff telephone member companies on a rotation basis, and subsequently provide the enquirers with the name of suppliers who have expressed an interest in the enquiries. This selective system is widely appreciated by the foreign companies.

Apart from dealing with the more specific enquiries on a selective basis, the section publishes all other useful trade enquiries and issues these under "importer" and "exporter" classifications four times a month.

Other duties of the Division include arbitration of trade disputes, and issuance of recommendation letters to members who wish to apply for visas for business travel.

So all in all, the Chamber's Trade Division is kept under pressure and we believe is very productive.



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When local firms set up shop across border

Hongkong now has more than 400 manufacturing companies in China, the executive director of the Hong Kong General Chamber of Commerce, Mr. Nigel Riga, said.

Changes in the present provisions of the General Agreement on Tariffs and Trade (GATT) could pose a serious threat to Hongkong, the chairman of the Hong Kong General Chamber of Commerce, Mr. Nigel Riga, said in his annual statement to the chamber's members last year. "Businesses of Hongkong are dependent on their products, ranging from electronics to cement, are export oriented and the GATT willities with consequent danger of orderly conduct throughout the points out. There are Hongkong people in the district available in various forms of joint ventures."



The upgrading of the China Committee, which until recently had been one of the Area Trade Committees, to the status of a main committee in line with Home Affairs, International Trade and Industrial Affairs, highlights an aspect of the Chamber's work that sometimes receives little public notice — industrial development.

Promotional activities — such as trade and industrial missions — receive widespread publicity. But the reaction to a phrase such as 'night work for women', to quote one issue that has concerned the Chamber for several years, is likely to be at best a smile and at worst a look of blank incomprehension.

The objective of Industry Division's development work is to protect the position of Hong Kong's manufacturers, and to ensure that they can operate with maximum flexibility in an environment that keeps hindrance — official or otherwise — to a reasonable minimum. Developments in China have however given a new perspective to the operations of Hong Kong industry. In a sense the work of the Industrial Promotion and Industrial Development Branches have come together here, since it has been widely realised that Hong Kong industry will in future move closer to industry in China.

A clear example of the present emphasis of the Division's work is the Seminar organised by the Chamber on July 12th, when Liu Yiu-chu, Legal Adviser to a number of Chinese oriented agencies, including the Bank of China, addressed nearly 600 businessmen on China's new investment laws for overseas investment, and the visit to Beijing by 16 Chamber members in

mid-July, to investigate the opportunities for joint ventures.

Although the Chamber is working closely with the Chinese authorities, the Chamber's first loyalty is to Hong Kong industry.

Work in this area includes the scrutiny of legislation, or proposed legislation affecting industry. The scope of this is very wide. Environmental protection, industrial safety, the study of working conditions and hours of work are a few of the important subjects discussed. Examples of recent or proposed bills considered include the Water Pollution Control Bill, Paid Maternity Leave for Women Workers, Prohibitions on the Use Of Powered Equipment, and Industrial Training Levies. Some of these have a narrow implication, such as the legislation on powered equipment, affecting mainly the construction industry. Others are industry-wide, and indeed may affect commerce just as much as industry.

The major body concerned with industry within the Chamber is the Industrial Affairs Committee. But many industrial matters come into the field of other Committees which may require joint meetings before a Chamber view can be taken.

The purpose of these deliberations is to ensure that the manufacturers point of view is taken into account in framing legislation. For instance, although few would argue that paid maternity leave for women is desirable as a social ideal, someone has to sit down and evaluate its cost and implications, especially in an economy such as Hong Kong's, that is heavily dependent on female labour. It is also

important to see how Hong Kong compares with overseas countries in respect of such legislation, and whether in fact, as a developing country we may be trying to achieve progress rather quicker than the economy can digest.

Apart from organising committee deliberations, the Industry Division staff, under Assistant Director, Cecilia Fung, work closely with Government Departments such as the Labour Department on these issues. The Chamber is also represented on various official advisory committees. These include the Labour Advisory Board (James Wong) and EPCOM, the environmental advisory committee (S.H. Sung).

In an economy particularly dependent on small industrial units, the Chamber also realises that these have special problems and need special attention. Again, Hong Kong's unique position makes the question of industrial land a more crucial issue here than in larger territories, and, the Chamber keeps in close touch with organisations such as the Industrial Estates Corporation.

Requests for advice on industrial subjects reach the Chamber daily, both from members and non-members, and from overseas companies. In order to have a 'data-bank' of information available, the Industrial Records Branch, under Alexander Au, maintains information on both the Chamber's industrial members and on conditions in Hong Kong industry generally. This is of help not only in answering queries, but of also in finding partners in joint ventures, and in helping to find new sources for manufacturers.

Also on the industrial front, it is perhaps not widely known that the Chamber's director, Jimmy McGregor, is the Hong Kong representative of the Confederation of British Industries (CBI). His responsibilities here involve reporting back to the UK concerning conditions in Hong Kong industry — which in turn provides an opportunity to enlist CBI aid in promoting the cause Hong Kong industry — but it also gives rise to one Chamber operation that provides an opportunity for local engineers to improve their training. This is the CBI scholarship scheme, which each year enables several young Hong Kong engineers to improve their practical experience by working in British companies. The Chamber is responsible for administering the Hong Kong end of this project. This is currently the responsibility of Social Secretary Sonny Castro.

The Director is also the Hong Kong representative of the Japan Institute of labour.

Hongkong faces danger New Taipo Fuel plans and prices mark fears the 'first shot'

Highways and By-ways in Industry Division

The Government's energy-saving plans were yesterday greeted with muted enthusiasm by business and industry. The executive director of the General Chamber of Commerce, Mr. Jimmy McGregor, said: "I think these measures may only represent the first shot across the bows and pending on the situation, supplies, we may have restrictions that will be viewed as a threat to the industry."

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The Chamber and the Community

The phrase 'Chamber of Commerce' means different things to different people, and in different parts of the world. In much of Europe and in some of the Arab countries for instance, a Chamber of Commerce is almost the equivalent of a Government Department. Importers and exporters are required by law to be members. At the other extreme is the type of Chamber found in many of the smaller cities or towns of the USA, where the Chamber is close in function to one of the so-called 'service clubs', and its principal role is the furtherance of community projects.

The Hong Kong General Chamber comes somewhere in between these two extremes. This can give rise to misunderstandings, when an overseas Chamber believes we are patterned on its model, and approaches us with a request we are not able to meet.

Some Arab Chambers believe we are able to produce authoritative references to any Hong Kong exporter, which of course we can do only in the case of member companies.

Examples of correspondence of a different nature are two recent letters, one from a Florida chiropodist asking for advice on retiring to Hong Kong, and one from a Dutch schoolgirl wanting help with her collection of coins.

The Chamber does not restrict its interest to business. Within the limit of the resources that can be made available at both Committee and Staff level, we attempt to play a role in the community. Members have sometimes alleged that the Chamber is not active enough in this direction. The criticism is probably valid, although it fails to take account of the Chamber's unique position.

The Chamber is probably the only truly international organisation designed to serve all sectors of the Hong Kong business community. Most other trade or industrial associations have a more specialised role. A good example is the American Chamber of Commerce. The Amcham is able to identify closely with US business interests — although its actual membership is much wider than US owned companies — and is *part* of the US community here. This makes for a close and intimate link between Chamber and members.

Our membership on the other hand has a much broader network of interests, and almost certainly a wider

spread of races and nationalities. Thus while we gain in 'generality', we perhaps lose something in the intimacy of link with our membership, although we try to work on this via occasions such as the Members' Spring Dinner, various luncheon arrangements at which V.I.P. speakers talk on a variety of important subjects and by visits to member companies or invitations for them to visit the Chamber.

The principal Chamber organ for expressing an interest in the internal affair of Hong Kong is the Home Affairs Committee (HAC), chaired by John Marden. Its range of business interests represented is somewhat wider than the average Chamber committee, and its brief is so wide ranging as to cause its Secretary, Assistant Director Harry Garlick to claim that it is concerned 'with everything and anything that doesn't belong to any other committee'.

The Home Affairs Committee does however try to preserve perspective in its activities by keeping them business-related. Otherwise members would be over-loaded with consideration of everything from environmental protection to prices in the shops, although in point of fact both these topics have been considered.

Typical examples of matters that come within the brief of the HAC are education, transport, the environment, consumerism, ethical business practices (which seems a more positive alternative to 'corruption'), the media, health, social welfare, and law and order.

It is perhaps more appropriate to give examples of what the HAC has done rather than to try to define its function in abstract terms. So far this year, it has met three times. The first meeting was attended by the Commissioner for Narcotics, E.I. Lee, and as a result of this the Chamber was able to offer assistance to the Narcotics Division in its drive to eradicate addiction in Hong Kong. The second meeting was devoted to consideration of conditions of employment in the civil service, and arising from this recommendations were made to the newly-established Standing Commission on the Civil Service. The third meeting discussed the transport White Paper and enabled us to acquaint the Commissioner for Transport with the Chamber's views on the proposals contained in this document. Its next

meeting is due to consider the impact of metrication on Hong Kong.

Much work is also done outside of formal meetings by circulation of papers — an example here would be advice offered to Census and Statistics Department on the composition of the various Consumer Price Indexes. A sub-committee of the HAC considered the Trade Descriptions Bill, which is described elsewhere in this issue.

The work of the Legal and Taxation Committees, which are specialised Chamber committees, are again not devoted to any single trade or industry, but are concerned with broad ranging matters that might affect any and every business. Both committees consist entirely of professionals qualified in their particular fields. Chairman of the Taxation Committee is Brian Osborne and that of the Legal Committee is Peter Vine. By the nature of their work, neither have reason to meet frequently. The Taxation Committee is however on the alert when the Budget falls due and will review its proposals in case action is needed, or whenever any other legislation affecting taxation is introduced.

The function of the Legal committee is not to provide the Chamber itself with legal advice — we retain a leading firm of solicitors for this purpose — but to provide a service for members by advising the Chamber on aspects of the law or changes therein that might affect Hong Kong business. The most important, though by no means the sole, example in recent years has been the Prevention of Bribery Ordinance.

The workings of these two committees are unlikely to command a great deal of space in the headlines of the press, but the advice provided by both are essential if the Chamber is to do its representative job. Both are more concerned with the Chamber's function of 'protecting' rather than 'promoting' trade and industry.

The extent to which the Chamber is able to take a grass-roots role in the community is restricted by its financial constitution, which prevents the Chamber from using funds (which are basically members funds) in any way that takes its fancy, no matter how worthy the cause. Thus the Chamber cannot subscribe to charity, or finance community events as a sponsor, unless it sets up a separate fund to do so, and invites donations to this fund. Because

of the legal complexities involved — not to mention staff time — the Chamber understandably does not set up new funds everyday of the week, much to the disappointment of the thousand and one worthy causes that regularly approach us, only to find our hands are tied. Very often however, we can and do help in the provision of services or by a gesture that might assist a particular organising committee, although we cannot provide cash, even in the form of a paid-for advertisement.

Nonetheless, three specific areas where the Chamber has provided cash help are in the donation of scholarships and bursaries (which is permitted, as long as they are in commercial or industrial subjects), and in the Special Relief Fund and Good Citizen

Award Fund. The Special Relief Fund was set up in 1967 and was modified in 1969 in order to provide assistance to members of the disciplined services injured or killed on duty. The Good Citizen Award Fund, which has recently generated much publicity as the result of its present Appeal, is described more fully in the box accompanying this article.

Finally, the Hong Kong for New Arrivals course might be described as a community service, but is aimed only at a small part of the community — the newly arriving expatriate businessman.

Expatriate in this sense means almost anyone who was not born and brought up in Hong Kong, and those who have attended, apart from the majority groups of British and

Americans included Australians, New Zealanders, Frenchmen, Germans, Swiss, Scandinavians, Dutch, Japanese and overseas Chinese. And a few more. The three day course is held twice a year and is invariably 'sold-out'.

The Chamber has from time to time been active in the community in other ways. For instance, we have sometimes attempted to help those seeking work. But each time we have tried to devise a service of this nature, demand has snow-balled to the extent that we have felt obliged to withdraw, since to put such an activity on a proper footing, as opposed to a 'spare-time' service, would require our becoming a licenced employment agency, and we don't see that as part of our job.



How to raise —and give way —one million dollars

The good Citizen Award Scheme is possibly the activity that brings the Chamber most closely into community activities at grass-roots level. The Chamber has administered this Fund since 1973, when it was established as the result of an Appeal started by Government during the early days of the Fight Crime campaign.

The Chamber works closely with the Police Public Relations Wing. The latter is responsible for recommending Award winners, since only the police are close enough to reports on crimes, and attempted crime, to be able to assess the contribution of individual citizens. The Chamber decides on the individual amounts to be awarded and manages the financial side of the Fund, including its investment.

Both Chamber and Police, and a variety of other Government Departments, including Home Affairs, Information Services, Urban Services and others work together on organising individual presentation ceremonies. These are usually public events, with a full programme of entertainment. Those who have provided such programmes include RTV — which presents its 'Golden Whistles' in association with some of the Good Citizen awards — TVB, RTHK and Shaw Brothers. Celebrities such as Miss Hong Kong are from time to time invited to assist with presentations. A close link is kept with local organisations, such as the Kai Fongs, in each district in which a presentation is planned.

Since 1973, over 600 awards have been made, and by late 1978, the Fund had almost been run down. Following discussion between the Government and the Chamber, the Secretary for Home Affairs and the Commissioner of Police recommended that the Scheme ought to continue, and it was suggested that the Chamber should organise a public appeal for

more funds.

Accordingly, an Appeal Committee was set up earlier this year under the patronage of Li Fook-Kow, Secretary for Home Affairs, Roy Henry, Commissioner of Police and Nigel Rigg, Chairman of the Chamber. John Marden, General Committee member and Chairman of the Chamber's Home Affairs Committee agreed to be the Chairman.

In order to carry out work on the Appeal, a small Executive Committee was set up, including representatives of the Secretariat for Home Affairs, PPRW and the Chamber, under the Chairmanship of Chamber Director Jimmy McGregor, and with Assistant Director Harry Garlick as Appeal Coordinator.

Almost 100 prominent business and community leaders were approached, to ask if they would be prepared to accept a seat on the Appeal Committee. In view of the fact that appeals for many worthy causes are frequent nowadays, we expected perhaps one-in-three would feel able to accept. We finished up with fifty four committee members, or a more than one-in-two acceptance rate.

The campaign opened on June 20th, with press publicity and advertising, TV and radio publicity, an opening-of-campaign reception for committee members, and a formal handing over of cheques etc. Within the first week of the campaign we realised we were well in sight of achieving the target.

As part of the campaign, all member companies of the Chamber, and all leading industrial and commercial companies in Hong Kong who are not members of the Chamber, were approached by direct letter. This, together with committee members' own efforts, brought in the vast majority of the amount so far subscribed.

Publicity in all media encouraged the general public to donate — and

reminded those approached by direct letter. The press offered the Campaign concessionary advertising rates, GIS helped with creative work, and the TV and radio stations helped publicise our efforts.

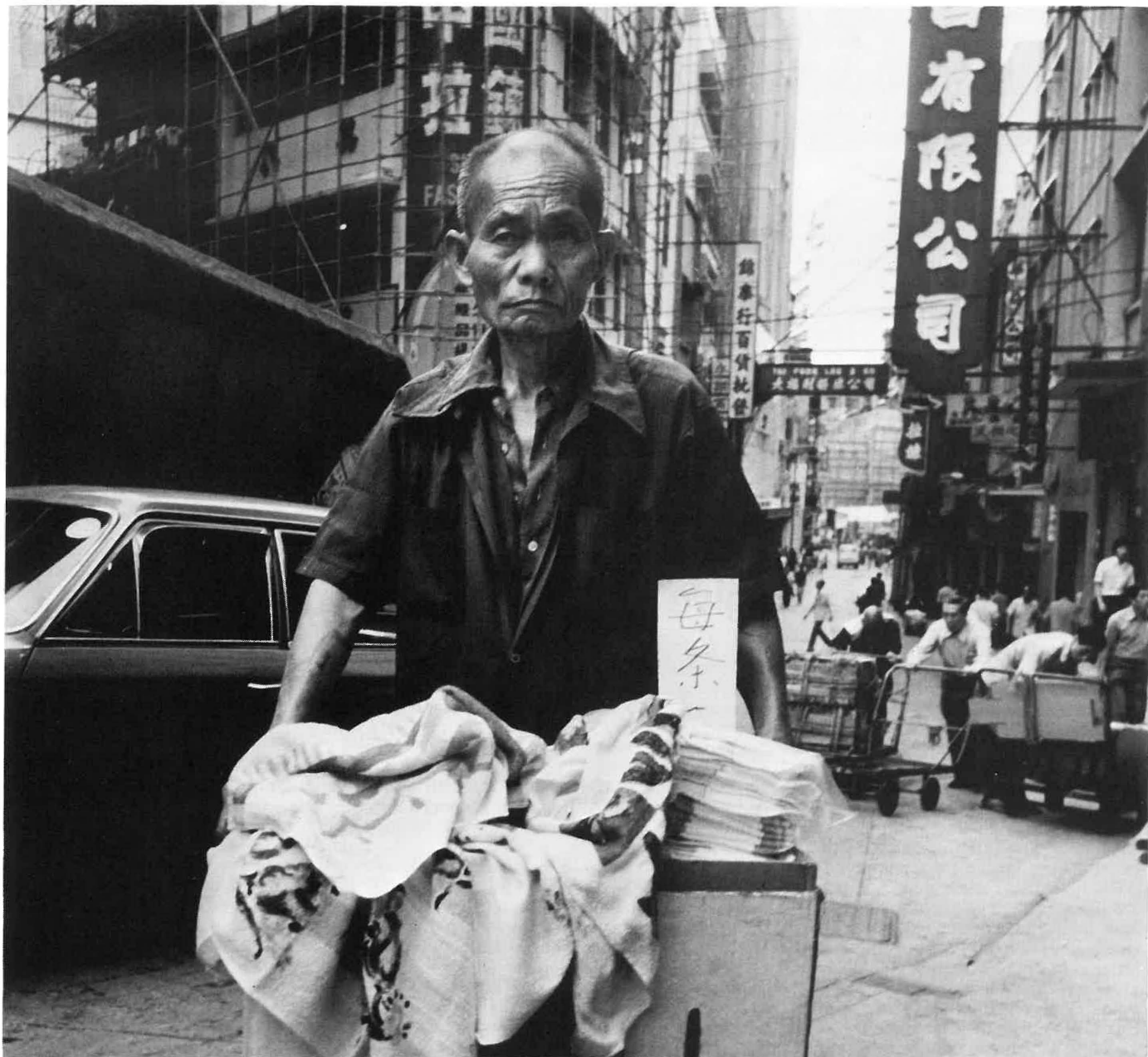
Members of the Appeal Committee made various public speeches, and the Junior Police Call organised a major raffle, with high value prizes generously donated by Chamber members. This event brought in over \$160,000.

The original plan was to try to reach our target within one month of the Appeal opening. The culmination of the campaign was a public presentation held in Edinburgh Place on Sunday, 22nd July, when 25 good citizens received awards. A full programme of entertainment was laid-on by RTV and the Police.

At his presentation, Appeal Chairman John Marden was able to announce that over \$900,000 had been subscribed, with the firm expectation of more to come from potential donors who were still considering the matter. And at the time this *Bulletin* went to press the Appeal was on target, less campaign expenses. The Chamber knows however of several who plan to donate, but who, through absences overseas or for other reasons, have not yet done so. Thus the target will be slightly exceeded.

With this fresh injection of public funds, the Good Citizen Award Scheme will be able for another few years to continue to reward those citizens who have shown concern and bravery in assisting the Police to make Hong Kong a safer place for all of us. For that we must thank the public spirited donors and of course the members of our Appeal Committee and the organisations which have so willingly given them time and skill. Our thanks to all of you.





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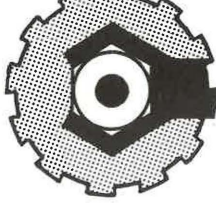
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Bringing Home the Technology — Industrial Promotion

In order to solve the long term problem of import restrictions on textile products, and to compete successfully in world markets with neighbouring producing countries, Hong Kong has to continue to diversify its industries and upgrade its technology. Apart from providing land at concessionary rates for technologically intensive industries, the Government has organised comprehensive industrial promotion programmes to attract foreign industrial investment. The Department of Trade Industry and Customs co-ordinates policy and programmes which involves both the public and private sectors.

In this respect, the Chamber has assisted significantly, and working in conjunction with the Government and the Trade Development Council, has since 1975, mounted a systematic programme of external industrial promotions in three areas of the world, namely, Japan, the United States and Australia. Each mission requires very detailed planning and follow up and calls for senior level executive discussion in the Boardrooms of between thirty and forty companies. The results have been good and the Chamber as a result arranges local programmes for many incoming foreign executives.

Industry Division Assistant Director, Cecilia Fung directly supervises all the industrial work of the Chamber including promotion. She is assisted by Assistant Managers, Sidney Fung and Alexander Au.

Sidney Fung plans and organises industrial promotion missions, receives overseas visitors, and provides information to both local and foreign industrialists who are interested in joint venture productions.

Alexander Au keeps a full record of manufacturers who are members of the Chamber. He answers industrial enquiries and cooperates with Sidney Fung, where appropriate, in matters concerning foreign investments. Recently he has been actively involved in assisting companies interested in the new opportunities in China. The Division as a whole has maintained a close relationship with the Chinese authorities and has organised several fact finding group visits to Peking, Tientsin and other cities.

To facilitate industrial promotion activities both locally and overseas, the Division established an Industrial Development Fund in 1975. Contributed by members of the Chamber, the Fund is administered by a Management Committee composed of the largest contributors. The fund was recently replenished in order to enable promotional activities to continue for several more years. After this period, it is expected that the Government will have expanded its programmes sufficiently not to require Chamber assistance.

During the past few years, the Division's external promotion missions to Japan, Australia and the United States have involved many Chamber industrial members in joint venture discussions here and elsewhere in the world. The Division has also arranged local programmes for various incoming industrial investment study groups.

Such promotional efforts have been fruitful in many instances. In Japan, the Chamber's work has resulted in discussions at boardroom level with over 80 Japanese companies. Some of these companies have brought new business, set up regional offices, appointed Hong Kong agents, and several have been helped to set up manufacturing operations here. All in all the Division's work has contributed to a larger Japanese presence in Hong Kong. In fact, over 80 Japanese companies are now members of the Chamber.

To strengthen the ties and to assist counterpart organisations in Japan, the Chamber has conducted special programmes for various Japanese industrial groups which have come to Hong Kong to assess the potential for development. In June, the Chamber with the Japan External Trade Organisation (Jetro) organised a seminar on transfer of technology from Japan to Hong Kong. Some 200 businessmen, industrialists and university students attended.

Speakers at the seminar included the Commissioner for Industry and Trade, Bill Dorward, the Executive Director of the Hong Kong Productivity Centre, Dr. John Wright, the Chief Manager of the Chartered Bank, Bill Brown and the Vice-President of Japan's National Institute for Research

Advancement, S. Otsuka. They agreed unanimously that Japanese technology can play a vital role in Hong Kong's future development. Several other senior business speakers confirmed the general importance of technology transfers to the growth and development of Hong Kong's industry.

Apart from Japan, the Chamber has been very active in Australia and the United States on industrial promotion work. Two Chamber missions to Australia have produced a good deal of extra business for Chamber members, and several Australian companies have been directly assisted to establish production facilities in Hong Kong.

In the United States, the Chamber, until quite recently, employed Herb Minich, ex-Executive Director of the American Chamber of Commerce in Hong Kong as a consultant. His work in the northeast area of the United States was very valuable to the Chamber and his reports on individual companies visited and on their interest in Asia provided the Chamber with the means to seek further discussions. U.S. industrial interest in Hong Kong remains high.

During the last few weeks the Chamber has been invited to provide senior level executive representatives for two major committees both concerned with industrial investment promotion. Ms. Cecilia Fung will represent the Chamber on the Industrial Development Committee of the Trade and Industry Advisory Board and Jimmy McGregor will perform a similar duty as a member of the Industrial Investment Committee of the Hong Kong/Japan Business Co-operation Council. Both committees will have much to do.

"Industrial promotion is an ongoing process and it is impossible to judge at any point in time how successful promotional efforts have been particularly since so many of the results might be quite different from the original intentions of the investor," the Chamber's Director, Jimmy McGregor said. "We have experienced staff, however, the support of our Committees and the willingness to help in the overall promotional programme to the widest extent possible."



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The Neglected Importers

Since Hong Kong must export to live, every effort has been made by Government and private organisations to promote export business. For instance, most trade missions go overseas with the intention of selling Hong Kong goods not buying the products of others. Trade promotion functions such as the Ready to Wear Festival and the Toy and Gift Fair are planned for local exporters.

Much of the news in trade papers in Hong Kong is devoted to export sales. The importer sometimes feels that he is given relatively little official help. It is only when a shortage of vital raw materials occurs that it becomes apparent that perhaps importers need assistance also.

It is an interesting fact that Hong Kong's imports are consistently larger in value than our total exports, sometimes, as at present, uncomfortably so. Since this short article is devoted to imports and importers, let's set down some of the basics to put the article in perspective.

While total merchandise trade increased by 25 per cent in 1978 over 1977, much of overall growth was attributed to a near 30 per cent increase in imports. In 1978, imports totalled \$63,056 million, an increase of 29.5 per cent over 1977. The growth came largely from increased imports of Chinese, Japanese and U.S. merchandise, including foodstuffs, fuels, consumer goods, raw materials and semi-manufactured articles and capital goods. Japan remained Hong Kong's largest supplier, closely followed by China, and then, lower in the order, the United States, Taiwan, Singapore, and the United Kingdom. Together these countries accounted for 68 per cent of all imports. While reliance on a narrow range of suppliers is not necessarily a danger, importers should obviously be alert to the wider possibilities open to them.

Because of the importance of the import sector, the Chamber offers a variety of services for member importers, receives overseas selling missions, and assists foreign companies to find agents. Since 1977, for example, the Chamber has organised several buying missions to the United Kingdom and Korea whose principle aim is to make contact with new suppliers

and place orders for new products. These missions have resulted in substantial business with many new suppliers.

The Chamber tries to maintain a reasonable balance of services for both importers and exporters. At the last count 1,200 members stated that they were directly importing and this represents more than half of our 2,300 member companies. Many importers of course are also manufacturing and exporting.

The Chamber does not wish to encourage an enlarged trade deficit, but at the same time, it must be remembered that Hong Kong must import all industrial raw materials and most of our industrial equipment, machinery and even semi-manufactures. Food is also a major import item and this will always be so.

Importers should be encouraged and helped to seek out competitive prices and to locate the most efficient supply sources. Indeed, the function of a service for importers ought to aim to reduce, rather than expand the trade gap.

Services for importers are also important in view of the increase in demand for capital goods including machinery, motor vehicles and accessories, as well as the rising demand for high quality consumer products.

In February 1979, the Chamber organised an exploratory buying and selling mission to Papua New Guinea to determine the potential of the market there. The Chamber's buying missions to Korea were aimed at suppliers of plastic materials, electronic components, sports goods, garments, piecegoods, office supplies, foodstuffs and chemicals.

In March, the Chamber organised for the first time a buying and selling mission to Greece, Austria, Yugoslavia and Spain. This mission, led by the Chairman of Shui Hing Co. Ltd., who is also the Vice-Chairman of the West Europe Area Committee, Daniel Koo purchased a total of \$13 million worth of leather goods, wine, sportswear, garments and sundries. A similar mission is being planned for 1980.

On the other hand, the Chamber receives overseas selling missions from many countries. Recent examples include the United Kingdom, France,

Spain, Greece, Japan, Australia and New Zealand. Such visits average 40 a year. In June, for example, the Chamber received a French Toy Mission, and discussed ways and means of promoting two way trade between France and Hong Kong. Apart from meeting delegation members, the Chamber sets up appointments with members who are interested in establishing contacts with suppliers. Several Fukuoka trade missions have used the Chamber offices for discussion with our member companies.

Within the Trade Enquiry Section, the Chamber handles enquiries for many overseas exporters. In fact, of the total of 17,000 trade enquiries processed last year, about 30 per cent were in regard to foreign exports to Hong Kong. Our trade enquiry leaflets are issued to both importers and exporters. The Chamber's statistical service is also widely used by importers exploring the Hong Kong market.

Recently, in view of the development in China, local importers are expected to purchase substantially more from that source. China is Hong Kong's second largest supplier in value terms. Last year, China imported \$2,468 million worth of textiles, cotton fabrics, foodstuff and vegetables to Hong Kong, an increase of 31 per cent over 1977. While recent interest in China has concentrated on industrial joint ventures and similar arrangements, it should not be forgotten that China will increasingly become the most import supplier to Hong Kong over the widest range of goods. These now include water, oil and rice, three of the basics.

The Chamber recognises the real importance of a strong import sector and will continue to provide services directed towards maintaining this strength. Those who buy the import items can be sure that the market is competitive and unrestricted.

Importers are lucky in at least one aspect of their business. Hong Kong's free port enterprise system relieves them of the terrible hassle that their counterparts in other countries have to face daily with import duties, customs procedures, exchange approvals and Governmental controls, a constant burden.



Keeping you in the picture —information services

Perhaps nothing is more important for a businessman than having a clear picture of the local and world economy. A businessman requires not only information of the current economic climate, but also records of the past, and predictions of the future — the economic trend, so to speak.

The Chamber is well aware of the need for such information, and thus provides economic data on a wide range of subjects; analyses the local economic situation; evaluates overseas markets, and assesses problems and changes that may affect local trade and industry.

Only a small number of staff is engaged on information work and, in view of the amount of information that must be compiled and issued all such staff members are kept very busy indeed. Anthony Tam and Annie Lee look after publicity and press relations in the English and Chinese languages respectively. They spend most of their time writing.

Francis Tsang is responsible for the production of publications, including those printed by the Chamber's internal printing unit (staffed by two full time and one relief printer). He is assisted by artist Li York Ling.

Mercia Sien, assisted by Sara Tong, works on statistics. Helen Chan looks after the library. They comprise the press and publicity, the publications and the statistics branch, all within the Administration Division.

The Division maintains a small library of reference books, files, magazines and directories on various aspects of commerce and industry in Hong Kong and the rest of the world. These are for the most part used by Chamber staff rather than members who have more extensive libraries available elsewhere.

The Press and Publicity Branch maintains a close relationship with the local media, through which appropriate information is provided to the public as well as to members. By means of press releases, press conferences, luncheon talks and special seminars, the Chamber keeps the community informed of its own activities and brings about discussion on problems that affect the local community.

The Publicity Branch also answers press enquiries, arranges interviews for those who wish to seek information from Chamber executives, particularly the Director and the Assistant Directors. The Chamber represents an informed collective voice for the business community on such issues as the effect of oil price increases, inflation, China's new development, import restrictions, labour problems, and other matters affecting trade and industry. It is important that the Chamber shall make its views known both privately and publicly as the issue requires.

The Division issues the Chamber magazine, *The Bulletin*; compiles monthly *Trade Statistics*; produces the quarterly *Hong Kong News* and *Hong Kong Progress*, and the annual *Hong Kong Overall Merchandise Trade*. It also assists the Trade and Industry Division in issuing their specialized newsletters and circulars.

The Bulletin is intended mainly to provide background and general interest articles for members, rather than to communicate items of day to day business. Each edition contains several feature articles on the economic and social development of Hong Kong. *The Bulletin* is frequently quoted by the media and is increasingly used by the Trade and Industry Divisions for promotional purposes.

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Hong Kong News includes features adapted from *Bulletin* articles and is intended for overseas readers. *Hong Kong Progress* is a statistical analysis of the local economic scene including information and assessments on living standards, trade and industry, finance, tourism, and company information.

The Division also publishes pamphlets for overseas businessmen such as *Introducing Hong Kong* and *Setting up a Business in Hong Kong*.

Apart from the Information branch itself, the Trade and Industry Divisions also provide specific information relating to various of their specialized activities through regular newsletters and special circulars.

The Trade Division's *Operation Contact* advises members about visiting businessmen in town to buy and sell, and how to contact them. It also provides information on many other business opportunities and on matters likely to be of interest to traders.

The Industry Division's publication *Industrial Investment Opportunities* keeps industrial members informed of opportunities resulting from the Chamber's promotional work overseas and with incoming potential investors. Where overseas companies express an interest in establishing joint ventures with local manufacturers, the Chamber puts the companies in touch with prospective partners among members through the newsletter and by selective discussions.

The Statistics Branch of the Administration Division is responsible for issuing a monthly breakdown of overall trade figures and an annual in depth booklet covering all Hong Kong's external trade. The Branch provides detailed figures on trade with over 80 countries, and can provide additional statistical data on most aspects of the Hong Kong economy as well as a variety of social statistics. The Branch handles on the average 40 specialised enquiries a month, as well as the routine distribution of trade statistics.

Thus through the issue of various publications prepared and edited by experienced executives, the Chamber attempts to keep members well advised and informed.

About one third of the Chamber's staff and about one-quarter of its total resources, including office space, are devoted to the Certification Branch of The Industry Division. This Branch is responsible for the issue of an average of 11,000 certificates of origin of all kinds every month. Each certificate is usually supported by a commercial invoice and the Chamber normally endorses these documents as well. In addition, the Certification Branch issues Carnets for commercial samples being carried abroad by members. Whilst the certification service represents an important source of revenue for the Chamber (permitting us to keep the membership fee relatively low by international standards) it is also an essential service to our 2,300 member companies.

Hong Kong is granted most favoured nation tariff access to the countries of the members of the General Agreement on Tariffs and Trade (GATT). But most of these countries insist on receiving a recognised certificate of origin from an approved Hong Kong authority for each import consignment of goods claiming the right of entry at MFN rates as being of Hong Kong origin. It is hardly surprising that they should request a high standard of documentation taking into account Hong Kong's free port status. From the Hong Kong point of view foreign insistence on reliable certificates of origin must be welcomed since it provides a good guarantee of continued access to main markets on a basis of understanding and goodwill.

In fact, the Hong Kong certification system is probably unique in the world being one of the very few countries where the Government assumes a central role in a system backed by powerful legislation and a Government inspectional, investigational and prosecutorial system of very considerable dimensions. Whereas in most countries, the task of issuing certificates of origin is normally left to private sector organisations such as Chambers of Commerce, the significance of the service to Hong Kong trade and industry, that depend almost totally on international trade, has ensured that since the early 1950's the Hong Kong Government has been directly and principally involved in establishing legislation, coordinating the rules and regulations for issue, training the inspectorate staff, including the inspectors used by the approved non-Government private sector organ-

isations (there are presently four others beside the Chamber) and maintaining day to day liaison with all the issuing authorities.

The Chamber is represented on the Government's Certification Coordinating Committee by Assistant Director, Cecilia Fung and Manager, Willie Wang. If from time to time we feel that we have a Big Brother who not only watches us but tells us as well, we can surely be excused the thought.

It was not always thus. Before the Pacific War the Government was not involved in the issue of certificates of origin. That was a function of the Chamber and there are many references to the service in the pre-war Chamber records. It was not, in fact, until Hong Kong's industrial revolution began in the late 1940's and early 1950's that the Government became concerned and involved with the question of origin entitlement. The Government had however been responsible for ensuring the accuracy of Commonwealth Preference Certificates of origin for some years prior to the Pacific War.

The Chamber's certificates issuing service expanded rapidly in the 1960's in concert with Hong Kong's exports. At the same time, great efforts were made to ensure a high standard of accuracy and integrity. The Chamber has been very conscious of the responsibility placed upon it by the Government, and in a sense by its members, to do everything possible to protect the system and ensure overseas acceptance of the certificates issued.

Government decides which of the non-Government bodies shall have the right to issue which types of certificate. The Chamber, for example, cannot issue Forms A for exports to the US and EEC countries. These are certificates which claim preferential duties for Hong Kong goods which qualify under very detailed cost and processing criteria for entry under special schemes set up by developed countries to assist developing countries. The Department of Trade, Industry and Customs issue Forms A since the US and the EEC insist on Government documents. The Chamber would like to see this ruling changed particularly as several other countries accept Forms A issued by the Chamber.

The existence of several non-Government certificate issuing bodies



CERTIFICATION OF ORIGIN AND VALUE - AN ESSENTIAL SERVICE

also brings, as it were, an element of order into the market. Since the FHKI and CMA, among others, also have the right to issue Certificates, the Chamber cannot structure its fees to its own choosing. To do so would discourage members from using the service. In fact, the DTIC tries to ensure some degree of standardisation in fees for certificates. This, and all other matters concerning certificates of origin are discussed in the Certification Co-ordination Committee which is a Government Committee composed of all the approved certificate issuing bodies. Within these limits however the Chamber can — and does — concentrate on such positive aspects as speedy and efficient service and control of the overheads of the issuing Branch.

By and large then, the volume of certificates processed by the Chamber will be related to the growth in HK's exports, within rather broad tolerances, because of the limitations mentioned. Round about the turn of this decade, the Chamber was processing about 40 per cent of all certificates issued in HK. In the intervening period, Generalised Preference schemes have proliferated and as the Chamber can issue only a limited number of certificates for GSP purposes, the 'market share' is currently down to about 35 per cent, and has at times been lower. Government with 45 per cent is far and away the largest certificate issuing body in Hong Kong, but the Chamber remains the biggest of the approved non-Government bodies.

The Chamber recognises that a percentage of membership — we don't know exactly how many — joins simply in order to obtain the discount given to members on certification fees. These are usually smaller firms, and it is comparatively easy for them to analyse the cost/benefit of taking out Chamber membership in relation to their demand for COs. For this reason, any increase in the Chamber's annual subscription fee will result in a loss of some members which have calculated that the increased fee offsets the advantage previously obtained from the lower certificate fee for members. The Chamber must therefore consider this equation very carefully in any proposed increase of membership fee.

A certificate of origin, in its simplest terms, represents a declaration

that the Chamber is satisfied from documentary and where appropriate physical evidence that a consignment of goods has been made in the declared country of origin under internationally established rules of origin. The Chamber's certificates are legal documents and heavy penalties are provided for false declarations and improper use. In addition to the documentary and physical checks on the goods being certified the Chamber is part of the system employed by the Government to welcome overseas enquiries on any doubtful consignment. Thus investigation can be carried out long after the goods have been exported.

The Chamber takes these responsibilities very seriously and a team of full time inspectors is employed to examine goods under application for certificates. Their work keeps them outside the Chamber's offices, visiting applicants and factories. They have the full backing of the Government in any reasonable request they may make of an applicant for verification concerning the information he has given. Where such reasonable access is refused the matter is normally referred to the DTIC for further investigation.

The Chamber issues five types of Certificates of Origin. They are: Certificates of Hong Kong Origin for goods of Hong Kong manufacture; Certificates of Origin (Form 'A') for goods shipped under the Generalised Scheme of Preference to Japan, Switzerland and Canada and endorsement of GSP COs for New Zealand; Certificates of Processing for goods imported and processed in Hong Kong but not suf-

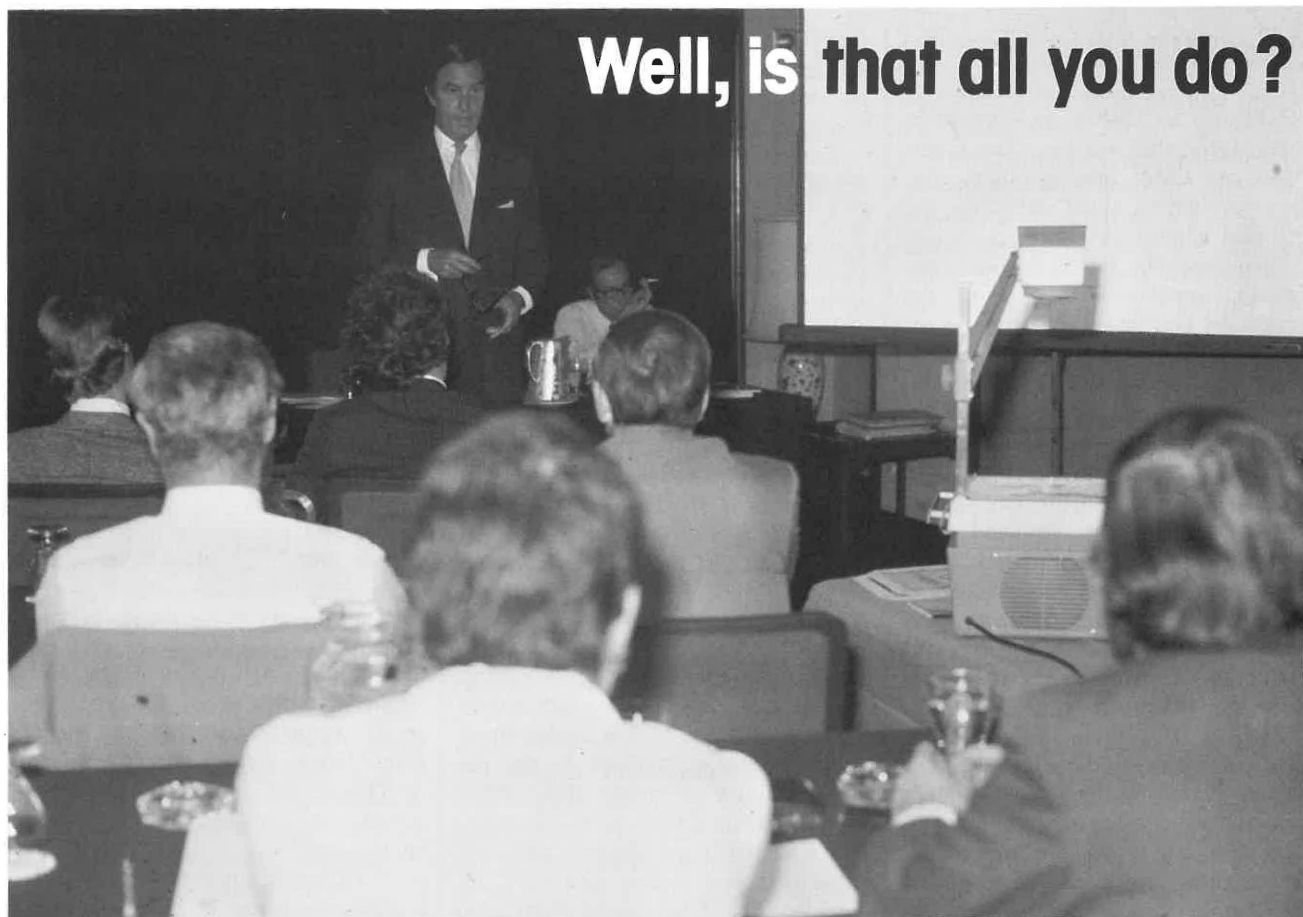
ficiently to qualify for Hong Kong origin; Certificates of Re-export for goods imported and then re-exported from Hong Kong; and Certificates of Origin for goods which are not transhipped and/or do not transit Hong Kong.

The Chamber is also the designated sole issuing body in Hong Kong for ATA Carnets. These are documents which greatly simplify customs clearance for businessmen travelling overseas who need to carry trade samples or goods for display purposes. In addition the Certification Branch endorses commercial invoices and other commercial documents such as Ships' Manifests, Insurance Certificates and Manufacturers Invoices.

The Chamber's certification service is available to members and non-members alike but members are charged a lower fee. For Members' convenience the Chamber maintains a certification branch office in Mong-kok, Kowloon.

In this age of expensive office accommodation, it is a matter for regret that a good deal of office space is devoted to the storage of copy documents. The law requires that certificates and applications with supporting documents be retained for a period of two years. Investigations are in fact sometimes carried out many months after issue of the certificates and storage therefore assists in the continual drive to ensure that Hong Kong's certification service is second to none in the world. Within the HK system itself, we aim to ensure that the Chamber's contribution and standards are also second to none.

Well, is that all you do?



Most members probably know the main Chamber services in trade and industrial promotion and development in outline, if not always in detail. But there are a variety of Chamber services that do not often receive publicity, because they are of interest to a limited sector of the membership only.

A typical example is the 'New Arrivals' course. This has already been mentioned on page 15. By definition, it is not of interest to the majority of members, which are of course Hong Kong companies owned and staffed by local people. The course is designed for the expatriate only — although expatriates may be of any race or nationality, and several overseas Chinese have attended. Even the odd 'expatriate' born in Hong Kong has also attended, since he had spent most of his life outside Hong Kong before being posted here by his employer. He might be said to have the possibly unique distinction of being a Hong Kong 'new arrival' twice over!

The course does not attempt to describe Hong Kong's business life. Instead it concentrates on the life of the local community — at home, at work, in the school. It aims to give participants a better understanding of the place that is to be their home for the next few years. Typical sessions are

visits to resettlement estates and talks on cultural differences between East and West.

Courses have invariably proved to be popular and altogether over 600 executives have 'graduated' from the course since it started in 1973.

Some of the time of Trade Division executives, unfortunately, must be spent on commercial disputes. Sometimes these are initiated by a member company, and at other times by an overseas, or even non-member local company. On other occasions the disputes drawn to our attention do not even involve members. In the latter case there is little we can do, unless it is apparent that a law has been broken, in which case we can bring the case to the notice of the appropriate Authority.

When member companies are involved, we normally attempt to bring about a mutually agreed settlement. If our member appears to be the guilty party, as sometimes happens, we have the invidious job of attempting to persuade him to see the error of his ways, not always the easiest of tasks. Regardless of whether the member is the complainant or offending party, however, the first task is to try to establish the facts. This in itself can be time consuming, but often the dispute

arises, not because facts are unclear, but more often as a result of intangibles such as trade practices and customs — for example, are goods supplied by firm x within accepted trade tolerances? Often there is no straightforward answer.

The Chamber will work by exhortation to persuade both parties to reach a compromise. If this fails, all that we can do is refer the parties to a legal practice, or to suggest the Chamber's arbitration service. The Chamber is the body in Hong Kong designated by ESCAP for the arbitration of commercial disputes. The Chamber's bye-laws describe the procedures involved in detail, but in essence it is the Chamber's job to appoint an arbitrator, who is normally a person of standing within his own trade or industry, who in effect assumes the role of "judge". Proceedings are less formal than those practised in court but both sides may call witnesses and employ counsel to act on their behalf. There is a specialised Arbitration Committee in the Chamber to provide professional advice and to recommend the appointment of arbitrators. When an arbitrator concludes a case, his decisions have the force of law and there is no appeal against them except by way of special

case on points of law.

Fortunately, the Chamber is not called upon to exercise its powers to act as arbitrator all that often. In the past year, only a few cases have occurred. The Chamber recommends however, that as a normal commercial precaution, members write into their contracts for local business a clause to the effect that any dispute shall be submitted to the Chamber's arbitration facility. It is certainly a quicker and cheaper means of setting disputes than by litigation.

Another lesser known area of our work (but one which has certainly not been neglected by *The Bulletin*) is Trade Facilitation. In recent years, this has occupied much of the time of our former Deputy Director Tudor Griffiths. Trade Facilitation is of course concerned with the simplification and improvements of international trade procedures including documentation. It thus calls for co-operation on a Hong Kong wide basis. The Trade Facilitation Committee operates under the auspices of the Trade Industry and Customs Department, and its members include all leading trade and commercial associations in Hong Kong.

Trade facilitation work also calls for frequent visits outside of Hong Kong, since there is little point in Hong Kong implementing new procedures that will not find support with its trading partners. The work is

co-ordinated on a world-wide scale by the International Chamber of Commerce and by various specialised bodies. By its nature it requires considerable attendances at the various lectures and symposia organised by the Trade Facilitation Committee on the subject, at one of which there were almost 1,000 businessmen.

A completely different aspect of Chamber work — when did you last bring an overseas visitor to see our slide presentation *Building from the Ground?* This is a short, 15-minute introduction to Hong Kong for the overseas visitor, put together on the principle that 'one picture tells a thousand stories'. As the unit is not easily portable, showings are confined to the Chamber's boardroom, but can be set up at very short notice. Furthermore, the size of audience does not matter — a showing for just a single person can always be arranged. At the other extreme, however, our boardroom cannot easily accommodate more than about 30 people. As well as business visitors, the Chamber has arranged showings for diplomats, educators, journalists, students, government officials and the wife of the President of Costa Rica, among others. A Japanese language version of the show is available.

There are many other Chamber services that by their nature occur only infrequently or tend to be for specialists. We run at regular intervals,

examinations in Cantonese and Mandarin for expatriates trying to master either, or both, dialects. *The Hong Kong Diary* has established itself over the past six years as a leading publication of its kind and at a competitive price. The Chamber also produces a Christmas card that on average sells over 30,000 copies each year. Apart from the "serious" visits to China organised by the China Committee, the Chamber also co-operates with China Travel Service to arrange tours of a sight-seeing nature. We arrange an annual dinner for Committee members and their guests which affords a platform for HE The Governor to speak to members on leading themes of the day. And there are the various business luncheons for all members designed to provide an opportunity to hear visiting VIP speakers.

Finally, as a result of having fingers on the pulse of many different aspects of the Hong Kong economy and through knowing our members, the Chamber is able to provide help to the Hong Kong Government and to private organisations of a nature that may strictly speaking be beyond the objectives of 'promoting and protecting the trade, industry and commerce of Hong Kong'. A current example is an attempt to assist the Government Secretariat with a survey of the likely future demand for accommodation for incoming expatriates over the next few years.



Chamber Mission in Beijing for Top Level Talks

A mixed group of industrialists and bankers organised by the Chamber visited Beijing between July 15 and 21 for discussions with senior Government officials on China's new foreign investment laws, and on the opportunities for joint ventures and compensation trading agreements. The group,

led by Michael Langley of the Hong Kong and Shanghai Bank, and managed by Assistant Director of the Chamber, Cecilia Fung was invited by the Beijing Economic Development Corporation Head Office.

At a news conference held in the Chamber Boardroom on July 23, Ms. Fung revealed that China will consider increasing its staff in Hong Kong dealing with foreign investment, and may consider issuing multiple entry visas to facilitate travel by foreigners investing in China.

Ample Opportunities for HK Traders in Spain

Two senior Government officials from Spain have pointed out that Spain's external trade is expanding rapidly and good opportunities exist for Hong Kong importers and exporters.

The Director of International Relations, Antonio Sevilla and the Foreign Trade and International Economic Relations Adviser, Madrid Official Chamber of Commerce and Industry, Ramon Amat made the comments at a meeting with the Chairman of the Chamber, Nigel Rigg and Director, Jimmy McGregor on July 20.

The two officials were here as part of a trade group organised by the Trade Development Council.

Mr. Rigg told the visitors that the Chamber had sent a group of member companies to Barcelona last March. This group had reported good business and potential for further growth in Spain.

Mr. McGregor assured the officials that the Chamber planned to send further groups to Spain and Portugal, and one such mission was already being formed for 1980.



Chamber News

Chamber Welcomes 25 New Members

The following companies joined the Chamber during July:

Amigo Enterprise Limited
China Industrial Company
Cinderella Export-Import Co.
Concord Ltd.
Dico International Inc.
Dravo International Hong Kong Representative Office
Everlite Company
The First National Bank of Chicago
Gardner Trading Co. Ltd.
Golden Peak Maritime Agencies Ltd.
Jack'n Manufacturing Co.
Kam Shan Trading Company
King'sfill (HK) Trading Co.
Man Cheung Yuen Services Ltd.
Nagase (Hong Kong) Ltd.
Patt Manfield & Company Ltd.
Prosperous Trading Co.
Sambo Yang Haeng Co.
Selectron Electronic Industries, Ltd.
Suntex Trading Company
Univan Ship Management Ltd.
Vellabel Ltd.
Win Sun Mfg. Co.
Winnipeg Trading Co. Ltd.
Woodward & Dickerson Far East Limited

25 Good Citizens Receive Awards

A presentation of awards to 25 good citizens was held on July 22 at Edinburgh Place.

This was the first large scale presentation since the Chamber launched an appeal in June to replenish the fund. Over \$1 million has been raised.

RTV Deputy General Manager, Chung King-fai presented Golden Whistles to four outstanding recipients. (See also p.15)

China's Foreign Investment Laws Discussed at Seminar

The legal adviser to the Bank of China and other Chinese national organisations, Ms. Liu Yiu Chu discussed and interpreted China's new foreign investment laws at a seminar organised by the Chamber on July 12. The seminar, held in the Furama Hotel, was attended by some 600 businessmen.

Transcripts of the seminar, prepared by the Chamber, are now available at \$5 per copy.

Computerising the Trade Enquiry System

The Chamber is studying the feasibility of computerising the trade enquiry system to improve its services to member companies. In the meantime, the Chamber has decided to use its own printing facilities for the printing of trade enquiry leaflets, and has since last month started published these leaflets weekly, instead of bi-weekly.

A new printing machine has been bought for the overall improvement of the printing facilities.

Welcome and Goodbye

Mr. T.L. Tsim joined the Chamber on July 16 as the new Assistant Director for Trade. He takes over responsibility for the Trade Division on the retirement of Mr. Tudor Griffiths, the former Deputy Director.

Mr. Tsim graduated from the University of Hong Kong in 1968, and obtained his Master's Degree in Economics at the University of Manchester. He subsequently took up employment with the British Broadcasting Corporation's External Service as a Producer and Presenter. After four years with the BBC, he returned to Hong Kong and worked for six months with TVB as Deputy Editor of News and Public Affairs Programmes before joining the Chinese University as Assistant Secretary in 1977.

Mr. Griffiths started his career in the Malayan Civil Service. After independence he returned to the UK, and then came to Hong Kong to join the Chamber in 1965 as Assistant Secretary. He was appointed Secretary in 1971, and in 1975 became Deputy Director and Head of the newly formed Trade Division. He plans to remain in Hong Kong for the time being.



Deputy Director Tudor Griffiths (right), ↑ who has now retired from the Chamber, welcomes newly appointed Assistant Director in charge of Trade Division, T.L. Tsim.



← Chairman of the Good Citizen Appeal Committee, John Marden (left) and Commissioner of Police, Roy Henry (right) congratulate two of the more outstanding Good Citizens at the presentation held on July 22nd.

Who to Contact 聯絡名單

Director
執行董事

Personal Assistant to Director

執行董事私人助理

Assistant Director — Administration

助理董事——行政部

Assistant Director — Industry

助理董事——工業部

Assistant Director — Trade

助理董事——貿易部

Social Secretary

聯誼秘書

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Louise L.W. Wong

黃麗華

5-237177 Ext. 30

Harry Garlick

葛立科

5-237177 Ext. 41

Cecilia Y.T. Fung

馮若婷

5-237177 Ext. 23

T.L. Tsim

詹德隆

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F.M. Castro

賈仕道

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Manager — Eastern Areas (America, Asia, Australiasia)

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副經理

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Senior Clerk

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Charlotte Y.C. Chow

周玉珍

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INDUSTRY 工業部

Information & Records 工業資料

Assistant Manager

副經理

Alexander W.C. Au

區永祥

5-237177 Ext. 39

Industrial Promotion 工業促進

Assistant Manager

副經理

Sidney T.C. Fung

馮棟澤

5-237177 Ext. 22

Certification 簽證

Manager

經理

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王恭甫

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Assistant Manger (Kln. Branch Office)

副經理(九龍辦事處)

Mari H.P. Cheng

鄭慶波

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Assistant Manager

副經理

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楊振榮

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Assistant Manager

副經理

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行政主任

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鄭小明

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行政主任(英文)

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譚國榮

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Executive (Chinese Language)

行政主任(中文)

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Executive Officer

行政主任

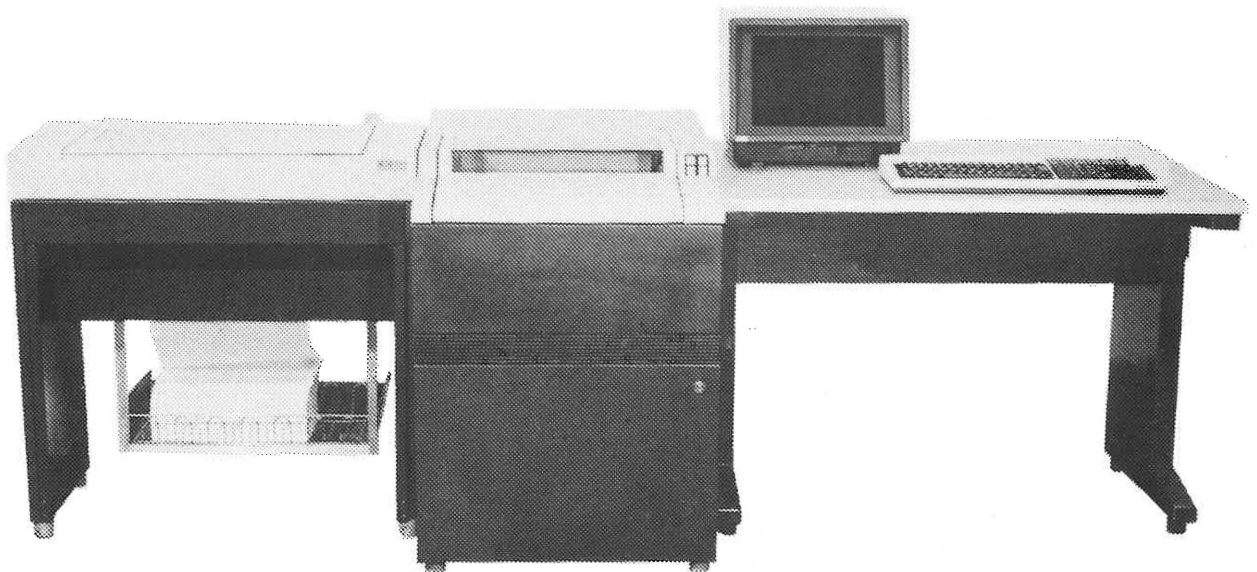
Estella K.C. Chan

陳桂珍

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**To all Senior Executives
and Financial Controllers:
We sympathise! Nowadays to be in control
you need a mind like
a computer,**

TRY OURS!



**Z F NIXDORF
COMPUTER**

代議制需要組織



古語有云：團結就是力量。從古至今，人們都是互相聯合起來維護及促進他們的利益。團體力量愈大，發言就愈具影响力。至少理論上就是如此。

但在實踐中，任何團體都必先要有英明領導及得當管理，才可望使有關方面聽取團體的意見。團體意見能否充份代表個別團員的觀點，一般需視乎該團體的工作制度及所提意見的力量而定。

本會是香港規模最大和歷史最久的私人工商機構。在代表全體會員利益方面，相信本會已博得持論中庸及責任感的崇高聲譽。但持論中庸有時會引起誤會，使人以為本會是個代表政府利益的官方機構，因而對當局政策未敢置評。

雖然我個人對“官方代表”的稱號頗為自覺，但我認為目前這種看法已有改觀。同時擔任政府諮詢、顧問、評議會及本會決策委員會的工商界領袖，對他們有份參與制訂的港府建議表示協助支持是很自然的事。以我個人來說，效忠於謁誠服務的工作制度就是我的志願。

本人及屬下各職員經常處理很多關於政府制度或服務不完善的會員投訴。投訴中有些是合理的，經研審後，本會會將會員意見呈達港府有關方面。本會所提意見一般都能產生影响作用。同樣地，本會專業委員會亦會就審議中的政府政策、措施及建議進行考慮及提意見。

這是本會工作最具建設性及有代價的一面。我個人認為，只當存有其他可供選擇的建設性辦法時，投訴才可算是真正合理。在這種情況下，投訴應提供適當的改善做法。本會各委員會極少會對問題持破壞性或完全反面的看法。

鑒於很多會員對本會工作範圍及各種服務都未有全面的認識，因此，今期「工商月刊」特以本會為主題，詳述本會政策宗旨、諮詢及執行方面的職務、工作綱要、為香港工商界奮力爭取的若干利益及本會與港外工商界之聯絡關係。本人很高興能為本會過去四五年間的發展作一份貢獻。在來年間，本人深信這項發展及本會對香港經濟社會的實際貢獻將會繼續擴展。



本會會員組成

允信公司總裁史允信表示：「我覺得香港總商會的服務十分有用，它是使本人與香港商事保持聯繫及提供貢獻的唯一媒介。」

允信公司是本會會員之一，而其若干客戶如滙豐銀行、中華電力及香港電話有限公司等亦同屬本會會員。史氏雖不是本會的代表性會員，但他的意見卻足以反映一般會員對本會的看法。

在一八六一年成立之時，本會只有六十二個會員，今日的會員總數幾達二千三百個。本會會員組成極具多元性及國際性——其中大多數為本港華人商行，此外，還包括英國、美國、日本、印度、澳洲及歐洲等各大公司。

本會會員中，約有百分之六十為貿易行，百分之三十為工業廠商，其餘則為商業、金融服務、運輸或專業公司。商業服務會員包括銀行、保險、代理經紀、出版印刷公司及公關諮詢服務公司。運輸業的會員主要為航空及船務公司，而專業會員則包括律師、會計師、工程師及承建商等。此外，大多數公用事業公司亦為本會會員。

近年來，本會會員總數續增清楚顯示出：認識本會優良服務及影響力的工商界人士越來越多。會員加入本會的理由各有

不同，通常是按他們對本會服務的需要，及我們一般可以提供的集體利益保護而定。據去年展開的一項會員意見調查指出，本會各項服務的相對效用性依大小次序排列為：簽證服務，提供貿易資料、貿易諮詢及工業資料，組織貿易團及商業仲裁服務。

其他商行加入本會是為了對香港工商界作出貢獻，因此，他們通常積極參與本會活動。大多數公司都認識到「團結是力量」這句格言的真理。

一位出口商表示：「我們加入香港總商會是因為我們自視為香港出口商業界的一份子。所以，我們極願意出力，參與總商會貿易分區委員會的工作。」

專業人士如工程師及銀行家又為何加入本會呢？特拉富公司（一間工程公司）副總裁薛麟先生表示，該公司意欲參加香港總商會的活動，發展與鄰近地區（包括中國）之商務關係。他續稱：「基本上來說，在維持及增進貿易聯繫方面，總商會的工作甚有幫助。」

亨寶財務有限公司董事經理路易斯先生稱：「我希望透過香港總商會，能對本港對外貿易有更深刻的了解，增進對各國經濟現狀的認識及拓展新生意機會。作為一間商人銀行，很多人都會向我們徵詢關

於在港開設公司一類問題的資料。身為總商會會員，相信我們必能與工商界取得更密切聯繫和知道更多的工商消息。

本會為會員提供的服務範圍極廣。為適應會員需求及香港經濟之轉變，本會更不斷謀求改進，使服務盡善盡美。簡括而言，本會服務包括組織貿易促進團、處理貿易諮詢、簽發產地來源証、仲裁貿易糾紛、及透過刊物出版提供各方面經濟行情。

去年舉行的會員意見調查結果顯示，本會服務深得會員贊同：「香港貿易統計資料對我們十分有用」（新興行船務有限公司），「工商月刊專題特寫報導詳盡，極有參考價值」（經濟採購服務公司）。

以上意見只是會員加入本會的其中一些理由，此外尚有其他很多的原因。概言之，這些理由代表了本會的服務宗旨——「促進及維護香港工商貿易，考慮所有涉及工商貿易的問題，改進、支持或反對當局之工商法例或措施……」

在會員的參與及支持下，本會盡力履行職務，達到崇高目標；但本會並未因此感到自滿，我們將繼續改進及擴充服務，以適應因經濟變化而呈現的新需求。

委員會羣策羣力 對會務貢獻尤大

本會委員會制度乃會務推行的一個基本要素。事實上，本會結構就是由全職執行部及一系列的委員會組成。委員會制度是讓會員有機會發表個別意見的民主途徑，同時，亦是本會向會員提供或徵詢有關工商問題觀點的方法。委員會選舉是維繫本會與會員之最佳制度——讓會員自由發表意見，經研究後再進而向有關當局提交意見書及採取實際行動。

本會只在遇有實際工作需要時，才成立委員會；並且只有在有相當重要事情需要討論時，才召開會議。本會不時調整內部組織，將委員會解散、進行改組或增設新委會，以適應商業環境的轉變。舉例而言，中國貿易委員會最近已經過改組提升，並獲擴展職務範圍。

除理事會外，委員會全部都屬於諮詢性質。它們不能自主採取行動或動用本會基金。理事會乃釐訂本會政策及掌管本會經費之高層管理組織，該會雖有權漠視屬下委員會的意見，但事實上，委員會所提

意見一般都獲接納，（有時是經修訂後才接納）。

本會委員會可分為兩類——常務及特別委員會。特別委員會的成立並不多，因為它們只是針對某一特別問題而設，任務一旦完成後就會隨即解散。最近成立之商業說明法案特別委員會就是其中一例。好市民獎計劃籌款委員會的性質雖然特殊，但仍可視為本會特別委員會之一。

特別委員會之功能輔助廿三個常務委員會的工作進行。其組織及職權範圍之製訂是以適合本會會務為基礎。

由於委員會工作性質各有不同，有些會比其他顯得較為活躍。舉例而言，「新來港外藉人士瞭解香港課程」諮詢委員會，每年只集會兩次，對一年兩度舉行之課程進行檢討。較活躍的委員會平均每六至八星期集會一次。除理事會及諮議會定期集會外，其他各委會均沒有預定集會程序，只在遇有需要之時才召會。這樣可避免浪費會員的寶貴時間。

委員會之體制是以配合本會貿易、工業及行政三個部門之組織為依據。國際貿易、工業事務及民政事務委員會就是分屬貿易、工業及行政三個部門之高級委員會。中國委員會最近已加入成為這個高級委員會之一。理論上，各部附屬委員會應向有關之高級委員會匯報，但實際的簡化做法是由個別委員會直接向理事會匯報。而且，附屬或專門委員會主席通常亦獲任命為高級委員會成員，以使工作能保持連續性。

怎樣可以成為本會委員會委員？服務精神及志願參與會務工作當然是個重要條件，此外，本會並無限定委員資格。凡認為本身資歷及經驗勝任委員會工作，而又自願提供服務之會員公司行政人員，本會都表示歡迎。鑒於組織過大的委員會通常只會減低辦事效率，本會常務委員會的成員一般不超過十二人，有的人數更少。

委員會主席人選有時是由理事會任命

<p>——任命法亦適用於三個高級委員會。由理事會成員出任屬下委員會主席職位的目的，是為着保持工作上之連貫性及委員會之間的聯絡。在另些情況下，委員會主席及副主席人選則是由成員選舉決定，（選舉法亦適用於理事會）。</p> <p>諮議會大概是本會委員會中最獨特的一個。該會乃於一九七一年成立；自那時起，理事會成員人數一直以十六名為限。一般認為在研審主要問題上，理事人數規定限制了可用的委員學識和經驗。因此，</p>	<p>諮議會的作用就是一個「上議院」式的高級諮詢委員會。</p> <p>理事會全體成員都是諮議會的當然委員，另外十個席位則邀請本港工商界領袖人士担任，任期三年。理事會主席及副主席亦分別出任諮議會之當然主席及副主席。</p> <p>本會一百八十個委員成為了會員的核心小組——使整體會務得以推行。每當涉及重要問題時，本會一般會廣泛徵求各委員的意見或批評，不論其專長是屬那一方</p>	<p>面。他們對週年大會及其他必遵正規手續的大力支持，實在無可估量。雖然委員的工作並不引人注目，但他們全心全意為會員利益工作，對本會會務作出了實際貢獻。</p> <p>全體委員都是義務為本會工作，以求達到「促進及維護香港的工商貿易」。因此，當你下次想及本會職員人數時，你應從二百五十的實際人數來考慮——其中四分之三是義務工作委員。</p>
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香港總商會委員會組織

釐訂政策 決策 執行部	理事會 諮詢會		
	主席：雷勵祖 副主席：紐壁堅 成員：十八位理事 成員：理事會當然委員及附加委員 執行董事：麥理覺		
高級諮詢委員會	國際貿易	民政事務	工業事務 中國
常務諮詢委員會	八個貿易分區委員會 北美洲 中南美洲 日、台、韓 南亞太區 西歐 東歐 非洲 阿拉伯地區 船務 仲裁	稅務 法律 新來港外籍 人士瞭解 香港課程	兩個工業委員會 ——紡織業 ——電子業 簽證 工業發展基金管理
提供服務	貿易部 助理董事：詹德隆	行政部 助理董事：葛立科	工業部 助理董事：馮若婷

尋找新出口業務——可試用本會服務

<p>本會提供的其中一項主要服務是協助會員拓展貿易機會，此項服務對中小型會員商行尤為重要——本會二千三百個會員中，約有一千六百個為中小型公司。因此，本會的貿易促進目標是每年籌辦八至十個海外貿促團，分訪世界各地，包括中南美洲、中東、非洲、歐洲及東南亞等國家。</p> <p>到各地訪問之貿易團為本港出口商帶來了可觀訂單，成交總額逾數千萬元。有些貿易團的成交量雖未算可觀，但對樹立及拓展雙邊貿易聯繫，它們卻有一定的重要性。</p> <p>每個貿易團都必須經過審慎計劃，並由有關的貿易分區委員會提供建議協助。貿易部兩位經理陳煥榮及梁紹輝按區域劃分，負責海外貿易促進團的籌組事宜。組織訪問團的籌備工作包括策劃、與各國駐</p>	<p>港領使館官員及商務專署職員進行商討、評估訪問國家的市場潛力，與各國工商機構直接聯絡，以確保本會貿易團抵達後，立即獲得當地工商界的熱烈良好反應。每個貿易團於結束訪問後，都會與外國買家繼續保持聯繫。</p> <p>以上組織安排對考察新市場尤為重要。中小型會員商行大都認為，由本會負責貿易團之籌組事宜，可給予它們更多時間推廣業務，無需受籌組事宜的煩擾和顧慮。</p> <p>據梁紹輝指出，拉丁美洲是個可供香港大展拳腳的市場，尤其是智利及阿根廷更特具拓展潛力——當地政府已撤消大多數入口限制及降低入口稅率。暢銷的港製產品包括時髦服裝、電器用品及玩具。</p> <p>本會在阿拉伯國家的貿易促進活動亦甚有成效，中東團的成交額一般可以一千</p>	<p>五百萬至二千萬元計算。過去十年間，本港對中東出口大增足以反映該市場具有龐大潛力。然而，陳煥榮指出：中東市場內的競爭已大為升級，香港現正面臨其他國家的競爭威脅。</p> <p>非洲是本會積極拓展的另一個潛力市場。據陳氏稱：尼日利亞政府最近雖施行進口限制措施，但當地工商界領袖表示，新政府有意放寬限制。一旦尼國撤消入口限制，它的市場體積會很大，預料訂單數目必會大增。去年，尼國在香港市場中佔了第十位，並為本港最大的非洲買家（擁有九千萬人口）。</p> <p>除拓展新市場外，本會亦有組商團訪問原有市場，發掘新貿易機會。三月間，本會主辦了一個推銷／採購團訪問歐洲。另外，本會又於四、五月間組團分別訪問巴布亞新畿內亞及韓國。貿易部現正為下</p>
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月舉行之「攜手邁進」柏林商展籌備香港代表團前往參展事宜。此外，該部亦正為九月份啓程的日本推銷團展開籌備工作。

一般而言，本會的宗旨是盡量與其他工商機構緊密協作，推行海外貿易促進活動；而聯組貿易團往往就是最恰當的辦法。這類聯合團的成績一般令人滿意。

另方面，本會經常接待訪港之外國貿易團，並盡可能向訪客提供協助。

貿易部屬下貿易諮詢科由副經理老元

泰主持，該科每月平均處理一千三百宗貿易諮詢，其中大部份是來自海外買家及賣家。然而，使用本會諮詢服務誠徵某類產品製造商的港商亦不少。在處理諮詢方面，該科職員是以選擇輪流方式致電聯絡會員商行。電詢後，該科會將有意接觸諮詢客戶的會員名單，供予諮詢者直接聯絡。此項「選擇性」制度深受外國公司的賞識。

除以「選擇性」方式處理較明確的諮

詢外，貿易諮詢科亦將其他商業諮詢刊於每月四次出版的「貿易諮詢」名冊——分「入口商」及「出口商」兩類。

貿易部其他工作包括仲裁貿易糾紛，及為有意申請商業旅行簽證的會員寫介紹書。

總括而言，貿易部的事務雖極繁忙，但其工作是卓有成效的。

引進科技 促進工業

為解決紡織品入口限制的長期性問題，及確保本港貿易在世界市場上之競爭優勢，香港必須繼續促進工業多元化及努力提高工業技術。港府除以特優條件為技術密集工業提供用地外，並策劃了全面性工業促進大計，以吸引外國高級工業來港投資。工商署制訂協調計策，使政府及私營機構合力參與工業促進活動。

在這方面，本會自一九七五年以來，一直與工商署及貿易發展局合作，致力在日本、美國及澳洲三個地區展開有系統組織的海外工業促進計劃。工業訪問團必需策劃周詳，並繼續與有意投資之外國廠商保持聯繫。經過多年努力，本會工業促進活動已漸見成效。同時，本會更為很多訪港的外國公司行政代表安排了個別訪問程序。

工業部由助理董事馮若婷主持，副經理馮棟澤及區永祥分別負責工業促進及諮詢方面的工作。馮君負責策劃及組織工業投資促進團，接待訪港外國公司代表，及為有意聯營生產計劃的港外廠商提供資料。區君備有本會工業會員的詳細資料紀錄。除答覆工業諮詢外，他亦與馮君聯合推廣海外投資的工作。近期，區君正在積極協助有意投資大陸的會員公司。總體而言，工業部與中國官方經濟機構維持了密切的工作關係，並曾數度組織考察團訪問北

京、天津及國內其他城市。

為資助本港及海外工業投資促進活動，工業部於一九七五年成立了工業發展基金。最近，該部再次為工業發展基金籌款，作為本會來年繼續推行工業促進活動的經費。預料再過數年，港府之海外工業投資促進計劃規模將有更大擴展，不再需要本會協助推展海外促進活動。

近年來，工業部每年都有組織海外促進團分訪日本、美國及澳洲，使工業會員有機會與外商洽談合資可能性。此外，工業部亦為訪港的外國工業投資考察團安排個別訪問程序。

在日本方面，本會曾與八十多間日本公司的董事會進行過討論。現時，已有數家日資公司在港開辦新業務、設立地區性辦事處或委任香港代理；這些皆使日本在香港工商業之影響力日漸提高。本會會員商行中，共有八十多個日本公司會員。

為着加強聯繫及協助日本當地商會機構，本會亦有為來港探討發展潛力的日本工業團，安排特別訪問程序。今年六月，本會與日本貿易振興會聯合舉辦了一個「日港技術轉移」研討會，共有二百多位工商界人士及大學生出席。研討會的主講者包括工業及海關總監杜華、香港生產力促進中心執行幹事胡禮智、渣打銀行總經理白朗及日本總合研究開發機構理事大塚茂

。他們一致認為在香港未來的發展中，日本技術會擔任重要角色。會上多名商界首腦講者亦確認，「科技轉移」對香港工業的發展和增長十分重要。

除日本外，本會亦在澳洲及美國積極推行工業促進活動。本會先後組織了兩個澳洲工業團，並為會員公司帶來了很多與外商合資發展業務的機會。在本會直接協助下，現時已有數家澳洲公司在港投資建廠。

美國方面，本會於兩年前委聘了香港美商會前任董事米尼克，擔任顧問及駐美代表。他在美國東北部展開的聯絡工作，給予本會莫大的幫助。此外，他提供個別美國公司對發展亞洲業務興趣的報告，更促使本會得與港商謀求進一步的探討。目前，一般美商對來港投資的興趣仍然濃厚。

執行董事麥理覺稱：「由於促進是個不斷發展的過程，因此，實不可能以某一階段來判斷促進活動的成效，尤其投資成績往往都可能與投資者的原意有出入，他又表示：「本會極願意繼續為本港整體工業促進計劃提供積極協助——本會擁有經驗豐富的職員，並得到各工作委員會的支持。」

本會與社會關係

「商會」一詞之釋義，可能會因人而異或因地域不同而出現區別。以歐洲大多數國家及若干阿拉伯國家為例，商會就相當於一個政府部門，法律規定出入口商必須成為會員。而美國小鎮的商會則是個極端不同類型的機構，它們的工作性質近似一種「服務社」，主要職務是促進社區計劃。

由於香港總商會的服務性質介乎上述兩者之間，因此可能會引起某些外國商會的誤解——以為彼此同屬一類機構，向本

會提出一些無關或無法處理的要求。

本會的會務並不限於工商業。在委員會及職員資力許可的範圍內，我們試圖為全港社會作出一份貢獻。會員會評稱本會在這方面的活動不夠積極，這個批評雖然屬實，但它並未考慮到本會會務的獨特性質和地位。

本會大概是以服務全港工商界為宗旨的唯一真正國際性組織。其他工商機構一般提供較專門性的服務，香港美國商會就是一個良好例証，它與美國工商界保持了

特別密切的關係。

由馬登担任主席的民政事務委員會，是本會專為研究本港民政事務而設。該會討論之事務範圍比一般委員會更為廣泛，行政助理董事葛立科（該會秘書）曾有此表示：凡不屬於其他委員會職權範圍的事務都可以納入該會的任務範疇。

民政事務委員會研審的典型事項包括教育、交通、環境、維護消費者利益、商業道德慣例、傳播媒介、衛生、社會福利及法紀等。

今年度直至現在為止，民政事務委員會共集會三次。禁毒專員利尚志應邀出席第一次會議，討論了香港的毒品問題；結果，本會加入協助禁毒計劃的宣傳工作。第二次會議集中研究公務員僱用條件的問題，有關的建議書經已提交予公務員薪俸及服務條件常務委員會。第三次會議的論題是交通白皮書；透過集會，我們向運輸處長提出了本會對白皮書建議的意見。下次集會將研審實行公制對香港之影響。

另有不少集會以外的工作是透過文件傳閱完成——向統計處提出有關編製各類消費物價指數的意見就是其中一例。民事委員會屬下一個小組委員會亦研審了商業說明法案。

法律及稅務兩個專業性委員會的工作亦非只集中於某特別一個行業，其討論事項範圍極廣，涉及本港工商各業。這兩個委員會的成員全部都是有資格的專業人士。稅務委員會主席是柯士邦，而法律委員會主席則是范培德。作為高度專業性委員會，法律與稅務委員會的開會次數較少。但每年在財政預算案發表時，稅務委員會都會對有關的稅務建議進行審慎檢討；此外，凡可能影響稅務的法例，該會亦會提高注意。

法律委員會的職責並非担任本會法律顧問，而是為會員服務，就現行或修訂法例對本港工商業之影響進行檢討，然後向本會提意見。防止賄賂條例是近年考慮的其中一個重要事項。

由於本會基金使用受到財務規章限制，因此除另立基金外，本會不能撥款贊助慈善或社團活動。目前，頒發獎學金予本港兩所大學、理工及工業學院學生（範圍只限於工商科目），經管特別救濟基金及好市民獎基金是本會以現金援助、貢獻社會的三個主要方面。特別救濟基金是為救助執勤時因公死傷之軍警人員或其遺屬而設的慈善基金。好市民獎基金計劃宗旨是向協助警方撲滅罪行有功市民頒贈好市民獎狀及現金獎勵。最近，本會特為該基金舉行籌款運動，目標為一百萬元。

最後，新來港外藉人士瞭解香港課程亦可說是一種社會服務，但服務對象只是一小部份的社會人士——新來港外藉工商界人士。此項為期三天的課程每年舉辦兩次，極受歡迎，學額經常供不應求。



好市民獎計劃是本會統籌的一項重要社會活動。好市民獎基金是於一九七三年撲滅罪行運動初期，在政府呼籲下，由工商界知名人士慷慨贊助而創設。鑒於基金款項大部份籌自工商業機構，港府遂請香港總商會主管此項基金。

本會一向與香港皇家警察隊合作，推行此一計劃。由於警方備有詳細的犯罪檔案紀錄，能證明事件是否符合得獎資格；因此，提選得獎人名單一向由他們負責。本會則負責評定個別獲提名應得之獎金額，及全權管理基金之財政（包括投資在內）。

好市民獎頒獎典禮是由本會與香港皇家警察隊聯合主辦，此外，亦得到民政署、新聞處、市政事務署及其他政府部門的協助安排。頒獎儀式通常是在公開大會上舉行，並加插精彩表演節目助慶。協助提供娛樂節目的包括麗的電視——並頒發金笛獎予其中幾位最傑出的好市民、香港電視廣播有限公司、香港電台及邵氏公司。著名人士如香港小姐亦不時獲邀請出席大會代表頒發好市民獎。本會曾在港九、新界舉行過多次公開頒獎大會，與各區社團組織如街坊會保持了密切聯繫。

自一九七三年迄今，好市民獎計劃已向六百多位好市民頒贈了獎勵。時至一九七八年底，基金款項已用至所餘無幾。繼本會與港府進行過商討後，民政司及警務處長皆認為這項有意義的獎勵計劃應維持下去，並建議本會為好市民獎基金展開籌款運動。

據此，一個由五十四位工商界知名人士組成的籌款委員會經於月前成立，並得到民政司李福述、警務處長韓義理及本會主席雷勵祖聯合贊助。籌款大會主席由本會理事及民政事務委員會主席馬登担任。

為推行籌款呼籲工作起見，一個執行小組委員會經已成立，由本會董事麥理覺担任主席，助理董事葛立科任統籌主任，委員包括民政司署、警察公共關係處及本會各代表。

好市民獎基金之籌措與頒發

籌款運動於六月二十日正式開始，各項活動包括新聞宣傳、鳴謝啟事、電視及電台宣傳、籌款運動開幕酒會及善款支票遞交儀式等。募捐運動展開不久，本會已知可望達到一百萬元的籌款目標。

運動期間，除致函向全體會員商行提出支持募捐的呼籲外，本會亦直接致函籲請社會知名人士及著名工商業機構支持此項義舉。以上呼籲再加上籌款委員會本身的努力，捐款數字遂陸續增加。

新聞界宣傳的作用是鼓勵市民響應捐款，同時亦提醒接獲呼籲函件的人士支持募捐。在刊登鳴謝啟事方面，籌款委員會獲得報界給予低廉收費優待。政府新聞處協助攝製宣傳短片及美術設計等工作，而電台及電視方面亦為籌款運動展開了廣泛宣傳。

若干籌款委員曾發表過公開呼籲。少年警訊會為響應好市民獎基金籌募，主辦了幸運大抽獎，名貴獎品由本會會員公司慷慨送贈。是次售賣獎券，共籌得十六多萬元。

本會原定計劃是在籌款運動展開的一個月內，達到一百萬元目標。於七月廿二日星期日假愛丁堡廣場舉行之公開頒獎典禮是籌款運動的高潮。當日，共有廿五位市民獲頒授好市民獎，大會娛樂表演節目由麗的電視及香港皇家警察隊聯合提供。

在頒獎大會上，籌款委員會主席馬登宣佈：各界認捐款項已逾九十萬元，目前，該會尚在期待其他熱心人士的捐款。

本刊脫稿時，籌款運動已達到一百萬元目標。然而，本會知道尚有些熱心人士因為出國及其他原因，未曾作出捐款。因此，籌款總額可能超過目標水平。

經過這次公開籌款，在未來數年間，好市民獎計劃將有足夠基金繼續向協助警方撲滅罪行有功的市民，頒贈好市民獎。這裏，本會必須衷心致謝各界熱心人士，同時，亦要同聲感謝籌款委員會各委員，大力支持此項義舉。

工業部工作簡介

中國委員會最近由貿易分區委員會晉升為一個與民政事務、國際貿易及工業事務地位相同的高級委員會，強調了本會在工業發展方面的工作。

促進活動如貿易及工業訪問團的消息一向廣受注意。促進工作的目的容易為人了解，本港廠商出國致力推廣香港工商業的概念，即使對工商界以外的人士來說亦具有吸引力。而另一方面，一般對「女工夜間工作」問題的反應，則可能只是一笑或者甚至毫不理解。然而，這卻是本會多年來考慮的其中一項勞工問題。

工業發展工作的宗旨是維護香港廠商的地位，確保他們維持高度適應能力，及在合理的最低限度干預（官方或其他方面）情況下經營。中國近期的經濟發展為本港工商業帶來了新展望。鑒於一般港商已體會到香港工業的未來發展會與中國工業建立更密切的關係，因此在這般意義上來說，工業發展與促進工作是互相關連着的。深圳的夏巴車廠是港商在大陸投資生產的其中一個先例。此外，數百間香港公司亦已與中國達成聯營或補償貿易協議，獲准在廣東省設廠生產。中華電力與廣東省當局簽署的能源供應合約是另一項主要的計劃。工業部現正加緊為有意探討與中國合作可能性的海外廠商，提供協助。

本會於七月十二日舉行了一個「中外合資經營企業法」研討會，中國銀行及中國官方機構法律顧問廖瑤珠女士應邀出席，向工商界人士闡釋及討論中國最近頒佈之外資法例。此外，由本會主辦之十六人考察團亦於七月中訪問了北京，探討在北京地區開辦聯營事業的機會。

雖然，本會與中國機構保持了密切工作關係，並且希望日後能進一步加強合作

；但香港工業始終是本會第一效忠的服務目標。因此，儘管在中國推行經濟現代化後，工業部的工作需求大為增加；但工業發展的基本工作仍是與香港工業狀況有關。

工業發展科的主要工作是檢討現行及建議中的各種工業法例。這個範圍極廣，環境保護、工業安全、研究勞工情況及工時等就是其中考慮的事項。近期研審的法案計有海水污染管制法案、女工有薪分娩假期、禁用動力機械及工業訓練徵稅等。其中有些的影響範圍較小，如動力機械的禁用法主要是對建築業造成影响。其他法例的影響範圍較廣泛，可能涉及工商各業——例如有薪分娩假期及訓練稅就是其中例証。

工業事務委員會是本會專門研究與工業有關事項之高級委員會。但工業事務如介入其他委員會的職權範圍，則可能需要舉行聯席會議才能決定本會對該問題的觀點。

這些審議的目的是確保當局在制訂工業法例時考慮到廠商的意見。譬如說，女工獲有薪分娩假期是社會理想中一種合乎需要的福利，相信甚少人會提出爭辯；但從廠家的觀點看，他們必須審慎估計一下成本及影響，尤其香港是個極需依賴女工勞動力的經濟社會。此外，就此項法例將香港與外國情況作一比較亦屬重要，因為我們可以由此鑒定：作為一個發展中社會，我們試圖實踐進步的途徑是否操之過急，超過了經濟的實際吸收能力。

除籌組委員會審議外，工業部職員在助理董事馮若婷主持下，亦與有關的政府部門（如勞工處）保持密切聯繫，商討各項工業問題。本會應邀委任代表出席港府

各有關諮詢委員會：勞工顧問委員會由王世榮代表出席，環境保護諮詢委員會由宋常康代表出席。透過委任代表制度，本會遂能向港府正式提供意見。

鑒於香港經濟尤需要依賴小型工業廠商，本會亦體會到這些小型工業有它們的特別問題，及需要特別的照顧。在這方面，香港的特殊狀況使工地供應成為了一個嚴重的問題。本會經常與工業邨公司及其他有關機構保持密切聯繫，並盡量協助廠商申請到工業地盤。

本會經常接獲本港（會員及非會員）及外國公司提出各項工業諮詢。由區永祥負責之工業資料科備有本會各工業會員及香港工業的一般資料。這些資料不單只有助於答覆諮詢，還可在聯營計劃方面協助投資者物色適當合夥人，及協助廠商尋求新供應來源。

本會執行董事麥理覺是英國工業聯會之香港代表，他所擔任的職責是向英國方面匯報香港工業的發展狀況——間接使香港工業得到英國工業聯會的協助促進。英國工業聯會獎學金計劃每年都頒發留英獎學金，使香港年青工程人材有機會赴英接受各項工程之最佳實習訓練。本會負責為英國工業聯會獎學金安排本港提名遴選事宜。現時，此項工作是由本會聯誼秘書賈仕道負責。

本會執行董事亦為日本勞工協會之香港代表，這使本會與該會及其他日本工商機構間保持了良好的工作關係。

總括而言，工業部處理的事務範圍極廣，而且，相信本會已頗能代表工業會員的利益。

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受忽略的入口商

由於香港必須依賴出口生存，政府及私營機構皆致力於促進本港出口業務。舉例而言，貿易團出國訪問目的一般旨在推銷港貨，而不着重採購外國產品。香港時裝節及玩具禮品展覽等貿易促進活動，亦是專為本港出口商而舉辦的。

本港經濟報刊所載導的消息大都偏重出口銷量方面。入口商有時會感到當局給予他們的支持較少。只當重要原料供應出現短缺時，有關方面才會注意到入口商需要協助及支持。

但事實上，香港入口總值卻一向超過出口總值；而且，今日出現的貿易赤字尤

為龐大。七七與七八年比較，本港整體貿易額增加了百分之廿五；總體增長大部份來自入口貿易（增加近百分之三十）。一九七八年入口總值為六百三十億五千六百萬元，較七七年增加百分之廿九點五；其中以來自中國、日本及美國之入口增長佔多數。輸港的主要產品包括糧食、燃料、消費品、原料、半製成品及資本財貨。日本仍為香港之最大供應國，其次是中國，跟着的是美國、台灣、新加坡及英國。以上各國之入口佔去本港總入口貿易的百分之六十八。雖然，依賴幾個供應國未必會造成不利，但入口商亦應注意其他供應市場的採購

機會。

鑒於入口業務對香港的重要性，本會特為入口會員商行提供了各種有用的服務，並接待海外推銷團及協助外商在港物色代理。如自一九七七年，本會曾數度組織採購團前往英國及韓國，訪問的主要目的是聯絡新供應商及訂購新產品。這些採購團與新供應商達成了大宗交易。

本會盡量為出入口商會員提供均衡的服務。最近的一次統計結果顯示，在二千三百會員當中，超過半數（共一千二百個）為入口商。很多入口商當然亦經營製造及出口業務。

本會無意促進貿易赤字，但同時我們亦不可忘記：香港所有工業原料、大多數工業機械儀器，甚至半製成品都必須依賴進口。糧食亦為一個主要入口項目。

我們應該鼓勵和協助入口商索取競爭性價格，及探出最有效的供應來源。事實上，為入口商提供的服務應以削減（非擴大）貿易差距為宗旨。

鑒於資本財貨及高質消費品的需求增加，為入口商而設的輔助服務更日形需要。

七九年二月，本會組織了一個採購／推銷團訪問巴布亞新畿內亞，目的旨在考察當地市場潛力。韓國採購團的對象則是塑膠原料、電子部件、體育用品、成衣、寫字樓用品、糧食及化學品的供應商。

今年三月，本會首次組織了一個採購／推銷團訪問希臘、奧地利、南斯拉夫及西班牙。該團採購了總值達一千三百萬元的貨品，其中包括皮具、洋酒、運動裝、成衣及雜項物品。本會計劃在八〇年再次組團訪問上述歐洲國家。

另方面，本會亦接待各國海外推銷團。最近訪港的計有來自英國、法國、西班牙、希臘、日本、澳洲及新西蘭等國家的商團。除與團員會晤外，本會亦安排其與有意接觸新供應商的會員聯絡。

貿易諮詢科每天皆接獲不少外國出口商的貿易諮詢。去年，該科共處理了一萬七千多宗諮詢，其中約有百分之三十是關於外國貨輸港的入口諮詢。本會「貿易諮詢」名冊分為出口商及入口商兩類。

鑒於近期中國的經濟發展，預料本港入口商向國內訂購的貨品將有可觀增長。以價值言，中國是香港的第二大供應國。去年，中國輸港的貨品總值為廿四億六千八百萬元，較七七年增加百分之三十一，進口貨主要包括紡織品、棉質纖維、糧食及蔬菜。雖然，港商對中國貿易的一般興趣是集中於聯營事業方面，但我們不應忘記：作為香港的主要供應國，中國的地位日形重要；水源、石油及食米就是其中三種基本供應品。

本會深知入口商界實力對經濟的重要性，因此本會將繼續提供服務，致力維持此一強勢。購買進口貨的入口商大可肯定市場是可以競爭和不受限制的。

香港入口商至少在一方面是幸運的。香港的自由港口企業制度，使他們免受別國入口商所要面臨的進口稅、海關手續、外匯及政府管制等負擔。

本會資料服務

——隨時向閣下報告最新工商消息

對經商人士來說，相信沒有事情能比清楚認識本港及世界經濟情況更重要。商人不單只需要經濟行情資料，同時，亦需要有過去紀錄和未來展望——這就是所謂的經濟趨勢。

鑒於這些資料對工商界的需要，本會為會員提供了多方面的經濟行情、分析香港經濟狀況、評估海外市場、鑒定可能影響本港工商業之各項問題及轉變。

本會只有一少部份職員負責資料服務工作。鑒於必須定期編製及發表的資料衆多，資料處各職員的日常工作的十分繁忙。譚國榮及李源柔分別負責宣傳及中英新聞界之公關事宜，他們大部份時間從事編寫工作。曾子修主理出版印刷，包括內部印務組編印之刊物在內。李若棧負責美術製作。貿易統計科由冼少英負責，並由唐靜嫻助理。陳海倫除主管圖書室外，還協助行政部助理董事處理日常行政事務。資料服務是由行政部屬下新聞宣傳科、出版科及統計科聯合提供。

資料處設有一小型圖書室，藏有香港及世界各國工商業之各種參考書、文件卷宗、雜誌及行業指南等。圖書室參考書籍大部份供內部職員使用，因為會員商行通常可由其他規模較大的圖書館取得參考資料。

新聞宣傳科與本港新聞界保持密切聯繫，並經常透過他們向大眾及會員提供適當工商資料及評論。此外，本會亦藉着新聞稿、記者招待會、午餐會演講及專題研討會，向社會人士報導本會動態，及對影響香港社會之各項問題提出討論。

宣傳科亦答覆新聞界諮詢。新聞界如有意訪問本會行政人員，徵詢有關工商業的資料及意見，宣傳科會代為安排。本會執行董事及助理董事更經常應新聞界訪問而發表評論。在石油加價影響、通貨膨脹、中國新發展、入口限制、勞工問題及其他影響工商業的問題上，本會亦常代表工商界發言。

在出版方面，資料處除出版會刊「工商月刊」外，還編印本港對各主要貿易國家之每月貿易統計、「香港新聞」、「香港進展」及「香港每年整體貿易統計」。此外，資料處亦協助貿易及工業部印發給會員的定期通訊。

「工商月刊」撰寫的專文是以提供經濟資料及投合會員的一般興趣為宗旨，而非作為日常事務之通訊工具。新聞界經常引述及轉載「工商月刊」專題特寫。貿易及工業部更日益把「工商月刊」用作宣傳工具。

「香港新聞」文章多取材自「工商月刊」，是專為海外讀者編印之季訊。「香港進展」是香港經濟發展之統計分析，內容包括生活水準、工商業、金融、旅遊及公司消息等各方面的資料及評估。

資料處亦為海外商人出版了「香港簡介」及「在香港開業經營」一類的資料小冊。

除資料處本身外，貿易及工業部亦透過其定期通訊及特別通告，向會員提供專門性的工商活動消息。

貿易部定期印發之「工商活動簡介」，介紹在港訪問之外國貿易團或商人，及其聯絡地址電話。此外，「工商活動簡介」亦提供很多其他貿易機會消息，及港商一般關注的資料行情。

工業部定期出版之「工業投資良機」，向工業會員報告本會促進工作之成績，投資機會及訪港之外國投資人士。外國公司如有意與本港廠商合資建廠，本會將透過定期通訊邀請適當會員廠商與其接洽。

統計科除編印本港每月整體貿易統計，及資料詳盡之每年「香港對外貿易統計」手冊外，亦備有本港與八十多個貿易國家的詳細貿易資料及有關香港經濟社會的其他補充統計資料。該科每月平均處理四十宗統計諮詢。

因此，透過各種刊物定期出版，本會試圖向會員隨時報導各項有關事務之最新資料。

簽證服務

本會約有三分一職員及四分一資源（包括寫字樓面積）是專注於工業部的簽證處工作。該處每月簽發之各類產地來源証數目平均約達一萬一千份。每份簽證一般都附有商業發票證明，本會並簽署商業發票及其他商業文件。此外，簽證處亦為攜帶樣辦或展品出國旅行之會員簽發臨時入口免稅特許証。簽證是本會一項主要的收入來源（使會費維持於國際水準之較低水平），但同時，它亦是對二千三百個會員的一項必需服務。

香港獲關稅及貿易總協定會員國授予最惠國關稅的權利。但對於要求取以最惠國稅率入口之貨物，這些國家大都堅持必須持有香港認可機構簽發之香港貨物產地來源証，方可入境。鑒於香港之自由港口地位，這些國家規定入口貨必簽有信譽良好的文件證明實不足為奇。從香港的觀點看，入口國規定要有可靠的產地來源証亦是可喜的；它為香港提供了良好的保證，使本港可在友好協議的原則下，繼續取得進入主要市場的權利。

六十年代，隨着香港出口貿易增加，本會簽證服務亦迅速擴展。同時，本會歷年來簽發之產地來源証，一向享有良好的信譽，以謹嚴準確見稱。

非政府機構之產地來源証簽發權全由港府決定。舉例而言，本會並無權簽發運往美國及歐洲共市國家之普及特惠制產地來源証（表格A）。由於美國及歐洲共市國家堅持入口貨必須持有政府簽發之產地來源証，因此，只有港府工商署才可簽發這種表格A證件。本會希望日後此項規定會作更改，因為若干其他國家現已接受由本會簽發之表格A產地來源証。

大體而言，本會處理簽發之產地來源証是與香港出口增長互相聯繫。在六十年代末／七十年代初期，本會處理簽發之產地來源証約佔全港簽證量百分之四十左右。期間，普及特惠制簽證之範圍日益擴大。由於本會只獲准簽發運往少數地區之普及特惠制貨物產地來源証；因此，本會簽證之「市場佔有率」逐漸下降至現時之百分之三十五，有時比率甚至低過此一水平。港府是全港最大之簽證機關（佔百分四十五），而本會則仍維持最大私人認可簽證機構之地位。

本會承認部份會員入會之基本原因是為了享有會員特價簽證優待。它們通常是較小型的公司，並可較容易地就簽證服務需求分析入會所得之相對成本利益。基於此因，會費增加難免會導致若干會員退會

，因為加會費可能抵銷了它們由特價簽證所獲得之利益。所以，在提出增加會費建議時，本會必須審慎考慮到這個因素。

本會簽發之各種產地來源証均遵循港府之統一簽證標準。簽證檢查科職員對申請簽證之貨物保持高比例之檢查工作。

本會簽發五種產地來源証：香港製造貨物產地來源証；運往日本、瑞士及加拿大普及特惠制貨物產地來源証（表格A），及簽署紐西蘭普及特惠制產地來源証；香港加工貨物產地來源証；香港轉口貨物產地來源証；不過境或轉載貨物產地來源証。

本會是臨時入口免稅特許証之香港獨家簽發機構，此種證件可為攜帶樣辦或展品出外旅行之商人大大簡化海關手續。本會簽證處並簽署商業發票及其他商業文件，諸如輪船載貨單、保險證明書及製造商發票等。

本會簽證服務既為會員商行也為非會員商行提供。但會員商行可獲特價優待。

為方便會員商行，本會簽證處在九龍旺角設有分處，辦理產地來源証簽發事宜。

其他服務

會員大都知道本會促進及發展工商業的服務，但本會其他方面的服務則未廣受注意，因為只有少部份會員對這些服務感興趣。

「新來港外藉人士瞭解香港課程」就是其中一個典型例子。這是為新來港外藉人士特設瞭解香港之課程，重點介紹香港市民之居住、工作及教育情況。本會邀請工商界、兩所大學、政府、英軍、新聞界及宗教界傑出代表前來講課。此外，參觀工廠、屋邨及專題講述中西文化差異，已成為課程的代表性部份。課程自開辦以來，一直深受歡迎，學額供不應求。自一九七三年迄今，已有六百多位行政人員在課程就讀畢業。

商業仲裁是貿易部的工作之一。如遇會員商行相互之間或與外國公司之間發生商事投訴或爭執，本會則充任調停人，協助爭執雙方達成協議。倘雙方未能協議，本會就只有請當事人按法律訴訟途徑解決，或建議採用本會的仲裁服務。本會是聯合國亞太區經濟及社會委員會指定之香港商業仲裁聯絡員，本會的基本工作是委任仲裁員。本會執行的訴訟程序沒有法庭上

的那般拘謹，雙方可以作証或委聘法律顧問。本會之仲裁委員會，是提供專業指導及推薦委任仲裁員的專門性委員會。去年，本會聆聽了幾宗仲裁案。

貿易協進是本會另一項非廣受注目的工作範圍。近年來，本會前副執行董事戈銳非斯大部份時間就是擔當這方面的工作。貿易協進主要涉及國際貿易程序（包括貿易文件）的簡化和改進，因此，這項工作需要全港工商界的共同合作。由港府工商署主辦的貿易協進委員會，成員包括了本港主要工商機構。

鑒於貿易協進是一項國際性工作，負責的香港代表經常需要出國訪問，保持本港與國際間的工作聯繫。國際貿易協進工作是在國際商會及多個專門組織的協調下進行。貿易協進委員會曾舉行過多次講座及座談會，論述貿易程序簡化的問題。

本會另一項性質完全不同的服務，是放映有聲幻燈片「萬丈高樓，平地而起」。這套十五分鐘短片的內容是介紹香港概況及工商業發展。由於放映儀器不便攜帶，幻燈片通常是在本會會議室內放映。觀眾人數多少無拘，會員商行可隨時預約後

，陪同來賓前來觀看。除訪港外國商人外，本會曾為不少外交家、教育家、記者、學生、政府官員等安排過幻燈放映。本會還備有日語配音聲帶。

此外，本會尚有其他很多非經常性或專門性服務。例如本會定期為學習中文之外籍人士舉行粵語及國語考試。「香港日記」是本會出版的刊物之一。自六年前首版以來，「香港日記」大受各方讚譽歡迎；它是專為本港工商界人士，及海外對港貿易商人而設計編印之檯面日記簿。本會編印之聖誕咭亦廣受歡迎，每年銷量平均超過三萬張。除中國委員會組織之工作團外，本會亦與中國旅行社合作，主辦觀光團訪問中國。在本會委員會週年晚餐會中，港督曾多次應邀出席，並藉此機會發表重要政策性演詞。本會還經常舉行業務午餐會，邀請工商界知名人士出席主講，讓會員有機會聆聽專家們的演講。

本會之能夠向港府及私人機構提供廣泛性協助，全賴參與香港工商經濟事務及與會員保持聯繫。嚴格來說，本會的服務範圍並不限於「促進及維護香港工商貿易」的目標。

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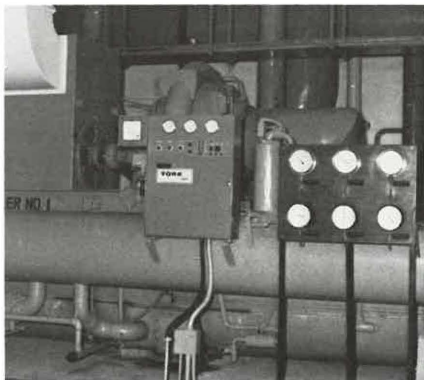
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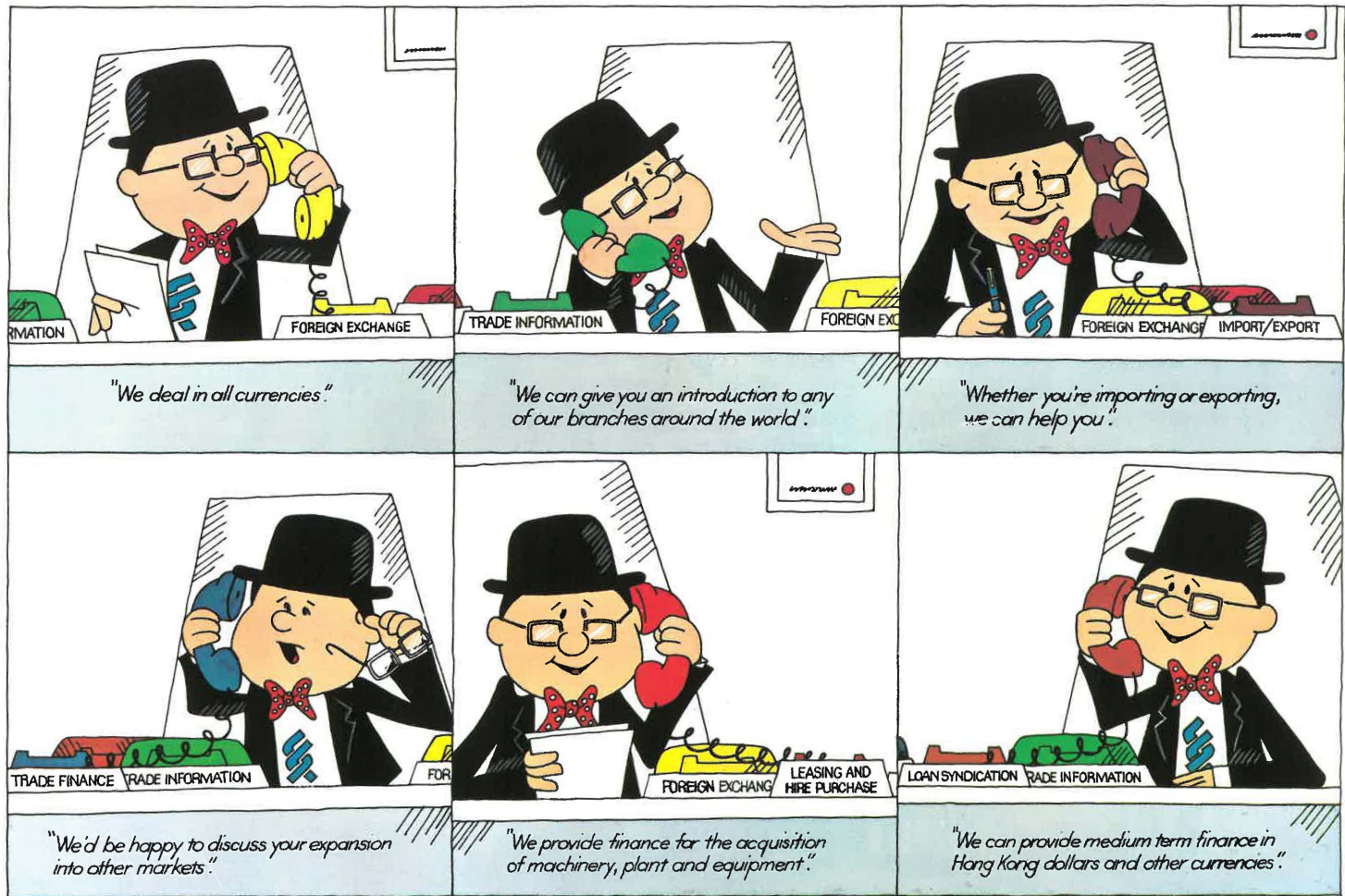
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