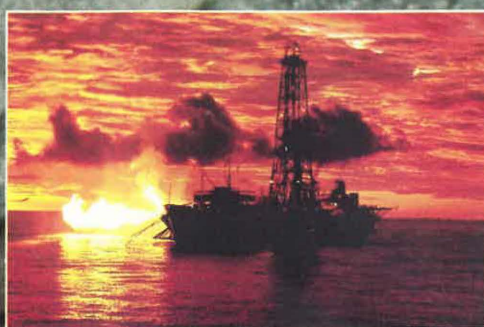


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The Chamber in Action

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

Finance

We await with interest the report on the Chamber's financial position at the end of 1982 shortly to be prepared by our Treasurers for our Annual Report. Despite increasing membership throughout the year to reach another record level of 2,992 at the end of December, we were running slightly behind the clock with our income/expenditure balance for most of the year. It is an interesting challenge to try to maintain our financial viability in an atmosphere of increasing costs and recessionary concern. We have tried to maintain our quite extensive services to members, introduce new services and modify others also to expand our utilisation of the computerised information now increasingly available to us through our data bank which grows daily.

Membership

At the time of writing this report we have received 1983 fees for 53.10% of our membership whilst 2.22% have resigned. This is a relatively higher drop out rate than last year no doubt reflecting one effect of recession. I am keen to record our 3,000th member during 1983 and plan to have a little memento presented to the company. During the recruitment campaign which we entered into in November, 58 new members joined the Chamber and this will have a very good effect on the overall membership picture for 1983.

Chamber Mission to Britain

We now have a firm itinerary for the small V.I.P. Mission which will visit Britain during the week beginning 7th

March. The programme of working seminars, meetings, functions and media contacts will be quite hectic. With good planning and the high quality of the cooperation we are receiving from the various organisations involved in Britain, we shall no doubt be able to speak to representatives of many British companies interested in Hong Kong. The four member mission group will be assisted in London by Sir Jack Cater and his staff. Seminars and media interviews will be held in London, Birmingham, Newcastle and Glasgow with a final dinner in Edinburgh to meet members of the Scottish Council. The Chamber has had close and cordial working relationships for many years with the British Chambers and other British organisations now assisting the Mission. Our fundamental purpose, of course, is to contribute to the continual development of two way trade and investment between Hong Kong and Britain in the most practical ways. The Chamber is ideally placed for this role.

Committee Structure

The General Committee agreed to disband the Accommodation Committee and the Certification Committee both having outlived their usefulness. It was also agreed that two Ad Hoc Committees should be made Standing Committees of the Chamber. One of these provides advice and information to the Government on private sector salaries and conditions of employment and the other deals with trading standards, again providing advice to appropriate Government authorities.

Home Affairs

Following a meeting of the Home Affairs Committee with the Secretary General of UMELCO, Maurice Sargent, at which the subject was discussed, I made a written submission on behalf

of the Home Affairs Committee to Mr. Sargent suggesting several ways by which communication, dialogue and understanding between the public and private sectors might be improved, with special regard to the legislative process. We have also asked Government to consider extending the principle of nominated representation on important Government Boards and Councils.

The Chamber has received encouraging replies from the Secretary of State for Foreign and Commonwealth Affairs, Mr. Francis Pym, and the Secretary of State for Education and Science, Sir Keith Joseph, following a submission to them by the Home Affairs Committee of the Chamber on the vexed question of fees for Hong Kong students in Britain. Both replies recognise the special position of Hong Kong and appear to hold out some hope of an early decision by the British authorities which we hope will improve the present position for Hong Kong students on fees.

China.

The China Committee met to consider, *inter alia*, the proposed Chamber mission which will visit four cities in China in March. Cecilia Fung, Assistant Director, and Alexander Au, Assistant Manager, went to Beijing and other cities to discuss detailed arrangements for the 20 member mission. As a result, some changes in the originally proposed itinerary may be made. The Chinese authorities promised every support for the mission.

Purchase of Chamber Premises

The small Chamber Premises Committee under the chairmanship of Nigel Rigg met again during the month to consider the various options open to the Chamber in seeking to purchase permanent premises within the financial means of the Chamber. The Com-

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The Chamber in Action

mittee paid particular attention to the need to ensure that such premises would meet the functional and status requirements of the Chamber, providing adequate access for member companies to our facilities and services. Professional financial advice and assistance from property companies has been obtained. The Chamber's present tenancy in Swire House extends until 1986 and there is therefore no urgency about the present consideration of the various options. The Committee will also of course consider the alternative possibility of remaining in our present high quality rented premises.

Annual General Meeting

The attention of members is drawn again to the Annual General Meeting of the Chamber to be held at the Mandarin Hotel from 5.30 p.m. on Monday, 25th April. Would members please make a note in their diaries. I hope we shall have a large attendance by member companies at this pleasant event.

Annual Committee Members' Dinner

Again we shall have a full house of committee members and guests at the Annual Dinner to be held at the Mandarin Hotel on Friday, 21st January. H.E. the Governor will be the principal guest of honour. An introductory speech from John Marden as Chairman and an address by His

Excellency will be listened to with great interest.

Missions

Africa

A joint Chamber/TDC trade mission returned to Hong Kong in early December after a three-week tour of three West African countries and Las Palmas. Firm orders worth \$17 million were negotiated and immediate follow up business valued at \$19 million is under discussion.

Middle East

Fourteen companies will take part in a Chamber/TDC trade mission which will visit several countries in the Gulf area in March. The group will visit Bahrain, Muscat, Dammam and Riyadh.

Europe

A number of applications have been received for the Chamber's buying and selling mission to four West European countries in May. The mission will visit Munich, Stuttgart, Zurich, Barcelona and London.

Two Way Industrial Investment

Industrialists' Mission to the U.S.

Member companies of the Chamber were advised of the organisation of an industrialists' mission which is due to visit U.S.A. during 21st to 25th February 1983. The Mission is spon-

sored by the Industry Department of the Government which will coordinate a programme of visits in the U.S. for Hong Kong companies interested in securing joint venture partnership by U.S. companies in electronic industry projects in Hong Kong.

Industrial Investment Opportunities in North of England

The Industry Division continued to assist Mr. Chris Fraser, Industrial Development Adviser to the North of England Development Council, when he visited Hong Kong during the month to meet with senior executives of several Hong Kong companies interested in investment opportunities in the northeast area of England.

The Chamber cooperates with the N.E.D.C. to improve two way trade. The N.E.D.C. will directly assist the Chamber when its senior mission visits Newcastle in March.

Trade Enquiries and Complaints

It is interesting to record that during 1982, the Chamber handled nearly 16,000 trade enquiries, a substantial proportion of these being processed through our computer system. During the year, the Chamber received 297 trade complaints, 179 of which were against non members. Under established procedures, these non member complaints were sent to the Department of Trade. In regard to those against our own members, we have a relatively good record of success through mediation. □

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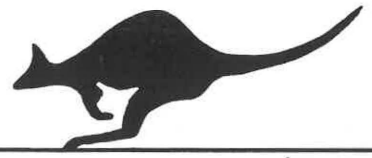
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Message from D.J. Horne, Commissioner for Australia, Hong Kong

As someone who has lived and worked in Hong Kong on three different occasions over the last 35 years, it gives me considerable pleasure to write a short message for the issue of your *Bulletin* appearing about the same time when Australia celebrates the 195th Anniversary of the first landing at Sydney Cove. During those 35 years I have watched with greatest interest the tremendous achievements of this tiny territory and its dedicated people; and I am delighted to be back here again as you all continue to add to those achievements.

Whilst it is true that the growing commercial, financial and investment ties between Australia and Hong Kong are the most visible, they by no means tell the whole story of a wide ranging and substantial relationship. In the public arena and in private, in the Government, the media, the professions and in sport, there are to be found Australians who make their contribution in their own way to the stability and prosperity of Hong Kong. I'm sure it's their hope, as it is mine, that these conditions will continue to exist in Hong Kong.

All too often we forget the more intangible aspects of a country's relations with another. Commerce may be the life blood of Hong Kong. The exchange of goods may be important to both Australia and Hong Kong. But there are other things.

The Australian community of about 8,000 men, women and children is growing. Young people of Hong Kong study in Australia; several hundred go down each year. Others go there to live and help to enrich the multi-cultural society now developing in Australia. People of both Australia and Hong Kong travel widely and freely in each other's territory. Exchanges take place in many and varied areas.

The understanding and friendship that have emerged from this considerable intercourse have a value of their own which cannot be fully measured. We learn from each other. As Australians living and working here have told me, it is certainly not a one-way street.

The comradeship that developed at the recent FESPIC Games and was so very real and the growing cultural links are evidence, if that were needed, of the importance of this broadening relationship. I am sure that it will continue.

May I in conclusion commend the Hong Kong General Chamber of Commerce for its efforts in promoting not only trade but better understanding between people.



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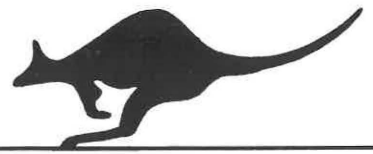
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Australia Now Hong Kong's Fastest Growing Supplier

by Ron Shaw
Australian Senior Trade Commissioner
Hong Kong

As 1983 draws to a close, much of the world, including Hong Kong and Australia is feeling the effects of the world economic down turn. In Australia's case, the ramifications have been quite severe resulting largely from depressed world prices and world demand for agricultural products and minerals, both of which are important export income earners.

However, all is not gloom and doom by any means; in fact when we look at Australia-Hong Kong trade the picture is quite encouraging — figures for the 12 months to June 1982 show a large increase over the previous year in Australia's exports to Hong Kong (an increase of 39.5%). Even more recent figures supplied by the Hong Kong General Chamber of Commerce show that for the 10 months ended October 1982 imports into Hong Kong from Australia showed the largest growth of any country (an increase of 14%), compared to the same period in 1981. At the same time Australia continues to provide a worthwhile and growing market for Hong Kong's manufacturers and exporters. In the same 10 month period to October 1982 Hong Kong's exports to Australia grew by 9% over the figure for the same period in 1981. Australia remains primarily a grower and exporter of primary products and foodstuffs, and an exporter of minerals, and as would be expected these items play a large and increasingly significant part in our exports to Hong Kong. Hong Kong residents will doubtless be aware of the variety of Australian food and beverages available, more particularly so as a result of regular promotions which the Australian Trade Commission has run with the leading supermarket chains in recent years.

And as Hong Kong expands and its demand for electricity grows, much of that demand will come from new

power stations whose turbines are driven by Australian coal. By the mid eighties coal could well be Australia's single most important export item to Hong Kong.

Hong Kong Trade with Australia

	(HK\$M)		% Change
	Jan-Oct '82	Jan-Oct '81	
Imports	1910	1669	+14
Domestic Exports	2350	2144	+10
Re-exports	562	519	+ 8
Total Exports	2912	2663	+ 9
Total Trade	4822	4332	+11

Australia enjoys a unique advantage located as it is on the edge of one of the world's fastest growing areas — South East Asia. And it is in Hong Kong, certainly one of the most buoyant economies found in South East Asia that these advantages manifest themselves in so many ways. For the Hong Kong businessman who imports virtually all of his requirements and then looks to overseas markets to sell his product, Australia is in close proximity and provides a price competitive source for an extremely wide range of products and services; additionally it represents a significant market of almost 14 million people with a high standard of living and the necessary purchasing power to buy his finished products.

The Office of the Australian Senior Trade Commissioner in Hong Kong has as its primary role the development of markets for Australian products in an expanding Hong Kong. Three Australian Trade Commissioners are backed by a competent team of local Chinese marketing officers, and between them provide the Hong Kong businessmen with expert advice on Australian pro-

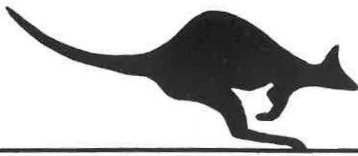
ducts suited to and available for this market.

Australian exporters are serious about winning an improved market share and visit Hong Kong often to gain first-hand knowledge of the market. My office regularly sees between 50-60 such business visitors monthly, many of them new to the market and anxious to appoint agents or negotiate direct sales for a wide variety of products and services.

Recent world currency trends have resulted in the Australian dollar being most attractively priced — a factor which has not gone unnoticed among buyers in Hong Kong and is partly responsible for the increase in Australian exports to Hong Kong so far this year.

There is a large Australian business community in Hong Kong and it continues to grow, albeit at a somewhat slower rate these last 18 months or so. A recently produced directory of Australian-based companies in Hong Kong listed a total of 122 such organisations. Australian companies are active across a wide range of activities including a variety of consultancy disciplines, banking, insurance and other service industries, as well as manufacturing and trading. Many Australian companies are using Hong Kong as a base to explore opportunities in the PRC and other nearby countries.

Together with Hong Kong, Australia is concerned at the mounting protectionist tendencies which are increasingly hampering the growth of world trade. At the recent GATT ministerial meeting the Australian Minister for Trade and Resources made clear Australia's continued commitment to the GATT and to the open multilateral trading system, expressing the view that all countries must work towards reducing trade barriers and policies which distort free trade. □



Australian Industrial Investment Covers Construction, Security, Optics and Containers

Australia's investment in industry in Hong Kong does not compare with American and Japanese participation during the past 20 years. Australia's own industrial development, like Hong Kong's, is comparatively young.

But as Australian technologically progressive companies have expanded and diversified, they have gone overseas with quality products and come to Hong Kong to find a subsidiary manufacturing base as well as a local or export market.

Today, Australia has more industrial investment in Hong Kong than any other Commonwealth country, except the United Kingdom. *The Bulletin* talked to a cross-section of five such companies.

Pioneer Concrete Services Ltd. began in Australia in 1949. Its first overseas operation was in Hong Kong in 1961. It has since expanded to the United Kingdom, Israel, Spain, Portugal, South Africa, the United States and Singapore.

The company diversified into the production of asphalt in 1965. It is now also in oil, coal, gold and uranium recovery and processing.

Pioneer is Hong Kong's most visible Australian company. It has about 250 concrete mixer trucks on the roads daily serving many of Hong Kong's construction sites with ready mixed concrete.

Norman J. Nolan, chief executive of the Pioneer Concrete Group of companies in Hong Kong, says when Pioneer first began in Hong Kong nobody used pre-mixed concrete. It was all mixed by hand on construction sites. Pre-mixed concrete took a long time to be accepted.

Pre-mixed began to take-off after the 1967 riots. Pioneer has since shared in the enormous development of the construction industry in the 'seventies. Now it is busier than it has ever been. Norman Nolan says the Group operates two quarries in Hong Kong at Shek-O and Anderson Road, Kwuntong. In December it opened a third quarry at Chung Hsin Chau, an island halfway between Hong Kong and Macau. With a capital of HK\$35 million this project is the biggest investment in China of any Australian company. The aggregate from there is all being shipped to Hong Kong to meet Pioneer's needs in serving the local construction industry. The

operation is the same as any other. Pioneer pays a royalty to China for the stone it exports. The project employs local Chinese labour.

Pioneer employs 600 people in Hong Kong and an additional 250-300 through sub-contractors. It is the biggest Australian operation in Hong Kong and one of the longest established.

Norman Nolan says the bulk of the pre-mixed concrete it supplies goes into private development projects. But a significant amount is being used in public sector building such as the Mass Transit Railway and Kai Tak Airport. It is currently being supplied for government buildings, the new Cultural Centre, the Magistracy on Harbour Road and for public housing. The biggest housing job Pioneer ever supplied, was the Mei Foo Sun Chuen development.

Pioneer's asphalt also went into Tuen Mun Highway and the Container Terminal. It is currently involved in sections of the road building programme in the New Territories.

The scale of Pioneer's operations in Hong Kong, Norman Nolan says, could be gauged from the 15 moveable concrete plants it operates to meet different construction needs. The 15 plants, he says, have over recent years occupied 44 different sites. The concrete operation was the most intense anywhere in the world for the size of area covered.

Wormald Engineering Services Ltd. at Hung Hom, is a wholly-owned subsidiary of an Australian company in fire protection and security controls that

has in recent years spread around the world. Randy R. Cheung is the local subsidiary managing director.

Randy is an Australian Chinese in his late 30s who is an architect by profession. He comes from the Melbourne seaside suburb of Hampton. He was educated in Melbourne at Hampton High School and the Royal Melbourne Institute of Technology.

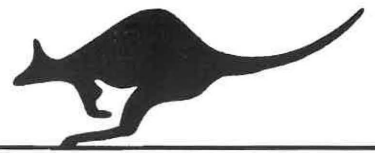
He says in Hong Kong Wormald does a lot of work for the power industry and oil terminals. It is one of the specialist contractors for the Mass Transit Railway.

It has security alarm systems in about 200 bank branches connected with Wormald's own central monitoring station. It markets safes and vaults manufactured in Melbourne.

In Hong Kong, Wormald manufactures fire alarm panels and fire resistant doors. The rest of its products it imports from Australia or from the Group companies in the United Kingdom and the United States. Wormald is operating in 86 countries.

Wormald established in Hong Kong in 1970. Randy Cheung says he has a close-knit staff of about 200, 10 of whom have completed 10 years with the company. Wormald does not employ sub-contractors. It does all its own installation so that it can control quality and testing.

In the three and a half years Randy Cheung has been in Hong Kong he says Wormald has secured several major contracts. These included the Prince of Wales Hospital at Shatin, the MTR Tsuen Wan depot, and both the power companies at Castle Peak and Lamma



Island.

Wormald also does business with private developers looking for quality and reliability, such as the Regal Meridien Hotel. It had recently signed contracts for the MTR Chaiwan Depot on the new Island line and the Hongkong and Shanghai Banking Corporation's new headquarters in Central.

Randy Cheung started with Wormald in 1966. He was sent to Singapore in 1975 as regional technical manager for Southeast Asia. In 1979 he was appointed general manager in Hong Kong with responsibilities covering Thailand, China and Taiwan.

Hanimex Corporation Limited is a world-wide Australian manufacturer and trader in photographic and electronics with assets of A\$110 million. The majority shareholders are Burns, Philp and Company Ltd.

Allan R. Hill, joint managing director of three Hanimex companies in Hong Kong, says the Hanimex factory at Kwun Tong manufactures lenses for slide projectors and cameras, condensing lenses and heat filters for slide projectors and electronic flash guns.

Hanimex also has a wholesale merchandising division in Austin Road. It makes only a small proportion of the products it sells.

The Corporation's other factories are in Sydney, making sophisticated photographic products, electrical goods and bicycles; in Cork, Southern Ireland, making slide projectors and overhead projectors; and Jackson, Michigan, making slide projectors and photographic products.

Mr. Hill says Hanimex's Hong Kong products are for world-wide consumption through the Corporation's network and by third parties. Everything is exported.

Hanimex is one of two or three Hong Kong companies making the same type of lenses. It is a labour intensive operation. It does not require much space but it does require skills.

Mr. Hill says the Hong Kong workers work as well as any in the world. Hong Kong has come a long way since Hanimex first began in Kwun Tong 17 years ago. It has always had manual skills. But since the establishment of the Polytechnic all the technical and engineering skills his company needs are in Hong Kong.

He says the Hong Kong company has always employed apprentices. It educated its own people. Now it is relatively easy to get skilled people.

Working conditions over the last 15 years have also improved. The old days of sweat shops have disappeared. Hanimex employs about 120 workers in Hong Kong. It provides a meal a day to all of them.

Mr. Hill describes Hong Kong people as among the hardest working in the world in his experience. He says they are resilient, able to adjust and change their type of work to fit the times.

He says business, in current global recession, is not very bright. But when things pick up Hong Kong is well placed for improvement. As opportunities arise Hong Kong people because of their capabilities are going to grab their share of market opportunities.

Australian National Industries Limited is a company with net reserves of A\$134 million and A\$154 million in shareholders funds. It merchandises and services motor vehicles, equipment hire, metals, engineering and construction and mining equipment hire, metals, engineering and construction and mining equipment.

In manufacturing, it is engaged in heavy engineering, metal forming and foundries. Internationally it has subsidiaries in the Philippines, the United States, Hong Kong, Malaysia, Singapore, New Zealand and South Africa.

In Hong Kong the **Container-Care Ltd.** Group repairs and stores shipping containers and distributes manufactured products. Bradken Consolidated Ltd. operates a trading and service subsidiary with a particular interest in offshore drilling safety equipment.

David Dee, general manager in Hong Kong of Container-Care Ltd., says the company is the major repairer of containers in Hong Kong, doing between 30,000-40,000 repair hours a month. In addition, it stores about 6,000 TEUs (20 ft. equivalent units).

He says the current shipping slump has given the company an opportunity to retrain staff and become a little leaner. It is looking forward to a pick-up in business in 1983-4 when it will have a new facility and be in a good position to service the Hong Kong shipping business.

Proposals to relieve congestion around the Kwai Chung container port pro-

vide for the relocation of Container-Care from its current two sites to one new site. When the land is available the new facility will consolidate Container-Care's repair work and its shipping and leasing repair businesses that are now separated.

The Container-Care Group has companies in San Francisco, Los Angeles and Houston, as well as in Hong Kong. It is computerising its entire operation, from invoicing and accounts, right through to yard control, repairs and documentation.

Mr. Dee says high land cost is a common problem to users of the port area. A modern central depot will help improve productivity and enable Container-Care to conform fully with international standards, quality control and with international coding. Container-Care employs 252 in Hong Kong.

Gerard Industries Pty. Ltd. with its head office in Adelaide, South Australia, is Australia's major manufacturer of electrical accessories under the brand name, Clipsal. Its Hong Kong subsidiary is Clipsal Asia Limited, at Kwai Chung. Ralph Chappell, the Hong Kong manager, says the company is engaged in assembling and marketing, not manufacture. The company jealously guards the quality and reputation of its Australian product.

Clipsal began its own operation here 2½ years ago and in Singapore two years before that; also a year ago in Malaysia.

Its products are being increasingly used in Hong Kong construction projects. Clipsal's fortunes vary, of course, with the state of the property market but has done very good business in Hong Kong.

Mr. Chappell says he finds the Hong Kong worker industrious and conscientious. They have more than met Clipsal's expectations.

He says he is the only non-Asian in the organisation and is hoping to train local people to take over. Gerard Industries Ltd. looks upon its operations in Hong Kong and elsewhere in Asia as a long term venture. It hopes to extend into production in Taiwan, the Philippines and Thailand.

In Australia the company has factories in Adelaide, Sydney and Melbourne and employs about 1,800 people. □

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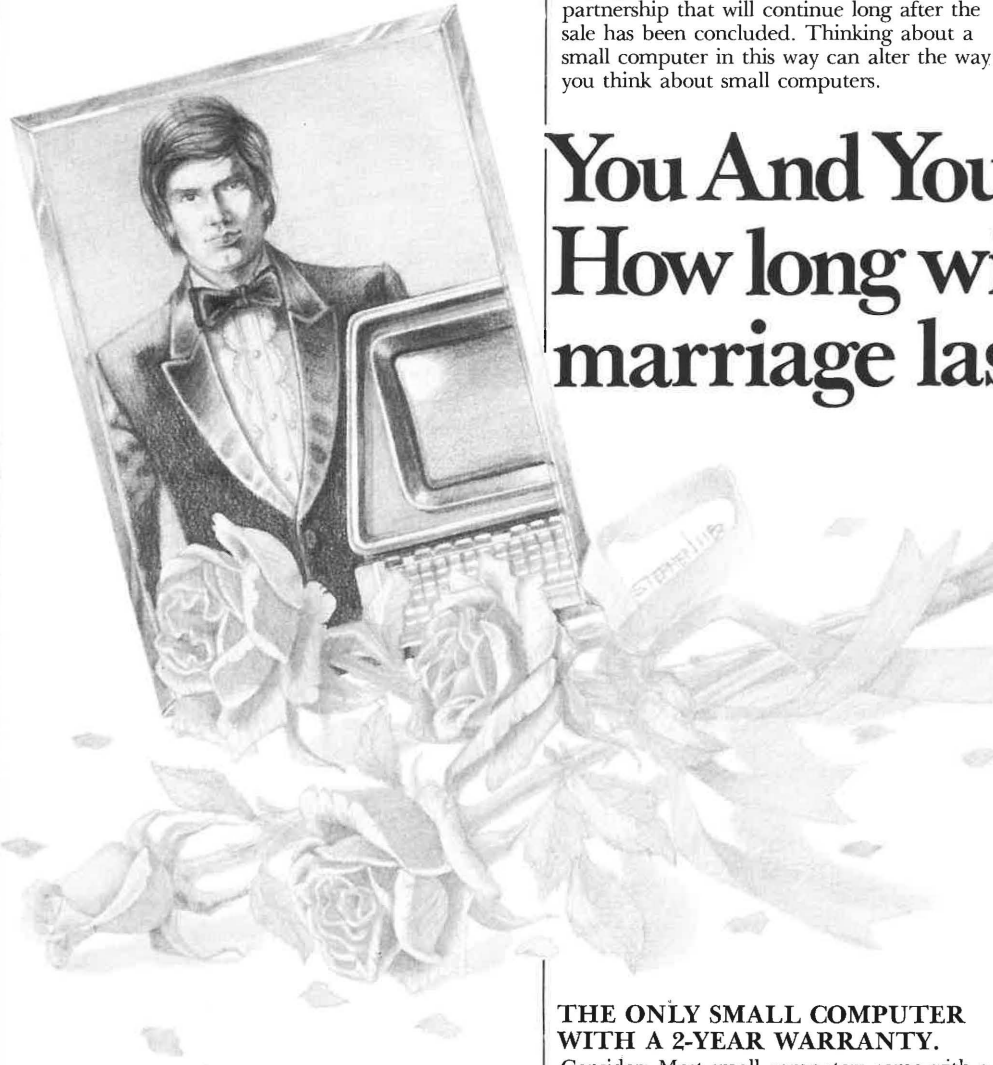
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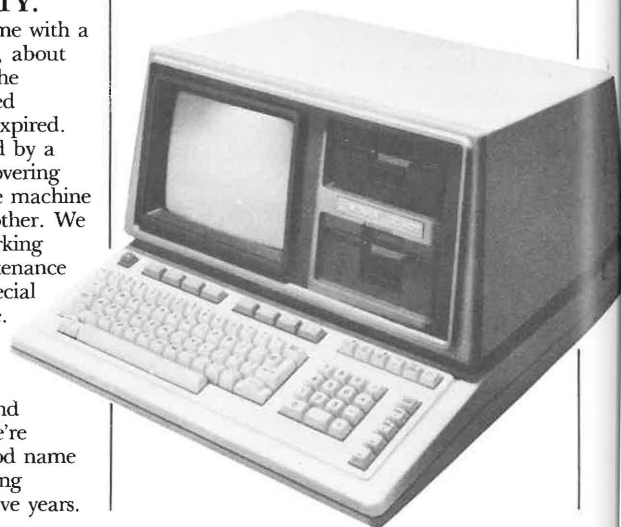
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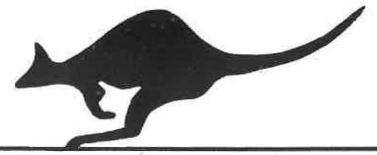
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They are contributing to increasing not just two-way trade but also to Hong Kong's expanding re-export trade with China.

And no less importantly they are helping develop the physical economic and social infrastructure in the public sector building everything from highways, flyovers and bridges to new hospitals.

The Bulletin interviewed a cross-section of involved Australians to explain the variety of fields in which they are working:

John G. Hamilton, managing director of **Leighton (Asia) Limited**, says the Australian parent company has been working throughout the Far East for many years. It undertook its first project in Hong Kong about five years ago.

Its assessment after the downturn in the mid-70s was that the time had come to take advantage of business opportunities presented in Hong Kong in line with the expansion of the economy. It adopted a conservative and practical policy, concentrating on the engineering field in the public sector. The company has now progressed to the point where it can undertake any type of engineering work and some kinds of building projects.

The company began, says John Hamilton, doing land reclamation and road works and from that spread to flyovers, railway stations for the Kowloon Canton Railway and now the North Point

station concourse for the Mass Transit Railway.

It has built bridges at Taipo, industrial buildings, multi-storey car parks, bus terminals and hospitals.

Leighton, in building its Hong Kong business step by step, tended to concentrate on civil engineering. It is now looking into piling and foundation work.

John Hamilton says Leighton employs about 35 Australian expatriates and other 15 to 20 from the United Kingdom. The backbone of its business is its expert staff. This means high costs but that is compensated by skill in performance. Leighton's aim is quality and to beat the contract time. It lays much store on performance.

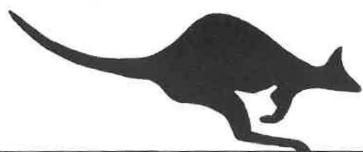
Total local staff is about 200, plus many hundreds of skilled and unskilled labourers. Many local staff are qualified engineers. As a result of training and experience they are being promoted

into responsible positions.

Leighton, says John Hamilton, prefers to be regarded as part of Hong Kong and is committed to its future. The company likes to feel the work it is doing is making a contribution to the local community.

It is proud also of the fact that it is one of only a few Australian companies able to achieve a successful offshore operation. It believes a lot of Australia's management and technical skills could be usefully deployed around the world. Leighton is also in Singapore and Malaysia. The experience the company has gained in Hong Kong has been useful in these new areas of Leighton's operations, John Hamilton says.

Roland Isherwood, general manager and chief executive of **ANZ Finance (Far East) Limited**, a wholly owned subsidiary of the Australia and New Zealand Banking Group, says his



Group was the first Australian bank to establish a presence in Hong Kong about 10 years ago. Because of reciprocity rules applied by the monetary authorities it was not possible for ANZ Bank to establish a branch. So it registered as a deposit-taking company and is the first Australian banking company in Hong Kong to become a licensed DTC.

ANZ Finance, Roland Isherwood says, operates in Hong Kong and the region as a wholesale banking unit. Its net profit before tax in the year ended September, 1982 was HK\$38.5 million. Its total assets have been built up to HK\$2.1 billion.

ANZ Finance provides financial packages designed to suit the requirements of its Australian corporate customers expanding within the region. It includes financing projects in several parts of China.

Roland Isherwood says the trading relationship between Australia and Hong Kong is already close, two-way trade is continuing to grow. Imports from Australia in 1982 have been the largest growth sector, such as coal, meat and electrical goods. The trade relationship, he says, is diversifying.

Behind Hong Kong lies the tremendous potential of China. Australia sees itself as very much a part of the greater Asia and Pacific region where the growth potential in the next 10-20 years is the world's biggest. It follows therefore that Australian banks are increasing their interest and participation in Asian development.

Roland Isherwood is leaving Hong Kong after five years in Hong Kong. He has been appointed ANZ's general manager in Europe based in London. He says he has enjoyed every minute of his time in Hong Kong and has found the business environment here and in the region, and particularly his dealings with Chinese businessmen, most stimulating.

Philip E. Day, general manager of **West Pacific Ltd.** in Hong Kong, says his company is a subsidiary of CRA Limited, the largest mining and minerals company in Australia and third largest

in equity. CRA Ltd. also has an interest in Asia Television Ltd. (formerly RTV). CRA, Mr. Day explains, is in exploration, mining, refining and processing of minerals, including bauxite into aluminium. It is also involved in manufacturing, foundries and diecasting in Australia and elsewhere in Asia.

He says CRA naturally evolved into trading first, in its own products and then, into trading in other people's products as a natural expansion.

West Pacific is a company based in Hong Kong primarily to trade from Asia to world markets in a wide range of products.

For example, it packages its own brands of canned foods, meat and fish, from China and Japan. Its products extend right across the trading spectrum to minerals and metals.

Mr. Day says obviously one of the main sources for West Pacific is China. It has developed expertise in sourcing and trading in Chinese products, metals, chemicals, foodstuffs, machinery, light industrial products and plastics.

Within its own CRA group West Pacific has a ready-made market for its products. But its markets are not confined to Australia. They extend to the United States, Europe, Africa and even Papua New Guinea.

West Pacific also acts on behalf of some Australian buyers. From October, 1981 it acquired agencies from China for a wide range of items from foodstuffs to some machinery items.

Robert F. McKernan, resident partner in Hong Kong of the Australian stockbrokers, **Bain and Company**, says the size of the Australian stock markets are not big compared with Hong Kong, Japan or the United States. Bain and Company has survived so successfully in Hong Kong, where four other Australian offshore broking houses have pulled out, because it is the most diversified.

Bain and Company not only had its equities division and excellent research department, but deals in commodities and futures. It is the most active Australian dealer and broker in the fixed

interest market trading in government securities. It has evolved from stockbroker to a full service investment banker. It deals in property finance and it is active in equity and leverage leasing.

The Hong Kong office has been established since 1975 and is the longest continually serving Australian broking office in Hong Kong servicing the South-east Asian region in all the parent company's activities. It also has a representative office in Japan and offices in London and Geneva. The network is the biggest abroad of any Australian broking house.

Bob McKernan says brokers who sat around waiting for the telephone to ring had long ago left Bain and Company. Today its brokers go out to look for business in a very competitive market, backed by the research capability in their offices which is available to any potential Hong Kong investor.

The biggest Hong Kong investors, he says, are those who have Australian funds. He doubts the suggestion that uncertainties over 1997 has created a new pool of funds but he does see an influx of Australian real estate people trying to find such funds. He warns Hong Kong investors of what he calls "the same old story" — that agents would not be flying through if real estate was a good deal in their own country.

Bob McKernan says the Hong Kong expatriate community and a few large Chinese concerns are his principal clients. He issues daily and weekly newsletters to keep them up to date.

If Hong Kong people want to diversify into property in Australia he recommends a property trust with equity in the central business district of Sydney that pays 12%, with no withholding tax and has the prospect of a capital gain when commodity prices turn around.

He says Australia is basically a mining and agricultural producer. He expects, as the world comes out of recession and developed industrialised countries start buying more particularly base metals, there will be an influx of capital into Australia and the Australian



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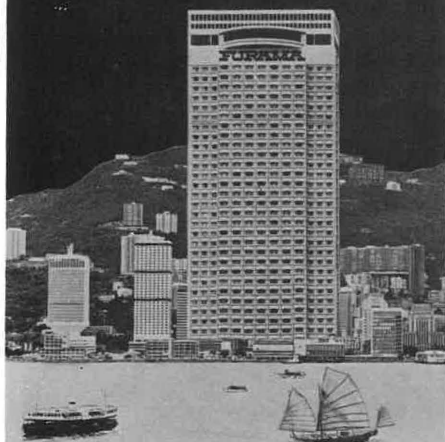


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dollar will look healthy over the next 12 months to two years. The lag is traditionally six months after the United States.

Peter S. Beeston, regional representative in Hong Kong, says the merger of the National Bank of Australasia Ltd. and the Commercial Banking Company of Sydney has resulted in a new Australian banking group. Integration was undertaken throughout 1982 and from January 1, 1983, the group operates under the new name of **National Commercial Banking Corporation of Australia Ltd.** More simply it is now known as the National Australia Bank.

The new bank's regional representative office in Hong Kong is responsible for Hong Kong, South China, Taiwan and South Korea. In Hong Kong it has a wholly-owned deposit-taking company called National Australian Finance (Asia) Ltd. and a 50% interest in another called Australia-Japan International Finance Ltd.

The National Australia Bank is interested in all normal types of banking activity under the relevant Hong Kong legislation. It operates deposit-taking companies because it is unable to obtain a branch licence. This is because of the lack of reciprocity that exists with Australia. But this could change in the next few years depending on decisions taken by the Australian Government.

Mr. Beeston says the normal activities the National Australia Bank undertakes in Hong Kong are in the forex money market, in term-lending including syndication, floating rate instruments, trade financing and letters of credit. The principle object of the Bank in Hong Kong is to establish business for the parent bank and to play an increasing part in the economy of Asia as a whole. In this regard Hong Kong is one of Asia's most important bases.

Mr. Beeston said the Bank has its own office in Beijing. Between that office and the one in Hong Kong, the Bank could provide complete coverage of China in advice and assistance to Australian businessmen. Naturally enough its orientation is toward Australia but it is by no means limited to dealing with Australians.

It has had a presence in Hong Kong since 1974. The regional representative office employs six Australians.

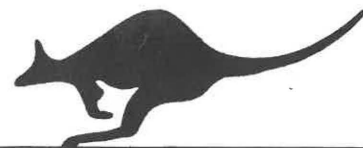
Richard Mainwaring, managing partner in Hong Kong of **Stephenson and Turner**, says the firm is professional consultants in architecture, engineering and planning. The practice was established in Melbourne in the 1920s and it now has offices in Australia, New Zealand, Taiwan and Hong Kong, plus a liaison office in Bandung, Indonesia. Stephenson and Turner came to Hong Kong in 1977 when it was appointed master consultants for the Prince of Wales Hospital at Shatin by the Hong Kong Government. The office was set up with a view to making it permanent in the same way as the firm had earlier successfully done in Wellington, New Zealand.

Hospitals, says Richard Mainwaring, contribute about 40% of Stephenson and Turner's work. The firm does a lot of other work but hospitals are such a large proportion because its founding partner, Sir Arthur Stephenson, became a world renowned architect in this field. The firm has thus built up a health facility expertise and reputation that tended to overshadow its other work. For some time after the founding of Hong Kong office, Richard Mainwaring says it was fully extended on the Prince of Wales hospital. But that hospital is now nearing completion and Stephenson and Turner is getting further commissions.

The majority are in the health facility field in the public sector, the private sector and the subvented sector. For instance, Stephenson and Turner have been appointed to do the extensions to the United Christian Hospital at Kwun Tong.

The firm is also doing work on the Duchess of Kent Hospital at Sandy Bay, the Haven of Hope Hospital at Junk Bay, the Tung Wah Group at some locations and the Maryknoll hospital at Wongtatsin.

Since the Hong Kong office was established, Stephenson and Turner has also won a big commission in Taipei over five American firms. It is a hospital wards renewal and expansion project



that will accommodate 2,000 patients. Having its own office in Hong Kong helped get the Taiwan commission, Richard Mainwaring says. Stephenson and Turner is now in Hong Kong permanently. About 95% of its Hong Kong staff are local people. Special expertise tends to come from Australia and New Zealand.

Christopher P. Michelmore, a partner in **John Connell and Associates**, consulting engineers headquartered in Melbourne, says Hong Kong is the only place abroad where the consultants maintain a structural and civil engineering office. Another office in Singapore specialises in mechanical and electrical engineering.

John Connell and Associates have been in Hong Kong since 1976 and employs 220 people. Its largest job, in a joint venture with Stephenson and Turner, has been the Prince of Wales teaching hospital at Shatin. Caxton House, a 26-storey building in Duddell Street, is another project it has basically completed.

The consultants are now in the process of constructing the senior staff quarters for the University of Hong Kong, comprising three multi-storey towers and a sports complex at Sandy Bay, including a grandstand.

This contract has involved shore protection work on almost a kilometre of coast, road works, earth works and drainage and a concrete seawall.

Christopher Michelmore says John Connell and Associates has also done a couple of ancilliary projects in Hong Kong and a feasibility study for the Mass Transit Railway Corporation.

At Discovery Bay on Lantau Island it has been responsible for structural, civil and geo-technical works. It had done design and site formation, leading to road and drainage works and the structure of a residential complex. It has also undertaken the structural design of another residential complex of seven 26-storey towers at Tai Tam. Despite the downturn in the property market, John Connell and Associates are still quite busy in Hong Kong, says Christopher Michelmore.

John E. Lines, regional representative of the **Australian National Line**, the business name of the Australian Shipping Commission, says his organisation has a fleet of 33 modern vessels and terminals in 11 Australian ports. It maintains a weekly service between Hong Kong and Australian ports in a consortium with Asia Australian Express Ltd. and the Orient Overseas Container Line Ltd.

ANLine's container ships on the Hong Kong run are the Australian Enterprise and the Australian Explorer. Both are vessels of over 18,000 deadweight tonnes.

The Australian Shipping Commission's 1982 report complains that during the year there were no less than six non-conference operators in competition with the conference lines and this had resulted in serious deterioration in freight rate levels.

The greatest threat, it says, in the Hong Kong, Taiwan, Philippines trade is the Russian flag operator, FESCO, which is the largest individual carrier from the Hong Kong market and offers rates which in many cases can only be described as non-commercial. The report says rationalisation of the trade occurred during the year and further drastic measures will need to be taken to minimise losses.

Michael F. Brennan, Hong Kong partner in **Ernst and Whinney**, the worldwide certified public accountants, says the firm's practice in Hong Kong was begun by Australians. It was agreed by the partners in the United Kingdom and the United States that the Hong Kong office should be started from Australia.

Each put in capital and clients but the Australian partners transferred to Hong Kong took the responsibility. The Hong Kong practice thus had its roots in Australia and today serves a large number of Australian businessmen with interests in Hong Kong. Ernst and Whinney last October signed in Beijing a cooperative agreement with China Consultants of Accounting and Financial Management (CCAFM), China's first national accounting firm. The agreement provides for mutual

assistance in performing joint audits; tax and management consultancy services; joint seminars for foreign clients on Chinese current developments; and, for the further training of Chinese accountants.

The latest Australian addition to the Hong Kong services sector is **Moore and Bevins**, Australian Attorneys. "We feel we can play an important role in the infrastructure supporting Hong Kong as one of the world's major financial centres," says Robert Seidler who has travelled from Sydney to Hong Kong many times on clients' business. He says an Australian law firm many years ago did begin practice in Hong Kong, specialising principally in taxation law. But it has gone. Now Moore and Bevins has come here for quite different reasons. The firm is very much internationally oriented, specialising in international financing and foreign investment.

Robert Seidler explains a financial centre like Hong Kong needs a support infrastructure of accountants, lawyers, fast telecommunications and even printing. Moore and Bevins will play a role in that infrastructure through which a lot of Australian-related work is done. It will also be heavily involved in immigration work.

The new Hong Kong office is linked by computer with the Sydney office. By use of word processors, documents drafted in Hong Kong are printed out simultaneously in Sydney. Thus, the full resources of the firm are being employed in quickly handling clients' business.

Robert Seidler says Moore and Bevins has close correspondent agency links throughout the world. It has an extensive legal practice in Japan, Singapore and Korea. China is an area it hopes to develop from Hong Kong.

The firm is a member of the Australia-China Business Cooperation Committee and also sits on the Australia-Japan Business Cooperation Committee.

Jeffery Goss, who will be Moore and Bevins resident partner in Hong Kong, says nowadays lawyers must understand their clients' business. About



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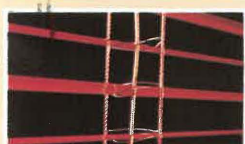
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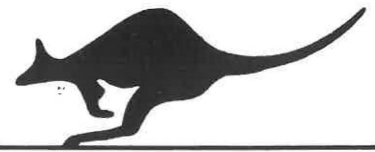
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70% of Moore and Bevins business in Sydney is in finance, investment, insurance and the oil industry. One of his personal pets is currency management.

He says he has been involved in a number of bank courses in Australia, the purpose of which was to overcome lawyers' inability to provide the answers when dealing with complex commercial problems. A lawyer's job now is to provide protection to their commercial clients and know what to do if

there are defaults.

This is something they don't always teach at law school, adds Robert Seidler.

Christopher Penman, Australian solicitor in the international law firm of **Baker and McKenzie**, says five out of seven of its Hong Kong partners are Australians. In Sydney the firm has 50 Australian lawyers and has recently extended its practice to Melbourne.

In Hong Kong it has 25 local lawyers

and others from America and West Germany. It acts for a large number of Australian companies that have interests in Hong Kong.

It is now actively developing its Australian immigration and investment practice. It is engaged in local legal matters and works with its offices in Tokyo, Taipei, Singapore, Philippines and Thailand.

Baker and McKenzie also has a presence in Beijing. □

Hong Kong Eats Its Way Through a Container-load of Aussie Pies Each Month

Walter Pickering, director and regional manager of Meadowsfreight (Asia) Ltd. at the Kai Tak airfreight terminal, is the man who brings Hong Kong its Australian meat pies — the fast food that, with a dollop of tomato sauce, is eaten by every Australian and is as synonymous with Down Under as kangaroos, koala bears, kookaburras and Waltzing Matilda.

Wally Pickering says he imports a container-load every month. That is 6,400 dozen, which he wholesales to 160 Hong Kong supermarkets, as well as clubs and pubs.

He also injects something of the Australian spirit into Hong Kong in other directions.

Wally imports and wholesales Australian wine from two well-known Australian vintners. He says they are just as good and even better than some French brands and most people agree.

Wally also runs the Stoned Crow, a wine cellar and restaurant in Minden Avenue, Tsimshatsui that, with the Waltzing Matilda and Ned Kelly's Last Stand, bring a touch of

Australianna to Hong Kong. Wally says his restaurant is upmarket so he hasn't got Australian meat pies on the Stoned Crow's menu.

But Wally does import Sydney rock oysters and cheeses from Australia for the Stoned Crow. Australian oysters used to have a big restaurant market in Hong Kong until a scare about contamination killed the business. New Zealand now has the market.

Oysters from both Australia and New Zealand now go through cleansing tanks before they are exported. And the Urban Services Department requires a health certification with every shipment. The cleansing process adds to the cost and Sydney rock oysters are now dearer than New Zealand ones, costing Wally A\$24 a dozen.

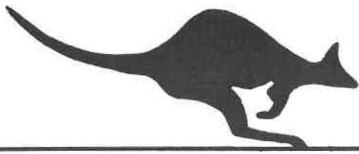
Wally Pickering's main business is, of course, exporting to Australia from Hong Kong by air and sea for Meadowsfreight. He flies 60-70 long tons of freight to Australia every month and loads and consigns by sea 60-75 container loads. Meadowsfreight act on behalf of

large Australian importers, like department stores. They buy from two or more Hong Kong factories. Meadowsfreight consolidates the consignments from each factory into container loads.

The importer benefits from the cheaper box freight rate which Wally buys wholesale from the shipping lines. The importer then has one multiple-line customs entry and only one pick-up and delivery.

Wally Pickering says forwarders don't get so heavily involved in cargoes from Australia because they are usually bulk items. However, he does handle all the material for Australian Government exhibitions in Hong Kong.

He also supplies the daily necessities of life to two Australian families on Hainan Island. The Australians, he says, are working on Hainan where the New South Wales Department of Agriculture has a joint venture reclaiming waste land and sowing new pastures to raise beef for China. □



Australia's Immigration Policy and Programmes

By David Wheen,
Regional Director,
North Asian Region,
Department of Immigration and
Ethnic Affairs,
Hong Kong.

Australia is a vast nation continent of some 7.7 million square kilometres in area with a current population of almost 15 million people. In comparison, Hong Kong is some 1,000 square kilometres in size and has a population of about 5.5 million. Canada is a country of 9.9 million square kilometres and a population of 23 million people and the United States of America is 9.3 million square kilometres with a population of 227 million.

Prior to 1901, Australia consisted of six self-governing British Colonies. In 1901, these Colonies agreed to unite under a Federal Constitution, which was based on the federal system of government contained in the United States Constitution, but possessing the British features of responsible government under the Crown.

Executive and legislative powers were divided and remain divided between the Federal or Commonwealth Government and the six State Governments. The legislative powers of the Commonwealth Government are specifically enumerated in the Constitution and all other powers are left with the States.

Immigration to Australia in 1788 began with the transportation from England of convicts in order, it is said, to remove the inconvenience which arose from the crowded state of the jails. Between 1788 and 1850, the non-aboriginal population grew to some 405,000, about half of whom were free settlers and half convicts.

The discovery of substantial goldfields in Eastern Australia, in 1850 brought a major inflow of migrants including large numbers of Chinese. From 1850

to 1860 the population grew from 405,000 to 1.15 million.

Following this substantial growth in population in one decade, opposition grew to immigration. Concerns were expressed about the quality of settlers arriving, growing unemployment amongst unskilled workers and resentment that some workers, particularly the Chinese, were prepared to accept a much lower standard of living than other workers. From experience in this period grew the white Australia policy which amounted to the virtual exclusion of non-Europeans as migrants up until 1945. This policy was gradually relaxed after 1947 and Australia's migration policy now makes absolutely no distinction on the basis of race.

Change

In the period 1900-1939, migration to Australia was very largely of persons from Britain and Ireland with our population growing from 3.7 million in 1900 to 7 million in 1939.

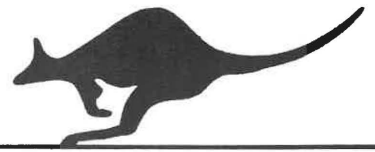
Since 1945, Australia has pursued a planned migration policy seeking to attract as permanent settlers people who will contribute to Australia's long term prosperity. In the early post war years the flow of new settlers continued to come largely from Britain and from persons in Europe displaced after the war. In more recent years, this pattern has changed dramatically. A decade ago, 40% of new settlers came from Britain and Ireland, but in 1981, for example, only 31% of new settlers came from Britain, 22% came from Asia, 21% from Europe, and 12% from

Oceania, i.e. New Zealand and the Pacific.

In the period since 1945, Australia has attracted some 4 million new settlers, who have come to begin a new life. To put it another way, new settlers and their Australian-born children currently comprise 40% of the Australian population, that is some 6 million people. About half of this number were either born in or are descended from countries where English was not the native tongue. Only Israel and Hong Kong have greater proportions of their population overseas born; for example, persons of Italian background number over 500,000, Greeks 350,000, Germans about 500,000, Chinese 100,000, Indians 40,000, Yugoslavs 250,000 and Indo-Chinese 70,000.

We have become a society made up of people with many cultural backgrounds – a multi-cultural society. Such a society presents us with a challenge, on the one hand to maintain cohesion within our community and, on the other, to enable persons who wish to do so to maintain their own cultural identity. Recognising the plural nature of our society, we have sought to encourage in positive ways the development of a multi-cultural society. Governments and community organisations have provided a wide range of settlement, welfare and education programme for new settlers and the ethnic communities have acted as, amongst other things, "brokers" for new arrivals in Australia.

Multiculturalism has replaced old concepts of assimilation and integration and recognises that within the Aus-



tralian society various cultural groups co-exist. We recognise the right of ethnic groups to maintain their cultural identity through use of their languages and the practice of certain customs so long as they do not break Australian law. Recognising the rights of these Australians the government, for example, funds Saturday schools to enable children from non-English speaking backgrounds to learn about their ethnic background and the languages of their forebears.

Ethnic Media

The Government facilitates development of the ethnic media. There are non-English language radio stations and newspapers in all cities and multi-language TV channel has been introduced in Sydney, Melbourne and Canberra which will be extended to other cities in time. Ethnic foods are popular. Even the Australian attitude toward the aged is changing under ethnic influences. The old are being more readily accepted as a responsibility of the family.

The variety of ethnic origins is having an impact on the tourist industry. Significant numbers of Australians are developing a greater spread of interest and understanding of other nations and increasingly travelling abroad.

Our migration programme has been described as "Australia's Revolution". Other countries have had revolutions of varying kinds, we have had a revolution in terms of the composition of our population. This mass influx of people, apart from meeting the objectives of our migration policy, has been a fundamental influence in challenging complacency and parochialism and ensuring that Australia did not become a European enclave 16 thousand kilometres from Europe. It has also, I believe, made us a more tolerant people, with greater understanding of persons of different racial and social backgrounds.

Australians have, generally seen immigration and population growth, not as ultimate goals in themselves, but rather as a means of facilitating the development and prosperity of the

nation. Our immigration policies have, therefore, sought to achieve a range of objectives, including:—

- reuniting separated family members;
- supplementing the supply of needed skills in the labour force;
- building up a larger domestic market and stimulating economic growth in Australia;
- promoting the inflow of overseas technology, experience and culture;
- responding to Australia's international humanitarian obligation in respect of refugees and displaced persons.

Our policy is based on nine principles which have a common basis, of entry to Australia being determined by the social and economic benefits which migrants can offer the country, together with our international responsibilities and a humanitarian response to the needs of individuals. In relation to the latter, Australia recognises its obligations to recent settlers who are concerned about reunion with their families overseas, and an international obligation to respond positively to refugee situations for which resettlement in third countries is the only viable solution.

Migration for Permanent Settlement

Our migration programme seeks the settlement of people who will see Australia as their country of permanent settlement and citizenship. An important feature of Australia's immigration programme is that we have set our face against the concept of guest workers which has been a practice in some other countries.

Each year the Government decides on the size of the migration programme, that is the number of permanent settlers to be admitted that year. This year (financial year 1982/83), some 114,000 people will be approved for permanent settlement from in excess of one million, who will enquire or apply around the world. Those persons admitted for permanent settlement will include some 24,000 refugees and persons from similar situations.

The 114,000 migrants are selected

against criteria which apply universally, are non-discriminatory and promote the social and economic goals of Australia. The principle of non-discrimination means that entry criteria will be applied even handedly to all applicants regardless of their race, colour, nationality descent, national or ethnic origin or sex. We seek people who will integrate into our society in a way that will promote social cohesiveness and harmony within the Australian community. The entry criteria concentrate on an assessment of prospective migrants' economic and employment prospects in Australia and an assessment of their settlement potential.

There are three major categories of persons admitted for permanent settlement.

Family Category: This category takes account of the desire of Australians to be reunited with close family members overseas. It enables the migration to Australia of family members, that is spouses, fiancés, children, parents and siblings who will be expected to obtain self-reliance quickly with the assured assistance of relatives who have already settled successfully.

Labour Shortage and Business Migrants: This category comprises people who have occupations and/or skills in demand in the Australian labour market. People admitted are those who have skills or characteristics of direct benefit to Australia. In these times of rising unemployment in Australia these criteria are being strictly adhered to. Persons who wish to settle in Australia and establish a viable business are a group whom Australia is particularly interested in attracting. We are keen to welcome people who wish to settle and bring with them business skills and expertise which can be used to establish enterprises in Australia which will, for example,

- introduce a new industry
- expand Australia's exports
- promote employment opportunities

Refugees: Since 1945 some 400,000 persons who were formerly refugees or



A proud merino ram, symbol of Australia's wool industry and its fine quality. Australia produces a third of the world's wool.



Sheepyards, Australia has so many sheep the number can vary by many millions each year. Usually the total is around 150 million.



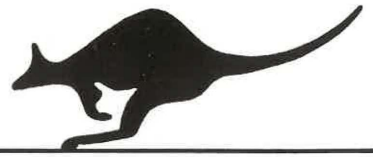
Irrigated orchards. Australia exports large quantities of fruit, fresh, dried and canned.



Australia grows and reaps more cotton than it needs. The crop is picked by these mechanical monsters.



Drilling for natural gas in South Australia.

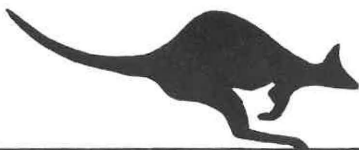


A car production line. Australia employs 75,000 in making motor cars for domestic use and a few for export.



Miners finishing a shift at Broken Hill, where there are huge metals deposits.

◀
Australia has enough coal deposits to last for centuries. A coal loading facility at Port Waratah, Newcastle, near Sydney.



displaced persons have settled in Australia. This year we anticipate some 24,000 refugees will make Australia their home. These people will come from a variety of sources but the largest groups will be from Indo-China and eastern Europe. In 1981 Australia took 572 Vietnamese refugees from Hong Kong. The 1982 figure will be about the same.

Our largest single refugee programme in recent years has been the resettlement of Indo-Chinese refugees. We have settled in excess of 70,000 such people since 1975. There is now one Indo-Chinese refugee in Australia for each 220 Australians and these newcomers have generally settled well into our community.

In 1981, 2,400 persons from Hong Kong were visaed as migrants. The number this year will be about 2,200 persons.

In addition to permanent settlers, Australia admits three categories of persons for temporary residence as distinct from permanent settlement.

Entry to Australia of Persons for Employment for a Set Period of Years:

The Government seeks to meet Australia's labour requirements from the Australian workforce which is supplemented annually in a planned way by the entry of settlers from overseas who possess qualifications or skills in demand in the country. The policy relating to the entry of people into Australia for employment for a specific temporary period derives from the basic principle that employment opportunities must be available as a first priority to Australian citizens and migrants admitted for settlement. Such considerations are of particular relevance when we, along with many other countries, are experiencing high levels of unemployment.

There is, however, provision under the Government's temporary residence policy for people from overseas who are top management, executive, professional, technical and specialist personnel to be sponsored, for a specified period of employment in Australia. The sponsoring organisations are generally Australian companies which

have overseas interests. The entry of such people under acceptable sponsorships is subject, of course, to their being able to satisfy normal immigration entry requirements.

Normally top management personnel and their immediate family members are admitted for temporary residence for an initial stay of up to four years and may be replaced by another overseas appointee on a staff rotational basis.

The temporary entry of other executive, professional, technical and specialist staff and their immediate family members is permitted where the sponsoring organisation is able to show that employees with the required experience or expertise are not currently available within the Australian workforce. We often expect and, indeed may require, the sponsoring firm to introduce appropriate training programmes to enable Australian staff to replace the overseas staff at the end of their authorised period of temporary stay.

Sponsorships on behalf of overseas personnel are required to be lodged by their Australian employers with an office of the Department of Immigration & Ethnic Affairs in the state where employment is intended. It is most important that the sponsorships indicate the nature of the position involved, the reason it is necessary to engage staff from overseas, the extent of efforts made to obtain suitable staff from within the Australian workforce and full personal details of the proposed overseas staff. It is our practice for the Department of Immigration & Ethnic Affairs to consult within the Department of Employment & Industrial Relations about proposals for the entry of overseas staff. Once approval in principle is given to the entry of such staff, applications for visas can be processed according to normal requirements by our overseas posts.

Students and Occupational Trainees:

The Australian Government's student policy aims to provide persons from overseas with an opportunity to acquire a useful qualification or other skill that will be of value to them in their home countries. In this way, both the

student and the home country will benefit while Australia will receive the benefit of increased cultural exchange and a growing number of people in overseas countries with a knowledge and understanding of Australia and Australians.

Occupational trainees are a group of people whose entry to Australia is facilitated to allow them to undertake specialised training courses. Usually these courses are of the "on the job" variety rather than those run by educational institutions. The periods of time spent in Australia are generally fairly short and often the training programme is with an Australian organisation which is an affiliate of the trainee's overseas employer.

For the 1982 academic year in Australia some 700 students came to Australia from Hong Kong and it is anticipated that some 500 will be approved to study in Australia for the 1983 academic year.

Working Holiday Schemes: Australia has working holiday schemes with a number of countries. These arrangements are opportunities for cultural exchange, but to facilitate this, the government enables the working holiday makers to undertake some employment both to supplement their funds and to broaden their experience of Australia. Those travelling to Australia are normally aged between 18-25 years and would generally stay in Australia for up to one year.

Visitors: Australia seeks to facilitate the entry of genuine visitors who come for a variety of purposes, such as a vacation, visiting friends, relatives and so on. Some of course visit Australia on business. We have been encouraged by the increased numbers of visitors from Hong Kong who have been travelling to Australia in recent years and we are particularly anxious to facilitate the travel of business people by the issue of multiple entry visas. In 1981 Australia visaed 17,500 visitors from Hong Kong. The figure for 1982 is expected to be 21,000. □



Fifty per cent Find They Get More Than They Bargained For — Hong Kong's Growing Tourist Trade With Australia

About 220,000 Australian tourists visited Hong Kong in 1982. But only about 21,000 Hong Kong tourists went to Australia.

That is about one Australian in every 70. But only one visaed Hong Kong resident in every 250.

The imbalance is not because Hong Kong people don't holiday abroad to places other than China and Macau.

Mr. Harold T. Wu, chairman of Great Eastern Tourist Ltd. and immediate past chairman of the Hong Kong Chapter of the Pacific Area Travel Association (PATA), says one in five of Hong Kong's 5.2 million population fly somewhere abroad every year.

It is because, as Mr. Wu puts it, package tours out of Hong Kong have in the past tended to concentrate on nearer neighbouring destinations, like the Philippines and Thailand. Now, Hong Kong tourists are exhausting these destinations and demand is increasing for somewhere new to go.

Australia is one of those new package tour holiday destinations Hong Kong travel agents have been investigating. Only a few agents so far have organised regular Australian tours. They are usually for eight nights and tend to concentrate on Melbourne, Canberra and Sydney.

PATA Visit

Mr. Wu recently led a 12-day visit to Australia organised by the outbound committee of the Hong Kong PATA chapter. The agents visited Perth, Adelaide, Melbourne, Canberra, Sydney and the Gold Coast, then flew back from nearby Brisbane.

Mr. Wu says quite a few of the Hong Kong agents who made the trip returned keen in 1983 to promote Australia as a Hong Kong tourist destination. They are confident they can increase the traffic.

Agents, he says, are now exploring

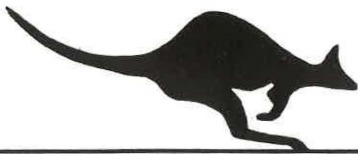
offering package tours of increased duration within the limit of the annual 14 days leave of the average Hong Kong worker, plus what he could afford to pay.

The big question now is how to keep the cost of alternative tours down below \$10,000. Current tours cost less than \$7,000.

Ideally, says Mr. Wu, tours must be available to workers. People like taxi-drivers and even cooked-food stall operators visit the Philippines.

Hotels, he thinks, are expensive in Australia but he is confident some within the means of the average Hong Kong tourist will be found.

Frank Ho, of Audio Visual Corporation Ltd., is one of the travel agents who already has successfully organised 9-day package tours to Australia through Qantas Airways, visiting Melbourne, Canberra, Sydney and the Gold Coast. Audio-Visual's tour costs HK\$6,695, puts its clients in first class tourist



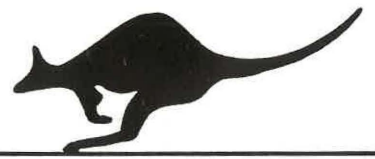
Brisbane, capital of the north-eastern State of Queensland.



Melbourne, capital of the south-eastern State of Victoria, seen from the River Yarra. Australia's second biggest city.



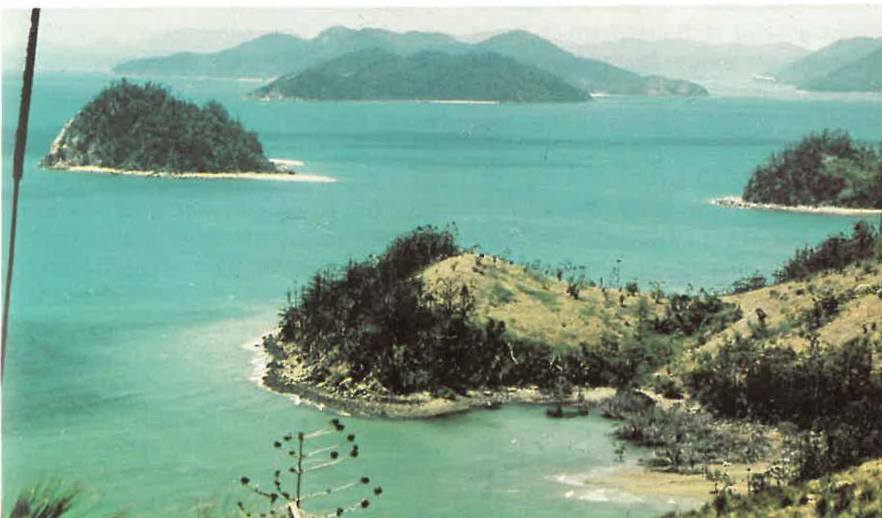
Australia Day in the Australian Federal capital, Canberra. The girl in ethnic costume in the foreground demonstrates the extent to which Australia has become a multi-cultural nation.



The Federal capital Canberra, a 20th century city, planned and built specially to serve as seat of the Commonwealth Government and where the industries are government, diplomacy, education and research.



Lunch break in King George Square, Brisbane.



Whitsunday Passage in the Great Barrier Reef, named by Captain Cook when he discovered it on that day.



An Aboriginal with his dingo (Australian wild dog) somewhere in the Northern Territory.



A scene from Swan Lake performed by the Australian Ballet, which may participate in Hong Kong's next Festival of Asian Arts.



Australia's hundreds of superb beaches and warm climate make surf bathing a popular sport. Entrants in a surf lifesaving competition.

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hotels and attains a frequency of two to three tours a month, with 30-35 people.

Frank Ho visits Australia several times a year and he went on the PATA trip. He says his personal impression as a Hong Kong Chinese is that Australia is a country with a mixture of everything to offer as attractions from big cities to a vast outback. Cities, like Melbourne and Sydney, he finds very cosmopolitan.

Big cities appeal to the Hong Kong tourist, Frank Ho says, "He loves to tour to places where there's good food and shopping. Sydney and Melbourne have a wide range of activities, good hotels, good restaurants including Chinese ones and night life, like discos." "When you mention Australia to the Hong Kong tourist he thinks of the Sydney Opera House, kangaroos, sheep and horse racing. They are impressed by the Opera House, fascinated to see sheep shearing and love to visit Sovereign Hill at Ballarat which has a Chinese connection in the gold rush days." What kind of Hong Kong people go to Australia as tourists?

Two Groups

Frank Ho says they fall into two groups.

One is the experienced traveller who doesn't pick Australia as his first choice for a holiday. He goes there when he's exhausted other destinations like Europe and the United States.

Not one in a 100 would go to Australia for his first trip abroad. He's the fellow who travels once or twice a year and is looking for somewhere different.

The other type, Frank Ho says, is the Hong Kong resident who goes to Australia with a purpose, such as to see his son who could be at school or in business. Or, to visit friends or relatives. Australia has a big Chinese population in a proportionate population comparison with the United States.

Frank says a statistical review by the Australian Tourist Commission (ATC) shows 40% of Hong Kong Chinese who visit Australia go to see friends and relatives. ATC finds the growth in arrivals from Hong Kong in the past two years is more than 10% and one of the highest growth rates of all Southeast Asian countries.

Audio Visual is exploring organising

tours to more Australian places. They may include Perth.

Frank says 50% of Hong Kong tourists visiting Australia say they found their trip more enjoyable than they expected and 40% said they saw what they expected. They find Australians friendly but a little hard to understand their English.

Australian tourists visiting Hong Kong are usually more enthusiastic. They are among the big spenders in Hong Kong and stay over four nights on average. They are among the long-stayers by Hong Kong standards.

Dick Chandler, manager in Hong Kong of Qantas Airways Ltd., says the PATA group comprised 12 people from Hong Kong travel agencies with known connections with the Australia tourist market. They all returned full of praise about what they saw.

He speaks now of the potential for filling what he calls the special interest gap. He wants to see the youth market developed.

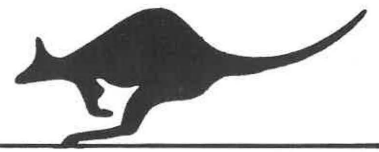
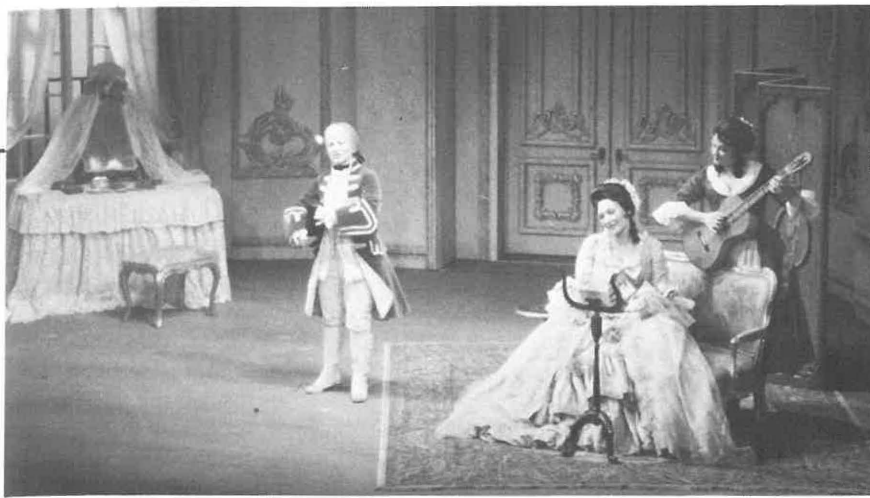
He says, for instance, adventure safaris could be organised for young Hong Kong holidaymakers in Queensland. Sporting links could be developed, such as for yachtsmen. An investment tour for 40 businessmen is an example of the diversity of special interest travel that is developing.

Dick Chandler says the two-way tourist traffic between Hong Kong and Australia is very important to Qantas. He believes it will assume even greater importance in the future. He puts the growth rate at 12-15% a year.

He says the importance Qantas attaches to this healthy growth rate is borne out by the airline increasing in 1982 the frequency of its flights to Hong Kong by 50%. Instead of four 747 flights Qantas is now flying six 747s weekly to and from Hong Kong and has linked Hong Kong to the Australian West Coast (Perth).

Dick Chandler says, despite global recession, the cargo traffic is holding up. It reflects the growth rates in trade between Hong Kong and Australia.

A combi-aircraft is being used to cope with exports. New Australian exports include carrying fresh milk from New South Wales Dairy to Park'n Shop and the air transport of Australian horses. Six private purchases for the Macau Trotting Club had been flown in 1982 to Hong Kong. □



"Australia a Cultural Desert, Mate? It's More Like a Cultural Dessert!"

When the Hong Kong Chinese Orchestra played last September in Queensland and the Sydney Opera House, concurrently with the Brisbane Commonwealth Games, one of the compositions it performed was a Salute to Australia. This was an arrangement by conductor, Li Chau-yuan, from *Waltzing Matilda* and *Little Johnny England*.

The piece perhaps symbolises the close and friendly relationship between Hong Kong and Australia that has quickly developed in the past three to five years, about which the Hong Kong public is only vaguely aware.

Darwin Chen, Director of Cultural Services in the Urban Services Department at City Hall, says the new relationship in the performing arts largely stems from his visit to Australia five years ago as the guest of the Australian Ministry of Foreign Affairs and to regular Urban Council contacts with the Australian Commission in Hong Kong. It has led, for example, to the joint financing by Hong Kong and Australia of the visit to both places of the BBC Symphony Orchestra. And, more recently, to cooperation in staging the Hong Kong Philharmonic Orchestra's production of Verdi's opera, *Rigoletto*. Three Australian singers flew to Hong Kong to take leading singing parts.

This cooperation is not ending there. It is ongoing and mounting, hopefully in both directions.

Australia this year is a major contributor to Hong Kong's Eighth Arts Festival.

The Sydney Theatre Company is performing the musical, *Chicago*, the Australian Dance Theatre is dancing modern ballet, the Sydney String Quartet is playing well-chosen classics and a group of Australian singers will also give concerts.

Australia did not participate in Hong Kong's first four arts festivals. To the Fifth it sent the Arnhem Land Aboriginal Dancers; to the Sixth, the Sydney Dance Company; and to the Seventh, the musical group, *La Romanesca* and Narett Hassell a dancer.

Concerts

Later in 1983 Urbco is arranging for Hartley Newnham and Nicholas Routley (counter-tenor and piano) to give a concert in the City Hall on May 15 and Jeffrey King and Veronica O'Young (piano and soprano) to give another on September 15. The Australian Chamber Orchestra will also give two concerts at the Arts Centre on March 28 and 29.

Darwin Chen says enthusiastically: "Our cultural link will soon be as strong as our two-way trade." He explains five Hong Kong Urban Councillors, led by Urbco chairman, Hilton Cheong-leen, with the deputy secretary and himself visited Australia at the same time as Hong Kong sent 130 athletes to the Commonwealth Games and its Hong Kong Chinese Orchestra and the Hong Kong Dance Company to perform in eight Australian concerts.

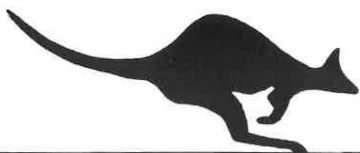
The councillors visited Brisbane, Sydney and Melbourne called on the Lord Mayors of each city and discussed co-operation. One result is that Urbco is now considering inviting the Dance Company of the Australian Ballet to participate in the 1983 Festival of Asian Arts.

The councillors also met the Melbourne Moomba Festival organisers. Urbco now hopes its Director will visit Hong Kong for the 1983 Festival of Asian Arts.

Darwin Chen says the councillors visited cultural facilities in Australia, including the Queensland performing arts complex, saw the newly completed Art Gallery and the Concert Hall still under construction. It also went to the Brisbane Albert Park amphitheatre which is a possible model for open-air theatres in Hong Kong.

They saw a number of State libraries, including the New South Wales State library and the Sydney Public library and discussed with staff the use of computers for circulation control and book cataloging.

In Victoria, they saw the newly-completed Melbourne Concert Hall and were interested in its facility to provide variable acoustics for different types of musical programmes, useful in designing the Tsimshatsui cultural complex due for completion in 1986. Darwin Chen says on the sports and outdoor recreation side they saw the facilities in Brisbane for the Common-



wealth Games and visited the Brisbane Botanic Gardens where they were interested in features like its fragrance garden for the blind and its glazed geodesic dome that serves as a greenhouse.

The councillors went to the Sydney Taronga Park Zoo and as a result Urbco has accepted a kind offer of two kangaroos and two kookaburras (indigenous laughing jackass birds) for Hong Kong's Botanic and Zoological Gardens.

Darwin Chen says his office has a lot of other close contacts in Australia. One is with the International Cultural Corporation of Australia whose director, Robert Edwards, has recently been appointed an honorary adviser to the Hong Kong Museum of History. Others are with the Australian Council, the Victorian College of Arts in Melbourne, Viva Musica, the Queen Elizabethan Trust, the Adelaide Festival Theatre, the administrator of the Perth Festival and the Confederation of Auditorium Managers. They are all keen to cooperate with Hong Kong.

He says the Hong Kong Chinese Orchestra and the Hong Kong Dance Company's performances in Australia last year were enthusiastically applauded. Audiences at the Queensland concerts were non-Chinese but there was a large percentage of Australian Chinese at the one performance in the Sydney Opera House.

The Hong Kong Children's Choir has also toured Australia. More visits by Hong Kong artists are being planned. Successive Australian Commissioners in Hong Kong have always been enthusiastic supporters of the City Hall's cultural programmes; Darwin Chen adds.

In Hong Kong, where over 8,000 Australians live and work, it is the friendly spirit of the Australian people that Australians both individually and through their own organisations tend to promote. Australian women help with charity work and Australian companies contribute to their finances. Michael Brennan president of the Australian Association says the organisation has been active in Hong Kong for almost 30 years and from it has sprung the Australian Club and the Australian Business Luncheon group that meets once a month.

It is mainly a social body with a membership of about 700 that with dependants really means 1,200. Most members are ethnic Australians but its membership is open to non-Australians with an interest in Australia. The annual fee is cheap at HK\$60.

The major functions it organises are the Australia Day Ball in January each year, a children's sports day on the second day of Chinese New Year, participation in the Dragon Boat races at Stanley each year, the Black and White Ball every October to raise funds for charity, the November Melbourne Cup dinner and "Calcutta" auction and Christmas parties, including a ladies lunch, a cocktail party and a children's party.

Mrs. Sandra Nolan, president of the Association's women's group, says the group has been active for 23 years. It works to foster friendship among Australians and raise money for Hong Kong charity. Annually it raises about HK\$50,000. It pays the school fees for some underprivileged children and gives \$12,000 to maintain a study centre for schoolchildren in the Walled City.

Housewives

Every month the group holds a coffee morning at a member's home. It organises three luncheons a year with a speaker, holds an annual bazaar, organises the two Australian balls each year and a Melbourne Cup luncheon. The women also meet at tennis every Tuesday and, of course, train for the Dragon Boat races. The women won at Stanley last year.

Mrs. Nolan says a lot of Australian women don't have amahs. They are housewives living as far apart as the Peak and Clearwater Bay. They get thrown into the unfamiliar deep end of Hong Kong from the day they arrive.

The group helps them to get to know one another and fosters respect for Australian and local traditions. It encourages them to work for others less fortunate than themselves.

Another active organisation in Hong Kong is the Australian Club in the South China Building, Wyndham Street. Christopher Penman, current chairman of the general committee,

says the Club began in 1978 basically to foster the Australian spirit in Hong Kong and to provide a place where Australians could meet their Hong Kong friends and business contacts.

Chris Penman says the Club has a membership of over 700. About 230 members are Australians, the rest British, North American, British Asians, Australian Asians and Canadian Asians. The Club moved from Marina House to Wyndham Street in April 1980. It now has a well-deserved reputation for informality and friendliness. It is decorated with items of Australiana. Hong Kong Chinese educated in Australia or who have spent some time there also use the Club.

Chris Penman says the Club tries to cultivate an interest in Australian traditional functions, such as the Melbourne Cup, Australia Day and Anzac Day. Besides its dining room, the Club has a function room and a library.

It has expanded into outdoor activities which most Australians love. It has its own squash team in the Hong Kong Squash Racquets Association. It conducts a snooker tournament. Its premises are made available to the Australian Association for its functions and the monthly luncheon of Australian businessmen.

The Club's strong national connection helps give the Australian community a real Hong Kong presence. Donald Horne, the Australian Commissioner in Hong Kong, is the Club's patron. Bill Wylie is its president.

Ray Gardiner, a first secretary at the Australian Commission, says the sports links between Hong Kong and Australia are strong in soccer, rugby, cricket and tennis. Australia sent a big contingent of handicapped athletes to last year's Fespac Games in Hong Kong, setting a strong example of what such people in every community can achieve in personal accomplishment and social integration.

In the fight crime field, Ray Gardiner says he recently sat on a panel for the Royal Hong Kong Police to choose five Hong Kong girls and boys as winners in a Fight Youth Crime competition. The young people will holiday in Australia as the guests of the police in Australia's major cities. □



The In-tray

H.E. visits the Chamber

His Excellency The Governor, Sir Edward Youde, paid his first official visit to the Chamber on Tuesday, 14th December. He made a brief tour of the different departments of the Chamber and then joined the General Committee and Directorate for lunch. He briefed those present on a variety of subjects including the longer term future, re-allocation of top posts in the Trade and Industry Departments, and Hong Kong's stepped-up promotional effort in the U.S.A. A full and frank discussion with committee members followed Sir Edward's briefing.



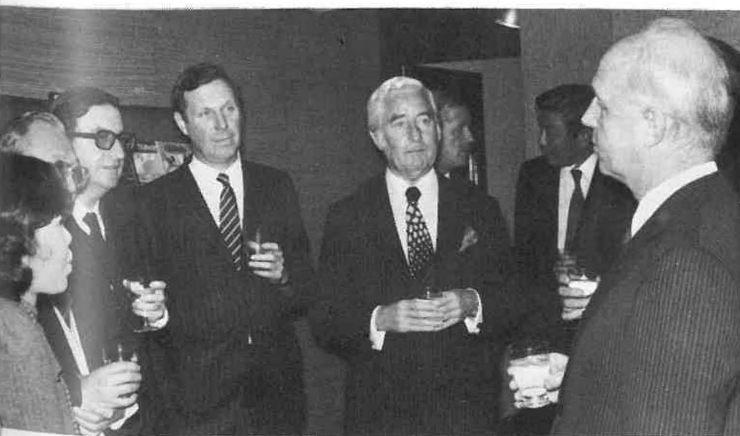
Sir Edward with the Chairman and Directorate - (from left) Assistant Director (Industry), Cecilia Fung, Sir Edward, Assistant Director (Administration), Harry Garlick, Director, Jimmy McGregor, and Chairman, John Marden.



Sir Edward greets the Vice-Chairman, Jack C. Tang ...



and General Committee member, John Holmes.



H.E. in informal discussion with General Committee members.



The Director explaining the work of the Trade Statistics Section to Sir Edward.

Trade in Progress

Hong Kong Overall Merchandise Trade (HK\$M)

	Jan.-Oct. 1982	Jan.-Oct. 1981	% Change
Imports	116,649	112,912	+3
Domestic Exports	67,493	65,616	+3
Re-Exports	35,917	33,901	+6
Total Exports	103,410	99,517	+4
Total Trade	220,059	212,429	+4
Balance of Trade	-13,239	-13,395	-1
Visible Gap as % of Total Trade	6.0	6.3	

Imports : Major Suppliers (HK\$M)

	Jan.-Oct. 1982	Jan.-Oct. 1981
China	26,581	23,609
Japan	25,719	26,370
USA	12,675	12,027
Singapore	8,548	8,710
Taiwan	8,397	8,787
UK	5,627	5,023
South Korea	3,703	4,496
Fed. Rep. of Germany	2,833	2,773
Switzerland	2,149	2,327
Australia	1,911	1,669

Imports : Major Groups (HK\$M)

	Jan.-Oct. 1982	Jan.-Oct. 1981
Raw materials	46,387	45,969
Consumer goods	31,089	29,924
Capital goods	16,437	16,638
Foodstuffs	13,544	11,743
Fuels	9,193	8,639

Domestic Exports : Major Markets (HK\$M)

	Jan.-Oct. 1982	Jan.-Oct. 1981
USA	25,514	23,906
UK	5,727	6,227
Fed. Rep. of Germany	5,544	5,649
China	3,051	2,221
Japan	2,646	2,422
Australia	2,350	2,145
Canada	2,132	1,933
Singapore	1,590	1,421
Netherlands	1,321	1,283
France	1,203	1,170

Domestic Exports : Major Products (HK\$M)

	Jan.-Oct. 1982	Jan.-Oct. 1981
Clothing	23,394	22,877
Toys, dolls and games	7,751	6,014
Watches	4,315	4,676
Textiles	4,032	4,331
Radios	2,960	3,185
Electronic components for computer	1,236	1,815
Handbags	919	918
Hairdryers, curlers and curling tong heaters	841	738
Electric fans	827	1,129
Footwear	617	662

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

	Jan.-Oct. 1982	Jan.-Oct. 1981
China	6,550	6,420
USA	4,622	3,909
Indonesia	3,679	3,434
Singapore	2,884	2,657
Taiwan	2,211	1,998
Japan	2,105	2,252
South Korea	1,370	1,130
Macau	1,270	1,126
Philippines	1,190	1,049
Saudi Arabia	751	473

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

	Jan.-Oct. 1982	Jan.-Oct. 1981
Textiles	5,367	5,705
Chemicals and related products	3,200	2,912
Electrical machinery, apparatus and appliances and electrical parts	2,772	2,500
Photographic apparatus, equipment and supplies and optical goods, watches and clocks	2,559	2,737
Articles of apparel and clothing accessories	2,443	2,765
Crude materials, inedible except fuels	2,439	1,796
Food	2,310	1,650
Non-metallic mineral manufactures	2,108	2,260

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

	Imports		Domestic Exports		Re-exports		Total Trade
	\$M	Quantum Index (1973:100)	\$M	Quantum Index (1973:100)	\$M	Quantum Index (1973:100)	\$M
1979	85,837	176	55,912	175	20,022	184	161,771
1980	111,651	209	68,171	195	30,072	253	209,894
1981	138,375	233	80,423	210	41,739	324	260,537
Monthly Average 1981	11,531		6,702		3,478		21,711
		(1981:100)		(1981:100)		(1981:100)	
Jan. 1982	10,023	81	6,239	91	3,319	87	19,581
Feb.	11,220	91	4,694	67	3,597	93	19,511
Mar.	12,178	99	6,577	93	3,714	96	22,469
Apr.	12,302	101	6,541	93	3,589	93	22,432
May	11,340	94	6,854	97	3,760	99	21,954
June	11,714	98	6,953	97	3,451	91	22,118
July	12,376	104	7,680	106	3,578	94	23,634
Aug.	11,583	96	7,742	106	3,613	95	22,938
Sept.	11,826	99	7,218	101	3,723	99	22,767
Oct.	12,218		7,087		3,615		22,920

Area Comparison (HK\$M)

	Imports Jan.-Oct. 1981	Domestic Exports Jan.-Oct. 1981	Re-exports Jan.-Oct. 1981
Asia (excluding China)	53,259	7,839	17,073
China	26,581	3,051	6,550
West Europe	17,099	18,873	2,574
(EEC)	14,011	15,508	1,983
North America	13,579	27,646	4,880
Australia	1,911	2,350	563
Africa	852	2,110	1,474
Middle East	1,362	2,954	1,776
Latin America	782	1,780	678
Rest of World	1,224	890	349

本會動態

本文內容乃摘錄自執行董事
麥理覺向理事會及其他
工作委員會發表之每月報告

財政

本會現正等候司庫為籌備本會年報而提供有關八二年底本會財政狀況的資料。雖然年間會員續有增加，至八二年底高達2,992的空前紀錄，惟年中大部份時間本會的收支平衡都未如理想。本會須在成本不斷增加而經濟衰退的環境下維持本會的經濟彈力。本會繼續為會員提供廣泛服務，加以改善或推行新服務，並擴大使用本會的電腦資料；現時本會的電腦資料貯存庫所輸入的資料日有增加。

會員

撰寫本篇報告時，本會會員中已繳交一九八三年度會費者佔53.10%，另有2.22%退出，這個會員退出率較諸去年無疑略高，反映出經濟衰退所帶來的影響。本人很熱切希望八三年間招收到第三千名會員的時候，將致送小小紀念品予該機構。

在十一月本會推行的招募運動期間，共有五十八名新會員加入本會。

本會將派團訪英

本會將於三月七日派遣高層代表團訪英，為期一週，現時已有確實行程，其中包括工作研討會、聚會、活動與新聞界招待會，相信會相當繁忙。在完善策劃及英國各有關團體的高度合作下，本會定能向多家對香港感興趣的英國公司代表發表談話。該四人訪英團將得到在倫敦的姬達爵士與其職員的協助。舉辦研討會及接受新聞界訪問的地點為倫敦、伯明罕、紐卡素與格拉斯哥，最後並會在愛丁堡舉行晚宴及會晤蘇格蘭議會的議員。本會多年來與英國商會及今次協助訪英團的其他英國團體均有緊密誠懇的合作關係。本會的主要目的，當然是為港英兩地的貿易與投資發展，作出最實際的貢獻。本會肩負此項任務可謂最理想不過。

委員會結構

理事會同意將租務及簽證委員會解組，因為兩者均已不能發揮作用。理事會並同意將兩個特別委員會轉為常務委員會，其中一個向政府提供有關私人機構薪金與服務條件的資料，另一個則與貿易標準有關，亦向有關的政府當局提供意見。

民政

民政事務委員會日前曾與兩局議員辦事處秘書長沙敬德舉行會議，其後本人代表民政事務委員會向沙敬德先生提交意見書，提出增進公私營部門之間的溝通、交流與了解的多個方法，特別注意到立法程序方面。本會並要求政府考慮擴大重要政府委員會的指派委員人數。

民政事務委員會又曾就香港留英學生學費問題，向外交及聯邦事務部大臣以及教育及科學部大臣呈交意見書，現已得到答覆。兩者都了解到香港的特殊地位，並表示英國有關當局可能會及早作出決定，本會希望是項決定能改善現時留英港生的學費問題。

中國委員會

中國委員會曾舉行集會，研審三月間本會派團訪問中國四個城市的事宜。本會助理董事馮若婷與副經理區永祥赴北京與其他城市，詳細商討該二十人訪問團的各項安排，原定的行程可能須要作出若干改變，中國當局已答應盡力支持該訪華團。

本會自置會址

本會的自置會址委員會，由雷勵祖出任主席，月內曾再次舉行集會，考慮在本會經濟能力範圍下，自置永久會址的多個選擇。委員會特別注重的，是新會址須切合本會的功能與地位，能夠方便會員繼續使用本會的設施與服務。委員會取得地產公司的專業性財務建議與協助。本會現時租用太古大廈的租約直至八六年始屆滿，所以購置會址一事並毋須操之過急。委員會亦可能考慮另一個可能性，就是繼續租用現時的會址。

週年會員大會

各位會員請注意本會的週年會員大會將於四月廿五日星期一下午五時卅分假文華酒店舉行。本人希望屆時各會員踴躍出席。

理事會週年晚宴

本會的週年晚宴將於一月廿一日星期五假文華酒店舉行，屆時港督將為首席嘉賓，並將於席上致詞，本會主席馬登則會在席上致歡迎詞。一如以往一樣，今年的週年晚宴亦將座無虛設。

貿易團

非洲貿易團

本會與貿易發展局合辦的貿易團於前往西非三個國家及拉斯帕馬進行為期三週的訪問後，已於十二月初返港。此行共接獲價值一千七百萬港元的訂單，另有一千九百萬元的續單在洽商中。

中東貿易團

十四家公司將參加本會與貿易發展局合辦的中東貿易團，將於三月出發，往訪城市包括巴林、馬斯喀特、達曼及利雅德。

歐洲採購及推銷團

本會準備於五月起行往訪西歐四個城市的訪問團已接獲多份申請。此團將往訪慕尼黑、史圖加、蘇黎世、巴塞隆納與倫敦。

工業投資

工業家訪問團赴美國

本會已通知會員機構有關組織一個工業家訪問團於八三年二月廿一至廿五日往訪美國一事。此團由政府工業處贊助，將為港商安排在美國的訪問行程，藉以物色美國公司在香港進行電子工業

方面的合資經營。

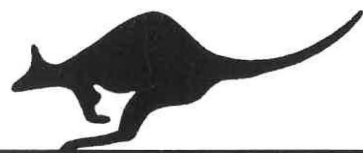
北英格蘭工業投資機會

北英格蘭發展局工業發展顧問傅偉澤先生十二月間曾來港訪問，並會晤多家有興趣在英格蘭東北部進行投資的香港公司高級職員，而本會工業部仍繼續提供協助。

本會經常與北英格蘭發展局合作促進雙邊貿易。本會於三月派遣高層代表團訪問紐卡素時，該局將提供直接協助。

貿易諮詢與投訴

八二年內，本會接獲的貿易諮詢接近一萬六千宗，其中有不少經由本會電腦處理。年內本會接獲二百九十七宗貿易投訴，其中有一百七十九宗涉及非會員。根據既定程序，此等有關非會員的投訴已轉至政府貿易處。至於涉及會員的投訴，本會在調停方面一向有良好的紀錄。 □



澳洲駐港專員 韓爾先生 獻詞

本人很高興為今期「工商月刊」寫獻詞，因為貴刊出版之時正是澳洲慶祝開國一百九十五週年紀念。本人過去三十五年間均居於香港，並曾出任三份不同工作。在這三十五年內，本人以莫大的興趣，靜觀這個彈丸之地及其勤懇人民的多項偉大成就；而正當各位香港市民繼續致力爭取更多成就之際，本人很高興重臨此地。

雖然澳洲與香港之間的商業、金融投資聯繫不斷增長是有目共睹的事實，不過這並不代表了澳港兩地之間廣泛與深厚關係的全面。在政府、傳播媒介、專業事務及體育方面，都可見澳洲人為香港的穩定與繁榮付出了貢獻。本人深信澳洲人與本人的想法一樣，希望上述情況會在香港持續下去。

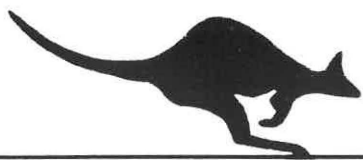
我們往往忘記了兩國之間的無形關係。商業也許是香港的命脈，貨物的交易對於澳洲及香港兩地也許都很重要，不過還有其他方面。

在香港的澳洲人士約有八千名，包括男、女、兒童，而且人數逐漸增多。香港有不少年青人負笈澳洲定居，有助於豐富澳洲的多種文化的社會。澳港兩地人民經常到對方的地域自由遊覽。在很多不同方面，澳港兩地都進行交流。

兩地交流所帶來的了解與友誼有其本身的價值，不能夠充份加以計算。我們互相學習；正如在這裏居住與工作的澳洲人告訴本人，這並不是單程的交流。

最近在遠東及南太平洋區運動會上，澳洲與香港所發展的眞摯友誼，以及日益增長的文化聯繫，證明了這種關係的重要性。本人深信這種關係將繼續下去。

最後，讓本人向香港總商會致意，不但由於其努力促進貿易，更因為其致力促進各國人民之間的較佳了解。



澳洲現已成為香港之增長最快供應國

澳洲駐港高級商務專員蕭朗撰文

正當一九八二年將盡之際，世界上大部份地區，包括香港與澳洲在內，皆感受到世界經濟衰退的影響。澳洲所受的影響相當嚴重，主要是由於世界各國對農產品與礦產的需求減少，價格也下跌，而該兩種產品均是澳洲的主要出口產品。

不過，一切不盡是那麼黯淡的；事實上，當我們看看澳洲與香港之間的貿易，便會發覺情形相當令人鼓舞：截至一九八二年六月的十二個月內，貿易數字顯示澳洲對香港的出口比上年大為激增（39.5%的增長）。香港總商會提供的數字甚至顯示截至一九八二年十月止的十個月內，澳洲對香港的出口跟八一年同期相比，是增長最多的國家（14%）。

與此同時，澳洲繼續為香港的製造商與出口商提供一個日益增長的市場。在截至一九八二年的十個月內，香港對澳洲的出口比八一年同期增加了9%。

澳洲依然主要是基本產品與食物的種植區與出口國，亦出口礦產。一如所料，此等產品在澳洲對香港的出口方面，佔有一大席位，而且日趨重要。香港人當然會留意到各種澳洲食品與飲料，

特別是由於近年澳洲商務專署與各大超級市場舉辦的定期推廣活動，使澳洲食品與飲料更形普及。

正當香港不斷擴展，對電力需求有所增加的時候，新發電廠的渦輪機乃由澳洲煤發動。至八十年代中期，煤很可能成為澳洲對香港出口的最重要產品。

澳洲位處世界發展最迅速地區之一——東南亞——的邊緣，因此也蒙受其利。而在東南亞經濟最蓬勃地區之一的香港，這些利益在多方面更是顯而易見。因為香港的商家要輸入一切必需品，然後尋求海外市場以銷售他們的產品，而澳洲正好位處鄰近，可以為香港提供多種產品與勞務，價格亦相宜；此外，澳洲本身有近約一千四百萬人口，生活程度高，且具備必需的購買力，因此是港貨去銷的重要市場。

澳洲駐港高級商務專員辦事處的主要職責，是在香港開拓澳洲產品的市場。該辦事處共有三位澳洲商務專員，屬下有一組能幹的香港華人，負責市場推廣的工作。在大家共同協力之下，為香港商家提供有關適合香港市場的澳洲產品的資料與建議。

澳洲出口商對於爭取市場很認真，

而且經常訪港以求取得市場的第一手資料。本人的辦事處每月定期接見五十至六十位這樣的商業訪客，很多都是初次接觸這個市場，同時很著意委任代理商或進行直接銷售各類澳洲產品及勞務。

最近世界貨幣的走勢使澳元兌美元下跌，香港的買家自然不會留意不到，這也是造成澳洲出口貨增輸香港的部份原因。

在香港的澳洲商業社團規模甚大，而且逐有增長，雖然在過去十八個月來增長的速度較為緩慢。最近印製的駐港澳洲公司指南列出了一百二十二間機構。這些澳洲公司從事各行各業，包括多種顧問服務、銀行、保險及其他服務行業，亦有經營製造業及貿易。很多澳洲公司正以香港作為基地，探討在中國及其他鄰近國家開拓市場的機會。

澳洲跟香港一樣，對於不斷妨礙世界貿易增長的保護主義趨勢感到關注。在最近舉行的關稅及貿易總協定部長級會議席上，澳洲的貿易及資源部長申明澳洲將繼續遵行關貿總協定的條款及開放的多邊貿易制度，並表示各國必須致力減少妨礙自由貿易的貿易屏障與措施。

□

澳洲在港的工業投資

澳洲在香港的工業投資比不上美國與日本過去二十年間在香港的投資。

澳洲本身的工業發展，正如香港的一樣，是比較新興的。

不過當科技不斷進步的澳洲公司擴充及作多元化發展，它們持著優質產品擴充至海外，來到香港便開設分公司作為生產基地及本地或出口市場。

時至今日，澳洲是英聯邦國家之中，除英國外，在香港作最多工業投資的國家。

「工商月刊」訪問了五家最具代表性的澳洲公司：

派安混凝土有限公司於一九四九年始創於澳洲。其第一家海外公司一九六一年於香港開設，此後擴展至英國、以色列、西班牙、葡萄牙、南非、美國與新加坡。

該公司於一九六五年兼生產瀝青，現時更經營石油、煤、黃金與鈾的開採與提煉。

派安是香港最為人常見的澳洲公司，旗下約有二百五十部混凝土攪拌貨車每日在香港的公路上行走，為多個建築地盤供應經攪拌的混凝土。

香港的派安混凝土有限公司總經理羅文朗表示，派安在香港設立之初，是

沒有人採用預先攪拌妥當的混凝土的。當時混凝土全都是以人手在建築地盤即時攪拌而成。預先攪拌妥當的混凝土經過一段長時間始被接納。

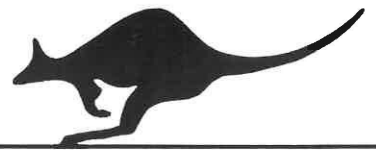
這種預製混凝土在一九六七年暴動後被採用的數量開次激增。此後，在七十年代期間，派安一直參與香港建築界的龐大發展，現時業務更是前所未有的繁忙。

羅文朗表示派安集團在香港有兩個石礦場，一個在石澳，另一個在官塘安達臣道。十二月，派安在香港與澳門之間的中心洲啟用第三個石礦。這項工程的資本額為三千五百萬港元，是澳洲公

司在中國最大的一項投資。中心洲出產的石料將全部運來香港，以應付派安為本港建築界供應混凝土的需求。石礦的經營方式跟任何其他石礦一樣，派安向中國交付礦區使用費，而工作人員皆聘用當地華人。

派安在香港僱有六百人，另經由承建商聘用者則有二百五至三百人，是香港最大規模的澳洲公司，歷史最悠久。

羅文朗表示，派安供應的大部份預製混凝土以私人發展工程採用為多，不過公營建設所採用的數量也不少，如地下鐵路與啟德機場。目前政府建築物採用預製混凝土也不少，如新建的文化中



心，海港道的裁判司署及公共房屋等。派安負責供應混凝土的最大宗建屋工程是美孚新邨的建設。

派安的瀝青亦用於屯門高速公路及貨櫃碼頭。目前派安亦有份參與新界部份建路計劃。

派安在香港的業務範圍，從其十五個混凝土流動廠房可見一斑。羅氏指出，這十五個流動廠房能夠迎合不同建築地盤的需要，近年佔用過四十四個不同地盤。以香港的面積而言，派安在香港的混凝土業務可說是全球最繁重的。

位於紅磡的**威武工程有限公司**是一家澳洲公司在香港開設的全資附屬公司，專營防火及保安設備，近年業務遍及全球。張大焜是本港分公司的常務董事。

張大焜是三十來歲的澳籍華人，是專業建築師。他來自墨爾本的威頓區海濱市郊，先後在墨爾本的威頓中學及皇家墨爾本工藝學院接受教育。

他說威武工程公司在香港為電力公司及油站承造不少工程，更是地下鐵路的專門承包商之一。

威武工程公司為大約二百家銀行裝設保安警報系統，這些系統與威武工程公司本身的中央監察站互相連繫。此外，威武工程公司又銷售墨爾本製造的夾萬與保險箱。

在香港，威武工程公司製造火警嵌板與防火門。其他產品則從澳洲或在英國與美國的集團屬下機構輸入。威武工程公司業務遍及八十六個國家。

威武工程公司於一九七〇年在香港設立。張大焜表示他屬下職員約有二百人，大家都很緊密團結，其中十名職員在公司任職已達十年之久。威武工程公司並沒有僱用承包商，一切工程皆親自承辦，以便能控制品質與試驗。

張大焜在港的三年半期間，威武工程公司取得多項主要工程合約，包括沙田的威爾斯親王醫院、屯門的地下鐵路車廠、以及兩家電力公司在青山與南丫島的發電站。

威武工程公司與要求一流品質及信譽的私人發展商亦有生意往來。最近更簽署合約承接地鐵港島綫柴灣車廠及滙豐銀行中區新總行的工程。

張大焜於一九六六年開始已任職於澳洲的威武工程公司，一九七五年被派往新加坡，出任東南亞區技術經理。一九七九年他獲委任為香港區總經理，並負責泰國、中國與台灣的業務。

恆利有限公司是一家世界性製造及買賣攝影與電子產品的澳洲公司，資產

額為一億一千萬澳元。

香港三家恆利公司的聯合常務董事姚雅倫表示，恆利在官塘的工廠製造幻燈機與攝影機的鏡頭、聚光透鏡與幻燈機的熱濾鏡、以及電子閃光操縱裝置。

恆利在柯士甸道並設有貨物分銷部。在其經銷的產品之中，只有一小部份是在香港自製的。

恆利公司其他的工廠分別設於雪梨（專門製造高級攝影產品、電器用品與單車）；南愛爾蘭的科克（專造幻燈與高射幻燈）；密西根州的傑克遜（專造幻燈機與攝影產品）。

姚雅倫表示恆利的香港產品運銷全球，各種產品都是出口的。

恆利是香港兩三家製造同一種鏡頭的公司之一。公司的操作佔地不多，卻需要技術。

姚氏指出，香港的工人跟世界上任何一個國家的工人的工作能力無分軒輊。恆利自從十七年前在官塘初設廠時，香港已經有不少變遷。香港一向都有人力，而自從理工學院成立以來，更提供了技術人才。

恆利在香港的公司一向都僱有學徒，由公司負責訓練，現時想聘用技術人才就較為容易得多了。

過去十五年間，工作環境亦續有改善。往日的血汗工廠已經絕跡。恆利現時在香港僱有百二名工人，每日為工人供應一餐膳食。

姚氏從他的經驗所得，形容香港人是世界上最勤勞的人民之一。他表示香港人有彈性、適應力強、而且能因應時勢轉換工作類型。

他表示在目前的世界性經濟衰退情況下，商業前景並不十分樂觀，不過當經濟復甦，香港的情形很快會改善過來。因為一俟機會來臨，香港人由於能力高超定可爭取得市場。

澳洲國民工業有限公司的儲備淨值達一億三千四百萬澳幣，另一億五千四百萬澳幣為股東資金。該公司經營汽車、器材租賃、金屬、工程與建築、以及採礦器材的經銷及供應服務。

在製造業方面，該公司從事重工程、金屬塑造與鑄造。在國際方面，該公司於菲律賓、美國、香港、馬來西亞、新加坡、紐西蘭與南非均設有分公司。

在香港，標準貨櫃維修有限公司集團從事維修及貯存航運貨櫃，以及批發製造的產品。

標準貨櫃維修有限公司的香港區總經理狄大偉表示，該公司是在香港維修

貨櫃的主要公司，每月從事維修的工作小時在三萬至四萬之間。此外，該公司更貯藏約六千個二十呎單位的貨櫃。

他表示目前航運不景氣使該公司有機會再訓練員工，以及變得更精簡。該公司現時指望一九八三至八四年間生意轉好，屆時該公司會有新設施，能夠為香港航運界提供更佳服務。

現時有關方面建議減輕葵涌貨櫃碼頭附近的擠塞情況，使標準貨櫃公司有機會由目前的兩個廠址搬至一個較大廠址。一俟獲得這塊土地，該公司現時分營的維修工作及航運與租賃業務將可集中在一起。

標準貨櫃維修集團在三藩市、洛杉磯、侯斯頓、以至香港均設有公司。現時標準貨櫃集團正進行全盤電腦化，由開發票與帳目處理，以至船廠操控、維修工作與文件處理等，日後皆會利用電腦進行。

狄大偉表示，土地成本高是使用貨櫃碼頭區的公司的共同問題。一個現代化的中央碼頭可助提供生產力，並使標準貨櫃公司能夠完全符合國際標準、品質管制與國際編碼。

現時標準貨櫃公司在香港僱有二百五十二人。

爵華工業有限公司（Gerard Industries Pty Ltd.）總辦事處在南澳洲的亞特蘭大，是澳洲電器配件的大製造廠，產品牌子名為奇勝（Clipsal）。其香港附屬公司是位於葵涌的**亞洲奇勝有限公司**。

奇勝公司的香港經理屈卓豪表示，該公司從事「奇勝」電器配件的裝嵌與推銷工作，而不是產品的製造，以保持原庄澳洲貨的品質與信譽。

奇勝公司兩年半前在香港設立，之前在新加坡成立了兩年，一年前亦在馬來西亞開設。

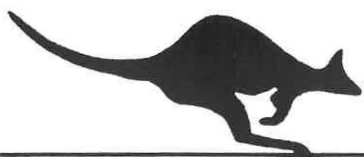
奇勝的產品漸多為香港建築工程所採用。其業務當然受地產市道的影響，不過該公司在香港已取得不少生意。

屈卓豪表示他覺得香港工人辦事勤奮謹慎，比奇勝公司預期者為佳。

他說他是公司內唯一的非亞洲人士，希望能訓練本地人出任他的職位。爵華工業有限公司視香港及亞洲其他地區的業務為長綫投資，並希望擴展至台灣、菲律賓與泰國。

在澳洲該公司分別設廠於亞特蘭大、雪梨與墨爾本，僱用約一千八百人。

□



澳洲專業人士遍佈 香港多個服務行業

澳洲駐香港的僑商對香港服務行業所付出的寶貴貢獻愈來愈多。

他們從事銀行業與其他使香港成為世界第三大金融中心的有關行業，例如會計與法律。

他們的貢獻不但在於增進澳港兩地之間的貿易，更使香港擴大對中國的轉口貿易。

此外，他們又協助發展公營部門的經濟與社會基本建設，興建高速公路、汽車與行人天橋、以至新醫院等。

「工商月刊」訪問了多位有關的澳洲人士，請他們講解他們所屬行業的工作：

禮頓（亞洲）有限公司常務董事夏明德表示，澳洲的母公司在遠東區從事工作已有多多年，首次在香港進行工程則約在五年前。

自從七十年代中期經濟情況轉走下坡以來，禮頓公司認為應該盡量利用香港提供的商業機會，並須配合經濟的擴展。該公司因而採取了一種保守及實際的政策，集中承接公營部門的工程。現時該公司已進展至能夠從事任何類型的工程及若干種類的興建計劃。

夏氏表示禮頓公司開始時從事填海及道路工程，然後擴展至興建天橋、為九廣鐵路興建火車站及興建現時地下鐵路北角站的中央大堂。

該公司又曾在大埔築橋、興建工業大廈、多層停車場、巴士總站與醫院。

禮頓公司逐步在香港建立業務，以往多集中於土木工程，現時則向打樁及地基工程發展。

夏氏說禮頓公司僱有大約三十五名澳洲人，另有十五至二十位英國人。公司業務的支柱就是這些經驗豐富的職員。雖然公司須付出很高的成本，不過職員的技術熟練，工作表現良好，就將高昂成本抵銷有餘。禮頓公司的宗旨是保持工作的質素及依時完工。因此該公司十分重視員工的工作表現。

其本地職員約有二百人，另有數以百計的熟練與非熟練工人。本地職員之中，有很多是合格工程師。經過訓練及累積經驗之後，他們便被擢升至較高職位。

夏氏指出禮頓公司視本身為香港的一部份，香港的前途與之亦休戚相關。該公司喜將其現時的工作視為對本港社會的貢獻。

禮頓公司亦是能夠成功在海外開業的少數澳洲公司之一，因而為此自豪。

該公司相信澳洲的管理技巧與工業技術有很多可以在世界各地加以有效採用。

禮頓公司在新加坡及馬來西亞也有業務。夏明德表示該公司在香港取得的經驗，對於在上述地區發展新業務甚有裨益。

澳紐財務（遠東）有限公司總經理伊瑞和表示，該公司是澳洲與紐西蘭銀行集團的全資附屬公司。該集團是在香港設立辦事處的第一家澳洲銀行，當時大約是十年前。由於受金融事務有關當局的互惠條文所限，澳紐銀行不能在香港設立分行，因此該行以接受存款公司名義在香港註冊，也是第一家在香港成為持牌接受存款公司的澳洲銀行。

伊瑞和表示澳紐財務的業務遍及香港與遠東區。截至一九八二年九月止的年度內，其扣稅前純利達三千八百五十萬港元，總資產已增至二十一億港元。

澳紐財務為正在遠東區擴展業務的澳資公司客戶提供融資，包括貸款予這些公司在中國多處地方進行發展計劃。

伊瑞和表示，澳洲與香港之間的貿易關係已相當密切。雙邊貿易正續有增長。一九八二年香港從澳洲輸入的產品增長最多，這些產品包括煤、肉類及電器用品。他說兩地的貿易關係正趨向多元化發展。

在香港背後是龐大的中國市場。澳洲視本身為亞洲太平洋區的一部份，而亞太區的增長潛力在未來十至二十年間是全球最大的，因此澳洲銀行對於參與亞洲發展，自然興趣日濃。

伊瑞和在香港逗留了五年後即將離港。他獲委任為駐倫敦的澳紐銀行歐洲區經理。他說他很喜歡在香港的每一分鐘，並認為香港與遠東區的商業環境至為刺激，特別是與華商的交易為然。

西太平洋有限公司香港區總經理戴菲聯表示，該公司是CRA有限公司的附屬公司。CRA是澳洲最大的採礦及礦產公司，以資產計算則為第三大。CRA亦擁有亞洲電視有限公司（前麗的電視）的股份。

戴氏指出CRA從事礦物的勘探、開採、提煉與加工，包括從鋁土礦提煉加工成鋁。此外，該公司亦在澳洲及亞洲其他地區從事製造、鑄造與壓鑄的工作。

他說CRA很自然的兼營本身產品的經銷，後來擴展至經銷其他公司的產品。

西太平洋有限公司是一家以香港為基地的公司，主要是從亞洲推銷多種產品至世界各地市場。

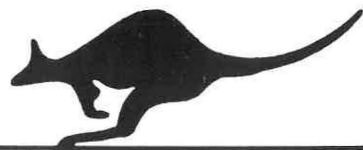
例如，該公司把在中國與日本出產的罐頭食品、肉類與魚類等以該公司的牌子包裝。該公司經銷的產品有多種，礦產與金屬品也在其中。

戴氏表示，中國很明顯是西太平洋有限公司的主要物料來源地之一。該公司在探求及經銷中國產品、金屬品、化學品、食品、機械、輕工業產品與塑膠產品方面，已具備相當專長。

CRA集團已經為西太平洋有限公司的產品提供現成的市場，不過這些市場並不僅限於澳洲，而是遠及美國、歐洲、非洲，甚至新畿內亞。

西太平洋有限公司亦是若干澳洲買家的代理。由一九八一年十月起，該公司從中國聘有多家代理商號，代理多種產品，由食品以至若干機械產品都在此列。

彼恩澳洲證券公司的香港合夥人麥嘉倫表示，澳洲證券市場的規模比不上香港、日本或美國。該公司能夠在香港



企穩而另外四家澳洲海外證券公司卻撤離的原因，是由於彼恩澳洲證券公司的業務最為多元化。

彼恩澳洲證券公司不但有本身的證券部門及出色的研究部門，更進行商品與期貨買賣。該公司是在固定利率市場上買賣政府證券的最活躍的澳洲經紀商與買賣商。現時更從證券經紀商演變為百份百的投資銀行，處理物業融資。

香港的辦事處成立於一九七五年，是在香港開業最長久的澳洲證券公司，經營總公司的一切業務，服務範圍遍及東南亞區。該公司在日本亦設有代辦事處，在倫敦及日內瓦均有辦事處。其海外公司網之大，是任何澳洲證券公司所無可比擬者。

麥嘉倫表示，以往經紀坐在辦公室等候電話響的日子已經過去了。現時該公司的經紀均須出外，在競爭激烈的市場找生意，而公司的研究部則是他們的後盾，這個研究部門是任何有可能投資澳洲的香港人士都可以求教的。

他說最大的香港投資者是那些擁有澳洲資金的人士。有人提出過一九九七的不明朗情況使港人轉持澳洲資金者又增一批，他很懷疑這種說法，不過確有不少澳洲地產業人士湧到香港，企圖收集這些資金。他向香港投資者提出警告，表示一個國家的地產市道如果好景的話，當地的經紀也不會飛到香港爭取生意了。

麥氏表示，香港的外籍人士社團與若干個大規模華人機構是他的主要客戶。他的公司每日及每星期均印發通訊，為客戶提供最新資料。

香港人如果想向澳洲的物業發展，他建議他們利用物業信託，在雪梨商業中心置業，每年盈利為12%，不須繳付扣除稅，同時待商品價格好轉時，有希望獲得資本利益。

他表示澳洲基本上是礦產與農產的出產國。他預期當世界經濟復甦，已發展工業國開始購入更多產品，特別是低級金屬時，將有大量資金流入澳洲，而澳元在未來一年至兩年間將有堅挺表現。一般而言，澳洲的經濟復甦比美國遲六個月。

澳洲國民銀行與澳洲雪梨商業銀行的區域代表畢士頓表示，該兩家銀行於一九八二年內已著手進行合併，而由

一九八三年一月一日開始，兩家合併銀行正式定名為澳洲國民銀行。

該銀行在香港的辦事處負責香港、南中國、台灣與韓國的業務。在香港該行設有一間全資附屬的接受存款公司，名為澳洲國民財務（亞洲）有限公司，另在澳日國際財務有限公司則佔有百份之五十權益。

澳洲國民銀行對於各項正常的銀行業務均感興趣。由於香港與澳洲之間沒有互惠業務，該行在香港不能取得銀行牌照，只能經營接受存款公司。不過這種情況可能在未來數年間改變，全視乎澳洲政府的決定。

畢士頓表示，澳洲國民銀行在香港進行的業務涉及以下多方面：外匯貨幣市場、定期貸款包括集團貸款、浮定利率金融工具、貿易融資與信用狀。

該銀行在香港的主要目的是為澳洲的總行建立業務，同時在整個亞洲的經濟體系扮演愈來愈吃重的角色。在這方面香港是亞洲區最重要的基地之一。

畢氏表示該銀行在北京亦設有辦事處。北京及香港的辦事處同時為澳洲商人提供在中國營商的意見與協助。辦事處的設立最初是以澳洲人為服務對象，不過也不僅限於澳洲人。

自一九七四年開始該銀行已在香港設有辦事處，現僱有六名澳洲人。

香港施端納公司的合夥人李察萬威寧表示，其公司是建築、工程與策劃的專業顧問公司，一九二〇年代開設於墨爾本，現時在澳洲、紐西蘭、台灣與香港均有辦事處，在印尼亦有聯絡處。

施端納公司於一九七七年來到香港，當時是受港府委任為沙田威爾斯親王醫院的主要顧問公司。同時該公司更有意在香港設立永久辦事處，一如較早時在紐西蘭威靈頓成功設立辦事處的過程一樣。

李察萬威寧表示，施端納公司所從事的工程之中，醫院工程約佔其中四成。該公司亦承接很多其他的工程，不過醫院工程佔如此大的比重，實由於公司的創辦合夥人施蒂文生爵士是這方面的世界知名建築師，因此該公司在醫療設備的建造方面便建立了專門知識與信譽，成就甚至掩蓋其他的工程。

在成立香港辦事處之後，施端納公司即全面投入威爾斯親王醫院的興建計

劃。現時該醫院已接近完工，施端納公司正取得其他任命。

大部份的工程都與公私營部門及資助機構的醫療設施有關。例如，該公司已被委任負責官塘基督教聯合醫院的擴建工作。

該公司正在施工的地點還包括大口環的根德公爵夫人醫院、將軍澳的靈實醫院、東華三院屬下的若干機構、以及黃大仙的瑪利諾醫院。

自從在香港設立辦事處後，施端納公司更擊敗了五家美國行，贏得台北的一宗大工程。這是一宗醫院病房的裝修與擴建工程，完成後可容納二千名病人。李察萬威寧表示在香港設立辦事處有助取得這宗台灣的工程。

施端納公司現時已長駐香港。其香港辦事處的職員有95%都是本地華人。專門人才則多來自澳洲與紐西蘭。

總公司設於墨爾本的康隆工程顧問公司合夥人麥智望表示，香港是該公司在澳洲以外地區設立結構與土木工程辦事處的唯一地方。另一個在新加坡的辦事處則專門負責機械與電器工程。

康隆工程顧問公司自一九七六年已在香港設立辦事處，僱有二百二十人。其最大的工程是與施端納公司合作興建沙田的威爾斯親王教學醫院。此外，位於都爹利街樓高廿六層的樂古大廈，是該公司基本上已完成的另一項工程。

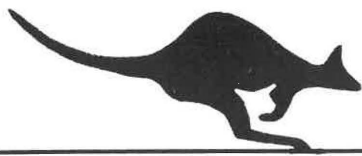
該公司現正為香港大學興建高級教職員宿舍。宿舍位於大口環，計有三座多層大樓及體育中心，包括一個看台。

這份工程合約須進行約近一千米長的海岸保護工程、道路工程、泥土工程與排水工程、以及建築一幅混凝土海堤。

麥智望表示，康隆工程顧問公司在香港亦曾從事一兩宗輔助工程，又曾為地下鐵路公司進行可行性研究。

該公司在大嶼山的愉景灣負責結構、土木與地質工程，所做的工作包括設計與地盤闢建、繼而進行道路與排水工程、以及整個住宅中心的結構工程。此外該公司又為另一個在大潭的居住中心的七幢廿六層高大廈進行結構設計。

麥氏表示，雖然香港的物業市道陷入不景氣，康隆工程顧問公司在香港的業務仍相當繁重。



澳洲國家航運公司區域代表萊恩斯表示，該公司的船隊有卅三艘現代化商船，在十一個澳洲港口均有停泊站。該公司又與亞澳快航有限公司及東方海外貨櫃航運有限公司合作，每星期派船行走香港與澳洲兩地的港口。

澳洲國家航運公司從香港開出的兩艘貨櫃船名為「澳洲企業」及「澳洲探險者」號。兩艘船的重量噸位均超過一萬八千。

澳洲航運署在一九八二年的年報中，指出年內有不少於六間未參加海運同盟的船公司跟同盟定期船競爭，導致運費水平嚴重下跌。

該年報表示，在港、台、菲貿易遭遇的最大威脅，來自蘇聯旗的菲士高輪船公司。菲士高是香港最大的獨立海上運輸公司，其運費在很多情形下只可以用「非商業性」來加以形容。

該年報指出，今後須推行合理化的貿易，並採取更嚴厲的措施以減少損失。

安永會計師樓的香港合夥人白禮文表示，該會計師樓在香港的辦事處由澳洲人開設，這是經過英國與美國方面的合夥人所同意的。

英、美、澳的合夥人都注入資本與介紹客戶，不過從澳洲調來的合夥人則負起開設與經營會計師樓的職責。是以這間會計師樓的根源始自澳洲，現時為一大羣在香港的澳洲商人服務。

安永會計師樓去年十月在北京與中國首間國營會計師樓——中國會計與財務管理顧問公司——簽署一份合作協議。協議內容包括在以下多方面互相提供協助：聯合核數；稅務與管理顧問服務；為外國客戶舉辦聯合研討會，講述中國目前的發展；以及為中國會計師提供進一步訓練。

最新加入香港服務行業的澳洲公司是Moore And Bevins。該行的一名合夥人薛德能表示，在輔助香港成為世界大型金融中心及提供有關的基建服務方面，該行可以扮演重要的角色。

他說多年前一家澳洲律師行曾在香港開業，主要是處理稅務法律的問題，不過該行已撤離香港。現時薛氏所屬律師行來港卻有不同的原因。該行著重發展國際性業務，專門處理國際融資與外國投資。

薛德能解釋說，像香港這樣的金融中心必須獲得輔助性的基本設施，如律師、會計師、快捷電訊服務，甚至印刷等。該行將在這方面的基本建設付出一份貢獻，亦將在移民服務方面擔當吃重的工作。

香港的新辦事處與雪梨的辦事處有電腦連接。利用文字處理器，在香港草擬的文件可以即時在雪梨印出來，是以該行可以很快為客戶處理事務。

薛德能表示，該行在世界各地均有緊密的代理聯繫；在日本、新加坡與韓國都設有律師事務所。中國是該行希望從香港發展開去的地區。

該行是澳中經濟合作委員會成員，也是澳日經濟合作委員會成員之一。

該行的港區合夥人高世傑表示，現時做律師的必須明瞭他們客戶的業務。

該行在雪梨的業務有七成涉及財務、投資、保險與石油工業，而他本人則擅長貨幣管理。

他說他在澳洲曾參與多個銀行課程，這些課程的目的是為協助律師在處理複雜的商業問題時能夠向客戶提供答案。現時律師的工作是為他們的商業客戶提供保護，如有違約事件也知道怎樣處理。

薛德能補充說，這是法律學校不常教的項目。

麥堅時律師樓的一名澳洲律師彭文傑表示，該行七名港區合夥人中，有五名是澳洲人。在雪梨該行有五十名澳洲律師，最近更擴展至墨爾本開業。

在香港該行有廿五名本地律師，其他來自美國與西德，客戶很多是在香港有權益的澳洲公司。

該行現正積極發展其移民與投資方面的業務，並參與本地的法律事務，以及與該行在東京、台北、新加坡、菲律賓與泰國等地的辦事處緊密合作。該行在北京亦設有代辦處。 □

澳洲肉批行銷香港

美度貨運(亞洲)有限公司董事長兼地區經理碧嘉利表示，該公司每月輸入整個貨櫃量的澳洲肉批，亦即六千四百打，然後批發給香港一百六十間超級市場，另外亦交與會所及酒吧。

澳洲肉批是每個澳洲人都食用的，跟澳洲的袋鼠、考拉熊、古卡巴拉鳥及「跳華爾滋的瑪蒂達」樂曲同樣具有代表性。

此外，美度亦從澳洲兩家著名酒商輸入澳洲酒，並加以批發。碧嘉利表示澳洲酒比若干法國酒不遑多讓，甚至有過之而無不及，大多數人都同意他的說法。

碧嘉利亦在尖沙咀棉登徑經營一家酒宿兼餐廳，名為「醉烏鴉」，那裏奏著澳洲著名樂曲，氣氛模擬澳洲著名酒吧，為香港平添一點澳洲的風味。碧嘉利表示其餐廳是以高格調為主，所以餐牌上並沒有澳洲肉批。

不過，「醉烏鴉」卻有來自澳洲的雪梨生蠔與芝士供應。澳洲生蠔以前在香港有很大的市場，多由餐廳訂購，後來香港人害怕生蠔受到污染，不敢問津，生蠔市道便一落千丈。現時由紐西蘭取得市場。

來自澳洲與紐西蘭的生蠔現時在出口之前均經過清洗庫清潔妥當，而市政局亦要求每批運來的生蠔都附有衛生證明書。清洗生蠔的過程令成本增加，而雪梨生蠔現時比紐西蘭的售價較高，碧嘉利訂購每打須付廿四元澳幣。

碧嘉利主要的業務，當然是從香港以空運或海運輸出貨物至澳洲。美度貨運每月將六十至七十長噸的貨物空運至澳洲，另有六十至七十五貨櫃裝載的海運貨物。

碧嘉利表示香港的貨物轉運商轉運澳洲貨者並不多，因為澳洲貨物通常都是體積龐大的，不過碧嘉利卻負責運送澳洲政府在港舉行展覽的一切物料。

他亦為兩個在海南島的澳洲家庭供應日用必需品。這些澳洲人在海南島工作，因為澳洲新南威爾斯農業部與中國政府合作，在當地開荒，闢種牧場飼養牛隻，為中國供應牛肉。 □



澳洲的移民政策與程序

作者：澳洲專員公署移民部北亞洲區總監溫大衛

澳洲是一個幅員廣大的國家兼大洲，面積約達770萬平方千米，現時的人口接近1,500萬。比較之下，香港的面積約為1,000平方千米，人口約有550萬。加拿大面積為990萬平方千米，人口2,300萬。美國面積為930萬平方千米，人口2億2,700萬。

一九〇一年之前，澳洲包括有六個自治的英國殖民區。一九〇一年，這六個殖民區同意聯成一體，並根據美國憲法的聯邦政府制度設立一套聯邦憲法，卻仍然保持英國政府的特色。

行政與立法的權力被分開，時至現在仍然是由聯邦政府及六個州政府分別掌管。聯邦政府擁有立法權力，在憲法上亦有清楚列明，其他權力則完全歸州政府所有。

澳洲於一七八八年開始有移民，最初是從英國遣送囚犯，據稱是為緩和英國監獄的擠塞情況所引起的不便。在一七八八至一八五〇年間，澳洲非土著的居民增至四十萬零五千人，其中約有一半是自由定居者，另一半則為囚犯。

一八五〇年在東澳洲發現金礦，帶來大批移民，包括很多華人。由一八五〇至一八六〇年間，人口由四十萬五千增至一百一十五萬。

經過該十年來的人口增長後，澳洲人開始反對移民政策。他們對於移民的質素表示關注，而非熟練工人的失業情況增加也是令他們頭痛的問題。他們又埋怨說一些工人，特別是華人，願意接受較低的工資與生活水準，以至搶走了澳洲工人的飯碗。因此澳洲便採取了只收留白種移民的政策，所有非歐洲人都不獲准移民澳洲，直至一九四五年情形才有所改變。一九四七年後上述政策逐漸放寬，現時澳洲的移民政策完全是不同種族的。

在一九〇〇至一九三九年間，移民至澳洲者大部份為英國與愛爾蘭人士，澳洲人口由一九〇〇年的三百七十萬增至一九三九年的七百萬。

自一九四五年開始，澳洲採取一種有計劃的移民政策，希望吸引一些能夠為澳洲的長期繁榮作出貢獻者成為永久居留人士。在戰後早期，新移民依然來自英國及因戰亂逃離本國的歐洲人士

居多。近年這種情況已大為改觀。十年前，新移民之中有四成來自英國與愛爾蘭，不過以一九八一年為例，只有31%的新移民來自英國，22%來自亞洲，21%來自歐洲，12%來自紐西蘭與太平洋地區。

自一九四五年後，澳洲吸引了大約四百萬新移民，他們到澳洲展開新生活。換句話說，新移民及他們的澳洲出生子女目前佔澳洲人口的四成，約為六百萬人。此中約有半數本身或祖宗的出生地不是以英語為母語的。例如，有意大利背景的人士為數超過五十萬，希臘人有三十五萬，德國人約為五十萬，華人十萬，印度人四萬，南斯拉夫人二十五萬及印支人七萬。

澳洲於是成為一個由多種文化背景人士組成的社會。這樣一個社會對澳洲政府來說是一種挑戰。澳政府一方面要維繫社會的緊密團結，另一方面又要容許外國移民保持本身的文化。政府與社團為新移民提供多種居住、福利與教育方面的計劃，而本土人士則充當「中間人」的角色。

多種文化主義取代了同化外來移民的舊有觀念，我們同時認識到在澳洲社會裏，各種文化的羣體是可以共存的。只要外來移民不違返澳洲法律，他們有權利沿用他們的語言及遵行若干習俗，以保存他們的文化。政府為表示尊重這些外來移民的權利，撥款開辦逢星期六上課的課程，讓來自非英語背景的小童學習有關他們的民族背景，以及他們祖宗的語言。

政府又促進非英語廣播電台及報章在各個城市設立；雪梨、墨爾本與坎培拉更有一個多種語言電視台之設，稍後並會推廣至其他城市。民族食品很受歡迎。在外來民族的影響下，澳洲人對老年人的態度亦漸漸改變。現時愈來愈多澳洲人視老年人為家庭的一部份責任。

澳洲的多種不同種族文化，對旅遊業亦有影響。澳洲人對其他國家的興趣與了解加深，外遊者益眾。

我們的移民計劃被形容為「澳洲的改革」。其他國家曾有各種改革，我們在人口的組成方面亦曾有改革。這大批移民，除了符合我們移民政策的宗旨外

，更使我們不致流於自滿與眼界狹小，也不致使澳洲成為歐洲人的天下。我相信我們因此變得更容忍，對不同種族與社會背景的人士有更深了解。

澳洲人視外來移民及人口增長為促進國家發展與繁榮的一種途徑。因此我們的移民政策希望能達致多項目的，包括：—

- 使分開的家庭成員團聚。
- 為勞動力提供所需的技術人才。
- 建立更大的本國市場，並刺激澳洲的經濟增長。
- 促進海外科技、經驗與文化流入澳洲。
- 響應澳洲在人道主義方面的國際義務，收容難民與逃避戰亂的人士。

我們的政策是基於九個原則，而共同的基礎是移民能否為澳洲提供社會及經濟利益，再加上我們的國際義務以及基於人道理由所作出的反應。因此近年澳洲多批准希冀與家人團聚的移民申請，同時基於國際義務，亦積極收容難民。

永久居留的移民

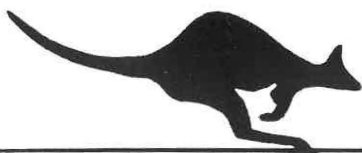
澳洲的移民計劃是希望尋求視澳洲為永久居留地及取得澳洲公民權的人士為移民。澳洲移民計劃的一個重要特色，是不大歡迎僱員性質的外來客，而若干其他國家卻有僱用外來人士的措施。

政府每年決定年內批准永久居留人士的數額。在八二至八三年財政年度，預計有超過一百萬名申請人，其中約有十一萬四千人將獲批准，包括二萬四千名難民及流離失所的人士。

上述十一萬四千名移民的甄選標準，適用於來自世界各地的申請，並無歧視成份，同時促進澳洲的社會與經濟目標。所謂非歧視性的原則，表示入境標準適用於所有申請人，不論種族、膚色、國籍、血統或性別。我們尋求的移民是能夠溶入我們的社會、促進社會緊密團結與和諧共處者。入境標準主要是評核申請人在澳洲的經濟與就業前景，以及他們定居的潛力。

可獲准永久居留的人士分為三大類。

家屬移民：設立這個類別，是考慮到澳洲人欲與在海外的家屬團聚。因



此已成功移民澳洲的人士可申請他們的家人，即配偶、未婚夫（妻）、子女、父母、兄弟姊妹到澳洲定居，惟他們須保證及協助這些親屬在短期內可以自力更生。

勞工缺乏和商業移民：這個類別包括澳洲勞工市場所需要的人材。獲批准的人士須具備對澳洲有直接裨益的技術或特點。在現時澳洲失業率不斷上升的情況下，這些甄選準則更見嚴謹。

澳洲特別歡迎可以創辦對澳洲有貢獻的企業的人士到澳洲定居，例如

- 在澳洲推行一種新工業
- 增進澳洲的出口
- 促進就業機會

難民移民：自一九四五年以來，約有四十萬以前曾是難民或逃避戰亂的人士在澳洲定居。今年澳洲政府預期會有二萬四千難民以澳洲作為他們的家鄉。這類移民來自不同地方，不過以來自印支半島及東歐者居多。一九八一年澳洲從香港接收了五百七十二名越南難民。一九八二年的數字將相去不遠。

澳洲近年最大規模的一次收容難民計劃是安置印支難民。自一九七五年以來，澳洲已安置超過七萬名印支難民。現時每二百二十名澳洲人，便有一名印支難民。這些難民一般都能夠適應澳洲社會。

一九八一年間，有二千四百名香港人獲簽證為澳洲移民。今年的數字約為二千二百人。

除了永久居留的移民外，澳洲亦批准三類人士可作短暫居留。

受僱於澳洲一段特定年期的入境人士：

澳洲政府希望能夠應付國內的勞工市場需求，因此每年有計劃地批准具備澳洲所需的專業資格與技術的海外移民到澳洲定居。有關批准海外人士到澳洲工作一個特定短暫時期的政策，是基於澳洲政府規定澳洲公民及獲准定居的移民必須先獲得就業機會的原則而定。這些考慮現時更形重要，因為澳洲與很多其他國家一樣，正面臨極度失業情況。

不過，澳洲政府的短期居留政策亦有一項條款，容許海外的高級管理人才、行政人員、專業人士、技術與專門人才在獲得保證後，可在澳洲工作一個特定時期。作出保證的機構一般為在海外有權益的澳洲公司。這些人士能否獲准入境當然須視乎他們是否符合正常入境資格的要求。

一般而言，高級管理人材及他們的直系親屬可獲准首次在澳洲作最多四年的短暫逗留，隨後有關公司可委派另一名海外僱員接替。

這些保證機構必須能夠證明無法在澳洲僱用適當的人材，始獲批准僱用海外人材。澳洲政府希望，甚至要求這些保證機構推行適當的計劃訓練澳洲人材接任海外僱員的空缺。

聘用海外僱員的澳洲公司必須向該州政府的移民與種族事務部辦事處提出保證，列明有關職位、須聘用海外僱員的原因、在澳洲無法聘用適當的人材，並須提交有意聘用的海外僱員詳細個人資料。移民及種族事務部會就海外僱員的入境申請，諮詢就業及勞資關係部。一俟原則上批准海外僱員入境，申請簽證可循澳洲設於海外的移民部辦事處的一般程序辦理。

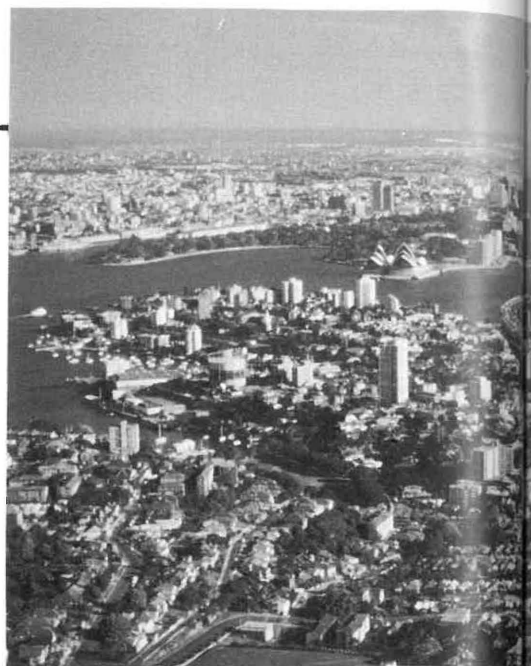
學生及職業受訓員：澳洲政府的學生政策，是為海外人士提供學習一技之長或取得專業資格的機會，而這種技術或專業資格對他們所屬國家將有所貢獻。如此一來，留澳學生及他們所屬國家均有得益；而澳洲則促進了文化交流，同時令到更多外國人士認識及了解澳洲及其人民。

職業受訓員是那些前往澳洲接受專門訓練課程的人士。通常這些課程多屬於在職訓練，而不是由教育機構所舉辦者。他們逗留澳洲的時期一般都很短，而舉辦訓練計劃的澳洲公司通常是該受訓員海外僱主的聯號機構。

在一九八二年的學年內，約有七百名學生由香港前赴澳洲，預料一九八三年的學年約有五百名香港學生獲准負笈澳洲。

工作假期計劃：澳洲與多個國家均有工作假期計劃，使這些計劃的受益人士能夠在度假的同時，並在度假的國家工作，一方面可幫補度假費用，更可擴闊他們對該國的認識，從而促進文化交流。利用這個計劃前往澳洲者，年齡通常在十八至廿五歲之間，在澳洲逗留的時間通常最長為一年。

遊客：澳洲希望促進更多真正遊客前往旅遊。這些遊客赴澳的原因有很多，例如度假、探訪親友等，亦有一些是業務旅行。近年港客遊澳洲者漸增，使澳洲當局大為鼓舞。因此澳洲政府準備簽發多次使用入境證，以促進商家的業務旅行。一九八一年澳洲批准香港旅客的簽證達一萬七千五百份。一九八二年的數字預料為二萬一千份。 □



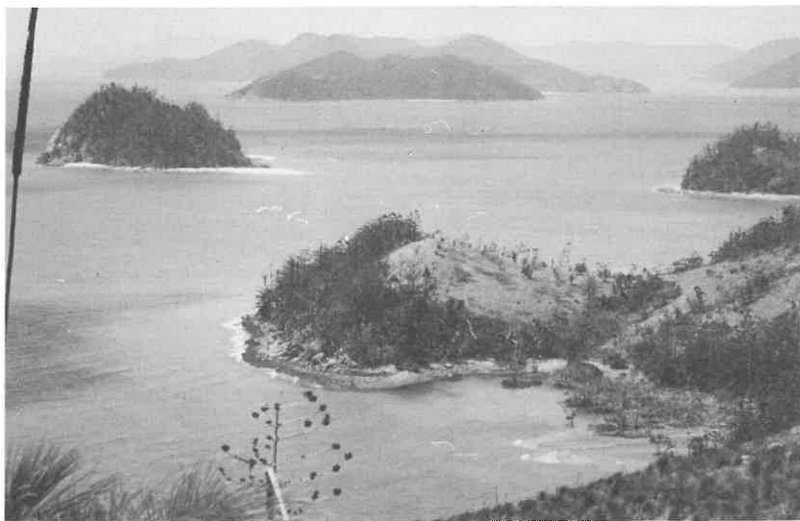
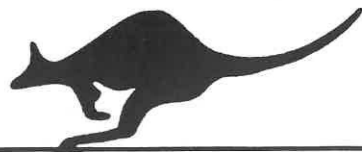
港客遊澳洲者漸增

一九八二年間約有二十二萬澳洲遊客訪港，香港遊客卻只有二萬一千名前往澳洲，亦即是說，每七十名澳洲人之中便有一名訪港，不過每二百五十名香港居民中，卻只有一名獲得旅遊澳洲的簽證。這個不平衡的現象並不是由於香港人除了中國與澳門外便不到別的地方旅遊。

大東旅遊有限公司主席及太平洋區旅遊協會香港分會去屆主席吳坦先生表示，香港五百二十萬的人口當中，每五人便有一名每年飛往別處度假。

據吳先生表示，以往舉辦的包機旅行團多集中以較鄰近的地區為目的地，如菲律賓與泰國。現時香港遊客去膩了這些旅遊地區，因此找尋其他新去處的需求便隨之而增。

澳洲是香港的旅遊公司一直以來調查研究作為包機旅行團遊覽目的地之一



。暫時只有數家旅行社安排定期的澳洲旅遊團。行程通常為八晚，多集中在墨爾本、坎培拉與雪梨等地。

吳先生最近在太平洋區旅遊協會香港分會的安排下，率領了一團旅行社從業員到澳洲，進行十二日的參觀訪問。他們到訪的城市有珀思、阿特蘭大、墨爾本、坎培拉、雪梨與黃金海岸，然後在布里斯本附近地區飛返香港。

吳先生表示若干位參加此次行程的旅行社從業員回港後，很著意將澳洲推介成為香港遊客的旅遊目的地。他們滿懷信心能夠增加澳洲與香港兩地的遊客交流量。

他說旅行社現正探討為香港人提供配合他們十四日年假的包機旅行團（即加長現有的八晚行程），再配合一般港客的經濟能力。

現時主要的問題是如何將旅行團收費盡量減低至一萬元以下。目前往澳洲的旅行團收費少於七千。

吳先生認為最理想是能夠令旅遊團收費普及至一般勞動者都可以負擔得來。像的士司機甚至熟食檔東主到菲律賓遊覽者也為數不少。

他認為澳洲的酒店比較昂貴，不過他有信心可以找到符合一般港客經濟能力的酒店。

見聞會社有限公司的何永導就曾透過澳洲航空公司，成功地舉辦了澳洲九日遊包機旅行團，所到地區有墨爾本、坎培拉、雪梨與黃金海岸。

見聞會社的旅行團收費為6,695港元，團友皆入住一流旅店，每月大致有兩至三團出發，每團有三十至三十五人。

何永導每年到訪澳洲多次，他亦跟隨太平洋區旅遊協會香港分會訪澳團出發。他表示作為香港華人，他個人覺得

澳洲是一個各式事物共治一爐的國家，無論是大城市的旅遊勝景，以至廣大的野外地區，澳洲都一應俱全。他覺得墨爾本及雪梨等城市就有著國際都市的風貌。

何永導認為大城市能夠吸引香港遊客：「港人喜愛遊覽有美食及購物方便的地方。雪梨與墨爾本有各式各樣的活動、有良好的酒店、好的餐館包括中國餐館、以及夜生活像的士高之類。」

「當你向香港遊客提及澳洲的時候，他會想到雪梨歌劇院、袋鼠、羊與賽馬。」

甚麼類型的香港人會到澳洲旅遊呢？何永導說他們可分為兩類。

第一類是經驗豐富的旅遊人士，他們並不以澳洲為度假目的地的首選，只不過是因為去膩了其他目的地如歐洲與美洲才選擇澳洲。

這類遊客一百人之中不會有一個選擇澳洲作為初次旅遊的地點。他們一年出外旅遊一兩次，選擇澳洲是為了找尋新鮮感。

第二類港客到訪澳洲則是有目的而往的，譬如探訪在學或做事的子女，又或者探訪親友。澳洲的華人口若以全國人口計算，華人所佔比例也相當龐大。

何永導表示由澳洲旅遊局所作的統計，顯示往訪澳洲的香港華人有四成是前往探望親友。該局發覺在過去兩年間香港人前往澳洲遊覽或探親的增長率超過一成，而且是所有東南亞國家遊澳洲者增長率最高的地區之一。

見聞會社正探討開辦旅行團往澳洲更多地區，行程之中可能包括珀思。

何永導指出，往訪澳洲的港客之中有五成表示他們覺得旅途比預期更愉快，四成表示旅途所見跟他們預期的略同

。他們發覺澳洲人很友善，不過所說英語卻較難聽得懂。

到香港遊覽的澳洲遊客往往是大豪客，平均逗留超過四晚，較諸其他遊客，四晚可算長的了。

澳洲航空公司香港區經理陳德禮表示，太平洋區旅遊協會組成的訪澳團共有十二名香港旅行社從業員參加，他們的旅行社與澳洲旅遊界均有聯繫。回港後他們對於在澳洲的所見所聞皆讚不絕口。

他表示希望開拓特別興趣旅遊及年青人的市場。舉例說，可以為香港的年輕度假者安排到昆士蘭作探險式旅行；也可以發展運動方面的聯繫，例如為帆船愛好者安排駕駛帆船的項目。最近有人在香港為四十名商家舉辦投資旅行團，便是打開特別興趣旅遊的市場的一個例子。

陳德禮表示香港與澳洲之間的雙向旅遊交流對於澳航至為重要。他相信將來的重要性益巨。他預料增長率為每年12%至15%。

他表示澳航在一九八二年將澳洲飛香港的班次增加了五成。以前澳航每星期有四班七四七飛機來往香港與澳洲之間，現時已增至每星期六班，並且將香港與澳洲西岸（珀思）連接起來。

陳德禮表示，雖然世界性經濟衰退，不過澳洲與香港之間的貨運並沒有停頓下來，反映出香港與澳洲之間的貿易增長。

新的澳洲出口貨物包括鮮奶（從新南威爾斯運至百佳超級市場）以及空運澳洲馬匹。一九八二年內共有六匹馬從澳洲空運抵港，乃澳門賽馬車會所購買者。 □

澳洲是文化沙漠？

當香港中樂團去年九月在澳洲昆士蘭及雪梨歌劇院表演時，其中一篇作品是「向澳洲致敬」，由指揮李超源編曲，取材自澳洲的兩首著名樂曲「跳華爾滋的瑪蒂達」與「小莊尼英倫」。

這首樂曲可說象徵了香港與澳洲之間的緊密與友好關係。這種關係在過去三至五年間發展迅速，不過香港一般人卻並沒有認真體會到。

市政總署文化署署長陳達文表示，這種在表演藝術方面所發展的新關係，主要是源自他五年前應澳洲外務部之邀，到澳洲作客的時候，以及市政局與澳洲駐港專員公署經常接觸的結果。

香港與澳洲曾聯合撥款資助英國倫敦廣播電台交響樂團到香港與澳洲訪問。最近，兩地又合作將香港管弦樂團的製作——威爾第的歌劇「弄神」——搬上舞台。三位澳洲歌唱家特別從澳洲飛抵本港出任主要角色。

雙方的合作並不是到此為止，而是持續下去，更且有增無已，希望這種交流是雙方面的。

澳洲今年在第八屆香港藝術節中負責多個項目。雪梨歌劇團演出音樂劇「芝加哥」，澳洲舞蹈團表演現代芭蕾舞，雪梨弦樂四重奏樂團演奏經過悉心挑選的古典樂曲。另外一班澳洲歌唱家亦將舉行演唱會。

澳洲並沒有參加首四屆的香港藝術節，由第五屆開始才派遣不同的澳洲表演藝術家來港助慶。

陳達文興高采烈地說道：「我們的文化聯繫將一如我們的雙邊貿易那般堅固。」他指出，數月前五位市政局議員在主席張有興率領下，曾往訪澳洲，同行者還有副秘書及陳氏本人。同時香港更派出一百三十名運動員參加在澳洲舉行的英聯邦運動會，香港中樂團與香港舞蹈團則在八個澳洲音樂會上表演。

五位市政局議員訪問了布里斯本、雪梨與墨爾本，並拜訪這三個城市的市長，商討合作事宜。商討結果之一，是市政局現正考慮邀請澳洲芭蕾舞團參加八三年度的亞洲藝術節。

陳達文表示，市政局議員在澳洲參觀了當地的多個文化設施，包括昆士蘭表演藝術綜合中心，新落成的畫廊以及正在興建的音樂院。此外，他們還到過布里斯本阿爾拔公園的圓形劇場，香港將來興建露天劇場可以之作為借鏡。

他們又參觀了多個州立圖書館，包括新南威爾斯州立圖書館及雪梨公共圖書館，又與圖書館職員談論電腦的採用。

在維多利亞他們參觀了新落成的墨爾本音樂院，對於該音樂院能夠為不同類型的音樂節目提供各種音響效果，十分感到興趣，對設計尖沙咀文化中心大為有助。

至於運動與戶外康樂設施方面，陳達文表示他們參觀了在布里斯本舉行英聯邦運動會的場地，又到訪布里斯本植物公園，對於該處為盲人而設的芬芳花園以及其作為溫室的玻璃圓頂大表興趣。

他們又到過雪梨他朗動物公園，並接受該公園送給香港動植物公園的兩隻袋鼠及兩隻古卡巴拉鳥（一種澳洲本土鳥，叫聲像人的笑聲）。

陳達文表示，市政總署文化署跟澳洲還有很多其他緊密的聯繫。其中之一是澳洲國際文化機構的總監最近被委任為香港歷史博物館的名譽顧問。

他說香港中樂團與香港舞蹈團去年在澳洲的表演受到當地人士熱烈歡迎。在昆士蘭舉行的音樂會，觀眾都是非華籍人士，不過在雪梨歌劇院舉行的一場表演卻有很多澳籍華人觀賞。

香港兒童合唱團亦曾到過澳洲作巡迴演唱。現時有關方面正計劃派遣香港藝術家往澳洲作更多表演。

陳達文還補充說，多位澳洲駐港專員一直是大會堂文化節目的擁躉。

在香港居住與工作的澳洲人超過八千名，他們各自或透過他們本身的機構，促進了澳洲人的友善精神。澳洲婦女幫忙慈善工作，而澳洲公司則出錢資助。

澳洲協會會長布能表示，澳洲協會在香港活躍近三十年，更導致澳洲會所及澳洲業務午餐會的成立，後者每月聚會一次。

澳洲協會主要是一個社團組織，會員約有七百人，加上附屬會員，會員人數實為一千二百。大多數會員都是澳洲本土人士，不過該會歡迎對澳洲有興趣的非澳洲人士參加。會費很便宜，每年僅收六十港元。

該會舉辦的主要活動有每年一月舉行的澳洲國慶日舞會、農曆年初二舉行的兒童運動日、參加每年在赤柱舉行的龍舟競渡、每年十月舉行的黑白慈善籌款舞會、十一月墨爾本盃的晚宴、「加爾各答」拍賣會及聖誕聯歡會（包括女士午餐、雞尾酒會及兒童聯歡會）。

澳洲協會婦女組會長羅倫太太表示，該組曾經活躍了廿三年之久，主要工作是促進澳洲人之間的友誼，並為香港慈善活動籌款，每年都籌得五萬港元左右。該組又為多名貧苦兒童繳交學費，

並撥出一萬二千港元作為維持九龍城寨一個學習中心的經營費用。

該組每月在一名會員家中作早上喝咖啡聚會，每年又舉辦三次午餐會，每次均邀請一名講者在席上致詞。每年還舉行賣物會、兩個澳洲舞會及墨爾本盃午餐會。這些婦女會員每星期二都相約打網球，以及為龍舟競渡而進行訓練。去年在赤柱的賽事中，澳洲婦女便取得女子組的冠軍。

羅倫太太表示，很多澳洲婦女都沒有傭人，大多親自打理家務。打從她們到港的一日起，即須投入香港這個不熟悉的环境中。

該婦女組幫助她們互相認識，並培養她們對澳洲與本地傳統的尊重，又鼓勵她們為其他較不幸的人服務。

另一個在香港很活躍的組織是在雲咸街南華大廈的澳洲會所。該會理事會現任主席彭文傑表示，該會所始創於一九七八年，主要是為促進香港的澳洲人精神，並為澳洲人提供一處與香港朋友及業務上有接觸的人士聚首的地方。

彭文傑表示該會有七百多位會員，約有二百三十名會員是澳洲人，其餘的有英國人、北美洲人、英籍亞洲人、澳籍亞洲人及加籍亞洲人。

該會所於八〇年四月由公主行搬入雲咸街的現址。該處以氣氛不拘禮及友善和洽見稱，佈置物品皆為澳洲特產。在澳洲受教育或曾在澳洲逗留一段時期的香港華人都是該會所的常客。

彭文傑指出，該會所希望培養會員對澳洲傳統活動的興趣，例如墨爾本賽車盃、澳洲國慶日與澳紐陣亡軍人紀念日。該會所除了設有晚宴廳外，更有一個可舉辦多種活動的廳房及圖書室。

澳洲協會亦利用澳洲會所的地方舉辦活動，澳洲商人每月一次的午餐會亦在該處舉行。澳洲駐港專員韓爾乃該會所的贊助人，標·威利是會所的會長。

澳洲駐港專員公署的第一書記賈登納表示，香港與澳洲的體育連繫以足球、欖球、板球與網球方面最為鞏固。澳洲去年派遣一大隊傷殘運動員參加在香港舉行的遠東及南太平洋區運動會，顯示出傷殘運動員也可以獲致個人的成就，而且能夠與社會溶為一體。

在撲滅罪行方面，賈登納指出他最近出任皇家香港警察隊的一個評選團成員，負責在一個撲滅青少年罪行的比賽中，選出五名香港男女少年到澳洲作客，在澳洲警方的安排下遊覽該國各大城市。



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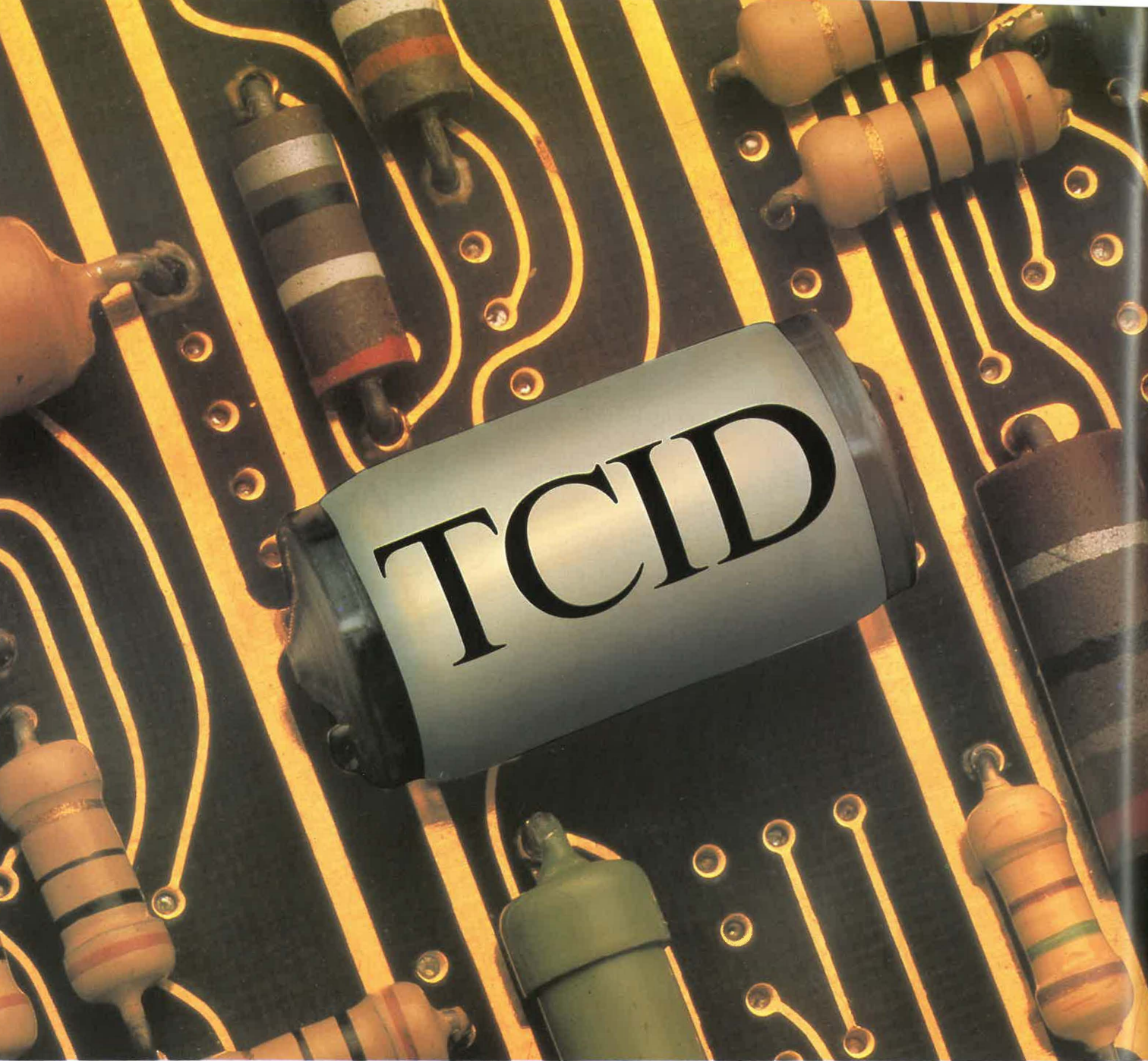
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