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



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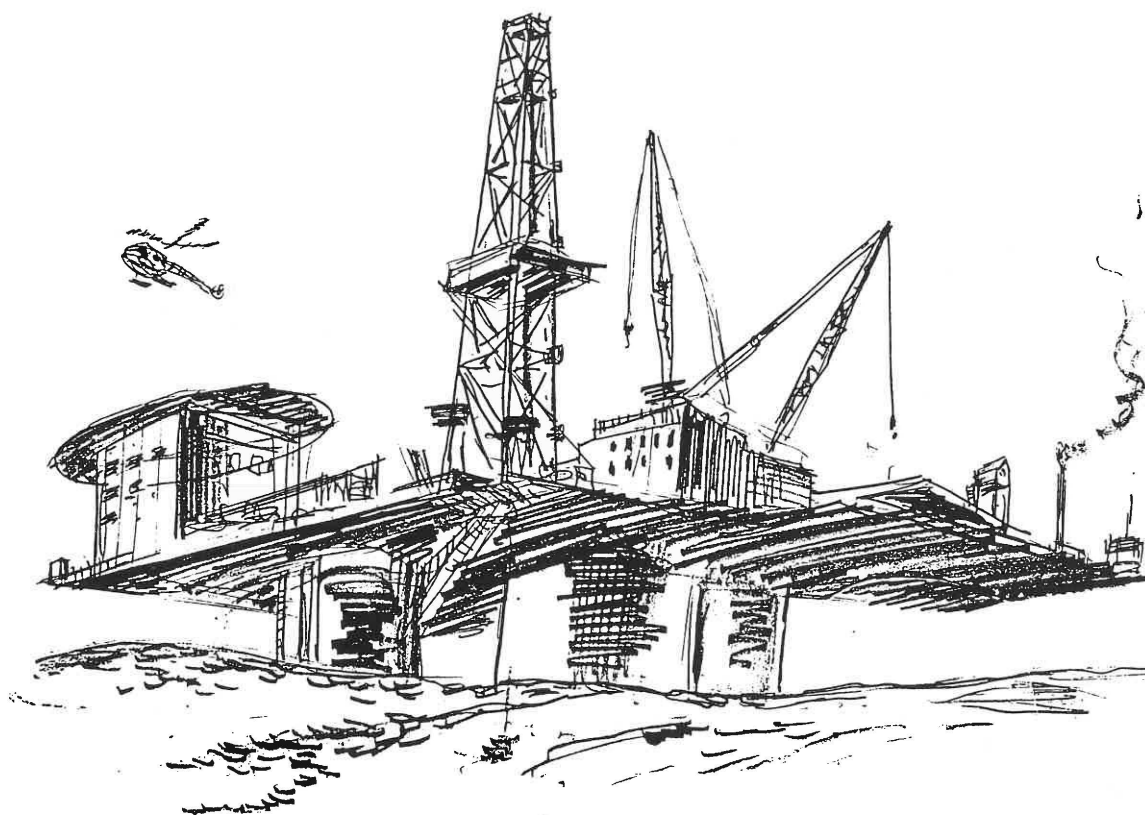
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Jimmy McGregor Reports...

Finance and Premises

I am pleased to report that at the end of April we were in a sound financial position with income slightly above and expenditure slightly below budget. However, the cost of moving to our new headquarters in United Centre will soon begin to bite and we shall experience a distortion in our normal income/expenditure balances from May onwards. This will probably continue throughout the remaining eighteen months of our present tenancy in Swire House, even when we find sub-tenants for the 6,000 sq. ft. of space we will not require. I will report to members on the overall effect on our financial position arising from the move when I have more specific information on costs.

I am also pleased to advise that we have obtained our first sub-tenant who will take approximately 2,200 sq. ft. We are in contact with other interested companies and, if we can sub-let the remaining 3,800 sq. ft. by end-August, that will reduce the loss from rental compensation to the Hongkong Land Co. to approximately what we estimated in our initial calculations.

I hope to be able to complete fitting out of the United Centre premises by late July and to make the move during the three days Friday 10th to Sunday 12th August with reconstruction of our Swire House premises being completed before the end of August to enable sub-tenants to move in.

Pacific Basin Economic Council

Together with S.H. Sung and Louise Saubolle I attended the annual meeting of P.B.E.C. held in Vancouver from 21st to 24th May.

Over 400 businessmen attended from Pacific Rim countries. The Prime Minister of New Zealand, The Rt. Hon. Sir Robert Muldoon, and the Deputy Prime Minister of Canada, The Hon. Allan

Mac Eachen together with a number of other senior officials from Japan, Canada and the United States spoke on many aspects of international trade and investment. These speeches and subsequent discussions were of a very high order and, in my view, both realistic and constructive.

John Yaxley, Director of Industry, and his Industrial Promotion Officer based in San Francisco, Robert Ashworth, also attended. Mr. Yaxley delivered a paper on Hong Kong at the final plenary session and this was both bullish and well received. S.H. Sung and I took part in the committee sessions on trade and industrial subjects whilst Louise Saubolle spoke on financial matters and as an expert on China trade.

Taiwan and South Korea have both formed national committees of P.B.E.C. leaving a rather small representation for the remaining developing countries in the Regional Member Committee to which Hong Kong belongs. This is therefore an appropriate time to reassess Hong Kong's participation in P.B.E.C. and to decide whether this is still useful and if so whether a greater effort should be made to maximise its benefits for Hong Kong.

Members will be aware that we have a P.B.E.C. Hong Kong Committee headed by Michael Sandberg with a number of our General Committee as members. I am the Director for the Hong Kong P.B.E.C. Group which comprises about forty of our leading businessmen. These pay a \$200 annual subscription which is used, basically, to pay for my travel and other expenses to attend annual meetings. Nevertheless, there is a contribution also by the Chamber since I am away from Chamber duties for at least one week each year on P.B.E.C. work.

I will try to arrange for our Hong Kong P.B.E.C. Committee to consider the question of our further participation and to make recommendations to the General Committee as the continued involvement of myself and the Chamber in P.B.E.C. affairs.

Leather '84

Jack Tang opened Leather '84 on 30th May and subsequently toured this very successful first international leather trade and industry exhibition sponsored by the Chamber and organised by Hong Kong Trade Fair Ltd. All available space was taken up by exhibitors from over 20 countries, with especially strong representation from the Italian leather industry. As Mr. Tang pointed out in his opening address, the Hong Kong leather products trade is valued at over \$3 billion annually and is growing in real terms with over 10,000 workers in the manufacturing sector engaged in producing leather goods.

It has been agreed that the Chamber will also sponsor Leather '85 to be held in May 1985. If this is as successful as Leather '84 this exhibition could become an annual Chamber event.

Chamber Sponsored Exhibitions

It has also been agreed that the Chamber will sponsor Hong Kong's first ever Cosmetics Exhibition in June 1985. Trade in cosmetics and related products is substantial and we have a fair sized cosmetics industry producing good quality items for local and overseas sales.

In September of this year, the Chamber will again organise Hong Kong's participation at the Berlin 'Partners for Progress' Fair with 30 to 40 Hong Kong companies represented. In October and November the Chamber will sponsor the two Hong Kong Trade Fairs and will construct a pavilion in the second of these, the Consumer Goods Fair.

In December, We are sponsoring a Hong Kong Product Exhibition in Guangzhou and Foodfest '84 in Hong Kong.

I think members will agree that this programme is both substantial and

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*The
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supportive of Hong Kong's trade and industry even although the bulk of the work may be done by the organisers and constructors. We are also active in organising conferences and seminars as will be seen elsewhere in this report.

Trade Committees

Japan, Taiwan & Korea

The Chamber hosted a luncheon on 1st May to express its appreciation to officials from the Japanese Consulate, JETRO and the Hong Kong Japanese Chamber of Commerce & Industry for their assistance in organising a Goodwill Mission to Japan.

The seven-member Goodwill Mission, led by the Committee Chairman, Mr. Simon Lee, visited the cities of Fukuoka, Nagoya and Nagano from 13th to 19th May. During their stay in Japan, the Mission visited and held discussions with, among others, the Governor of the Fukuoka Prefecture, the Mayors of the cities, officials of the local Chambers of Commerce and other trade associations. Seminars and conferences were also held to update Japanese businessmen and government officials on the current economic situation of Hong Kong. The Mission was successful in that it achieved the objective of promoting and generating interest about Hong Kong and helped to strengthen the business links and relationships between Japan and Hong Kong.

A seven-member team from the Kagoshima Prefectural Government will visit Hong Kong in early June to discuss with Chamber executives arrangements for the Fourth Hong Kong/Kagoshima Conference due to be held in Hong Kong later in the year.

North America

Members of the North America Committee attended a luncheon hosted by the Chamber on 25th May for Premier William Bennett of British Columbia. Useful views were exchanged in regard to trade and investment opportunities in British Columbia.

West Europe

A 15-member Business Group led by the Committee Chairman, Mr. J. Litmaath, left Hong Kong on 13th May for a two-week tour of Rotterdam and Barcelona. Initial reports indicated that orders worth HK\$5.7 million were concluded in Barcelona, although buying interest in Rotterdam was not so strong.

Shipping Committee

The Committee held a joint luncheon with the Hong Kong Shipowners' Association on 5th June in honour of Mr. Hugh Johnston, who is the Personal Counsel to the Chairman Mr. Alan Green of the Federal Maritime Commission, a governmental body which controls shipping activities in the U.S.

Hong Kong Trade Fair (Consumer Week)

The 1984 Hong Kong Trade Fair (Consumer Week) will be held in the Hong Kong Exhibition Centre from 29th October to 3rd November, 1984. The Chamber will construct a Chamber Pavilion for members and a number of applications have already been received. It is expected that there will again be a high level of participation by our members in this important trade event.

Trade Enquiries

During May 1984, 1,862 trade enquiries were dealt with, of which 768 were received from the TDC.

Industry

Future Demand for Engineers in Hong Kong

At the request of the University and Polytechnic Grants Committee, members of the Industrial Affairs/Textiles Committees were consulted by circulation of papers on this issue. In the view of the Chamber, only a full-scale manpower survey could possibly determine the likely requirements for engineers in the various disciplines during the next five to ten years.

Possible Reduction of Sulphur Dioxide Level

Views of Chamber member companies with production facilities in the Kwun Tong area were sought on the above subject, a detailed discussion paper on which was sent to us by Mr. W.Y. Huang, Director of Jardine Engineering Corporation, who represents the Chamber on the Government Special Committee on Air Pollution.

Electronics Products Fair

Work is proceeding smoothly in the organisation of this popular Fair which the Chamber is jointly sponsoring.

Over 50% of available space has already been taken up for the October opening.

Toy and Gift Fair

Bookings of space is also proceeding satisfactorily. Lady Youde has agreed to open the 1984 Fair to be held in October. The Chamber is a co-sponsor.

China

The Second Chamber Delegation to Shekou

At the invitation of China Merchants Steam Navigation Co. Ltd., a total of over 90 members, led by Mr. Erik Christensen, Vice-Chairman of the China Committee, visited the Shekou Industrial Zone, including the Chiwan Oil Logistics Base on 3rd May. Useful views were exchanged with senior officials of the administrative authority in the area. This was the second such large scale visit by Chamber members.

Delegation from Fujian

A seven-member team, led by Mr. Huang Xin, Hon. President of the Economic Committee and the Association of Packing Technology of Fujian Province called on the Chamber on 7th May and was received by Cecilia Fung and Alexander Au.

Delegation from CCPIT

An 11-member group, led by Mr. Liu Shaoshan, Director of Legal Affairs Department of the China Council for the Promotion of International Trade of Beijing met with Mr. W.K.P. Chan and Mr. J. Chandler of the China Committee and Chamber executives on 10th May to discuss, among other things, matters relating to the protection of patent rights in China.

Conference on Investment in Electronics in Hong Kong and China

At the invitation of the Adsale People, the Chamber will sponsor this Conference jointly with the Everbright Industrial Co. Ltd. The Conference will be held in Hong Kong in October 1984 and details have still to be worked out.

Hong Kong Expo '84

The Chamber will cosponsor this Exhibition with SHK International Services Ltd. to be held in Guangzhou between 12th and 17th December, 1984. The Chamber will take a stand for publicity purposes and Chamber members will be given a 10% discount on stand fees. □



Leather '84 a huge success, though there were no East Europeans

In achieving what it set out to do Leather '84, sponsored by the Hong Kong General Chamber of Commerce, must be Hong Kong's most successful initial specialised international trade fair so far. No less than 350 firms from 22 countries around the world displayed their wares on 202 stands.

The exhibition centre in the China Resources building was packed to capacity between May 30 and June 2. The visitor profile (*See table*) was as diverse as the industry itself is domestically in Hong Kong.

In addition to its wide outside interest the fair actually fed upon itself. It was so international that firms with stands actually ordered from one another.

Leather '84 was organised by the Hong Kong Trade Fair Ltd. As well as being sponsored by the General Chamber and opened by Jack Tang, the Chamber Chairman, it was supported by the Hong Kong and Kowloon Raw Hide and Finished Leather Traders' Association.

The Association's indefatigable Anthony Fan first canvassed the world of

leather on the idea of a fair. With the weight of the sponsorship of the General Chamber and the organising ability of the Trade Fair organisers he brought his foresight to remarkably successful fruition.

Hong Kong has played host to the world family of leather industries. As host it has become recognised overnight for what it always was — the leading leather marketplace in the region. Over 700 of the Chamber's member firms deal in some aspect of the industry.

Derek Dickins, managing director of Hong Kong Trade Fair Ltd., believes it will accomplish a lot more as a regular event on the Hong Kong trade promotion calendar. He says leather as an industry in all its diversity is moving East to the newly industrialising countries to convert the organic raw material into finished consumer goods for western markets.

The great newcomer as a converter is China. The growing industry there is getting a lot of its raw materials through Hong Kong.

Hong Kong has the world leather contacts as Leather '84 has demonstrated. It has the orders and is becoming the leather management centre of the greatest potentially of all converters, in addition to producing upmarket products itself.

Derek Dickins therefore sees Hong Kong as being the Asian counterpart of Paris as the western world's great leather centre. And he thinks Hong Kong's annual leather trade fairs will grow to be recognised as of the same importance as the great annual Paris show, *Semaine de Cuir* (Leather Week).

Here are a few other comments Derek Dickins has received:

● William Carey, President, International Council of Hides Skins and Leather Traders Associations: "After speaking to many people, understand your show one big success — congratulations, feel most likely our Council again will choose Hong Kong for Meeting 85 at time of show and will advise you in September."

● R. Crouzet, Cepinter, France: "Once



more, all my congratulations for your very successful fair. Of course I shall attend your next fair in 85 and if possible please give me a slightly bigger stand."

● Peter G. Kaufmann, Group C.E.O., Kaufmann, Holland: "You and your team deserved to be warmly congratulated on the finely-tuned organization of last week's International Fair Leather 84. The caliber and the quantity of both exhibitors and visitors exceeded our expectations, in which respect we shall plan a far more comprehensive exhibition ourselves in 1985. I am hopeful that the Fair's geographical and calendrical juxtaposition to the Paris Fair will make it a valid permanent meeting place for our Trade."

● Tadashi Oshiba, Managing Director, Oshiba Co. Ltd., Japan: "I have just returned home and I would like to express my appreciation for your well-

organized exhibition "Hong Kong Leather Fair 84" and I really enjoyed to display our original production at our stand B22."

Derek Dickins says there was only one criticism of Leather '84. That was East European countries, that account for 30% of the world leather trade, were not allowed. Several wanted to be exhibitors. One applied and didn't get a visa. Others then thought it wasn't worth trying.

He says: "Leather people in this international business found it difficult to understand why. The same people were welcome in Beijing, Taipei and Singapore."

The Council of the International Hides, Skins and Leather Association held their first regional conference in Hong Kong to coincide with Leather '84. They are interested in making it a regular annual affair.

But Derek Dickins says Council President, Bill Carey, an American, wondered why the East Europeans weren't at the Fair. Now a factor in the final decision of the Council to come back again will be Hong Kong's attitude toward the East European leather traders.

With Derek Dickins Bill Carey during his stay in Hong Kong went to see the Immigration Department. Derek Dickins says they got a sympathetic hearing. Derek Dickins says he hopes it will lead to an easing of the situation in 1985 and beyond.

Anyhow Leather '85 is going to be a more spectacular affair. There will be a big dinner for leather traders as well as the well-attended cocktail party given for the industry by the sponsors and

organisers. And there will be a gala leather fashion show.

Derek Dickins says Leather '85 hasn't been sold out already but it's well on the way toward being fully booked.

It will pay the world leather trade to come again if some of the comments by exhibitors at Leather '84 is a guide. One leading U.S. leading hides trader was heard to say he had alone written orders for over US\$2 million.

An Australian leather trader at one of the many dinners held during Leather '84 was also heard to say: "I've made more international business contacts this week in Hong Kong than I possibly could in a year's travel around the earth." □

Visitor Profile

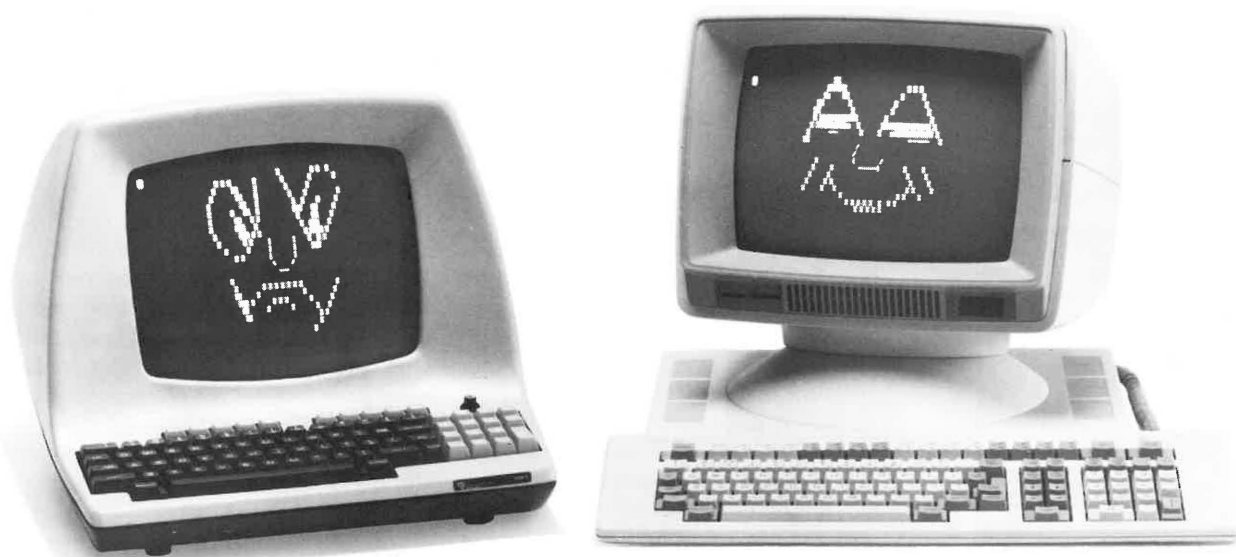
Total: 3,438 from the following geographical areas
(note: Visitors were required to register only on their first visit to the Exhibition)

Argentina	Macau
Australia	Malaysia
Austria	The Netherlands
Bangladesh	New Zealand
Belgium	Pakistan
Canada	Philippines
China	South Africa
Cyprus	Saudi Arabia
Denmark	Singapore
Finland	Spain
France	Sweden
Hong Kong	Switzerland
India	Taiwan
Indonesia	Thailand
Italy	United States of America
Japan	United Kingdom
Korea	West Germany

Visitor interest by category:

Finished/Semi-finished leather	1,209
Finished leather goods	1,342
Machinery	824
Ancillary Service Industries	1,545
All categories	1,254

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Message from Burton Levin Consul General of the United States of America, Hong Kong

I appreciate the opportunity to introduce this issue of *The Bulletin*, which is largely dedicated to commercial relations between the United States and Hong Kong. During assignments in Hong Kong over some thirty years, I have witnessed the remarkable transformation of the territory into a world center of manufacturing, trade and finance. This achievement stands as a tribute to the industriousness and resilience of Hong Kong's people and to the wisdom and success of Hong Kong Government policies.

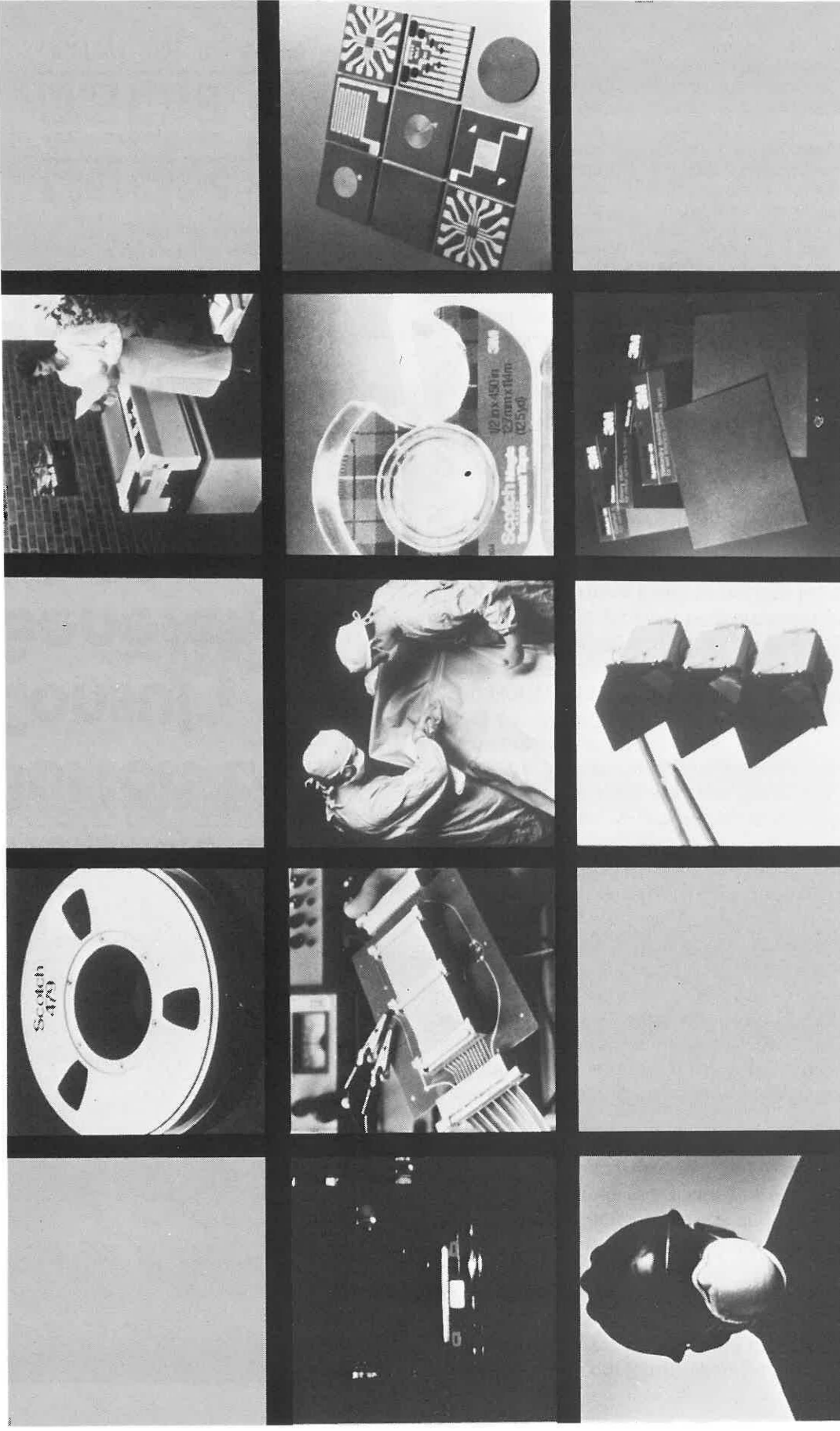
American companies have played an important role in Hong Kong's economic life. From the earliest days of the territory's existence, American traders benefitted from its advantageous entrepot position. In recent decades, American industrialists have worked side-by-side with local manufacturers in fostering the growth of such industries as textiles and electronics. And the U.S.A. has long been by far the largest market for Hong Kong's manufactured goods. American banking and service companies, many of whom base their regional operations in Hong Kong, have helped make the territory the third largest financial center in the world, a role that seems unlikely to be successfully challenged in the future.

There are over 13,000 Americans in Hong Kong, the majority of them employed by the 700 U.S. companies established here. American direct investment in Hong Kong approaches US\$5 billion, and continues to grow. American companies continue to select Hong Kong as the site for sales and production facilities.

Hong Kong stands to be the principal beneficiary of the successful re-establishment of commercial and investment ties between the United States and China. Indeed, the territory's role as a producer and creator is being increasingly supplemented by the reassertion of its traditional position as a trader and bridge between China and the West.

My warm congratulations to the Chamber for the role it has played in the development of ties between Hong Kong and the United States in the past — ties which I am confident will grow even stronger in the years ahead.

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American businessmen are bullish about our future

American businessmen in Hong Kong are generally bullish about the future of Hong Kong. This is confirmed in recent new investment decisions and a spate of costly investment expansions by a significant number of United States companies already in the industrial and services sectors of the Hong Kong economy.

The Americans are by far the largest foreign investors in Hong Kong and they now have two things running for them. One of them is that China needs to buy technology effectively to further its modernisation objectives. The second is that Hong Kong is the obvious geographical centre from which to manage whatever U.S. regional business expansion opportunities present themselves, not just in China but the rest of East Asia which has the highest economic growth rate in the world.

Hong Kong is well equipped infra-structurally for this expansion management. It has a good reputation for the mobility of its labour force. That force includes more indigenous (including overseas educated) engineers and technicians, as well as people with business administration qualifications, than elsewhere in the region, outside Japan. And Hong Kong factory operatives have proven capability in quickly absorbing new processes.

The American local bullishness translates into an important political factor working for the continued stability and prosperity of Hong Kong in the run-up to 1997. It dovetails impressively with United States record performance so far this year in buying Hong Kong's domestic exports, even in a presidential election year when U.S. protectionist attitudes peak as usual.

If American regional economic expansion and direct investment in Hong Kong continues and further accelerates, and most people think it will, it could be an important political factor limiting a lot of the local community's distrust about what might happen after 1997. Indeed, it could be a main reason why many may pin their hopes for a business-as-usual, largely self-

governing post-1997 environment that would ensure Hong Kong's continued status in international trade and finance as a sort of locally administered almost condominium, minus extra-territoriality.

The theory is not new that Beijing will find it politically convenient and economically expedient to make free trade Hong Kong business-as-usual under the comforting existing rule of law for the capitalist Americans, the Japanese and the Europeans, including the British. In the case of the Americans how else could China expect the pressures on Washington that come largely from vested interests to relax commitments to Taiwan?

The Chinese themselves provide the backdrop for the theory. The four modernisations are moving ahead. Investment continues to be sought in the special economic zones not just for labour-intensive industries to make China rank with the other newly industrialising converter countries of raw materials to consumer goods for Western markets. They are seeking industries with new technologies.

The chronology of recent events also suggests support. President Ronald Reagan has been in Beijing talking about facilitating some technology transfer. Mr. Wang Guang-ying, of Everbright, has joined the American Chamber of Commerce in Hong Kong and addressed more than 300 of its members at a luncheon in April.

John F. Goudey, the Chamber's executive director, says Mr. Wong told the biggest ever luncheon meeting of the Chamber: "China has 400,000 factories and all of them need technological updating.

"I think the place is going to blow its stack," says John Goudey. "You'll eventually see the road from Hong Kong to Canton looking like the drive between New York and Washington. And it's going to happen a lot faster." Since that ("It could blow your mind") AmCham luncheon, President Reagan has been in London and had a chat with Prime Minister Margaret Thatcher about Hong Kong. Then shortly after-



wards (June 7) Burton Levin, U.S. Consul General in Hong Kong, addressed a Hong Kong Trade Development Council luncheon in New York.

Burt Levin sketched out America's role in Hong Kong and he then forthrightly spoke out on the issue of Hong Kong's future. His speech got significant coverage in the Hong Kong media, if not in the U.S. where media reports sometimes go close to posing Hong Kong's impending doom.

Basics

The U.S. Consul General didn't dwell on the potential business for American firms in technology transfer sales to China. Instead, he said he would like to look at some of the basics in the situation which account for his strong optimism — indeed conviction — that Hong Kong will successfully weather the 1997 issue.

Burt Levin's re-assuring arguments warrant some repetition (in part) in the context of this article:

"I ask you first to bear in mind that it was the U.K., and not China, which raised the issue of Hong Kong's future after 1997. In fact, it took the British several years to convince the Chinese to discuss the issue. Had the Chinese been the suitors, with all that implies for a resurgence of Chinese nationalism, then perhaps the road ahead would be more rocky than it now appears. I do not imply by this any criticism of the British course. With 1997 inexorably drawing closer, pressures were



Our U.S. connection...

growing in Hong Kong for the U.K. to resolve the uncertain future. London responsibly responded.

"Since I majored in history in college, let me get a bit historical. For more than thirty years, a communist and highly nationalistic government has tolerated the existence of a colonial enclave carved out of the territory of the motherland. This toleration borders on the incredible if you keep in mind the following:

"Throughout the 50's and 60's China was one of the leaders of the international anti-colonial movement; the Opium War which spawned Hong Kong is regarded by the Chinese as one of the most humiliating events in their recent history; the Chinese have consistently denounced the treaties governing Hong Kong as illegal and just as consistently proclaimed that Hong Kong is Chinese territory; the Chinese have had an easy capability to bring Hong Kong to its knees — a cut-off of food supplies and water accompanied by political campaigns and strident propaganda probably would have done the trick.

"Throughout the disastrous, unpredictable and irrational Cultural Revolution China left Hong Kong alone, not even reacting to the Hong Kong government's determined suppression of riots in 1967 inspired by local PRC adherents. I could cite other things in this vein, but what it all adds up to is that the Chinese have consistently put their interests ahead of their emotions in treating Hong Kong.

"China also has a major political interest in Hong Kong. One of its most important national objectives is Taiwan's reunification with the mainland. China has stated that it seeks to accomplish this by peaceful means. In recognition of the different systems and styles of life, China is proposing to Taiwan a high degree of autonomy under a confederal arrangement featuring one state, two systems. Its promises to Taiwan closely resemble those made to Hong Kong. China has publicly proclaimed that Hong Kong is to serve as a model for Taiwan's reunification. It has to be presumed that China would want to make that model as attractive as possible to the people of Taiwan.

"China is engaged in an important effort to expand its already considerable web of multilateral and bilateral ties. It seeks stronger relations with Japan, Southeast Asia and the United

States, all of whom have important interests in Hong Kong. In this context it makes eminent sense for China to want to be seen as handling Hong Kong's future in a statesmanlike and responsible manner.

"China sincerely believes that the program it has laid out for Hong Kong's future is a forthcoming one. Sovereignty will revert to China, but Hong Kong will remain an autonomous entity run entirely by the people of Hong Kong. It will retain its present economic, social, and legal systems, and maintain economic relations with other countries. Its people will have the right to travel freely and expatriates will be welcome to continue to serve in the Hong Kong civil service.

"Speaking frankly, the present sense of profound unease among many of the people of Hong Kong stems from considerable uncertainty about China's ability and willingness to live up to its assurances. Although I see China as completely sincere, this is natural and understandable reaction on the part of people who contrast their improved lot over the past three decades with the checkered fate of their compatriots in China.

"One of the most important goals of the present negotiations is to find a way of reassuring the people of Hong Kong that they have good reason to remain confident of Hong Kong's future autonomy. I am convinced that both China and Britain are well aware of this situation and are seeking ways to maintain long-term confidence. I am particularly encouraged by pronouncements by Chinese leaders that following satisfaction of principles relating to sovereignty and administration, which is clearly in the cards, China would demonstrate great flexibility in treating other issues. Such a negotiating approach would importantly pave the way for the early and successful resolution of Hong Kong's future which all concerned parties seek.

"The United States does not see a role for itself in the present negotiations. We have made clear our interest in a settlement that preserves Hong Kong's prosperity and stability, and our pleasure that both the U.K. and the PRC share and are working toward this objective. We will be supportive in any appropriate way we can. In this connection, from time to time questions are raised as to whether the United States would continue its support of Hong Kong's

participation in such arrangements as international postal and telecommunications organizations, the GATT, and the Multi-Fiber Arrangement following restoration of Chinese sovereignty. Although 1997 is a long way off, I cannot conceive of the United States changing its position on this issue assuming, as it now seems likely, that the British and Chinese agree that Hong Kong should preserve its present international identity.

"We would also undoubtedly look forward to continuing Seventh Fleet visits for rest and recreation purposes in the years following 1997. And though I shall be long retired by then, I have every expectation that an active and large American Consulate General will continue to flourish in Hong Kong. I can assure you and the people of Hong Kong that the United States' actions in respect to Hong Kong will be governed by the importance we attach to Hong Kong's continued stability and prosperity."

Timing

Lawrence J. Toal, senior vice president of the Chase Manhattan Bank in Hong Kong and current president of AmCham, says the timing of Burt Levin's remarks at this stage is very interesting. He thinks that since the crucial elements seem now to have been determined in the 1997 Beijing negotiations the Americans could play a more constructive role in shaping Hong Kong's future.

He says he is glad to see Burt Levin so forthright at this point in time and he believes what the Consul General had to say represents American businessmen's thinking. They are, indeed, very supportive of Burt Levin's positive statement.

Larry Toal agrees American businessmen in Hong Kong are bullish about Hong Kong's future but he says they are not naively bullish. If anything their bullishness is on the pragmatic side, looking at the realities.

Skilled negotiators have been engaged in the 1997 talks on both sides. The negotiators are engaged in hammering out an agreement that makes sense. When that is concluded the China connection will become the greatest potential strength for Hong Kong as British administrative influence diminishes.

Larry Toal says a number of big American companies in Fortune magazine's



list of the top 500 are actively investigating the market here, not only Hong Kong's China connection and its future but the growth market in Asia as a whole. They are firms that have domestic markets in the U.S. and in Europe and to a lesser extent South America.

Some are in heavy construction, others in consumer goods, finance and insurance. He points out Hong Kong already has 21 American banks. Most arrived when the moratorium was lifted on foreign banks in the later 'Seventies. But they also include four or five that have multi-branch licences.

He says Chase has 15 branches, including two recently opened. Last year Chase installed 30 electronic automatic teller machines (ATMs) of the vestibule type.

Chase has now decided to join the consortium of banks that will instal an ATM-sharing 300 machine network. The initial consortium comprises, with Chase, the Bank of China, the Shanghai Commercial Bank, the Bank of East Asia, the Chekiang First Bank and the Wing Lung Bank.

"If this banking market goes the same way as the U.S. then we won't need all the bricks and mortar," Larry Toal says. "We'll just need access to places of convenience. I think branching is going to change in Hong Kong.

"All the socio-economic characteristics are here for electronic banking. We have a median age of about 29 years. We have a six-day week. We have two-worker households. And the population is comfortable with electronics.

"These characteristics will rapidly change the Hong Kong banking scene. Branching is expensive. I think what will develop is mini-branches that just handle transactions electronically like wheel spokes arranged around a main branch at the hub in each region. It's the hub where you would go to meet the bank manager."

Larry Toal says Chase will soon go into the credit card business. He expects electronics to go into the wholesale end of banking. Corporations, he thinks, will become more electronic in the way they handle money. The management of company funds domestically and abroad will be done elec-

tronically and so will transactions in letters of credit, for instance.

John Goudey says American businessmen's interest in Hong Kong is not diminishing but if anything increasing. At AmCham he gets inquiries from two or three every day. AmCham does evaluations for potential American investors and has a good record of success.

He says AmCham has two China Committees. Americans are anxious and eager to do business with China and they see Hong Kong as a bridge. One China committee deals with commercial relations and about 500 of its members are interested in its work of keeping American businessmen informed on all development.

The AmCham membership of 1,800 firms has grown rapidly recently and includes Hong Kong firms interested in trade with America in addition to American companies. The other China committee deals with energy and publishes an authoritative report every year. AmCham sends delegations regularly into China. □



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The economic relationship thrives, says R



by Richard W. Mueller,
Chief, Economic Section,
American Consulate General

Hong Kong is a unique city. It was built by both Asians and Westerners. Formerly a largely underdeveloped colonial relic, it has become — despite an almost total lack of resources other than a hard-working population — a true crossroads of Asia and the world. Americans are fascinated by the rapid evolution of Hong Kong's economy. Not too long ago it was primarily a manufacturing center for low cost textiles and low value light industrial products. It is now one of the world's major suppliers of quality fashion garments and other high quality consumer items. Another transformation is now under way, with an increasing shift into the service industries. Hong Kong plays a vital role in the worldwide banking network, and all signs point to continued strong growth in this sector. Hong Kong is also a major regional hub for the airline and maritime industries.

Hong Kong's extraordinary economic growth over the past two decades is, of course, primarily attributable to the policies of its government and the talents of its people. But it is not coincidental that it occurred at a time when the American people were enjoying an unprecedented growth in material prosperity and when American business began turning to the outside

world. It was, most importantly, the huge and hungry American market, but also our capital, technology and management skills that helped fuel Hong Kong's dramatic economic take-off.

As early as 1959, the United States replaced the U.K. as Hong Kong's leading overseas market. Since that time, Hong Kong-U.S. economic relations have continued to grow impressively.

Today, the United States is by far the most important foreign economic actor on the Hong Kong scene. Over 700 U.S. firms are represented in Hong Kong, with many serving as the regional headquarters of their companies. Close to 14,000 Americans live in Hong Kong and almost half a million visit annually, providing a powerful boost to Hong Kong's tourist economy. The U.S. economic presence is well diversified, including manufacturing, banking and other financial services, transportation, and insurance. U.S. firms have been among the leaders in transforming Hong Kong into a world financial center, and the more than 20 U.S. banks present in Hong Kong have been leaders in introducing new banking services here — making banking more competitive and providing better services to customers.

The annual Hong Kong-U.S. trade of more than \$8 billion far exceeds Hong Kong's trade with any other country. The U.S. is Hong Kong's largest export market, taking an astonishing 40% of the territory's total domestic exports. When the U.S. economy booms, as it has in the last year, so does Hong Kong's. Similarly, Hong Kong's growth is good for the U.S., as this territory ranks among the top 25 U.S. export markets, despite its small size. Hong Kong is one of the fastest growing markets for high-quality American agricultural products, with sales that work out to about US\$80 for every man, woman and child in the territory. As a result, Hong Kong's youth looks healthier and stronger than ever before.

The U.S. is also the largest foreign in-

vestor here. While precise figures are difficult to pin down, we estimate that U.S. firms have invested between US\$4 and \$5 billion. This puts Hong Kong second in Asia, after only Japan, as a focus for U.S. investment. Over forty percent of foreign investment in Hong Kong's manufacturing capacity has been provided by U.S. firms.

America's strong economic recovery over the past year has encouraged renewed foreign investment by U.S. firms. Having surveyed available investment opportunities, a substantial number of American firms have chosen to invest in Hong Kong.

Expansion

The financial industries provide a good example of expanding U.S. investment. Just a few weeks ago, Bank of America decided to set up its North-east Asian regional data processing center in Hong Kong. Citibank has constructed an impressive new headquarters building and is expanding its retail banking network. Other U.S. banks are seeking innovative ways to expand in the growing Hong Kong consumer market; in a good example of international cooperation, Chase has joined with the Bank of China in an automated teller machine network. Several diversified U.S. financial services firms have taken major stakes in Hong Kong — most notably Merrill Lynch, which has acquired majority ownership of Sun Hung Kai, Inc.

U.S. firms in other industries are choosing to invest in Hong Kong as well. McDermott International has set up an international trading company with world headquarters in Hong Kong. Sears has established a regional headquarters for its trading company. Motorola recently announced its plans to establish a major design center — the first facility of its type in Hong Kong and one that may have favorable spin-offs for further development. Data General is expanding its electronics production facilities and, in fact, tripled its rate of investment last

Richard Mueller

year. *The Asian Wall Street Journal*, a well-known and highly respected contributor to Asian journalism, has decided to buy its own office building and printing plant in Hong Kong to replace previous contractual arrangements. Sealand is constructing a major warehousing and container transshipment facility, and Exxon is providing the majority of the capital for the Castle Peak generating plant.

It is not mere coincidence that Hong Kong has become one of the most attractive places in the world to do business, either for the local population or for foreign investors. There are at least eight important factors that were vital in turning Hong Kong into an economic dynamo:

- A legal system which provides consistency and reliability in the application of laws and regulations. Companies and individuals can confidently rely on a clear legal code in making long range business decisions.
- An energetic and highly skilled work force.
- An abundance of management expertise.
- Excellent telecommunications and transportation systems, with no restrictions on the flow of information or people.
- A minimum of government interference in establishing and regulating business activity.
- A simple, direct system of taxation, with low rates.
- An efficient and unrestricted flow of goods into and out of Hong Kong.
- An ideal location for serving as an entrepot for China trade.

Looking to the future, China's repeated statement of intention that Hong Kong's present economic, social and legal systems will remain unchanged for at least fifty years following 1997 constitute substantial assurance that it too recognizes the importance of these factors in attracting and retaining foreign participation in Hong Kong's economy, an important present and future contribution to Hong Kong's continued well-being. ☐

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1983: US\$ Certificate of Deposit

1983: C.A.S.H. Travel Plan

1983: Power Purchase Plan

1983: Chase Advantage Banking

1984: Chase/CAC Furnishings Plan

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CHASE



Oranges top HK's imports from America

Hong Kong is an important market for American foods and farm commodities. The value of U.S. agricultural exports to Hong Kong has nearly doubled from US\$206 million in 1976 to \$357 million in 1983. This phenomenal growth reflects both increases in the per unit value as well as quantities of individual U.S. export items. More significantly, on a per capita basis, Hong Kong's estimated 6 million people consume about US\$60 worth of U.S. farm products per person.

Of all U.S. agricultural exports to Hong Kong, oranges, for the first time in decades, overtook cotton as the number one money earner in 1983. Hong Kong is the second largest export market in the world for U.S. fresh oranges and fresh grapes. Hong Kong imported 280 million lbs. of fresh oranges in 1983 from the United States. Hong Kong's per capita consumption of oranges is 21 kg. (46.6 lb.) in 1983, probably the highest in the world. U.S. grape exports to Hong Kong reached over US\$12 million in 1983.

While U.S. cotton dropped drastically in the past few years due to the contraction of the local textile industry and strong competition from Chinese and U.S.S.R. cotton, the territory has recently emerged as a promising market for U.S. mink skins. U.S. exports of undressed mink fur to Hong Kong jumped from less than half a million dollars in 1978 to more than 2 million dollars in 1983. Hong Kong is now the largest U.S. mink skin export market importing over US\$8 million worth of both dressed and undressed mink skins.

A number of other U.S. agricultural items including poultry, prepared animal feeds, shell eggs, apples, melons and lettuce to name a few, have shown steady if not spectacular growth since the early 70's.

The trend of increasing sales of U.S. farm products to Hong Kong is expected to continue over the next few

years. Per capita incomes in Hong Kong are the third highest in Asia next to Japan and Singapore. While the Hong Kong food market is segmented between the largely western oriented institutional trade (including hotels, restaurants and modern style supermarkets) and the traditional Chinese market, there is a growing overall awareness of the high quality and availability of American foods. Many of Hong Kong's posh restaurants and the leading hotels insist on serving such U.S. food as beef, chicken, turkey, eggs and a wide assortment of fruits and vegetables because of their unsurpassed uniform quality and reliability of supply. This is significant, because the number of hotel rooms is expected to increase considerably over the next few years, a phenomenon readily evident from Hong Kong's changing skyline.

There is also potential for growth in the sale of U.S. grocery line items as the number of new retail food outlets

continues to rapidly increase. Because of traditional ties and advantageous freight rates, most of Hong Kong's grocers have looked to Australia, New Zealand and to some extent Europe for supplies. In recent years, however, those buying habits have shifted and American items are now available on the shelves. This phenomenon has been unfortunately checked by the surging U.S. dollar which greatly reduces the competitiveness of American products.

The Chinese market is changing rapidly. This is especially true among the young, many of whom are opting for western lifestyles and eating habits. This, coupled with the higher per capita incomes, is starting a trend toward the consumption of higher quality foods, meats, sandwiches and convenience foods. As an increasing number of families acquire refrigerators, the consumption of frozen and prepared foods has increased, though the penchant for freshness is still very

Major U.S. Agricultural Exports to Hong Kong (1979-1983)

Commodity	1979	1980	1981	1982	1983
Oranges (1,000 lbs)	158,947	243,707	251,750	190,260	280,000
Cotton (1,000 running bales)	441	490	217	275	140
Ginseng (1,000 lbs)	288	551	413	572	660
Poultry Meats (1,000 lbs)	45,123	43,988	54,330	51,271	60,959
Wheat (1,000 tonnes)	97	90	115	116	110
Apples (1,000 lbs)	34,555	38,427	62,816	42,704	59,228
Raw Tobacco (tonnes)	2,088	2,427	1,931	2,000	1,705
Prepared Animal					
Feed (tonnes)	48,685	51,225	49,896	42,075	30,195
Grapes (1,000 lbs)	16,415	17,557	17,707	23,060	15,173
Beverage Bases (tonnes)	56	322	474	608	498
Lettuce (1,000 lbs)	19,361	22,651	27,057	42,321	40,576
Beef, Frozen &					
Fresh (1,000 lbs)	1,303	1,651	1,194	1,881	1,258
Cattle Hides (1,000)	126	220	132	140	160
Shell Eggs (1,000 dozen)	6,966	6,960	10,590	11,233	6,595
Beer & Ale (1,000 litres)	12,863	18,729	14,241	10,007	6,364
Lemons (1,000 lbs)	8,452	9,748	9,970	9,440	11,873
Refined Corn Oil (Tonnes)	156	1,885	721	1,716	3,304
Melons (1,000 lbs)	14,960	11,695	9,530	14,759	10,230
Soups (1,000 lbs)	15,287	11,716	9,530	14,759	6,076
Potatoes Fr. Fry,					
Frozen (tonnes)	1,754	2,590	2,952	3,289	3,737

Source: U.S. Export Data USDA

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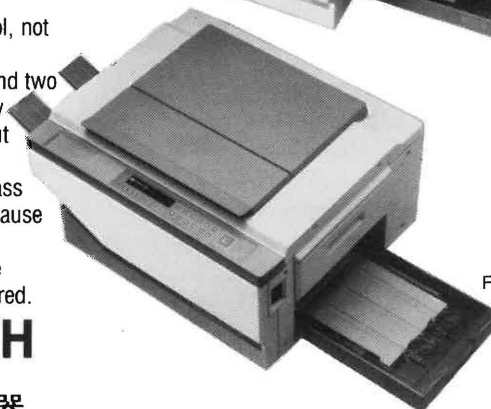
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Major U.S. Agricultural Exports to Hong Kong, 1979-1983 (US\$'000)

Commodity	1979	1980	1981	1982	1983
Oranges	40,553	49,560	61,897	50,360	67,457
Cotton	129,581	150,782	76,862	74,950	38,745
Ginseng	19,662	35,770	31,297	40,520	38,708
Poultry Meats	19,998	26,330	25,067	29,585	23,922
Wheat	15,097	16,272	22,106	20,407	18,844
Apples	8,249	10,021	16,764	11,367	14,214
Raw Tobacco	10,445	11,632	10,696	11,526	10,198
Prepared Animal Feed	15,299	17,170	17,297	13,948	10,182
Grapes	7,707	8,222	9,384	12,616	8,083
Beverage Bases	399	3,230	6,932	8,760	7,142
Lettuce	3,623	4,387	5,078	6,125	5,687
Beef, Frozen & Fresh	3,268	4,296	5,507	5,427	4,738
Cattle Hides	5,592	6,591	4,471	4,924	4,727
Shell Eggs	4,110	4,202	6,875	6,933	3,901
Beer & Ale	4,536	7,151	6,094	4,723	3,518
Lemons	2,708	2,591	2,135	2,952	3,344
Refined Corn Oil	224	1,464	602	1,714	3,290
Melons	2,517	2,438	2,080	3,279	3,071
Soups	2,191	2,452	2,708	2,216	2,764
Potatoes, F. Fry Frozen	1,048	2,045	1,925	2,212	2,551
Sub-Total	296,737	366,606	315,777	314,544	257,086
Total U.S. Ag. Exports	361,329	436,627	398,876	391,717	357,131

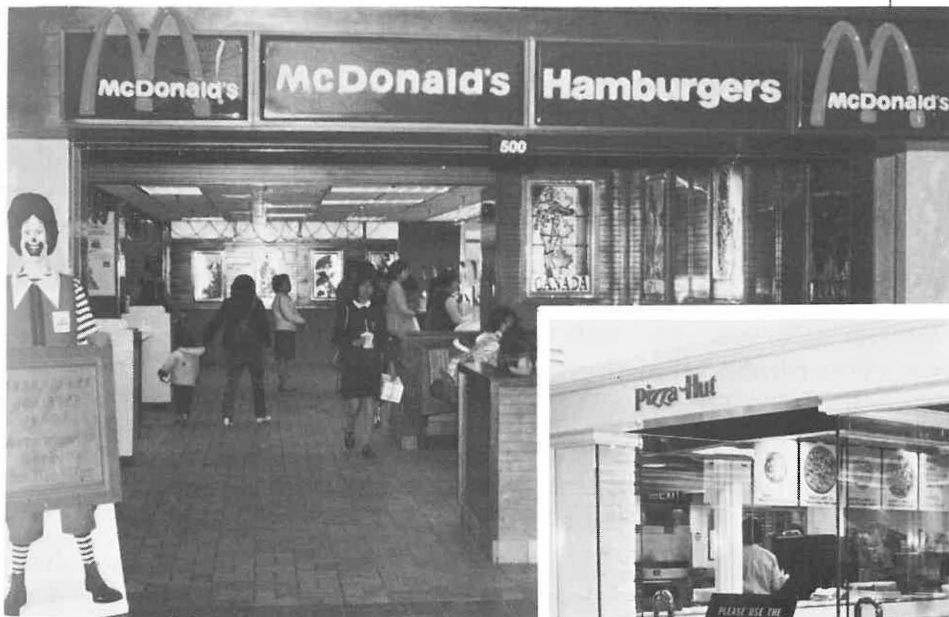
Note: In addition, the United States exports significant amounts of cigarettes and dressed mink skins to Hong Kong. US\$104.76 million worth (or 5,781 billion pieces) of cigarettes were exported in Jan.-Oct. 1983. 167,822 or US\$5.519 million worth of dressed mink skins were to Hong Kong same period (Jan.-Oct. 1983). Total 1983 exports of cigarettes are estimated at US\$120 million and export of dressed mink skins are estimated at US\$6.5 million, based on U.S. Export Schedule statistics.

Source: U.S. Export Data USDA

much evident in the buying habits of the Chinese consumers.

A rather new phenomenon in Hong Kong is the successful introduction of many new fast food outlets. McDonald's, Pizza Huts and Spaghetti Houses have grown fast in number over the past few years. These shops have a special appeal to the younger Chinese consumer, a factor especially significant for the future, considering the fact that one-half of Hong Kong's population is under 25 years of age.

The main disadvantages against U.S. products in the Hong Kong market are high freight costs, particularly that of bulky goods, and the recent appreciation of the U.S. dollar against the local currency. The rate of exchange between the U.S. dollar and H.K. dollar was US\$1.00 to HK\$5.60 at the end of 1981 while the rate at one time in September, 1983 rose to US\$1.00 to HK\$9.50. The Hong Kong Government took action in October and pegged the Hong Kong dollar at HK\$7.80 to US\$1.00. The strong U.S. dollar will, however, have a greater impact on the popular low-priced goods than the higher quality high-priced item. □



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The complicated business of how to get a visa



by John J. Tkacik,
Acting Chief, Consular Section
Consulate General of The United
States of America,
Hong Kong

With the current economic boom in the United States fueling recovery in Hong Kong and throughout East Asia, Hong Kong businessmen are finding that they need access to information on U.S. immigration policy, especially those provisions of our immigration law which affect businessmen. This is a welcome opportunity to present the members of the Hong Kong General Chamber of Commerce with up-to-date information on present American visa laws and regulations.

Some misinformation on new legislation: It also gives me a chance to clear up some of the misstatements and misinformation that have been floating around Hong Kong recently (and have been appearing in the press) suggesting that if someone has enough money he can "buy" his way into the United States. Such suggestions are without foundation in fact.

Contrary to what you may have read or heard from other quarters, we at the Consulate have received no information about a new immigrant investor class being included in the

Simpson-Mazzoli immigration reform legislation — which, by the way, was not enacted last year, nor is it likely to be reintroduced in 1984 — an election year. So for the time being you can ignore all the talk you may have heard about a new investor visa category being created which will open the way for Hong Kong people to obtain the right to reside permanently in the United States simply by investing money there.

Unavailability of investor immigration:

The immigration policy of the United States now, as always, gives first priority to the principle of reunification of families. Persons who have close relatives in the United States have always enjoyed priority under our immigration laws, and I think they always will. There is a provision in the existing law for immigrant investors — the "non-preference," or last priority. Any immigrant visa numbers not used by persons in category 1 through 6 may be assigned to persons in the non-preference category, which includes persons who have invested or are in the process of investing US\$40,000 or more in an enterprise of which he will be the principal manager and which will employ at least one person in the U.S. who is either a U.S. citizen or a lawful permanent resident, besides the investor himself and his spouse and children. The "catch" is that no immigrant visa numbers have been available for the nonpreference category since 1977 — because the higher preference categories have claimed all the numbers.

Temporary and permanent employment immigration: At the same time, our immigration law has always encouraged the admission of professionals, artists, businessmen and skilled workers. The United States has always favored an infusion of new investment,

new ideas, new products, new cultural and educational contributions, all of which enhance our lifestyle and enrich our country.

As businessmen in Hong Kong, which is one of America's most important trading partners, many of you have need to travel to and do business in the United States. The subject of business-related visas is therefore probably of considerable interest to you. I will try to give you a good overview. I warn you that this is a very dry subject, so you might want to take a drink of water before I start.

United States law presently classifies foreign nationals desiring to enter this country into two broad groups. The first group, designated as "immigrants", includes those persons entering the United States intending to reside there permanently. The second group, designated "nonimmigrants" includes those persons entering the United States for a temporary period of time, not intending to establish permanent residency. The nonimmigrant category includes such persons as tourists, business travellers, trainees, journalists and crewman.

United States law presently provides a wide variety of visa categories which meet the needs of foreign businessmen and investors. Of the 13 nonimmigrant visa categories, four are of particular interest to the business visitor. These are:

- 1) The B-1 visa, serving the visitor entering the United States temporarily for business purposes;
- 2) The E-1 and E-2 treaty trader and treaty investor visas, serving individuals and corporations carrying on substantial trade or making significant investments in the United States;
- 3) The "H" category visas, serving those individuals who desire to enter the United States on a temporary basis in order to work; and
- 4) The L-1 visa serving employees of

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international corporations who may be transferred from their posts abroad to occupy similar positions in the United States.

B-1 tourist visas: The most commonly issued business-related visa is the B-1. I am certain that a good many of my readers have B-1 visas in their passports. They can be issued for multiple entries to the United States over a period of up to five years for Hong Kong belongers.

As a general rule, a nonimmigrant business visitor desiring to enter the United States must present at the port of entry a valid passport containing a visa issued abroad by a United States embassy or consulate. When the visitor enters the United States, an immigration officer will issue an arrival document (Form I-94) setting forth the precise period that the visitor will be entitled to remain. This will depend upon his business purpose. The maximum period of admission is normally one year for any one visit. Extensions of up to six months are sometimes granted if the circumstances warrant. This is entirely up to the discretion of the immigration officer at the port of entry.

In order to obtain a B-1 visa, the applicant must show:

- (1) That it is his intent to maintain his permanent residence outside of the United States;
- (2) That his primary place of business is outside of the United States;
- (3) That his admission to the United States is temporary;
- (4) That his business activity is for a foreign corporation, foreign business or other foreign business entity;
- (5) That his business activity does not constitute gainful employment; and
- (6) That, in most cases, his source of income is from a foreign source.

Under the B-1 visa, an entrant may perform a variety of business activities including attending conferences, soliciting orders, exploring business opportunities, and engaging in other generally accepted business functions. A person coming to the United States for training in a business may also qualify as a B-1 visitor if that person's salary is paid abroad. This category of visa is often used by technicians travelling to the United States to install, service,

or repair industrial equipment purchased outside the United States, where the contract of sale requires the seller to provide these services. The B-1 category also accommodates the business visitor who desires to initiate a business investment in the United States. Generally, a B-1 visa is not appropriate for a person who is employed and salaried directly by a business incorporated in the United States. Such person should obtain one of the other business-related nonimmigrant visas which I will now outline: the "E", "H" and "L" visas.

"Treaty investor" and "Treaty trader" visas: The purpose of the "E" treaty trader and investor visas is to encourage and facilitate international business and trade. The United States immigration laws define treaty traders and investors as individuals from other nations who seek to enter the United States "under and in pursuance of the provisions of a treaty of commerce and navigation" between the United States and the country of their nationality. The U.S. has such treaties with about 40 countries, including the U.K. and a number of America's leading trading partners in Asia, such as Korea, the Philippines, Japan, Thailand and Taiwan. There is no treaty with Hong Kong, so the E visa is probably of only passing interest to you, unless you happen to be a national of and hold a passport issued by one of these treaty countries.

"Treaty trader" status: The E-1 treaty trader visa permits a corporation or individual to enter the United States "solely to carry on substantial trade, principally between the United States and the country from which he is a national." "Trade" means international trade between the United States and the country of the trader's nationality. "Trade" may include international banking, transportation, tourism, or communications.

At least 51% of the "trade" must be between the United States and the country of nationality. The remainder may be within the United States or with other countries.

Employees of treaty traders may also qualify for E-1 visas if they are owners, directors, executives, managerial employees, or specially-qualified highly-

skilled workers.

International corporations with operations in several countries have found the E-2 treaty investor visa more responsive to their needs than the E-1 treaty trader visa. Both foreign individuals and foreign corporations may qualify as treaty investors. Where a corporation is classified as a treaty investor, that classification may also be accorded to corporate employees who enter the United States to work on behalf of the corporation in managerial or executive positions.

"Treaty investor" status: To qualify as a treaty investor, a foreign corporation must show that it has invested or is actively in the process of investing substantial amounts of capital in a viable commercial venture in the United States. The investment must be substantial in relation to the requirements of the particular industry. The foreign corporation must invest sufficient capital to ensure that the American enterprise will be a successful commercial venture.

To satisfy the "corporate nationality" requirement, at least 51% of the treaty investor corporation must be owned by nationals of the treaty country. It is the ownership of the corporation which is crucial. Furthermore, ownership by nationals of a treaty country who are permanent residents of the United States cannot be counted for the purposes of determining "corporate nationality."

In order to qualify as a treaty investor, the foreign corporation must submit to the American Consul or to the Immigration and Naturalization Service evidence that it is a national of the treaty country, that it is investing in an American enterprise, and that the investment is substantial.

Documents such as articles of incorporation, partnership agreements, balance sheets, profit and loss statements, invoices, correspondence, bills of lading, contracts, and statements of nationality and US immigration status of shareholders, are helpful and often requested.

In order for an employee of a treaty investor corporation to qualify for an E-2 visa, the employee must also be a national of the treaty country, must be serving the corporation in a managerial or executive capacity, and must



Our U.S. connection...

be the executive designated to develop or manage the American enterprise. Though "E" visas are issued for a period of four years, a treaty businessman must register with the Immigration and Nationality Service in the United States each year in order to maintain his status as long as the aforementioned circumstances and conditions continue to prevail.

"H" temporary workers visas: International corporations often desire to move employees from one country to another. The "H" visas enable the firm to utilize the international labor market and to bring employees temporarily into the United States. The "H" category is divided into three sub-categories, each of which shares certain requirements. First, the "H" visa applicant must be coming to the United States for a temporary period. Second, he must have a residence abroad. Third, all temporary workers must obtain approved visa petitions from the Immigration Service.

"H-1" aliens of distinguished merit or ability: The H-1 category serves individuals of "distinguished merit and ability" who desire to come to the United States temporarily to perform services of an exceptional nature. The person must possess a degree of skill and recognition substantially above that ordinarily encountered in his field. Members of the professions are usually classified as being of distinguished merit and ability. An employer wishing to bring such a person into the United States must submit a visa petition to the Immigration Service. When the petition is approved, the appropriate Consulate overseas will be notified and the visa will then be issued by a consular officer.

H-1 visas may be issued to managers and other high-level corporate employees and also to skilled workers within recognized professions: such as civil or mechanical engineers, and nurses.

"H-2" temporary workers: The H-2 visa category applies to persons coming temporarily to the United States to perform unskilled labor or services. The Immigration Statute requires a labor certification from the Department of Labor for H-2 visa employ-

ment. In general, this visa category has been used to fill unskilled jobs in agricultural and industry. Because the labor certification process often tends to be lengthy, this visa category cannot be counted upon for the quick entry of employees into the United States to fill temporary positions.

"H-3" temporary trainees: The H-3 visa category permits foreign nationals to come to the United States to receive training. The training must be designed to impart skills to be used outside of the United States and need not benefit the United States organization offering the training. It may not be used for production or service activities or for on-the-job training.

"L-1" intracompany transferees: a popular visa: The "L-1" or intracompany transferee visa is relatively new in American immigration law, having been established in 1970. This visa serves those persons who have been employed abroad for more than one year by a firm, corporation, affiliate, subsidiary or other legal entity related to the United States company.

The person must be coming to the United States *temporarily* to render services to the same employer, or subsidiary or affiliate of the parent company with which the applicant has been employed abroad for at least one year, thus the designation "intracompany transferee." The "temporariness" question is very important and will be extensively covered below.

"L-1" visas are for senior personnel: The services provided by the person must be of an executive or managerial nature, or require specialized knowledge. The terms "managerial" and "executive" are defined in the visa regulations. A managerial employee is someone whose primary duty is to manage the enterprise or one of its departments or subdivisions. He customarily directs the work of its other employees and has authority to hire, fire and promote employees and otherwise to exercise discretionary powers. The term "manager" does *not* include someone in the first line level of supervision, unless the employees supervised are management or professional.

An executive is defined as a person who directs the management of an or-

ganization and establishes management policies or general organizational goals. He regularly and customarily exercises discretion, independent judgment and makes final decisions. The essential element is the customary and regular exercise of discretionary authority.

The term "specialized knowledge" is harder to define. It refers to knowledge which is important to a company's functioning, which is not readily available in the market place. To qualify for the L classification, the individual must be a key person in the company, who has essential knowledge of its product or service or of the equipment, techniques, management operations or decision-making process.

Opening a branch office in the U.S.:

While it is helpful to an application, it is not absolutely necessary that the employer be engaged in foreign trade or have an existing office or business in the United States. The employee may enter to set up a branch of subsidiary. A person who qualifies as an "L-1" may be admitted to the United States for three years initially, and, therefore, may obtain one-year extensions. These extensions are getting more and more difficult to obtain, and consequently, many "L-1" visa applicants are obliged to obtain new petitions and depart the U.S. in order to apply for new visas.

The L-1 visa was created to cover multinational companies engaged in large scale foreign trade. The actual wording of the provision is rather broad and in practice the Immigration Service has interpreted this provision to allow, in some limited circumstances, small companies and even individual investors to avail themselves of the L category.

"L-1" visas: the corporate nexus: One essential question to be determined in adjudicating an application for L classification is whether the necessary business relationship exists between the foreign company and the United States company. Business can take many forms, and often because of tax laws and other legal considerations, the relationship between businesses is difficult to discern. Often business relations are created without taking immigration laws into account. In some cases, it may be difficult to establish if the companies are related as affiliates



or subsidiaries.

The crucial question becomes the extent of control that one company exercises over another. In deciding this issue, the Immigration Service looks to such factors as the degree of ownership and the authority that the officers of one company have over the officers of the other company. The relationship between the foreign business and the United States business is usually determined by reference to Articles of Incorporation or other legal documents.

Filing the L-1 petition: The process of obtaining L status commences with the filing of a petition (form I-129B) by the U.S. employer with the ins, which evaluates it to make certain that all the required elements are present *except* for the person's nonimmigrant intent. That question is for the Consular officer to determine. (Nonetheless, the Consular officer must further satisfy himself that the applicant has made no misrepresentations of his executive status, the corporate nexus or the period of claimed employment with the petitioning corporation before he may issue an "L-1" visa.)

Applying for the L-1 visa at the Consulate: Upon arrival of the petition, notice of approval is either communicated to the U.S. Consulate or the visa applicant takes the approval notice (Form I-171C) to the Consulate where he applies for an L-1 visa. The Consular officer will inquire into the relationship between the local and U.S. companies.

"Temporariness" is key to the L-1 application: As I mentioned above, to qualify for an L-1 visa the applicant must prove to the satisfaction of the Consular officer that his entry to the U.S. to work for the petitioning company will be "temporary" in nature. If the applicant presents credible evidence that he will be transferred out of the U.S. following a temporary tour of duty this will impact favorably

on the Consular officer's decision. If there is no evidence that the applicant intends to leave the U.S. after a period of temporary work for the petitioning company, or if the Consular officer does not find the applicant's statements of intent to leave the U.S. credible, denial of the L-1 visa may result. The applicant must satisfy the Consular officer that he is being transferred to the U.S. solely for business reasons, and not in an attempt to immigrate.

If the person is already in the U.S. in another nonimmigrant category, the petition may be filed in conjunction with an application for change of nonimmigrant status (Form I-506). In that situation, the INS rules on the question of the person's nonimmigrant intent as well as whether he had formed the intention to change status *before* he entered the U.S., in which case change of status can be denied as a matter of discretion. If that happens, the person is required to pursue his application for an L-1 visa at a consulate abroad, usually the one located at or nearest to his foreign residence.

A change of status situation can arise when an overseas employee enters the U.S. on a B-1 visa and after he arrives the U.S. company decides to put him on its payroll. With *new* companies, the change of status situation might arise when the employee, who also is a shareholder or officer of the company, enters the U.S. to investigate prospects for opening a U.S. office or affiliate and after determining that the market prospects are good, decides to set up a U.S. operation.

I will not attempt to go into any further detail on the complex subject of the relationship between the parent company and the subsidiary, or the affiliate relationship between the U.S. and overseas employees. I will say, again, that the INS, in evaluating the petition, follows a test of "effective control". Where the parent company owns more than 50% of the subsidiary (or subsidiaries, in the case of an affiliate relationship) the test is normally

met. It is less clear in a situation involving a complex corporate family structure.

Tax liability: Let me add a short note about potential U.S. tax liability of anyone working in the U.S. on an E or L visa. As you may know, U.S. citizens and legal permanent residents are taxed on their world-wide income, from whatever source derived. When it comes to our attention that a businessman who has obtained U.S. permanent resident status has returned to Hong Kong and continues to maintain his U.S. permanent resident status, we are obliged to report this fact to the Internal Revenue Service.

Of course, if you work in the U.S. on an E or L visa, which is a *temporary* nonimmigrant visa, you will not be considered a U.S. resident for immigration purposes. However, if you spend a great deal of time in the U.S., and set up a temporary home there, it is possible that you may well be considered a "U.S. resident" for tax purpose and thereby be liable to U.S. taxation on your world-wide income.

As a matter of fact, if you spend one year in the U.S., our tax authorities could easily presume you are a U.S. resident for tax purposes, and begin to tax you on your world-wide income. I would strongly advise all businessmen who contemplate a long-term nonimmigrant visa such as the "E", "L" or "H" to try and clarify their tax status soon after arrival in the U.S. □



CANADA Calgary

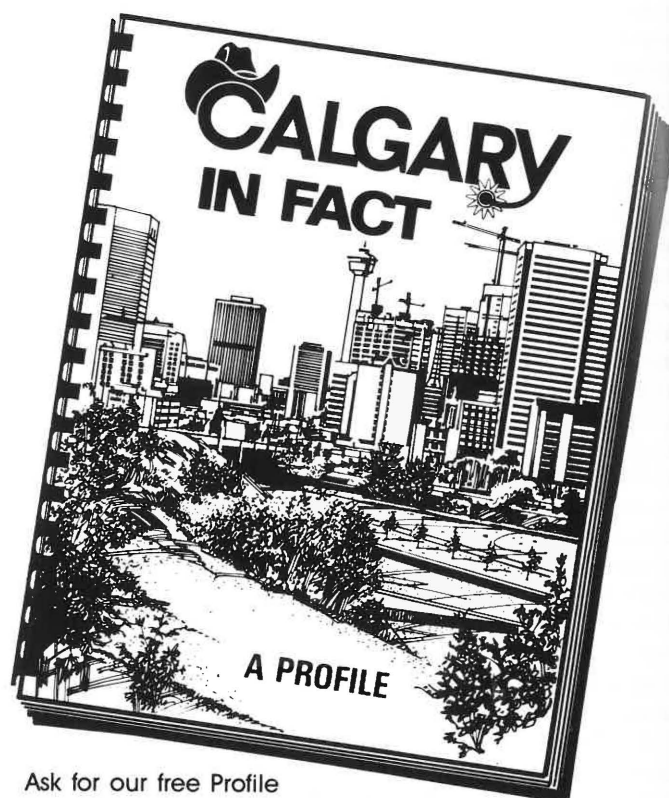
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An American blueprint for our new Science Museum

The immigrant mentality of so many of Hong Kong's people, that still survives in the free market environment and under the security of law, is usually accepted as the basic reason why Hong Kong in 30-odd years has generated such a remarkable entrepreneurial spirit and accomplished such amazing economic growth. It is also often accepted as the reincarnation of the Great American Dream of the earlier half of this century.

There is, however, a difference. The Hong Kong process of such rapid development both in economic attainment and in the concomitant improving quality of life has been helped greatly by the accomplishments of the Great American Dream itself.

The time differential between the two phenomena has been sufficient for the local Hong Kong process, on a smaller scale, to tap the best of the American achievements. For instance, U.S. educational institutions have contributed to the hard core of expertise in the capable Hong Kong people who are today at the helm of a lot of industry and commerce.

Market

But what the Great American Dream has generated is evident in Hong Kong in a lot more ways than that. The market has injected into the Hong Kong lifestyle the more popular American consumer products, like California's oranges and Illinois' McDonald hamburgers not to mention Coke and Pepsi. In the popular entertainment field Hong Kong sees and enjoys much of what America produces without much perceptible impact on its urban lifestyle that is strong enough to retain most of its own identity. But that is not to say in the field of attainment American technology is not sought after, scientific achievements are not respected and its art forms not appre-

ciated.

They are — and the American response to Hong Kong's interest is both generous and diverse.

Darwin Chen, director of cultural services in the Urban Services Department, gives the most recent example. He says the blueprint for Hong Kong's Museum of Science and Technology is a consultancy report made by the American Science and Technology Centre.

The construction of the building in Chatham road begins in a few months and already a Hong Kong team, following up the report to which major American museums contributed, has visited the United States to see potential exhibits with a view to Hong Kong acquiring them. The Hong Kong Museum is expected to open in about two years' time.

"This is our next big Hong Kong project for our people," says Darwin Chen. "We'll be doing a lot of buying from America of exhibits that represent U.S. achievements that we all must be able to see for ourselves."

The Americans similarly supported the Urban Council's Space Museum. It now has seven shows a day and simultaneous explanations in Mandarin, Cantonese, English and Japanese.

"NASA has been very helpful," says Darwin Chen. "They have given us a piece of moon rock, a space capsule and space suits, etc. used on actual missions on long-term loan."

"The omnimax film projector that dramatically fills the dome of our Space Museum's sky theatre is American. So are a lot of our exhibits in our astronomy and solar halls."

Darwin Chen recalls that last year's City Council exhibition of Asian art relied heavily on the Asian Art Museum in San Francisco. The exhibition included part of the collection of Chinese art of Averill Brundage, the former Olympics chief.

"A lot of contemporary American artists come to Hong Kong to exhibit," he says. Some American banks here stage regular exhibitions. They are much appreciated and leave our galleries free for our own set programmes."

Philharmonic

Kenneth Schermerhorn, former musical director of the Milwaukee Symphony Orchestra, has recently been appointed musical director of the Hong Kong Philharmonic Orchestra. The principal guest conductor of the Philharmonic in 1983 was Maxim Shostakovich, also an American.

Of 12 American guest conductors last year and this year, three are Chinese Americans. They are Henry Shek, Jahka Ling and Kenneth Jean. Shek and Jean are both Hong Kong boys who went to study in the United States and were so successful they stayed there.

All three American Chinese conductors will continue to work with the Hong Kong Philharmonic. Both Shek and Jean have produced records with the Philharmonic. More than half of the Philharmonic's musicians are from the U.S.

"They like to work with us in Hong Kong for a few years before going back into the American mainstream of their art," says Darwin Chen. "Our Philharmonic's problem is how to localise. We are hoping graduates from our new Academy of Performing Arts will eventually join the orchestra."

American artists also regularly make a big contribution to the annual Hong Kong Arts Festival. This year Andre Previn brought the Pittsburgh Symphony Orchestra and Gerard Schwarz was guest conductor of the Hong Kong Philharmonic. Others included the mime group, Foolsfire, Mel Lewis and his Jazz Orchestra, the Beaux Arts Trio and the Washington Ballet. ➤



Our U.S. connection...

The Urban Council did 34 City Hall presentations last year and this year of U.S. artists and groups. It far exceeds the contribution of any other country. The principal singers of the Metropolitan Opera, New York, sang last year in a joint Hong Kong - U.S. production of the operas *Madam Butterfly* and *Carmen* and this year, *La Boheme*. The producer of the joint productions is Mr. Lo King-man. The Hong Kong Philharmonic participated. Locals took the other singing parts. The New York Philharmonic, under conductor Zubin Mehta, is performing in Hong Kong in August. At the other end of the scale Hong Kong hears and sees performances from a good sprinkling of young American groups, such as the Brigham Young University folk dancers, the Annapolis Brass Quintet and the Merce Cunningham Dance Company.

The U.S. regularly participates in the Urban Council's International Film Festival. Darwin Chen says Hong Kong would like to see more of America's film art in addition to its commercial releases. He speaks appreciatively of U.S. producer Martin Scorsese of "Taxi" TV fame. He presented his *King of Comedy* at the last Film Festival and lectured at a seminar to a local audience.

Books

Darwin Chen says another area where the Americans make an important contribution to Hong Kong is in the books they publish. He says the USD buys a lot of books and audio and video cassettes from the United States. It has a problem with the cassettes industry reproduction standards. Hong Kong follows the European system. But the problem is largely solved by using two types of reproducing machines. The U.S., he says, is a major source of books bought for Hong Kong libraries. Many are related to technology and to management studies.

Pierre Lebrun, chief entertainment standards control officer (film) and better known as Hong Kong's Canada-born film censor, says U.S. films are second only to Hong Kong produced films released in Hong Kong cinemas. "The U.S. is the country that gives us the most," he says.

Hong Kong cinemas exhibited 133

U.S. films in the last 12 months. TVB showed 1,920 and ATV 1,018. This compares with 48 cinema releases produced in Japan, 38 from the U.K., 49 from France, 39 from West Germany and 25 from Italy.

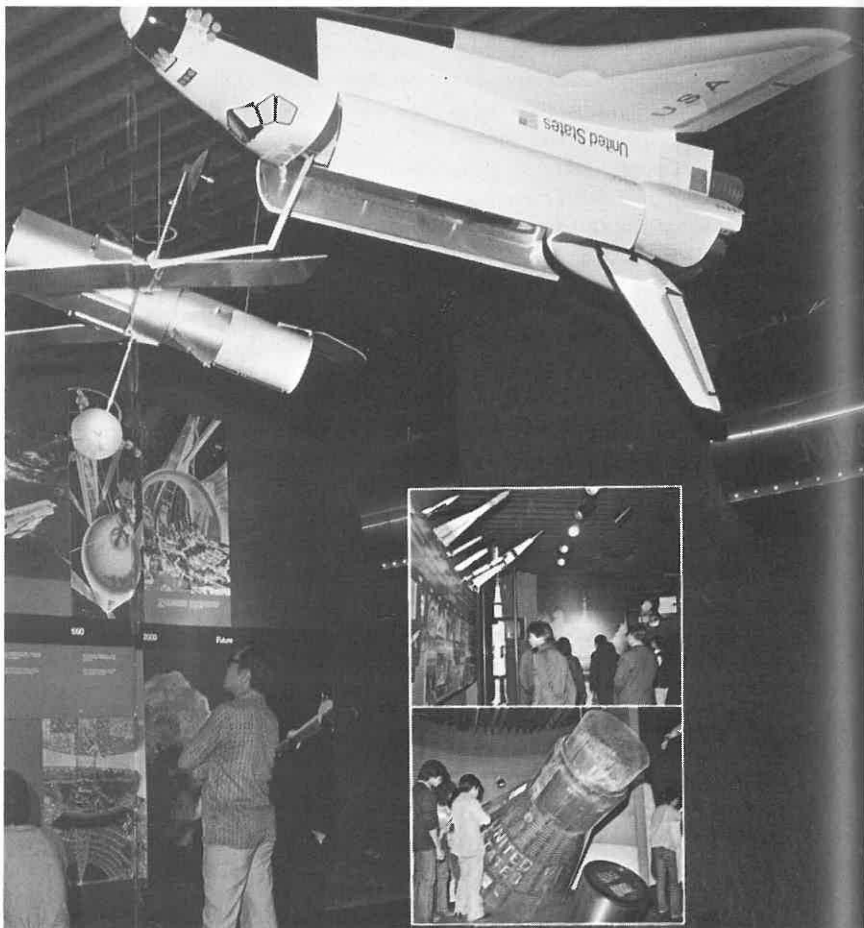
TVB in the past 12 months used 783 Japanese-produced films, largely cartoons and ATV used 719. TVB used 618 U.K. releases and ATV 155. None was used from Italy on either television station but TVB used 10 from France and ATV 28. TVB used none from West Germany but ATV used 12. Pierre Lebrun says the bulk of Hong Kong's cinemagoers are aged 17-19 years and usually from low income groups. American usage of the English language makes little impact as most of these cinemagoers are Chinese and follow the sub-titles rather than the spoken dialogue.

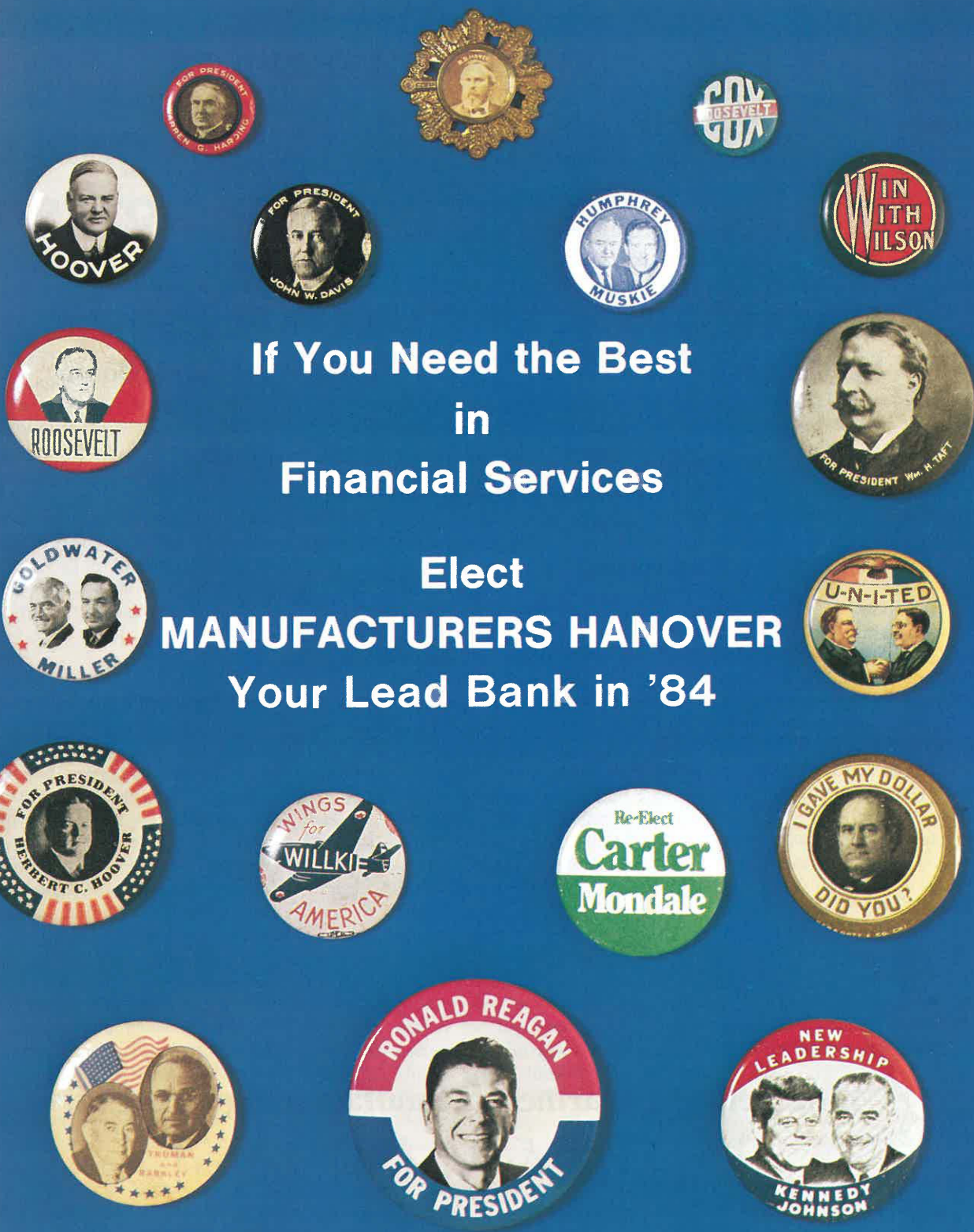
Neither does Pierre Lebrun think U.S. films make much impact of the Hong Kong lifestyle. He says Hong Kong is itself a big enough urban area to sustain its own identity. He thinks the Chinese look for the fashionable in other media.

He says the big box office is in Cantonese films, with the exception of a few U.S. releases like James Bond films and *Star Wars*. He says Hong Kong produced films from Golden Harvest, Shaw Bros., Cinema City and Golden Princess have an export market to Chinese communities abroad, including the U.S. They are mainly sword play films but some producers are still trying the Middle East and Africa with kung fu.

Pierre Lebrun is an ex-schoolteacher. He says the U.S. film releases about education usually depict bad students in a high school context. They show comedy and sexy scenes, even sometimes violence. They don't reflect the true U.S. educational system. But he doesn't think these films have much influence on local audiences.

He says he seldom sees a well-researched U.S. educational film shown in Hong Kong. He says the community is less tolerant of sex than violence. Parents are afraid of their children seeing explicit sex and there has been a cut-back on violence in recent years. □





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Seeking higher education in the American 'melting pot'

Last year more than 30,000 individuals sought information and advice from the Institute of International Education (IIE) Hong Kong office in the Arts Centre on higher education in the United States, of whom 3,000 eventually obtained visas which permit them to pursue professional or academic training in the "melting pot" country.

J. Henderson, IIE Southeastern Asia Regional Director, stressed to *The Bulletin* that all information and counselling at the IIE are provided free except for a college-search service which charges US\$10 for use of the computer.

Established in 1919 the New York-based IIE is the largest U.S. educational exchange organization. The institute is affiliated with the United Nations and works closely with the United States Information Agency. With an annual budget amounting to US\$88 million, 30 per cent of its expenditure is funded by the U.S. government while the balance met by foundations, corporate contributions, foreign governments and international agencies such as the World Bank and UNESCO. IIE employs less than 300 staff, of whom 280 work in the New York headquarters while the rest in six branch offices including the IIE in Hong Kong, Bangkok, Jakarta, Zimbabwe and the Caribbean. The Hong Kong office is 20-year old.

Among a total of 10 million college students in the United States some 330,000 (3%) are foreign students. Statistics show that Hong Kong sends more students per capita to the United States than any other country in the world. In 1982/83 there were 8,610 Hong Kong students in the United States against a 5.1 million population in Hong Kong (1980 census) which means Hong Kong has 1,688 students per million population being educated in the United States in that year.

Taiwan has the second highest figure (1,180 per million population), followed by Venezuela (1,040 per million) and Saudi Arabia (1,028 per million).

The per-capita foreign student figures from high-income advanced countries are much smaller. Only 117 Japanese students per million population study in the United States while West Germany and France hit as low as 61 and 59 per million, respectively.

Falling

J. Henderson however pointed out that the actual number of Hong Kong students enrolled in U.S. colleges and universities has been falling since the mid-Seventies. In 1974/75 Hong Kong hit the 11,060 record high figure and came second only to Iran among all leading countries of origin of foreign students. The figure fell to 9,900 in 1979/80 (sixth position), 9,660 in 1980/81 (eighth), 8,990 in 1981/82 (tenth) and to 8,610 in 1982/83 (eleventh). He expects the figure to hold at 8,610 this year.

That the U.S. Consulate General has tightened its visa policies to minimise disguised immigration is possibly the main reason for the decline, he said. The socio-economic scene here and in the United States, though, also affect the intake of Hong Kong students but the impact is perhaps more difficult to gauge.

The 1997 issue, for instance, might have triggered off a boom of local students applying for U.S. colleges, but the persistent strength of the U.S. dollar might, on the other hand, have had significant levelling-out effects. J. Henderson also suggested that China's open-door economic policies might have positive repercussions for Hong Kong citizens seeking higher education. Plans to open new academic institutions and universities in

China's new economic zones are being discussed or in the pipeline, and chances are that some of our young people would opt to further their education in the PRC, he said.

America is still THE place to study technology, science and business, at least to the foreign student. Engineering (23.1%), business and management (18.1%), physical and life sciences (8.0%) and mathematics/computer sciences (7.6%) are the most sought-after fields of study among all foreign students. Hong Kong students share similar preferences. A 1981/82 survey shows that 28.5% of our students in the United States major in business and management, 18.9% in engineering, 11.0% in mathematics/computer, 7.6% in physical sciences and 6.2% in social sciences. At the bottom of the list is agriculture with only 0.5% of all Hong Kong students studying in that field.

The academic level of our students in the United States has had a gradual but discernible rise in the percentage of post-graduate students. In 1969/70, 75% of all Hong Kong students in U.S. institutions were undergraduates while 22.2% enrolled in post-graduate programmes. In 1981/82 undergraduates' share dropped to 65.6% and post-graduates percentage increased to 31.9%.

Typical of students from South and East Asia, 35% of Hong Kong students choose colleges and universities along the Pacific coast, mostly in California, while the rest stay in the Northeast and Midwest. Very few go to the South of the Mountains.

Just how receptive is the United States to a Hong Kong student keen to be educated in that country? J. Henderson said that while educational institutions as a whole adopt a receptive attitude to overseas students, applicants are assessed by their academic and financial qualifications as well as motiva-

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Exchange students create a cultural interflow

"I think the best way to learn about your own culture is to leave it and study another for a while," wrote Catherine Condon, a 1982-83 International Asian Studies Programme (IASP) student at the Chinese University of Hong Kong from Virginia Commonwealth University of the United States.

Every year some 40 students, mostly Americans, participate in IASP jointly organized by the Yale-China Association and CUHK. Like Catherine they complete one year's academic work in Chinese language, Chinese cultural and other Asian subjects while living in Hong Kong among local CU students and experience Hong Kong's many paradoxes of modern Western-style life in a unique Chinese context.

Sino-American cultural interflow between academic institutions is nothing new. The Yale-China Association for instance, was formed in 1901 by a group of Yale University graduates to foster understanding between Chinese and Americans. It began its work in Changsha, Hunan Province, where it helped local leaders to establish schools and hospitals. In Hong Kong the association has had a close working relationship with New Asia College both before and after the college became

affiliated with CUHK. After resuming ties with China in 1980, Yale-China has been supporting programmes at Hunan Medical College, Hubei Medical College, Wuhan University and Huazhong Normal University.

The Bulletin interviewed Dr. Thomas Lee, Director of IASP, who said the programme was started in 1977 by CUHK as a response to the growing need for an umbrella association for the considerable number of foreign students enrolled in the university. As part of its efforts to promote Americans' knowledge of China the Yale-China Association contributed to the IASP scheme HK\$1 million for accommodation facilities and a HK\$300,000 loan for initial costs. Yale-China is also responsible for recruiting and selecting students from North America while students in Japan and other Asian countries are recruited by Soka University of Japan.

A total of 404 students from 171 universities in 21 countries had taken part in the seven-year-old IASP up till Spring term 1984. A statistical breakdown of universities with most IASP participants shows that University of California tops the list with 17 participants, followed by Soka University (15), Harvard University (14), Grinnell

College (12), University of Texas (10), Yale University (10), Osaka University of Foreign Studies (8) and Macalester College (8). With the exception of Soka and Osaka Universities the rest are all US institutions.

Research

Undergraduate students and post-graduate students with grade point average of 3.0 or above on a 4.0 scale are eligible for IASP, as are research students enrolled in a master or doctoral degree at another university as well as special scholars i.e. academic staff or other advanced scholars of post-doctoral status pursuing research. Participants normally enroll for a full academic year (two terms) at CUHK on a self-financed basis. Fees for undergraduate and post-graduate participants for 1984/85 academic year are HK\$36,700 and for research students and special scholars \$27,300, both including tuition fees and hostel accommodation. IASP receives scholarship donations from Cathay Pacific Airways, Sing Tao Foundation and Soka University and offers financial aid to participants who can demonstrate need and academic excellence to a maximum of 50 per cent of full pro-

Seeking higher education in U.S.A.

tion. Individual applicant's statement of purpose is in most cases as important as, if not more important than, his past academic record leading to a successful application. He said very rarely are applications turned down for financial reasons alone.

He added that there are universities in the United States particularly keen to recruit overseas students especially graduate students from Hong Kong who are often able to serve faculty as tutors and in turn become self-financed. Several states in the country value the

international dimension foreign students bring onto campuses so much that the state governments often resist fee hikes that might affect foreign students. Unfortunately economic necessities sometimes outweigh goodwill, New York State, for instance, recently raised fees for foreign students by 35% to 40%.

International higher education is promoted by the IIE centres around the belief that a university is a place to exchange ideas and to experience diversity of thought, said J. Henderson.

Foreign students are agents of diversity. The IIE is most active in countries where tertiary education is developing, though neither the institute nor the U.S. government subscribes to the brain-drain theory. Foreign students are accepted into U.S. colleges on the assumption that the young men and women from all parts of the world will eventually return to their countries of origin on completion of whatever academic programme they have chosen, albeit with a distinctly American cultural imprint in varying degrees.



Our U.S. connection...



gramme fees.

Most participants are liberal arts students, said Dr. Thomas Lee, though in recent years more and more business students are participating, a trend

possibly reflective of a growing interest in the U.S. in trading with this part of the world. Pre-medical and engineering students have also taken part and some ex-participants have actually returned

to work in the Far East upon graduation in their home countries. Some participants are American-born Chinese who come to Hong Kong to look for their "roots", or just to learn something about their native culture.

Courses

An IASP student is offered Chinese language courses of Mandarin and Cantonese at beginning, intermediate and advanced levels. Academic courses specifically organized for IASP participants but open to all CUHK students include introductory courses in Chinese culture, Chinese literature, and seminars on Hong Kong study and contemporary China study as well as independent research on Asian topics. Other elective Asian studies courses normally available to IASP students are specific studies in geography, government and public administration, history, anthropology, Chinese, economics, fine arts, marketing and international business, music and philosophy — almost all related to the political, socio-economic,

HK American university graduates active in business

American university graduates are extremely active in the business sector upon return to Hong Kong, said the president of the American University Club, Ali Tuet, an M.B.A. from University of California and now director and general manager of Reliance Services Co. Ltd.

The computer field and the banking/finance sector, Ali Tuet said, show a preference for US-educated graduates. The expansion of American firms in Hong Kong such as IBM, Wang, Citibank and the Bank of Canton in recent years have further enhanced career prospects for local Chinese graduates from American universities. Systems marketing and full-time or part-time teaching of non-professional subjects such as business, language and journalism at Chinese University and the Baptist College also take up a considerable number of the alumni.

It is in civil service and the professional sector that the alumni is least

represented because of qualifications requirements in favour of local, British and Commonwealth universities, he said. Hong Kong's big hongs, too, demonstrate a tradition of recruiting graduates trained British style. Bearing in mind prospective career prospects many Hong Kong students in the United States enter the business stream. The handful who gain admission into the extremely competitive professional curricula either practise in the United States upon graduation while few come back to Hong Kong where they are not permitted to practise without first acquiring qualifications recognized by the local system.

The result is a low participation of American university graduates in local politics through either official or unofficial channels, he said, one prominent exception being Lydia Dunn.

But all is not gloomy, said Ali Tuet. He believes U.S. investments, al-

ready significant in Hong Kong, will continue to increase particularly after Reagan's recent China visit — good news for job-hunting fresh graduates back from the United States and middle management seeking upward mobility.

"One material problem, though, for those planning to study in the United States is the widening gap in fees between local and foreign students," he said. "And fresh graduates upon return must be prepared to work very hard as management trainees for the first three to five years before there are promotion chances if they join Americanstyle organizations."

The imprint on Hong Kong students who spend their formative years in that country extends beyond business. Ali Tuet personally bears testimony to that "culture shock" experience.

He left Hong Kong in 1968 for Indiana University where he stayed for four years and graduated with



historical and intellectual development of contemporary China. In the coming 1984/85 academic year eight language courses and eight Asian studies courses will be offered for IASP participants.

Academic studies aside there are of course other activities arranged such as the monthly Hong Kong Forum jointly organized by IASP, Yale-China Association, Hong Kong University Centre of Asian Studies and the Universities Service Centre. IASP students also participate in a host family programme which includes over 30 families (mostly CUHK faculty members) on the university campus who help and entertain foreign students from time to time. Many U.S. students have become enthusiastic voluntary English teachers at local Vietnamese refugee camps and assume active roles in other social services. An open-house programme in which students gather in the IASP field director's residence to discuss local affairs in a relaxed atmosphere has also proved useful. These gatherings provide a social scenery for American students and students from

mainland China to exchange ideas which might not be always possible, especially for PRC students with their tight academic schedule.

As for counselling IASP students are divided into five groups each with an adviser namely IASP's director, assistant to director, two associate directors and the University of California exchange programme liaison officer.

What characterises an American IASP student, said Dr. Thomas Lee, is his aggressive attitude towards both academic work and sports. They are also keen to explore other Asian countries and travel extensively during vacations.

What international dimension does a U.S. student bring to the CUHK campus? To many local students an IASP participant may be the first personal acquaintance they make with an American and the "culture shock" could be considerable as well as reciprocal.

"Culture shock", as a foreign student wrote, "can be frustrating, painful and yes, even rewarding as one learns to

understand the basis for others' feelings. But unfortunately, it seems that no sooner do you have a grasp of your situation than the cycle turns to another phase, and confusion can reign supreme." But recognising cultural differences and learning to cope with them seems to be a major contribution to international understanding in any student exchange programme.

IASP is not the only programme that brings an American impact on the campus. The CUHK also administers a University of California exchange programme and the International Student Exchange Programme which bring in a further number of American students and scholars. Local students at CUHK are also exposed to American culture and academic approach through academic staff of U.S. origin and training, particularly in the English Department, Business Faculty and the Medical School. □

a bachelor degree in business management, then moved West to University of California where he got an M.B.A. before coming back in 1973.

"My first experience in the States was disillusionment when I realised with pain and hurt pride that the Americans adhere to standards in both academics and sports very different from — or much higher than — those I used to consider tip-top in my secondary school days here," he recalled. "Hong Kong is such a small place that one is easily tempted to be self-congratulatory over minimal achievements. Living in the States helped me to understand my abilities and limitations more realistically."

The reason why Ali Tuet went to Indiana University instead of the more popular Pacific coast universities was his zeal for swimming and a strong desire to be coached in that university where Mark Spitz, the superstar who grossed seven Olympic gold medals in swimming, came from. Ali Tuet never became an Olympic star, but living in an inland city where Hong Kong students were few and the Chinese community small gave him full exposure to the American way of life.

"There was no majong, no tea houses. Studying aside I had to live

like a typical American i.e. spent a lot of time on sports, ball games and took part in the university choral ensemble and travelled extensively in the country during vacations."

Hong Kong students have a lot to learn from interpersonal relationships in the United States, he said. Americans are in general straightforward, outspoken and tend to treasure individual freedom much more than the average Chinese. Contrasting experiences in Indiana and in California he also found that inland Americans are very friendly, even somewhat patronising, while Americans in cosmopolitan coastal cities are perhaps more ready to take Chinese students on an equal footing.

Individualism, democracy and the "don't run my life" philosophy are so much taken for granted in American life that many Hong Kong students have a hard time readjusting themselves to the local society in general and to their families in particular. "I felt everyone was infringing upon my personal freedom when I first returned in 1973. Things changed for the better as I grew older and modified some of my outlooks. Our society has also changed to accept more individualism American style over the past eleven years," said Ali Tuet.

The American University Club president now in his second term of service pointed out that American style corporate management is being increasingly adopted in the local private sector, possibly because the US-trained executives are applying theory to practice. What is perhaps more significant is the fact that major higher education institutions in Hong Kong including the Chinese University, Baptist College and even East Asia University in Macau have adopted the American academic approach and instructional material particularly in business courses. Thus local graduates also get that American stamp, at least academically if not culturally.

The AUC was established in the early 'Fifties as a non-profit organization to organize social, academic and community service activities for American university alumni, faculty and administration members from all American campuses. AUC members now amount to 700 of whom 200 are active. Outside the AUC there are over 100 U.S. alumni associations in Hong Kong of which the University of California Alumni Association is perhaps the largest. A joint association of seven universities on the East coast, including Harvard and MIT, is also active. □

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The school that supports the local American presence

As the only American school in the territory the Hong Kong International School (HKIS) plays an important role in supporting American presence in Hong Kong.

In the early 'Sixties a group of Christian businessmen who worshipped together at the Lutheran Church in Repulse Bay foresaw the growth of Hong Kong as a business centre and the need for an international school. The Lutheran Church Missouri Synod (USA) responded to their request and founded HKIS in 1966 as a private day school. As Hong Kong transformed into a trade, manufacturing and finance centre the International School has also matured to gain an established identity with 1,380 students from kindergarten to grade 12. As a large number of American corporations send their executives' children to the school, the HKIS also has the subsidiary effect of attracting American money to Hong Kong, said headmaster D.F. Rittmann.

The HKIS however is by no means run exclusively for American expatriates. The student body comprises some 32 nationalities of which 58% are United States citizens (including American-Chinese) and 15% local Chinese. The headmaster, who joined the school eleven years ago, witnessed a gradual increase of 25% or so in local Chinese as well as Asian students of various nationalities in the student body. The reason why the school attracts local Chinese students, he said, is its high quality programme in an overall sense and the kind of preparation it gives senior students for entering American universities. Another possible reason is that more and more multi-nationals are recruiting Asians as senior executives.

American life, though, is strongly represented in the school. Some 450 companies send their employees' children to the school of which 250 are American and the remaining 200 non-American firms. Students come from families with diverse backgrounds including busi-

ness, finance, industries, foreign as well as missionary services, though most are of upper and upper-middle class. Large U.S. corporations represented in the student body include Dow Chemical, IBM, Chase Manhattan Bank, Caterpillar and Exxon etc, which either help pay tuition fees or make direct contributions to the school.

The fact that students are transient and of diverse backgrounds necessitates a flexible teaching approach. Thus in an elementary school class students are of the same age and similar levels of social maturity while the range of academic achievements may be as wide as four years, so a teaching method that enables students to continue progress from whatever academic level he comes from with a strong emphasis on individual talent is adopted. The junior and senior high schools offer more diversified and elective course programmes but the individual-oriented approach permeates.

Another distinctive American feature is the highly interactive style of learning, said D.F. Rittmann. Students must first know the basic facts about a certain subject to enable them to participate actively in class — a time for discussion more than spoon-feed-lectures. "We believe the process of learning is equally important as the content of learning," the headmaster said.

A high teacher-to-student ratio is a prerequisite for the kind of instructional method, flexibility of curriculum, continuous academic assessment, individual care and the variety of extra-curricular activities going on in the school. The faculty comprises 120 teachers of 10 nationalities. Some 75% of faculty members are American, while some non-American teachers were also educated in the United States. Average class size from kindergarten up to grade 8 is 22 to 23 students, while at secondary level class size varies from five to 25 depending on the course subject. The large student turnover with an

average stay period of three years is particularly challenging to the teaching staff.

Admission is normally granted to American citizens. Students from non-American schools are assessed by entrance examinations, interviews and previous education records. Particularly important is the student's English standard as it is the medium of instruction.

Fees are high by local standards though they are said to be equivalent to those charged by private day schools in the United States. Annual fees stipulated for 1984/85 are HK\$16,600 for kindergarten, \$33,200 for grades 1 to 6 and \$34,200 for grades 9 to 12. The headmaster noted that parents are willing to pay as long as their children get a quality education.

At the senior high school level students participate in Advanced Placement Programmes which offer courses equivalent to four university credits. Of all HKIS secondary students 90% eventually go to the United States and enter as many as 70 different higher education institutions spread-out in the country.

What is then the international dimension at the HKIS? D.F. Rittmann pointed out that a multi-cultural curriculum is becoming increasingly important at the school whereby students work in various disciplines against a unique Hong Kong/Asian context. As the only American curriculum school here it is seen as a model of an alternative way of teaching. Every year both the Education Department and teachers' training schools send personnel to visit the HKIS, and much interest has been shown in the American instructional approach. "We want to represent the American education system at its best, we believe the American philosophy of education is particularly effective at preparing young people to live in a world which is constantly changing. This requires both intellectual competence and self-confidence," he said. □



Our U.S. connection...

Coke, Big Macs and Campbell's soups part of our way of life



Some American consumer products have become so popular with the Hong Kong community they are part of the Hong Kong way of life. The highly visible in the domestic market, besides the ubiquitous Sunkist orange (See p. 17), include Coca Cola, more recently McDonald's hamburgers and the housewives' old standby, Campbell's creme of chicken soup, plus nowadays a host of other popular flavours.

Hong Kong's brand loyalty to these and other American consumer products, that have competitors and sometimes differently divide their fortunes in market shares around the world, is basically the result of persistent, sound merchandising of the franchise holders who are often local. Coca Cola is a most unusual example.

Swire bought the Hong Kong franchise in 1965. Swire Bottlers became so successful it looked abroad for expansion. When opportunities elsewhere in East Asia were found to be historically limited, Swire turned to the United States itself. Today Swire Pacific has a bottling group and, as well as owning the Swire Bottlers in Hong Kong, has acquired many franchises in America. The bottling group within Swire Pacific took over the bottling and distribution franchise in Salt Lake City in 1978 and has since grafted on to that operation six others in Idaho, Utah and Colorado. It also has the franchise in El Paso, the West Texan town on the Mexican border.

Malcolm Dunn, who heads the bottling group as a director in Swire Pacific, says: "It may look a little like an Arab buying a U.S. baseball team but it makes good sense in economies of scale in both production and distribution. We have established there two large central production centres and several diversified distribution centres spreading out regionally.

"Once Coca Cola had 1100-1200 bottling plants in the States. Now it's down to about 450. It is not beyond the realms of possibility that figure will end up around 10-12."

Malcolm Dunn says Swire still sells more Coke in Hong Kong than it does in the United States but output and sales are getting near to a 50:50 ratio. Between the two operations the company sells nearly twice the Coca Cola it would had it limited itself to Hong



Kong. "It's nothing to do with 1997. It's just making the most of something we feel we are good at."

In Hong Kong Swire has the tallest Coca Cola bottling plant in the world. "Because of space we do vertically what others do horizontally," Malcom Dunn says. "The lesson we can take from Hong Kong to the U.S. is our cohesiveness."

He explains: "Because Hong Kong tends to be rather at the end of the line it has not been able to rely on consultants and outside services. The production and distribution operations have to be self-contained. This is something that has tended to disappear in America but I think it's coming back."

"The result is we have gained all-round experience. That experience has not been lost to consultants and outside services. It extends also to a lot more marketing than price and advertising. We've got the experience in quality control and common marketing."

Good citizen

Malcolm Dunn says Hong Kong has to be terribly careful to be a good corporate citizen in the U.S. What changes in methods Swire introduces there have to be very gradual and not alienate the goodwill of its American employees. In the U.S. it employs 650 as against 1,150 in Hong Kong. Only two people from Hong Kong are employed in the U.S. operation.

California provides Hong Kong with most of its oranges but it is the U.S. State of Illinois, with Chicago as its capital, where McDonald's hamburgers and Campbell's soups are headquartered. Over 30 Illinois-based companies are in Hong Kong and employ over 4,000 local people.

Among other highly visible names from Illinois are the Hyatt hotel chain, and United Airlines that has begun a direct flight to the U.S. In industry they include names like Outboard Marine and Motorola. In advertising they include Leo Burnett. And purchasing offices of America's big chain stores, like Sears Roebuck and Montgomery Ward, are in Hong Kong accounting for a lot of Hong Kong's domestic exports.

Then there's Kraft Cheese and their salad dressings and Wrigley's chewing

gum. Illinois's influence is even in our locally-bred pigs. We have imported hogs from Illinois to improve our stock.

Norman Li (37) a Hong Kong-born boy who got his tertiary education in Missouri, represents Illinois State regionally from an office in Hong Kong. He says Illinois-based companies are in banking, manufacturing, legal practices, advertising and marketing and transport. They are significant in the Hong Kong economy and generate over US\$80 million in Hong Kong annually. Illinois has also contributed to the qualifications of local Hong Kong businessmen.

Norman Li mentions visibles like Kenneth Ting, director of Kadar Industries, and Winston Lo, of Vitasoy, among some 200 successful local businessmen who got degrees at the University of Illinois. The University has its own alumni association in Hong Kong.

The two-way Hong Kong connection with Illinois is expanding. Norman Li says 8-15 Illinois businessmen come to Hong Kong every month to promote trade. He says Illinois sells Hong Kong electronic components, hospital equipment and supplies, construction equipment and building materials.

Other U.S. States represented in Hong Kong include Alabama, Georgia and South Carolina. But Norman Li says Illinois is the most active and longest in direct Hong Kong representation. "It is particularly important to us now that the China market is opening up," he adds.

He says Illinois is selling China industrial products, hospital equipment, textile machinery, farm equipment, communications equipment and electronics manufacturing equipment, as well as breeding stock. John Deere, the farm equipment manufacturer, has recently signed a technology transfer agreement with a Chinese company in Shengyang. Illinois has a sister relationship with the Province of Liaoning.

Norman Li says he is working with some 10-20 Hong Kong companies interested in doing something in Illinois itself. Most inquiries are for sales offices and warehousing. Illinois offers low interest financing, a training fund, and low-cost factory sites. In the past five years something like 20 Hong

Kong companies in light industries, such as electronics, automobile parts, food processing and even candle-making have opened in Illinois. He says most are in Phase 1 of their ultimate plans.

On the other side of the coin McDonald's recently announced extensive new plans for establishing refrigerated warehousing at Kai Tak airport. R.J. Reynolds, the North Carolina-based company, has recently become the first foreign cigarette firm to gain access to the China market. It has signed an agreement to manufacture a jointly-owned brand in Xiamen special economic zone.

Pepsi Cola has been in Shenzhen for some time and actually exports to Hong Kong in cans made at Taipo. Atari, the video games producer has recently been polishing up its Hong Kong image, giving games for therapeutic purposes to the Duchess of Kent children's hospital.

More than U.S. firms and their popular consumer products are highly visible in Hong Kong. Americans are themselves. Every day U.S. visitors are part of the scene on our busy streets, especially in the main shopping areas.

Pan-Am, North-West and United Airlines, as well as other carriers, disgorge them daily at Kai Tak and take them to our hotels to swell their room occupancy rates. To more than 500,000 American tourists every year Hong Kong is the "Instant Orient."

Hong Kong Tourist Association statistics show, with the lifting of recession, U.S. tourists are visiting Hong Kong in increasing numbers. Last year the arrivals increased 19.5% and for the first quarter of 1984 by 26.3%. Each leaves behind an average \$4,770.

Some 70% are having a holiday. Most are a bit surprised to see the Hong Kong skyline. It reminds them of New York. Most depart more than satisfied. They particularly like our Chinese food.

They enjoy it much as the younger generations of Hong Kong people particularly enjoy Coke and Big Macs, as well as a host of other American fast foods now available in Hong Kong from extraordinarily popular pizzas to Dunkit Doughnuts to Amos cookies and those American brands of rich ice-cream and Mrs. See's candies. □

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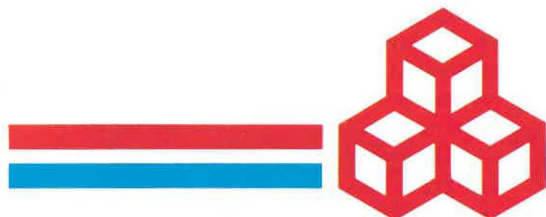
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Yes, we do have some — and we need more linkage

Businessmen tend to roll their eyes in searching thought when asked to name Hong Kong's heavy industries. After all most tend to look abroad for their capital goods.

Everyone knows about the four dockyards at Tsing Yi Island (*See p. 45*) and the 10 steel rolling mills and two steelworks at Junk Bay (*See p. 47*). Whatever else they name depends upon their own definition of a heavy industry.

We don't have a petro-chemical plant, though one was once planned for Lamma Island and another on Lantau until the 1973 "oil crisis" came along. But Dow Chemical does make plastics. And we do manufacture liquid chlorine.

We don't have an oil refinery. That's lucky for Hong Kong. With a fall in world oil consumption there's a global surplus and many are closing down.

We don't build motor-cars. But Outboard Marine does make outboard motors and exports them in East Asia. We import most of our manufacturing machinery and watch nervously our retained capital goods import statistics in the hope that our factories are investing in new technologies and replacing worn-out equipment. But we do build plastic extrusion machines at Taipo Industrial Estate and have built up a lively export market, mainly to Third World countries.

At Taipo a Japanese manufacturer also makes piles for building foundations. They are certainly heavy.

So are the many civil engineering firms from Japan, South Korea, Europe and Australia that have built our MTR, bridges, flyovers, and highways like the Island Corridor expressway. Or the French and Italians who have built some of our reservoirs and tunnels.

You could say our electric generating plants and our railways are heavy industries. But the generators at Castle Peak come from GEC in the United

Kingdom and those on Hong Kong Island and Lamma Island come from Mitsubishi in Japan. Hong Kong United Dockyards (HUD) built a lot of the capital equipment at China Cement that uses the fly ash from Castle Peak and is situated nearby.

HUD also built the control and signalling equipment for both the Mass Transit Railway and the Kowloon Canton Railway. But HUD doesn't build ships. It repairs and converts them, though it plans to do steel construction work for the South China Sea oil industry and to repair rigs, etc.

Rigs

Euroasia Dockyard has built three jack-up oil rigs for foreign buyers. It is looking for more orders. Chung Wah Dockyard, also on Tsing Yi, is still building small tugs. But the China-owned Yiu Lean dockyard mainly confines itself to repairing Mainland ships. HUD's two predecessors, Whampoa and Taikoo, both gave up building ships in 1972. In the competition with Japan they got only one-off orders that hardly paid.

But Hong Kong Yaumati Ferry Co. still builds some of its own ferries. HUD's predecessors built the Star ferries and 2,000 other vessels over the years.

They also built a lot of the KCR's old trains and our trams. Besides, HUD builds our own industrial tanks.

What it all adds up to is that Hong Kong is not heavily in the capital goods manufacturing market nor the metal smelting and petro-chemical business, though we could be if it were feasible to compete with Japan and South Korea, not to mention the United States and Europe.

John Yaxley, Director of Industry, describes our heavy industries in the industrial sector as "only marginal." He says: "Our industries require a lot

of sheet metal. If that metal can be provided locally then, there are advantages both in cost and because manufacturers can get hold of what they want easily."

Junk Bay, Mr. Yaxley points out, produces mainly steel bars for the construction industry. "We don't convert raw materials into ingots of steel, aluminium, copper or bronze. Aluminium smelting, for example, requires vast amounts of electricity. I wouldn't have thought the market warranted our doing our own aluminium smelting."

The need John Yaxley is talking about is for linkage industries. For instance, we don't make many spectacle frames in Hong Kong though there is a new market for them in the U.K. They are off National Health. We would have to import the sheet metal or plastic from which frames are stamped out.

In countries where the frames are produced, manufacturers can order the latest colour and get delivery in a day or so. And, they can return the unused part of the sheet for recycling and get a credit note. In Hong Kong a manufacturer would have to import the sheets. It would take three months. No one would buy the waste and the import time delay might outdate the style.

This applies to many other potential products we could manufacture. But the potential linkage industries have developed and are still developing in Hong Kong's established industries, like garments. As South China opens up to more industrialisation the potential for establishing this sort of industry in Hong Kong is improving because the potential market is expanding.

One of the Department of Industry's major activities is in industrial investment promotion. It seeks industrial investment in linkage industries as well as new consumer products. There's really no shortage of investor inquiries. At the end of April this year the De-

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partment had 400 active industrial investment files. Decisions in the four months were taken on 18 projects (seven from the U.S. and five from the U.K.).

Overall there were 780 inquiries in 1983 and 695 in 1982. Of these 186 last year were from the U.S. and 695 in 1982. In the same period the U.K. and Nordic countries produced 177 (139).

Mr. Yaxley says favourable decisions for Hong Kong were taken by foreign investors on 26 projects in the past 12 to 18 months. In addition, he says, his department is aware of many manufacturers who are expanding their Hong Kong operations. U.S. manufacturers like Commodore, Motorola, Dow Chemical and Outboard Marine.

A good example of expansion in the linkage industry field is Kras Asia. Mr. Yaxley recently officiated at Kras Asia's first 10 years in Hong Kong and the opening of the latest phase of its expansion.

He said then: "Kras is one of the companies which used the services of the Industry Department's Industrial Promotion Unit when its Hong Kong operation was being set up in 1973. The Company since then steadily expanded and has rapidly established itself as a leading supplier of quality precision tooling equipment not only in Hong Kong but in the Asian Pacific region.

"Its name is synonymous with technological excellence and reliability, and the company is another example of how foreign investment here has brought mutual benefit to the investor through the high profitability of his local factory on the one hand and, on the other, to the economy through the introduction of new techniques and the availability locally of better quality products and more sophisticated expertise.

"The precision tooling industry plays an important supporting role in the continuing growth not only of our elec-

tronics industry but also other major exporters such as the plastics and electrical appliance industries. The constant upgrading and modernization of Kras Asia's production facilities in the course of its expansion reflects the growing demand from our tooling industry in terms of quantity as well as quality by these other sectors of manufacturing industry.

Bright future

"This trend must continue as manufacturers search for more efficient and cost-effective production methods to keep themselves ahead of overseas competitors. There is, without doubt, a bright future for firms such as Kras which have the technical resources and entrepreneurial acumen to stay in the forefront of this line of business.

Like any other company, Kras will only be able to do this by keeping up its investment programme in new machinery, research, design, and that most dynamic of Hong Kong's resources, its workforce. Its growth, from the beginning of its operations in Hong Kong, reflects the appropriateness of the management's policy on investment.

"I have no hesitation in saying that future growth will depend on the continuation of this policy, and that the Kras Corporation will reap the benefits of maintaining a close involvement in Hong Kong's industrial growth and diversification."

The level of retained capital goods imports into Hong Kong has not yet returned to the levels of the late 'Seventies and early 'Eighties. But John Yaxley says: "We have come off the bottom of the trough" caused by both recession and by political uncertainty and "we are moving up."

In the electronic field he talks of under-capitalisation in medium-sized firms and says it is up to the Hong Kong Productivity Council to identify areas where Hong Kong could provide

support facilities, such as computer aided design.

He says Singapore faces even more problems apparently than Hong Kong in finding the supply of right labour for industrial expansion. He says three companies from Singapore are considering opening in Hong Kong for this reason. Hong Kong does have a good reputation for mobility of labour, he thinks.

The Industry Department sends annual investment promotion missions to the United Kingdom, the United States and Japan. John Yaxley reports that the Department's last mission to the U.K. is likely to produce at least three new industrial investments in Hong Kong from seminars in London, Newcastle and Edinburgh, each attended by about 50 interested British companies.

He says U.K. businessmen are increasingly looking toward East Asia and particularly China for expansion because it is the growth area of the world. They tend to see Hong Kong as the centre to manage that expansion and see the wisdom of looking for a Chinese partner.

He says the Department's missions abroad are able to assure potential investors that Hong Kong is not about to shut-up shop. The seminars showed those industrial investors who have a presence in Hong Kong are more bullish than those who are not.

John Yaxley describes the Americans as very active in terms of decision-making on Hong Kong. These decisions are not necessarily in manufacturing but in establishing a presence in Hong Kong for the region.

Where are the decisions on new heavy industries for Hong Kong in all this reviving bullishness about investment in Hong Kong? Well, firms don't usually discuss publicly their feasibility studies prior to their investment decisions. But the probability is there are none, unless they are linkage industries. □

Welcome aboard.



Lufthansa
German Airlines

HUD:

A remarkable example of economies of scale

David Hall, managing director of Hong Kong United Dockyards Ltd. (HUD) at Tsing Yi, describes the company as a remarkable example of what has been achieved in economies of scale in Hong Kong.

HUD was formed in 1973 from the amalgamation of the ship repairing sections of the Hong Kong and Whampao Dock Co. Ltd. and the Taikoo Dockyard and Engineering Co. Ltd. The previous sites of the two companies are now popular middleclass housing projects at Hunghom and Taikoo Shing. Both are still developing.

The two dockyards used to employ 6,800 workers and 125 expatriates. HUD now employs 1,800 workers and 12 expatriates. Yet its capacity and facilities on HUD's 2,250,000 square feet Tsing Yi lease by private Government treaty, are greater and more sophisticated than the two former independent companies combined.

David Hall says the amalgamated companies took a decision to build at Tsing Yi in 1976. By 1978 they had closed Taikoo and by 1980 the Kowloon dockyard had also moved.

"I always say HUD was built on salt water and spoil from a mountain," says David Hall. "We invested \$600 million and I am proud to say we built this place well within budget.

"Basically we have three floating docks instead of three graving (land-based) docks. Now we can dock a ship of 100,000 deadweight tonnes whereas the maximum we could handle at Kowloon was 35,000 dwt.

"We've done a lot of modernisation of machines and methods. We've got rid of our excess fat and we are now running a pretty lean and efficient organisation.

"We are capable of handling the same throughput as the old dockyards could

accomplish together. We have taken a very hard look at ourselves and we are very proud of the way we work.

"Our workforce are really terrific guys. They are a combination of engineers and technicians. Some of them in electronics and in metal X-ray are very highly-skilled.

"We were the first people in Hong Kong to introduce formal apprenticeship training. Today our apprentices do four years of a combination of training in the dockyard and day-release courses at the Polytechnic.

Everywhere

"Statistically we retain less than 30% of our apprentice output. Look around the town and you'll find ex-dockyard boys in a lot of the top engineering jobs. Meet the chief engineer on some of Sir Y.K. Pao's huge oil tankers. The

probability is he's an ex-dockyard boy.

"The best of our boys often go on to the United Kingdom. They end up with a bachelor of science degree from Strathclyde in marine engineering or in naval architecture."

David Hall says the old dockyards on Kowloon Peninsula and Hong Kong Island stopped building ships in 1972.

"We found ourselves at the small end of the market," he explains.

"Here we were building Rolls Royce ships at Mini-Minor prices. That was our problem. The ships we built were specialised, Swiss-watch jobs, but we got just one-off orders. Really, the only way to make money in shipbuilding is to build 10-20 of the same type.

"In our case the new shipowner was always delighted with what we did but it hardly paid. Both dockyards were doing this sort of thing. In the history of the two yards that goes back in



Kowloon's case to 1861 we built more than 2,000 ships.

Today, David Hall explains, HUD does four kinds of work:

- It repairs ships.
- It converts ships from one kind to another.

- It's starting in off-shore oil field work, building steel structures to accommodate oil installations and mainstay oil rigs and their related equipment.

- Land project engineering, such as storage tanks, tall smoke stacks for Castle Peak power plants and the control systems for MTR and KCR.

David Hall, who describes himself as a Tynesider who joined Kowloon Docks as an assistant accountant 23 years ago, says in ship repair HUD works for practically every maritime nation in the world. "Misfortunes around the world keeps us as undertakers going. We do quite a lot of that sort of work." He says he hopes to get the job to repair Frank Chao's tanker recently bombed in the Persian Gulf. But he's not sure whether or not the tanker is a write-off.

"The job we are always looking for is

the big conversion job. The biggest job we've ever undertaken is the conversion of a bulk carrier into the offshore oil drilling vessel called the Energy Searcher. It literally meant thousands of separate specialised installations. There was even a helicopter pad.

"Our bill for that job was US\$30 million. That's the sort of work we are always on the look out for."

David Hall sees HUD's future in China's offshore oil industry. "We are in deep recession in the marine repair side of our business due to the long global shipping slump. Land engineering has diminished with the building slump.

"The search for oil is on in the South China Sea. Five rigs are actively operating between here and Hainan Island. Five or six more rigs are due this year to join the search. When they hit oil we'll see a great surge in all aspects of the oil industry.

"Rigs cost up to US\$45,000 a day to charter. When something goes wrong they can't afford to lose time at that sort of price. We'll be able to offer quick repair facilities."

"The same applies to drill ships used in deep water exploration. We know all

about them having built the Energy Searcher out of a bulk carrier."

David Hall says all the automated controls and signalling systems in the MTR and the KCR were built by HUD. The biggest land-based job HUD has done was in constructing the China Cement plant at Castle Peak. "We did all the steel work, the piping and mechanical and electrical work.

"Even the San Mig beer you drink is brewed in tanks we built," he says proudly.

David Hall was a textiles chartered accountant in Scotland before he came to Hong Kong. From an assistant accountant with Hong Kong and Whampoa Dock he rose to chief accountant and then company secretary. When HUD was formed he was the company's first commercial director.

"Then I found myself involved in building Hong Kong's first container terminal, HIT. I also worked with City and Urban Properties and did a lot of the basic work on those 12,000 apartments for Hunghom.

"After that I went back to HUD and ran the commercial side. I took over from Jim Castles when he retired." □

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Shiu Wing makes steel at Junk Bay

Shiu Wing Steel Ltd., one of Hong Kong's few steelworks, might never have come into being had founder and chairman D.Y. Pong not listened to an European steel specialist during an overseas trip some thirty years ago. "He told us how important the iron and steel industry is in building a nation. Look at post-war West Germany. Look at Japan. See how fast they are building themselves up again, I remember he said. His ideas moved me from trading into steel rolling business and eventually into steel making," he said.

The 20-year-old, 500,000-square-foot steel making plant in Junk Bay now produces 20,000 tonnes of steel bars a month for the local construction sector. Its 400 workforce are mostly technicians and technologists who oversee the operation of fully mechanised equipment. The company plans to boost monthly output to 30,000 tonnes and maximum capacity is estimated at about 40,000 tonnes.

D.Y. Pong told *The Bulletin* that Hong Kong consumes about 700,000 tonnes of steel bars a year including both local and imported supplies. Steel demand in the construction boom years amounted to over 1 million tonnes a year.

D.Y. Pong's basic outlook on the significance of the steel industry is still unchanged, though years of solid experience has set his views much more in perspective.

Contrary to light consumer goods readily marketable overseas, bulky steel is best consumed locally for obvious transportation problems, he said. Our small domestic market therefore both supports and ironically restrains the industry from major expansion. Taiwan and Japan are in more favourable positions because of their better developed heavy industries which in turn create substantial domestic demand. Scarcity of suitable land has

forced his company to direct efforts to boosting productivity rather than physical expansion of existing plant premises. Tens of millions of dollars have been invested on new furnaces and equipment over the years, but he still feels space is a serious limitation to output. "If we are to expand the only solution is to set up a plant in another city."

Boom

He recalled old days in the 'Sixties when there were over thirty steel rolling mills in the then ship-breaking centres in Cheung Sha Wan, Kowloon Bay and Kwai Chung. The "boom" was largely a result of cheap labourers available from the ship-breaking industry and considerable overseas demand for rolled steel bars in Southeast Asia. During the 'Seventies the three scrapping areas were re-developed one after another and the steel industry underwent a structural change as urban development in Hong Kong quickened pace. Many smaller rolling plants closed down while others moved to Junk Bay. At present, he said, there are about ten steel rolling mills and two steelworks operating.

The steel entrepreneur is also chairman of a warehouse company and a freight forwarding firm. Having diversified into forwarding business he still believes in the 'skeletal' role the steel industry plays in Hong Kong's development. "Steel is indispensable to every building, every road, every bridge. We are also major clients of the electricity companies. Indeed it can be said both here and in other parts of the world that the steel industry to a certain extent supports the power industry," he said.

One complaint he has to make is about electricity rate. He pointed out that local power is much more expensive

than Taiwan even when operation is scheduled to make full use of non-peak hour discounted rates.

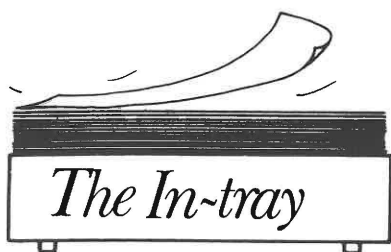
The media has a special significance for D.Y. Pong who has weathered many storms unaided by the government in our fast-changing socio-economic scene. One is the 1967 crisis when the PRC started exporting large quantities of steel bars into Hong Kong at below international rates. Shiu Wing lost all its local business and was forced to export to Thailand. But before long the Thai authorities raised massive tariff on iron and steel imports to protect their infant steel industry, and possibly to encourage foreign investment in the steel industry.

"At the critical moment when we almost decided to close down the Junk Bay plant and move to Thailand (though the staff was reluctant to leave Hong Kong), some newspapers ran prominent stories on our crisis calling for government action to save one of the few heavy industries in Hong Kong.

"Soon after our desperate situation was made known to the public the PRC cut down its iron and steel exports to Hong Kong to 5,000 tonnes a month. And we survived," he said.

China with her Four Modernisation Programmes and determination to boost economic development promises huge market potentials, he said, though continued political stability is a must. His company is now selling sizable tonnages of steel to cities and provinces in China where railways are being built or renovated.

As an ethnic Chinese D.Y. Pong said he has a strong sense of belonging to the Hong Kong community and is proud in the knowledge that the steel industry has contributed in a very concrete way to the territory's development. □



New members

Seventy-five members joined the Chamber in June:-

Airline Mechanical Co. Ltd.
 Al-Meesaq Hong Kong
 Almaya International (HK) Ltd.
 Alrick Limited
 Artland Ivory Factory Ltd.
 B.H.C. International Trading Ltd.
 Bill Brilliant Enterprises Ltd.
 Bloomingdale Ltd.
 Chi Kwong (Luen Kwong) Metal Products & Electroplate Fty. Ltd.
 Chumson International Traders Ltd.
 Coral Hong Watch (HK) Ltd.
 Decorative Mfrs. Associates
 Embee International
 Everlasting Fashions Manufactory
 Everrich Jewellery Manufacturer Ltd.
 Ewarton Trading Ltd.
 Flying Electronics Ltd.
 Fonda Garments Fty. Ltd.
 Fortress Ltd.
 George M. Lau (HK) Ltd.
 Glory Moon Greeting Cards Co. Ltd.
 Gold Way Trading Co. Ltd.
 Hang Cheong Tai Ginseng Deer Horn Medicine Co. Ltd.
 Hang Tung Trading Co.
 Hebei Enterprises
 Hong Kong Bible Society
 Hong Kong Hosiden Ltd.
 Hong Kong Woodcraft Co.
 Horizon Associates Ltd.
 International Kao Chiao Co.
 James Martin Associates (HK) Ltd.
 Joedicks Industrial Ltd.
 Kaufring Far East Ltd.
 Kee Wo Investment Co. Ltd.
 Kingsway Electronics Ltd.
 Kingsway Mfg. Co.
 Kingsway Plastic Fty. Ltd.
 Kwong Wah Industrial Co.
 L.J.N. Toys (H.K.) Ltd.
 La Mode Manufacturing Ltd.
 Lien Chow Ltd.
 Lodge Resources Co. Ltd.
 Long Tai Trading Co.
 Man Sun Weaving Fty. Ltd.
 Mandarin Garment Mfg. Ltd.
 Matsushita Seiko Co. Ltd.
 Mayfair Trading Co.
 Mayflower International Ltd.
 National Trading Co.
 New Kid Metal Die Casting Mfy. Ltd.

Nikchrom Ltd.
 Plastic Lenses of Asia Ltd.
 Pretory Co. Ltd.
 Rainbow Enterprises
 Rainbow Metal Refiners Ltd.
 S & M Home Products Co. Ltd.
 Sea Sources Marine Products (HK) Co. Ltd.
 Shinning Mind Ltd.
 Sino-Hongkong Textiles Ltd.
 Solid Construction Materials Co. Ltd.
 The Stanley Bay Co.
 Stelux Trading (International) Ltd.

Sunciti Manufacturers Ltd.
 Tat Shing Co.
 Tempomas (H.K.) Enterprises Ltd.
 Tien-Hu Knitting Co. (HK) Ltd.
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 Union Metal Plastic Factory
 Venerbo Watch Co.
 Vivitar (H.K.) Ltd.
 Wellglow Associate Co. Ltd.
 Wing Hing Trading Co.
 Winson Raincoat Mfg. Co. Ltd.
 Yan's Enterprises (H.K.) Ltd.



Joop B.M. Litmaath, leader of the General Chamber trade mission to the Netherlands and Spain presents a souvenir (an ivory boat) to M.J. Landman, director international relations at the Chamber of Commerce and Industry for Rotterdam and the Lower-Maas.



Simon K.Y. Lee meets Governor H. Okuda of Fukuoka on May 14 on the first stop of the General Chamber's goodwill mission to three Japanese prefectures between May 13 and 19. Mr. Lee, chairman of the Chamber's Japan, Taiwan and Korea Area Committee, led the seven-member Hong Kong mission that also visited Nagano and Nagoya prefectures. In each the mission was extended remarkable hospitality and assistance. The mission returned having successfully generated interest in Hong Kong and strengthened trade relationships, says Ernest Leong, assistant director for trade who accompanies the mission.



A Kagoshima Prefectural Government delegation discussed on June 5 plans for the third annual Hong Kong-Kagoshima conference on trade and tourism with Chamber Director, Jimmy McGregor, assistant director for trade, Ernest Leong and assistant trade manager, Stephen Chu. The visitors from Fukuoka (right) are Fumio Takeda, director of the finance division of the Prefectural Department of General Affairs, Toshio Oishi, director of the Planning Division of the Department of Planning and Development, Juo Iwashita, district manager of Japan Airlines and Shigemitsu Noguchi also from the prefectural government.



Hugh Johnston (centre), personal counsel to the chairman of the U.S. Federal Maritime Mission, addressed on June 5 a joint luncheon of members of the General Chamber's Shipping Committee and the Hong Kong Shipowners' Association on the 1984 U.S. Shipping Act that became law on June 15. The hosts (right) were M.H. Liang, the Chamber Committee's vice chairman and also chairman of the Shipowners' Association, and Ernest Leong, Chamber assistant director for trade. M.M. Porter and J. Christie (left) are committee members from Sealand Orient Ltd.



Premier William Bennett (centre) of British Columbia accompanied by John Treleaven, senior Canadian trade commissioner in Hong Kong, lunched on May 25 with members of the Chamber's General Committee and of the North America Area Committee. General Committee members P.C.S. Deveson, chairman of the Inchcape Group and J.M. Weedon, managing director of Citywall Engineering, are each side the Chamber's Canadian guests. Acting Chamber Director, Harry Garlick, is on the extreme right.



Elizabeth Wong, deputy secretary for Home Affairs addresses the General Chamber's New Arrivals' course from May 29 to May 31. The twice-yearly course that has been conducted by the Chamber for the past 12 years aims to introduce recently arrived business expatriates to aspects of Hong Kong outside their immediate jobs. It was attended by 31 new arrivals.

Trade in Progress

Hong Kong Overall Merchandise Trade (HK\$M)

	Jan.-Mar. 1984	Jan.-Mar. 1983	% Change
Imports	48,784	34,140	+43
Domestic Exports	28,115	18,629	+51
Re-Exports	17,722	11,152	+59
Total Exports	45,837	29,781	+54
Total Trade	94,621	63,921	+48
Balance of Trade	- 2,946	- 4,359	
Visible Gap as % of Total Trade	6.04	12.77	

Imports : Major Suppliers (HK\$M)

	Jan.-Mar. 1984	Jan.-Mar. 1983
China	12,524	8,070
Japan	11,146	7,728
USA	5,015	3,670
Taiwan	3,541	2,325
Singapore	2,833	2,124
UK	2,131	1,632
South Korea	1,487	951
Fed. Rep. of Germany	1,123	913
Switzerland	817	642
Australia	734	496

Imports : Major Groups (HK\$M)

	Jan.-Mar. 1984	Jan.-Mar. 1983
Raw materials	22,253	13,572
Consumer goods	12,516	9,177
Capital goods	6,469	4,583
Foodstuffs	4,858	4,223
Fuels	2,687	2,583

Domestic Exports : Major Markets (HK\$M)

	Jan.-Mar. 1984	Jan.-Mar. 1983
USA	12,068	7,133
Fed. Rep. of Germany	2,223	1,554
UK	2,089	1,476
China	1,984	1,063
Japan	996	714
Canada	910	626
Australia	842	525
Singapore	621	444
Netherlands	537	411
Switzerland	446	328

Domestic Exports : Major Products (HK\$M)

	Jan.-Mar. 1984	Jan.-Mar. 1983
Clothing	9,459	6,164
Textiles	2,055	1,343
Toys, dolls and games	1,753	1,327
Watches	1,360	1,280
Electronic components for computer	1,225	523
Radios	939	645
Electric fans	545	255
Hairdryers, curlers and curling tong heaters	346	265
Footwear	255	160
Handbags	232	167

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

	Jan.-Mar. 1984	Jan.-Mar. 1983
China	4,738	1,804
USA	2,592	1,464
Taiwan	1,167	594
Singapore	1,131	990
Japan	1,085	565
Indonesia	1,022	1,199
South Korea	792	494
Macau	532	395
Australia	328	181
Thailand	320	232

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

	Jan.-Mar. 1984	Jan.-Mar. 1983
Textiles	2,695	1,451
Electrical machinery, apparatus and appliances and electrical parts	1,751	821
Chemicals and related products	1,552	1,046
Articles of apparel and clothing accessories	1,460	862
Crude materials, inedible except fuels	1,265	767
Food	1,127	778
Photographic apparatus, equipment and supplies and optical goods, watches and clocks	1,103	873
Non-metallic mineral manufactures	748	474

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

	Imports		Domestic Exports		Re-exports		Total Trade
	\$M	Quantum Index (1981:100)	\$M	Quantum Index (1981:100)	\$M	Quantum Index (1981:100)	\$M
1981	138,375	100	80,423	100	41,739	100	260,537
1982	142,893	98	83,032	97	44,353	97	270,278
1983	175,442	129	104,405	132	56,294	139	336,142
Monthly Average 1983	14,620		8,700		4,691		28,011
Jan. 1984	15,899	108	10,791	130	5,976	133	32,666
Feb.	14,748	99	6,822	81	5,092	111	26,662
Mar.	18,144		10,503		6,654		35,301

Area Comparison (HK\$M)

	Imports Jan.-Mar. 1984	Domestic Exports Jan.-Mar. 1984	Re-exports Jan.-Mar. 1984
Asia (excluding China)	21,713	3,216	7,234
China	12,524	1,984	4,738
West Europe	6,930	7,113	1,154
(EEC)	5,670	5,830	918
North America	5,318	12,987	2,806
Australia	734	842	328
Africa	485	490	443
Middle East	346	839	693
Latin America	274	296	190
Rest of World	460	348	136

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財政與會址

四月杪，本會財政狀況良好，收入較預算稍高而支出則稍低於預算。不過，由於遷往統一中心在即，自五月起的正常收支平衡將出現反常情況。即使本會分租得出太古大廈現址剩餘的6,000平方呎空間，收支帳面的不正常現象也許仍會於太古大廈現址租約屆滿前的18個月持續。有關搬遷對本會財政狀況的整體影響，待本人掌握具體開支數字後，自當向會員報告。

另外，本會已覺得首位將分租約2,200平方呎的租客。本會現正與其他有意商號接觸，假如屆八月底其餘3,800平方呎也能順利租出的話，本會要向香港置地公司賠償租金引起的損失，將減至最初預算的水平。

本人希望統一中心會址裝修工作屆七月底可完竣，並於八月十日星期五至十二日星期日三日內搬遷。太古大廈會址內部改建工程也希望於八月底前完成，以便分租商號遷入。

太平洋盆區經濟委員會

本人與宋常康及史保力出席了五月廿一日至廿四日在溫哥華舉行的太平洋盆區經濟委員會周年會議。

與會者包括來自太平洋邊緣各國的400多名商界人士。紐西蘭首相梅頓爵士、加拿大副首相麥艾勤及若干來自日本、加拿大和美國的高層官員就國際貿易及投資多個範疇發言。彼等的演詞及事後討論均十分出色，本人認為既實際也具建設性。

工業署長易誠禮及其駐三藩市工業促進主任艾士維也有出席。易誠禮於最後全體會上宣讀一份有關香港的論文，論文提出樂觀看法，與會者對論文反應良好。宋常康與本人參加貿易及工業問題的委員會會議，史保力則以中國貿易專家身份就財務問題演說。

台灣與南韓都各自組織了太平洋盆區經濟委員會國家委員會，因此香港隸屬的區域會員委員會只剩下少數發展中國家代表。所以，要檢討香港在盆區經

濟委員會的參與角色、決定這種參與是否仍有用及考慮是否可加倍努力去盡量增加該會對香港的利好作用，現正是適當時候。

太平洋盆區經濟委員會之香港委員會以沈弼為首，成員包括本會理事會數位會員。本人是香港太平洋盆區經濟委員會小組總監，小組成員約40名，全是本港商界領袖。成員每年繳費200元，基本上用以支付本人出席周年會議之交通及其他費用。不過，由於每年本人都要花起碼一周時間擱下總商會職務以處理該會工作，所以總商會也捐出部份費用。

本人將安排太平洋盆區經濟委員會香港委員會討論本港未來參與該會的問題，並就本人及總商會繼續參與該會事務問題向理事會提交建議。

八四國際皮革展覽

唐驥千於五月三十日為此極成功之國際皮革貿易及工業展覽開幕。展覽由香港交易會有限公司主辦，香港總商會贊助。攤位全部租出，展出者來自20多個國家，以意大利皮革工業特多。正如唐氏於開幕詞指出，香港皮革產品貿易每年總值估計為30億元以上，製造行業中超過1萬名工人從事生產皮革製品，皮革品貿易實際價值正增長中。

本會已同意贊助將於來年五月舉行的八五國際皮革展覽。來屆倘像今屆般成功，國際皮革展可能成為本會周年活動。

本會贊助展覽

本會已同意贊助將於一九八五年六月舉行的全港首屆化粧品展覽。化粧品及有關產品的貿易龐大，本港化粧品工業也頗具規模，生產高質貨品本銷及出口。

今年九月，本會將再安排30至40家香港商號參加柏林「攜手邁進」展覽會。本會將於十月及十一月分別贊助兩個香港交易會，並將於後者（即消費品交易會）會場設置展館。

十二月，本會將贊助於廣州舉行的香港產品展覽及於香港舉行的第二屆香港國際食品展。

相信會員都會同意，上述項目雖為主辦機構帶來大量工作，但展覽內容充實，對本港貿易及工業也有支持作用。本會在安排舉辦會議及研討會方面也非常活躍，詳情見諸本文其他部份。

貿易委員會

日台韓

本會於五月一日舉行午餐會招待日本駐港領事館、日本貿易振興會及香港日本人商工會議所官員，答謝彼等對本會安排訪日友好團提供協助。

訪日友好團7名成員在日台韓委員會李國賢先生率領下，於五月十三至十九日訪問了福崗、名古屋與長野。留日期間，該團曾造訪福崗縣縣長、各市市長、當地各商會官員及其他貿易組織等，並與彼等交換意見。該團並安排研討會及會議，俾日本商界人士及政府官員了解本港經濟狀況的最新發展。訪日團的目的，是促進及引發對香港的興趣，並協助加強港日兩地的業務聯絡與關係，此行已臻上述目的，可說相當成功。

鹿兒島縣政府7人小組將於六月初訪港，與本會行政人員商討有關將於今年稍後時間於本港舉行的第四屆香港鹿兒島會議之安排事宜。

北美

北美委員會成員於五月廿五日出席一為英屬哥倫比亞首相班納德舉行的午餐會。會上各人就英屬哥倫比亞的貿易及投資機會交換了有用意見。

西歐

委員會主席李馬先生率領一15人商業小組，於五月十三日離港往鹿特丹及巴薩龍娜訪問兩周。初步報告指出，小組於巴薩龍娜接獲訂單值570萬港元，唯鹿特丹對購貨的興趣則較弱。

船務委員會

委員會與香港船東會於六月五日特設午餐招待美國聯邦海事局主席格蘭先生之私人律師莊士頓先生。聯邦海事局

發展出入口業務 惠普電腦可代勞

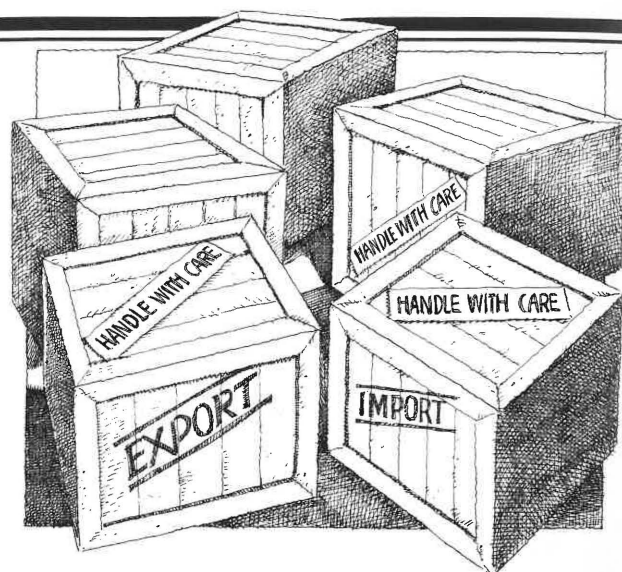
惠普HP250 特設專業軟件 所有繁瑣事務 為你代策代勞

惠普HP250小型商用電腦，配合專為出入口業務而設之軟件，不但能處理業務上的鉅細環節，兼顧周全，更能促進業績表現。

出入口業務發展 邁進自動化新紀元

利用功能多元化的惠普HP250處理出入口業務，可將繁瑣的例行工作化繁為簡，全部自動化，不論文字處理，商品存銷管理，會計分析等問題，均會迎刃而解，只須舉手之勞，便可全盤掌握。其軟件主要負責下列幾項任務：

- 訂單處理及管理
- 配額監督及管理
- 報價程序(CIF, C&F)
- 銀行設施管理
- 出入口文件
- 電訊處理



惠普HP250小型商用電腦 專為初用電腦人仕製造

惠普HP250設計簡單精密，易學易用。配有簡單提示信息及軟鍵指令，能將最新最正確資料，迅速以清晰易讀方式顯示，並可隨時依閣下業務需要而擴展。

- 多個分機同時操作，並可加添外圍配件
- 可與大型電腦互通訊息
- 精巧慳地方，設計美觀，配合寫字樓之用

惠普周全的維修服務，可協助貴公司踏上辦公室自動化階段。

閣下如欲減輕沉重工作壓力，請即撥電5-8323211與盧汝文先生聯絡，或填妥下表寄回！

☐ 請將
惠普HP250
及出入口貿易
軟件的詳盡資料
郵寄予本人。

☐ 請派專人與本人聯絡

姓名：_____

職位：_____

公司：_____

業務類型：_____

地址：_____

電話：_____



**HEWLETT
PACKARD**

惠普電腦 工商智囊

寄香港郵箱795號惠普香港有限公司盧汝文先生收

BULL 250 TRD

是政府機構，於美國控制船務活動。

香港交易會（消費周）

一九八四年香港交易會（消費周）將於一九八四年十月廿九至十一月三日假香港展覽中心舉行。本會將為會員設置展館，並已接獲數份申請書。香港交易會是貿易界盛事，會員參展預計將相當踴躍。

貿易諮詢

一九八四年五月內，本會共處理1,862宗貿易諮詢，其中768宗來自貿易發展局。

工業

本港未來對工程師需求

大學及理工貸款委員會就此問題已發出有關文件，供本會工業事務／紡織委員會成員傳閱，並徵詢彼等意見。本會認為，只有全面的人力調查，才能決定本港未來5至10年間對各種學科工程師的需求狀況。

減少二氧化硫含量可能方法

本會曾徵詢於官塘區設有廠房的會員商號就上述問題的意見，並將一份詳盡討論文件交給怡和機器有限公司董事黃維嚴先生。黃氏為政府空氣污染特別委員會本會代表。

電子產品展覽

本會為聯合贊助人，籌備工作進展順利。交易會將於十月開幕，展出空間已預訂泰半。

玩具及禮品展覽

預訂場地情況進展令人滿意。尤德夫人已答應於十月為展覽開幕。本會是贊助人之一。

中國

本會訪蛇口第二團

應招商局輪船股份有限公司之邀，本會90多名會員於中國委員會副主席祈天順率領下於五月三日訪問蛇口工業區及赤灣油田後勤基地。團員與當地行政機構高級官員交換了有用意見。此為本會會員第二次大規模組團訪問蛇口。

福建代表團

由福建省經濟委員會福建省包裝技術協會名譽會長黃欣先生率領的7人小組於五月七日造訪本會，由馮若婷及區永祥接待。

中國國際貿易促進委員會代表團

由中國國際貿易促進委員會法律事務部部長（北京）劉紹山先生率領的11人小組於五月十日與本會中國委員會成員陳鏡波先生、陳德樂先生及本會行政人員會面，商談有關中國專利權保障事宜及其他問題。

中港兩地電子業投資會議

應雅式業務促進中心之邀，本會將與光大實業有限公司聯合贊助是次會議。會議將於一九八四年十月於本港舉行，詳情仍有待磋商。

香港工商業展覽會

本會將與新鴻基國際服務有限公司聯合贊助是次展覽，展覽會將於一九八四年十二月十二至十七日於廣州舉行。本會屆時將設一攤位以收宣傳作用，會員攤位收費可享九折優待。 □

封面專題……

八四國際皮革展極成功， 唯欠東歐人士

香港總商會贊助的八四國際皮革展，肯定是首次舉辦的各種國際貿易展覽中至今最成功的一次，也達到皮革展訂下的目標。來自22個國家的350多家商號，分別於202個攤位展出貨品。

五月卅日至六月二日展覽期間，華潤大廈展覽中心擠得水洩不通。參觀人士來自世界各地（見表），跟本港皮革業同樣多樣化。

展覽會除引起外界廣泛興趣外，展出者也大有收穫：參展者的組合實在十分國際化，參展商號甚至彼此之間造成買賣。

八四國際皮革展覽會由香港交易會有限公司主辦，香港總商會除贊助外，總商會主席唐驥千更主持開幕典禮。香港九龍皮革業商會也有支持是屆展覽。

皮革業商會魄力過人的范汝成，最初就展覽會的意念廣泛了解皮革業的反應。之後，他藉香港總商會贊助的份量

和香港交易會公司的組織能力，將先見之明變為一次極成功的展覽。

香港今次可說為全球皮革工業當了東道主，一夜之間，香港因此贏得區內首要皮革市場的美譽——也是一直以來的事實。總商會會員中，超過700家商號的業務與皮革工業有關。

香港交易會有限公司執行董事翟勤士相信，皮革展倘成為香港促進貿易的定期活動，成就會更大。他表示，皮革工業各個範疇的活動，現正移向東方的新興工業國，以運用有機原料製作銷往西方市場的成品。

加入這個製作過程的重要新人是中國。中國皮革業現正發展，大量原料都是透過香港輸入。

八四國際皮革展證明香港與世界皮革業有相當聯繫，香港有訂單，能生產高檔市場產品，另外也逐漸成為區內最有潛力的皮革業管理中心。

因此，翟勤士認為香港就是西方最大皮革中心巴黎的亞洲版本。他相信香港每年一度皮革展，逐漸會成為世界公認的盛事，就像巴黎每年的「皮革周」一樣重要。

以下為翟勤士收到的若干其他評語：

- 國際皮革商委員會會長加利：「與很多人交談後，發覺是次展覽會十分成功，謹此道賀。本會極可能於八五年皮革展期間再選香港為八五年會議場地，將於九月通知閣下。」
- 法國Cepinter公司R. Crouzet：「展出十分成功，謹再致賀。本人自當參加八五年下屆展覽，如有可能，請給本人一稍大的攤位。」
- 荷蘭Kaufmann C. E. O.集團Peter G. Kaufmann：「上週之八四國際皮革展覽，安排工作相當仔細，實應向閣下及閣下之工作人員道賀。是次展覽，參展者及參觀者的質及量都比我們



酒會，還會有皮革時裝表演。

翟勤士說八五國際皮革展尚有攤位出租，但勢將爆滿。

是屆皮革展部份展出者的評語倘能作準的話，世界各地皮革業人士下屆來港參與也會值得。據聞一位美國主要皮革貿易商一個人就接了200多萬美元訂單。

八四國際皮革其中一次男士晚宴上，一位澳洲皮革貿易商也說道：「今次來香港一星期獲得的國際商業聯繫，比走遍世界一年可能找到的還要多。」

訪客剪影

總數：共3,438名，來自以下地理區域
(註：訪客只需於首次進入會場時登記)

阿根廷	澳門
澳洲	馬來西亞
奧地利	荷蘭
孟加拉	紐西蘭
比利時	巴基 坦
加拿大	菲律賓
中國	南非
塞浦路斯	沙地阿拉伯
丹麥	星加坡
芬蘭	西班牙
法國	瑞典
香港	瑞士
印度	台灣
印尼	泰國
意大利	美國
日本	英國
韓國	西德

訪客感興趣類別：

加工 / 半加工皮革	1,209
皮革製成品	1,342
機器	824
輔助服務工業	545
所有類別	1,245



佔世界皮革貿易三成。有幾個國家曾想參加展出，但一個申請簽證遭拒，其他的就認為不值得試。

他說：「皮革業是國際性生意，行內人士都不明白為甚麼會有這種情況。同樣人士在北京、台北和星加坡都受歡迎。」

國際皮革商會委員會於是次展覽期間假香港舉行首屆遠東區會議，該會有意將它變為每年定期活動。

翟勤士指出，國際皮革商會美籍主席加利，對展覽會不見東歐人士覺得奇怪。國際皮革商會是否會再來港舉行會議，影響最後決定的因素之一，是香港對待東歐皮革貿易人士的態度。

加利於留港期間曾與翟勤士前往人民入境事務處了解這問題，翟勤士說有關人員很願意聆聽他們的情況。翟勤士說，他希望一九八五年及以後的情況會好轉。

無論如何，八五國際皮革展覽勢將更加觸目。到時大會會為皮革商安排大型晚宴，贊助機構也會安排十分熱鬧的



預期中高，有鑑於此，我們已打算於八五年舉辦一更全面的展覽。本人希望，香港國際皮革展與巴黎皮革展在地理和舉行月份方面的并列關係，會使香港成為皮革行業的永久匯集地。」

- 日本 Oshiba 有限公司執行董事 Tadashi Oshiba：「本人剛返國，對安排妥善的八四國際皮革展覽十分欣賞。本公司於 B22 攤位展出原創產品，本人感到十分滿意。」

翟勤士認為八四國際皮革展唯一的瑕疵，是東歐國家無法參與。東歐各國



美國駐港總領事李文獻詞

今期「工商月刊」專題為美國與香港之商務關係，本人有機會撰此序文，深感榮幸。過去卅多年來本人在港工作，目觀香港成為世界工業、貿易及金融中心的卓越轉變。港人勤奮靈活，港府政策精明且成功，本港的成就，實為對上述兩點之具體讚禮。

美國商號於本港經濟一直扮演重要角色。自香港開埠初期以來，美國貿易人士即因本港優良之轉口港位置受惠。最近數十年，美國工業界人士更與本港廠家攜手促進紡織及電子等工業發展。美國長期以來更是本港產品至今的最大市場。美國銀行界及服務行業有不少商號在港設立區域性總部，香港成為世界第三大金融中心，此等機構誠有貢獻，它們的角色，於未來也不可能有對手足以取代。

香港現有美籍人士13,000名，大部份受聘於本港700家美國商號。美國在港直接投資接近50億美元，現仍繼續增長。美國商號繼續選香港作為推銷及生產地。

中美兩國成功重建商業及投資關係，香港是主要受益人。本港作為中國與西方之間的貿易者及橋樑的傳統地位再呈重要，對本港作為生產者角色的輔助作用也日益增加。

香港總商會於以往港美兩地關係發展扮演重要角色，本人謹此道賀，並深信兩地之聯繫，未來將更趨緊密。

美國商人看好香港前途

本港美國商人對香港前途普遍樂觀。最近，不少已參與本港工業及服務業的美國公司紛紛決定進行新投資，並斥鉅資拓展現有投資計劃，證明美國商人看好本港前景。

美國人至今仍是香港最大的投資者，目前他們已成為兩種活動的爭取對象。其一，是中國需要購美國技術以更有效達到現代化目標。其二，美國機構要掌握區域性業務擴展機會，無論在中國或經濟增長率全球之冠的東亞其他地區，香港地處全區中心，明顯方便管理業務。

香港有優良的基本建設，對擴張業務管理工作有利。本港勞動力的流動性也享美譽。本港勞動人口中，土生土長（包括在海外受教育）的工程師及技術員，和具商業管理學歷的人士，較同區除日本以外的任何地方都要多。再者，本港工廠操作員過往表現，已證明他們能快速吸收新生產程序。

美國人對本港的樂觀態度，對香港

維持九七年以前的繁榮安定可轉化為一重要的利好政治因素。這點正好與美國今年至今購買港貨的破紀錄表現配合得天衣無縫；況且今年是美國大選年，保護主義態度通常都達頂點。

大多數人都相信，美國在香港的區域性經濟拓展及直接投資都會持續及進一步加速增長。假如未來發展真的如此，這點對減低港人對九七後種種變化的不安將是一重要政治因素。事實上，很多人寄望九七年後本港能具備高度自治而一切如常的環境，以確保香港在國際貿易及金融界可維持現有地位，美國在港增加投資的政治意義，可能是支持這種希望的主要原因之一。港人冀望的未來香港，幾乎類似共管區，但不會有治外法權。

北京方面，維持香港自由貿易一切如常，並以甚得人心的本港現行法治，招攬美國、日本、歐洲包括英國資本家如常在港經商；這樣做政治上不但方便，經濟上也是權宜之計——有關北京這

種意願的上述理論，很多人早已談過。美國方面，要投資者加強對華府的壓力，以削減美國對台灣的承擔，這似乎也是中國方面最可行的方法。

中國現況就是這套理論的背景。四化計劃正在前進。經濟特區繼續徵求投資，不但務求中國躋身其他運用原料製成供應西方市場消費品的新興工業國之列，更想引進運用新技術的工業。

近來連串事件也意味著支持。列根總統訪華，在北京談及協助引進部份技術。光大實業的王光英先生已加入香港美國商會，並於四月一午餐會上向該會300多名會員致詞。

美國商會執行董事莊高達指出，王先生當日在該會歷來最大型的午餐會上向與會者說道：「中國有工廠40萬家，全都需要提高技術。」

莊高達表示：「我想，香港快會有不同凡響的發展。終有一日，香港往廣東的公路就像紐約去華盛頓一樣。這日子的來臨也會快很多。」



莊高達先生

美國商會午餐會(「香港令人興奮」)之後，列根總統曾到倫敦與首相戴卓爾夫人談過香港問題。稍後(六月七日)，美國駐港總領事李文於紐約一個貿易發展局午餐會上致詞。

李文先勾劃出美國在香港的角色，然後首次就香港前途問題表達意見，措詞直率坦白。李文的演詞，香港傳播媒介紛紛報導，不過，美國傳媒對香港前途問題的態度，有時頗接近「香港劫數難逃」的說法，所以演詞在當地傳媒也許不像在香港般受重視。

美國駐港總領事並無花太多時間談論美國公司向中國售賣技術的生意潛力。他表示想談談本港目前局勢的某些基本因素，以說明他為何對香港會順利克服九七問題十分樂觀甚至有信心。

李文演詞中若干叫人安心的論點，值得在本文覆述(節錄)：

「首先我請各位記住，提出一九九七年後香港前途問題的是英國而非中國。事實上，英國人花了好幾年時間才說服中國討論這個問題。假如提出這個問題的是中國，而裡面又包含有中國民族主義興起的意思在內，那麼，前面的道路便可能比現在更為崎嶇。我這樣說絕非對英國的路線有任何批評。由於一九九七年已無情地日益接近，因此香港產生了越來越大的壓力要英國解決不明確的前途問題。而倫敦亦負責任地作出了反應。

「我在大學裡主修的是歷史，現在讓我稍為從歷史角度談談這個問題。三十多年來，一個高度民族主義的共產黨政府已容忍了在祖國領土上割出一個殖民地的存在。如果諸位記得以下的事情，那麼這種容忍就顯得近乎難以置信：

「在整個一九五〇年代和一九六〇年代期間，中國是國際反殖民主義運動的領導者之一；產生香港的鴉片戰爭，中國人視之為他們近代史中最恥辱的其中一件事；中國已一貫地將有關香港的

條約視作不合法而將之廢棄，而且同樣一貫地宣佈香港為中國領土；中國要使香港屈服實易如反掌，只要切斷糧食和食水供應再加上政治運動和猛烈宣傳也許就可以達到目的。

「在整個災難性的、難以預測的和毫無理智的文化革命期間，中國沒有理會香港，甚至對香港政府堅決壓抑一九六七年由當地擁護中國人民共和國分子引起的暴動亦不作出反應。我可以再舉出這方面的其他事例，不過結果只是證明中國在處理香港問題上一貫把他們的利益放在情緒之上……

「同時，中國在香港有一項重大政治利益。它最重要的國家目標之一是台灣與祖國重新統一。中國曾經指出，希望以和平的方式完成這個目標。中國鑒於不同的制度和不同的生活方式，已向台灣建議可在一個國家兩種制度的聯邦式安排下享有高度的自治。它對台灣的保證與對香港的保證非常相似。中國曾經公開宣佈，香港要作為台灣重新統一的榜樣。我們只有推測到中國希望把這個榜樣做得對台灣更具吸引力愈好。

「中國現正從事一項重要努力，以擴大它早已相當廣泛的多邊與雙邊關係網。它謀求加強與日本、東南亞和美國的關係，而這些國家全都在香港有重要利益。由此觀之，中國之希望別人看到它以政治家的風度和負責任的方式來處理香港前途，這是非常合理的。

「中國衷心相信，它為香港前途定下的計劃是一種願意幫助的計劃。主權將交還中國，但香港則繼續成為一個完全為香港人民治理的自治體。它可保留目前的經濟、社會與法律制度，並可維持與其他國家的經濟關係。香港人民有自由旅行的權利，外國僱員亦會受到歡迎繼續在香港行政機構服務。坦白說，目前香港許多人之所以深感不安，乃因對中國履行其保證的能力與意願有很大懷疑。雖然我認為中國完全具有誠意，但就那些將自己過去三十年來已改善的境況和中國國內同胞充滿波折的命運加以比較的人來說，上述反應是很自然而且是可以理解的。目前談判最重要的目標之一是找出一種辦法，使香港人消除疑慮，使他們有良好的理由對香港未來自治保持信心。我深信，中英雙方都很明白這種情況，而且都在尋求辦法以維持長遠信心。特別使我鼓舞的是，中國領導人曾經宣佈，在有關主權的原則獲得確認之後(顯然即將獲得確認)，中國在處理其他問題上會表現出很大的靈活性。這樣的一種談判方針非常重要，它可為所有有關方面都希望早日順利

解決香港前途問題鋪好道路……

「美國並不認為本身在目前的談判中可擔當任何角色。我們已經表明，我們樂意看到一種能保持香港繁榮與安定的解決辦法，而且對英國與中華人民共和國雙方都贊同及致力於達到此一目標表示欣喜。我們將儘力以適當的方式予以支持。關於這點，時常有人提出問題，問美國在中國收復主權之後，是否會繼續支持香港參加諸如國際郵政聯盟、國際電信聯盟、關稅暨貿易總協定和多種纖維協定之類的安排。雖然一九九七距離現在還很遠，但假定像現在看來很可能的一樣，中英雙方都同意香港保持目前的國際身份，那麼，我不能設想美國會改變它對這個問題的立場。

「同時，我毫無疑問地還可以期望，在一九九七以後的年月內，第七艦隊仍將繼續到香港作休整訪問。而且，雖然到那個時候我早已退休，但我很有信心預料，一個活躍而規模龐大的美國總領事館將繼續在香港欣欣向榮。我可以向諸位以及香港人民保證，美國有關香港的行動，將以我們對香港繼續安定與繁榮的重視為依歸。」

美國大通銀行高級副總裁兼總經理及美國商會現屆總裁杜亮年表示，李文在現階段發表這些意見，時間安排方面十分有趣。杜亮年認為，由於北京的九七談判在重要問題上現似已作出決定，美國在塑造香港前途方面，也可扮演更有建設性的角色。

杜亮年說很高興與李文能於此時這麼直言。他相信總領事的演詞，代表了美國商人的想法。美國商人事實上也十分支持李文的積極聲明。

杜亮年同意本港的美國商人看好香港前途，但指出他們並非天真地樂觀。美國商人的樂觀態度，是審視現實情況後，建基於實效方面的。

中英雙方都派出談判能手參與九七會談，參與談判人士都努力務求達成一項有意義的協議。完成這步後，英國在本港的影響力將日漸減縮，而香港與中國的聯繫，將成為本港最大的潛伏實力。

杜亮年表示，財富雜誌500家頂尖兒公司之列中有幾家大美國商號正調查這兒的市場，調查對象不單是香港與中國的聯繫和香港前途，更關乎亞洲整體的增長市場。這些商號，在美國及歐洲都有本地市場，在南美的市場則較小。

上述商號中，有些是重建造業，其他則從事消費產品、金融和保險生意。他指出香港已有21家美國銀行，大部份都是七十年代下半期，港府撤銷發牌予外資銀行的禁制令後來港經營的。其中



4至5家持多間分行牌照。

他說大通銀行連同最近開幕的2間在內共有15間分行。去年，大通裝置了30部室內電子自動柜員機。

本港一銀團打算推出一個有300個電子柜員機的網絡服務，大通銀行已決定參加。銀團初步包括大通銀行、中國銀行、上海商業銀行、東亞銀行、浙江第一銀行和永隆銀行。

杜亮年說：「如果香港的銀行市場像美國一樣，我們將無需大興土木，只需利用一些市民認為方便的地點。我相信香港銀行開分行的形式會有轉變。」

「本港所有社會經濟特色都對電子銀行業務有利。香港人口中間年齡是29歲左右，每星期工作6天，一般家庭都

有兩人出外工作，香港人也能適應電子儀器。

「這些特色很快就會改變本港銀行業的面貌。經營分行成本昂貴。我相信，未來發展的情況是，每區有一主要分行，分行周圍則有很多只以電子方法處理交易的袖珍分行，就像輪輻繞輪轂一樣。人客要見銀行經理，便去區內的主要分行。」

杜亮年表示大通銀行快將進軍信用咭業務。他期望銀行業務批發方面的生意也電子化。他認為，商業機構的理財方法會日趨電子化，公司資金無論在本地或海外都會電子化處理，其他交易如信用狀等也是一樣。

莊高達表示，美國商人對香港的興

趣非但沒有縮減，相反正日益增加。美國商會每天都有兩三宗這方面的諮詢，美國商會為可能來港投資的美籍人士評估投資情況，過往紀錄相當成功。

莊高達說美國商會有2個中國委員會。美國人亟想跟中國做生意，香港在他們眼中是一道橋樑。其中一個中國委員會處理商務關係，約500名會員有興趣協助美國商界人士知道各方面發展的消息。

美國商會會員數字近來迅速增長，現有會員商號1,800家，除美國公司外，還有有意與美國貿易的香港公司。另一個中國委員會則處理能源問題，出版權威性年報。美國商會定期派代表團訪華。

經濟關係茁壯——穆奕樂



穆奕樂 經濟科科長
香港美國總領事館

香港是個獨特的城市。香港今日的成就，亞洲人與西方人都有參與建設。香港除擁有勤奮的人口外幾乎全無資源，但已由本來是未發展的殖民時代遺跡，轉變成亞洲與世界之間的真正匯點。

香港經濟的快速發展使美國人著迷。本港不久前還是低價紡織品及低價輕工業產品的生產中心，目前已是高級時裝成衣及其他高質消費品的世界主要供應地。現時，另一轉變正在進行中，重點漸傾向服務工業。香港在環球銀行網絡中扮演重要角色，跡象顯示，本港銀行業增長持續強勁。香港也是航空及航海工業的主要區域性中樞。

本港過去廿年來非凡的經濟增長自然可歸功於港府政策及香港人的才華；

不過，過去廿年也適逢美國人物質財富空前增長，美國業務也開始拓展海外市場，香港有此經濟發展因此並非偶然。美國龐大的國內市場，加上美國資金、技術和管理技巧，都有助本港經濟起飛。

美國早於一九五九年已取代英國成為香港首要海外市場，港美經濟關係從此一直出色增長。

時至今日，美國在香港扮演最活躍的海外經濟角色。香港有700家美國公司，其中很多以香港作為區域性總部。居港美僑約有14,000人，每年訪港美國人約50萬，大大促進本港旅遊業。美國在港的經濟活動相當多元化，有製造業、銀行及其他金融服務、交通及保險。美國商號是領導香港成為世界金融中心的力量之一，而本港廿多家美國銀行，也率先引進新銀行服務，使銀行業務更具競爭性，為顧客提供更佳服務。

港美每年貿易超過80億元，遠超本港與任何其他國家的貿易額。美國是本港最大出口市場，佔本港本地出口總額達四成，實在驚人。美國經濟興旺，香港也隨之好景，去年就是一例。同樣，由於本港身處美國出口市場首25名之內，本港經濟增長也對美國有利。香港是美國高級農產品增長最快的市場之一，銷量達全港每人平均80美元。因此，香港的年青人，從來沒有像現在般壯健。

美國也是本港最大的海外投資者。準確數字雖難確定，但我們估計美國已於本港投資40至50億美元。香港已成為

美國在亞洲的第二個投資重點，投資額僅次於日本。本港製造業方面的海外投資，四成以上來自美國公司。

美國去年經濟復甦表現強勁，促使美國商號重新來港投資。彼等調查本地的投資機會後，不少已選擇將資金注入本港。

金融工業是美國擴大投資的上佳例子。美國銀行一周前決定在港成立亞洲東北區資料處理中心。萬國寶通銀行新總行大樓已落成，現正拓展零售銀行網。其他美國銀行也尋求創新方式爭取本港增長中的消費市場，其中一例是國際合作：大通銀行與中國銀行攜手推出自動柜員機服務網。數間多元化的美國融資服務公司已在香港放下重注，其中以美林證券最突出。美林證券收購了新鴻基公司的大部份擁有權。McDermott International 已於本港成立國際性貿易公司，總部更設於此。美國施百樂百貨公司也於本港為其貿易公司成立了區域總部。Motorola 最近宣佈將於本港成立一主要設計中心——不單是本港同類設施的創舉，對進一步發展也可能產生良好副作用。施泰電子有限公司現正拓展電子生產設備，事實上公司去年投資率增加了兩倍。備受敬重且對亞洲新聞業貢獻良多的亞洲華爾街日報，已決定在港自置辦公大樓及印刷廠，取代原先的合約式做法。美國海陸聯運有限公司現正興建一大型貨倉及貨柜轉船設施。艾克森化工有限公司則為青山發電廠



提供大部份資金。

香港對本地及海外人士都是全球做生意最有吸引力的地方，這點並非偶然。香港經濟活力充沛，至少有八點因素十分重要：

——壹個在推行法律及規則方面穩定而可靠的法律制度。公司與個人製訂長遠商業決策時，均有信心倚賴本港清晰的法典。

——本港勞動人口精力充沛，技術水平高。

——有大量管理人材。

——優良通訊及交通系統，資訊及人口流動毫無限制。

——政府對建立及調節商業活動極少干預。

——稅制簡單直接，稅率低。

——貨物出入本港效率高且不受限制。

——作為對中國貿易的轉口港，位置理想。

展望將來，中國重申保持香港現時經濟、社會及法律制度於一九九七後至少50年不變的意願，證明中國了解上述八點對吸引及保留海外人士參與本港經濟的重要性。海外人士的參與，對本港目前及未來的繁榮均有重要貢獻。 □

美國輸港產品橙踞首位

香港是美國食品及農產品重要市場。美國農產品輸港出口由一九七六年的2億600萬美元增至一九八三年的3億5700萬美元，增幅幾達一倍。鉅額增幅反映出單位價值及美國個別出口項目數量增長。更重要的，是全港約600萬人每人平均消耗約值60美元美國農產品。

一九八三年所有美國輸港農產品中，橙於數十年來首次超越棉花，成為賺錢最多的項目。香港是美國鮮橙及鮮葡萄的第二大出口市場。本港一九八三年自美國輸入鮮橙2億8000萬磅。一九八三年本港平均每人吃橙21千克（46.6磅），可能是全球之冠。一九八三年美國輸港葡萄超過1200萬美元。

美國輸港棉花近年雖因本港紡織業收縮及中國與蘇聯棉花競爭而大幅下降，但本港近來已成為美國貂皮的潛力市場。美國輸港的未加工貂毛皮由一九七八年不足50萬美元之數驟升至一九八三年的200多萬元。香港現為美國貂皮最大出口市場，入口已加工及未加工貂皮總值超過800萬美元。

若干其他美國農產品自七十年代初以來也有穩定增長，其中數項是家禽、現成動物飼料、殼蛋、蘋果、瓜及萵苣。

美國輸港農產品銷量於未來數年預料將繼續上升。香港人平均收入於亞洲名列第三，僅次於日本及星加坡。香港的食品市場由西式機構行業（包括酒店、餐廳及現代化超級市場）及傳統中式市場瓜分，而美國食品的高品質及供應已越來越吸引一般市民注意。本港很多一流餐廳及酒店都堅持以美國食品如牛肉、雞、火雞、蛋及各類生菓蔬菜款客，原因是美國食物品質穩定、水準極高、供應可靠。本港新建築物陸續落成，酒店房間於未來數年料將大量增加，因此這點非常重要。

本港新食品零售店繼續急劇增加，

美國雜貨項目銷量因此也有潛力增長。本港雜貨商基於傳統生意關係及較低貨運收費，大部份都向澳洲、紐西蘭及某程度上歐洲購貨。不過，入貨習慣近年已起變化，顧客現時在貨物架上已可找到美國貨品。不過，美元幣值不斷上升，大大削弱美國產品的競爭力，美國雜貨開始流行的現象也因而受制。

本港的華人市場正急劇轉變，尤其是年青一代，有不少都選擇西方生活方

式及飲食習慣，加上個人入息增加，香港已出現了消耗高級食品、肉類、三文治及便利食品的新潮流。雖然中國消費者仍愛買新鮮食物，但雪柜日漸普遍，促使冷藏及現成食品消耗量增加。

香港一個頗新現象是快餐店興起。過去幾年，麥當勞、必勝客和意粉屋的店舖數量都急速增長。這類快餐店對年輕的華人消費者特別吸引。香港人口有一半是25歲以下，這點對快餐行業的未

美國輸港主要農產品出口（1979—1983）

（1千美元計）

農產品	1979	1980	1981	1982	1983
橙	40,553	49,560	61,897	50,360	67,457
棉花	129,581	150,782	76,862	74,950	38,745
人參	19,662	35,770	31,297	40,520	38,708
家禽肉類	19,998	26,330	25,067	29,585	23,922
小麥	15,097	16,272	22,106	20,407	18,844
蘋果	8,249	10,021	16,764	11,367	14,214
生煙草	10,445	11,632	10,696	11,526	10,198
現成動物飼料	15,299	17,170	17,297	13,948	10,182
葡萄	7,707	8,222	9,384	12,616	8,083
飲料主劑	399	3,230	6,932	8,760	7,142
高苣	3,623	4,387	5,078	6,125	5,687
牛肉，雪藏及新鮮	3,268	4,296	5,507	5,427	4,738
牛皮	5,592	6,591	4,471	4,924	4,727
殼蛋	4,110	4,202	6,875	6,933	3,901
啤酒及淡色啤酒	4,536	7,151	6,094	4,723	3,518
檸檬	2,708	2,591	2,135	2,952	3,344
精煉粟米油	224	1,464	602	1,714	3,290
瓜	2,517	2,438	2,080	3,279	3,071
湯	2,191	2,452	2,708	2,216	2,764
薯仔，雪藏薯條	1,048	2,045	1,925	2,212	2,551
小計	296,737	366,606	315,777	314,544	257,086
美國農產出口總數	361,329	436,627	398,876	391,717	357,131

附註：另外，美國更出口大量香煙及加工貂皮往香港。一九八三年一月至十月輸港香煙總值1億476萬美元（或57,810億枝），同期輸港之加工貂皮共167,822件，總值551萬9000美元。根據美國出口計劃統計，一九八三年香煙出口總值估計為1億2000萬美元，加工貂皮出口總值約為650萬美元。

來源：美國農業部美國出口資料



美國輸港主要農產品出口 (1979—1983)

農產品	1979	1980	1981	1982	1983
橙 (千磅)	158,947	243,707	251,750	190,260	280,000
棉花 (千包)	441	490	217	275	140
人參 (千磅)	288	551	413	572	660
家禽肉類 (千磅)	45,123	43,988	54,330	51,271	60,959
小麥 (千公噸)	97	90	115	116	110
蘋果 (千磅)	34,555	38,427	62,816	42,704	59,228
生煙草 (公噸)	2,088	2,427	1,931	2,000	1,705
現成動物飼料 (公噸)	48,685	51,225	49,896	42,075	30,195
葡萄 (千磅)	16,415	17,557	17,707	23,060	15,173
飲料主劑 (公噸)	56	322	474	608	498
萵苣 (千磅)	19,361	22,651	27,057	42,321	40,576
牛肉, 雪藏及新鮮 (千磅)	1,303	1,651	1,194	1,881	1,258
牛皮 (千)	126	220	132	140	160
殼蛋 (千打)	6,966	6,960	10,590	11,233	6,595
啤酒及淡色啤酒 (千公升)	12,863	18,729	14,241	10,007	6,364
檸檬 (千磅)	84,52	9,748	9,970	9,440	11,873
精煉粟米油 (公噸)	156	1,885	721	1,716	3,304
瓜 (千磅)	14,960	11,695	9,530	14,759	10,230
湯 (千磅)	15,287	11,716	9,530	14,759	6,076
薯仔薯條, 雪藏 (公噸)	1,754	2,590	2,952	3,289	3,737

來源: 美國農業部美國出口資料

來尤其重要。

高運費是美國產品在本港市場的主要不利因素, 特別是笨重貨物; 另一問題是最近美元對港元匯價上升。一九八一年底 1 美元兌 5.60 港元, 至一九八三年九月, 匯率一度攀至 1 美元兌 9.50 港元。港府於十月採取行動, 將匯率固定為 1 美元兌 7.80 港元。不過, 美元堅挺對流行的廉價貨品的影響較對高級貴價項目大。 □



申請簽證錯縱複雜



譚慎格 署理領事部主管
美國駐港總領事館

隨著美國經濟好景刺激香港及東亞一帶經濟復甦, 香港商人發覺需要掌握有關美國入境政策的資料, 特別是美國入境法律關乎商界人士的條款。本人很高興有此機會向香港總商會會員闡釋美國現行簽證法律及規則的最新資料。

有關新法例的錯誤資料: 本人也想趁此機會, 澄清近來在香港 (及曾在報章出現) 流傳的錯誤說法及資料, 謂只要有足夠金錢, 便可「買」進入美國的

資格。這種說法毫無事實根據。

無論你看過甚麼報導或從別處聽過甚麼消息, 領事館人員從未接過任何有關在森遜馬索里入境改革法增添一投資者入境新類別的消息; 再者, 森遜馬索里入境改革法去年並無頒佈, 今年大選年再提出的可能性也不大。所以, 你聽到任何有關製訂投資者簽證新類別以容許香港人單靠投資美國就有永久居留權的消息, 都可暫時不理。

並無空缺供投資者移民: 美國移民政策一向都賦予家庭重聚原則首要優先權。美移民法之下, 在美國有近親的人士一直都享有優先權, 本人相信以後也是一樣。現行法例中, 適用於投資者移民的條款是「非優惠」, 即最末考慮。類別 1 至 6 任何沒人用的移民簽證號碼都可分配給非優惠類別人士, 即包括已投資 4 萬或以上美元於一家申請人將出任主要經理的企業人士, 而該企業將於美國聘用至少一名美國公民或合法永久居民, 不計投資者本人及配偶及子女在內。其中蹊蹺是, 自一九七七年以來並無移民簽證號碼可配給非優惠類別——原因是優先權較高的類別早已用盡所有號碼。

暫時及永久性僱員入境: 與此同時, 美國入境條例卻一直鼓勵准許專業人士、藝術家、商人及熟練工人入境。美國一向都鼓勵注入新投資、新意念、新產品、新文化及教育方面的貢獻, 以上種種都使美國生活方式及國家更豐富多采。

香港是美國主要貿易夥伴之一, 身為香港商人, 各位常常要往美國做生意, 對與商務有關的入境簽證問題也許甚有興趣。本人會嘗試作全面介紹, 不過, 這話題相當枯燥, 開始之前, 你可能先要喝杯水哩!

美國法律現時將有意進入美國的外籍人士分為兩大類。第一類叫「移民」, 指進入美國有意永久居留的人士; 第二類叫「非移民」, 指進入美國暫時居住、而無意永久居留的人士。非移民類別包括遊客、商業旅客、受訓員、新聞從業員及船員。

美國法律現有各種各類的簽證類別, 以滿足海外商人及投資人士的需要。13 個非移民簽證類別之中, 有 4 個與商業旅客特別有關:

一、B-1 簽證, 適用於為商業理由進入美國作短暫居留人士;



二、E-1及E-2條約貿易人士及條約投資人士簽證，適用於在美國進行大量貿易或大量投資的個人及公司；

三、H類別簽證，適用於有意短暫於美國居留及工作的人士；

四、L-1簽證，適用於跨國機構僱員，此等僱員可能由外國調往美國出任類似職位。

B-1 遊客簽證：B-1是簽發得最多的與商業有關簽證。我相信本文讀者有不少的護照中就有B-1簽證。香港人士可獲為期長至5年的多次入境B-1簽證。

一般規定，想入境美國的非移民商業旅客必須於入境港出示有效護照連同由海外美國大使館或領事館發出的簽證。旅客進入美國時，移民官會發出出境文件（I-94表格），準確列明旅客有權停留的期間，期間長短視乎旅客的商業目的，通常一次入境最長的停留期是一年。假如理由充份，有時更可延期長至6個月，入境港的移民官有全權決定。

要獲得B-1簽證，申請人必須表示：

- 一、其維持在美國以外地方的永久居留身份的意願；
- 二、其業務的基本地點是美國以外的地方；
- 三、其入境美國是暫時性；
- 四、其商業活動是為一家外國公司、外國業務或其他外國商業組織而作；
- 五、其生意活動不構成有收益的僱用工作；及
- 六、在大部份情況下，其收入來源是來自海外。

B-1簽證下，入境者可從事多種類型商業活動，包括出席會議、徵求訂單、探索生意機會及參與任何一般被接受的商業活動。任何來美國接受商業訓練的人士，只要薪金是海外支付，也有資格成為B-1旅客。這個簽證類別常為來美安裝、保養及修理購自美國以外地方工業器材的技師使用，這類器材的售賣合約要求賣方提供上述服務。B-1類別也適用於有意在美國開展生意投資的商業旅客。一般來說，B-1簽證並不適用於受僱於及直接受薪於在美國組成公司的商號。這類人士，應領取非移民類別中其他與商業有關的簽證，即下文談及的E、H及L簽證。

「條約投資人士」及「條約貿易人士」簽證：「E」條約貿易人士及投資人士簽證的目的，是鼓勵及方便國際業務與貿易。根據美國入境法界定，條約

貿易人士及投資人士，是有意進入美國的外國人士，彼等「受制於並執行一商業及航行條約的條款」，條約由美國及彼等國籍之國家簽訂。美國與約40個國家簽有這類條約，包括英國及亞洲若干美國主要貿易夥伴，像韓國、菲律賓、日本、泰國及台灣。美國與香港並無條約，因此，除非你是這類條約國家的國民並持有該國發出護照，否則E簽證對你並不重要。

「條約貿易人士」身份：E-1條約貿易人士簽證准許一家公司或個人進入美國，「純粹進行大量貿易，主要是美國及其他國籍國家之間的貿易」。「貿易」指美國及該名貿易人士所屬國籍國家之間的貿易。「貿易」可以包括國際銀行業、交通、旅遊業或通訊。

美國及所屬國籍國家的交易，必須至少佔「貿易」的百份之五十一。其餘可在美國之內，或美國與其他國家。

條約貿易人士的僱員，也有資格領取E-1簽證，但彼等必須是東主、董事、行政人員、管理級僱員或具特別資歷的高度熟練工人。

於數個國家經營的跨國公司都認為E-2條約投資人士簽證較E-1條約貿易人士簽證更能滿足其需求。外國個別人士及外國公司，均具條約投資人士資格。一間公司歸類成為條約投資者之後，該公司僱員也可獲同樣身份進入美國，出任管理或行政職位為該公司工作。

「條約投資人士」身份：要成為條約投資人士，外國公司必須表示已於美國一項可行的商業事業上，已投資或正活躍投資大量資金。相對於該行業的要求，投資額必須龐大。該外國公司投入的資金額，必須足以保證該美國企業能成為一成功的商業事業。

要滿足「公司國籍」的要求，條約投資者公司至少有百份之五十一必須由持條約國國籍人士擁有。要點是公司擁有權。再者，決定「公司國籍」時，條約國國民又同時是美國永久居民人士的擁有權不得計算在內。

要成為條約投資者，該外國公司必須向美國領事或入境及入籍事務處提交證據，顯示公司是條約國的國民，並正於美國企業投資及該項投資金額龐大。

有用及通常都需要提交的文件有公司組成條款、合夥人協議書、資產負債表、損益帳目、發票、來往信件、提貨單、合約、國籍聲明及股東的美國入境身份。

條約投資者公司的僱員要具資格領取E-2簽證，該名僱員必須也是條約

國的國民、必須以管理或行政人員身份為該公司工作、及必須為發展或管理該美國企業的指定行政人員。E簽證有效期雖為4年，但條約商人必須每年於美國境內的入境及國籍事務處登記，使其身份在上述環境及條件不變的情況下得以持續。

H臨時工作簽證：跨國公司常要將僱員由一國調往他國。H簽證方便公司利用國際勞工市場及將僱員暫時帶入美國。H類別再分為3個小類別，每類有若干共同要求。第一，H簽證申請人必須是來美國作短暫居留。第二，申請人必須在海外有住處。第三，所有臨時工人必須從入境事務處取得獲批准的簽證請願書。

H-1具超卓成就或才能之外國人：H-1類別適用於具「超卓成就及才能」而有意來美短暫居留以從事性質特殊工作的人士。申請人必須擁有在其行業內超乎一般水準的技術水平及聲望。專業人士通常都歸類為具超卓成就及才能人士。僱主有意申請這類人士來美，必須向入境事務處提交簽證請願書。請願書獲批准後，有關之海外領事館將接獲通知，簽證將由領事館官員簽發。

H-2臨時工作簽證：H-2簽證類別適用於來美短暫居留以從事非熟練工作或服務的人士。入境法例要求一份由勞工部發出的H-2簽證僱用勞工證明文件。一般來說，這簽證類別是用以填補農業及工業的非熟練職位。由於簽發勞工證明文件過程需時頗長，這類簽證並不能使僱員快速進入美國填補職位空缺。

H-3臨時受訓員：H-3簽證類別容許外國公民來美受訓。訓練課程必須能教授可用於美國以外地方的技術，而無需使提供訓練的美國機構受惠。訓練課程不可用作生產或服務活動或作為在職訓練。

L-1公司際調職人：熱門簽證：L-1或公司際調職人簽證類別於一九七〇年創立，是美國入境法中較新的。簽證適用於在海外受僱於商號、公司、聯營機構、附屬機構或與美國公司有關的其他合法組織一年以上的人士。

申請人必須是暫時來美居留，以為申請人於海外已被僱至少一年的同一僱主、或母公司之附屬機構或聯營機構服務，因此命名為「公司際調職人」。「暫時性」十分重要，下文將廣泛論述。

L-1簽證是為高級職員而設：申請人提供之服務必須是行政或管理性質，或要求專門知識。「管理」及「行政」



兩詞於簽證規則中有界定。管理僱員，是指僱員的基本職責是管理該企業或其中一個部門或小部門。他常規性指揮其他僱員工作，並有權聘請、開除及晉升僱員或行使自決權。「管理人」一詞並不包括最高監督層成員，除非被監督的僱員是管理人員或專業人士。

行政人員的定義，是指揮組織內的管理人員及製定管理政策或一般組織目標的人。他定期性及常規性行使自決權、作獨立判斷及做最後決策。最重要的一點，是常規性及定期性行使自決權力。

「專門知識」一詞則較難界定。這指對一家公司運作十分重要、而在市場上並非可隨時得到的知識。要合乎L類資格，申請人於公司內必須是重要人物，對公司的產品或服務或器材、技術、管理操作或決策過程具重要知識。

於美國成立分辦事處：僱主參與海外貿易或於美國已具備辦事處或業務對申請會有幫助，但這點並非必要。僱員可進入美國成立一附屬公司枝行。具資格申請L-1的人士可獲准首先於美國居留3年，而因此可獲續期1年。不過這類續期現越來越難獲批准，因此很多L-1簽證申請人都必須重領新請願書及離開美國以申請新簽證。

L-1簽證是為參與大規模海外貿易的跨國公司而設。條款的實際字眼含義相當廣闊，而入境事務處於執行方面已將條款註釋為於有限的情況下，容許小型公司甚至個別投資人士領取L類別簽證。

L-1簽證：公司關係：審定L類簽證申請時，一個須確定的重要問題是該海外公司與美國公司之間是否存在必需的業務關係。業務可以以多種形式進行，而往往由於稅務法律及其他法律考慮，公司之間的關係很難明察。生意關係很多時都是在沒有考慮入境法律的情況下發展出來的。有些情況下，要確定兩間公司究竟是聯營機構抑或是附屬公司的關係也會有困難。

重要問題是一間公司控制另一間公司的程度。要決定這問題，入境事務處探討若干因素，比方擁有權的程度及一間公司的職員對另一間公司職員的控制權力。決定海外公司與美國公司的關係，通常是根據公司組成條款或其他法律文件。

提交L-1請願書：申請L身份的第一步，是由美國僱主向入境及國籍事務處提交請願書（I-129 B表格），後者審核請願書，保證具備所有要求條件，申請人沒有移民意願這點除外，這問題由領事官員決定。（不過，領事官員簽發L-1簽證之前，本身必須再確定申請人並無虛報其行政人員身份、公司關係或報稱受僱於提交請願書機構的期間。）

於領事館申請L-1簽證：收到請願書後，美國領事館會接到批准通知，或簽證申請人可攜同批准通知（I-171 C表格）往領事館申請L-1簽證。領事官員會調查本地及美國公司的關係。

「暫時性」是L-1申請關鍵：正如上文提及，要具資格申請L-1簽證，申請人必須說服領事官員他入境美國為提出請願書公司工作將為「暫時」性質。申請人倘提出可信證據，表示在短暫時期工作後將會調離美國，對領事官員作出決定將有良好影響。倘缺乏證據證明申請人於為請願公司工作一段短暫時期後的確有意離開美國，或倘領事官員認為申請人離開美國的意願書不可信，L-1簽證申請可能遭拒。申請人必須說服領事官員他是純因業務理由被調往美國，而非意圖移民。

倘申請人已在美國但屬於另一非移民類別，請願書可連同改變非移民身份申請表（I-506表格）一併提交。入境及國籍事務處對申請人的非移民意願作出決定，也對其是否於進入美國前已有意改變身份一點作出決定；後一點倘是肯定的話，當局有權拒絕改變申請人身份。假如出現這種情況，申請人必須於海外領事館處理L-1簽證申請手續，通常是其海外住址所在地或最接近該地的領事館。

海外僱員以B-1簽證進入美國，抵步後美國公司決定直接僱用該人，便出現身份轉變情況。對新公司來說，當一個既是公司股東或職員的僱員進入美國，探討在美國開設辦事處或聯營機構的環境、而發覺市場前景利好後決定成立美國公司的時候，也出現身份改變情況。

本人無意再詳談母公司與附屬公司關係的複雜問題，或美國及海外僱員之間的連繫關係。我重申，入境及國籍事務處審核請願書是跟隨「有效控制」測驗辦事的。母公司擁有一間附屬公司倘超過百份之五十（或在聯營關係的情況下，數間附屬公司），測驗的要求一般都已達到。倘涉及複雜的公司集團結構，情況則不會如此清晰。

稅務責任：本人想略提任何以E或L簽證在美國工作人士的可能美國稅務責任。美國公民及合法永久居民的全球入息不論來源都須課稅。當我們知悉已取得美國永久居民身份的香港商人已返港而繼續保留其美國永久居民身份時，我們必須向美國稅務事務處報告。

當然，如果你在美國以E或L暫時性非移民簽證工作，在入境事務方面你不會被當為美國居民。不過，假如你花很多時間在美國並有一臨時的家，你可能會在稅務方面被視為「美國居民」，因而你全球入息也須被美國課稅。

事實上，如果你在美國住滿一年，美國稅局就會在稅收方面假設你是美國居民而開始向你的全球入息課稅。因此，我勸所有有意申請長期非移民簽證如E、L或H類別的商人，甫抵美國就嘗試釐清本身的稅務身份。





科學館按美製藍圖建設

香港卅多年來驚人的企業精神及經濟增長成就，很多人認為基本原因是香港人的移民心態在自由市場環境及穩定的法制下仍得以蓬勃。也有很多人認為，香港再現了本世紀上半期的美國繁華夢。

不過，香港與美國有一點分別。從較深層面看，美華繁華夢本身的成就，對香港急速的經濟成就及相隨的生活水準改善過程，發揮了無法量度的輔助作用。

香港社會發展的規模較美國小，而兩者發展的時間差距也足夠使香港吸取美國方面現已圓熟的成果。舉例說，本港工商界不少掌舵的能幹人士都曾負笈美國，美國教育機構對培養本地專業技術核心人材饒有貢獻。

不過，美國繁華夢對香港產生的影響並不止於教育人材，在很多其他方面美國的影響也很明顯。市場將流行的美國消費品注入香港生活方式，像加州橙、伊利諾的麥當勞漢堡飽，當然還有可口可樂和百事可樂。

普及娛樂方面，香港雖享用大量美國出品，但香港的城市生活方式已相當穩固，足以保留本身的風貌特色，美國的影響不大明顯。不過，這並不表示香港不追求美國科技成績、不尊重美國科學成就及不欣賞美國藝術形式。香港人對美國各方面的成就都感興趣，而美國對香港的反應既慷慨又多樣化。

市政事務署屬下文化署署長陳達文舉一最近的例子。他說香港科技博物館的藍圖，本身即是一份美國科技中心製作的顧問報告。

座落漆咸道的科技博物館建築工程將於數月內展開，而本港也有一小組負責研究該份美國各大博物館均有提供意見的報告。小組且曾遠赴美國，鑑賞若干本港未來可能購置的展品。香港博物館預料約於兩年內開幕。

陳達文說：「這是我們為市民建設的下一個龐大計劃。我們會從美國買很多能代表美國成就的產品，那些都是我們必須親眼看到的。」

同樣，市政局轄下的太空館也得到美國支持。太空館現時每日放映七場，同時有普通話、粵語、英語及日語旁述。

陳達文說：「美國太空總署很幫忙，讓我們長期借用一塊月球岩石和一個太空囊，還有太空衣等，這些物件都是真正太空旅程中使用過的。」

「太空館圓頂形天象影院的全角度放映機也是美國製的。天文廳及太陽廳很多展品也來自美國。」

陳達文憶述去年市政局亞洲藝術展中大量展品由三藩市亞洲藝術博物館提供。展覽包括前奧委會主席白賴頓治的部份中國藝術收藏品。

他說：「很多當代美國藝術家都來港展出。部份美資銀行在本港也定期攪展覽，這類展覽很受歡迎，也使我們的畫廊能騰空出來舉辦我們已編排的節目。」

前密爾沃基交響樂團音樂總監施馬漢最近被委任為香港管弦樂團音樂總監。香港管弦樂團一九八三年首要客席指揮索斯塔高維治也是美國人。

今年及去年12位美籍客席指揮中，有3位是美籍華人，分別是石信之、林望傑及甄健豪。石信之與甄健豪都來自香港，到美國後極有成就，因此留在當地。

三位美籍華人指揮都會繼續與香港管弦樂團合作，而石信之與甄健豪都已與樂團灌錄唱片。香港管弦樂團的樂師，半數以上來自美國。

一年一席的香港藝術節，美國藝術家也貢獻良多。今年，香港藝術節邀得安德烈柏雲及匹茲堡交響樂團演出，香港管絃樂團更有謝路施華為客席指揮。其他有愚之火默劇團、麥路斯爵士大樂隊、美藝三重奏及華盛頓芭蕾舞團。

市政局今年及去年於大會堂共主辦了34個由美國藝術家及團體演出的節目，數量遠超其他國家。紐約城市歌劇團的主要歌手，於去年港美合作的「蝴蝶夫人」、「卡門」及今年的「波希米亞人」中演唱。三齣歌劇的監製都是盧景文先生，香港管弦樂團也有參與。其他角色由本地人士演唱。

紐約管弦樂團及指揮梅塔將於八月來港演出。另一方面，香港也看到不少新一輩的團體演出，像楊格大學民族舞蹈團、安納波利斯五重奏和簡寧威舞蹈團。

美國也經常參加市政局舉辦的國際電影節。陳達文指出，香港人除美國商業電影外還祈望看更多美國出品的藝術片。他極欣賞「的士司機」美國製片人馬田史高西斯。馬田史高西斯於上屆國際電影節展出其作品「喜劇之王」，並來港參加研討會。

陳達文指出，美國對香港的另一重

要貢獻是書籍出版。他說市政事務署從美國購入大量書籍及錄音錄象帶。不過，由於香港的錄映錄音複製標準都採用歐洲系統，所以當局在這方面有點困難。

然而大部份困難都可以用兩類複製機解決。陳氏說本港各圖書館的藏書，美國是主要來源，很多是與科技及管理學有關。

電影檢查總主任賴鵬指出，本港戲院上映的電影，美國片以數量計僅次於港產片。「美國是給我們供片最多國家。」他說。賴鵬另一個更多人知道的綽號是加拿大出生的電檢官。

過去12個月，香港戲院共上映133部美國片；無線電視放映過1920部，亞洲電視1018部。比較之下，戲院放映日本片有48部，英國片38部、法國片49部、西德片39部、意大利片25部。

過去12個月，無線電視共放映783日本片，大部份是卡通，亞視則719部。無線放618部英國片，亞視155部。兩台均沒放映意大利製作，但法國片無線放映過10部，亞視28部。西德片無線沒映過，亞視則用了12部。

賴鵬說香港大部份電影觀眾年齡介乎17至19歲，一般來自低入息階層。由於這些觀眾大多是華人，看字幕多過聽對白，所以銀幕上的美式英語對他們沒甚影響。

賴鵬也不認為美國電影對香港的生活方式有太大影響。他說香港已是個大城市，足以保持本身的個性與特色。他認為香港的華人要找時尚，通常都是透過其他媒介。

他指出最賣座的是粵語片，美國片中票房與粵語片齊齊的，只有占士邦及星球大戰等少數。他說港產片像嘉禾、邵氏兄弟、新藝城及金公主等出品，在海外華人社會包括美國都有出口市場。港產片以武俠片為主，不過部份製片人仍賣功夫片給中東及非洲。

賴鵬曾任教師，他說美國電影經常描繪頑劣的美國中學生，有惹笑和性感場面，有時也有暴力。他認為這類電影並不真實反映美國教育制度，而對本港觀眾的影響也很少。

賴鵬說他在香港甚少看到一套做過充份調查研究的美國教育性電影。他覺得香港社會在性與暴力之間，較不能容忍前者。父母恐怕子女看到性行為，而近年銀幕上的暴力已見減少。 □



負笈美國

去年全港共有3萬多人往座落香港藝術中心的國際教育協會香港辦事處諮詢有關美國高等教育的資料及意見，其中3,000人終於獲得簽證，前赴有「鎔爐」之稱的美國讀書。

國際教育協會東南亞區分會長韓德生向「工商月刊」強調，該會一切資料及諮詢服務都是免費的，唯一例外是電腦搜索大學資料服務，須收取電腦費用10美元。

國際教育協會成立於一九一九年，是全美最大的教育交流機構，總部在紐約。該會為聯合國成員，與美國通訊社也有密切的合作關係。該會每年財政預算達8,800萬美元，三成由美國政府資助，其餘來自各個基金會、商業機構捐助、外國政府及國際性組織如世界銀行及聯合國教育科學及文化組織等。國際教育協會職員人數不足300，其中280人在紐約總部工作，餘者分散於該會6個海外辦事處，包括香港、曼谷、耶加達、津巴布韋及加勒比海等地。香港辦事處已有20年歷史。

美國共有1千萬大學生，其中33萬（百份之三）是外國學生。數字顯示，平均個別人口計，香港留美學生比任何國家都要多。香港人口共510萬（一九八〇年人口統計），一九八二至八三年本港留美學生共8,610人，即是說，當年香港每百萬人口，即有1,688名學生在美讀書。人數比例次高的是台灣（每百萬人口有1,180學生留美），然後是委內瑞拉（每百萬人口1,040人）及沙地亞拉伯（每百萬人口1,028人）。

入息高先進國的平均人口計留學生數字卻低很多。日本每百萬人口只有117名學生負笈美國，西德每百萬人只得61名，法國每百萬人更低至59名。

韓德生指出，七十年代中期以來，

在美國大學和專上學院就讀的香港學生其實已逐漸減少。一九七四至七五年香港留美學生攀上11,060的高峯，人數為眾多海外留學生中之第二位，僅次於伊朗。一九七九至八〇年，香港學生減至9,900名（第六位），一九八〇至八一年為9,660名（第八位），一九八一至八二年為8,990名（第十位），至一九八二至八三年為8,610名（第十一位）。

他預期今年數字可於8,610水平企穩。

他說人數下降，主因可能是美國領事館為遏止非法移民而收緊簽證政策。另外，本港及美國社會經濟狀況也影響美國錄取香港學生的數量，不過實際影響卻可能難量度得多。

舉例說，一九九七問題可能激起本地學生申請往美國大學就讀的熱潮，但美元強勢也發揮了極大的抵消作用。韓德生更指出，中國開放經濟政策，對有心尋求高等教育的香港市民有額外意義。他說中國已計劃於新經濟區建設大學及其他學術機構，部份計劃已在進行中。香港的年青人，未來可能會選擇往中國學府接受高等教育。

不過，美國仍是修讀科技、科學及商業的重鎮，尤其對外國學生而言。最受留學生歡迎的學科是工程（佔全部留學生百份之廿三點一）、商業及管理（百份之十八點一）、自然科學（百份之八）及數學／電腦科學（百份之七點六）。香港學生的傾向也大致如是。一九八一至八二年調查顯示，本港留學生有百份之廿八點五主修商業及管理、百份之十八點九主修工程、百份之十一主修數學／電腦、百份之七點六自然科學、百份之六點二社會科學。最少人選讀的是農科，本港學生只有百份之零點五選修。

香港留美學生的學歷水平有緩慢但

可見的上升現象，這從具學士以上程度的學生人數百份比可顯示出來。一九六九至七〇年，百份之七十五本港留美學生是大學生，百份之廿二點二就讀學士學位以上課程。一九八一至八二年，大學生百份比降至百份之六十五點六，學士程度以上的學生比例已增至百份之卅一點九。

香港學生跟其他東南亞學生一樣，大多喜歡選讀太平洋沿岸大學，佔本港留美學生百份之卅五，主要集中在加州。其餘則在美國東北及中西部。只有極少往南部或山區。

美國對有志往當地留學的香港學生的開放程度究竟有多大？韓德生指出，美國學府對外國學生一般都採取接受態度，但考慮是否錄取，則視乎學生的學歷、財政狀況和入學動機。獲成功錄取的例子中，申請人的入學目的書往往與學歷及財政狀況同樣甚至更加重要。他說申請人極少純因經濟理由而不被錄取。

韓德生補充說，美國大學其實很希望多收取外國學生，特別是香港的大學畢業生，因為他們能當導師，自給自足。美國數州特別重視海外學生為大學校園增添的國際氣氛，州政府往往不准大學加學費，以免影響留學生。可惜經濟需要往往擊敗良好意願。紐約州最近就將海外留學生學費提高三成半至四成。

韓德生指出，國際教育協會促進高等教育的信念，是大學應是交流意見和體驗思想多元化的地方，而外國學生正是多元化的媒介。國際教育協會在高等教育仍在發展中的國家最活躍，不過該會以至美國政府都並非要造成人材外流。美國大學錄取外國學生，是假設這批來自世界各地的年青人，無論進修甚麼科目，無論受美國文化影響是多是少，學成之後都必須返回原國。 □

本港留美畢業生活躍商界

美國大學同學會會長脫瑞康指出，美國大學畢業生回港後於本地商界十分活躍。脫瑞康是加州大學工商管理碩士，現為至誠服務有限公司董事兼總經理。

脫氏表示，本港的電腦、銀行及金融界都愛起用曾負笈美國的畢業生

。近年美國商號如IBM、王安、萬國寶通銀行及廣東銀行等紛紛在港拓展業務，更增進了本地美國大學畢業生的事業前景。畢業同學當中，不少也從事系統產品市場拓展工作，及於中文大學與浸會書院全職或兼職教授非專業性科目，像商業、語文及新聞

等。

脫瑞康表示，美國大學畢業生最少參與的是公務員工作及專業界，原因是兩類行業的資歷要求都對本港、英國及英聯邦大學有利。香港各大洋行，也表現出較喜聘用受英式訓練畢業生的傳統。因此，出路問題促使很



多負笈美國的本港學生選讀商業課程。少數考入競爭極激烈的專業課程的學生，畢業後大多留在美國執業，只有極少數回港。即使回港，他們也必須先考取本港承認的資格才可在港執業。

因此，美國大學畢業生無論通過官方或非官方途徑參與本地治活動的程度都很低，鄧蓮如卻是個明顯的例外。

不過，脫氏認為情況並非太壞。他相信美國在港資金會目前已相當龐大的基礎上繼續增長，列根最近訪華更有刺激美國投資本港的作用，這對剛由美國返港找工作的畢業生及有意向上爬的中層管理人員都是好消息。

「不過，美國學校本地及海外學生收費的差距越來越大，這對有意負笈美國的學生是個很實質的問題。」他說。「另外，學成歸來的學生如果加入美式機構工作，就必須有心理準備先當三、五年管理受訓員才會有升級機會，而那幾年的工作負擔通常十分重。」

香港學生假如在美國渡過性格成型的幾年，美國對他們的影響就不止於商業方面。脫瑞康本人就能為「文化震盪」的經驗作證。

脫氏於一九六八年離港往印第安納大學，四年後獲商業管理學士學位，再往加州大學攻讀，獲工商管理碩

士學位，一九七三年返港。

「在美國的第一個經驗是失望。當我發現美國人在求學術和運動方面服膺的標準跟我在香港中學時代認為是一流的水準極不同——甚至是高很多——的時候，心裏非常痛苦，也覺得自尊受損。」他憶述。「香港地方小，在這裏只要有一點點成就便很容易沾沾自喜。在美國生活，幫我實際地了解自己的能力和不足。」

脫瑞康捨棄熱門的西岸大學而選印第安納大學，原因是他是游泳發燒友，且十分希望在印第安納大學受游泳訓練——囊括奧運七面游泳金牌的超級巨星史畢之也是來自那大學。脫瑞康雖沒成為奧運巨星，但印第安納地處內陸，華人和香港學生都少，在當地生活使他有機會全面接觸美國生活方式。

他說：「那兒沒有麻雀、沒有茶樓。讀書之餘，我過的是典型美國人生活，即是花很多時間運動、打球，也參加大學的合唱團，假期時在國內四處遊歷。」

他認為香港學生在美國可得到很多人際關係的學問。他認為美國人大致上都直言坦白，也較一般中國人更珍惜個人自由。他比較在印第安納和在加州的經驗，覺得內陸的美國人十分友善——甚至頗有恩賜的態度，而沿岸國際化城市的美國人，則較能以

平等的態度對待中國學生。

美國生活中，個人主義、民主和個人自主的哲學是理所當然的，香港學生在當地受到感染，回港後重新適應香港社會、特別是家人，往往十分困難。「七三年我剛回港時我覺得人人都在侵犯我的個人自由。後來自己年紀大了點，看法有改變，情況才開始好轉。過去十一年來，香港社會也有轉變，更能接受美國式的個人主義。」

脫瑞康現已連任美國大學同學會會長。他指出美式公司管理方法在香港商界中越來越普遍，原因是可能在美國學成歸來的行政人員正學以致用。不過，更重要的，是本港主要專上學府如中大、浸會書院甚至澳門東亞大學也已採用美式學術方法及教授材料，這現象尤以商業課程最明顯。所以，本港大學畢業生也深受美國影響，即使談不上文化層面，至少也有學術方面的影響。

美國大學同學會為非牟利組織，於五十年代初成立，宗旨是為美國大學畢業生及教職員安排社交、學術及社會服務活動。會員現有700名，其中200名相當活躍。美國大學同學會以外，本港尚有百多個美國大學舊生會組織，其中可能以加州大學舊生會最大。另外，美國東岸七家大學包括哈佛和麻省理工的舊生會聯會也相當活躍。 □

交換生引發文化交流

香港中文大學亞洲課程部一九八二至八三年度學生嘉芙蓮肯頓寫道：「我想，了解本國文化的最好方法，是離開它一段短時期去學習別個國家的文化。」嘉芙蓮來自美國維珍尼亞州大學。

亞洲課程部由耶魯中國協會及香港中文大學合辦，每年約有40名學生參加，大部份是美國人。學員跟嘉芙蓮一樣，必須完成一年的中國語文、中國文化及其他亞洲有關課程，並與中大學生一起生活，體會香港東西文化矛盾並存的生活。

學府際的中美文化交流並非新事。以耶魯中國協會為例，該會成立於一九〇一年，創辦人是一羣耶魯大學畢業生，宗旨是促進中美人士相互了解。協會初期工作，是協助湖南省長沙市當地領

袖成立學校和醫院。該會在香港與新亞書院一直有緊密的合作關係，新亞併入中文大學之後，關係仍然持續。耶魯中國協會於一九八〇年與中國大陸恢復聯繫後，一直支持湖南醫學院、湖北醫學院、武漢大學及華中師範大學的各種課程。

「工商月刊」訪問了亞洲課程部主任李弘祺博士。李氏指出該課程由中文大學於一九七七年創辦，原因是當年中大已有相當多海外學生就讀，大學方面覺得需要為海外學生成立一統籌組織。耶魯中國協會的工作既是增進美國人對中國的了解，便捐出100萬港元作為興建亞洲課程部學生宿位設施，另貸款30萬港元作為初期經費。耶魯中國協會更負責為該課程甄選所有北美洲申請人，

日本及其他亞洲國家學生則由日本創價大學甄選。

亞洲課程部已進行了七年，至一九八四年春季學期止，共有404名學生參加，分別來自21個國家的171家大學。據統計，加州大學有最多學生參加亞洲課程計劃，先後共有17名學員，其他依次為創價大學（15）、哈佛大學（14）、格蘭勞學院（12）、德州大學（10）、耶魯大學（10）、大阪外國研究大學（8）及馬加蘭士打學院（8）。除創價大學外其餘均為美國學府。

海外大學生或大學畢業生只要成績在4.0學分制中取得3.0或以上即有資格申請攻讀亞洲課程。於另一大學攻讀碩士或博士學位的研究生及特殊學者（即大學教員或其他進行博士程度以上研



究的資深學者)也可申請。

學員通常在中大攻讀一個學年(兩個學期),費用自付。一九八四至八五學年亞洲課程大學及大學畢業生收費是36,700港元,研究生及特殊學者收費27,300港元,兩者均包括學費及住宿。國泰航空公司、星島基金及創價大學均有為亞洲課程部捐出獎學金,課程部也為證明有需要及學業成績優良的學員提供財政援助,最高可達全部收費的一半。

李弘祺指出,亞洲課程部學員大多是文科學生,不過近年也有越來越多商科學生參與,這趨勢也許反映出美國對與亞洲區貿易的興趣日漸濃厚。學員中也有醫科大學預科生及工程學生。學員返國大學畢業後,部份也回來遠東區工作。有些學員是美國出生的美籍華人,他們來港尋「根」,或學一點關於祖國文化的事物。

亞洲課程部學員可選讀初級、中級及高級程度的普通話及粵語課程。另外,特別為亞洲課程學員設計但所有中大學生都可選修的學術課程有中國文化入門、中國文學、有關香港問題及當代中國問題的研討會及就亞洲課題進行獨立研究等。另外,學員在一般情況下都可選修以下課程:地理、政治及公共行政、歷史、人類學、中文、經濟、藝術、市場拓展及國際貿易、音樂及哲學。所有科目幾乎都與當代中國的政治、社會經濟、歷史及知性發展有關。一九八四至八五學年,亞洲課程學員將有8個語文課程及8個亞洲課程可供選擇。

學術課程以外,當然有其他活動安排,像由亞洲課程部、耶魯中國協會、香港大學亞洲研究中心及大學服務中心聯合舉辦的每月香港論壇。學員也參加東道家庭計劃,約有30個大學家庭(大

多是中大教師)不時對學員提供協助和安排消遣節目。很多美國學生住越南難民營當義務英語教師,表現非常積極;參與其他社會服務活動也相當活躍。亞洲課程部主任也不時在其家中與學員聚會,在輕鬆的氣氛下討論本港事務,效果非常好。這類聚會為美國及中國大陸學生提供一個社交場合,讓他們有機會交流意見;這類機會並非常有,特別是學術時間表緊湊的中國學生。

輔導方面,所有學員分為5組,每組有一顧問,即主任、主任助理、兩位副主任及加州大學計劃交換聯絡主任。

李弘祺指出,美國學生的特色,是對學術和運動都抱積極進取的態度。他們也很積極去了解其他亞洲國家,一有假期便四出旅遊。

美國學生究竟為中文大學帶來甚麼國際色彩?對很多本港學生而言,結識亞洲課程學員可能是他們首次與美國人私人交往的經驗,「文化震盪」可能很大,也可能影響雙方面。

一位外國學生寫道:「文化震盪可以使人很懊惱和痛苦,但當一個人學曉如何去了解其他人感受的基礎時,又會覺得沒白費功夫。可惜的是,每當你剛開始掌握情況後便隨即進入整個循環的另一階段,情況可以十分混亂。」不過,任何學生交換計劃對促進國際間了解的貢獻,似乎正是辨認不同文化體系的分歧,並學習如何處理這些分歧。

亞洲課程並非中大校園內唯一帶來美國影響的學生交換計劃。中大也進行加州大學交換計劃及國際學生交換計劃,兩者都帶來美國學生與學者。中大教師有美國人及曾在美國受訓的其他國籍人士,特別以英文系、商學院及醫學院最多,因此本地的中大學生也有機會接觸美國文化及美式學術方法。 □

服務居港美僑的學校

香港國際學校是全港唯一的美式學校,對居港美僑有重要的支持作用。

六十年代初,淺水灣路德會教堂一羣基督徒商界人士預見香港將發展為商業中心,且會需要一間國際學校。美國密蘇里路德會應這羣商人的要求,於一九六六年成立香港國際學校,性質是私立日校。香港現已轉變為貿易、生產及金融中心,國際學校也已發展出本身的成熟辦學風格,由幼

稚園至第十二班,共有學生1,380名。校監李勵民表示,由於很多美國公司都送行政人員的子女到國際學校讀書,所以學校也有吸引美國資金來港的副作用。

不過,國際學校並非單為美國海外僱員而設。全體學生約有32個不同國籍,其中百份之五十八是美國公民(包括美籍華人),本港華人佔百份之十五。李勵民11年前加入國際學校服

務,他目睹學生人數中,本港華人及其他國籍的亞洲人增加了百份之廿五左右。他認為國際學校能吸引本港華人學生,原因是學校課程整體質素高,而學校為將到美國升讀大學的高班學生也提供恰當的準備功夫。另一個可能的原因,是越來越多跨國公司起用亞洲人出任高層行政人員。

國際學校的美國色彩的確相當濃厚。約有450間公司有僱員子女在這



學校讀書，其中250間是美國商號，另外200間非美國機構。學生家庭背景極多樣化，有商業、金融、工業、外交及傳教等，但大多數是中產及中上階層。學生來自於陶氏化工、IBM、美國大通銀行、Caterpillar和艾克森化工等美國大機構服務的家庭，這些機構津貼學生繳交學費，有的直接捐助校方。

國際學校的學生一般只停留短暫時期，加上背景極不同，教學方法因此也需要靈活。所以，小學同一班的學生年齡和社化成熟度都相若，但學業成績的差距卻可大至4年。因此，教學方法也特別強調個人才能，個別學生無論來自甚麼學業程度，也能在已有的基礎上繼續進展。初中和高中的課程較多元化，學生也可自由選擇學科，但強調個體的教學方法仍十分重要。

李勵民表示國際學校另一美國特色是學習形式十分注重教學雙方交流

和參與。學生必須首先掌握某一題目的基本資料，在課堂上才能積極參與——課堂是討論時間，而不是填鴨式講授。他說：「我們相信學習過程與學習內容同樣重要。」

國際學校的現行教學方法、靈活課程、延續的成績考核、個別照顧及各種課外活動等，先決條件是師生比例要高。學校共有120名教師，分別為10個國籍人士。其中百份之七十五是美國人，部份非美籍教師也曾任美國讀書。國際學校由幼稚園至第八班每班平均人數是22至23人，中學每班人數由8至25人不等。視個別學科而定。學生流動性頗大，平均留校期間是3年，這點對老師特別挑戰。

美國公民一般都可免試入學。來自非美式學校的學生則根據筆試、面試及過往成績甄選。由於教學媒介是英語，所以申請人的英語水平特別重要。

國際學校的學費以本地水平計十分高昂，但據稱跟美國本土的私立日

校則相若。一九八四至八四年度幼稚園收費16,600港元，第一至第六班33,200港元，第九至第十二班34,200港元。校監指出，家長只要子女得到良好教育，都樂意負擔學費。

高中學生還可參加高級課程，修畢高級課程即相等於獲得4個大學學分。香港國際國校有九成中學畢業生負笈美國，分別進入全國各地70多間不同類型的高等學府。

香港國際學校究竟有甚麼國際特色？李勵民提出，跨文化課程在校內日益重要，意思是學生在獨特的香港／亞洲環境下學習不同科目。作為全港唯一的美式課程學校，它已成為本港常規以外另一種教學法的典範。每年，教育署和師範學院都派人參觀國際學校，他們對美式教學法都深感興趣。李勵民說：「我們希望將美式教育制度的優點表現出來。我們相信，要幫助年青人面對不停轉變的世界，美式教育哲學尤其有效；年青人要做到這點，必需具備思考能力和自信。」

可樂巨無霸金寶湯—— 香港生活方式之一

部份美國消費產品在香港社會十分流行，已成為香港生活方式一部份。本港著名的美國商品，除無處不在的新奇士橙（60頁）外，還有可口可樂、較近期來港的麥當勞漢堡飽和家庭主婦的老牌後備金寶忌廉雞湯，另外更有形形色色的時下流行食品。

這些美國消費品並非無對手，它們與競爭牌子在世界各地爭取市場佔有比例，互有勝負。香港人對上述及其他美國消費品牌子相當忠心，基本原因是這些產品的專營權持有人推銷策略持久而出色。專營權持有人很多時都是本地機構，可口可樂就是極不尋常的例子。

太古於一九六五年買下香港的可樂專營權。太古汽水廠生意極成功，開始向海外拓展。但東亞其他地區的歷史因素往往限制了當地生意機會，太古於是轉向美國本身拓展。今日，太古集團不單擁有紅磡的太古汽水廠，名下還有汽水廠集團，在美洲也擁有很多專營權。

太古集團內的汽水廠集團於一九七

八年接收了鹽湖城的入瓶和分銷專營權，自此以後，該集團更在愛達荷州、猶他州和哥羅拉多州購入另外6個專營權。集團在墨西哥邊境的西德薩斯州城鎮艾柏斯也有專營權。

太古集團董事兼汽水廠集團首腦鄧敏勤表示：「這看來就像個阿拉伯人收買美國棒球隊般奇怪，但從生產及分銷方面的規模經濟看，都是明智之舉。我們在美國已成立兩所大型中央生產中心，也開了幾間多樣化分銷中心，分佈各區。」

「美國一度曾有1,100至1,200家可口可樂汽水廠，現已減至450家左右。數字降至10至12家左右也非絕無可能。」

鄧敏勤表示，太古在香港銷售的可樂汽水仍是較公司在美國銷售的多，不過出產與銷售比率正逼近50比50。公司假如不是在美國也生產經營而是局限於本港，可樂銷售量會比現時少一倍。「這與一九九七無關，只是盡量從自己有信心做得好的生意中製造最大收益。」

太古在香港的可樂汽水廠，也許是

全球最高的。鄧敏勤說：「限於空間關係，人家可以橫排做的，我們都要縱的做。緊密性是我們從香港帶到美國的經驗。」

他解釋：「香港由於傾向生產低價貨品，不可能倚賴顧問和外界服務。生產和分銷工作必須自足。這情況在美國已不復多見，但我想這種做法快會復興。」

「不靠顧問和外界服務的結果，是我們獲得全面的經驗。我們也學曉了在價格和廣告以外的更多市場拓展方法，取得控制品質和一般市場拓展的經驗。」

鄧敏勤指出，香港機構在美國經營必須十分小心。太古在美國無論想在工作方法上引進甚麼轉變，都必須循序漸進，以免失去僱員的支持。太古內的汽水集團在美國僱員共650名，在香港則1,150名。美國方面只聘用了2名來自香港的員工。

香港人吃的橙，大多來自加州，但麥當勞漢堡飽和金寶湯的總公司，卻來自以芝加哥為首府伊利諾州。香港有



300 多家總部在伊利諾的商號，僱用4,000 多名本地人。

來自伊州的著名字號，還有凱悅酒店系列和聯合航空；後者已開設直航班機飛美。工業界則有美國航外機亞洲有限公司和Motorola。廣告公司有李奧貝納，而美國最大連鎖商店像施百樂和蒙高馬利維等，在香港都設有採購辦事處，佔香港本地出口相當數量。

另外還有卡夫牌芝士和沙律醬與箭牌香口膠。本港畜養的豬隻也有伊州的影響，原因是豬農入口伊州豬隻以改善本地豬種。

美國伊利諾州政府辦事處香港分處代表李樂文（卅七歲），生於香港，於密蘇里州受高等教育。李樂文表示，來自伊州的商號多從事銀行、製造業、法律行業、廣告、市場拓展和運輸，它們對香港經濟相當重要，每年營業額高達8,000 萬美元以上。

伊利諾州為本港商人提供學歷方面也貢獻良多。李樂文提及知名商人如開達實業董事丁午壽和維他奶的羅友禮，都是伊利諾大學畢業的200 多位本地成功商人的例子。伊利諾大學在港也有舊生會。

香港與伊州的雙邊聯繫正在擴展。李樂文說，每月都有8至15位伊州商人來港促進貿易。他表示伊州向港銷售電子零件、醫院器材及供應品、建造業器材和建築材料。

阿拉巴馬、喬治亞和南卡羅來納等其他美國州在本港也有辦事處。不過，李樂文表示伊利諾州是最早來港設直接代表的州，也是最活躍的。他補充道：



「中國市場現正日漸開放，香港辦事處因此特別重要。」

他表示，伊州售給中國的工業產品，有醫院器材、紡織機器、農場器材、通訊器材、電子製造器材和配種牲口。莊德利農場器材製造商最近與瀋陽一家中國公司簽定引進技術協議，伊州與遼寧省也是姊妹省。

李樂文說，目前他正跟10至20間有興趣在伊州做點事的本港商號洽商，大部份都有意開設推銷辦事處和貨倉。伊州提供低息融資、訓練基金和廉租廠址。過去五年，約20家香港公司在伊州啓業，從事輕工業如電子、汽車配件、食品加工甚至生產蠟燭等。他表示大部份現仍處於全盤計劃的第一階段。

另一方面，麥當勞最近宣佈要在香港啓德機場興建冷藏式貨倉的大型計劃。而來自北卡羅來納的雷諾士煙草公司已與中國簽定協議，於廈門經濟特區生產一共同擁有牌子的香煙，成為首家打入中國市場的外國香煙公司。

百事可樂在深圳經營已好一段日子，實際上還出口來香港，罐則是大埔造的。雅達利遊戲機製造商最近餽贈治療用遊戲機予根德公爵夫人兒童醫院，大大提高該公司在本港的形象。

在香港，不單美國商號和流行消費產品相當普遍，美國人也一樣觸目。本港忙碌的街道，每日都有美國遊客踏足。美國遊客已成為本市市面景象的一部份，尤其在主要購物區。

美國遊客乘汎美、西北及聯合航空或其他航機抵港，再入住酒店。正因為有美國遊客，酒店房間租用率才會高企。對每年50多萬訪港美國遊客來說，香港就代表東方的一切，來香港一遊省時省力。

香港旅遊協會數字顯示，經濟不景過後，美國訪港遊客人數現正上升。去年抵港人數增加百份之十九點五，一九八四年首季則增加百份之廿六點三，每人平均在港消費4,770 元。

美國遊客約有七成是渡假性質。香港的高樓大廈之多，大部人都有點意外，也使他們想起紐約。美國遊客對本港大多十分滿意，尤其喜歡中國食品。

美國遊客愛吃中國食品，就像香港較年青的一代喜歡可樂、巨無霸和林林種種本港現已有售的美國快餐食品一樣，包括極受歡迎的意大利薄餅、Dunkit 甜甜圈、Amos 曲奇、美國各個牌子的雪糕和See's 糖果。 □

我們確有一些—— 還需更多連鎖工業

要商界人士說出香港有甚麼重工業，他們大多要費煞思量。本港幾乎全部商人都向海外購買資本貨物。

人人都知道青衣島有4個船塢（71頁），還有將軍澳的10間軋鋼廠和2間煉鋼廠（72頁）。其他的，則視乎個別商人本身如何界定重工業。

香港沒有石油化工廠，雖然一九七三年石油危機之前，南丫島和大嶼山都分別有計劃要興建。不過，陶氏化工有生產塑膠，香港也出產液體氣。

香港沒有煉油廠其實是好運氣。世界耗油量下降使石油供應出現全球性過剩現象，很多煉油廠都要關閉。

香港也沒生產汽車。但美國舷外機亞洲有限公司卻出產舷外推進器。本港生產機器大部份是進口，而香港人對營業資本貨物入口數字都極關注，希望本地工廠都投資在新技術方面，並將舊器材換新。不過，大埔工業邨也製造擠壓機，並建立起活躍的出口市場，主要輸往第三世界國家。

大埔有一家日本廠製造建築地基樁，的確夠重。

另外，建造地下鐵路、橋樑、天橋和東區高速走廊等公路等多個日本、南韓、歐洲和澳洲的土木工程公司都是重工業機構。建造水塘和隧道的法國與意大利公司也是一樣。

你或會說香港的發電廠和鐵路也是重工業。但青山的發電機是英國通用電器造的，港島及南丫島的則是日本三菱製造。香港聯合船塢為毗鄰青山發電廠的中國水泥建造很多資本器材。水泥廠運用發電廠的飛灰生產。

香港聯合船塢也為地下鐵路及九廣鐵路建造控制及訊號系統，但不造船。聯合船塢只修船和改裝船隻，但也計劃為南海油田工業承造鋼質建設和修理油井機等。

歐亞船廠已為海外買家造了3座升高式油井機，現正徵求更多訂單。青衣島的中華造船廠也在建造小型拖船。不過，中資的友聯機器修理廠主要業務則限於修理中國大陸船隻。

香港聯合船塢的前身，即黃埔與太古船塢，於一九七二年放棄造船。當時與日本競爭下，兩家船塢只接到一款一艘的訂單，極不化算。

不過，油麻地小輪公司現仍自建部

份渡海小輪。聯合船塢的前身多年來曾建造天星小輪和2,000艘其他船隻。

黃埔和太古船塢也造過很多九廣鐵路的舊式火車。聯合船塢也建造本港的工業用貯存桶。

以上種種，說明香港無論在資本貨物生產或金屬冶煉業方面都不大活躍。不過，如果跟歐美甚至日本南韓競爭是可行的話，香港參與重工業的程度可以更大。

工業署長易誠禮形容本港重工業在工業界中的角色只是「邊際」的。他說：「本港工業需要大量金屬片。本港倘能供應金屬片，不但成本方面有利，廠家也較易買到要買的式樣。」

易誠禮指出，將軍澳主要是生產建造用鋼枝。「香港並無將原料鑄成鋼、鋁、銅或青銅塊的工廠。比方說，煉鋁就需要大量用電，我認為市場需求並不足以保證香港煉鋁會有利可圖。」

易誠禮指的需求，其實是連鎖工業。舉例說，英國由於國民保健計劃取消了供應眼鏡框，當地出現了眼鏡框新市場，但本港卻造得很少。本港廠家要入口金屬片或膠料才能把鏡框衝壓出來。

其他國家的眼鏡框廠家訂購最新色澤的原料，只要一天左右就收到貨，用剩的原料片更可賣作物料循環，還可得到付款單。香港廠家則要入口原料片，由訂貨至收貨得花3個月時間。用剩原料不會有人買，而入口原料稍有延誤，便可能使款式過時。

其他本港有潛力生產的貨品也有同樣問題。不過，本港已有相當基礎的工業，均已發展及正在發展本身的連鎖工業，成衣就是一例。中國南部實施開放政策促進工業化之際，潛伏市場也逐漸擴大，因此，香港建立連鎖工業的潛力也日益增加。

工業署的主要活動之一是促進工業投資，包括連鎖工業和新消費產品的投資。投資人士的諮詢十分踴躍。

今年四月杪，工業署有400個活躍的工業投資檔案。頭4個月內，投資人士已在18個計劃上作出決策（美國7個，英國5個）。

一九八三年共有諮詢780宗，一九八二年695宗。八三年總數中有186宗來自美國，八二年來自美國有695宗。來自英國及北歐國家諮詢分別為八三年

177及八二年139宗。

易誠禮表示，過去12至18個月，海外投資者共於26個計劃上作出對香港有利的決策。另外，他指出工業署已察覺到很多廠家已擴充本港廠房，像美國的確達電業有限公司、Motorola、陶氏化工和美國舷外機亞洲有限公司等。

連鎖工業方面，嘉士亞洲有限公司是擴張發展的好例子。最近，嘉士亞洲慶祝來港首10周年暨擴展工程最後一期開幕，易誠禮就是主禮嘉賓。

易誠禮當時說道：「工業署於一九七三年成立工業促進組之時，嘉士亞洲是使用該項服務的商號之一。自七三年起，嘉士亞洲穩步擴展，至今已迅速成為香港及亞太區首要的高級精密儀器供應商。」

「嘉士亞洲的名字，已等如優良可靠的技術。嘉士公司再次證明，海外投資為投資者可帶來雙邊利益：一方面是本港工廠盈利能力高，另一方面，通過引進新技術，對經濟也有貢獻。」

「精密儀器工業不單在本港增長中的電子業扮演重要角色，對塑膠及電器等主要出口工業也同樣重要。嘉士亞洲在擴展過程中，不斷提高和現代化生產設施，反映出上述各行業對精密儀器行業在質和量方面不斷增長的需求。」

「廠家為保持海外競爭力，紛紛探求生產效率和成本效率更高的生產方法，因此，上述趨勢必須持續。嘉士亞洲具備作為同業先鋒的技術資源與企業眼光，前景肯定一片光明。」

「跟任何公司一樣，嘉士亞洲要有發展，必須維持於新機器、研究、設計及香港最有動力的資源——人力上的投資計劃。嘉士來港設廠至今的增長，反映出管理層的投資政策相當恰當。」

「本人深信，未來發展也將倚賴這投資政策得以繼續執行。嘉士公司持續參與本港工業發展及工業多元化，將收到美好成果。」

本港入口營業資本貨物水平仍未回復七十年代後期及八十年代初的水平，但易誠禮表示「香港已離開」衰退與政治前景不明造成的「谷底」，並「正往上升」。

電子業方面，易誠禮談及中型公司資金不足問題，並表示生產力促進中心有責任找出香港在甚麼範疇能提供支持

設施，像電腦輔助設計等。

他說星加坡為工業擴展找尋適當的工源比香港有更多困難。他表示星加坡有3家公司因此考慮來港設廠。他相信香港確以工人流動性馳名。

工業署每年派遣投資促進團往英美及日本。易誠禮報導，該署上次訪英團可能為香港帶來起碼3項新工業投資。該團於倫敦、紐卡素及愛丁堡都舉行了研討會，每次都有約50家商號出席。

他表示由於東亞是經濟增長區，英國商人日漸重視東亞，特別是中國以擴展業務，也多認為香港是管理業務的理想中心，找個中國人合夥，他們也認為是上策。

他指出，工業署外訪團能說服可能投資人士，指出香港並非快要關門大吉。研討會顯示，已在香港有業務或辦事處的投資人士比未在香港經營的較樂觀。

易誠禮指出，美國人在本港於制定

決策方面十分活躍。這些決策未必與生產成品有關，而是在港設立區域辦事處。

對投資香港一片樂觀氣氛中，究竟有沒有公司決定在本港投資新的重工業？當然，商業機構作出投資決策前，通常不會公開可行性調查，不過，除連鎖工業以外，可能不會有人投資其他重工業。 □

香港聯合船塢： 規模經濟出色例子

香港聯合船塢有限公司座落青衣島，執行董事何大偉形容該公司為香港規模經濟成就的出色例子。

香港聯合船塢有限公司於一九七三年由香港黃埔船塢有限公司修船部及太古船塢工程有限公司合併而成。兩間公司的舊址分別已成為紅磡及太古城的中產階級住宅發展計劃，現時仍在發展中。

黃埔及太古船塢以往聘用6,800工人及125海外僱員。香港聯合船塢現僱用1,800工人及12海外僱員，不過，生產能量及設備則比舊有兩間公司合計還要龐大和精密。聯合船塢於青衣島上的225萬平方呎廠房是以私人合約方式向政府租賃。

何大偉指出，兩家船塢公司合併後於一九七六年決定於青衣島發展。太古船塢於一九七八年已關閉，九龍方面的船塢也於一九八〇年搬遷。

何大偉說：「我常說聯合船塢是在鹹水和山泥上建立起來的。我們投資了6億元，不過建築成本並無超出預算，這點我頗感驕傲。」

「我們基本上有3個浮塢，而沒有用乾塢。現時10萬載重噸的船隻也可入塢，以前在九龍最多只能處理35,000載重噸船隻。」

「我們為機器及工作方法做了不少現代化功夫，也刪除公司組織臃腫的部份，現時架構相當精簡而有效率。」

「公司現時能處理的吞吐量，與合併前兩家船塢的總吞吐量一樣。我們對公司做過很嚴謹的檢討，對現時的運作方式十分驕傲。」

「這兒的員工真棒。他們之中有工程師和技師，部份電子及金屬放射人員的技術水平極高。」

「我們是全港率先採用正規學徒訓

練的機構。學徒現時受4年訓練，包括船塢訓練及修讀理工學院日間課程。

「我們訓練的學徒，留下來工作的不足三成。有很多畢業後都在其他機構找到頂尖兒的工程職位。試找包玉剛爵士旗下巨型油輪的總工程師談談，他可能是這兒的畢業學徒。」

「我們的高材生通常到英國去，在Strathclyde獲取海事工程或航海建築的理學學士銜。」

何大偉說九龍半島及港島的舊船塢早於一九七二年已停止造船。他解釋道：「我們當時的市場很窄。」

「當時我們做的船仿似勞斯萊斯，售價卻好比迷你米拿，問題就在這裏。我們造的都是很專門的船隻，像造瑞士錶一樣，但訂單只是一款一艘。說真的，造船要賺錢，唯一方法是每款造10至

20艘。

「當時，跟我們買船的船東自然為新船高興，但我們的得益卻很少。當時九龍和港島的船塢都是做這種工作。黃埔船塢於一八六一年成立；連同港島太古船塢，成立以來造船2,000多艘。」

何大偉指出，今天的香港聯合船塢做4種工作：

- 修船
- 改裝船隻
- 開始離岸油田工作，建造鋼架結構，容納油田設備、主要鑽油台及有關設備。
- 陸上建設工程，像青山發電廠的儲存桶、高煙囪及地下鐵路與九廣鐵路的控制系統。

何大偉說自己來自英國太恩，23年前加入九龍船塢當助理會計師。他說聯



合船塢為全球所有海運國家都修過船。「我們好比承辦殮葬的人，世界各地船隻發生不幸，我們就很忙碌。我們做不少這類工作。」

他表示有興趣修理趙世彭旗下最近在波斯灣被炸的油輪。不過他不知道那艘油輪是否會被拆毀。

「我們常想找的生意是大規模改裝工程。至今為止，我們承造過最大的改裝工作，是將一艘乾貨船改裝成名叫「能源探索號」的離岸鑽油船，實際工作包括建造數千計不同的專門設備，甚至有個直升機升降台。

「那次的帳單是3,000萬美元，這類工作就是我們常常留意的。」

何大偉認為，聯合船塢的前景，繫

於中國離岸石油工業。「世界長期船務不景使我們的修船業務陷於低潮。建築業低潮使陸上工程大為減縮。

「南中國海探油工作在進行中。香港與海南島之間有5個鑽油台操作，今年內將另有5至6座鑽油台加入探索。一鑽到油，石油工業各方面就大有可為。

「鑽油台租金每日高達45,000美元，出現故障必須盡速修理，我們就能提供快速修理設施。

「深海探油鑽船也是一樣。由於有將乾貨輪改裝為能源探索號的經驗，我們知道得很清楚。」

何大偉說地下鐵路及九廣鐵路全部自動控制及訊號系統都是香港聯合船塢造的。聯合船塢最大宗的陸上工程，是

建造青山中國水泥廠。「我們承建所有鋼工、喉管及電機工程。

「連釀生力啤的桶都是我們造的。」他驕傲地說。

何大偉來香港之前是蘇格蘭的紡織業特許會計師。在香港與黃埔船塢他由助理會計師升為總會計師再升為公司秘書。香港聯合船塢成立時，他是公司首位商業董事。

「跟著，我參與建設香港首座貨柜碼頭——香港國際貨柜碼頭有限公司。我也跟城市地產有限公司合作，為紅磡的12,000個住宅單位做了不少基本工作。

「然後我返回聯合船塢打理生意。占卡素退休後我便出任執行董事一職。」

紹榮於將軍澳煉鋼

紹榮鋼鐵有限公司是本港少數鋼廠之一。紹榮董事長兼總經理龐鼎元30多年前一次外遊途中被一名歐洲鋼業專家的說話打動，要不然，也許根本不會有紹榮鋼廠。龐鼎元說：「那位專家當年對我們解釋鋼鐵業對建設國家是何等重要。看看戰後的西德，看看日本，他們重建國家多麼快——我記得他這樣說。他的想法打動了我，我便由貿易轉向軋鋼以至煉鋼。」

紹榮於將軍澳的煉鋼廠已有20年歷史，面積50萬平方呎。廠房每月生產2萬噸鋼枝供應本地建造業。工人共400名，大部份為技術員與技師，負責監察全機械化器材的操作情況。公司計劃將每月產量增至3萬公噸，最高生產能量估計可達4萬公噸左右。

龐鼎元對「工商月刊」表示，香港每年消耗本地製及入口鋼枝共70萬公噸。建築業高潮時，每年耗鋼量超過100萬公噸。

龐鼎元對鋼業重要性的基本看法至今並未改變。不過，多年的實際經驗，使他的觀點更形準確。

他指出鋼由於笨重，最好能避免運輸問題而本銷，這點與隨時可外銷的輕消費品相反。本港市場雖能支持鋼業生存，但市場畢竟小，因此也同時限制了鋼業大幅擴展。台灣及日本由於國內重工業發展得較好，國內鋼產需求量因而

很大，日台兩地鋼業發展也處於較有利位置。

本港適用於鋼廠的土地很少，龐氏也逼得不能擴充現存廠房，而將實力轉移到提高生產力方面。多年來花在新爐和器材上的投資以千萬元計，但龐氏仍然覺得空間問題是限制產量的最嚴重缺點。「如果我們擴充，唯一方法是到另一個城市開廠。」

他憶述說六十年代時，香港有30多間軋鋼廠，集中在長沙灣、九龍灣及葵涌一帶的拆船中心。軋鋼出現熱潮，主要成因是當時拆船工業提供了大量廉價勞工，而東南亞市場對軋鋼也需求甚殷。七十年代期間，3個拆船中心都先後重新發展，而香港城市發展步伐加速，也使鋼業出現結構性轉變。很多小型軋鋼結束，餘下的紛紛搬往將軍澳。他說全港目前約有10間軋鋼廠及兩間煉鋼廠仍在運營。

龐氏除是鋼鐵企業家外，也是一間庫運公司及貨運公司的董事長。生意雖是多元化，但他始終相信鋼業在香港發展中扮演的「骨幹」角色。他說：「鋼是每座大廈、每條路、每道橋都不可缺的。可以這樣說，鋼業在本港和世界各地，某程度上都支持了能源工業。」

龐氏對本港電費也頗有微詞。他指出香港電力比台灣貴得多，即使機器操作時間表已盡量配合非繁忙時間以利用

優惠收費，電費也是偏高。

香港社會經濟狀況瞬息萬變，龐氏多年來在毫無政府協助的情況下戰勝了不少風浪，傳播媒介對他具特別意義。其中一次風浪是一九六七年的危機。當時中華人民共和國將大量鋼枝以低於國際價格輸入本港。紹榮失去全部本港生意，唯有出口往泰國。但泰國政府很快就對鋼鐵入口徵極高關稅，目的是保護當地稚嫩的鋼業，也可能想藉此鼓勵外商於當地投資造鋼。

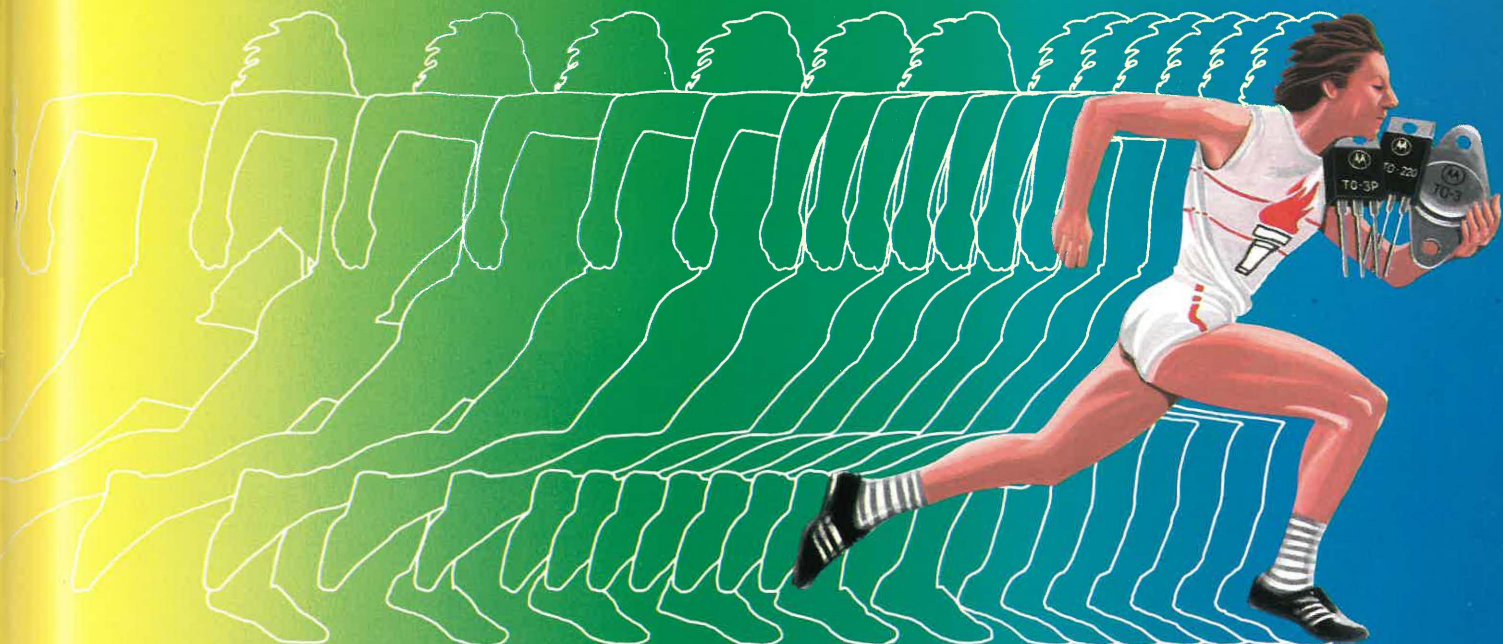
「正當我們幾乎決定要結束將軍澳廠房遷往泰國的緊急關頭（職員都不願離開香港），部份報章報導了我們的危機，呼籲港府採取行動，拯救本港寥寥可數的重工業之一。

「報界報導了我們的危急情況後不久，中國方面便將輸港鋼鐵減至每月5,000公噸。我們終於渡過難關。」

他認為中國挾四個現代化計劃及發展經濟的決心會帶來鉅大的市場潛力，不過先決條件是政治局面穩定。該公司目前賣相當數量的鋼給中國各省市，都是鐵路在建設或翻新中的地區。

龐鼎元表示，他既是中國人，對香港社會也有強烈歸屬感。他看到鋼業對香港發展作出極具體的貢獻，感到十分驕傲。 □

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5KHz

20KHz

50KHz

100KHz

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CHART 1 — SWITCHMODE I DEVICE CHARACTERISTICS (5 — 20 KHz)

Device Number	IC (Amp)	BVCEV (Volt)	BVCEV (Volt)	Typical Switching Time (Inductive 100°C)		Package
				Storage Time tsv (μS)	Crossover Time tc (μS)	
MJE13004-13009	4-12	300-400	600-800	0.9	0.14	TO-220
MJ8500-8505	2.5-10	700-800	1200-1400	1.6	0.6	TO-3
MJE8500-8503	2.5-5	700-800	1200-1400	1.6	0.6	TO-220
2N6542-6547	5-20	300-400	650-850	4	0.6	TO-3
Switchmode Darlington						
MJ10020-10025	20-60	200-850	300-1200	1.9	0.6	TO-3
MJ10013-10016	15-50	400-600	650-750	1	0.3-1	TO-3
MJ10000-10009	10-20	350-500	450-650	0.8-3.5	0.3-1.5	TO-3

Switchmode II offers you higher performance and reliability from 10 to 50 KHz with no price premium. RBSOA ratings are extended to 750V.

CHART 2 — SWITCHMODE II DEVICE CHARACTERISTICS (10 — 50 KHz)

Device Number	IC (Amp)	BVCEO (Volt)	BVCEV (Volt)	Typical Switching Time (Inductive 100°C)		Package
				Storage Time tsv (μS)	Crossover Time tc (μS)	
MJE13070-13071	5	400-450	650-750	0.7	0.3	TO-220
MJH13090-13091	15	400-450	650-750	0.8	0.2	TO-3P
MJ13070-13101	5-20	400-450	650-750	0.7	0.3	TO-3

Switchmode III operates from 40 to 150 KHz, an order of magnitude in front of ordinary power bipolar, is extremely rugged and inherently resistant to hot spots. RBSOA ratings are up to 2A at 850V.

CHART 3 — SWITCHMODE III DEVICE CHARACTERISTICS (50-150 KHz)

Device Number	IC (Amp)	BVCEO (Volt)	BVCEV (Volt)	Typical Switching Time (Inductive 100°C)		Package
				Storage Time tsv (μS)	Crossover Time tc (μS)	
MJE16002/MJE16004	5	450	850	0.5	0.1	TO-220
MJH16006-16018	5-15	450-800	850-1500	0.8	0.1	TO-3P
MJ16002-16018	5-20	450-800	850-1500	0.8	0.1	TO-3
2N6833-6837	5-20	450-800	850-1500	0.8	0.1	TO-3
MJ16002A-16010A	5-15	450-500	850-1000	0.8	0.1	TO-3
MJH16006A-16010A	8-15	500	1000	0.8	0.1	TO-3P

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