

工商月刊

BULLETIN

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BEATING HEART DISEASE

Healthier living can help
curb the rising trend in
lifestyle-related diseases

正視心臟健康

改善生活習慣，能助
扭轉相關疾病日增的趨勢



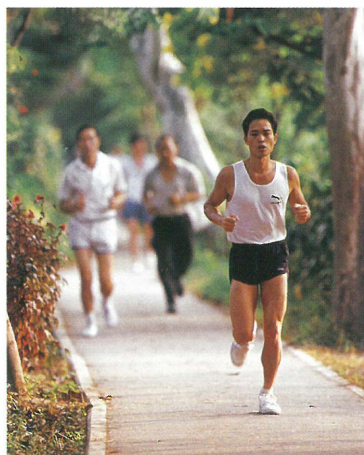
HK\$30

BIG INDUSTRIES' BIG POLLUTION SOLUTIONS 大型企業的大規模環保措施



Revolutionising the Management of Commercial Records: **1975** - Crown pioneers confidential documentation storage with the launch of its records management service in Hong Kong. **1987** - The first wholly-owned Records Management storage complex is completed. **1992** - Crown revolutionizes records management with a fully automated bar coding and inventory system. **1994** - The new Crown Worldwide name becomes synonymous with total quality service as it expands globally. **1995** - Records under Crown's Management reached 1 million cartons. **1997** - Crown achieves ISO9002 status as part of its commitment to the philosophy of excellence. **1998** - Records management is taken into a new age with the launch of RSWIN, an interactive inventory management system. **1999** - Demand for professional records management is on the increase as Crown acquires its third storage complex. **2000** - 20 years and two million boxes on, Crown Records Management breaks new ground as the leading confidential document storage company with the launch of a state-of-the-art web tracking system that offers efficient self-monitoring capabilities. **2001 & beyond** - Crown's future capabilities include: 1. Establishment of a media center for storing tapes, CD roms and all valuable media records. 2. Development of an imaging service for scanning documents and storing the disc.





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New accountability system is positive step for HKSAR

The SAR Chief Executive, Tung Chee-hwa, will start his second term in office with a new system of accountability for principal officials within his administration that will help ensure the effective implementation of his policies.

What has been termed by some a “ministerial” system, with 14 principal officials separated from the civil service and selected by and answerable to the Chief Executive, is a welcome restructuring of the SAR administration.

The Chamber strongly supports the new system, as it should enhance transparency, clarify lines of responsibility within the executive tier of the administration, and enable the machinery of government to operate more smoothly and effectively. It should also help increase Hong Kong people’s confidence in the government and make the government more responsive to community needs.

In addition, the new accountability of senior officials directly to the Chief Executive should help him ensure his programmes for the future growth and development of the SAR are carried through to completion and achieve the goals originally expected of them.

Over the years, the civil service has been the cornerstone of policy implementation in Hong Kong and the proposed accountability system, to be introduced on July 1, should not be seen as a criticism of their recent performance. Nor should it be seen as usurping their role.

Hong Kong’s civil service performed well during Mr Tung’s first term, but it is unfair to expect them to be universally comfortable with policy promotion, or to “think outside the box” after years of working in a methodical and disciplined culture.

The new system should be seen as complementing their good work, rather than a criticism of their past performance, and with its introduction we must be aware of the need to protect the morale, stability and welfare of the civil service.

The Chamber believes that the new system will take a lot of political pressure off career civil servants at the senior level who, in the past, have not only been charged with implementing government policy, but explaining and defending it before Legco and the public as well.

By firmly drawing the line between those responsible for ini-

tiating public policy and those responsible for implementing it, the role of career civil servants should be made clearer.

Furthermore, communication within the administration should be enhanced, particularly between the respective policy areas. This should lead to greater effectiveness and efficiency within the administration, especially where government programmes involve the activities of several different bureaux or departments in their implementation.

The new principal officials will have to be appointed on merit and bring to their respective jobs expertise, communication skills, management experience, and commitment to the Chief Executive’s policy direction, along with a willingness to offer creative and diverse opinions to him.

This should ensure a thorough airing and examination of new policies and their speedy and correct implementation. If they fail, they will have to answer why.

There are some in the community who have, of course, criticised the proposed system as establishing a new elite or inner power group for the Chief Executive, for ignoring the Legislative Council, being undemocratic, or likely to make things more politically difficult for the civil service. These criticisms are totally misplaced.

Far from putting in another group to “rubber stamp” policies and act as “yes-men” to the Chief Executive, the new system will actually result in a new group with fresh ideas and the mandate to move ahead with policy initiatives, once they have been approved by the Chief Executive. If they do

not, they will be answerable to him for not doing so.

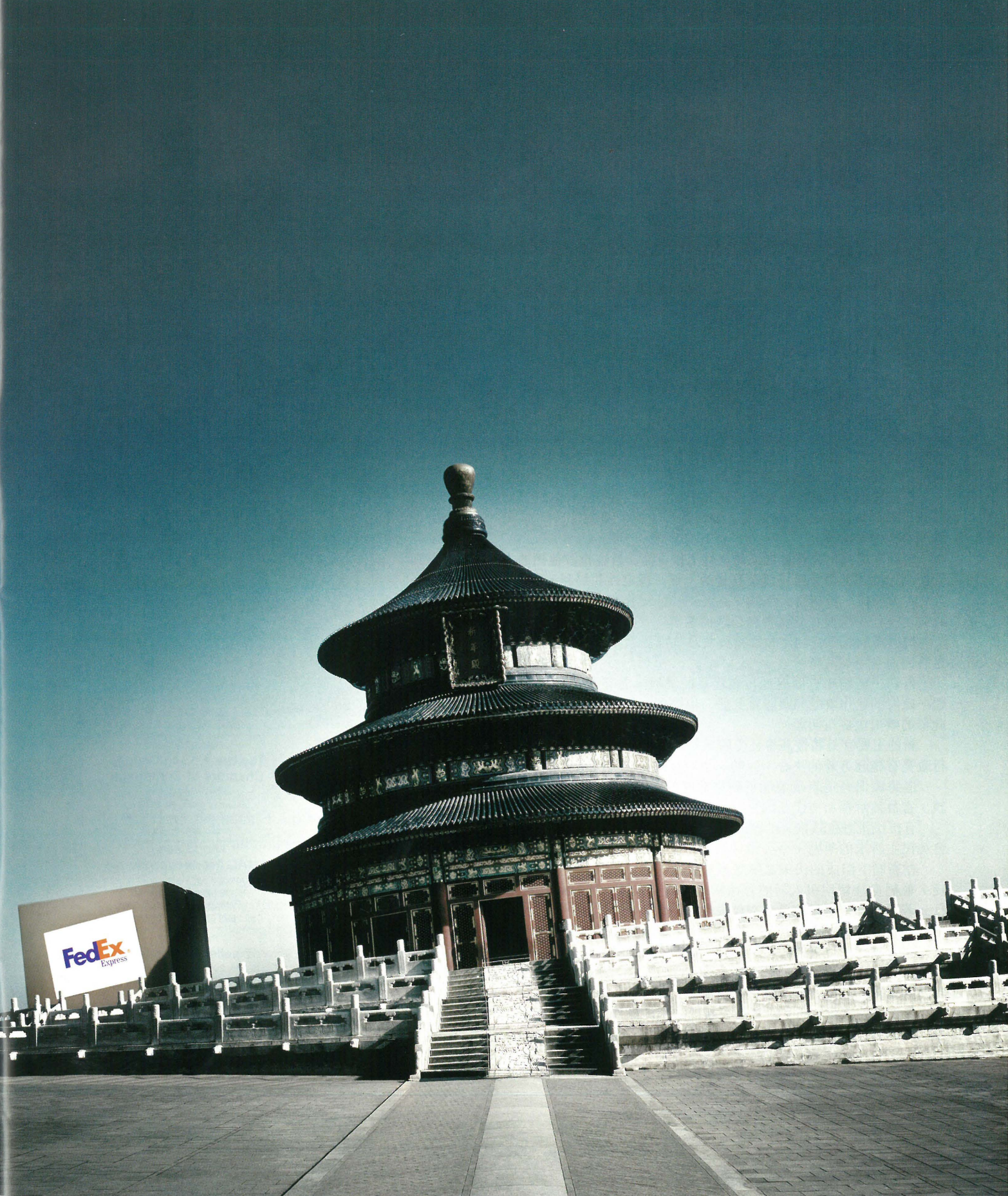
The greater transparency of the new accountability system will also mean that new appointees are likely to be more politically responsive rather than less, with greater responsibility directly to the Chief Executive.

It enhances responsibility and transparency across the spectrum. It should ensure the administration will be able to get things done more easily with fewer bottlenecks, greater co-ordination between departments and greater follow-through on all policy decisions.

The fact that Mr Tung decided to make the announcement of the details of the new accountability system to Legco himself, is a measure of the importance he attaches to it. The new system should have the support of all in the business community. **B**



Christopher Cheng 鄭維志



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新問責制 積極進取

特

區行政長官董建華計劃於第二屆任期開始時，採用新的主要官員問責制，以確保有效地落實他的治港政策。

在這個有人稱之為「部長制」的新制度下，14名政府主要官員將脫離公務員體制，改由行政長官選任、直接向行政長官負責。新制為特區政制帶來改革，受到歡迎。

總商會大力支持新制，認為它能增加政府施政的透明度、釐清執行部門的權責，並使政府的運作更具效率和順暢；同時，亦應有助增添市民對政府的信心，及加強政府對市民訴求的回應。

此外，高層官員改向行政長官直接負責，應有助後者確保他所擬定的香港未來發展藍圖能貫徹落實，達致既定的目標。

公務員向為香港施政的基石，建議於本年7月1日起實施的問責制不應被視為批評他們的工作表現，或損害他們所擔負的角色。

在董建華的首屆行政長官任期內，本港公務員的工作表現良好。他們多年來秉承按步就班和紀律嚴明的工作文化，現在卻要求他們完全適應推銷政策的角色，或創新思維，對他們有欠公允。

新制應能強化公務員素來的良好工作，而非旨在批評他們過去的表現。然而，在引入新制之餘，必須著重維護公務員的士氣、穩定性和福利。

本會相信，新制將大幅減少高級公務員所承受的政治壓力，他們過往不僅肩負執行政策的重任，還要在立法會和公眾面前解釋及維護施政。

透過新制將負責制定和推行公共政策官員之間的職權界定清楚，公務員所扮演的角色將因而會更加清晰。

再者，新制應有助促進行政體系的溝通，尤其是負責相關政策工作部門之間的聯繫。政府的運作效能亦應能藉此進一步提高，若擬推行的政策涉及多個政策局或部門，此舉的效用會更為明顯。

新的主要官員將按其專長受聘，為職務帶來專業知識、溝通技巧、管理經驗及推行行政長官施政方針的決心；同時，須向行政長官提供創新和更全面的意見。

這將確保各項新政策能得到更徹底的討論、審議及迅速且準確地施行。倘施政有誤，官員須解釋和交代原因。

有市民批評建議推行的新制度，會為行政長官建立一小撮權力精英，做出忽視立法會和民主訴求的舉動，令公務員的工作徒添政治困難。不過，這些批評並不正確。

在新制下組成的決策團隊既不會成為「橡皮圖章」，亦不會「奉承」行政長官；相反，他們會確切地引入新的管治構思，而當政策一經行政長官批核，他們便會全力推行。若不，必須向行政長官交代失職的因由。

新的問責制度將增加施政的透明度，意味新委任官員須增強政治責任，及提升他們直接向行政長官負責的程度。

新制除可提高整個政制的責任感和透明度外，亦能使行政工作更加順暢、促進部門之間的協調，及使各項決策更易貫徹執行。

董建華決定親自向立法會發表新聞問責制的細節，顯示他對新制的重視。新制理應獲得工商界全力的支持。

B

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Accountability system should help revitalise local economy

The Hon James Tien, the Chamber's Legco Rep, shares his personal views on the Principal Officials Accountability System which was unveiled by the Chief Executive in Legco on April 17

The government finally announced on April 17 details of its Principal Officials Accountability System after deliberating the issue for over a year. Under the system, 14 senior officials, including three secretaries of department and 11 directors of bureaux, will be appointed to cover respective portfolios assigned to them by the Chief Executive. I think the new system marks a major step forward for the HKSAR Administration, because it clarifies lines of responsibility and should also help invigorate Hong Kong's economy.

Under the government's previous "collective responsibility" system, basically no officials claimed responsibility for failure. As directors of bureaux are civil servants, they, in principle, have no political liability. Such blurred responsibilities created many problems, such as the short piling issue at public housing construction sites.

ADMINISTRATION AFFECTS BUSINESSES

As effective and efficient administration is the cornerstone of a conducive business environment, the government must move with the times and respond quickly to economic changes. To help businesses cope with the current economic transformation, it should introduce various measures to assist businesses and to help them sharpen their competitiveness.

Given the problems with the current civil service structure, the accountability system is clearly an improvement. However, my biggest concern is how the government will attract talent from the private sector to take up these positions as the quality of these people will play an important factor in the degree of success of the new system.

Recruiting outside talent will benefit the administration by bringing in expertise and experience in their respective areas, as well as creative ideas for formulating policies. Compared with career civil servants, they should have a better feel of the pulse of financial, business and economic affairs. Policies initiated by them will therefore be more responsive to economic needs.

I don't think appointed officials will be too concerned about remuneration packages in deciding whether to join the government or not. But I believe their biggest concerns will be whether or not they are given sufficient room for realising their goals, and possible constraints on joining and leaving the civil service. As set out in the proposal, candidates will have to pass background checks and a physical examination. This is common

practice, but I feel the regulations that they have to conform to upon resignation are too harsh.

EASE RESTRICTIONS ON LEAVING

The government has proposed that bureau directors cannot return to their profession within one year of leaving the civil service. If they go into business in the period, they must seek advice from a special committee. Such a draconian requirement would only discourage talent from entering the civil service, so I hope the government will consider shortening the one-year requirement to ensure it attracts the best talent.

I also think the government needs to improve co-ordination between the Executive and Legislative councils to ensure the system operates smoothly. The government's failure to gain adequate votes to pass policies in Legco has, to a certain extent, made policy implementation difficult.

If legislators belonging to political parties are appointed to the Executive Council and discuss policies with bureau directors, proposed policies will more likely be supported and passed in Legco more easily. This, in turn, will enable bureau directors to implement policies more efficiently and effectively.

I disagree with those who criticise that the system will merely give the Chief Executive greater powers, because the Basic Law already confers all administrative powers on the Chief Executive. Many democratic countries like the U.S. and the U.K. have similar inner power groups for their top leaders and they function well.

If anyone intends to make this an excuse to hinder the implementation of the system, the community will oppose them.

THE EARLIER THE BETTER

As I mentioned earlier, the introduction of the accountability system on July 1 should be implemented as soon as possible in view of the social and economic benefits that it will be able to bring to Hong Kong. Nevertheless, Legco is still responsible for examining related regulations cautiously to avoid any loopholes in the law, and as such I have joined a special Legco committee to scrutinise the system and I will keep you informed of the progress.

The above are my own personal views. If you have any comments, please send them to me directly at, Legislative Council Building, 8 Jackson Road, Central, Hong Kong. Or email me at tpc@jamestien.com. Tel. 2500 1013, Fax 2368 5292.



問責制有助經濟發展

總商會立法會代表田北俊議員就行政長官於4月17日在立法會上公佈的主要官員問責制，分享個人見解

經 過一年多的研究，政府終於擬定了高官問責制的細節，宣佈將設立14個主要官員職位，包括三名司長和11名局長。對於問責制的設立，我認為是香港政制的一大進步，不僅可除去政府過往權責不清等弊病，而且對本港經濟發展、提升競爭力也有幫助。

政府施政向來實行「集體負責制」，但實際上若出現失誤，甚少會有人承擔責任；況且所有政策局局長都屬公務員身分，原則上更毋須負上政治責任。這種制度顯然存在權責不清的弊病，難免引起不少問題，公屋短樁事件便是一個例子。

政府施政影響營商環境

眾所周知，營商環境的好壞，實在與政府施政是否有效率、具果效有莫大關係。隨著本港經濟轉型，政府亦必須與時並進，要快速因應經濟變化，推出各項有利營商及加強競爭力的政策。

鑑於現行架構的種種問題，推行問責制無疑是理想的解決辦法。在整個方案中，我最關心的是如何吸引政府以外的人才加入，擔當問責制局長。這是整個方案成功與否的關鍵。

吸納外界人才加入政府，肯定會帶來好處，因為憑藉他們對相關界別的認識和經驗，可為政府決策帶來新思維；尤其是在財經、工商、經濟等事宜上，業界人士的觸覺一定比公務員敏銳，所提出的政策亦會切合香港經濟發展的需要。

對外界人才來說，若考慮加入政府，薪酬相信並非關鍵因素；反而，有否發揮空間、入職前和離職後的限制等，才是他們的考慮重點。政府的方案列明，準局長入職前要通過品格審查和體格檢查，這點並無太大爭議。然而，對於離職後的要求，我則擔憂限制過嚴，令人才卻步。

離職後限制不宜過嚴

政府建議問責制局長離職一年後，始能返回原來界別；若在一內年內受聘於其他工作，須事先徵求一個專責委員會的意見。這規限實在比很多國家還要嚴格，未必為有關人才所接受，所以政府有需要考慮縮短有關限期，才能較易吸納到所需人才。

此外，為使問責制暢順運作，我認為政府還需要全面考慮以行政立法關係配合。現時政府在立法會內沒有穩定票數可令政策通過，確令施政存在一定難度，所以若委任具政黨背景的立法會議員加入行政會議，與各局長商討政策，將可使擬定的政策較易獲有關政黨支持，並得立法會通過，從而有助提高局長施政的效率和果效。

對於有批評指問責制旨在使行政長官獨攬大權，我認為這實屬庸人自擾。基本法早有規定行政長官擁有特區的行政權力，根本沒有所謂「攬權」的問題，而且環顧世界許多民主國家如美國和英國，也有類似的內閣形式，運作也甚為理想。若有人以此揣測為藉口，阻慢問責制的實施，一定不為社會所接受。

落實方案愈早愈好

正如上述，問責制是關乎香港的社會和經濟利益，當然愈快落實愈好，而政府亦表明希望方案能於7月1日起生效。雖然如此，立法會仍有責任謹慎審議有關法例，避免出現法律漏洞。我已參加了立法會一個專責委員會，參與審議工作。稍後若有任何進展，我定當盡快向各位匯報。

以上內容純為本人意見。如您有任何意見，歡迎直接向我反映。
通訊地址：中環皇后大道8號立法會大樓；電郵：tpc@jamestien.com；
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Members can help boost size of Chamber membership

Our 2002 membership retention drive is now complete. Almost 83 per cent of those invoiced renewed their membership with the Chamber – a rate much higher than the worst days of the Asian Financial Crisis, but short of the historic high of 86 per cent in 2000. Although this is quite good, considering the poor economic conditions, we must replenish our membership with new members.

A membership organisation such as the Hong Kong General Chamber of Commerce depends on its members not only for financial support, but also for policy input and for networking mass. In recent years, the economic downturn, combined with a proliferation of competing business organisations, have made maintaining our membership numbers a difficult job. We pride ourselves on being an international chamber, but the 30 or so foreign chambers, with some very active and strong ones, now target some of the same members we are interested in. Locally, we are one of the “big four” chambers, but there are many local business associations which claim to provide some of the same services that we do. We are still the most influential chamber, and the only true “international bridge” business organisation in Hong Kong, but when dollars are scarce, organisations like ours have to scramble to be needed.

Therefore, in this crowded landscape, with every businessperson watching their budget very carefully, what is the Chamber doing? The answer must be varied, since there are hundreds of reasons why our 4,000 members join our Chamber. Some like our large luncheons, such as our Distinguished Speakers Series. Some like our sandwich luncheons where a detailed discussion of a more technical nature can take place. Many like the networking and

camaraderie at our events – with many women very keen about our new Women Executives Club. Others like our business matching services when we receive incoming delegations or when we go out on trade missions. The SMEs like the fact that our weight helps promote their interests too. Our China work, especially in WTO areas, attracts many members. Still others like the fact we speak up on behalf of the business community whenever we can,

using both our good relations with the press and with the government to offer advice that furthers economic development here. Trading members like our Certificate of Origin service. Many like the information and trade leads we provide, especially through our Web site. Finally, many like the ability to find answers and assistance from either our staff or from other members – our *Bulletin* now documents our “success stories” in helping members. All our work is geared towards satisfying different constituents within our membership by staying relevant to as many of them as possible.

While we believe we provide a low-cost product to members – our membership dues have been frozen for four years – unfortunately, many businesses around town do not know about us and are

not Chamber members. This is where we need our current members' help. There are many things you can do to help us: tell us what you think the Chamber needs to do better; refer someone to us; bring someone to our events; talk about the Chamber with your contacts. If you praise the Chamber, your friends will listen. We will initiate in a couple of months a member-get-member campaign. But meanwhile, help promote the Chamber for us. The Chamber is only as strong as the size and interest of its membership. We need all your help. Contact us if you need more information. **B**



Dr Edén Woon 翁以登博士

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招募會員 您我齊心

總 商會 2002 年的會員續會工作已告完成，約有 83% 收到續會通知的會員續會，比率相對亞洲金融風暴時最差的日子雖已大為提高，但仍遜於 2000 年創下歷史新高的 86%。觀乎香港目前的經濟環境，續會情況已算不錯，不過，我們還須著力招募新會員，以壯大陣容。

香港總商會作為一家為會員服務的機構，不僅端賴會員的財政支持，亦需會員就政策發表意見，並透過會員廣拓脈絡。近年香港經濟不振，加上與本會競爭的商業組織日增，已使本會的會員招募工作十分困難。本會具備國際特色，我們深以為傲；然而，在本港現有約 30 多間外國商會中，不乏活躍和實力雄厚者，它們招募的會員對象部分與我們相同。總商會是本地「四大」商會之一，但本地還有不少商業組織聲稱能提供跟本會類似的服務。總商會是香港最具影響力的商會，為全港唯一真正肩負「國際橋樑」角色的商業機構；可是，當一般人緊縮開支之際，像我們這樣的商會亦難避免要設法證明是企業不容或缺的營商夥伴。

面對商會林立、商界對財政採審慎態度的情況，本會如何對應？答案必定不只一個，一如 4,000 多名會員均因應不同的理由加入本會。有些會員喜愛我們的大型午餐會，如「特邀貴賓演說系列」。有些欣賞我們的小型午餐會，認為可藉此深入探討種種問題。不少會員愛好本會活動賦予的拓展人脈和聯誼機會，眾多女行

政人員熱衷參與本會新組織卓妍社的活動，即為一例。其他會員喜歡本會藉接待到訪代表團或出外考察提供的商貿選配服務。中小企會員認為，本會的強大實力有助促進他們的權益。本會就中國事務推行的工作，尤其是世貿方面，備受會員關注。另有些會員賞識本會致力反映工商界的意見，通過本會與傳媒和政府的良好關係，為推動本港的經濟發展出謀獻策。貿易界會員樂於採用本會的產地來源證簽發服務，亦有很多喜愛閱覽本會提供的商貿資訊，特別是本會網站載錄的翔實訊息。最後，也有不少會員欣賞本會員工或其他會員能為他們解決疑難和提供支援，《工商月刊》已開始登載有關的成功案例。總括而言，本會各項工作皆旨在滿足不同界別會員的需求，時刻為他們提供適切的服務。

由此觀之，本會服務確實物超所值，況且會費金額已連續四年凍結。可惜的是，本港仍有不少企業對本會感到陌生，尚未加入成為會員。因此，我們需要現有會員襄助，形式可包括：向本會提出改善服務的建議；向本會引薦您認識的商界人士；帶同友人一起出席本會活動，以及向您的商界朋友介紹總商會等等。您對總商會的讚賞，您的友人必會恭聽。本會將於數月內推出會員推薦計劃，請協助推廣。本會會員的陣容愈益壯大，會員的權益便愈能得到保障。請緊記，您的幫助至為重要。若有查詢，請與我們聯絡。

B

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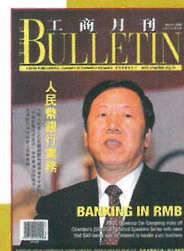
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貿易發展局 中國商務顧問服務

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香港貿易發展局的中國商務顧問服務，自推出以來，深受本港中小企業歡迎，至今已處理超過一千二百宗諮詢個案，協助香港公司取得在內地營商及拓展所需的實用資訊。此服務的成功，實有賴中國商務顧問團各成員的鼎力支持。在此，我們深表謝意！

中國商務顧問團成員簡介

- ★ 香港貿易發展局中國商務顧問組
由香港貿易發展局研究部中國商務顧問組成。
- ★ 中國對外貿易經濟合作部
中國國務院主管對外貿易及外商投資事務的部門。
- ★ 廣東省對外貿易經濟合作廳
廣東省政府主管對外貿易及外商投資事務的部門。
- ★ 中國法律服務(香港)有限公司
中國司法部在香港設立的窗口公司，提供中國法律服務的專門機構。
- ★ 中國檢驗有限公司
中國國家質量監督檢驗檢疫總局在香港設立的窗口公司，對輸往中國市場的動植物及其他指定產品進行檢驗檢疫測試工作。
- ★ 華潤貿易諮詢有限公司
華潤集團屬下的諮詢公司，專門協助外商從事對華貿易及投資活動。
- ★ 中國專利代理(香港)有限公司
中國政府最早指定的涉外專利商標代理機構，專門辦理在國外及中國所有與知識產權如專利、商標、計算機軟件登記等有關的法律業務。
- ★ 中國採購與招標國際有限公司
其開辦的中國採購與招標網是中國國家計劃委員會根據國務院的授權，指定該網站為中國政府發布招標公告的唯一網絡媒體。
- ★ 香港工業總會設計保障中心
專責協助客商進行中國、香港及世界各地的商標、專利及版權等有關知識產權方面的登記及處理相關法律問題。
- ★ 香港律師會
由5,000多名香港執業事務律師組成的專業組織。
- ★ 摩斯倫會計師事務所
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對此服務有興趣的中小企，可親臨本局位於香港會議展覽中心新翼地下的客戶服務中心，或致電客戶服務專線1830668查詢。

Beating heart disease

A rash of recent surveys show Hong Kong people are increasingly nonchalant about their health, findings which are backed up by an alarming rise in lifestyle-related diseases that are striking people in the prime of their lives

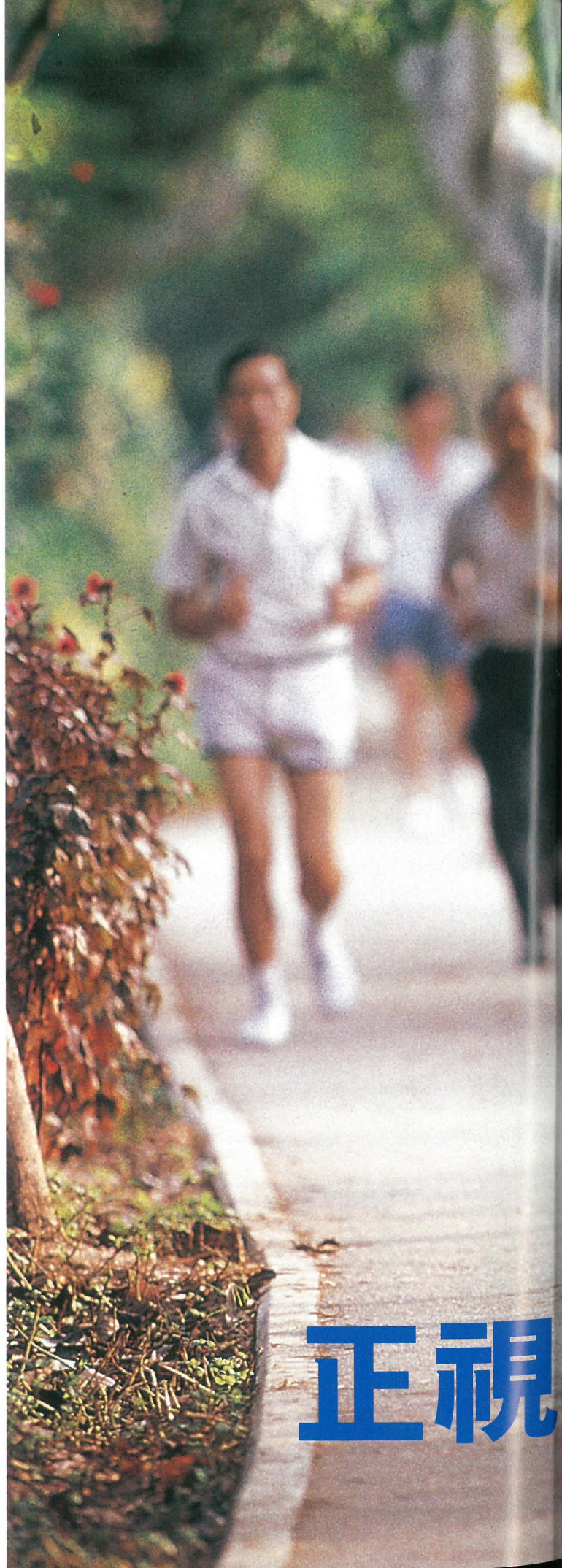
Hong Kong scored very poorly amongst almost all surveys conducted last year about the quality of life and the health of its citizens. Survey after survey depicted Hong Kong as an expensive, pollution-shrouded city of stressed-out, obese workaholics whose only recreation is shopping.

Reports showing that pollution in Hong Kong is worsening, and that shopping is the territory's number-one pastime came as no surprise to most people. Data highlighting that the physical and mental well-being of Hongkongers has deteriorated dramatically over the past decade, however, surprised many, but not those in the health industry who have been saying this for years.

"The overall health of people is not very good," said Dr Juliana Chan, associate professor in the department of medicine and therapeutics at the Chinese University of Hong Kong.

"There has been a rapid change of lifestyle over past 10 to 20 years. These include changes in how we eat, exercise, stress ... and I think all these factors added together are causing some hormonal changes which are giving rise to some silent conditions such as high blood pressure, heart disease and obesity."

Cancer, stroke and heart disease are the top three causes of death in Hong Kong. Some progress on preventing cancer and strokes is being made, but heart disease is becoming a losing a battle.



正視



心臟健康

最近多項調查結果顯示，港人日益輕視健康，涉及生活習慣的疾病增長驚人，而患者更多值壯年

綜

觀去年多項有關生活質素和市民健康的研究報告，香港的表現總是強差人意。結果每每顯示，香港是一個生活費用高昂、污染嚴重的城市，而且港人大多為面對沉重壓力、身體過胖的工作狂，唯一的消遣就是購物。

這些報告顯示，香港環境污染每況愈下，同時，購物是港人首選的消閒活動，不足為怪。數據透視在過去十年，港人的生理及心理健康大不如前。這個勢頭雖令不少人感到意外，但對已指出上述情況多年的醫護界人員，卻屬意料中事。

香港中文大學內科及藥物治療學系副教授陳重娥醫生表示：「港人的健康狀況普遍欠佳。」

「過去10至20年間，港人的生活習慣急速改變，包括飲食、運動、壓力……這些因素促使人體的荷爾蒙產生變化，不動聲色地導致多種疾病，如高血壓、心臟病和肥胖。」

在香港，癌症、中風和心臟病是三大殺手病。目前，預防癌症和中風的措施已略見成效，惟心臟病仍令人束手無策。

醫院管理局的統計報告顯示，1981年，全港心臟病患者有4,383人，及至1991年，人數倍增至9,221；到1999年，數字已達19,698，增幅實在驚人，但更令人擔心的是，心臟病患者多屬40至44歲年齡組別人士。

很多人均不知本身患有心臟病。香港大學的研究發現，本港1,200個猝死個案中，89%死者經驗屍證實患有心臟病。

健康資訊天地顧問高天才醫生表示，外國的數據顯示，有兩個或以上會誘發心臟病高危因素的人士，其發病機會較常人高出兩至三倍。這些因素包括過重、高膽固醇、高血壓和有吸煙習慣。

醫管局健康資訊天地一項調查顯示，40.4%受訪者過重，另外38.3%有高膽固醇，26.6%有高血壓。

具上述兩種或以上情況的受訪者佔20%，若他們不改變生活習慣，會有可能於十年內死於中風或心臟病，或有病發危機。

高醫生說：「港人普遍對個人健康情況不甚瞭解，缺乏健康意識，又對健康知識掌握不足。調查中受訪者正值壯年（年齡中位數為44.7），是支持及推動本港經濟的中堅份子。倘若他們一旦發病，不但對自己和家庭造成極大影響，還會直接影響本港的生產力。」

然而，他補充，只要改善生活習慣，例如健康飲食及適量運動，以上情況可以扭轉。

不過，縱然香港擁有全球數一數二的醫院和醫療設備，但心臟病患者當中，有六成於病發時趕送醫院途中已告身亡。所以，對付心臟病，預防始終勝於治療。

醫院管理局自資設立健康資訊天地，以推動健康教育，該局公共事務高級經理陳龔偉瑩表示：「我們必須教育市民，透過如總商會支持的『開心之旅』活動，教導市民預防疾病。」

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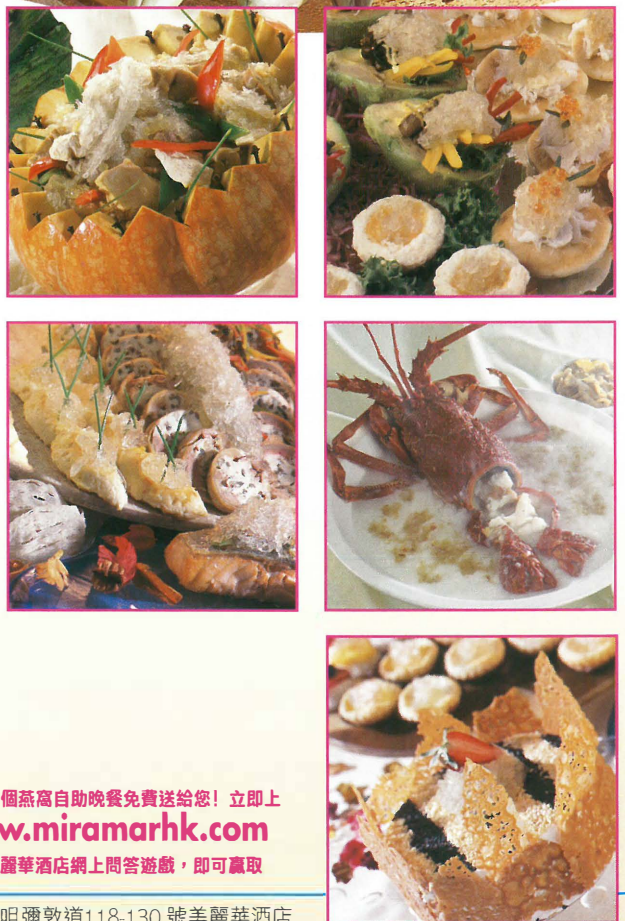
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In 1981, the number of heart patients in Hong Kong stood at 4,383. That number more than doubled to 9,221 in 1991, and again in 1999, when the number stood at 19,698, according to statistics compiled by the Hospital Authority Statistical Report. Alarming as these figures are, what is more worrying is that the number of people in strikes in the 40 to 44-year-old band has tripled.

But in many cases people are unaware that they are at risk. Research by Hong Kong University found that 89 per cent of the 1,200 people who dropped dead in Hong Kong without warning had undiagnosed coronary heart disease.

An advisor of the Health InfoWorld, Dr Gary Ko, said overseas data have indicated that the incidence rate of a person having two or more high risk factors of heart diseases would be two to three times higher than that of a healthy person. These include being overweight, high cholesterol, hypertension and smoking.

A survey by the Hospital Authority's Health InfoWorld found that 40.4 per cent of people polled were over-weight. A total of 38.3 per cent of respondents had high cholesterol and 26.6 per cent suffered from hypertension.

As many as 20 per cent of respondents with two or more of these conditions will die or have a stroke or heart attack within 10 years time if they don't change their lifestyle.

"Most people in Hong Kong are not aware of their own health condition and also not health conscious as well as lacking in health knowledge in general," Dr Ko said. "This group of people that we polled are at a high productivity age – the median age is 44.7 – and are a cornerstone of Hong Kong's economy. Their illnesses would not only have a detrimental effect on themselves and their family, but also

on the productivity of Hong Kong."

However, all these conditions are reversible if people change their lifestyle to include eating a healthy diet and exercising regularly, he added.

The most effective way to fight heart disease is prevention, because even though Hong Kong has some of the best hospitals and health care in the world, heart disease kills 60 per cent of people who have a heart attack before they reach the hospital.

"We have also neglected the importance of exercise and we are eating too much meat and junk food, and fewer fruits and vegetables than ever before," she said. "Also, people work very hard in Hong Kong and feel if they don't put in enough overtime they will be jeopardising their jobs. So naturally when they go home they just want to put up their feet and relax.

"But society has to wake up. This is not something that should be the responsibility of



"That is why we have to educate people – through programmes such as the Heart Health at Work programme that the Chamber supports at Health InfoWorld – to take care of themselves before it is too late," said Amy Chan, senior manager for public affairs at the Hospital Authority and spokesperson for the self-funded centre for health education, Health InfoWorld.

Even though the pace of our lives today is faster than at any point in history, our activity level is much lower, she said. Most jobs in Hong Kong now involve sitting at a desk or counter, compared to blue-collar jobs that require a lot of physical activity and were the norm a decade ago.

the government or employers. It is individuals' who need to help themselves," she said.

LIVING LARGE

Obesity is a major culprit for many chronic disabling conditions, and people who are overweight are also more likely to develop diabetes, said Dr Chan. And she is not talking about the dictionary definition of obese, which is "grossly overweight," but rather those people who carry a spare tyre around their waist.

She estimates that about 500,000 people in Hong Kong have diabetes, and that 40 per cent of admissions on a medical ward relate to diabetics.

COVER STORY

“A very worrying trend is the increasingly young people who develop diabetes. In Hong Kong, about one in ten people have diabetes. It used to be age related, so as you grow older your chances of developing diabetes increases,” Dr Chan said.

The percentage of obese primary school children jumped from 11.2 per cent in 1996 to 14.2 per cent in 2000.

Because diabetes progresses very slowly, regular check ups can catch the early warning signs. But its slow development also means a person does not realise they are at risk until five to 10 years down the road when a life-threatening condition occurs.

“If people don't change their lifestyle, one in every four persons in Hong Kong will develop diabetes by the time they reach 60,” she said. “It is getting so serious that if the situation does not improve, the health system is not going to be able to cope.”

It costs about HK\$4,000 a day to hospitalise a patient. Those who suffered from a stroke, or heart attack may need an operation to unblock their arteries, which costs about HK\$120,000. About 40 per cent of the 4,000 people who are on dialysis in Hong Kong are diabetics, which costs about HK\$100,000 a year to keep each person alive, about half of which will die within five years, she said.

It seems very inhumane to balance a person's life against a hospital's account



Spokesperson for Health InfoWorld Amy Chan, said individuals have to wake up to the health threats that today's unhealthy lifestyles are creating.

健康資訊天地發言人陳龔偉瑩說，不良的生活方式已對港人的健康構成種種威脅，她勸喻港人應該覺醒。

books, but much of these costs could be avoided if people would take better care of themselves, she said.

“What we are concerned about is the middle-class group of people. These are the ones that are so busy making a living that they forget about their health. If they have a cough they will go to see the doctor. But if they are in this high risk group they will not do anything until it gets so bad in five to ten years time when it will be too late,” Dr Chan said.

“Hong Kong people are very money conscious. They work hard and save hard for their retirement. But they should also

invest in their health by looking after themselves so that they can be healthy enough to enjoy their retirement.”

STRESS

Not only has the physical health of people deteriorated in the past decade, but so to has their mental health, which has contributed to the rise in the number of stroke victims in Hong Kong. In 1981, the Hospital Authority Statistical Report shows that 11,062 people suffered a stroke. This jumped to 15,577 in 1991, and to 24,982 in 1999.

Chiu Chi-yue, associate professor and head of the University of Hong Kong's Department of Psychology, said the social well-being of Hong Kong people, compared to other Asian nations, is very low.

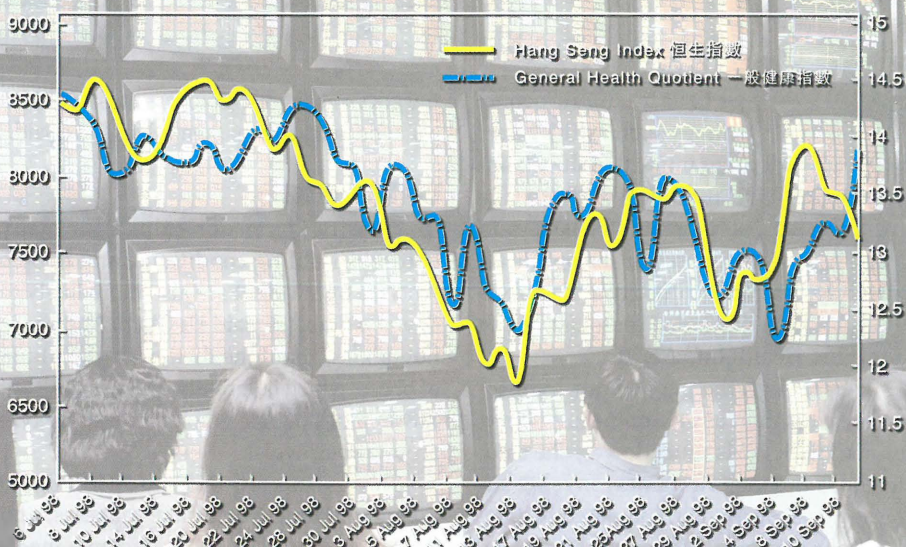
He believes the importance Hong Kong people place on wealth as a barometer to gauge their well-being is one of the main reasons behind this, which has been exacerbated by the prolonged economic slump, unemployment and job insecurity.

“In Hong Kong there is a strong association with social well-being to economic well-being,” he said.

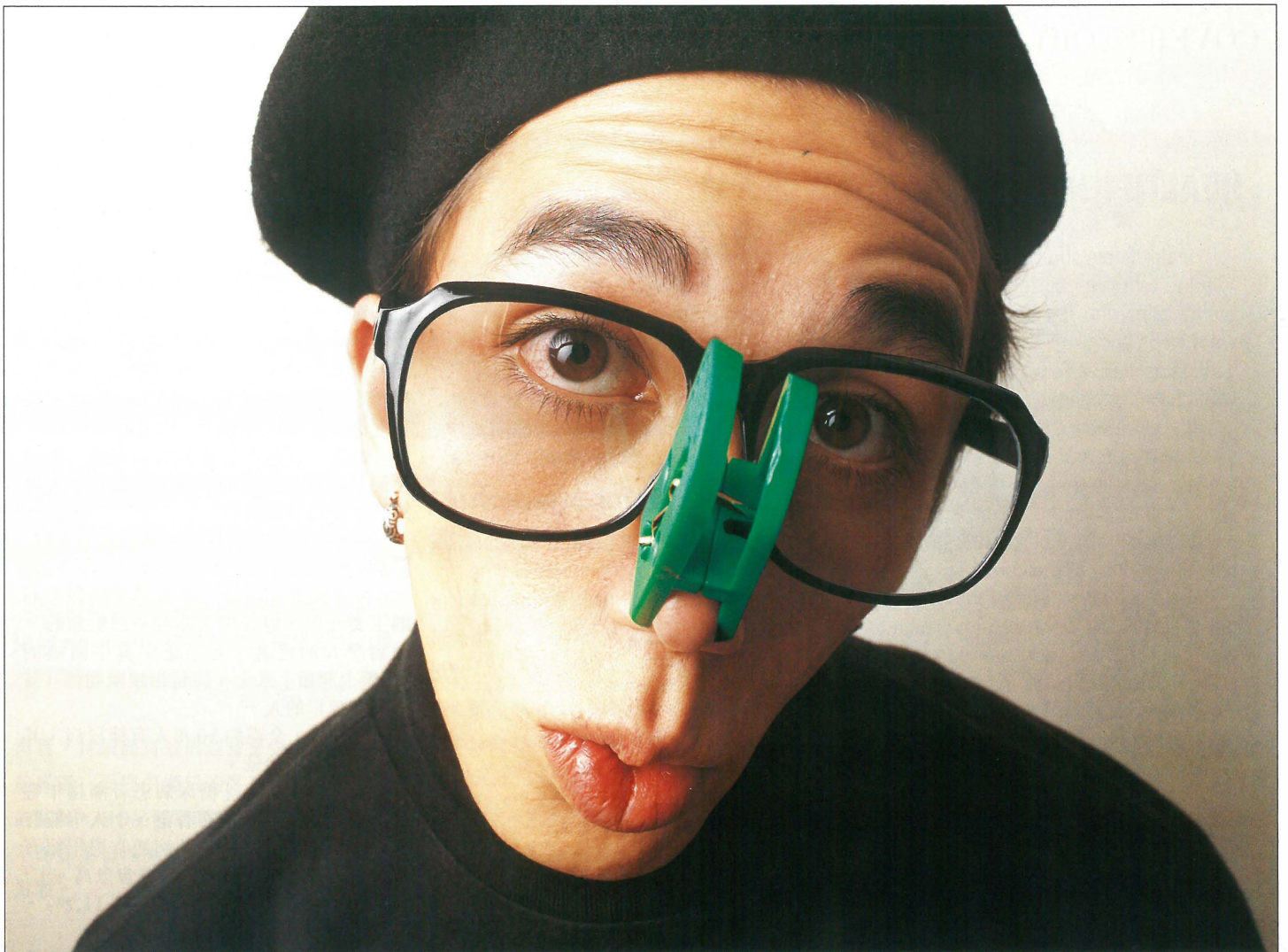
Between June and September 1998, a survey of 545 respondents showed that daily changes in Hong Kong people's psychological health during the height of the Asian economic crisis were associated with the daily performance of the Hong Kong Stock Exchange (see graph).

“Hong Kong people's sense of well-being went hand in hand with the Hang Seng Index. When the market was up, people were happy. When it was down

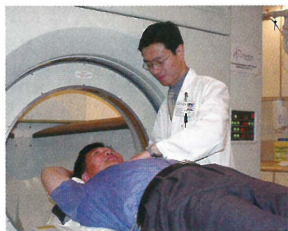
Hong Kong's sense of well-being in tune with HSI 港人健康狀態與恆指的密切關係



SOURCE: HKU 資料來源：香港大學



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HEALTH INFOWORLD 健康資訊天地

Health InfoWorld opened in January 1999 to empower citizens about how to live a healthy life. The centre runs regular workshops and seminars on disease prevention as well as how patients can cope with chronic diseases.

Although under the Hospital Authority, the centre's programmes are totally self-funded, usually through donations and support of those in the business community and healthcare workers who give their time and money to the cause.

The Chamber is one of the supporters of Health InfoWorld's Heart Health at Work programme, and has conducted numerous programmes for members.

"The objective of the programme is to advocate a health conscious lifestyle among the working population through

better awareness of the risk factors leading to heart diseases," Amy Chan, senior manager for public affairs at the Hospital Authority, said.

She encourages companies to sponsor staff to join the programme, which costs HK\$50 for an interactive & experiential tour to learn more about heart health.

"The reason we can do it so cheaply is because all our health care professionals and other volunteers donate their time for free, so people only need to pay the 50 dollars for the test kit and other activities which ordinarily would cost hundreds of dollars," she said.

The three-hour programme includes an interactive session about heart disease and prevention, health checks including blood pressure, blood sugar, cholesterol, proportion of body fat and BMI checks, relaxation exercise, experiential dietary guidance, and quiz about participants' lifestyles.

Mrs Chan said she hopes that more organisations and companies will encourage their employees to join such programmes at the centre, which include a wide variety of courses, from women's health issues to healthy ageing.

For more information, call Health InfoWorld at 2300 7733, or visit its Web site, <http://www.ha.org.hk>



健康資訊天地成立於1999年1月，致力向市民推動健康生活模式。中心定期舉辦工作坊和研討會，喚起市民對預防疾病的關注，及幫助病人應付慢性病患。

中心雖隸屬醫管局，但自行籌募經費，經費主要來自社區或商界捐助；另有不少醫護人員以義工身分獻出時間和金錢，為中心服務。

總商會健康資訊天地「開心之旅」的支持機構之一，不少會員已參與這項計劃。

醫管局公共事務高級經理陳龔偉瑩表示：「此計劃旨在加強在職人士認識各項誘發心臟病的高危因素，藉以促進他們的健康生活意識。」

她鼓勵企業資助員工參加「開心之

旅」，參觀互動展覽和相關項目，加強認識心臟病，每位費用50港元。

她說：「得賴專業醫療人員及其他義工的襄助，參加者只須支付50港元，便能參加原價數百港元的身體檢查和其他活動。」

三小時的「開心之旅」節目，除包括參觀預防心臟病的互動展覽和身體檢查(量度血壓、血糖、膽固醇、脂肪比例、體重指標測試等)外，還有鬆弛運動介紹，親自配搭營養餐和生活習慣錦囊。

陳太希望更多機構和企業鼓勵員工參與中心提供的同類活動，包括不同主題的課程，如婦女保健、健康成長等。

查詢詳情，請致電健康資訊天地，電話：2300 7733，或瀏覽醫管局網址 <http://www.ha.org.hk>。

她說，現今生活節奏日趨急速，我們的活動量卻大為減少。十年前，香港的勞動市場以需要體力勞動的藍領工作為主，如今取而代之的，是長時間坐在桌子或櫃檯旁的寫字樓工作。

她說：「我們既忽略運動，亦常進食過量肉類和雜食，進食蔬果的分量卻較以前少。再者，香港人十分勤奮工作，深怕不超時工作，便會影響前途。因此，每晚都拖著疲乏的身軀回家，對其他活動再也提不起勁。」

她說：「整個社會都需要覺醒，但這不應是政府或僱主的責任，而是每個人都應有責任為自己設想。」

肥胖

陳重娥醫生表示，肥胖是不少殺手病的主要元兇，過胖的人亦較易患糖尿病。她對肥人的定義，並不是字典中所稱的「整體上超重」人士，而是指腰圍超標(俗稱大肚脯)的人。

她估計，全港約50萬人有糖尿病，其中四成須入院治療。

陳醫生表示：「糖尿病患者漸趨年輕化，情況令人憂慮。在香港，十人中便有一人有糖尿病。以前，此病通常與年紀有關，年紀愈大，患糖尿病的機會愈高。」

小學生過胖的比率由1996年11.2%，上升至2000年14.2%。

由於糖尿病是慢性病，定期檢查可及早發現，但亦因其發病速度緩慢，患者一般會於疾病潛伏五至十年後，才發覺身體有嚴重毛病，危在旦夕。

她說：「若港人不改變生活習慣，四人中便會有一人在60歲時成為糖尿病患者。同時，若情況不予改善，恐怕香港的醫療服務亦將難敷應用。」

每人每天的住院費用為4,000港元。中風或心臟病人需接受通血管手術，每次約需12萬港元。在4,000名接受透析治療的病人中，四成患有糖尿病，故政府每年需為每位病人動用十萬港元，即使其中五成可能會於五年內病逝。

她說，以醫療賬目數據來衡量生命的價值，看來似乎不甚人道。但話說回來，只要港人多懂得關顧健康，這些金錢是可以省掉的。

陳醫生表示：「中產階級是我們的關注焦點，他們為生活疲於奔命，往往無暇顧及健康，若有幾聲咳嗽，他們也許會去看醫生。但若他們屬於此高危一族，他們大多不會於五至十年內，身體出現嚴重毛病前對症下藥，屆時可能已藥石罔效。」

「港人最識精打細算，冀藉拼命工作儲蓄金錢，以安享頤年。不過，港人也須注重保健，投資於個人健康，沒有健康的體魄，又怎能安享退休生活呢？」

怡和科技應用系統 jAutomation

改善工作流程 提高企業效率



無論是順境或逆境，靈活的企業均會因應需要，不斷調整業務運作模式及步伐，從而提高效率及改善生產力。怡和科技應用系統(香港)有限公司所開發的 **jAutomation**，最能配合企業這方面的發展策略。

再者，持續而有效的經營是企業取得成功的要素，而提供優質的客戶服務則是成敗的關鍵。ISO品質管理系統因應市場變化，不斷提高管理標準，尤其在強調客戶滿意方面。

jAutomation可協助企業達致優質管理，**jAutomation**是針對改善工作流程，減省紙張文件往來而特別設計的流程管理開發平台。透過**jAutomation**，整套工作流程手冊可以完全交由系統去監察及管理，當工作步驟與系統不符，系統就會自動提醒員工跟隨系統中的ISO品質管步驟。以往企業須透過每半年進行的審核，才可監察員工有否跟隨ISO系統的程序作業，但**jAutomation**則可以讓品質管負責人及行政人員隨時進行監察。ISO法定機構已要求已獲ISO9000:1994的企業於二零零三年時，更新至ISO9000:2000版，以提升優質管理的標準，採用了**jAutomation**當可大大減低有關的工作。

jAutomation配合ISO準則 達致優質管理

怡和科技應用系統(香港)有限公司執行董事梁萬倫表示：「企業利用**jAutomation**改善業務流程，可以確保公司所有員工跟隨ISO的準則，依著最佳應用守則進行運作，即使出現偏差亦可即時改正，以達到優質管理的最高標準。同時，**jAutomation**為一個自動化的工作流程系統，令企業重組的過程更加順暢，減省成本。」

由於**jAutomation**配備提醒功能，可以提醒用戶在指定時間內處理文件。若果一份文件交予上司批核後，在一段時間內未有任何反應的話，**jAutomation**便會自動傳寄一個訊息通知上司處理。**jAutomation**亦可以提供不同工作流程的統計資料，讓管理層參考，不但有效監察工作流程上的所有樽頸程序，亦可以有效分配人力資源，從而提高公司的生產力。

除此之外，**jAutomation**作為一個嶄新的流程管理開發平台，更擁有不少功能和特點，能產生最佳的內部營運效果。其中ODBC數據庫接駁器，能與其他數據庫接合。舉例說，一間公司內有幾種不同電腦數據系統，ODBC容許不同系統的數據可以互相接合、輸出及輸入，大大改善資料處理的效果，並能廣泛應用於業務決策上。

兼容不同系統 達致最佳內部營運

對於一些中型及大型企業，特別是在世界多處均設有辦事處的公司而言，配備多種語言版本的**jAutomation**軟件尤其合用。**jAutomation**的設計是以互聯網為基礎，容許用戶透過互聯網，可以隨時登入公司的系統，提取有關資料或者輸入資料，完全打破地域界限。

此外，**jAutomation**其中一項特色是可更改的原碼，從使用者的角度來編製不同的範本，讓用戶可以隨時因應需要作出修改，並可即時見到最終效果，將等候程式編寫員進行修改的時間減至最低，進一步提高工作效率。

jAutomation應用範圍甚廣，除了協助企業整頓業務之外，其內置**jAutomation**統計報告功能更可為企業找出工作流程中的所有樽頸程序，企業可據此有效分配資源，更嚴格執行最佳應用守則，從而提高公司的生產力。

jAutomation是根據Lotus Domino開發，與市面普及的電郵系統整合，支援多種語言，適合五十人以上的中至大型公司，以及政府部門使用。

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壓力

在過去十年間，不僅港人的生理健康逐步變壞，心理健康亦走下坡，導致中風人數呈上升趨勢。醫管局統計報告顯示，1981年全港中風病患者有11,062名，至1991年攀升至15,577名，到1999年，數字達24,982。

香港大學心理學系副教授兼系主任趙志裕認為，相對其他亞洲地區，香港人的健康普遍較差。

究其原因，他相信是港人過於重視財富，以財富作為衡量生活質素的準則所致。這種觀念在經濟持續放緩、失業情況日趨嚴峻，及工作缺乏安全感下更為明顯。

他說：「在香港，健康狀態往往與經濟穩健扯上關係。」

一項調查於1998年6至9月期間訪問了545名港人，結果顯示，他們於亞洲金融危機高峰期間的每日心理健康狀態，緊隨香港聯合交易所的股市表現而高低起伏（參閱第16頁圖表）。

趙教授說：「香港人的健康狀況完全受制於恆指的表現。當股市升，人人皆大歡喜；當股市跌，個個愁雲慘霧，頗令人費解。」

他認為，原因是港人把個人價值等同於金錢和物質財富，以及他人對自己的觀感。

由於港人沒有他途以自我評價，大多把所有情感傾注於某一事情。萬一那方不濟，如經濟下滑、薪酬被削或至失業，便會全然崩潰。

他說：「港人有必要分散投資，擴展個人興趣及期望。」

工作上欠缺安全感，不但對僱員帶來負面影響，也不利企業及香港經濟發展，後果深遠。

公司厲行削減人手等節約措施，甚至恐嚇員工如不更加賣力，便會遭到解僱，造成的後果是只可於短期內提升公司的營運效能。若僱員長期處於壓力和焦慮下工作，表現必然大打折扣。

趙教授說：「僱員在壓力或焦慮下工作，其創造力及創新念頭會較在安穩環境下工作遜色。前者的僱員不願冒險，只顧安分守紀，少會創新。」

香港如欲發展成為創意主導的知識經濟體系，僱員務必要有創見。

他說：「這正好反映於大學裡的情形。往日經濟好境，學生大都願意冒險，如今，他們卻只想修讀畢業後能讓他們找到工作的學科。」

由此可見，此問題不但會對香港的長遠發展構成影響，我們亦難以斷定，帶動香港達致成功的積極進取精神，會否能延續下去。

趙教授認為港人必須對未來加添信心。他並不是說，保持信心和樂觀的態度是靈丹妙藥，但卻是促進心理健康的要訣、香港長久以來賴以成功的因素。 **B**

they were depressed. The findings are quite incredible,” Prof Chiu said.

He attributes this to Hong Kong people's association of self worth – and how they feel other people perceive them – being narrowly focused on monetary and material wealth.

By having no other way to judge how they are doing, he says people are putting all their emotional eggs in one basket. If the basket gets dropped – the economy goes down, their pay is cut or they lose their job – they become depressed.

“People need to diversify their investment in themselves by broadening their interests and expectations,” he said.

Job insecurity is negatively impacting not only the well-being of workers, but he also believes that of companies and the Hong Kong economy as a whole, which could have long-term consequences.

Excessive cost cutting measures, such as slashing head-count and trying to motivate employees to do more with less through instilling fear of layoffs, result in only short-term increases in efficiency. If people are constantly under stress and under a lot of anxiety in the workplace, their performance would be affected.

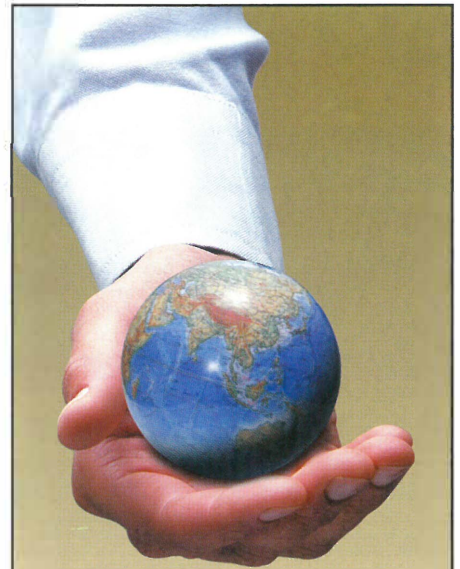
“People under stress or anxiety are not as creative or innovative as when they have a secure position,” Prof Chiu said. “They tend not to take risks and just do what they know is safe, but not very innovative.”

If Hong Kong is to position itself as a knowledge-based economy driven by innovation, it is vital that workers are able to be creative.

“In university we see this happening. In the old days when the economy was doing well, students were willing to take risks. Now they only want to take degree programmes that will guarantee them a secure job when they graduate,” he said.

Just how this will affect Hong Kong's long-term development and the entrepreneurial spirit that has been one of the cornerstones of the territory's success is hard to say.

But Prof Chiu said Hong Kong has to be more optimistic about its future. He doesn't profess that this will cure Hong Kong's ills, but being confident and optimistic can improve a person's mental health and are traits which Hong Kong has been built upon. **B**



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Advertorial 廣告

How healthy is your heart?

Matilda International Hospital's new heart scanning machine revolutionizes early detection of heart disease, and has the potential to become as common as mammography, and equally effective at saving lives.

Circulatory diseases of the heart are the second leading cause of death in Hong Kong after cancer. For many people, the first sign of heart disease is a sudden heart attack, and about half of these people die from the first event. If they had known earlier, they could have taken preventative action.

The new scanning procedure, known as electron-beam computed tomography (EBT), is quick, painless and non-invasive. It can be done while fully dressed in just 30 seconds, exposing the patient to only a very low dose of radiation.

Among the most common factors in circulatory problems is coronary artery disease, resulting from an accumulation of cholesterol plaque, known as atherosclerosis. It's a condition whereby fatty deposits, cholesterol, cellular waste products, calcium and fibrin collect

and build up around the inner lining of an artery. As the deposits thicken the blood flow is restricted. Even when plaque disease is in its early stage, one or more of these plaques can rupture suddenly and

without warning causing total blockage (occlusion) and resulting in a sudden heart attack.

The EBT scanner reads whether there's calcium plaque build up in the heart. It searches for the calcium crust that forms on plaque, using beams to take 40 pictures of a number of cross-sections of the heart. It feeds the data into a computer where images of the heart pop up almost instantly.

Who is a candidate for a heart scan? Middle-aged people with any of the classic risk factors for heart disease: diabetes, smoking, hypertension, elevated cholesterol or a family history of heart disease.

The patient simply lies dressed on a table for about five minutes with a doughnut-shaped scanner. The EBT machine uses beams of electrons to create interior images. To pinpoint a blockage, a patient might still need an angiogram, but the EBT frequently shows that diet, exercise and cholesterol lowering drugs can attack the problem and save your life.

This article was provided by Matilda International Hospital.



心臟健康知多少

明德國際醫院嶄新的心臟掃描器能徹底改變探測早期心臟病的方法，並可望如乳房X光攝影術般日趨普及，同為拯救生命作出貢獻。

心血管疾病是繼癌症之後，本港第二大致命原因。許多心臟病患者的第一個病癥是突然心力衰竭。大約半數患者在首次出現病癥後即告死亡。假若他們能早點得悉患上心臟病，便可及早預防。

最新的心臟掃描方法名為電子束電腦掃描。掃描過程快捷，且毫無痛楚，更不會對病人造成傷害。病人毋須更衣，而整個掃描過程只需30秒，將病人接受的幅射劑量減至最低。

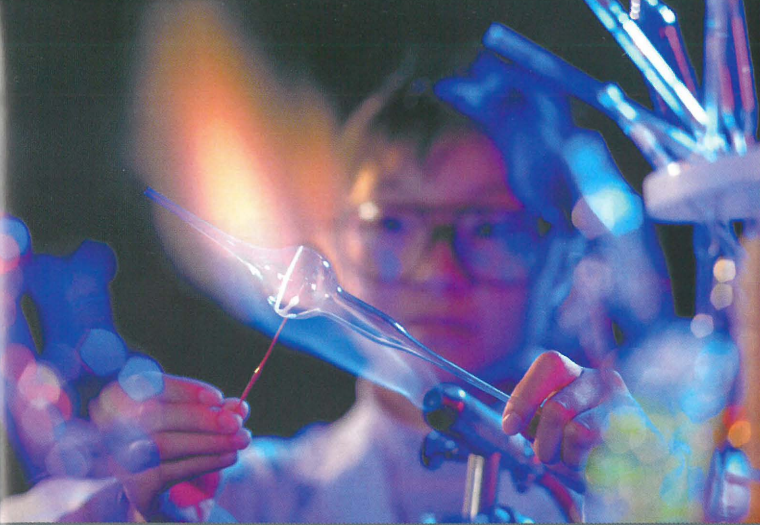
最常見的心血管疾病是冠心病(冠狀動脈心臟病)。冠心病的成因是膽固醇斑塊積聚，稱為動脈粥瘤硬化：脂肪沉澱物、膽固醇、細胞排放的廢物、鈣和纖維素在動脈內壁積聚。隨著積聚物加厚，血管內壁收窄，血液流通受到限制。即使是在冠心病初期，積聚斑塊也可能會突然破裂，在毫無徵兆的情況下完全阻塞血管(血管閉塞)，導致心臟病突發。

透過電子束電腦掃描，可檢查心臟血管內有否積聚鈣斑。掃描器尋找斑塊上的鈣斑，並利用電子束，拍攝40張不同的心臟橫切面圖。然後，把數據輸入電腦，便可即時顯現心臟的造影。

哪些人士應該接受心臟掃描檢查？具以下危險因素的中年人士較易患上心臟病：糖尿病、吸煙、高血壓、膽固醇過高或家庭成員曾患心臟病。

病人在接受電子束電腦掃描時，毋須更衣，只須躺在長桌上。然後，檢查人員會把環狀的掃描器放在病人胸前。掃描器利用電子束描繪內部影像。為了準確找出阻塞的位置，病人可能仍須進行X光心臟血管造影，而接受掃描檢查，可及早知悉身體狀況，從而透過飲食、運動和降膽固醇藥物，控制病情，減低病發機會。

本文由明德國際醫院提供。



HKGCC

Hong Kong General Chamber of Commerce
香港總商會1861

SME Training Fund 中小企業培訓基金



The SME Training Fund is a Government funding scheme to encourage small and medium enterprises (SMEs) in Hong Kong to provide training relevant to their business operations to their employers and employees. For each successful application, the maximum amount of grant is 50% of the training expenses. *The maximum amount of grant that an SME can obtain, on a cumulative basis, for training undertaken by its employers and employees are HK\$5,000 and HK\$10,000 respectively.*

Please contact our Wanda Chiu at 2823 1280 or Karen Au at 2823 1200 for information about our training courses and enquires about the Fund's application procedures.



由政府提供的「中小企業培訓基金」旨在為中小企業提供培訓資助，以鼓勵中小企業為其東主及員工提供與企業業務有關的培訓，以提升中小企業的實力及競爭力。每次成功申請，最高可獲資助培訓費用的50%。每家中小企業的「東主培訓」累積資助上限為5,000元，而「員工培訓」的累積資助上限則為10,000元。

查詢有關培訓課程詳情及培訓基本的申請手續，請聯絡本會趙雅玲(電話：2823 1280)或歐瓊芳(電話：2823 1200)。

** Training courses organized by the Hong Kong General Chamber of Commerce are eligible for application of SME Training Fund (subject to the relevancy of respective business operations).*

** 本會設立之培訓課程適用於申請「中小企業培訓基金」(以配合與業務有關的課程為準)。*

Working out in style

Health clubs come in as many sizes, shapes and styles as the people who exercise in them, from the luxurious hotel clubs, to the trendy gyms to gritty weight training camps. So once you have made up your mind to get into shape by joining a gym, how should you go about selecting one that is right for you?

“All things being equal, the first thing you should notice is the service and whether or not you are taken care of,” says Kimmie Mak, at Royal Plaza and Royal Park hotels. “You should get a full tour of the facilities to determine whether they have the sort of services and amenities that you are looking for. Make sure that you are given a fitness test so that the club can design for you a personal program that is tailored to your own needs.”

Michael Lamb, group managing director of SPORTathlon Holdings agrees. There should be “adequate facilities to help you meet your fitness objectives.” In addition, it should have “a pleasant environment, somewhere that feels like your second home.”

SPORTathlon operates and manages Spa health clubs at Exchange Square, the Sheraton and Excelsior hotels.

Mr Lamb further suggests talking not only to the sales people but also to staff to check their knowledge and service attitude. He feels that qualified instructors with the right attitude are extremely important factors in the selection process and likened personal trainers to friends and motivators.

At Spa health clubs, all new members are offered induction classes for three sessions on a complimentary basis. “Thereafter, there are gym staff to advise on general matters and personal trainers who, at a cost, can provide specialised training. We have a range of fitness assessments for those who like to monitor their fitness levels,” Mr Lamb said.

According to Ms Mak, location is also an important consideration if someone embarking on a regular fitness routine is to go about it successfully. “Having to travel some distance in order to reach a



Fitness centers should have adequate facilities to help you meet your fitness objectives.
健身中心應設備齊全，能助您達到健體的目標。

club makes it difficult for a person to sustain the habit of going to the gym,” she said.

In most cases, an individual’s choice of health clubs boils down to what that particular person is looking for. Ms Mak advises people to consider both the value for money offered and what a gym offers to suit a person’s needs. For instance, some people like to work out with weights, but other people prefer to swim. These people need to look for a gym that offers such facilities.

“The club of choice should be the one that caters to your needs. The luxury clubs places more emphasis on personalised service while no-frills gyms may suit those who likes to do their own thing and may have more narrow interests,” she said.

For this reason, Mak suggests looking at your budget before making a decision. “Clients need to consider how much they are willing to spend and the kind of services and facilities they want access to.”

Health clubs such as the Spa offers a range of membership categories to cater to different budgets. Mr Lamb advises people to avoid entering into long-term contracts. “If the deal seems too good to be true, it probably is,” he said.

For those with fewer financial constraints, membership in hotel fitness centres may be an option. In general, the higher the star rating of the hotel, the more comprehensive and luxurious the health club. At the Great Eagle Hotel’s Health Club, which was opened in the early 2001, the emphasis is on providing members with an exclusive and luscious setting with facilities that are easily accessible without the need to wait. Often, hotel clubs impose a ceiling on the number of members which means that staff-to-client ratio is kept low. This allows the clubs to deliver quality service and for personal trainers to develop a better understanding of individual needs. **B**

健體服務 各適其適

健身場地種類繁多，規模與風格各有千秋，由豪華的酒店健身會所、流行時尚的健美中心，以至要求嚴格的器械健體訓練營，應有盡有。如您已下定決心加入這類場所，以強健體魄，應如何揀選適合的設施和服務？

帝京酒店及帝都酒店公關經理麥潔儀說：「應著重服務的質素，以及是否設想周到。入會之前，應先看看內裡的設施，以判定有否所需的服務和消閒設備；此外，亦須事先接受體格檢查，讓會所為您度身制定個人化的健身計劃。」

SPORTathlon 集團總裁 Michael Lamb 認同他的想法，認為會所應「設備齊全，能助您達到健體的目標」；另外，還須「環境宜人，令人有賓至如歸之感。」

SPORTathlon 在交易廣場、喜來登酒店和怡東酒台經營和管理 Spa 健身中心。

Lamb 亦建議我們與營業員傾談外，也應跟其他員工攀談，從而得知他們的專業知識和服務態度是否優良。

他表示，健體導師是否具備專業資格及其態度之優劣，是甄選的關鍵因素。他把個人導師擬作朋友和啟導者。

Spa 健身中心為所有新會員免費提供三節導引課。Lamb 說：「及後，健身中心職員會就一般事宜提供建議，會員亦可自費聘請私人導師，接受特定訓練。我們制定了一整套體能評估基準，協助會員監察體力發展。」

麥潔儀稱，若想一氣呵成，定時接受健身培訓，地點的選擇亦十分重要。她說：「每次要舟居勞頓才到達會所，必會令人卻步，半途而廢。」

整體來說，個人的選擇至為關鍵。麥女士指出，考慮因素包括服務是否物有所值和切合個人具體需要。例如，有人愛做器械健體，有人鍾愛游泳，所以，應物色備有這類設施的場地。

她說：「您所選的設施應能滿足您的需求。豪華會所側重個人化服務，一般的健身中心則較適合喜歡自由活動，或只使用某幾類設施的人士。」

有鑑於此，麥女士建議，作決定前應訂定財政預算。「客戶要考慮願意花多少錢，以及希望應用何種服務和設施。」

如 Spa 健身中心的會所通常設有多種會籍，以配合客戶不同的財政預算。Lamb 建議，應避免訂定長期合約。他說：「看來過於完美的合約，內裡必有蹊蹺。」

對財政限制較小的人士來說，酒店健身會所是不錯之選。普遍而言，酒店級數愈高，其健身中心便愈完備和華麗。鷹君酒店健身中心於 2001 年初啟業，賣點是會員可專享華美的私人設施，且無需費時輪候。有些酒店會所更設定會員人數上限，把員工對客戶比率保持於低水平，藉以維持質素上乘，而私人導師亦能更透徹地瞭解客戶的需求。 **B**



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SAR trade slows as Mainland grows

Trade figures suggest that an increasing amount of trade that might have previously come out of the Mainland through Hong Kong is now being shipped directly, writes IAN PERKIN

A continued moderation in demand from major Western markets, as well as continued pressure on export prices, were the major factors in the further slowdown in Hong Kong's external merchandise trade performance in the opening months of this year.

The extension of the 2001 downturn into the new year reflects the lagged impact on goods traded, the slower growth experienced by major Western economies throughout the 2001 calendar year, and the September 11 events of last year.

The SAR will therefore be looking for the global economic improvement expected as the year progresses to lift its trade performance and prices, and this may have emerged in March when total exports rose a modest 2.2 per cent.

Re-stocking by importers in the major Western markets could be a key factor in this as, according to all reports, consumer demand in most markets has held up fairly well in the past six months, despite the broader economic downturn.

Hong Kong's continued negative trade performance does, however, still stand in stark contrast to the continued growth of total Mainland exports, which would, in the past, have directly benefited the SAR.

Official figures show China's foreign trade in the first quarter of this year rose 7.7 per cent year-on-year to US\$122 billion, with exports up 9.9 per cent to US\$64.7 billion and imports up 5.2 per cent to US\$57.4 billion. Trade balance was a positive US\$7.3 billion.

Closer to Hong Kong, Guangdong Province's total external trade in the opening two months of the year rose 16.1 per cent to US\$27 billion, with exports up 19.6

per cent to US\$14.8 billion and imports up 11.9 per cent to \$12.9 billion.

Guangdong, the adjoining Mainland province to the SAR, accounts for about 36 per cent of the Mainland's total external trade.

This is probably the most worrying aspect of the numbers as far as the SAR economy is concerned, suggesting that an increasing amount of trade that might have previously come out of Mainland China through Hong Kong is now being shipped directly.

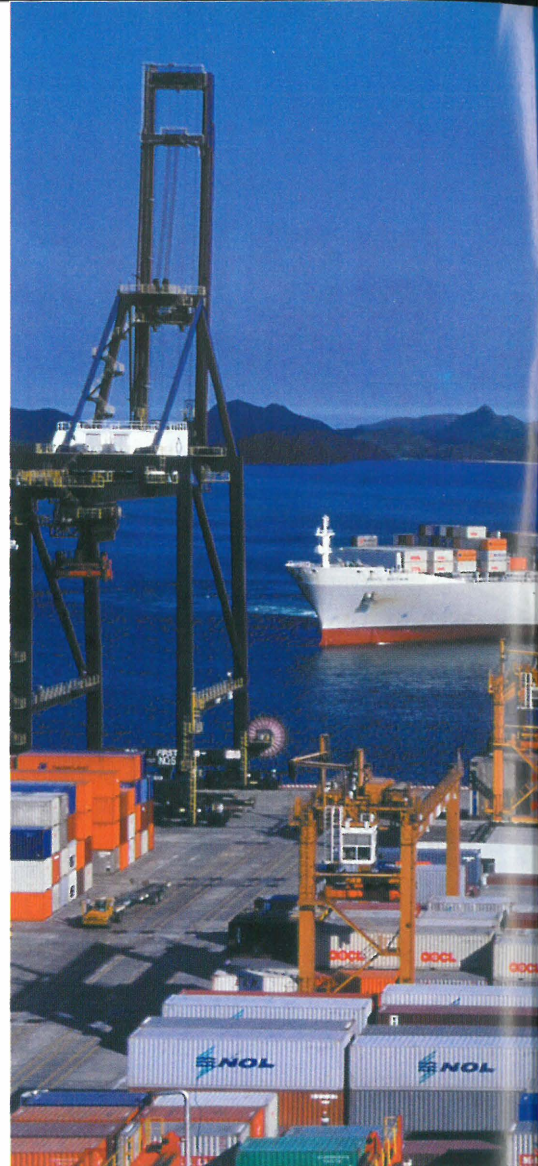
The situation will need to be monitored closely as the year progresses to assess whether the further upturn in global demand results in greater direct shipment from the Mainland, or a recovery in the role of the SAR as a re-export centre.

Latest detailed figures for external trade show that while overall value of exports for the first quarter of the year fell 6.2 per cent to HK\$325.8 billion (US\$41.8 billion), the declines were far heavier in the major Western markets.

[As the trade flows in January to March of each year tend to be volatile due to difference in timing of the Lunar New Year holidays from year-to-year, it is important to analyse the figures – indeed, any economic numbers – for the three months together.]

The value of merchandise re-exports to most of the major destinations fell – France (down 18.8 per cent), the United States (off 17.2 per cent), Germany (down 16.2 per cent), the United Kingdom (off 14.4 per cent) and The Netherlands (down 11.3 per cent). Re-exports to Japan were also off 16 per cent.

Perhaps surprisingly, re-exports to the Mainland were down only 3.6 per cent, but



those to Taiwan were off 11.5 per cent and Singapore, down 7.9 per cent. In the top-ten markets only South Korea showed any increase, a modest 4.6 per cent.

There was a similar picture for domestic exports, with major markets showing various rates of decline – Singapore (off 43.6 per cent), Germany (down 38.7 per cent), the U.S. (down 27.1 per cent), the U.K. (down 26.8 per cent) and Canada (off 23 per cent).

Japan also showed a decline (down 21.6 per cent), the Philippines (off 19.7 per cent), Taiwan (off 12.6 per cent) and The Netherlands (down 12 per cent). Once again, however, the Mainland held up well, with domestic exports to that market declining just 6.7 per cent.

Overall, domestic exports dropped a substantial 17.5 per cent in the first three months of the year, when compared with the same three months last year, to HK\$29 billion (US\$3.7 billion).

On the import side the equation, there

OOCL Britain berthing in Yantian Port. The Mainland's growing direct cargo exports could be having an impact on Hong Kong's falling re-exports.

「東方海外英國」停泊於鹽田港碼頭。內地直接出口與日俱增，可能是導致香港轉口不斷下降的原因。



特區與內地貿易 一跌一升

洗柏堅：貿易統計數字顯示，以往從內地經香港輸出的商品，或已逐漸改從內地直接出口

主要西方市場對商品的需求依然不振，加上出口價格持續受壓，是今年頭幾個月香港對外商品貿易進一步疲弱的主因。

2001年經濟不景延續至今，反映去年西方主要經濟體系低迷和911事件對商品貿易造成的滯後衝擊。

因此，香港特區唯有寄望藉預期中的年內環球經濟改善，以提升貿易表現和商品貨值。本年三月香港商品出口總額錄得2.2%的溫和增幅，復甦勢頭或許已經展現。

當中，主要西方市場入口商重新儲備存貨也許是關鍵因素。所有經濟分析報告均顯示，即使經濟衰退擴大，大多數市場的消費者需求於過去六個月卻漸見起色。

然而，本港的貿易表現持續遜色，與內地出口總額的不斷增長，形成強烈對比。過往，內地出口增長每每令特區直接受惠。

官方統計數字指出，本年首季中國對外貿易的按年增長率為7.7%，總額達1,220億美元；出口上升9.9%至647億美元；入口增加5.2%到574億美元。貿易順差為73億美元。

有關毗鄰香港的廣東省的數據顯示，該省於是年頭兩個月的對外貿易總額升幅為16.1%，達到270億美元；出口銳增19.6%至148億美元；入口遞升11.9%到129億美元。

這個與香港連接的內地省份的對外貿易總值，佔內地貿易總額的比重約36%。

這些貿易數字與香港本身的數據相比，或許透現一種令港人憂心的實況——以往從內地經香港輸出的商品，或已逐漸改從內地直接出口。

年內，我們須密切監察這個勢頭，以評估全球商品需求進一步好轉，會否令內地直接出口增加，或讓特區的轉口港地位得保穩固。

最新公佈的特區對外貿易詳細統計數字顯示，本年首季的貨品出口貨值錄得跌幅6.2%，總額下降至3,258億港元(418億

美元)，多個主要西方市場的相關跌幅更為厲害。

由於每年春節假期所在的日子不同，每年一月至三月的貿易數字通常有所波動，故較宜合併三個月份的貿易和其他經濟數字來分析。

本年首兩個月輸往大部分主要目的地的商品轉口貨值錄得不同程度的跌幅：法國(18.8%)、美國(17.2%)、德國(16.2%)、英國(14.4%)、荷蘭(11.3%)。輸往日本的商品轉口貨值亦告下滑16%。

或許令人感到意外的是，輸往內地的商品轉口貨值僅下降3.6%。輸往台灣和新加坡轉口的同類降幅分別為11.5%和7.9%。在十個主要轉口目的地中，只有輸往南韓的同類商品貨值出現溫和的4.6%升幅。

出口方面，情形大致相同，輸往主要目的地的本港產品出口貨值同樣錄得不同程度的跌幅：新加坡(43.6%)、德國(38.7%)、美國(27.1%)、英國(26.8%)、加拿大(23%)。

至於日本、菲律賓、台灣和荷蘭，跌幅分別為21.6%、19.7%、12.6%和12%。輸往內地的本港出口與轉口貨值跌幅同樣溫和，只有6.7%。

總括而言，今年頭三個月的本地出口貨值與去年同期比較，大幅下挫17.5%至290億港元(37億美元)。

進口的變動情形相若，在在顯示本地內需不振、轉口貿易衰弱帶來的負面影響。轉口貿易在不同程度上端賴商品進口的升跌。

本年首三個月的商品進口總額下調9.1%到3,420億港元(430億美元)，2001年頭數個月的景況則明顯較佳。

今年一月和二月，商品進口貨值的跌幅為美國(23.6%)、日本(22.3%)、德國(22.2%)和南韓(19.9%)。

此外，來自其他供應地的進口貨值降幅為新加坡(14.3%)、台灣(13.3%)、泰國(11.8%)、馬來西亞(6.7%)、英國(2.7%)。來自內地進口的同類跌幅亦達9.5%。

洗柏堅為本會首席經濟師。

were also consistent declines reflecting the weakness in local demand and the decline in re-export trade, which relies on imported components to varying degrees.

Total imports in the opening three months of the year were down 9.1 per cent to HK\$342 billion (US\$43 billion) when compared with the more buoyant opening months of 2001.

For the first two months of the year there were declines in imports from the U.S. (down 23.6 per cent), Japan (off 22.3 per cent), Germany (down 22.2 per cent) and South Korea (off 19.9 per cent).

There were also declines in imports from Singapore (off 14.3 per cent), Taiwan (down 13.3 per cent), Thailand (down 11.8 per cent), Malaysia (down 6.7 per cent) and the United Kingdom (off 2.7 per cent). Even imports from the Mainland were down 9.5 per cent. **B**

Ian K Perkin is the Chief Economist of the Chamber.

香港—內地商會聯席會

周年
2002年



HKGCC



香港中華總商會



Promising first year for JBLC

The Joint Business Liaison Committee has established itself as an effective and important vehicle to help businesses keep up to date on the rapidly changing business environment in the Mainland, writes MABEL YAO

HKGCC Chairman Christopher Cheng and chairmen of three other local business organisations met with CCPIT Chairman Yu Xiaosong on April 4 to review the first year of operations of the Hongkong-Mainland Joint Business Liaison Committee (JBLC) and to discuss the future direction of the organisation in 2002.

JBLC was set up in April 2001 to provide an efficient communication channel for businesses in Hong Kong and the Mainland to help solve any difficulties that they may encounter. It also acts as a window to help enterprises keep up to date on the rapidly changing business environment in the Mainland.

As HKGCC took up the work as the committee's secretariat for the Hong Kong side during its first year of operations, Mr

Cheng briefed delegates on developments over the past 12 months.

Upon its establishment, one of the most pressing tasks was to set up a hotline (2117 1221), which now receives dozens of phone inquiries per month. The committee also set up a Web site (www.hkchinabiz.org.hk), which has proven to be an effective vehicle to disseminate timely updates on changes to laws and regulations on the Mainland. It has also allowed businesses to keep abreast of the Mainland's rapidly changing trade and investment landscape. The site now averages over 1,300 page views per month.

Calls mostly involved inquiries or complaints covering rules and regulations on joint ventures, IPR, customs, labour laws and trading rights. All inquiries were addressed and followed up by the Chamber and the Mainland secretariat, the China

Council for the Promotion of International Trade (CCPIT).

JBLC also played an important role in fostering closer economic cooperation between the Mainland and Hong Kong. In April last year, a delegation made up of leaders from the participating organisations met State Council Vice Premier Li Lanqing. They expressed the local business community's hope that a regional trade agreement with China could be established.

The committee was pleased to note that HKSAR Chief Executive Tung Chee-hwa formally submitted the proposal, which is now named "Mainland/Hong Kong Closer Economic Partnership Arrangement (CEPA)," to the Central Government in November 2001. Both governments welcomed the proposal and ongoing consultations are making good progress. All parties ex-

會議

4月4日

香港工業總會
Federation of
Hong Kong Industries



JBLC held its first annual general meeting on April 4.

香港－內地商會聯席會於4月4日召開首屆週年會議。

pressed their wish that the arrangement be implemented as soon as possible.

For the coming year, the Chinese Manufacturers' Association (CMA) of Hong Kong will take up the role of JBLC's Hong Kong secretariat. CMA President Chan Wing-kee said CMA will intensify collaboration with its Mainland counterpart and continue to help local and Mainland enterprises settle trade disputes, facilitate information exchanges and enhance communications.

JBLC was established in Beijing in April 2001 by HKGCC, CMA, the Chinese General Chamber of Commerce and the Federation of Hong Kong Industries with their Chinese counterparts, the China Council for the Promotion of International Trade, and the China Chamber of International Commerce. Its goal is to build an efficient communication channel for businesses in Hong Kong and the Mainland to help solve any difficulties they may encounter.

CCPIT takes charge of all Mainland affairs of the committee, while responsibility for Hong Kong affairs rotates annually among the four local organisations. **B**

香港－內地商會聯席會 首年工作美滿

姚暉報道，聯席會提供有效而重要的渠道，協助工商界掌握內地急速轉變的營商環境

總商會主席鄭維志夥同其他三個本地工商組織的會長於4月4日與中國國際貿易促進委員會會長俞曉松，一起回顧香港－內地商會聯席會的首年工作，並展望2002年的發展方向。

香港－內地商會聯席會於2001年4月成立，目標是為香港和內地工商界提供有效的溝通渠道，以助解決營商疑難；此外，亦擔當中港兩地的門戶角色，冀企業能藉此緊貼內地日新月異的商貿形勢。

總商會擔任聯席會的首屆香港秘書處，鄭維志主席於週年會議上向與會代表匯報秘書處於過去一年的工作發展。

聯席會成立後的優先工作包括設立熱線電話(2117 1221)，每月收到幾十個電話諮詢，由秘書處及時作出回應。聯席會亦設立了網站(www.hkchinabiz.org.hk)，有效地向工商界傳遞國內最新的法律及法規變動訊息，以及內地投資經商的最新動態。網站現時的點擊率為平均每月1,300頁次。

此外，聯席會至今收到的諮詢和投訴個案，內容涵蓋中外合資經營、知識產權、海關、勞動法及貿易進出口權等方面的法規和條例。全部個案均由香港秘書處和內地秘書處貿促會回應及跟進。

聯席會的主要任務之一為增強中港的經濟融合。去年四月，各參與商會的領導組成代表團，拜會了國務院副總理李嵐清，向李副總理表達香港商界希望與內地設立區域貿易協議的願望。

聯席會很高興看到特區行政長官董建華於去年十一月正式向中央政府提出這個構想，並得到兩地政府的積極回應，現已順利展開磋商。協議定名為「內地與香港更緊密經貿關係安排」，關連各方一致認為安排愈早落實愈好。

第二屆香港秘書處設於香港中華廠商聯合會，廠商會主席陳永棋表示，香港秘書處將加強與內地秘書處的緊密合



HKGCC Chairman Christopher Cheng (left) reviews the accomplishments of JBLC in 2001.

HKGCC was the Hong Kong Secretariat for the organisation in 2001, while CCPIT is the permanent Mainland Secretariat, which is Chaired by Yu Xiaosong (right).

總商會主席鄭維志(左)匯報聯席會2001年的工作發展。總商會是聯席會去年的香港秘書處，貿促會為聯席會的內地永久秘書處。圖右為貿促會會長俞曉松。

作，繼續集中協助中港企業解決經貿糾紛，及促進信息交流和互通。

香港－內地商會聯席會由總商會、廠商會、香港中華總商會、香港工業總會與內地的貿促會和中國國際商會於2001年4月在北京合組而成，旨在為香港和內地工商界提供有效的溝通渠道，以助解決營商疑難。

貿促會負責聯席會的內地事務，香港事務由四間本地機構輪流負責。 **B**

Mission to Henan and Anhui

Chamber delegation explores two attractive investment destinations that are expected to benefit from China's entry into the WTO and the Mainland's mid-western development plan **BY FRANCES HUANG**

A Chamber delegation led by HKGCC Director Dr Eden Woon recently returned from a five-day study mission to Henan and Anhui.

Now that China is in the WTO and the Central Government is aggressively promoting its central and western development plan, both provinces offer promising investment opportunities for Hong Kong businesses to tap.

During the mission, which took place from April 8 to 12, delegates visited two economic and technological development zones in the provinces and attended the opening ceremony of the 2002 Henan Economic & Trade Fair.

ANHUI

During their visit to Anhui Province, Governor Xu Zhonglin warmly received the delegates and briefed them on Anhui's competitive advantages. He said one of the province's main selling points is its strategic location, interfacing the eastern and western regions. Its mineral, agriculture, tourism and technology industries also offer strong potential for investors.

Following their meeting with Mr Xu, who thanked the Chamber for helping to promote the province, delegates attended a dinner reception hosted by Anhui Vice Governor Lu Jiafeng.

On the second day of the mission, members met officials from the Department of Foreign Trade and Economic Cooperation, State Taxation Bureau, Administration of Customs and the Development Planning Commission. Frank discussions during the meetings provided valuable information for members as well as Anhui officials, who were given suggestions from a foreign investor's perspective.

According to the department of Foreign Trade and Economic Cooperation,

Hong Kong is the largest foreign investor in the province. Among the 4,937 foreign enterprises operating in Anhui, 2,209 are run by Hong Kong companies, and SAR investments account for 43 per cent of the total US\$6.2 billion of foreign contractual investment.

Delegates also met the Mayor of Heifei, Guo Wanqing, who said the city has a rich pool of human resources. As one of the four scientific and educational bases in China, Heifei now has 13 tertiary institutions and over 200 research institutes.

Members also visited Heifei Economic and Technological Development Area which, since its inception seven years ago, has maintained an annual economic growth rate of about 50 per cent.

HENAN

In Henan Province, the delegation met Governor Li Keqiang and Vice Governor Zhang Yixiang, and attended the 2002 Henan Economic & Trade Fair. They also acquired a more in-depth understanding of China's cultural heritage by touring renowned scenery spots – Longmen Grotto, Shaolin Temple, and Zhengzhou Museum.

During meetings with officials from the Department of Trade and Economic Cooperation and other provincial officials, delegates learned that the province is an important agricultural base in the Mainland.

Henan also plays an important role in fuelling the Mainland's power plants by supplying about 80 million tonnes of coal annually, the third highest in the country.

With easier access and generous investment incentives offered by the Central Government as part of its western development plan, Henan offers attractive opportunities to foreign investors, officials told members.

Hou Guofu, director general, Department of Foreign Trade and Economic Co-



Members attend the 2002 Henan Economic & Trade Fair, which was opened by Henan Governor Li Keqiang.
團員參加「2002年中國河南經濟貿易洽談會」，河南省省長李克強主持洽談會的開幕禮。

Members visit Henan's renowned scenery spot, Longmen Grotto.
團員遊覽河南風景名勝龍門石窟。

Anhui Governor Xu Zhonglin (right) meets with Chamber Director Dr Eden Woon.
安徽省省長許仲林(右)會晤本會總裁翁以登博士。



operation of Henan, said he believed that Hong Kong's global network, advanced service industries and skilled professionals could benefit Henan by helping the province's strong domestic industries expand into overseas markets. Mr Hou added that he believed the Mainland/Hong Kong Closer Economic Partnership Arrangement

河南、安徽考察團滿載而歸



河南和安徽料必受惠於中國入世和內地中西部大開發，成為投資熱點，總商會組團探索兩省投資機會 黃芳

總商會總裁翁以登博士最近率領代表團，往河南和安徽考察五天。在中國入世和中央政府大力開發中西部的背景下，在兩省投資的機會可謂無可限量，本會此行正欲窺探港商在兩地的商機。

4月8至12日期間，考察團參觀了兩地主要的經濟和科技開發區，並參加「2002年中國河南經濟貿易洽談會」。

安徽

在安徽期間，省長許仲林熱情接待團員，並向團員介紹安徽的競爭優勢。他說，該省的優勢之一是地處策略據點，坐擁承東啟西的優越位置。其礦產、農業、旅遊和科技產業蘊藏大量商機。

許省長感謝總商會推介該省，希望藉此吸引更多香港和國內外企業投資該地。稍後，副省長盧家豐與團員共進晚餐。

行程次日，團員與省外貿廳、國家稅務局、海關、國家計委的領導會面。團員透過會談獲得實用訊息，並借此機會向該省官員反映外商在當地投資的意見和建議。

外經貿廳領導介紹香港是安徽省第一大投資來源。該省現有外商投資企業4,937家，其中香港投資設立企業佔2,209家；此外，全省合同外資達62億美元，香港佔43%。

訪問團還得到合肥市市長郭萬清的接見，郭市長表示，合肥有著極強的人力資源，為全國四大科教基地之一，設有13所

高等院校和200多家科研機構。

團員亦參觀合肥經濟技術開發區。這個國家級的開發區於七年前成立以來，年均經濟增長速度超過50%。

河南

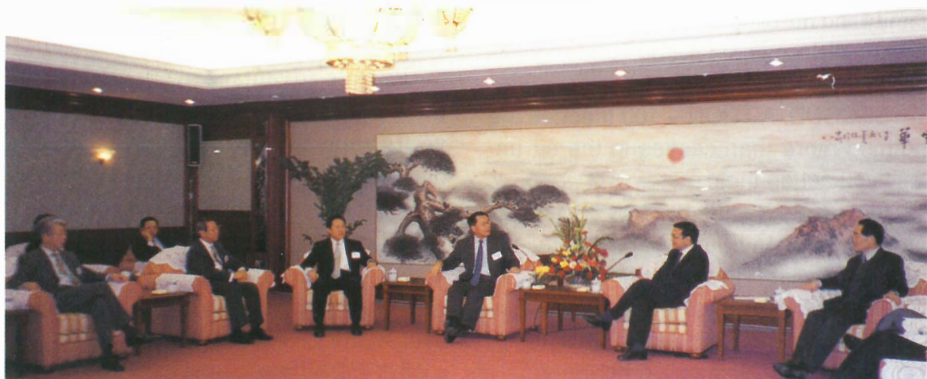
考察團結束安徽訪問活動後，前往河南省，獲得省長李克強和副省長張以祥隆重地款待。團員除參加「2002年中國河南經濟貿易洽談會」外，亦利用閒暇，遊覽著名的龍門石窟、少林寺、鄭州博物館等名勝古蹟，加深對中原地區深厚文化底蘊的瞭解。

團員藉與省外經貿廳及其他主要部門政要的會談，瞭解河南省是內地主要的農業重地。

另外，河南省亦是內地重要的能源基地，原煤年產量接近8,000萬噸，居全國第三位。官員向團員指出，除了遵循中國對世貿承諾的開放進度外，該省還得享中國西部大開發大部分的優惠政策，故具備吸引外商的龐大潛力。

該省對外經濟貿易經濟合作廳侯國富廳長向團體說，香港備有國際聯繫網絡、先進的服務業水平及熟悉國際商貿的專才，因此能幫助河南大型產業進軍海外市場。他補充，「內地與香港更緊密經貿關係安排」應有利河南的經濟發展。

行程最後一天，訪問團參觀了鄭州經濟技術開發區，鄭州市政府決定投入200億人民幣，在開發區旁興建一個現代化的新城區，使兩者發展相得益彰。 **B**



During their visit to Henan, the delegation met Governor Li Keqiang, who briefed them on the province's competitive advantages in Henan訪問期間，考察團會晤李克強省長。李氏向團員簡述該省的競爭優勢。

would benefit the economic development of Henan.

On the final day of the mission, delegates visited Zhengzhou Economic and Technological Development Zone. The Zhengzhou Municipal Government has earmarked 20 billion yuan to build a modern city next to the zone. **B**

Strength of success

One of the top-ten outstanding Chinese businesswomen in the world and president of Redin International, Huang Shu-huei, explains her rise from housewife to international business executive

“The most successful people are those who manage to leverage opportunities even before they arise,” Redin International President Huang Shu-huei said.

Mrs Huang, who ranks as one of the top-ten outstanding Chinese businesswomen in the world, outlined what she believes are the five traits that have contributed to her success at a Chamber Women Executives Club (WEC) luncheon on April 18 entitled, “Strength of Success.”

FIRST, INSIGHT – opportunities are always around, but having a sharp eye to grasp them is what counts.

In the mid-1990s, Mrs Huang learned about the healing powers of bio-wave products from a friend of hers.

“I was very suspicious about it at first, but because I was suffering from a peptic ulcer and insomnia I was willing to try almost anything,” she said. “And much to my surprise, my peptic ulcer disappeared after a few months and I was able to sleep normally again.”

She was so impressed with the product that she came up with a business idea to develop and market a range of bio-wave healthcare products. She set up Redin International in 1993, despite objections from her family and husband. The success of her business finally convinced her husband about its feasibility.

SECOND, ACTION – 100 theories are nothing more than castles in the air unless you act on them.

Since founding Redin, Mrs Huang has worked 12 to 16 hours every day for the past nine years. Besides the day-to-day running of the business, business trips, social engagements, and media interviews, among others, chip away at her time.

“Without action, theories are nothing more than castles in the air,” Mrs Huang said.

By walking the talk, she has managed to expand her business from a one-office operation employing one secretary to a multinational group with operations and sales network covering 12 countries and regions around the world.

THIRD, HARDSHIP – behind every success story lies a story of pain and hardship.

Making the transition from a housewife starting up her first business into a successful executive was a long struggle for Mrs Huang.

She found – and still finds – staff management a difficult task. Over the years, she has had to deal all sorts of people, from hard nuts to crackpots. Experience has taught her that compromise and reconciliation is usually not the best solution, but courage and sound judgement at the end of the day is usually the best way.

Business management is another difficult challenge, with more variables, such as diverse business cultures, laws and regulations in respective countries, and other issues being beyond control.

“For example, a former director of a laboratory from Tsing Hua University, which was our previous working partner in developing new bio-wave products, set up his own company after resigning from the job and he is now one of our competitors,” she said.

Redin’s advantage over such competition is that all of its products have passed verification and testing by SGS Group – one of the world’s largest organisations for testing, verification and certification – and also the Industry Bureau of Taiwan.

Sales have had minimal impact from copycats, and Mrs Huang expects turnover in the Taiwan market alone, will exceed NT\$2 billion.

FOURTH, KNOWLEDGE – knowledge is power in the 21st century.



Huang Shu-huei: “You can have 100 theories, but if you don’t act on any of them, they are nothing more than castles in the air.”

“People have different ways of relaxing and alleviating stress. Some prefer shopping, some like to eat, some go to the movies, but I like reading,” she said.

Mrs Huang describes books as her “intellectual director.” She reads for two hours every day, usually at midnight, and tries to finish at least two books a week.

She recently discovered that she is also as apt at drafting books as she is at reading them, spending only two weeks to write her first book, which has now become a bestseller in Taiwan.

Mrs Huang said that she feels it is a shame that few people continue the habit of reading after leaving school, and encouraged WEC members to habitually read to sharpen their knowledge.

“You just need to spend one hour reading or working on a particular thing every day ... This will help you stand out from the others several years later,” she said.

FIFTH, PREPARATION – opportunities arise for those who are prepared.

成就一生關鍵力量

全球十大傑出華裔女商之一、紅典集團總裁黃淑慧，闡述自己如何由家庭主婦躍身國際商界女強人



黃淑慧說：「沒有行動，一百個理論也等於零，因此，行動勝於一切。」

A few years ago, an opportunity to enter the Malaysian market arose after she secured an order worth US\$600,000 from a Malaysian enterprise. However, the order later shrank to US\$30,000 when the company started to have reservations about Redin's products.

"That frustrated our management and they told me to give up the order because the customer was just messing us around," Mrs Huang said.

But she insisted on going ahead with the deal and flew to Malaysia with just US\$30,000 worth of products. She later found out that people were queuing up to buy the products at outlets in Malaysia and quickly sold out.

"When you are about to give up, you will never know just how close success can be. So I would encourage you all to work hard and follow your dream," she said.

Following her speech, Mrs Huang said that besides reading, she also loves singing, and brought the luncheon to a close with an inspiring song, "Champion." **B**

紅典集團總裁黃淑慧說：「真正成功的人士就是在機會還未誕生之時，已能掌握那些不具體的事實，並能加以利用的人。」

黃女士榮膺全球十大傑出華裔女商之一，她於4月18日本會卓妍社午餐會上，以「成就一生關鍵力量」為題，分享個人成功背後五項關鍵因素。

一、鑑別機會到來的能力—機會常在身邊出現，但在乎自己有否銳利的目光，把機會抓緊。

1990年代中期，黃女士在偶然的機會下，從一位朋友得知生物波產品的治病功效。

她說：「起初我十分懷疑，但我當時患有胃潰瘍，又長期失眠，用盡多種方法也未見起色，所以，就算心裡懷疑，也只管拿來一試。不料數個月後，我的胃潰瘍全好了，亦再沒有失眠。」

黃女士對此產品嘖嘖稱奇，創業的念頭油然而生，於是，她不理會家人及丈夫的反對，毅然於1993年創立紅典，專門研發及推廣一系列生物波保健產品。她的成就也最終獲得丈夫的認同。

二、行動勝於一切—一百個理論不及一個行動。

自紅典成立以來，黃女士在過去九年間每天工作12至16小時，除了日常工務外，還忙於出外工幹、交際應酬、接受傳媒訪問及其他大小事項。

黃女士說：「沒有行動，所有理論都等於零。」

黃女士坐言起行，才令公司規模由原只有一位秘書，擴展到跨國集團式經營，營業及行銷網絡遍佈全球12個國家及地區。

三、歷盡艱辛—若要在人前顯貴，必須先在人後受罪。

家庭主婦出身的黃女士，由創業至今成為商界名人，期間吃盡不少苦頭。

在人事管理上，她一直遇到不少困難。多年來，她遇過不同的人，其中有些更是橫蠻無理、脾氣古怪。經驗教她明白，委曲絕不能求全，只有慎思明辨和勇氣，才是正視困難的良方。

商務管理是黃女士面對的另一挑戰，因當中存在很多難於掌握的變數，包括不同國家營商文化、法制的差異等。

她說：「舉個例子，一位曾與我合作研發生物波產品的清華大學研究所前任主任在退休後自立門戶，跟我打對台。」

不過，紅典產品的優勝之處，是已通過通用公證行集團和台灣工業局的驗證和測試，質素肯定勝人一籌。通用公證行集團是全球最具規模的驗證、測試及認證服務機構之一。

至於產品銷量亦無受跟風者的影響。黃女士預計，台灣市場的營業額將突破20億台幣。

四、知識就是力量—踏入21世紀，擁有知識的人，才擁有權力。

她說：「人們會利用不同的途徑紓緩和減少壓力，有人喜愛購物，有人喜歡吃東西，有人會看電影，我則鍾愛閱讀。」

黃女士形容書本是她的「導師」，她每晚會花兩小時看書，通常是在午夜，並嘗試每週讀畢兩本。

她最近發現，除了閱讀，她亦擅於寫作，只用了14天便完成她的處女作，該作品已成為台灣銷量最佳的書刊之一。

黃女士對甚少人會於完成學業後，堅持閱讀的習慣，表示可惜，並鼓勵卓妍社會員常常閱讀，以不斷增進知識。

「每天只需花一小時閱讀或做某一件事情……數年後，你便會發覺比人強。」

五、裝備就緒—機會是留給早有準備的人。

數年前，她得到涉足馬來西亞市場的機會，一家當地企業向紅典發出價值60萬美元的訂單。不過，由於該公司對紅典的產品仍有保留，故把訂單數值減至三萬美元。

黃女士稱：「公司管理層大感氣餒，勸我放棄該訂單，認為客戶在戲弄我們。」

然而，她堅持繼續與該公司交易，帶著僅三萬美元的貨品逕自飛往馬來西亞。結果是，當地客戶爭相搶購她的產品，那批貨品迅即售罄。

她說：「當人準備放棄時，絕不會知道原來成功是那麽接近。我想借此勸勉各位努力，實現夢想。」

黃女士作總結時，表示除了閱讀，也愛唱歌，遂向與會者獻唱「奪標」這首勵志歌曲，鼓勵人們著力追求人生理想。 **B**

BIG industries' pollution solutions

Cement plants, power stations and landfills are usually associated with dust, dirt and pollution. But as members of the Chamber's recent environmental tour found out, these industries are now clean, efficient operations that consider 'waste' a valuable resource that can be capitalised upon

Hong Kong WENT Landfill ranks among the world's top 20 largest landfills. China Light and Power's Castle Peak Power Station can burn up to 1,450 tonnes of coal per hour. And Green Island Cement will incinerate municipal solid waste at 1,450°C to create fly ash to mix in its cement.

These are just a few of the intriguing facts that 34 members learned during the Chamber's environmental fieldtrip, led by General Committee member Manohar Chugh on April 11, to see how Green Island Cement, Castle Peak and Black Point

power stations, and WENT Landfill manage waste.

Starting at Green Island Cement plant, members learned that the facility runs a waste reduction plan under that philosophy that any waste is wasted money. Its environmental awareness programme works on an inverted pyramid principle of: avoid, minimise, recycle, treat and dispose.

Cement production is a very energy intensive process. Basically, a mixture of limestone, iron oxide, silica and fly ash are first crushed in a raw mill, which is then heated from 50°C to 950°C within 40 sec-

onds in a preheater tower and kiln. This is then heated up to 1,450°C. Once cooled, the mixture – clinker – is then finely ground in a finishing mill.

Coal is the primary fuel used in the burning process, but the plant has developed a process for burning municipal solid waste, and plans to build an incinerator onsite. This will help with Hong Kong's garbage problem as well as reduce some of its energy costs and provide more fly ash for use in the cement, said Michael Wong, senior environmental process engineer, for Green Island Cement Co., Ltd.

Members of the Chamber's April 11 environmental field trip, led by General Committee member Manohar Chugh (centre), pose for a group photo at Green Island Cement.

本會會員於4月11日在理事會成員文路祝(中)帶領下，進行環保考察活動，他們在青洲英坭廠參觀時合照。



大型企業的大規模環保措施

水泥廠、發電廠和堆填區常令人聯想起塵垢和污染，但本會會員在最近一次環保考察活動中發現，這些作業不但清潔、實用，而「廢物」於它們來說更是寶貴的能源

香港新界西堆填區規模之大，列居全球第20位。中華電力青山發電廠的燃煤量，為每小時1,450噸。青洲英坭廠以1,450度攝氏高溫焚化都市固體廢物，並將過程中產生的灰燼，用於製造水泥。

4月11日，34位會員在理事會成員文路祝率領下，實地考察青洲英坭廠、青山發電廠、龍鼓灘發電廠和新界西堆填區的廢物處理工序。以上列舉的事項僅為箇中有趣之處，惟聽來已令人興致盎然。

行程第一站為青洲英坭廠，該廠恪守「製造廢物就是浪費金錢」的原則，推行減廢計劃。其環保意識推廣方案建基於倒金字塔式的環保概念，認為處理廢物的態度應以「可免則免」為大前提，接著須致力「減少製造、循環再用、處理」，最後才將之「廢置」。

製造水泥需要耗用大量能源。石灰石、氧化鐵、矽酸和灰燼須先在粗磨中碾碎，然後放進預熱塔及窯中加熱燃燒，最初40秒內溫度由50度攝氏增至950度，之後再調升至1,450度。混合物一經冷卻，便會結成熔塊，繼而放進加工碾磨機中磨成粉末。

青洲英坭高級環保及工藝工程師黃宇光

表示，煤是燃燒過程中採用的主要燃料，但該廠已能利用都市固體廢物進行燃燒，同時計劃在廠內加設焚化爐。這不但有助紓緩香港的垃圾處理問題，還可減低能源成本，並產生更多可混入水泥的灰燼。

以1,450至2,000度攝氏高溫燃燒垃圾，過程中釋出的大量化學污染物將分解為無害物質，再用石灰磨擦和吸除餘下的污染物，垃圾燃燒後剩下的灰燼便會連同石灰用來製造水泥。

黃氏說，焚燒前會先把垃圾分類，以去除無用的物質，如電池。

青洲英坭廠隔鄰中華電力青山發電廠。後者八個發電機組的發電量達4,110兆瓦，主要燃料為煤。

中華電力青山發電廠廠長周光華向會員表示，該廠已增設低氧化氮燃燒裝置，藉此將氧化氮排放量減低逾五成。

煙道氣體未進入煙囪前，先流經靜電除塵器，以清除混入氣流中的灰燼微粒。每個靜電除塵器每小時可收集數十噸微塵，效能高達99.3%以上。

灰燼可代替水泥用於混凝土中，亦能作為製造水泥和磚塊的原料，並可供填土用途。剩餘的灰將會加水，經埋藏管道泵

至離發電站以北5.5公里的曾咀煤灰漿存放湖。至於鍋爐中較粗粒的爐底灰，加水後將成混凝土骨料或作堆填之用，經陸路運往所需地點。

會員離開青山發電廠後，前往四英里以外的龍鼓灘發電廠，該廠是本港首個採用天然氣為燃料的發電廠，亦是最新的發電廠項目，由青山發電有限公司持有。

發電廠將於2004年全面投產，總發電量達2,500兆瓦，設有八個發電機組，每組發電量312.5兆瓦，為全球最具規模的天然氣綜合循環式發電廠之一。

該廠以燃氣輪機發電，過程中釋出的多餘熱力將轉為蒸汽，用以推動蒸汽鍋輪機，再產生電力。綜觀相類的燃料消耗方式，使用燃氣輪機較傳統燃燒化石的發電量多約三成。

天然氣透過一條長780公里的管道，直接由南中國海海南島南部崖城13-1氣田輸入。

Below: Mike Campbell (standing left), COO for Swire SITA Waste Services, explains through models (right) how the landfill is managed and how it will look when it is full in 10-15 years time (below right).

下圖：太古昇達廢料處理營運總監米高·金寶(左)利用模型(右上圖)講解堆填區的管理，以及該區於10至15年內飽和後的發展規劃(右下圖)。





Members tour Black Point Power Station's central control room.
會員參觀龍鼓灘發電廠中央控制室。

By incinerating rubbish at temperatures between 1,450°C and 2,000°C, many chemical pollutants released during the burning process will be broken down into harmless elements. Emissions will then be further scrubbed using lime, which will absorb many of the remaining pollutants. The fly ash which remains after burning the garbage will then be used in its cement production, along with the lime.

Mr Wong said rubbish will be sorted on site to remove any undesirable products, such as batteries, before burning.

Located directly next to Green Island Cement is CLP's Castle Peak Power Station. The eight generating units have a capacity of 4,110 megawatts (MW) and are fuelled primarily by coal.

Low nitrogen oxide burners have been installed at the plant to reduce the emission of nitrogen oxide by over 50 per cent compared to the originally installed equipment, Joseph Chow, plant manager for Castle Peak Power Station told members.

Before entering the chimney, the flue gases pass through electrostatic precipitators to remove the fine fly ash which is entrained in the gas flow. Each precipitator is capable of collecting tens of tonnes of dust per hour with a collection efficiency of over 99.3 per cent.

The fly ash is used as a cement substitute in concrete, as a raw material for mak-

ing cement and building blocks, and for landfill purposes. Any surplus ash is mixed with water and pumped through buried pipelines to Tsang Tsui Lagoon, some 5.5 kilometres north of the station. The coarser furnace bottom ash collected from the boilers is conditioned with water before road transportation for use as an aggregate or as landfill.

Leaving Castle Peak Power Station behind, members travelled to Black Point Power Station four miles away. The station is the first natural gas-fired plant and the latest power project, and is owned by CAPCO.

When fully functional by 2004, the station will have a total capacity of 2,500 MW, consisting of eight units of 312.5 MW each, and will be one of the largest natural gas-fired combined-cycle power stations in the world.

The plant produces electricity using turbines. The surplus heat from this process is harnessed and used to make steam, which in turn drives a steam turbine to generate additional electricity. For a similar fuel consumption, gas turbines produce approximately 30 per cent more electricity than conventional fossil-fired power stations.

Natural gas is piped from the Yacheng 13-1 gas field to the south of Hainan Island in the South China Sea along a 780-kilometre pipeline.

After touring the generator plants and having lunch at the station's canteen, members were shown Tsang Tsui Lagoon, where CLP stores its fly ash. Then it was on to the nearby West New Territories (WENT) Landfill.

The humongous size of the landfill has to be seen to be believed. An entire hillside measuring 110 hectares is basically being levelled to create a gentle sloping hillside.

Two thirds of the rubbish arrives by sea from various points around Hong Kong, the rest is by road. Rubbish is compressed into sealed containers and shipped to a dock at the foot of the landfill. Containers are loaded onto convoys of lorries which then trundle up the landfill to designated dumping zones. About 200 containers discharge their contents into the landfill daily.

The maximum depth of the waste at the landfill is expected to be 120 metres, and its capacity is about 61 million tonnes.

All manner of waste is dumped into the landfill, from tyres to hospital waste. About 320 tonnes of restaurant grease is also dumped into the landfill every day. Mike Campbell, chief operating officer for Swire SITA Waste Services Ltd, which oversees the operations of the landfill, said work to collect this grease and convert it into fuel is underway and he hopes to get approval from the government soon.

To ensure that no residue from the



Joseph Chow (right), manager for Castle Peak Power Station, shows members around the plant.
青山發電廠廠長周光華(右)帶領會員參觀該廠。

CLP's Tsang Tsui Lagoon stores fly ash generated from its power plants, while coarser furnace bottom ash (insert) is stored next to the lagoon.
中華電力曾咀煤灰漿存放湖儲藏發電廠產生的灰燼，較粗粒的爐底灰(插圖)則儲於湖旁地區。



landfill seeps into the surrounding environment, a system of filter layers of rocks, matting, and polyethylene liner contains any residue. A complex of pipes running along the bottom of the landfill carries away leachate which is treated at onsite tanks. Gases are also sucked out of the landfill and burnt off onsite.

The landfill is expected to be full in 10 to 15 years, but Mr Campbell said it is difficult to say exactly when this will be because of so many outside influences. By that time, Hong Kong is expected to have an additional 2 million more people who will be producing rubbish. Interestingly, the state of the economy also affects the amount of rubbish that citizens produce. If Hong Kong's GDP grows 1 per cent, then there is an average increase of 0.5 per cent in the amount of rubbish that the territory produces, he said.

Once full, the landfill will be covered with soil and landscaped to become a recreation area. The contractor, Swire SITA Waste Services Ltd, will be responsible for maintenance and environmental control, and monitoring of the landfill site for 30 years after its closure. **B**

For more information, members can contact Thinex Shek at 2823 1270, or email, thinex@chamber.org.hk

參觀完畢後，會員在發電廠飯堂午膳，再而遠眺曾咀煤灰漿存放湖。該湖專收集中華電力發電廠產出的灰燼。考察團及後往訪毗鄰的新界西堆填區。

堆填區面積偌大，非親眼看到，也難以置信。該處原為面積約 110 公頃的山坡，現已大致移平為緩坡。

供堆填的垃圾來自全港不同地點，三分之二經海路運至，其餘經陸路。垃圾先被壓入密封式的容器內，然後用船隻運往堆填區坡地的碼頭，容器經起卸裝入貨車，車隊駛上堆填區，把垃圾棄置在指定的區域。每日，堆填區約需處理 200 個容器的垃圾。

堆填區堆積垃圾的深度預算以 120 公尺為限，重量約 6,100 萬噸。

內裡的廢物各式各樣，包括車軌以至醫療廢料。另外，堆填區每天會接收約 320 噸的食肆油脂。太古昇達廢料處理有限公司營運總監米高·金寶負責監督堆填區的運作，他表示該公司正計劃把這些油脂集合，再轉為有用的燃料，期望計劃可儘快得到政府批核。

為免堆填區的殘渣外滲，該公司用石、草蓆及聚乙烯墊組成的隔濾系統將渣滓收集。同時，貫穿堆填區底部的管道系統會把滲出物運往水箱再行處理。堆填區中釋出的氣體亦會被吸走，後再燃燒。

金寶說，堆填區料於 10 至 15 年內飽和，但礙於外界影響眾多，確實時間仍難以確定。屆時，香港人口料增 200 萬，垃圾量亦會相應大增。有趣的是，經濟狀況也會影響垃圾的產量。若香港的本地生產總值上升 1%，廢物會隨之遞增 0.5%。



Gas is sucked out of WENT Landfill and burnt off onsite.
新西界堆填區釋放出的氣體會被吸走，後再燃燒。

堆填區盛滿後，將蓋以泥土，並規劃成休憩綠化帶。承建商太古昇達廢料處理負責於堆填區封閉後 30 年內，保養和監控該地的環境。 **B**

查詢詳情，請聯絡石平梯，電話：2823 1270；電郵：thinex@chamber.org.hk。



SME Night: Government

Over 200 members attended the Chamber's SME Night on Government Procurement on April 9. Colin Sankey, head of the government's Efficiency Unit, outlined during an informal cocktail at Hotel Miramar how companies can supply government with various goods and services through its tender process.

In 2000, the government outsourced 4,370 contracts, valued at HK\$31.6 billion (excluding housing) for a variety of projects, from waste management to infrastructure maintenance to property services, he said.

The Efficiency Unit is promoting more and better outsourcing through finding suppliers that offer value for money, but Mr Sankey pointed out that great emphasis is put on quality, not just the lowest price, when evaluating bids.

The procedure for businesses wishing to bid for government supply or service contracts is simple. Companies only need to provide a minimum amount of information about their business and registration is free.

Although not essential, companies should register to be a supplier unless they want to check various government Web sites daily for tender notices.

Another advantage of registering is that generally, only contracts valued over HK\$1.3 million are advertised, so only registered companies will be invited to bid for contracts valued under this amount, said Gregory Leung, director of Government Supplies, who also spoke at the event.

The Supplies Department's average total purchase value per annum is HK\$5-6 billion, which involves about 2,300 contracts supplying a variety of goods.

Various government departments are responsible for purchasing their own supplies for products or services for smaller contracts – about HK\$1.3 million or less – while amounts above that generally go through the Government Supplies Department.

SME Committee Chairman K K Yeung hosted the evening which was also attended by representatives from the government's Electrical and Mechanical Services Department, Supplies Department, Housing Department, and Management Services Agency, who introduced their procurement requirements and procedures to members.

More information on government procurement procedures and forms can be found on the Government Supplies Department Web site, <http://www.ets.com.hk>, or <http://www.info.gov.hk/gsd/> **B**

中小企之夜 — 政府採購



Above: Gregory Leung (left), director of Government Supplies, discusses his department's procurement operations with a member.

上圖：政府物料供應處處長梁永立(左)向一名會員講述該部門的採購運作。

Left: Colin Sankey, head of the government's Efficiency Unit, encouraged SMEs to register to be government suppliers.

左圖：政府效率促進組專員冼兢鼓勵中小企業登記成為政府認可的供應商。

procurement



You never know who you will meet at an SME function, such as Trade and Industry Department Assistant Director-general Eugene Fung (centre), who is seen here with SME Committee Vice Chairman Emil Yu (right) and Maria Cheung of Hing Yu Metal Works.

在這個中小企活動場合，出席賓客還有工業貿易署助理署長馮建業(中)、本會中小型企業委員會副主席于健安(右)及興宇汽車排氣鼓廠張黃莉婷。

總商會於4月9日假美麗華酒店舉行中小企之夜，主題為政府採購，有200多位會員出席。是次活動以輕鬆的酒會形式進行，政府效率促進組專員冼兢在會上向會員講解企業如何透過政府的招標程序，向政府提供各類型物料和服務。

冼兢表示，政府於2000年外判合約4,370宗，總值約316億港元(房屋合約除外)。合約項目多樣化，包括廢物處理、基建的維修保養，以至物業服務。

他說，效率促進組正積極物色貨真價實的供應商，使外判的數量及質量能同步提升，不過他指出，標書的評審準則不單以價廉為主，也十分著重品質。

不論是貨品供應或服務，企業競投的程序並不繁複，只須提交基本的業務資料，登記費全免。

另外，公司雖非必須登記成為政府認可的供應商，但不容忽視的是，登記後可省卻每天查閱政府網頁招標公告的麻煩。

另一位應邀講者政府物料供應處處長梁永立表示，辦理登記還有另一好處，因為一般只有價值130萬港元以上的合約才會刊登招標告示，不足這個價值的合約只開放予已登記的公司競投。

政府物料供應處每年的採購額平均達50至60億港元，涉及約2,300宗供應各種各樣物料的合約。

政府亦有多個部門自行採購貨品或小型服務，其合約價值約130萬港元或以下，以上者則一般交由政府物料供應處負責。

本會中小型企業委員會主席楊國琦為當晚主持，應邀演說嘉賓還包括政府機電工程署、物料供應處、房屋署、管理參議署的代表，他們逐一向會員解說個別部門的採購要求及程序。

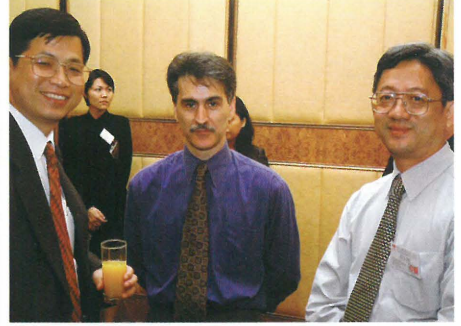
查詢政府採購程序及下載登記表格，請登入政府物料供應處網址 <http://www.ets.com.hk> 或 <http://www.info.gov.hk/gsd/>。



SME Committee Chairman K K Yeung gives the opening remarks at the Chamber's SME Night on April 9.

中小型企業委員會主席楊國琦為本會於4月9日舉行的中小企之夜致開幕辭。





Chamber SME Night in pictures
總商會「中小企之夜」彩照重溫





Hong Kong General Chamber of Commerce
香港總商會 1861

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Silver with a grey mouse pad
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連灰色滑鼠墊。
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In celebration of the Chamber's 140th anniversary,
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其中兩幅傘面
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30-inch
Silver on the outside, burgundy on the inside
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沿傘邊印上總商會徽號。
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'Nin Jiom' stands the test of time

Ask almost any Chinese person what is the best cure for a cough and they will most likely tell you "Pei Pa Koa Cough Syrup."

Chan Yin, director and general manager of Nin Jiom Medicine Manufactory, which produces the cough syrup, said the reason it is so well known is because it has a pedigree dating back to the Ching Dynasty.

"The formula was developed from a prescription written by Dr Ip Tin-see, a famous physician of the Royal family," he said.

History has it that a provincial commander called Yang Xiaolian asked Dr Ip to treat his mother, who had been dogged by a persistent cough for months. The physician prescribed a blend of natural herbs and honey, which eventually cured Mr Yang's mother. She was so impressed with the results that she asked her son to mass-produce the cough medicine so that others suffering from similar ailments could also be cured.

His family set up a factory in Beijing to manufacture the cough syrup and named the formula "Nin Jiom (in memory of my mother) Pei Pa Koa (loquat syrup)." The words "King-to," which translates as "capital," referring to Beijing, were later added to the company name which became Kingto Nin Jiom.

During the Sino-Japanese War, the Yang family managed to flee to Hong Kong, and later decided to emigrate to Brazil. Fearing that the formula might be lost, and in need of money to emigrate, the Yang family sold their business to a respected local Chinese medicine practitioner Tse Siu-bong, who still heads the company as its chairman and managing director to this day.

Mr Tse produced the cough syrup at his Chinese medicine shop, before finally opening the company Nin Jiom Medicine Manufacturing (HK) Ltd, which was incorporated in 1962.

Today, the company has built up a global sales network spanning 20 countries,

and produced sales of almost HK\$350 million last year.

Headquartered in Hong Kong, Nin Jiom has also set up manufacturing plants in Taiwan and Singapore. The company's product has a solid market base in Taiwan, and in Singapore which also serves as a research and production centre for Chinese herbal medicines.

Besides its flagship product, Pei Pao Kao, Nin Jiom has also developed other niche products, which include nutrient-rich tonics and Pei Pa Koa Herbal Candy, which

brand in the minds of the public and also enhance its image as a "trendy" product that also appeals to the younger generation.

Mr Chan said the company's products are well known among the middle-aged to older generations, but he knew it needed to find some way to tap into the youth market.

It developed some products which might appeal to younger customers, such as Herbal Cough Candy, but knew that it also had to present itself as an old, trusted product with a young image.

That goal resulted in a series of witty advertising campaigns. One of the most talked about advertisements that the company did was that of a son sitting in a teashop with his father who had a caged bird with him, Mr Chan said.

"The son sneezed and blew all the feathers off the bird which stuck to the father's face, who, looking like he was in shock, handed his son a box of Nin Jiom Cold Remedy," Mr Chan laughed. "We received very good feedback from all age demographics when we did our market research about the effectiveness of our advertisements."

While its marketing focus may have shifted during its history, Nin Jiom's formula has remained unchanged. A key ingredient in its products is fritillaria, which the company imports HK\$17 million worth of into Hong Kong annually. Other herbs used in its formula are grown mainly in western China, processed in Guangxi Province and then imported into Hong Kong.

Nin Jiom is exported around the globe, including to China. Having been developed in China, it would seem to be a natural evolution to manufacture Nin Jiom in China. Mr Chan said the company is planning to establish a production plant in southern China, probably in Guangdong or Guangxi, to expand its sales in the country. But given the complicated examination and approval procedures in China, Mr Chan said it is difficult to predict when that will be. **B**



The Nin Jiom formula was developed from a prescription written by Dr Ip Tin-see.
念慈菴藥方始創人一葉天士大夫。

it has promoted extensively through media promotions.

Mr Chan said the company's sales had been steady since its inception, because "people always get a cough or sore throat regardless of whether the economy is doing well or not, so we are quite lucky in that regards."

An aggressive advertising campaign in the mid-90s and more recently last year, resulted in an increase in sales from HK\$170 million in 1994 to HK\$290 million in 1997.

Fresh, and often amusing advertising campaigns helped the company build its



Mr Chan displays a few of the new products that the company has developed to appeal to a wider range of customers.

陳然展示各款念慈菴產品，他強調產品多元化的好處是能切合不同客戶的需要。

念慈菴歷經時間考驗

「喉嚨痛、聲音啞，一樽攪掂晒！」— 枇杷膏的功效深入民心，要化痰止咳，華人大都首推枇杷膏。

枇杷膏生產商京都念慈菴總廠董事及總經理陳然認為，產品之所以街知巷聞，皆因其由傳統古方秘製，悠久的歷史可遠溯至清朝。

他說：「藥方由御用神醫葉天士配製。」

根據史料所載，縣令楊孝廉因母親久

咳不止，向葉大夫求醫，葉大夫以天然草藥、蜂蜜等配成的蜜煉川貝枇杷膏藥方，治好楊母的頑疾。楊母見藥方療效顯著，囑咐楊氏廣製枇杷膏，惠澤社群。

楊家遂於北京設廠生產，並將製成品命名為「念慈菴川貝枇杷膏」，藉以紀念楊母。品名前還加上「京都」(意謂首都，即現時的北京)二字註明產地，全名「京都念慈菴」。

中日戰爭期間，楊氏後人逃難來港，及後決定移民巴西，為防古方失傳，同時亦

需資金周轉，便把業務售予謝兆邦。謝氏從事中藥業務多年，在業內德高望重，迄今仍為公司董事長。

謝氏初期在自設的中藥房煉製枇杷膏，及後開設京都念慈菴總廠，於1962年註冊為有限公司。

時至今日，產品的經銷網絡已遍佈全球20個國家，去年銷售額達3億5千萬港元。

念慈菴除以香港為營運總部外，還在台灣及新加坡開設廠房，在兩地的業務基礎已

相當穩健，後者更是中草藥研發中心。

至於產品系列，除皇牌產品川貝枇杷膏外，還有其他切合個別市場需要的產品，包括補藥和枇杷潤喉糖。無論在電視、報章或雜誌中，潤喉糖的廣告已隨處可見。

陳然表示，公司自開業以來，營業額一直保持平穩。他解釋：「不論經濟順逆，總會有人咳嗽或喉痛，所以，我們算是幸運。」

公司在90年代中期及去年發動一連串廣告宣傳攻勢，令銷量由1994年1億7千萬港元，激增至1997年2億9千萬港元。

層出不窮的廣告意念不但有助確立品牌，提高產品的知名度，亦能藉此標榜「時尚」的形象，開拓青年客源。

陳氏說，中年人和老一輩對產品可謂耳熟能詳，然而公司須別出心裁，積極拓展青年人市場。

公司為迎合年輕人的口味，研發了潤喉糖等產品，但公司深明，在突顯年輕形象之餘，也不能失卻其歷史久遠、信譽昭著的產品特色。

陳氏說，公司為此推出一系列有趣廣告，其中講述兒子陪著手捧雀籠的父親在茶居嘆茶的廣告，引來最熱烈的回響。

陳氏笑著說：「兒子打了個噴嚏，把籠中鳥兒的羽毛全都吹掉，滿臉羽毛的父親感到錯愕，卻驀地拿出一盒念慈菴葛根湯...我們隨後做了跟進市場調查，結果發現，這個廣告的收效宏大，備受男女老少歡迎。」

縱然念慈菴的市場推廣策略會隨著時代更迭而有所改變，川貝枇杷膏的煉製配方卻一直沿用至今，歷久常新。枇杷膏的主要成分川貝由外地輸入，每年採購川貝的費用總達1,700萬港元，其他草藥則來自中國西部，於廣西加工後再運入香港。

念慈菴產品外銷全球各地，包括中國。對公司來說，重返中國故土設廠，是順理成章的發展進程。陳氏表示，公司擬於華南地區如廣東或廣西設置廠房，以刺激內銷。不過，鑑於中國的審批程序繁複，難以為公司在內地的發展計劃確定時間表。

MEMBER ASSISTANCE SCORECARD

服務回響

Current Publications Ltd 巨輪出版社有限公司

Current Publications Ltd has been a member of the Hong Kong General Chamber of Commerce for 12 years. According to K H Ng, executive director of Current Publication Ltd, the company's main line of business is publishing business directories. In addition to publishing the famous "Business Directory of Hong Kong," which lists the business nature and contact details of over 10,000 Hong Kong companies, the company also produces numerous other trade publications for countries around the world.

To expand the firm's business, Mr Ng said he recently teamed up with a Mainland company to publish another directory which he believes will be very popular, the "China's Well-Known Trademark Enterprises Directory."

He said part of the success of his firm is due to the Hong Kong General Chamber of Commerce providing him with many networking opportunities. Mr Ng said he has benefited from the many business contacts he has made through the Chamber as well as the Trade Inquiry services. As a small to medium sized enterprise, he has to be careful that any outgoing costs is money well spent, and he is pleased to report that being a member of HKGCC is money definitely well spent because it helps his business.

巨輪出版社已加入總商會12年。常務董事吳國雄表示，出版社的核心業務為出版商業名冊，包括列載本港逾千公司簡介和聯絡資料的著名香港企業名冊《Business Directory of Hong Kong》，以及多份行銷全球多個國家的商貿刊物。

吳氏稱，為擴展業務，出版社最近與一內地企業合作出版中國知名企業名冊《China's Well-known Trademark Enterprises Directory》，料會甚受歡迎。

他說，總商會為他提供大量開拓人脈的機會，是出版社業務成功的關鍵。透過總商會及其貿易諮詢服務，他認識了不少商界人士，有助拓展業務。他認為，出版社屬中小型企業，必須確保投資物有所值。他對出版社加入總商會後，在業務發展上獲得的實益，深感滿意。

公司：巨輪出版社有限公司
入會年份：1990年
業務性質：印刷及出版
電話：2543 4702
傳真：2815 8396

Company: Current Publications Ltd
Year Joined HKGCC: 1990
Business Nature: Printing and publication
Tel. 2543 4702
Fax. 2815 8396



Company: Nin Jiom Medicine Manufactory
Established: 1962
Business: Processed food, pharmaceutical products
Year joined HKGCC: 1992
Tel: 2408 8521
email: ninjiom@ninjiom.com

公司：京都念慈菴總廠
成立年份：1962年
業務：加工食品、醫療產品
入會年份：1992年
電話：2408 8521
電郵：ninjiom@ninjiom.com

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Information Services

Mr Tony AU

Professional Services

Mr Ian ROBINSON

Real Estate Services

Mr Nicholas BROOKE

Travel/Tourism

Mr James LU



HU JINGYAN LAUNCHES CHAMBER'S CBS

Hu Jingyan, director-general of the Foreign Investment Department of MOFTEC, launched the Chamber's China Business Speakers' Series (CBS) at a luncheon on March 26. The series is planned to become a regular event at which working level officials from China will be invited to brief members on China-related topics.

At the private luncheon, Mr Hu explained in great detail the new developments affecting foreign investment policies now that China is in the WTO, and provided practical answers to questions raised by members. He also visited the Chamber the following day to meet with Stanley Ko, chairman of the Hong Kong Coalition of Service Industries. Mr Hu said China can learn from Hong Kong's experiences in developing its service industries and he strongly encouraged cooperation between Hong Kong and China's service industries.

CHINA

Chamber Director Dr Eden Woon represented the Chamber at the Hebei (Hong Kong) Investment & Trade Fair 2002, which was held in Hong Kong on March 20-23. The Chamber is planning to organise a study mission to Hebei sometime next year.

Wang Rongbing, deputy governor, Jiangsu Province, led a delegation to visit the Chamber on March 27 and was met by Chamber China Committee Chairman Stanley Hui. During the meeting, delegates discussed Jiangsu Province's Investment & Trade Fair, which will be held in Hong Kong in June, and Mr Hui pledged that as a co-organiser of the fair, the Chamber would put its full support behind the event.

Wang Guoyao, deputy secretary-general of Hubei Province, called on the Chamber on April 8 to discuss preparation work for the Hubei & Hong Kong Economic cooperation Conference, of which the Chamber is a co-organiser. The conference will be held in Hong Kong on May 8.

**Chamber
總商會**

Thomas Lee (left) and PY Ng, respective partner and senior manager of the Tax & Trust Advisory Department of Moores Rowland, spoke at the Chamber's April 15 roundtable luncheon entitled, "Transfer Pricing in China." The speakers explained the de-



胡景岩為總商會「中國商業系列」作揭幕演說

中國對外貿易經濟合作部外資司司長胡景岩於3月26日為本會首個「中國商業系列」午餐會發表演說。這一系列定期舉辦的午餐會將邀請中國高層官員擔任演說嘉賓，增進會員對中國商務的認識。

胡氏在是次以非公開形式舉行的午餐會中，詳細闡述中國入世後各項影響外資政策的新發展，並具體回答會員的提問。胡氏亦應本會邀請，於翌日與香港服務業聯盟主席高鑑泉會面。胡氏表示，中國可借鑑香港發展服務業的經驗，並極力鼓勵中港兩地服務業加強合作。



in Action 動態

中國

總商會總裁翁以登博士代表本會出席於3月20至23日在香港舉行的「2002年河北省(香港)投資貿易洽談會」。本會正計劃組團於明年往訪該省。

江蘇省副省長王榮炳於3月27日率領代表團到訪本會，會晤本會中國委員會主席許漢忠，商討將於六月舉辦的「2002年江蘇省(香港)投資貿易洽談會」。許氏稱，總商會作為合辦單位之一，將全力支持這項盛會。



湖北省人民政府副秘書長王國耀於4月8日

訪問本會，與本會一同商討「鄂港經濟合作洽談會」的籌備工作。會議定於5月8日在香港舉行，本會為合辦機構。

摩斯倫會計師事務所合夥人李鏡波與稅務及信託服務高級經理伍炳耀於4月15日小型午餐會以「中國的轉讓定價」為題發表演說。兩位講者在會上闡述《國稅法》第59條內容，該綜合法例乃為嚴厲監管關連方轉讓定價事宜而訂立。

亞洲及非洲

東京三菱銀行外匯及資金東南亞助理總經理金龍於3月18日小型午餐會上發表演說，題為「日本經濟及日圓匯率動向」。金氏從日本銀行家的角度，向會員概述日本的經濟發展及日圓勢弱對亞洲的影響。

紐西蘭Aoraki Co Ltd行政總裁辛普森爵士於3月26日到訪本會，與本會助理總裁張耀成博士及e-委員會會員會晤。會議中，雙方論及香港與紐西蘭在資訊科技方面的合作發展機會。

歐洲

瑞典一行17人商務代表團於3月19日到訪本會，與會員會面洽商。國際商務部主管周紫樺接待代表團，並向團員簡介本會在香港商界的角色。隨後會員與代表團共洽商機。

丹麥外交部大臣秘書Birger Riis-Jorgensen、丹麥貿易局主管雅各布森及丹麥外交部長、駐港總領事柏贊臣於4月12日造訪本會，由歐洲委員會主席萬大衛與國際商務部主管周紫樺接待，兩人向團員概述中國入世的最新現況及對香港商業的影響。「內地與香港更緊密經貿關係安排」亦為議題之一。

美洲

美中貿易全國委員會會長柯白於3月22日小型午餐會上，談及美國總統布殊訪華後中美商務關係的進展及影響。他亦討論中國入世後，中國市場在美國冒升的重要意義。

參議院銀行委員會多數黨顧問辛格爾頓於4月4日率領7人代表團，聯同US-Asia Institute 49th Congress到訪本會，與本會總裁翁以登博士會面。代表團來港前曾訪問上海，此行由香港明天更好基金贊助。

在美洲委員會的統籌下，多個委員會的成員於4月12日乘坐遊船往南丫島，共享海鮮晚宴，相聚聯歡。參與會員包括匈牙利駐港領事維齊、歐洲委員會主席萬大衛及美洲

香港總商會

委員會
主席

理事會
諮議會
鄭維志

美洲委員會
洪克有

亞洲及非洲委員會
戴諾詩

中國委員會
許漢忠

總商會海外講者團
萬大衛

e-委員會
鄭韓菊芳

經濟政策委員會
梁兆基

環境委員會
彭占士

歐洲委員會
萬大衛

香港—台北經貿合作委員會

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龍家麟

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太平洋地區經濟理事會

中國香港委員會
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專業服務委員會
羅實信

地產服務委員會
蒲祿祺

旅遊委員會
呂尚懷

CHAMBER IN ACTION

tails of "Guoshuifa No. 59," a comprehensive PRC tax circular enforcing strict control over transfer pricing issues between related parties.

ASIA/AFRICA

Paul Kam, head of Treasury Sales Department, Bank of Tokyo-Mitsubishi, spoke at the Chamber's March 18 roundtable luncheon on "The Outlook of the Japanese Economy and Yen Exchange Rate." Mr Kam briefed members on the Japanese economy, its weak currency and the impact on the Asian region from a Japanese banker's point of view.



Sir Gil Simpson, CEO of Aoraki Corporation Ltd, from New Zealand, met Chamber Assistant Director Dr YS Cheung and e-Committee members at the Chamber on March 26. During the meeting, opportunities for cooperation in the area of information technology between Hong Kong and New Zealand were discussed.

EUROPE

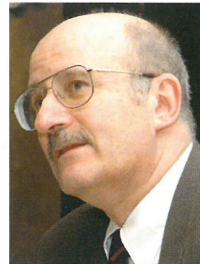
A 17-member Swedish business delegation visited the Chamber for a business-matching meeting with members on March 19. Eva Chow, chief of International Business, welcomed the del-

egates and briefed them on the role of the Chamber. Members then discussed with the visitors possible business cooperation opportunities.

State Secretary of the Danish Ministry of Foreign Affairs Ambassador Birger Riis-Jorgensen, and Danish Trade Council Head Linda Jakobsen, Danish Ministry of Foreign Affairs, together with Danish Consul General in Hong Kong Jens Peder Jensen, visited the Chamber on April 12. David Rimmer, chairman of the Chamber's Europe Committee, and Eva Chow, chief, International Business, received the guests and updated them on China's WTO accession and its implications for business in the HKSAR. The Mainland / Hong Kong Closer Economic Partnership Arrangement (CEPA) was also discussed.

AMERICAS

Dr Robert A Kapp, president, US-China Business Council, spoke on the development of US-China business relations after US President Bush's visit to China and its implications at the Chamber's March 22 roundtable luncheon. Dr Kapp also discussed the growing significance of the Chi-



nese market in the U.S. with China's accession to the WTO.

Patience Singleton, Majority Counsel, Senate Committee on Banking, led a seven-member delegation from the US-Asia Institute 49th Congress to the Chamber on April 4. Chamber Director Dr Eden Woon met with the delegates. The group had just visited Shanghai prior to their Hong Kong trip, which was sponsored by the Better Hong Kong Foundation.

The Americas Committee organised a joint-committee boat trip on April 12 to Lamma Island for a casual networking evening over a big seafood dinner. Members who attended included: Hungarian Consul General Laszlo Vizi, Europe Committee Chairman David Rimmer, and Americas Committee Vice-Chairman Steve Wong. A special thanks must go to the Chamber's Chairman Christopher Cheng for making the evening possible by generously giving members use of his boat.

PBEC

CLP and MTR, the two PBEC Hong Kong nominees of the 4th PBEC Environmental Award, were invited to a PBEC breakfast meeting on March 27 to talk about their projects nominated for the award. Representing CLP were Edward Kwong, Shared Services manager, and K M Yung, manager - Engineering Projects. MTR was

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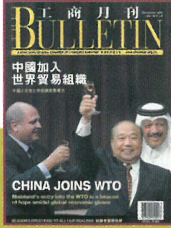
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 《工商月刊》為香港總商會出版的月刊。

represented by Russell Black, Project director and Dr Glenn Frommer, Environmental manager. The meeting was chaired by Chairman of PBEC Hong Kong David Eldon. In addition to PBEC Hong Kong members, members of the Chamber's Environment Committee were also invited to attend.

ENVIRONMENT

James Graham was elected Vice Chairman of the Chamber's Environment Committee during its meeting on March 27. Following the meeting, committee members listened to Donald Tong

of the Environment and Food Bureau, talk about integrated waste treatment facilities.

SMALL AND MEDIUM ENTERPRISES

SME Committee Chairman KK Yeung and leaders of the seven "SME industry groups" called on Trade and Industry Director General Joshua Law on April 12 to explain some of the problems SMEs are facing in Hong Kong. On April 15, the Chamber sent a letter to the Hong Kong Society of Accountants suggesting that a simplified accounting standard be developed for SMEs.

HKCSI

The Real Estate Services Committee met with Ava Ng of the Planning Department on March 20 to discuss the subject of Hong Kong residents purchasing properties in the Mainland.

Michael Stone of the Information Technology and Broadcasting Bureau introduced the progress that the "e-government" project was making to HKCSI Information Services Committee members during their April 9 meeting. On 15 April some members of the committee met with John Lipp to discuss 3G community services. **B**

MAINLAND LOGISTICS BUBBLE LOOMS

Ding Junfa, vice executive chairman of the China Federation of Logistics & Purchasing, told members at the Chamber's March 26 roundtable luncheon that he hopes the Central Government will devise an integrated plan to develop the Mainland's logistics industry and avoid any overlapping of investments.

Mr Ding said Beijing is trying to prevent the logistics sector from ballooning into a bubble, similar to that of the dot-com bubble, which is being created through rapid investment in the sector.

The State Planning and Development Commission and other Mainland authorities were in the process of drafting a framework to regulate the sector's growth to stop it running off the rails.

Part of the problem is that many Mainland cities are now rushing to develop a logistics industry without really understanding what is involved. A short-

age of trained personnel is also forcing them to import overseas talent, which is driving their costs up, he said.

But he pointed out that it is not just big investments that are running the risk of creating an over supply of services, many companies are using their own purchasing departments as logistics departments which could add to the over-supply of services, he said.

You can listen to Mr Ding's entire speech entitled, "Development and Prospects of China's Logistics Industry," by visiting the online Bulletin on the Chamber's Web site at www.chamber.org.hk/info/the_bulletin/bulletin_index.asp



內地物流 泡沫隱現

中國物流與採購聯合會常務副會長丁俊發為在3月26日小型午餐會上向會員表示，期望中央政府能為全國物流業制定一套整合的發展方案，以免物流基建投資重疊。

丁氏說，北京正設法預防物流業膨脹過急，猶如科網業般因投資過速出現泡沫經濟。

國家發展計劃委員會與其他內地機關正理首為物流業起草規管框架，以防範該產業脫軌。

他說，問題根源之一，是目前內地不少城市均在一知半解的情況下，競相進軍該行業。人才短缺迫使各市輸入境外人員，令經營成本上升。不過，他指出，構成服務供過於求的風險，並非單緣於龐大的投資，不少公司把採購部改組為物流部，也是原因之一。

丁俊發的「中國物流發展與走向」演辭全文收錄於本會網站《工商月刊》專頁 www.chamber.org.hk/info/the_bulletin/bulletin_index.asp。

委員會副主席黃兆輝。特別鳴謝本會主席鄭維志為是次聚會借出私人船艇。

太平洋地區經濟理事會

在太平洋地區經濟理事會第四屆環保大獎中獲提名的兩間香港企業—**中華電力及地鐵公司**，於3月27日應邀出席理事會早餐會，分別詳述兩個獲提名的項目內容。出席的中華電力代表為綜合服務經理鄺松炎和工程項目經理容啟民，地鐵公司代表為工程總監柏立恒及環境經理馮悟文博士。會議由理事會中國香港委員會主席艾爾敦主持。與會者除理事會中

國香港委員會成員外，還有本會環境委員會成員。

環境

關正仕於3月27日環境委員會會議中膺選該會副主席。會後，環境食物局唐智強以綜合廢物處理設施為題，向會員發表演說。

中小型企業

中小型企業主席楊國琦及七位中小企行業研究小組領袖於4月12日往訪貿易署署長羅智光，反映本港中小企面對的困難。另

外，本會於4月15日去信香港會計師公會，建議為中小企訂立一套簡便的會計準則。

香港服務業聯盟

香港服務業聯盟**地產服務委員會**於3月20日會晤規劃署伍謝淑瑩，商談港人在內地置業的情況。

資訊科技及廣播局**史端仁**於4月9日的香港服務業聯盟資訊服務委員會會議中，簡報「電子政府」計劃的最新進展。另外，委員會成員於4月15日會晤**John Lipp**，商討第三代社會服務。 **B**



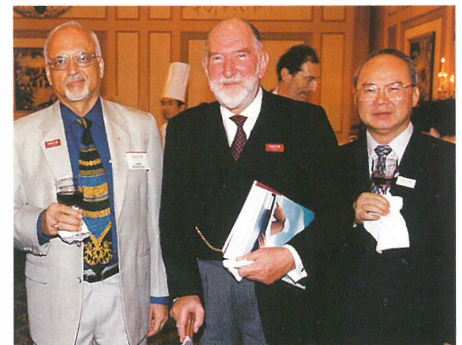


HKGCC AGM: Christopher Cheng remains chairman; Stephen Ng elected to General Committee

At the inaugural meeting of the new General Committee immediately after the Chamber's 2002 Annual General Meeting on April 30, Christopher Cheng was re-elected chairman of HKGCC. Anthony Nightingale, remains as the Chamber's deputy chairman, while Dr Lily Chiang and David Eldon remain as the two vice chairmen. Stephen Ng, deputy chairman and managing director of Wharf (Holdings) Ltd, and also chairman, president and CEO of Wharf Communications Investments Ltd, was elected to the General Committee at the AGM. Mr Ng replaces Denis Lee, who retired after serving on the Chamber's General Committee for eight years. A full report on the Chamber's 2002 AGM will appear in the June *Bulletin*.

總商會會員週年大會－鄭維志連任主席、吳天海加入理事會

在 4 月 30 日總商會 2002 年度會員週年大會後舉行的新理事會第一次會議上，鄭維志膺選連任香港總商會主席。黎定基連任總商會常務副主席。兩位副主席為蔣麗莉博士和艾爾敦。九龍倉集團有限公司副主席兼常務董事、九龍倉通訊有限公司主席、總裁兼行政總裁吳天海獲選加入總商會理事會，接替剛退出理事會的李榮鈞。李氏已擔任總商會理事八年。《工商月刊》六月號將匯報會員週年大會的詳情。



CHAMBER

FORECAST

UPCOMING EVENTS

- 16 May**
Training: Listing and Corporate Finance
銀行貸款、上市及其他融資安排
- 22 May**
Roundtable Luncheon: "How Do You Choose Telecom Services For Your Data Communication?"
(English)
- 23 May**
Seminar: "Denmark – The Gateway to the New Northern Europe"
- 23 May**
Roundtable Luncheon: "M&A Strategy in China's Post-WTO Era"
(Cantonese)
中國入世後收購與合併須知
- 23 May**
Training: High-Powered Communication
(Cantonese)
說來輕鬆 – 勁量溝通講座
- 24 May ~ 12 July**
Training: Functional Japanese Oral Skills for Beginners
(Japanese & English)
- 28~31 May**
Hong Kong Services Conference – Shandong
香港 • 山東服務業會議
- 28 May**
Training: Professional Assistant to Top Management
(Cantonese)
- 28 May**
Training: Effective Business Presentations
(Cantonese)
培訓課程：千禧世紀商場演講技巧
- 29 May**
Training: Practical HR Workshop Series – Module I – Job Analysis & Job Description Design
(Cantonese)
- 30 May**
Training: Corporate Restructuring and Debt Rescheduling
(Cantonese)
公司重整及債務安排 (廣東話)
- 31 May**
Roundtable Luncheon: "Arts and Business"
(English)
- 31 May**
Training: Statutory Requirements for Private Limited Companies
(Cantonese)
私人有限公司之法定要求 (廣東話)
- 3 June**
Roundtable Luncheon: "Service Level Management and Agreement – Anchoring your Success"
(English)
- 3 June**
Training: Changes and Amendments to PRC Accounting System upon China's Entry into WTO
中國加入世貿(WTO)後，會計制度的改變及優惠
- 4 June**
培訓課程：如何在國內設立外商貿易公司
- 4 June**
Training: Practical HR Workshop Series – Module II – Recruitment & Selection
(Cantonese)
- 5 June**
Training: Saving Taxes in China
大陸經商節稅之道
- 5 June**
Training: Telesales for Frontline Staff
(Cantonese)
- 6 June**
Training: Handling Tax Investigation in the PRC and Avoiding Punishment
內地稅務調查的重點及如何避免處罰
- 11 June**
WTO Training: Anti-Dumping
- 12 June**
Training: Keys to Change Management Towards Corporate Success
(Cantonese)
達致企業成功之變革管理要訣
- 13 June**
Training: Practical HR Workshop Series – Module III – Employee Relations: Employee Conflict Management
(Cantonese)

COMMITTEE MEETINGS

- 17 May**
Environment Committee Meeting
- 23 May**
Council & GC Meeting
- 29 May**
Economic Policy Committee Meeting
- 30 May**
Legal Committee Meeting
- 30 May**
Real Estate and Infrastructure Committee Meeting
- 4 June**
SME Committee Meeting
- 13 June**
Americas Committee Meeting
- 27 June**
HKCSI Executive Committee Meeting

Regular committee meetings open to respective committee members only, unless otherwise specified

MARK YOUR DIARY

- 28 June**
Distinguished Speakers' Series Luncheon with Mervyn Davies, Group Chief Executive, Standard Chartered PLC
- 8~9 July**
HKGCC & SCMP Conference
"Pearl River Delta: Forging a New Force"
- 28 July ~ 1 August**
Study Mission to Tibet

OUTBOUND MISSIONS

- 6~7 June**
High Level Delegation to Beijing
(by invitation only)
- 17~19 June**
Mission to Shenzhen & Guangzhou

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The Hon. Edmund Ho
Chief Executive of the Macau SAR

Mayor Yu Youjun
Mayor of Shenzhen

Antony Leung
Financial Secretary of the Hong Kong SAR

Mr. Ang Keng Lam
Director, Kerry Holdings Ltd

Mr. Tad Beczak
Deputy Chairman, South China Morning Post

Mr. Christopher Cheng
Chairman, Hong Kong General Chamber of Commerce

Prof. Zheng Tianxiang
Professor, Zhongshan (Sun Yat-Sen) University

Mr. Cheng Yiu-tong
President, Hong Kong Federation of Trade Unions

Prof. Michael Enright
Professor, Business School, University of Hong Kong

Dr. Victor Fung
Chairman, Hong Kong Airport Authority

Dr. Fred Hu Zuli
Managing Director, Goldman Sachs (Asia) L.L.C.

Mr. Huang Rupu

Partner, PricewaterhouseCoopers Consultant (Shenzhen) Ltd

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Director, Hong Kong General Chamber of Commerce

Vice-Mayor Xian Wen

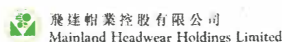
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