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# 'A future of excellence and prosperity' dawning for the Hong Kong SAR

**M**idnight on Sunday June 30 marked the fifth anniversary of the historic return of Hong Kong sovereignty to the Mainland. It also marked the last day in office of the first Hong Kong SAR Government under the Chief Executive, Tung Chee-hwa, and the advent of his second administration, following his re-election as Chief Executive on May 24.

Five years after the handover, Hong Kong's return to Chinese sovereignty under the "one country, two systems" can be judged a success. The smooth handover lived up to the highest expectations of those involved and put to rest the fears of those who had expected there would be problems. Economically, however, the SAR has not done well. Two economic downturns in five years – the first the result of the East Asian economic crisis of 1997-98 and the second due to the impact of the global slowdown and terrorism strikes of last year – have taken their toll on the local community. The time has come to regroup and rebuild.

The establishment of Mr Tung's second SAR Administration, with its new system of accountability for principal officials and an economy already showing signs of "bottoming-out," offers an unprecedented opportunity for regeneration of the Hong Kong "can-do spirit" and a return to growth and prosperity. So, too, does the Mainland's entry to the World Trade Organisation, with all the opportunities that brings for the further opening of the Mainland economy, the Hong Kong community in general and its vibrant private sector in particular. The resilience Hong Kong has shown over the past five years should stand it in good stead for the challenges that lie ahead.

Fortunately, the Hong Kong SAR has its own inherent strengths to build on, as well as the post-WTO strengths of the Mainland economy. During the Chamber's visit to Beijing last month, Vice Premier Li Lanqing, impressed me with his views on how China's new "going out" strategy could benefit Hong Kong. The SAR has assisted in, and benefited enormously from, China's opening, the growth in inward investment and the resultant export trade. Now it stands to benefit from – and assist in – the Mainland's further expansion, by using its financial market and international connections to assist in outward investment flows, the listing of Mainland companies in Hong Kong and elsewhere and otherwise helping Mainland firms to invest and expand abroad.

More recently, our own Chief Executive, Tung Chee-hwa, outlined in a speech to the Chamber how the SAR must move up

the "value chain" and encourage technological advancement if it is to succeed in its own economic restructuring. "Our objective is to use science and technology to enhance the innovative capability of Hong Kong, to strengthen the competitiveness of industry and to create knowledge-based, high value added industries and, through the acquisition of science and technology, to help individuals to move up the value chain also," he said.

None of this means that we can expect the times immediately ahead to be easy. The local economy is still showing little or no growth; our property market is still extraordinarily weak compared with the early-to-mid-1990s; unemployment is quite high and both consumer demand and domestic investment are lacklustre. The world economic outlook is still uncertain and the campaign against terrorism continues.

Nevertheless, Hong Kong has its real strengths. Just as importantly, the second Hong Kong SAR Administration of Mr Tung has already shown a new determination to deal with difficulties facing us (at least those that are within its direct control). This is evident in the new accountability system, but more importantly it is evident in the drive to build on Hong Kong's inherent strengths and its relationship with the Mainland to create an even more vibrant local economy. Mr Tung is establishing a new agenda for Hong Kong's future growth.

Your own Chamber's agenda, at least the early part of the second SAR Administration, is firmly in place. Domestically, we will pursue policies that support more rapid economic expansion and protect the interests of Hong Kong business. We will advocate smaller government, reduced government spending and much-needed civil service reform. Externally, we will support Hong Kong businesses in their pursuit of new Mainland opportunities following its WTO entry, monitor the Closer Economic Partnership Arrangement (CEPA) negotiations, and seek a more open border and greater integration with the Pearl River Delta (PRD). We would also like to see freer recruitment of Mainland professionals from sectors other than those currently allowed in information technology and financial services.

Our Chief Executive's second term in office under a newly re-structured administration offers the opportunity for Hong Kong to tackle its recent economic difficulties and live up to the promise we all felt on the return of sovereignty five years ago. At that time, Mr Tung pledged himself to "a future of excellence and prosperity for all". We now all need to work hard to achieve that end.



Christopher Cheng 鄭維志





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# 「追求卓越 共享繁榮」 邁向香港新紀元



月三十日星期日子夜，是香港特別行政區主權回歸五週年的歷史時刻，亦是特區第一屆行政長官董建華任期屆滿之時。他已隨即根據5月24日選舉連任的結果，展開第二任行政長官的職務。

主權回歸五年至今，香港成功落實「一個兩制」，平穩過渡，既不負厚望者所託，亦消解了疑惑者的顧慮。只是在經濟方面，情況未如理想。過去五年間，香港兩度經歷經濟低潮，先被1997至98年東亞金融風暴波及，繼而受到全球經濟放緩和去年恐怖襲擊的打擊，使本港經濟雪上加霜。目下，正是香港重整旗鼓的時候。

董建華在第二屆任期內，引進新的主要官員問責制，加上經濟已呈現復甦兆頭，港人大可憑藉這個黃金機會，重拾拼搏精神，再現昔日的繁華氣象。再者，中國入世，正為內地經濟進一步開放、港人尤其是活躍的港商，帶來無數新的契機。香港已悄悄跨越過去五年的逆境，必能更好地面對未來的挑戰。

尤值得興幸的是，香港不僅可建基於本身的固有優勢，還能憑藉入世後內地經濟的發展，不斷向前邁進。總商會上月訪京，國務院副總理李嵐清談及中國「走出去」的策略能為香港帶來裨益的言論，給我印象至深。過往，中國開放門戶，讓持續流入的外資帶動出口貿易，過程中香港擔當了輔助者的角色，亦從中受惠不少。如今，中國進一步開放，香港作為受惠者和輔助者，定當作好準備，藉本港的金融市場和國際聯繫，協助內地企業投資國外、在香港及其他地方上市，並拓展海外業務。

董特首最近應本會邀請發表演說時表示，本港經濟要順利轉型，必須走高增值路線，推動科技發展。他說：「政府的目標是借助科技提升本港的創造力，強化工商業的競爭優勢，發展以知識為本的高增值創意業務，並透過推動科研，協助港人朝高增值方向邁進。」

誠然，坦途並非就在眼前。刻下，香港經濟仍然低迷；地產市道跟九十年代初中期相比，仍疲不能興；失業率偏高；本地消費和投資呆滯。至於全球經濟前景，同樣未見明朗；反恐活動尚未止息。不過，縱使荊棘滿途，香港有的是實力。董特首已表明在第二屆任期內，決意為市民排除困難（至少要解決政府管轄範疇內的難題）。他的決心不但反映於新推行的問責制，亦可見於他致力發揮香港固有優勢、加強與內地的聯繫、促進本地經濟等種種舉措。董特首正以新的統治綱領，帶領香港開創未來。

總商會亦已確定在第二屆特區政府開展初期的會務方針。本地事務方面，我們將致力爭取訂定各項加速經濟發展和維護港商利益的政策，亦會繼續倡議政府精簡架構、減少開支和著手推行公務員改革。外務方面，我們將協助港商掌握入世先機；密切關注「內地與香港更緊密經貿關係安排」磋商的進展；加強與珠三角的往來和經濟整合。我們期望，除資訊科技及金融服務業外，其他行業日後亦可吸納內地專才來港效力。

行政長官將在第二屆任期內，透過經整頓的新管治架構，領導港人擺脫經濟窘境，實現五年前香港回歸時他所許下的承諾——「追求卓越 共享繁榮」。我們必須共同努力，達成目標。

B

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# New structure to boost HKSAR administration and economy

*The Hon James Tien, the Chamber's Legco Rep, shares his views on the appointment of the Principal Officials under the government's accountability system*

**F**ollowing the announcement by the Chief Executive, C H Tung, of the line-up of the Principal Officials and Executive Councillors on June 24, I feel the accountability system sets a new chapter in the governance of Hong Kong.

I am greatly honoured to have been invited to join the Executive Council as one of its non-official members to contribute to the work of the administration in its second term. I was invited by Mr Tung because I am both the Chamber's Legco representative and chairman of the Liberal Party, which is a political party representing the interests of the local business sector. Given my knowledge of the local economy, Mr Tung hopes that I will be able to assist in formulating policies.

In future, I will certainly consult the Chamber's General Committee and communicate more with the members on any major commercial and industrial issues as early as possible. I will put forward the views of the business community to government during the policy-making process and I am confident your opinions will be most valued. Yet, given the rights and obligations of Executive Councillors, I am obliged to support the final decision of the administration, even though such decisions may not live up to my expectations.

## NEW SYSTEM TO SPEED UP ECONOMIC RESPONSE

Over the past few months, there was widespread concern in the community over the line-up of senior officials in the new accountability system. The issue was also hotly debated in the Legislative Council. During those deliberations, I expressed my views on several issues, including the number of bureau directors, sharing of responsibilities among them, remuneration packages, and restrictions on leaving the posts. The government ultimately made a few amendments to restructure the policy portfolios of several bureaux.

Effective and efficient governance gives rise to a conducive business environment. I support the accountability system, because I believe it could not only improve governance, streamline administration and reduce manpower and costs, but also reduce charges payable by users and enhance Hong Kong's competitiveness as well.

All bureau directors are experienced and knowledgeable enough to assume responsibility for their respective portfolios. They have their finger on the pulse of the socio-economic conditions in Hong Kong and as such will be able to initiate appropriate measures promptly.

In fact, the accountability system should be implemented as soon

as possible, given the current economic malaise. I agree with the Chief Executive that Hong Kong people must patiently wait for the external economy to recover, but in the meantime it could improve its administration in preparation for a fast rebound when the external economy picks up.

## POPULATION POLICY

To ensure transition of sovereignty went smoothly, the SAR Administration in its first term stuck with previous policy initiatives. Now that Hong Kong has successfully put the "One country Two Systems" into practice, I expect, in its second term, that the government will take a more pro-active approach towards revitalising the local economy.

Among the measures that it should take is formulating a comprehensive population policy in order to complement Hong Kong's long-term growth, which is a motion that I moved in Legco last month.

I proposed creating a new daily quota of 50 per day for Mainland investors and professionals to settle in Hong Kong under the one-way permit. The government could follow the example of other countries' assessment criteria of applicants under a point scale system to cover the amount of investment, academic qualifications, work experience and the number of job opportunities they would create.

Screening Mainland investors and professionals who apply for migrating to Hong Kong would help attract more funds and talent to boost the local economy.

Restrictions on admission of Mainland professionals permitted to work in Hong Kong should also be relaxed to allow their families to come with them. I believe lifting the existing sector-specific restriction would also benefit Hong Kong. In addition, it should also actively recruit talent by mobilising promotional drives in the mainland, rather than acting passively as a "goal keeper" who only moves after someone kicks the ball.

A sound population policy would be instrumental to Hong Kong's future economic growth. It would allow the government to operate more smoothly and effectively under the new ruling framework to push Hong Kong further forward, and as such, I believe it should be at the top of the government's list of priorities.

*If you have any comments or proposals on my views, 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.*



**James Tien 田北俊**



# 新架構將為香港增添政經動力

總商會立法會代表田北俊議員分享他對政府委任問責制官員的見解

## 行

政長官董建華先生於6月24日宣佈了問責制主要官員及行政會議成員的名單。我認為新的管治模式將為香港的未來發展帶來一番新氣象。

我很榮幸獲邀以私人身分加入行政會議，參與新一屆特區政府的工作。董先生邀請我的原因，是我不僅身為香港總商會代表，也是自由黨主席，而自由黨是一個代表工商界的政黨，所以董先生希望以我對本港經濟的認識，協助政府制訂政策。

日後若遇到一些與工商界有關的重大課題，我必定會盡快諮詢總商會理事會，並與各會員多作溝通。我會將工商界的意見，於政府制訂政策的過程中提出，政府應會多加考慮；惟行政會議成員有權也有責，故當政策拍板後，即使與本人預期有出入，我也有責任在立法會內支持政府的最終決定。

## 問責制可快速回應經濟情況

回想多月來，社會各界都極為關注特區政府的新管治班子，而立法會更對主要官員問責制有過不少激烈的討論。在討論過程中，我曾就政策局的數目和分工、問責局長的薪酬和離職後的限制等方面提出意見。其後政府也從善如流，作出一些修正，包括重組部分政策局負責的政策範疇。

營商環境的好與壞，著實跟政府施政的效率和果效有很大關係。我支持推行問責制，正正因為它能改善施政、精簡架構、削減人手和成本、減低用者自負的收費，以及提高本港的競爭力。而且問責局長由具豐富相關知識和經驗的人才擔任，並負上政治責任，必能緊貼經濟和社會的發展狀況，快速地提出相應政策。

尤其在目前的經濟環境下，問責制是需要盡快實施的。我同

意行政長官所講，外圍經濟還需要頗長時間才會復甦，香港必須繼續忍耐。政府雖無法影響外圍經濟，卻可盡力改善本身的施政架構，以備外圍情況好轉時能及時回應，令本港經濟更快反彈。

## 人口政策配合發展

第一屆特區政府以平穩過渡為先，施政主要沿用舊有方針；現在，香港既已成功落實一國兩制，第二屆特區政府在新管治班底領導下，應會更積極主動發展經濟。故此，我於上月便在立法會提出議案，促請政府制訂一套全面的人口政策，以配合本港的長遠發展。

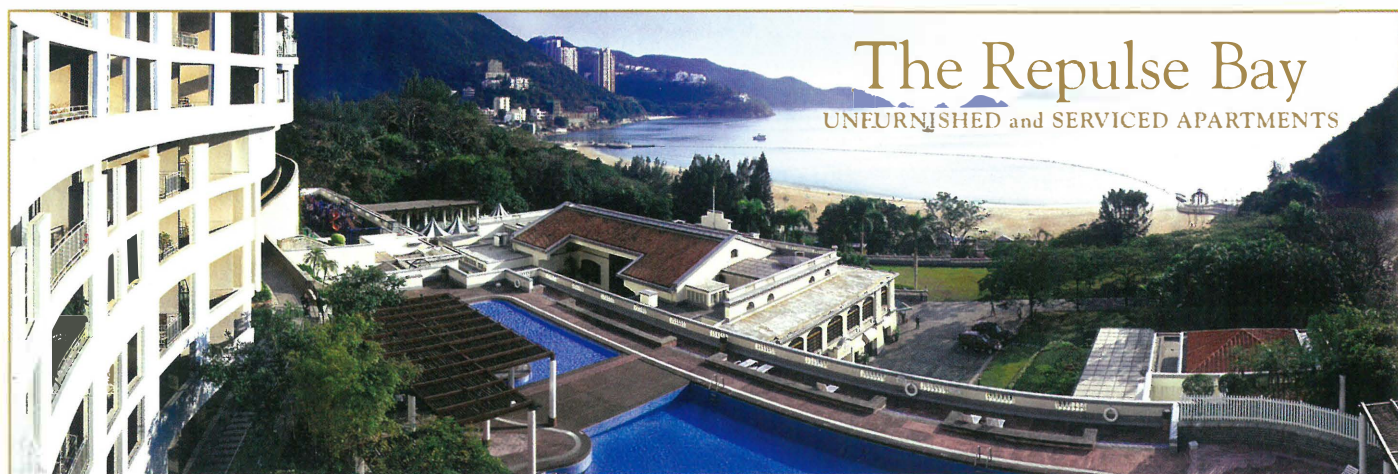
簡略而言，我建議每天新增50個單程證名額，由特區政府甄別內地投資者和專才來港定居，以引進資金和人才刺激本港經濟。政府可參考其他國家的做法，設立評分制度，以投資金額、學歷背景、工作經驗及創造多少職位等條件，評審有關申請。

此外，特區政府應趕快放寬輸入專才的規定，例如容許專才攜同家眷來港、取消行業限制等，並放棄一貫的「守龍門」心態，即「有人願意來，我便審批」的消極態度，而應主動到內地推銷，招攬人才。

人口政策關乎香港的經濟發展，所以第二屆特區政府必定視之為首要工作。我相信在新的管治理念和模式下，所制訂的政策必會更具成效，為香港發展加添動力。

如您對本人的意見有任何評論或建議，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](mailto:tpc@jamestien.com)；電話：2500 1013；傳真：2368 5292。

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# Chamber Member-get-Member Contest now underway

**A**t a HKGCC Distinguished Speakers' Series luncheon on June 17, where the Hong Kong Special Administrative Region Chief Executive C H Tung spoke to members, the Chamber launched its Member-get-Member Contest. By now you should have received brochures that we sent to members explaining how you can participate in this contest, details of which can be also found on page 22 in this issue of *The Bulletin*, or on our Web site ([http://www.chamber.org.hk/member\\_get\\_member](http://www.chamber.org.hk/member_get_member)).

The contest will run until November 15, and we are hoping that it will bring in a good number of corporate members referred by current loyal members. This is because we have found that the best persuasion for a non-member to join the Chamber comes from a friend or a business associate. We hope, of course, that members appreciate the value they get from the Chamber through our lobbying efforts, our economic and business information, our network opportunities, and our day-to-day assistance. Because we have almost 4,000 corporate members,

our services are very varied and offer something for everybody.

To reward our loyal members who successfully bring in new corporate members, we will offer great prizes donated by our generous sponsors. Cathay Pacific, Dragon Air, IBM, Mission Hills, and P&O Travel/Raffles International have donated the grand prizes, and others have donated the general prizes. We thank them all. The rules are very simple: Other than getting a HK\$200 PARKnSHOP Coupon for each successful recruitment, the more members you bring in to the Chamber family, the more chances you will have to win a prize at a drawing on November 27 at our Ninth Annual Hong Kong Business Summit. Current Chamber Individual Associates can also participate in this contest, but the newly recommended members must be corporate members.

But whether you like one of the prizes, whether you think highly of Chamber services and want to tell a business colleague, or whether you want to share in the Chamber camaraderie with a friend,

please help us recruit new corporate members. Thanks!



Dr Edén Woon 翁以登博士

## 「會員推薦計劃」全力推展

**本**會於6月17日為行政長官董建華舉行的「特邀貴賓演說系列」午餐會中，宣佈正式展開「會員推薦計劃」。各位會員應已收到載述參加辦法的小冊子，有關詳情亦已載於今期《工商月刊》第22頁和本會網站([http://www.chamber.org.hk/member\\_get\\_member](http://www.chamber.org.hk/member_get_member))，敬請細閱。

由現時起至11月15日期間，本會期望藉著會員的引薦，增添大量新的企業會員，因為我們發覺，透過友好或同業推介，是吸收新會員的最有效方法。我們多年來致力為會員爭取權益；提供經商資訊；廣拓人脈網絡，及就各類商貿事務給予支援，凡此種種均旨在為會員帶來裨益。為切合近4,000名企業會員的需求，本會更力求服務多元化，各適其適。

為酬謝成功推薦的會員，本會將送出由眾多贊助商慷慨捐贈的禮品。國泰航空、港龍航空、國際商業機器、觀瀾湖哥爾夫球會、鐵行旅遊及萊佛士國際答允捐出多個大獎，其餘禮品由多家商號捐贈，我們謹向全體贊助商致謝。凡成功推薦一家新公司入會，除可獲贈百佳超級市場200港元購物現金券外，更有機會在第九屆香港商業高峰會舉行的大抽獎中贏取禮品。成功推薦愈多，得獎機會愈高。商會會友亦歡迎參加，惟推薦對象須為企業會員。

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Members of the Chamber's delegation to Beijing pose for a group photo with Vice Premier Li Lanqing (front row, centre), and other officials.  
 本會訪京團成員與李嵐清副總理(前排中)和其他內地官員合照。

# Chamber mission to Beijing

*Hong Kong firms need to act now if they want to capture business opportunities in China that are there for the taking, say Chinese leaders*

China's pledge to open its markets under its WTO commitments has already created a number of opportunities that Hong Kong business should be exploring, Chinese leaders told delegates of the Chamber's annual high-level mission to Beijing from June 6-7.

Even though Hong Kong businesses are hoping they will gain a slight advantage if the ongoing Mainland/Hong Kong Closer Economic Partnership Arrangement (CEPA) consultations go as well as they hope, China's Vice Premier Li Lanqing told the Chamber's 42-member delegation to the capital that Hong Kong should not pin all of its hopes on the outcome of the consultations. Hong Kong possesses much of the expertise that China urgently needs, and any concession that results from CEPA should be regarded as icing on the cake.

Members of the delegation, led by HKGCC Chairman Christopher Cheng, were informed that logistics is one example of how Hong Kong businesses can benefit from its advantages. Vice Premier Li said much needs to be done to beef up China's logistics and distribution services to serve the flood of retail and wholesale businesses that are expected to set up shop in China as restrictions are eased.

He suggested Hong Kong companies should be looking to provide logistics and distribution services to these market players. Moreover, HKSAR firms' expertise in cutting-edge logistics services can also play a key role in modernising China's logistics sector.

Hong Kong's financial expertise could also be used to help China's high-technology industries attract venture capital. The

establishment of China's second trading board – dubbed China NASDAQ – is expected to help ease this shortage of capital, but a number of problems need to be overcome before that becomes a reality. In the meantime, venture capital will play an important role in bringing to fruition new technologies in China, and Hong Kong firms can be instrumental in that development.

The third area which Vice Premier Li suggested Hong Kong businesses could look at is infrastructure development and related industries abroad. China is involved in a lot of government aid infrastructure development projects in developing countries. With the Central Government's "Going Out" strategy now underway, opportunities exist for Hong Kong businesses to cooperate with Mainland enterprises to invest, from a business angle, in infrastructure projects in



# 總商會訪京之行

中國領導人表示，香港企業若要把握中國湧現的商機，就必須及時行動

**本**會於6月6至7日前往北京進行一年一度的高層訪問，中國領導人向團員表示，中國為履行入世承諾開放市場，已締造了不少商機，港商大可探索這些機遇，加以善用。

港商固然希望「內地與香港更緊密經貿關係安排」的磋商能達到港商預期的進展，使他們可獲得少許益處。然而，國務院副總理李嵐清向本會42位代表團成員表示，香港不應把希望全盤寄托在磋商結果上。香港本身擁有多方面的專業知識，正好補足中國的急切需要。「安排」倘能給予優惠，也應視為錦上添花。

李副總理向本會主席鄭維志率領的訪京團表示，香港物流業的發展，正好反映香港的優勢，港商大可從中受惠。他認為，隨中國逐漸開放，零售及批發商必蜂擁而至，紛紛到中國開設商店，故中國亟需加強物流和分銷服務，以應需求。

他建議香港企業應覓準物流和分銷業務的發展機會，為內地市場提供相應服務。此外，港企可借助先進的物流服務，擔當革新中國物流業的重角。

香港亦可善用豐富的金融專業知識，協助中國吸引風險投資資本，發展高科技。在中國，如能建立視為中國納斯達克的二板市場，料可紓緩資金短缺的現象，然而要實現建立二板市場，一些問題仍有待解決。在二板市場建立之前，創業投資將是中國發展高新科技的重要元素，而香港企業的推動至為關鍵。

第三方面，李副總理建議港商放眼基建發展及海外相關業務。中國目前正與多個發展中國家合作，參與當地政府資助的基建發展項目。在中央政府實施「走出去」的政策下，港商與內地企業的商務合作機會將大增，以「建造—營運—移交」或「建造—擁有一營運—移交」模式合力投資這些發展中國家的基建工程。

## 「認可本地機構投資者」機制及香港銀行可否接受人民幣存款

李副總理表示，對要求中央政府容許「認可本地機構投資者」來港投資及准許香港銀行經營人民幣存款業務等事宜，中方正在考慮中。他認為兩個建議都對中港有利，不過中國要開放金融市場，宜按部就

班，並指內地的外資銀行已可接受人民幣存款。

## 內地與香港更緊密經貿關係安排

代表團與對外貿易經濟合作部副部長安民會晤，得知雖然兩地並未就「安排」的磋商設定確實的時間表，不過，雙方正密鑼緊鼓推動磋商進程。

有關要求內地政府對港產品進口實施「零關稅」的建議，安副部長表示雙方仍在商討中，而中方正在審慎考慮調低關稅。中港兩地政府將就此加緊商議。

雖然「安排」尚未就服務業開放展開商討，特區政府已向外經貿部提交數項詳細建議，他期望在下回會議開始商討這項議題。

安副部長向代表團表示，服務業開放議題主要涵括如何界定香港公司及市場開放程度與准入條件兩大事項。

服務業開放的條件及時間表已大部分列於中國入世文件中。安民認為，依他個人看法，即使香港服務供應商能早著先機，當中的中小企也不會因這短短一兩年之差而得享厚惠。

至於以廣東作為開放試點，安副部長則表示這並非可行的解決方法，因「安排」應覆蓋全國。他又指出，中國早於20年前已把廣東及深圳列為經濟特區，但在

目前的經濟新紀元，此舉也許並不恰當。即使中央政府要選擇地域試點，也會多集中於中西部地區。

## 履行入世承諾

安副部長表示，自中國正式入世六個月以來，各部委一直埋首處理世貿事宜，過程中曾遇過不少突發難題。不過，安民形容中國幅員遼闊，遇到問題也屬意料之內。目前各部委均為履行入世承諾，作好充分準備。但是，由於其他國家對中國的認識還流於片面，為中國添上隱憂。他認為其他各國太留意中國，故如今中國入世，便成為反傾銷個案應訴最多的成員國，其他成員國亦針對中國採行多項臨時保障措施。

## 珠三角一體化

國務院港澳辦公室副主任陳佐洱與代表團會面時表示，香港與中國尤其是珠江三角洲的經濟融合料將進一步加強。雖然設立邊境會對人流、物流、資金流和信息流構成影響，但維持港深之間一度合法管理的邊境仍是非常重要的。

兩地正積極減少邊境管理成本外，還不斷推行各項便利兩地物流和人流的措施。陳氏指，兩地政府應協調合作，避免浪費資源、惡性競爭和投資重疊。

內地政府致力加強珠三角經濟一體化，



Six months after China officially joined the WTO, MOFTEC Vice Minister An Min (2nd from right) said all ministries have been working hard on WTO issues.

中國正式入世至今已六個月，外經貿部副部長安民(右二)表示，各個部門正全力推展世貿事務。





Chamber Chairman Christopher Cheng (left) meets China's Vice Premier Li Lanqing. Mr Li said Hong Kong firms possess much of the expertise that China urgently needs. 總商會主席鄭維志(左)與國務院副總理李嵐清會面。李嵐清表示，港商擁有中國急需的多方面專業知識。



The Chamber delegation in a meeting with Hong Kong and Macau Affairs Office Deputy Director Chen Zuor. 總商會訪京團會晤港澳辦副主任陳佐洱。

these developing countries using BOT or BOOT models.

### QDII AND RMB DEPOSITS IN HONG KONG BANKS

Vice Premier Li said the requests to the Central Government to allow “Qualified Domestic Institutional Investors” (QDII) to invest in Hong Kong’s financial market and to allow banks in Hong Kong to take RMB deposits are being considered. Both suggestions stood to benefit the Mainland as well as Hong Kong, but he believes a step-by-step approach by China to open its financial sector is the best route. He also pointed out that foreign banks in China can already take RMB deposits.

### CLOSER ECONOMIC PARTNERSHIP ARRANGEMENT

In their meeting with MOFTEC Vice Minister An Min, delegates learned that although no concrete timetable for the CEPA consultations has been set, both sides are working hard to push forward the process.

Regarding the issue of zero tariffs for Hong Kong’s exports into China proposed under CEPA, Vice Minister An said that discussions on the matter were still ongoing and that the Mainland Government is considering carefully the tariff reductions. Both the Central and the HKSAR governments will liaise closely on the matter.

Although CEPA consultations on services liberalisation have yet to start, the HKSAR Government has provided MOFTEC with some detailed suggestions and he expects talks on this will start at the next round of CEPA consultations.

Vice Minister An told delegates that

there are two major issues related to services liberalisation – how to classify a Hong Kong company, and the scale of opening and entry requirements.

Most of the conditions and schedules for service liberalisation have already been listed in China’s WTO documents. Mr An said he personally feels that even if indigenous Hong Kong service providers do get early entry into the Mainland, the short lead time of one or two years would not substantially benefit Hong Kong’s SMES.

On the issue of using Guangdong as a pilot testing ground for CEPA, Mr An said that would not be a solution since CEPA should be an arrangement that covers the whole country. He pointed out that China used the special trade zone concept 20 years ago in Guangdong and Shenzhen. However, it is not an appropriate incentive to use in this new era of economic development. And even if a geographical focus were to be favoured, the Central Government would most likely want to focus on the central and western regions of the country.

### WTO IMPLEMENTATION

Six months after China officially joined the WTO, Mr An said all ministries have been working hard on WTO issues. Some difficulties have cropped up, which he said is to be expected for a country the size of China, but on the whole ministries are readying themselves to comply with China’s WTO commitments. A cause of concern, however, is countries’ blinkered vision on China. Mr An said he believes there is too much focus on China, and now that it is in the WTO, it has the most anti-dumping cases among all its members

lodged against it in addition to a number provisional safeguard measures that have been built up against China.

### PRD INTEGRATION

During their meeting with Hong Kong and Macau Affairs Office, Deputy Director Chen Zuor told delegates that he foresees economic integration between Hong Kong and the Mainland, especially in the Pearl River Delta region, growing closer. Nevertheless, maintaining a legitimately managed border between Hong Kong and Shenzhen – despite it impacting the free flow of people, goods, capital and information – remained vital, he said.

Efforts to facilitate the flow of goods and people across the border are ongoing, in addition to reducing the cost of managing the border. Mr Chen said governments within the PRD and Hong Kong should work together to avoid wasting resources, creating cut-throat competition and duplicating investment.

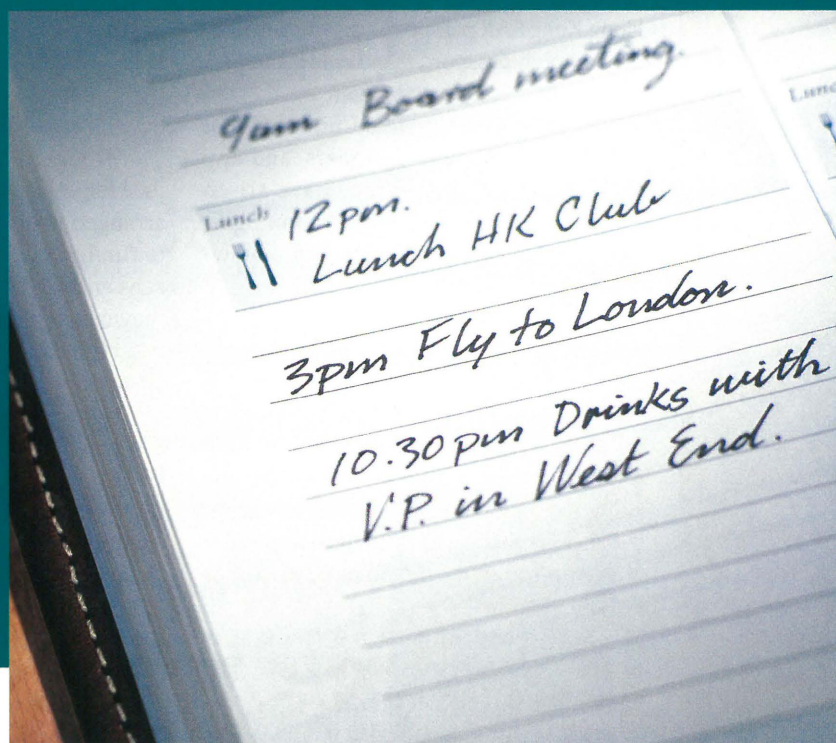
The Mainland government is committed to strengthening economic integration in the PRD, which has the backing of President Jiang Zemin who recently stated: “Make full use of the strengths, work hard on mutual co-ordination, promote and encourage cooperation, achieve development on both sides.”

Fulfilling President Jiang’s target will not be easy and will require a deeper understanding of the “One Country, Two Systems” concept; a clearer positioning of the Mainland and Hong Kong’s economy; and the balancing of China’s national interests and the interests of the PRD and Hong Kong.

Mr Chen said that China stood by

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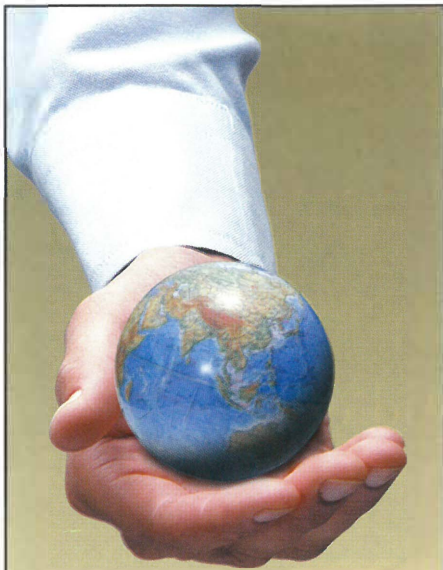
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Hong Kong to help it develop its economy. However, because Hong Kong is not just a Chinese city, but a world city, it should not just look to China to develop its economy, but to the whole world.

## IMMIGRATION

Delegates raised the matter of granting Hong Kong SAR passports to ethnic minorities who were born in Hong Kong and who are Hong Kong permanent residents. Mr Chen explained that according to the Basic Law, Hong Kong SAR passport holders who are permanent Hong Kong residents must be Chinese citizens. Any Chinese national born in Hong Kong wishing to qualify for a Hong Kong SAR passport, but who are holding a foreign passport, may do so if they declare they are a Chinese citizen.

Mr Chen reiterated that China does not discriminate against foreigners, and any misunderstanding that may have arisen recently was most likely due to immigration offices being overly cautious following the 911 incident.

Delegates lauded the HKMAO for its work in getting approved three-year multiple visas for foreign nationals who are permanent Hong Kong residents, and asked if it would be possible for these people to have a special permit so that they could use the Hong Kong Home Return Permit counter at the checkpoints. Alternatively, the number of passport counters should be increased, or

獲得國家主席江澤民的全力支持，他認為兩地應「充分利用優勢，積極支持配合，促進互利合作，實現共同發展。」

要達致江主席提出的目標並不容易，必先要透徹瞭解「一國兩制」的施行方針，清晰界定中港兩地的經濟角色，平衡國家、珠三角及香港的利益。

陳氏表示，中國隨時樂意協助香港發展經濟，但由於香港不僅是中國城市，更是國際都會，故香港不應只依賴內地，還要放眼全球。

## 入境事務

代表團提出給予在香港出生，並擁有香港永久居留權的小數族裔人士簽發香港特區護照的建議。陳氏回應說，按照基本法，擁有香港永久居留權的香港特區護照持有人須為中國人。任何持有他國護照但在香港出生的中國人，若有意持特區護照，須聲明他是中國籍。

陳氏又重申，中國不會歧視海外人士，



Mr. Chen in a meeting with the host of the Chamber's delegation to Beijing, CCPIT Chairman Yu Xiaosong (right).  
鄭維志會見訪京團內地接待單位貿促會會長俞曉松(右)。

separate passport counters for foreign and PRC passports should be set up.

Relaxation of the quota on Mainland tourists has created heavy congestion at passport counters, which can be very frustrating for foreign Hong Kong residents using passports who have to travel frequently across the border for their business.

Mr Chen said he was aware of the problem but pointed out that the current arrangement is to grant national treatment to foreign visitors, and that Chinese citizens encounter the same congestion when they cross the checkpoints. Nevertheless, the Hong Kong SAR Government, the Guangdong Government and the Shenzhen Government are working on ways to tackle this issue, and by July 1, 2002, he expected the expansion work of the Shenzhen Luowu checkpoint will be finished, which should significantly improve the flow of travellers through the checkpoint. **B**

中國入境機關鑑於 911 事件加倍審慎，或許招致近期一些誤解。

代表團就中國給予擁有香港永久居留權的外籍人士往返中國內地的簽證有效期延長至三年，感謝港澳辦對此事的努力。代表團問及，這類人士能否獲發特別通行證，讓他們可從回鄉證持有人通道過關；又或護照持有人適用的櫃位數目能否增加，或當局能否安排持海外護照人士和中國護照人士分開辦理過關手續。

內地來港旅客配額放寬，導致管制站的持護照人士入境櫃位堆滿人龍，對需要經常到內地工幹的持護照外籍香港居民構成不便。

陳氏表示，他亦留意到這個問題，惟現行安排已經是給予海外旅客與中國國民同等待遇。中國國民過境時也同樣面對擠塞的情況。就這個問題，港粵深三地政府正在努力尋求解決方案。他期望深圳羅湖邊境管制站的擴建工程於 7 月 1 日竣工時，旅客過境情況能大大改善。 **B**



# 製造業技術與效益提升計劃

## 支持中小企業 共享經濟成果

為協助中小企業提升生產力，安宇系統有限公司(Atozmation Ltd.)特別推出「Autodesk製造業解決方案」，以二五折推出AIS特惠套裝軟件特別優惠香港總商會的會員公司。

### AIS套裝軟件 從速訂購

AIS套裝是一套結合2D和3D的電腦設計軟件，助你將想像化為現實，適用於玩具、家電、電子產品、機械、模具、鐘錶、珠寶等製造工業。

#### AIS Collaboration 套裝軟件包括：

- ▶ Mechanical Desktop R6 (Autodesk Mechanical 及 AutoCAD 2002)
- ▶ Inventor 5.3 (3D實體造型及繪圖生產系統)
- ▶ Autodesk Streamline™ Collaboration 一年使用權
- ▶ AIS 及 Streamline™ 應用培訓

\* Autodesk 公司特別授權，於本計劃內購買之AIS軟件，可在香港或國內註冊使用。



#### AIS Collaboration 套裝軟件包含以下特點及優惠：

##### 特點1 - 保留及加強現有 2D 繪圖功能 (見附圖 1：AutoCAD 2002 功能特色)

AIS 軟件套裝已包含有完整的 AutoCAD 2002 和 AutoCAD Mechanical R6 (機械設計加強版)。最新的 AutoCAD 2002 更比過往的 AutoCAD R14 效能提高至少 24 個百分比。

##### 特點2 - 自主控制及提升 3D 設計技術水平，體驗從 2D 轉移至 3D 的設計效益 (見附圖 2-5：Autodesk Inventor 功能特色)

3D 設計已成大勢所趨，要從 2D 轉換到 3D，如何避免成本的增加及短暫的生產力降低帶來的困擾？Autodesk Inventor Series 將 Autodesk Inventor R5.3 3D 設計軟件和 AutoCAD Mechanical Desktop R6 軟件整合為一套軟件，不僅能解決以上的煩惱，更能提供更大的使用彈性—既可繼續使用原有以 AutoCAD 為基礎的知名產品，並開始接觸最新的 Autodesk Inventor 軟件，使用最尖端及領先的 3D 設計功能，以最適合自己的步伐進行版本轉換，同時維持高生產力。

##### 優惠1：香港 ↔ 中國 AIS Collaboration 套裝軟件豁免軟件版權轉移費

許多本地的中小企業均在國內設廠，為配合製造業發展，參與本計劃之會員廠商，將獲豁免傳統的美金\$1,000之軟件版權轉移手續費，廠商可於香港總部或內地廠房安裝 AIS Collaboration 套裝軟件，並由安宇系統設於國內的辦事處提供完善的技術支援，以確保廠商的投資得到最大的保障。

##### 優惠2：買 AIS Collaboration 套裝軟件 送協同作業方案 Streamline Collaboration (見附圖 6：Streamline Collaboration 功能特色)

一直以來，很多香港的中小企業需花上大量時間和資源，以完成整個產品開發流程，加上與生產團隊的溝通，每每令成本上漲；但高昂成本是否無可避免？包括 Autodesk 在內，許多軟件開發商投入了龐大的資源於「協同作業」的新技術方案上，以圖縮短產品開發週期及節省生產成本；如今不少公司已通過使用這嶄新意念，分配更多資源於新產品開發用途上，保持最強的競爭優勢。Autodesk 在本計劃中，為本港的中小企業提供整套「協同作業」方案，在無需配置任何硬件和額外人力資源，廠商可通過 Streamline 的伺服器和功能與國內國外的分廠員工共享資訊及即時互動溝通、討論和合作，從而作出最完善的商業決定。更重要的是參與本計劃之會員廠商，可先行一年內免費享用這頂尖技術帶來的好處，往後才再重新評估這頂尖技術對生產效益提升的狀況。

##### 優惠3：免費 AIS 及 Streamline 應用培訓

Autodesk 於港九多個 AIS Collaboration 中心，為參與本計劃之會員廠商的員工，提供免費的 AIS 及 Streamline 應用培訓，廠商無需為軟件培訓額外張羅。



# 2008 Beijing Olympic Games

*Hong Kong firms have a role to play in preparatory work for the Olympic Games, says city mayor*

**H**ong Kong companies can use their expertise in international markets and experience in developing specialized products and services to actively contribute to planning projects for the 2008 Beijing Olympic Games.

The city's Mayor and President of the Beijing Organizing Committee for the 2008 Olympic Games (BOCOG), Liu Qi, told the Chamber delegation that China welcomes the active participation of the Hong Kong business community in terms of construction of Olympic venues and in providing internationalized and specialized services.

A total of 37 competition venues and 59 training sites will be used for the Beijing Olympic Games, 32 of which will be located in Beijing and the other five will be in Qingdao, Shanghai, Tianjin, Shenyang and Qinhuangdao. Of the 32 venues in Beijing, 19 will be new venues (including six temporary venues) and 13 existing ones will be renovated or expanded, he said.

The competition venues are mainly located in four areas. They are the Olympic Green, Wukesong Sports and Culture Center, the "University Area" and the "North Scenic Spot Area." Wukesong Sports and Culture Center will house one permanent stadium and two overlays for the Olympic Games.

Venue construction will be split into three phases: The Pre-preparation Phase, which will conclude in June 2003. The Construction Phase, which will begin in June 2003, with all the projects launched in succession. And the Improvement and Testing Phase will commence in July 2006 and will run until the end of 2007.

The Olympic Venues Construction Coordination Committee has been set up and has sent bids to international tenders for the planning and design of the Olym-

pic Green and Wukesong Sports and Cultural Center.

"According to initial statistics, 177 famous design companies from abroad and home are participating in the bidding. The first step of bidding is proceeding smoothly. The conclusion will come out in July this year and the bid for developers of the projects will be opened in August," he said.

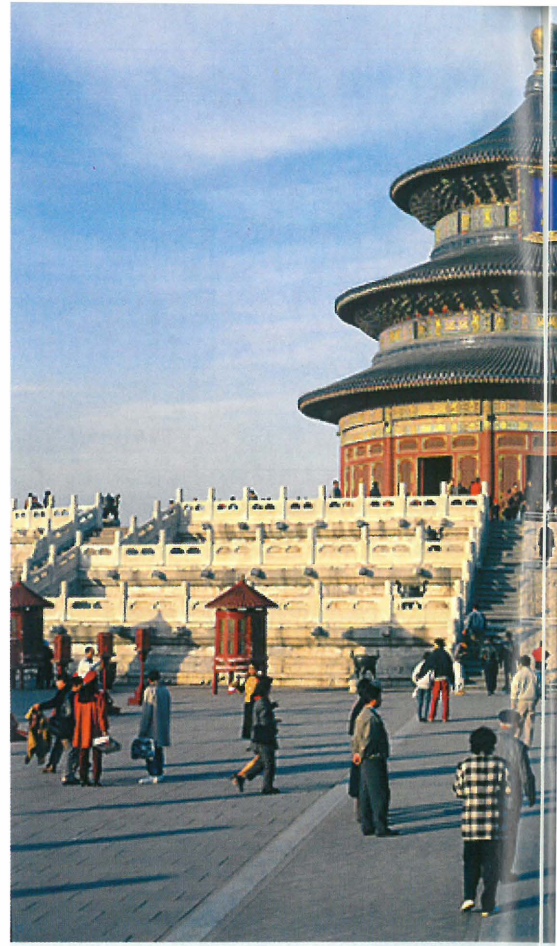
## TRANSPORTATION AND TELECOMMUNICATION

The city is accelerating the construction of transportation and telecommunications works to ensure it will be able to handle the millions of people that are expected to visit the city for the games. Street networks and trunk road systems are being expanded and by 2007 the construction and expansion of 318 kilometers of urban streets will be completed.

Construction of the Beijing Urban Light Rail, Ba-Tong Subway Line, Subway Line No. 5, Subway Line No. 4, Olympic Subway Line, and the fast rail from Dongzhimen to Beijing Capital International Airport is also planned.

Beijing Airport will also be expanded with the construction of another terminal, one runway and 55 standard parking aprons, which will boost its capacity to 48 million passengers per year.

The city plans to invest an additional US\$7 billion in ecological environmental development, Mr Liu said. Key projects will include building a second gas pipeline from Shaanxi to Beijing to fuel eight gas power stations that will be built or expanded. Sewage treatment plants at Lugouqiao, Qinghe, and Xiaohongmen, among other locations, will also be built, and about 200 enterprises that are pollu-



tion makers will be relocated to reduce pollution to city center.

## FINANCING

The total investment of the 37 venues construction for the games is projected to reach US\$2.061 billion, among that US\$1.849 billion will be used for the 32 venues construction in Beijing as well as for facilities of the Athletes' Village, Media Village, MPC and IBC. For the construction of urban infrastructure, the overall investment will reach US\$26.15 billion.

The Beijing Government aims to attract entrepreneurs and investors from home





# 2008年北京奧運會

## 北京市市長：港商能助北京籌辦奧運

**香**港工商界能憑藉對國際市場的專業識見，以及在專有產品開發和專業化服務方面的豐富經驗，在2008年北京奧運會的策劃工作中擔當重要角色。

北京市市長、北京奧運組委會主席劉淇向總商會訪京團表示，內地歡迎香港工商界積極參與奧運相關的建設，並提供國際化和專業化服務。

他說，北京奧運會將使用37個比賽場館和59個訓練場館。比賽場館中，位於北京地區的有32個，包括19個新建(其中六個為臨時場館)和13個改擴建場館。另外五個場館分別位於青島、上海、天津、沈陽和秦皇島。

北京的比賽場館大體分佈在四個區域，即奧林匹克公園、五棵松體育文化中心、「大學區」和「北京風景旅遊區」。五棵松體育文化中心將建設一個永久場館和兩個臨時場館，供奧運會使用。

上述場館建設將分三個階段進行，從目前到2003年6月，是前期準備階段。2003年6月至2006年6月，各項目將陸續進入建設階段。2006年7月至2008年6月，是調整測試階段。

北京市已特別成立奧運場館建設協調委員會，就奧林匹克公園和五棵松兩地的總體規劃進行公開招標。

劉氏稱：「根據初步統計，已有177家國內外著名設計公司報名應標，各項前期工作正在順利推進。按計劃，今年七月兩地總體規劃將取得初步成果，八月份將開始發展商公開招標。」

### 交通與通訊

北京市正密鑼緊鼓擴建城市交通和通訊設施，以期配應奧運期間數百萬訪京人士的需求。該市正加強路網建設和快速幹道系統，將於2007年完成新建和改建城市道路318公里。

擬建項目包括北京城市輕軌、地鐵八通線、地鐵五號線、

地鐵四號線、地鐵奧運支線、東直門至首都機場快速軌道交通等。

首都國際機場亦將擴建，包括增建候機樓、新跑道和55個標準停機坪，每年載客量將增至4,800萬人次。

劉氏表示，北京擬再投資70億美元，加強環境保育工作。重點項目包括建設第二條由陝西至北京的天然氣進京管道，以供新建及擴建的八座燃氣發電廠所需。另外，在蘆溝橋、清河、小紅門等地興建污水處理廠，安排遷移約200家污染企業，進一步降低工業污染對城市中心區的影響。

### 集資方式

北京奧運會使用的37個場館共需建設投資約20.61億美元。其中北京地區的32個比賽場館，加上奧運村、記者村、主新聞中心、國際廣播電視中心等設施，總投資約18.49億美元。城市基建投資約261.5億美元。

北京政府將力邀國內外企業家、投資商參與項目建設，並充分善用多個融資渠道。

另一項重要工作為奧運會的市場開發。為此，有關部門共同制定兩條保護奧林匹克標誌的法規，並與國際奧委會就市場開發等事項進行多次磋商。

劉氏說：「我們正就相關方面的市場情況進行調查。下半年我們將與國際奧委會商議訂立市場開發協議，明年正式展開工作。」



and abroad to participate in the construction as developers, as well as use various investment tools to secure finance.

Another key focus for BOCOG this year is marketing. The committee has jointly stipulated two regulations for the protection of the Olympic symbols, and has conducted numerous discussions with the IOC Marketing Department.

“We are making surveys on relevant market conditions at the moment,” Mr Liu said. “We will negotiate with the IOC on signing a marketing agreement during the latter half of this year, and next year the marketing agreement will be introduced.”



# Can the Mainland-backed retail rally boost sales?

Tourists and locals' tight rein on their purse strings keeps the retail sector in the same hole it has been stuck in since the financial crisis, writes **IAN PERKIN**

**A**s this year has progressed, there have been increasingly desperate attempts in some quarters to align any sort of retail sector recovery to the huge increase in Mainland visitors now coming across the border. Unfortunately, retail numbers have resolutely refused to budge.

A look at the relevant numbers gives a good idea as to why the big increase in visitors – both this year and in the past few years, and especially the boost in Mainland visitors – has done little to help retail. They also help explain why the local retail sector remains in the same hole it has been stuck in since the 1997-98 financial crisis.

In the first four months of this year to the end of April, total retail sales in the Hong Kong SAR were HK\$60.5 billion, down 3.7 per cent in value terms on last

year and (after taking into account retail price deflation) down 1.7 per cent in volume terms.

Over the same period, the total number of visitors arriving in Hong Kong rose 14.2 per cent or some 621,055 arrivals to 4,996,653 from 4,375,598 in the same period of last year.

Even if all these visitors spent on average the same as their predecessors, the additional total spending for the four months would amount to little more than HK\$2.8 billion, or not much more than HK\$700 million a month.

Furthermore as recent historical experience tells us that visitors spend about half of their capita spending on shopping, then the addition to monthly retail sales on average for the four months could only be a maximum of HK\$350 million.

That's equivalent to a mere 2.3 per cent in retail sales per month, even if it were all spent.

But retail sales have dropped 3.7 per cent in value terms in the first four months of the year. This suggests either that visitor spending at the retail level is not as good as it ought to be, or that locals are spending less, or that there is some combination of both playing a role.

As there is some evidence of a modest increase in visitor spending at the retail level and anecdotal reasons why locals might not be spending as much as previously, this latter combination effect seems to be the most likely.

For example, in the latest retail figures for the month of April, sales of electrical goods and photographic equipment did show the biggest increase of 8.3 per cent

## VISITOR ARRIVALS AND RESIDENT DEPARTURES 1991-2002 1991 至 2002 年訪港旅客及外遊港人統計

Year 年份	Total Visitor Arrivals (No) 訪港旅客 (總數)	Mainland Visitor Arrivals (No) 內地訪港旅客 (人數)	Visitor Spending in Hong Kong (HK\$ 000) 旅客來港消費 (百萬港元)	Resident Departures from Hong Kong (No) 外遊市民 (人數)	Residents Spending Abroad (HK\$mill) 港人境外消費 (百萬港元)	Hong Kong Retail Sales (HK\$mill) 香港零售業銷貨 (百萬港元)
1991	6,795,413	875,062	39,606	26,318,571	37,803	135,388
1992	8,010,524	1,149,002	48,390	28,945,174	41,522	159,498
1993	8,937,500	1,732,978	60,025	30,660,010	47,628	179,782
1994	9,331,156	1,943,678	64,283	32,586,892	56,189	201,150
1995	10,199,994	2,243,245	74,914	34,442,000	67,422	210,560
1996	11,702,735	2,311,184	91,493	37,140,000	88,640	223,920
1997	10,406,261	2,297,128	75,698	41,605,000	98,150	234,857
1998	9,574,711	2,597,442	56,296	47,594,000	104,361	195,675
1999	10,678,460	3,083,859	54,276	53,144,000	101,889	179,917
2000	13,059,477	3,785,845	59,283	58,901,000	97,229	186,700
2001	13,725,332	4,448,583	62,210	61,096,000	97,450	184,387
2002 (Q1) (首季)	3,593,922	1,391,575	N.A.	15,844,091	N.A.	45,531



# 內地旅客能扶助零售業復甦？

冼柏堅：旅客和市民緊縮開銷，使零售業自金融危機爆發以來，尚未能突破窘境

年初至今，好些港人試圖借助增長強勁的內地來港旅客，復興零售市道。可惜，事與願違，零售行情依然未見起色。

今年及過去數年間，訪港旅客尤其是內地旅客人數，縱有可觀增長，卻無助零售業復甦。我們只要綜觀有關數據，便可明瞭底蘊。這些數據亦有助解釋本地零售業自1997至98年金融危機觸發以來，迄今尚處低潮的緣由。

截至本年四月底的首四個月內，特區零售業總銷貨額為605億港元，按現值計算較去年下跌3.7%（經平減價格指數調整），按數量計則下跌1.7%。

期內，來港旅客總數由去年同期4,375,598人增至4,996,653人，升幅14.2%，相當於621,055人。

即使所有旅客的消費開支與以往旅客相若，四個月的總消費額只不過上升28億港元左右，或平均每月不出七億港元。

歸納近期經驗所得，旅客大約一半的開支用於購物，故四個月內為零售業增添的額外每月平均進賬，極其量為3.5億港元。

換句話說，若然推測屬實，這個金額亦只相等於每月零售業總銷貨額2.3%。

然而，按現值計算，首四個月的零售業銷貨值下跌3.7%，這若非由於旅客的零售開銷少於預期，便是因港人的消費力下降，要不然則是兩者互為影響的結果。

由於有證據顯示，旅客的零售開銷升幅溫和，亦有種種原因可解釋本地人士的開支較以往少，故兩者結合的可能性最大。

以最新公佈的四月份零售數字為例，電器及攝影器材的銷量錄得8.3%的最大升幅，部分來自旅客消費。

次者為銷量上升7.1%的汽車及汽車零件，這方面則純源自本地消費。

其他商品的銷量下挫，與本地消費狀況有關（消費疲乏），其中以傢具及固定裝置的銷量跌幅最大，達12.7%，

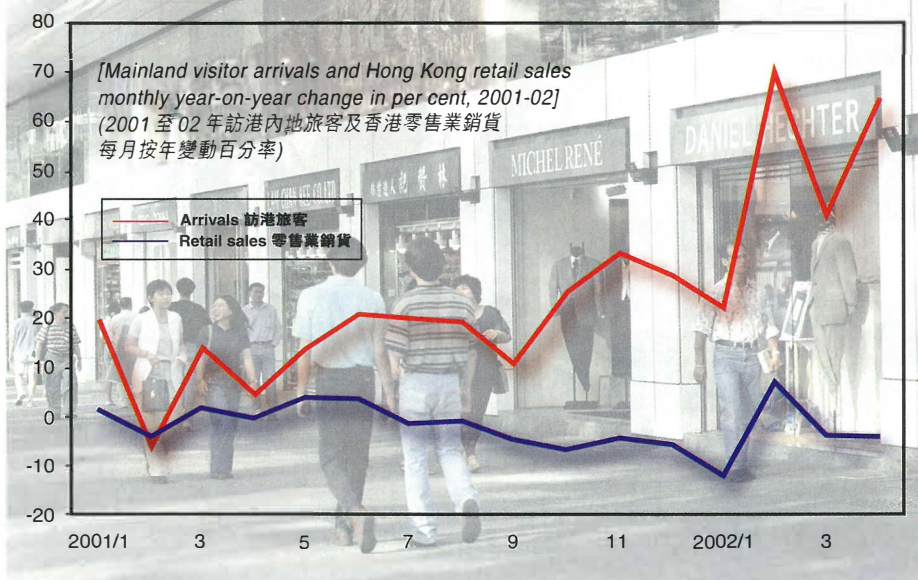
其次是燃料（零售量下跌9.5%）、雜項消費品（下跌6.2%）及百貨公司貨品（下跌3.8%）。

至於服裝的銷量則下跌2.5%；食品、酒類飲品及煙草1.7%；鞋類、有關製品及其他衣物配件1%和珠寶首飾、鐘錶及名貴禮物0.8%。

形成港人零售消費疲弱的原因，包括

## Some Trust in Tourists...

## 訪港旅客消費猶豫？



失業率上升(7.1%)、凍薪、減薪，及資產市場持續偏軟等。

此外，外遊港人在境外的整體消費持續上升(包括但不限於在內地消費)，意味他們或許因而日益減少在本地消費。

零售業經營困難，也可從旅客增長的來由、旅客在港的活動及時間得出端倪。

本年至今(年初至四月)，訪港旅客人數的增長，其實幾乎全賴內地旅客帶動，若扣除增加了的620,792名內地旅客，來自世界其他地方的旅客淨增加了263人。

香港旅遊發展局再三表示，內地訪港旅客的消費模式跟來自其他地方的旅客大同小異。言下之意，這正顯示來自其他地區的旅客亦減少在港的開銷。

整體旅客數字顯示，來港只一天(沒有留宿)的人持續增加，由2001年佔旅客總數35.1%，升至今年首四個月35.7%，而單就四月份計算，已達37.1%。

可想而知，今年首四個月，每三名旅客中便有多於一名來港一日遊，即日離開。在4,996,653名訪港旅客中，這類旅客佔1,783,805人。

他們不夠時間在港購物，又怎能幫助本地零售業走出低谷？

政府總部發言人就最新公佈的零售業

銷貨發表評論時，只強調2002年4月零售業總銷貨量，與去年同期比較持續錄得溫和跌幅。

他說：「儘管2002年4月訪港旅客人數銳升，本地消費開支在最近月份仍然較為疲弱。」

「在四月份，很多主要零售商品類別的銷量均告下跌，尤以傢具及固定裝置的銷售跌幅較為顯著。」

「然而，電器及攝影器材的銷售明顯續有較佳表現。超級市場貨品的銷售亦上升，雖然升幅僅屬輕微。」

附圖及附表顯示，訪港旅客包括內地旅客人數上揚，並不能直接帶旺零售業。

兩者的趨勢若然一致，也許是其他因素促成，如春節假期。附圖顯示，2001至02年零售業銷貨與訪港旅客均在新春假期間攀升，惟假期過後，這項因素便消失。

附表亦透視一個中長期的走勢—旅客人數縱使趨升(尤其是內地訪港旅客)，本地整體與人均消費支出和零售銷貨額卻形萎縮。

同樣，近年港人外遊雖明顯增加，在境外的消費卻呈回落。

冼柏堅為總商會首席經濟師，電郵：[perkin@chamber.org.hk](mailto:perkin@chamber.org.hk)。



and at least part of this might well be attributed to visitor buying.

On the other hand, the second biggest increase of 7.1 per cent in motor vehicles and parts could only be attributed to local purchases.

Most of the falls also seem to be attributable to local activity (or lack of it) with sales of furniture and fixtures declining the most, by 12.7 per cent in volume.

They were followed by sales of fuels (down by 9.5 per cent in volume), miscellaneous consumer goods (down 6.2 per

cent) and commodities in department stores (down 3.8 per cent).

Wearing apparel was down 2.5 per cent), food, alcoholic drinks and tobacco (off 1.7 per cent), footwear, allied products and other clothing accessories (down 1.0 per cent); and jewellery, watches and clocks, and valuable gifts (off 0.8 per cent).

There are other reasons, too, for weaknesses in retail activity by Hong Kong citizens, including higher levels of unemployment (7.1 per cent), no wage rises and some wage cuts for the employed and still declining asset markets.



A rise in the number of Mainland visitors to Hong Kong has done little to lift retail sales. 訪港內地旅客人數上揚，對振興本地零售市場的助益不彰。

Hong Kong SAR travellers are still in-

creasing their total spending outside the SAR (including, but not totally due to, spending on the Mainland), leaving perhaps less for spending in the domestic market.

Some of the difficulties of the retail sector may also lie in the source of the increased visitor numbers and what they do when they get here in Hong Kong.

So far this year (the first four months to April), practically ALL the increase in net arrivals has been due to arrivals from the Mainland. Take out the net increase of

620,792 arrivals from the Mainland and it leaves only room for an increase of 263 – yes, 263 – for the rest of the world.

Now, the Hong Kong Tourism Board maintains that Mainland arrivals spend not much differently, in terms of total and types of outlays, as everyone else. This must mean, however, that visitors from elsewhere are not spending as much as they have in the past.

The overall visitor arrival numbers also show a continued increase in those spending no more than one day (and no night) in Hong Kong to 37.1 per cent of the total in April and 35.7 per cent for the

first four months of the year. That's up from 35.1 per cent in 2001.

It means in effect that more than one-in-every-three visitors to Hong Kong in the first four months of this year was a same-day visitor, not even spending one night here. That is, 1,783,805 visitor arrivals out of a total of 4,996,653 were same-day visitors only.

That hardly gives much time for any shopping or a boost to the local retail sector.

Commenting on the latest retail figures, a Government Secretariat spokesman noted only that the overall volume of retail sales continued to record a mild decline in April 2002 from a year earlier.

“This was notwithstanding the concurrent surge in visitor arrivals, indicating that local consumer spending remained relatively subdued in the most recent month,” he said.

“The fall in retail sales in April occurred across many major types of retail outlets, with sales of furniture and fixtures showing a more visible decline.

“Yet sales of electrical goods and photographic equipment continued to turn out a distinctly better performance. Sales of commodities in supermarkets also went up, albeit only marginally.”

As the accompanying graph and table show, there is no direct correlation between increased visitor arrivals, including Mainland arrivals and retail sales.

Where there is a coincident movement, as there is in the graph for the years 2001-02, it tends to be related to a third factor such as the Chinese Lunar New Year holiday period when both retail sales and travel tend to spike upwards. But the link extends no further than this.

The longer-term trend, as show in the accompanying table, shows a marked increase in visitor arrivals (especially Mainland arrivals), but much-reduced overall – and per capita – spending and domestic Hong Kong retail sales.

At the same time there have been significant increases in the numbers of Hong Kong residents travelling abroad, although their spending overseas, too, has eased off in recent years. **B**

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# UPS opens new intra-Asia hub

One year after launch to China, customers to gain accelerated delivery times throughout Asia

UPS has opened a new intra-Asia air hub in the Philippines. The new hub will allow the acceleration of delivery times for goods moving within and out of Asia as it provides a central sorting point within four hours from all major cities in Asia.

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Last April, UPS began a highly successful direct flight service between the United States and China. As part of the company's overall expansion strategy in Asia, the intra-Asia hub at Clark, the Philippines, was opened in April this year. Together with the existing hubs in the



region, the new hub in the Philippines provides a seamless link to the UPS air network in the Asia Pacific.

"The new intra-Asia hub will bring us an array of opportunities to provide our

customers with enhanced services. The hub is an integral part of our expansion plan and it links UPS's key hubs across Asia, resulting in a strong, extensive and integrated regional network for quality service," Richard Loi, UPS managing director for Hong Kong, said.

Benefits to Hong Kong customers include:

- The introduction of UPS Worldwide Express Plus™ and UPS Worldwide Expedited™ to selected Asian countries
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For more information, call the UPS customer hotline on 2735 3535. **B**

Provided by UPS

## 全新 UPS 亞洲區域空運中心

UPS 開展中美直航服務一年以來，已大大縮短亞洲區內的運送時間

為進一步加強亞洲區內的運送服務，UPS 於菲律賓開設亞洲區域空運中心。這個全新的 UPS 空運中心將成為 UPS 進出亞洲區貨件的其中一個集散樞紐，其優越的地理位置令貨機可於四小時內抵達各主要亞洲城市，大幅縮短亞洲區內及向外的包裹運送時間。

全新空運中心的設立，代表 UPS 能以更高的效率和速度，為客戶將貨件送抵目的地，並再次印證 UPS 的服務完全切合客戶的需要。

去年四月，UPS 開展中美直航服務，並取得空前成功。為配合 UPS 於亞洲區的整体發展策略，公司於今年四月在菲律賓克拉克增設亞洲區域空運中心。連同 UPS 在亞太區的其他現有空運中心，公司的亞太航空網絡將提供完美無瑕的聯繫。

UPS 香港區行政總裁黎松江表示：「這個全新的亞洲區域空運中心將進一步提升我們的服務。空運中心是我們發展計劃中不能或缺的一環，它將連接 UPS 在亞洲區內的各個中樞，令我們的亞太網絡更趨完善，提供更優質的服務。」

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  - 加快貨件的運送及延長收件時間
- 查詢詳情，可致電 2735 3535 與 UPS 客戶服務代表聯絡。 **B**

資料由 UPS 提供





## 與君一席話 艾爾敦

香港上海滙豐銀行主席艾爾敦是亞洲財經界德高望重的人物，他身兼多職，包括香港總商會副主席。艾爾敦最近出任總商會會員關係委員會主席，本刊編輯麥爾康與他談談委員會的未來工作方向，以及他的抱負。訪問內容撮錄如下：

工商月刊：你為何擔任會員關係委員會，而非經濟政策委員會或金融服務委員會的主席？

艾爾敦：若有意為一間機構效力，我會嘗試參與一些與日常工作無關的事務。

我為何會當上這個職位？亦曾有人問我這個問題。

其中一個主要原因是，會員是商會的命脈。商會的存在有賴會員的支持。在當今經濟困難之際，企業特別是小型企業更會審慎理財。如我可以選擇參加一或兩間商會，也會以經濟效益為準則。那麼，總商會的服務是否物有所值呢？若答案是否定的，我或許不會續會。眼見總商會會員數目有些微下降，而每年工作人員亦要花大量時間邀請會員續會，並找出會員續會與否的因由。會員事務對總商會的未來頗為關鍵，我希望能盡一點力。

你為委員會訂立了甚麼目標？

我們期望續會率可達九成。招收新會員方面，並無特定目標，但希望能透過「會員推薦計劃」招攬到新會員。

你認為計劃的成效會有多大？

我認為這項計劃會十分奏效。會員有機會贏取贊助商捐贈的豐富禮品，但計劃真正的價值在於，由會員向同業解釋加入總商會的好處。由顧客擔當機構代表，借助口碑游說他人加入，相信是最有效的方法。例如，會員會向同業表示：「總商會致力幫助會員解決難題，這個商會值得加入。」同時，有興趣參與這個計劃的會員，亦能藉此更瞭解加入總商會的裨益。

為配合「會員推薦計劃」的推行，我們已擴大「會員折扣優惠計劃」的陣容，邀得近80家特約商戶為會員提供獨特消費優惠。（欲查詢會員優惠專用證和計劃的詳情，可聯絡黃少蘭，電話：2823 1236）。

目前，總商會能否全面滿足會員的需求？

我們須不時檢討，因為會員的需求不斷改變。如你認為一切順利，便不會謀求改革。我們應盡力求取回響，以瞭解服務是否切合會員的需要，必要時有所革新，務求給予他們既合適又實惠的服務。

本會活躍程度有目共睹，但會費卻屬全港商會收費最低之列，這是否物有所值？

這是一個有趣的問題。我想人們對大多事物的想法是，如一件物件只值區區數千元，它是否可有可無呢？而當人們需要支付大量金錢，卻反而會認真地希望從中取得回報。所以，諷刺的是，倘若你把會費大幅提高，或會有更多會員續會。這現象縱使古怪，但卻真實。人們多會認為，如物件的價值低，便不要也可。因此，問題的癥結在於，如能說服他們只需少量金錢，便可受惠良多，他們定不會隨便捨棄。情況就仿如買酒，人們通常對酒的認識不深，但若一瓶酒的價錢不菲，他們大多會假設那是佳釀。

# Face to Face with David Eldon

HSBC CHAIRMAN DAVID ELDON IS ONE OF ASIA'S MOST AUTHORITATIVE FIGURES IN THE FINANCIAL WORLD. He wears a number of hats, including the title of Vice Chairman of the HKGCC. Recently, he became Chairman of the Chamber's Membership Committee. *The Bulletin's* Editor, Malcolm Ainsworth, spoke with Mr Eldon about his work and expectations as Membership Committee Chairman. Following are excerpts from that interview.

THE BULLETIN: How did you end up as chairman of the Membership Committee, rather than chairman of the Economic Policy or Financial Services committees?

DAVID ELDON: Sometimes if one wants to help out with whatever organization it is, then sometimes it is quite nice to do something that is not related to what you do on a day-to-day basis.

And how did I end up doing it? Somebody asked me!

But one of the most important things is that membership is the lifeblood of the organization. If we don't have members we don't have an organization, and given the tough times that people have been going through, it is very easy to look at where your outgoings are as a company – particularly as a small company – and say, well, alright, if I can join one or two organizations, I want the ones that I get the best value for money. Therefore, let's



have a look at the General Chamber of Commerce. Am I getting value for money? If I think that I am not, then I might as well stop joining. So having seen a bit of a decline in the membership, plus the fact that every year the renewal process is quite a lengthy one, it came across to me as being something that was quite critical to the future of the General Chamber.

#### What targets have you set for the committee?

We would like to see a renewal rate of 90 per cent. As far as new members are concerned, there is no target, but the Member-Get-Member Contest will go some way into getting new members.

#### How effective do you think the contest will be?

I think it will be very effective. Members have the chance to win some fantastic prizes donated by the sponsors. But also, the fact that it is members who will be going out explaining to other business people the many benefits that they can derive from the General Chamber that will be the real benefit. At the end of the day, there is no better spokesperson for a business or organization than a customer who recommends it, because they are likely to go and tell people: "I had this problem. The Chamber sorted it out. They're worth dealing with." Also, I think it will help reinforce in existing members participating in the contest just how much value they actually are getting from the Chamber.

Alongside the Member-get-Member Contest, we have also expanded the benefits that members receive through the Member Benefits Programme, wherein almost 80 companies are offer-

依你的看法，成為總商會會員最大的益處是甚麼？

總商會在代表會員方面的信譽十分高，能確保會員的意見得到充分反映，上達政府高層。總商會亦經常應政府之邀，表達對不同事務的見解。我們不時獲邀發表意見，可見我們的意見受到重視。本會會員可利用這個渠道表達他們的關注，以及希望政府如何處理某個事項。會員知道政府會聽取他們的意見，這是加入總商會的其中一個好處。

當然，也有其他裨益。譬如，總商會舉辦各種聚會，讓來自不同規模公司尤其是中小企業的人員、同業或擬物色客戶的人會面洽談，而總商會舉辦活動的次數亦十分頻密，差不多每天皆有。此外，總商會亦能邀得國際知名人士發表演說，足顯總商會在國際商界的地位彰彰。

如你所述，總商會十分活躍，經常舉辦各式活動。不過，不少會員始終不甚活躍，應怎樣鼓勵他們更加投入？

我們應使會員明白，總商會十分重視他們的意見。本會決不是被動的收信人—不會打開郵件看看，或全然沒有回應。有時或許在業務上，你備受一些棘手的難題困擾，便會考慮應否致函總商會尋求幫助，因為你會憂慮總商會有大型公司會員，總商會或會較考慮那些公司的意見。所以，當我們向會員進行游說時，必須讓他們明瞭我們隨時樂意效勞，他們是總商會的客戶，總商會定會回應他們的訴求。他們固應享用服務，但更重要的是鼓勵他們回饋意見，藉此瞭解他們的期望。

會員之中亦普遍存在一種想法—他們自覺是小型企業，誤以為總商會不會聆聽他們的意見。其實，總商會樂意服務不同行業、不同規模的機構。我們必須糾正這種想法，人們多認為只有大公司的意見，才會獲得考慮，但現實情況卻大有出入。



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## FACE TO FACE

ing special privileges or discounts to Chamber members. (Members who want more information about the Member Benefits Card and booklet may contact Alfee Wong at 2823 1236).

### How well do you feel members' needs are being looked after?

It is something we have to keep under review, because members' needs will change. If you think things are going well, then you tend not to change them. What we have got to do is to ensure we get the right feedback from members. We have to find out whether or not we are providing what they require and on occasion making changes so that we can provide for them what they want, and at a cost that is of value to them.

### You say value for money, but the Chamber's dues are among the lowest of all business organizations in Hong Kong, yet it is the most active.

It is interesting. I think people's perception on a lot of cases is, it only costs us a few thousand dollars, is this something that we can therefore get rid off? Whereas if you are paying a lot of money for something, you think, I must be getting some value for money. So ironically, if you actually put the membership fees up quite a lot, you might have more people stay. It is an odd thing to say, but perhaps people say, this is easy, it is a small amount of money, so let's say no. So if you can then persuade them for this small amount of money that they are getting very good value for money, it will be the last thing they think of getting rid off. It is like people buying bottles of wine. They may not know much about wine, but if it is expensive, they'll assume it's good.

### What, in your opinion, are the biggest advantages of being a Chamber member?

I think the Chamber has got the credibility to approach issues on behalf of members at the highest levels and ensure that those opinions from members are heard. The Chamber is also asked by the administration for its views on a lot of subjects. And one assumes that if we are being asked for those views it is

because those views are valued. And it gives the members of the Chamber an opportunity to feed in their concerns about the things they would like the administration to do on any particular issue. It gives them the ability to know that their views are going to be heard. I think that has to be one of the biggest advantages.

You also have got the slightly softer things. The meetings we have where business people, be they large businesses or particularly SMEs, can get together with people in similar industries or people who may be looking for customers or clients and so forth, where they can meet together and mingle and talk. There is something going on at the Chamber almost daily. And also, the ability to attract top quality speakers, who are internationally renowned, coming to talk to the General Chamber, I think is an indication of the stature of the Chamber within the global community.

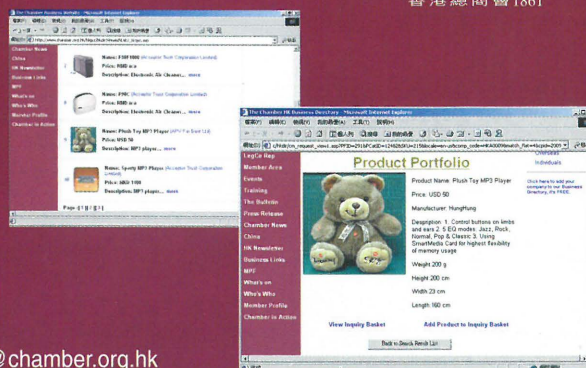
### How do you plan to get members more involved in the Chamber?

I think they need to be persuaded that the views they submit to the Chamber are taken seriously. The Chamber is not there as a recipient of mail that comes in and they don't read and do nothing about. And sometimes, if you have a particular problem that is bugging you and it relates to your business, and you think, why should I write to the Chamber? They have bigger companies to deal with and they have a bigger voice. So if we have to do any persuading, it is persuading those type of members that we are there to facilitate their needs. They are the customer of the Chamber and the Chamber will be responsive to their needs. It doesn't matter what they have got. They should be encouraged to speak up and let us know what is going on. If we don't know what is going on we cannot read their minds.

There is also a feeling which prevails which says I am a small business so I am not going to be listened to. The Chamber is there to serve all businesses, big or small. So I think this is an issue that we need to address, because I think people do believe that it is only big businesses that are going to be listened to, when in reality, it is quite different.

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David Eldon, Chairman 艾爾敦 主席



Melchers 美最時 1869  
Arndt Bertelsmann, Director 貝達文 董事

## Chamber Corporate Centenarians Honoured 百年會員 衷心致謝

At a HKGCC Distinguished Speakers' Series luncheon on June 28 with Standard Chartered Group Chief Executive Mervyn Davies, the Chamber honoured 10 companies who have been a member of the Hong Kong General Chamber of Commerce for over 100 years. Here Chamber Director Dr Eden Woon (right) presents Mr Davies with a certificate in recognition of its long-standing membership with the Chamber. Standard Chartered joined HKGCC as a founding member in 1861.



Also presented with certificates were: Jardine (1861); HSBC (1865); Melchers (1869); AXA General Insurance (1885); Credit Agricole Indosuez (1895); Johnson Stokes & Master (1895); Jepsen & Co Ltd (1896); Hong Kong & China Gas Company (1896); and Green Island Cement (1900).

本會於6月28日為渣打銀行集團行政總裁戴維思舉行的「特邀貴賓演說系列」午餐會上，向10間已加入總會逾百年的資深會員機構致送感謝狀。圖為本會總裁翁以登博士(右)向戴維思致送感謝狀，答謝該公司多年來全力支持總會，為本會於1861年創立時加入的創會會員。

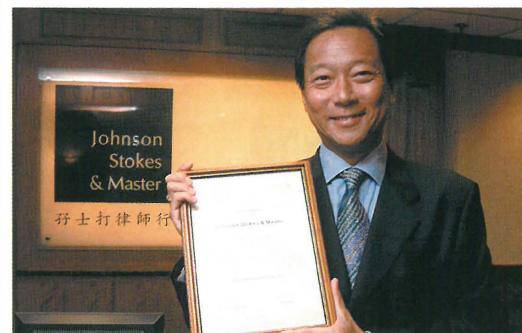
接受感謝狀的會員機構還有怡和(入會年份：1861)、香港上海滙豐銀行(1865)、美最時(1869)、安盛保險(1885)、東方匯理銀行(1895)、孖士打律師行(1895)、捷成洋行(1896)、香港中華煤氣(1896)和青洲英坭(1900)。



AXA General Insurance 安盛保險 1885  
Grahame Brown, President & Chief Executive Officer  
包國雄 總裁



Credit Agricole Indosuez 東方匯理銀行 1895  
Philippe Desgranges, Deputy Chief Executive Officer, Asia Pacific  
戴國柱 亞太區助理行政總裁



Johnson Stokes & Master 孖士打律師行 1895  
Simon Ip, Chairman & Senior Partner 葉錫安 首席合夥人

Jepsen & Co Ltd 捷成洋行 1896  
Helmuth Hennig, Managing Director 海寧 董事總經理



Hong Kong & China Gas Company 香港中華煤氣 1896  
Gabriel Li, Corporate Services Manager 李寶霖 企業事務經理



Green Island Cement 青洲英坭 1900  
Lambert Leung, Managing Director 梁華華 董事總經理





# 2002 Member Benefits Programme

The Hong Kong General Chamber of Commerce is constantly striving to give maximum value to its members. Recently, we have revamped our Member Benefits programme by signing up almost 80 partner merchants to offer special discounts exclusively to HKGCC members. Details of these discounts, which cover a wide range of products and services relevant to your corporate and personal needs, can be found in a separate brochure that we have mailed to you. Or you can visit our Web site: [www.chamber.org.hk/member\\_benefits](http://www.chamber.org.hk/member_benefits)

We would like to thank the following companies for their support and sponsorship of our 2002 Member Benefits programme.







# 2002 年會員 折扣優惠計劃

香港總商會不斷精益求精，務求為會員提供至臻完善的服務。為此，總商會最近已增強「會員折扣優惠計劃」的陣容，與近80家特約商戶合作，為會員帶來更多獨特消費優惠。優惠詳情已編製成小冊子，郵寄予會員。內容詳列各類商品及服務優惠，包羅萬有，適合企業或個人享用。計劃詳情亦載於本會網頁[www.chamber.org.hk/member\\_benefits](http://www.chamber.org.hk/member_benefits)，歡迎瀏覽。

2002年「會員折扣優惠計劃」成功推出，有賴下列機構的支持和贊助，總商會謹此致謝。

autodesk®

AXA 國衛

BEA

BUPA Health Insurance  
保柏 亞洲醫療保險專家

CALTEX

EVE

FUTUREKIDS

英宏熾律師行  
GEORGE Y. C. MOK & CO.  
SOLICITORS, AGENTS FOR TRADEMARK & PATENTS

e-Business  
Your Global e-Business Partner

GOLD PFEIL  
GERMANY  
1854

Hennessy  
V.S.O.P.

Holiday Inn  
HOTELS & RESORTS  
GOLDEN MILE HONG KONG  
香港金域假日酒店

HOME JOURNAL

HONG KONG Business

JE

GRAND HYATT  
HOTELS & RESORTS

The International Club

Jilian  
Inspire in a million

JOHNNIE WALKER  
Swing

jos JOS Applications  
The Leading Solutions Provider

沐蘭  
Mulan Spa

MYOB

P&O Travel

Dr. Chee Medical Laboratories Ltd.

ROYAL CARLTON  
HOTELS & RESORTS

THE RITZ CARLTON  
HOTELS & RESORTS

ROBINSON MANAGEMENT LIMITED

帝都酒店  
Royal Park Hotel

帝京酒店  
Royal Plaza Hotel

Ruby Tuesday  
EXCLUSIVELY FOR MEMBERS

SHELL

Sheraton Hong Kong  
HOTEL & TOWERS

STARWOOD  
HOTELS & RESORTS WORLDWIDE

SWEET & MAXWELL ASIA  
A THOMSON COMPANY

Toner Tech Refiller

VISTA HEALTHCARE

維他

THE WESTIN RESORT  
MACAU



# Member-Get-Member

Share the benefits of being a Chamber member with your friends and get a chance to win **2 Cathay Pacific Business Class roundtrip tickets from Hong Kong to London** and other fabulous prizes!

The 2002 Member-get-member contest is now launched and will run until 15 November 2002.

For EVERY successful corporate member you recruit, you will have ONE entry into the Year End Lottery to win the prizes listed below. (For example, if you successfully recruit 4 members, you will have 4 chances to win a prize.)

**Lottery Draw Date : 27 November 2002 at the 9<sup>th</sup> Annual HKGCC Business Summit**

Note: For every successful recruitment, you will also be awarded a HK\$200 PARKnSHOP coupon while the new member will be awarded FREE admissions to 2 Chamber roundtable luncheons.

推薦您的朋友成為商會會員，即有機會贏取**國泰航空雙人來回倫敦商務客位機票**！

2002會員推薦計劃現正展開，成功推薦公司會員者，即可自動參加年終舉行的大抽獎，贏取豐富禮品。

截止日期 2002年11月15日

抽獎日期：2002年11月27日於香港總商會第九屆香港商業高峰會舉行

註：每成功推薦一新會員，您更可獲贈港幣二百元之百佳超級市場現金券；新會員則可免費參加香港總商會之小型午餐會兩次。

## Year-End Lucky Draw

### Prize 獎品:

### Sponsored by 贊助商:

#### Grand Prize 頭獎

Two business class roundtrip airtickets from Hong Kong to London  
雙人來回倫敦商務客位機票

Cathay Pacific Airways Limited  
國泰航空



#### 2nd Prize 二獎

Three Days / Two Nights Golfing Package for two at Spring City Golf & Lake Resort, Kunming including airtickets and accommodation  
昆明3日2夜高爾夫球套餐連機票及酒店住宿

Hong Kong Dragon Airlines Limited  
港龍航空



#### 3rd Prize 三獎

One set of ThinkPad notebook computer  
手提電腦一部

IBM China / Hong Kong Limited  
國際商業機器中國香港有限公司



#### 4th Prize 四獎

Two Days / One Night Golfing Package for four at Mission Hills Golf Club with accommodation  
2日1夜高爾夫球套餐連酒店住宿

Mission Hills Golf Club  
觀瀾湖哥爾夫球會



#### 5th Prize 五獎

Two roundtrip airtickets from Hong Kong to Singapore plus two nights accommodation at Raffles The Plaza, Singapore, plus complimentary dinner at Raffles Hotel  
雙人來回新加坡機票連Raffles The Plaza 2晚住宿及晚餐於Raffles Hotel

P & O Travel Limited & Raffles International Hotels and Resorts  
鐵行旅遊 及 萊佛士國際有限公司





# Member 會員推薦計劃 Contest

## Year-End Lucky Draw

### Prize 獎品:\*

#### Other Prizes 其他獎品

Cruise at Marina Pearl for a party of 30 persons  
for 4 hours  
Marina Pearl 30人4小時海上暢遊

Two nights accommodation at the Conrad Bangkok  
(Grand Opening)  
全新Conrad Bangkok 2晚住宿

Weekend holiday at Grand Hyatt Bali with continental  
breakfast, cocktail, and afternoon tea  
峇里島Grand Hyatt Bali 週末住宿連早餐，  
雞尾酒及下午茶

One night stay in a Harbour View Room on  
Deluxe Floors  
海景嘉福酒店1晚住宿(全海景)

One set of business lunch for four at Yan Toh Heen  
欣園軒商務午餐(四位用)

"Birdnest" dinner buffet for four  
四人燕窩自助晚餐

Sunday Brunch for two at Hugo's Restaurant  
Hugo's 雙人自助午餐

Two nights accommodation on Friday and Saturday  
in a JW Marriott Suite with complimentary breakfast  
萬豪酒店2晚住宿(套房)連早餐

Two nights accommodation in a Harbour View Suite  
with complimentary breakfast  
文華東方酒店海景套房2晚住宿連早餐

Two nights accommodation at Merchant Court Hotel  
at le Concorde, Bangkok  
曼谷Merchant Court Hotel at le Concorde  
2晚住宿

Dinner buffet for two at the Coffee Shop  
雙人自助晚餐

### Sponsored by 贊助商:

The Aberdeen Marina Club  
深灣遊艇俱樂部

Conrad Hotels  
港麗酒店

Grand Hyatt Bali

Grand Stanford Inter-Continental Hotel  
海景嘉福酒店

Hotel Inter-Continental Hong Kong  
香港洲際酒店

Hotel Miramar Hong Kong  
香港美麗華酒店

Hyatt Regency Hong Kong  
香港凱悅酒店

JW Marriott Hotel Hong Kong  
香港萬豪酒店

Mandarin Oriental, Hong Kong  
文華東方酒店

Raffles International Hotels and Resorts  
萊佛士國際有限公司

Renaissance Harbour View Hotel, Hong Kong  
香港萬麗海景酒店



\* Listed in alphabetical order by sponsor 順序依據贊助商英文名稱排列



*The more you recruit, 何不立即行動，以贏取豐富禮品!  
the better chance you will have to win a prize!*

## ENTRY PROCEDURE 參加辦法

Fax us the referral's contact information below. We will then send them the membership application forms on your behalf. You can also simply send in fax copies of business cards. **We strongly encourage you to talk to your referrals before we send out the application.** You can also send them personalized invitation letters – please contact our Membership Department for samples.

您只須把商會的各项優質服務介紹予您的友好，並把他們的名片或聯絡資料傳真予本會，我們即會發出會員申請表格。您亦可直接發出邀請函予友好，如需有關函件，請與本會會員部聯絡。

**Member-Get-Member Contest 2002** To : Membership Department, Hong Kong General Chamber of Commerce (fax : 2527 9843)  
**會員推薦計劃 2002** 致 : 香港總商會會員部 (傳真 : 2527 9843)

Referrer 推薦人 : \_\_\_\_\_  
Company 公司 : \_\_\_\_\_ Position 職位 : \_\_\_\_\_  
Address 地址 : \_\_\_\_\_ Membership No. 會員編號 : \_\_\_\_\_  
Tel 電話 : \_\_\_\_\_ Fax 傳真 : \_\_\_\_\_  
E-mail 電郵 : \_\_\_\_\_

**I would like to recommend the following companies to be Chamber members (please fill in the details or attach their business cards)**  
我現推薦下列公司加入香港總商會 (請填寫資料或附上聯絡人名片) :

Company 公司 : \_\_\_\_\_  
Contact Person and Position 聯絡人及職位 : \_\_\_\_\_  
Address 地址 : \_\_\_\_\_  
Tel 電話 : \_\_\_\_\_ Fax 傳真 : \_\_\_\_\_ E-mail 電郵 : \_\_\_\_\_  
Company 公司 : \_\_\_\_\_  
Contact Person and Position 聯絡人及職位 : \_\_\_\_\_  
Address 地址 : \_\_\_\_\_  
Tel 電話 : \_\_\_\_\_ Fax 傳真 : \_\_\_\_\_ E-mail 電郵 : \_\_\_\_\_  
Company 公司 : \_\_\_\_\_  
Contact Person and Position 聯絡人及職位 : \_\_\_\_\_  
Address 地址 : \_\_\_\_\_  
Tel 電話 : \_\_\_\_\_ Fax 傳真 : \_\_\_\_\_ E-mail 電郵 : \_\_\_\_\_

<use additional sheets if necessary 如位置不足請另加附頁>

### Terms and Conditions :

1. Drawing will start with grand prize first. If a referrer wins one prize, then he / she is ineligible to win additional prizes.
2. All staff of Chamber members and Individual Associates are eligible to join, however, recruited member has to be a corporate member.
3. The referrers' contact details must be supplied. The name of the referrer member will be mentioned in the membership invitation. No prize will be awarded to anonymous referrers.
4. All referrals will be handled on a first-come-first-served basis.
5. The decision of HKGCC will be final and we reserve the right to amend the terms and conditions.

### 條款及細則 :

1. 抽獎將以獎品順序安排，即由頭獎為先，其次為二獎，如此類推。已獲獎之推薦人將不能再另得其他獎品。
2. 計劃歡迎所有會員公司屬下員工及商會友參加。唯新會員則必需為公司會員。
3. 推薦人必須提供其名片及聯絡資料，其名字將被列於邀請函件內，否則不能獲發獎品。
4. 如同一會員獲多於一位推薦人推薦，獎品將以先到先得方式分配。
5. 所有決定以香港總商會所定為準，本會並保留隨時更改計劃細則的權利。

Please call Ms Maggie Fung of the Membership Department for further information 如有任何查詢，請與會員部馮婉明小姐聯絡

Tel 電話: (852) 2823 1209 Fax 傳真: (852) 2527 9843 E-mail 電郵: mfung@chamber.org.hk Website 網址: www.chamber.org.hk/member\_get\_member





# 2002 Hong Kong Eco-Business Awards

Green Innovative Practice Award

Green Property Management Award  
(Private Housing)

Green Office Awards  
(Large Organisations)  
(SMEs)

## Goal of the Awards

The Hong Kong Eco-Business Awards are designed to honour businesses in Hong Kong that have demonstrated a commitment to environmental management and to educate organisations regarding the benefits of environmental management.

Sponsor:

Award Organisers:



Award Co-organisers:

Business Environment Council, The Chinese Manufacturers' Association of Hong Kong, Consumer Council, Hong Kong Association of Property Management Companies, Hong Kong Council of Social Service.

"Hong Kong Eco-Business Awards" logo is designed by the renowned architect Dr Ho Tao.

## Reply Slip (Please complete and return by fax to 2788-5608)

Yes! Our company is interested in the 2002 Hong Kong Eco-Business Awards, please send us further information on:

- Green Office Award (Large Organisations)
  Green Office Award (SMEs)
  Green Property Management Award (Private Housing)
  Green Innovative Practice Award
  Wastewi\$e Scheme
  Eco-Business Seminars (Free of charge)

Name: \_\_\_\_\_ Organisation: \_\_\_\_\_

Address: \_\_\_\_\_

Contact person: \_\_\_\_\_ Position: \_\_\_\_\_ Tel. no.: \_\_\_\_\_ Fax no.: \_\_\_\_\_

Activity	Date
2002 Hong Kong Eco-Business Awards Launching Ceremony cum Wastewi\$e Logo Presentation	10/6/2002
Eco-Business Seminars	25/6, 26/6, 3/7/2002
Application Deadline	15/8/2002
Preliminary Screening and Detailed Assessment	16/8/2002 - 11/2002
Final Judging	12/2002
Award Presentation	1/2003

## Wastewi\$e Scheme

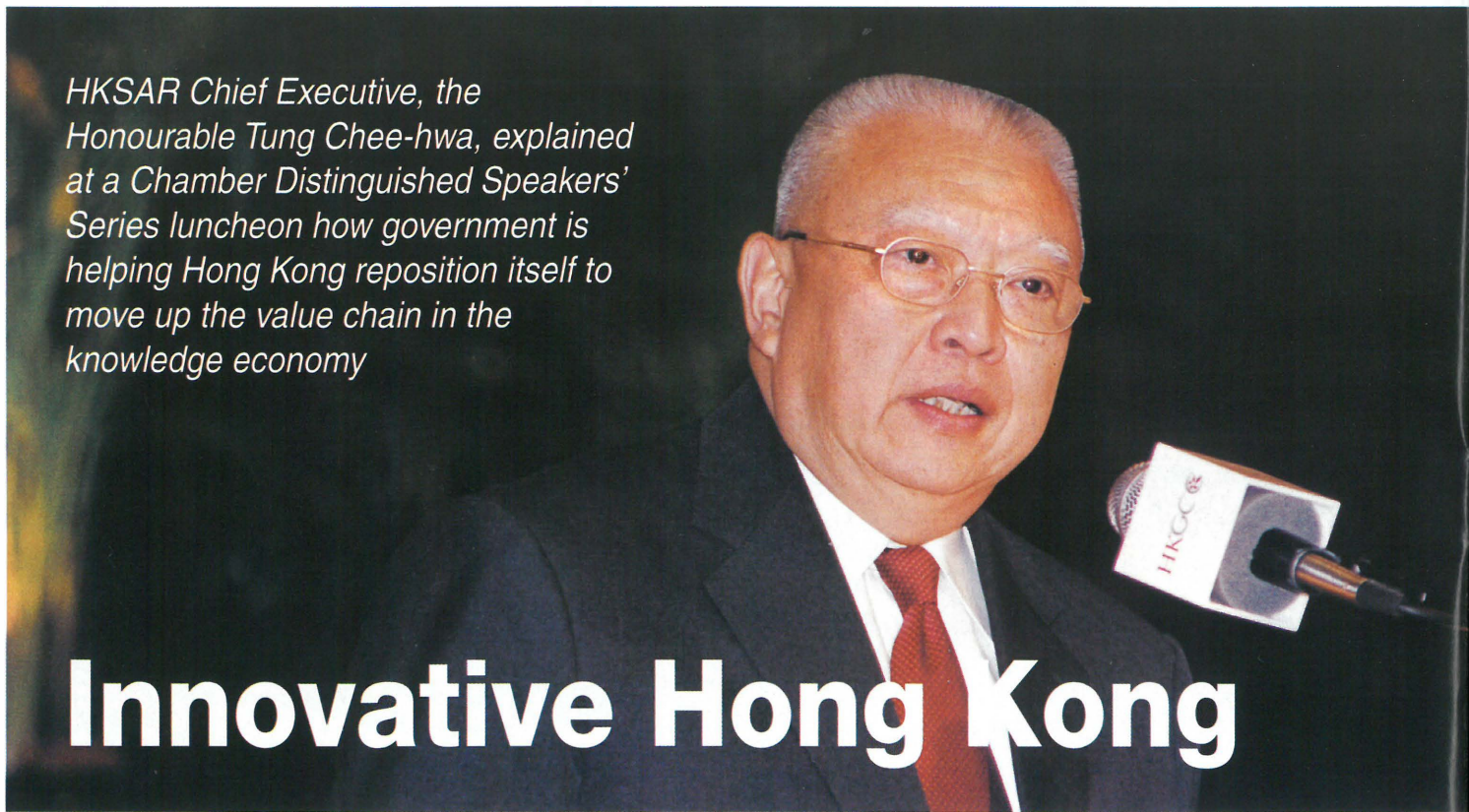
Concurrent with the Hong Kong Eco-Business Awards Scheme is the Wastewi\$e Scheme. The Wastewi\$e Scheme aims to commend and recognise waste reduction efforts of commercial and industrial companies and to promote waste minimisation, collection/recycling of recyclables and buying/manufacturing of recycled products.

Wastewi\$e Scheme Organisers:





*HKSAR Chief Executive, the Honourable Tung Chee-hwa, explained at a Chamber Distinguished Speakers' Series luncheon how government is helping Hong Kong reposition itself to move up the value chain in the knowledge economy*



## Innovative Hong Kong

**H**ong Kong's economy is still undergoing difficult restructuring which will keep unemployment high for some time to come, HKSAR Chief Executive, Tung Chee-hwa, said at a Chamber Distinguished Speakers' luncheon on June 17.

"We are surely not talking about months, we are talking about years. During this time, as we adjust ourselves, our economic growth will be affected, deflation will continue and, therefore, budget deficits and all the other negative consequences will follow with it," he said.

Mr Tung said Hong Kong had successfully gone through economic transformation twice in the 1960s and the 1980s and he expressed confidence that Hong Kong would be able to come through this third economic restructuring.

Until the fall in the US-dollar and the US stock market in early June, there were already signs that Hong Kong's economy was starting to recover.

"Indeed as the economy starts to pick up in the rest of the world, particularly in our major markets, I think we should be able to expect a second-half recovery, modest as that might be and indeed a cyclical

recovery, in my view, has begun," he said.

But he warned Hong Kong should not be complacent because a number of uncertainties are on the horizon. Also, the HKSAR must continue to analyse in what direction we are heading to ensure that we are successful in our economic restructuring, and how we can achieve that in the shortest possible time?

"Our objective is to use science and technology to enhance the innovative capability of Hong Kong, to strengthen the competitiveness of industry and to create knowledge-based, high value added industries and, through acquisition of knowledge in science and technology, to help individuals move up the value chain also," he said.

Mr Tung said over the last five years Hong Kong had been building up a respectable science base with growing corporate participation in applied research and development in collaboration with local universities.

Before 1997 corporate contribution to public sector research and development sponsored by the Innovation and Technology Fund was HK\$9 million compared with HK\$222 million committed by the fund. This has now increased to HK\$59

million compared to HK\$318 million contributed from the fund.

"Our new infrastructure to support innovation and technology are all progressing well," he said.

Phase-1 of the Cyberport's occupancy rate will reach 80 per cent with the signing of a new tenancy agreement in mid-June, followed by the opening of the Science Park by the end of June. Mr Tung said the occupancy situation is very satisfactory with 16 tenants from Hong Kong and overseas, notably the Silicon Valley, already signed up and more are in the pipeline. Moreover, the Applied Science and Technology Research Institute is already embarking on programmes to provide more applied research to support innovation and technology.

"These programmes and the increasingly conducive environment of Hong Kong are attracting research scientists and engineers, particularly those from North America," he said.

On plans to improve Hong Kong's design capability, he said the Hong Kong Design Centre would open in September, and the Hong Kong Science and Technology Parks Corporation and the Applied



## 香港特區行政長官董建華在本會「特邀貴賓演說系列」午餐會中，闡述政府如何推動香港在知識經濟年代走高增值路線

# 就是香港 創意之都

Science and Technology Research Institute planned to set up a joint IC design support centre by the end of the year.

“We will examine critically whether design courses offered by tertiary institutions need to be further supported and improved in order to face new challenges,” he said.

While focusing on the role of science and technology, Mr Tung also reiterated the need for businesses to think out of the box and to market their brands globally.

“For us to be moving up the value chain, we need to improve the quality, the design, and creativity of the products or services we provide to the local market, to the market of the Mainland as well as around the world,” he said.

“Building up brand names, improving our capability and design, promoting entrepreneurship and the culture of science and technology are all long-term efforts. But I believe we have made a good start. During my second term, this particular effort will continue to be one of my main focuses and the focus of many of my colleagues.” **B**

Members can read the transcript of Mr Tung's entire speech and Q&A session at Bulletin Online ([www.chamber.org.hk/bulletin](http://www.chamber.org.hk/bulletin))

**香**港特區行政長官董建華於6月17日本會「特邀貴賓演說系列」午餐會中表示，香港經濟正處於轉型的艱難時期，失業率高企，將會維持一段時間。

他說：「這個過程歷時不僅數月，而是數年。期間香港須作出多方面的適應，除要面對經濟增長放緩及持續通縮外，財赤及其他負面影響將隨之而至。」

但他認為香港經濟在六十年代和八十年代曾兩度成功轉型，所以他有信心香港經濟可以第三次順利轉型。

其實，香港經濟已開始呈現復甦跡象，但在六月初又再受到美元及美股下挫影響。

他說：「不過，隨著世界各地，尤其是本港主要貿易市場的經濟開始轉好，香港經濟可望於下半年徐徐回穩，而這回週期性復甦，依我看來已開始了。」

雖則如此，香港也不應自滿，因為香港尚要面對一些不明朗因素，故香港須著手確立清晰的發展方針，務求以最短時間順利轉型。

他說：「政府的目標是借助科技提升本港的創造力，強化工商業的競爭優勢，發展以知識為本的高增值創意業務，並透過推動科研，協助港人朝高增值方向邁進。」

董建華說，過去五年，香港商業機構和本地大學在應用研究和發展方面加強合作，建立良好科研基礎。

1997年以前，創新及科技基金資助的公共研究項目中，商業贊助佔900萬港元，基金贊助則為2.22億港元。今天，商業贊助額已增至5,900萬港元，基金贊助額則達3.18億港元。

他說：「配合科技發展而設的多項基建計劃，都進行得如火如荼。」

董建華表示，數碼港第一期於六月中有新租戶簽約，屆時數碼港租用率將達八成。科學園於六月底即告開幕，租用情況十分理想，海內外共有16家公司簽訂租約，包括矽谷的公司，另有多家機構正在磋商中。香港應用科技研究院展開了多項計劃，在創新科技方面提供更多應用研究。

他說：「我們這些計劃，加上香港日益優越的發展環境，吸引各地科學家和工程師來港，當中來自北美的朋友特別多。」

至於提升香港的設計水平方面，他說，香港設計中心將於九月開幕。香港科技園公司和香港應用科技研究院亦計劃在本年底成立集成電路設計支援中心。

他說：「我們會仔細檢討大學現時提供的設計課程是否需要進一步支援和改進，以迎合未來挑戰。」

除加強科研發展外，董建華重申，企業也須創新思維，建立本地品牌的國際地位。

他說：「我們要朝高增值方向邁進，便須提升質素和設計水準，致力為本地、內地，以至全球市場提供創意產品及服務。」

他說：「建立品牌、提升表現及設計水平、鼓勵創業及扶植科研文化，都是政府的長遠發展目標，而我相信發展已順利起步。在第二任行政長官任期內，這方面的發展將是我和其他同事的首要關注事項之一。」 **B**

行政長官演詞全文及答問環節於本會網站《工商月刊》[www.chamber.org.hk/bulletin](http://www.chamber.org.hk/bulletin) 備閱。





# Chamber Programmes 活動傳真

New economy

## Internet coming of age

Now that the dust from the Internet stampede has settled and consolidation has produced a stable of fine companies and products, the long-talked-about Internet prophecy is starting to be realised.

Dr Jeffrey Rayport, senior partner of Monitor Group, told members at the Chamber's June 4 roundtable luncheon that just as the advent of the railroad, telephone and the car created previously unimaginable opportunities, so, too, has the Internet. And, like the Internet, these advances led to great sums being invested in new technologies by companies that sprung up overnight to capitalise on their potential.

Fierce competition and consolidation

resulted in a few dominant players driving the new industries forward and "that is where we believe we are today with the Internet," he said.

"The first big indicator of how different this next chapter of Internet development will be is that if we have always associated Internet adoption with Web sites, with dot-coms and with personal computers, Asia is proving to the world that the dominant form of Internet access will be wireless. Wireless access in most Asian countries has already become more prevalent than PC-based access," Dr Rayport said.

Wireless Internet access will also change the way we view and use the Internet. Sitting in front of a monitor to get online will



become a thing of the past as wireless access gives rise to a proliferation of devices and sensory displays that will result in a whole new networked experience.

Mr Rayport estimates that 450 million people around the world access the Internet via their PCs. By comparison, one-third of the world's population of 6 billion people use a mobile phone. He reasons that the remaining two-thirds of people who have yet to buy a mobile phone will most likely jump on the Internet using hand-held devices.

But the biggest trend he predicts over the next five to 10 years will not be about the Internet, but rather devices and services enabled by the Internet.

"We are already seeing is a proliferation of single-focused applications, such as pagers, navigation systems for cars and email devices like the Blackberry are all devices that are starting to become important in our lives," he said.

Also, companies will increasingly turn to digital technologies to manage relations between customers, consumers and markets.

Dr Rayport said banks are an interesting demonstration of how this revolution is already taking place, with 19 out of 20 interactions with retail banks globally being done through technologies, rather than face to face.

## Services Conference Shandong-Hongkong Week

Over 600 Shandong entrepreneurs attended "Shandong-Hongkong Week" on May 30 to learn more about Hong Kong's experiences in developing its services sector, in particular logistics and professional business services.

Co-organised by HKGCC and its policy think tank, Hong Kong Coalition of Service Industries, in cooperation with the HKSAR Beijing Office, the services conference aimed to promote Hong Kong's business-related services in Shandong.

In his keynote address, George Leung, HSBC's chief economist for Greater China, gave a general overview of Hong Kong's service industries, and was followed by Denis Lee, of the SME Resource Center, who spoke on corporate consulting services.

Other speakers included Henry Lee, of the Hong Kong Container Terminal Op-

erators Association, speaking on logistics and transportation, Frank Wong of the MTR Corporation Ltd, and Albert Lai of China Water, speaking on infrastructure development, and K S Tong of the Adsale Exhibition Services, speaking on sales and marketing.

Shandong is China's third most populous province after Sichuan and Henan, and the third strongest industrial production base after Guangdong and Jiangsu. In 2000, the province's GDP reached RMB854.2 billion, contributing 9.7 per cent of the nation's total, while its industrial output reached RMB831.2 billion.

With a strong per capital income of RMB9,500 per annum, the service sectors in Shandong present great potential for Hong Kong service providers. The GDP contributed by the services sectors in Shandong amounted to RMB302.9 billion in 2000.



## Logistics

### Airfreight community must join hands

Hong Kong's airfreight community must join hands to eradicate serious inefficiencies impeding the territory's air-cargo logistics operations if it is to maintain its status as Asia's leading air-cargo hub, Almon Yu, CEO, Sun Hung Kai Super Logistics Limited, warned at the Chamber's June 11 roundtable luncheon.

Fragmentation of cargo operations and services is costing businesses time and money, he said. What is needed is the same criteria for managing cargo operations that is applied to the passenger terminal, which is a single terminal.

"Why do we have multiple cargo terminals?" he asked. "We know that they are inefficient, result in a long connection time and are a duplication of investment.



We don't run multiple passenger terminals because passengers would scream, says Mr Yu, "so why do we do it for cargo?"  
余毅璋說，若客運分由多個客運站處理，乘客必會怨聲載道，「若然如此，貨運又為何這樣呢？」

We wouldn't do that for passengers, so why do we do it for cargo?"

Theoretically, more than one facility promotes competition and innovation, which results in cheaper and better services for users. "But I haven't seen prices dropping. Have you?" he said.

Another problem is that the airfreight terminals are not connected, so each of the 80 tenants in the terminals must operate their own trucks, which they must load then drive to the other terminal about 100 meters away and then unload.

"This obviously causes lots of inconveniences, resources and adds to costs," he said.

## China Business Series

### Integrating China into the global economy

WTO member countries may slam the door on Chinese goods if they feel they threaten the livelihood of their domestic industries, Nicholas Lardy, one of the world's leading economists on China, told members at the Chamber's China Business Series luncheon on May 21.

When China entered the World Trade Organisation, it agreed to three "WTO-plus" provisions that no other WTO member had ever agreed to, Mr Lardy, who is a senior fellow for Foreign Policy Studies at Brookings Institute said.

"It is a highly discriminatory kind of provision and in my view flies in the face of the most basic principle of the WTO, which is equal treatment for everybody," he said.

The three provisions are a product-specific transitional safeguard mechanism, a textile safeguard mechanism and the use of the non-market economy methodology in anti-dumping cases for the next 15 years.

The product-specific mechanism, for example, will allow other members of the WTO to limit the inflows of goods from China much more easily than they can control the goods or flow of goods for other countries. And Mr Lardy points out that China could face protectionism measures not just from developed countries, but also those of developing



WTO members might ironically close their markets to Chinese goods, says Mr Lardy.

Lardy 稱，世貿成員也許會把中國商品摒於門外。

nations that could be legally left in place for as long as 12 years after China's WTO commitments start.

"The injury standard is minimal, in fact there is no need to show injury at all, you just have to show imports from China are increasing," Mr Lardy said.

The safeguards can be applied to China even if imports of the same item from other countries are increasing, he added.

"The risk obviously is if China is restricted in its ability to sell into foreign markets, it will be much more difficult for it to absorb increased quantities of goods from other countries as it further reduces tariffs and eliminates the final non-tariff barriers that it has pledged to eliminate in its WTO accession package," he said.

Providing a consolidated trucking service to move cargo from one terminal to another may seem to be a solution, but Mr Yu suggests linking the airfreight terminals with flyovers along which dollies would shuttle pallets back and forth.

But again, while saving money and increasing efficiency, this is still a compromise to what he says is an obvious solution of building one single airfreight terminal, or a "magic box:" when the airfreight comes it goes through the magic box and then to the customer; or from the customer through the magic box onto the plane.

"We don't need cargo terminals or freight forwarding warehouses, because

the more parties that are involved, the more handling is involved and the more expensive it is. What we need is an integrated logistics centre where everything is in place: customs, storage, packing, value-added services, palletization, x-ray. It all should be done in one 'magic box'," he said.

The best party to drive this concept forward would be the Airport Authority, said Mr Yu, but he reckons that such an integrated logistics centre could be run by a consortium of the current users. If the Airport Authority and the government were to drive the idea forward, Mr Yu estimates such a centre could be ready by 2005. **B**



物流前瞻

航空貨運業聯手除障礙

香港要穩守亞洲領先空中貨運樞紐的地位，業界實須合力剷除各項拖慢空運物流的嚴重障礙。新鴻基物流控股行政總裁余毅璋於6月11日小型午餐會中，就本港航空貨運業的發展前景提出上述建議。

他說，航空貨運作業和服務零散，不僅令運輸成本增加，亦浪費時間。貨運其實一如客運，只需由一個站所處理。

他質疑道：「我們為何有眾多貨站？這樣的佈局有欠效率，接駁需時，投資亦重疊。既然客運方面並非如此，貨運又為何這樣呢？」

一般來說，多個貨站各自運作，能推動競爭和服務創新，讓用戶得享更便宜和優質的服務。但他指出：「若然如此，為甚麼運費從沒下調？」

另一障礙是空運貨站各處一隅，彼此之間並無接駁設施，迫使它們的80個租戶須自行駕駛貨車，把貨物接載至100米左右以外的另一貨站。

他說：「這樣子明顯會造成諸多不便、耗費資源及金錢。」

設立統一貨車載送服務，也許是可行的對策，但余氏提出，可考慮建造高架通道，將貨站連接起來，貨車可經通道裝卸貨物。

然而，他認為，要全盤達致節流和提高效率的目標，必須興建綜合空運貨站。他將綜合空運貨站比擬為「魔術盒」，此盒具備神奇功能，可將貨物處理後運往客戶，或將客戶的貨物處理後再行空運。

他稱：「我們根本無需貨站或空運貨倉，因為愈多界別牽涉在內，手續便愈繁複，費用也愈高昂。我們需要一個綜合物流中心，包辦清關、倉儲、包裝、增值服務、裝卸、X光檢查等程序，扮演『魔術盒』的角色」。

余氏認為，最適合推展這個設想的機構是機場管理局，但綜合物流中心的營運，最好由現有用戶組成的聯營公司負責。若機管局和政府有志推行這個計劃，他估計物流中心可於2005年之前建成。

中國商業系列

中國與全球經濟一體化

世界知名中國經濟研究師 Nicholas Lardy 於5月21日本會「中國商業系列」午餐會上表示，世貿成員國若認為中國產品威脅其本土產業的收益，或會將中國的商品拒於門外。

Lardy 是布魯金斯學院外文政策資深研究員。他指稱，中國加入世貿時，同意履行三項世貿成員從未訂立的「特殊條款」。

他說：「這些條款極具歧視意味。我個人認為，它們已公然違背世貿一視同仁的最基本原則。」

該三項條款訂明不同產品的過渡保障機制、紡織業保障機制，以及可於未來15年利用非市場經濟手段處理反傾銷個案。

透過產品過渡保障機制，世貿成員在控制來自其他國家的進口時，較易限制來自中國的商品。因此，Lardy 指出，不僅發達國家有可能會對中國施行貿易保護措施，發展中國家亦然。中國開始履行入世承諾之後的12年內，該等措施仍屬合法。

Lardy 說：「再者，沒有明確標準評定何謂對本土經濟構成傷害，而世貿成員亦無需證明事情屬實，只須顯示中國進口不斷增加。」

他續說，即使來自其他國家的同類進口有所增長，這些保障機制亦可應用於中國。

他說：「顯然，由此而產生的風險是，如果中國貨品的外銷能力有所規限，中國便愈益難於吸納更多外國進口商品，預料外國進口會隨內地進一步降低關稅，並按入世承諾最終撤除非關稅貿易壁壘而日漸增加。」

「山東·香港周」促進魯港服務業交流

逾600位山東企業家出席於5月30日舉行之「山東·香港周」服務業交流合作研討會，藉以加深瞭解香港發展服務業的經驗，尤其是物流及商用專業服務的概況。

是次研討會由總商會及其服務政策智囊團－香港服務業聯盟與香港特區政府駐北京辦事處合辦，旨在向山東商企推廣香港各項商業服務。

匯豐集團首席經濟師（大中華）梁兆基於會上發表專題演說，概覽香港服務業的整體發展。其後，中小企業資源中心有限公司李榮鈞以企業諮詢服務為題發表演說。

其他演說嘉賓亦就不同專題發言：香

港貨櫃碼頭商會李鴻鏘－物流及運輸業；地鐵公司黃偉光及匯津中國黎廣德－基建發展；雅式展覽服務有限公司湯錦成－市場推廣、貿易及展銷。

山東是繼四川及河南後，中國第三個人口最多的省份，亦是全國第三大工業生產基地，首兩位為廣東及江蘇。山東省於2000年的本地生產總值為8,542億元人民幣，佔全國生產總值9.7%，工業出產貨值達8,312億元人民幣。

山東省人均收入為每年9,500元人民幣，顯示其服務業市場潛力優厚，能為業內港商造就商機。該省於2000年的本地生產總值中，3,029億元人民幣來自服務業。



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# 互聯網闖開新路

隨著互聯網風潮塵埃落定，而科網業的鞏固亦造就了一批優良的企業和服務，萬眾期待的網際新氣象正逐步展現。

Monitor 集團高級合夥人 Jeffrey Rayport 博士於 6 月 4 日小型午餐會上稱，猶如鐵路、電話和汽車的誕生，互聯網所能創造契機之盛，同樣不可思議。恰如互聯網一樣，這些發明促使商家蜂擁投資於新科技，不少商號均是乘勢迅速成立，以期藉科技的龐大發展潛力圖取利益。

他續說，競爭白熱化和業務整固起汰弱留強的作用，實力雄厚的公司將能進一步推動科網業前進。「這正是互聯網今天所展示的嶄新面貌。」

Rayport 博士說：「互聯網現今的發展與先前最大的分別，在於若互聯網慣常使我們聯想起網站、科網公司和個人電腦，亞洲正向全球證明，最普遍的互聯網應用是無線通訊。許多亞洲國家的無線通訊受



We are now talking less about the Internet but using it more, says Mr Rayport.

Rayport 博士：圍繞互聯網的談論已日漸減少，但其應用卻愈益普及。

歡迎程度，已超越以個人電腦為本的應用方式。」

無線網絡通訊將革新我們對互聯網的認識和使用。透過桌面顯示器上網已經過

時，無線應用會衍生各式各樣的設備和通訊器材，為用戶帶來全新的上網感受。

Rayport 博士估計，目前，全球有 4.5 億人利用個人電腦上網。相比之下，全球 60 億人口中，三分一為流動電話用戶。所以，餘下三分二人口中欲購買流動電話的人士，極可能會利用手提設備上網。

他預期，能於未來五至十年內形成大氣候的，不會再是互聯網，而是上網設備和服務。

他說：「很多專門的無線通訊設備，如傳呼機、汽車導遊系統和 Blackberry 電郵工具等，已乘時而興，開始在我們的日常生活中佔據重要位置。」

此外，企業亦愈趨轉用數碼科技，管理與客戶、消費者和市場之間的關係。

Rayport 博士說，銀行日益借助數碼科技的趨勢，正好顯示科網革命經已降臨。全球 20 宗零售銀行交易中，19 宗經由互聯網進行，無需用戶親往銀行辦理。 **B**

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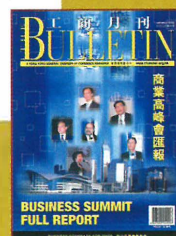
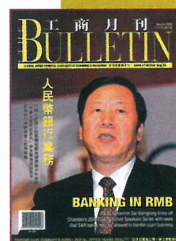
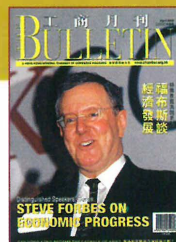
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# 2002 Hong Kong Eco-Business Awards launched

*Strong interest in awards illustrates rising awareness of the benefits of environmentally sound business practices*

A strong turnout of VIPs, business people and media for the 2002 Hong Kong Eco-Business Awards launching ceremony on June 10 reflected the rising interest everyone in Hong Kong has in environmental protection.

environmental management practices have indeed been experiencing real economic benefits," she said.

These include building customer satisfaction, gaining community respect, increasing productivity and giving organisations an edge over other competitors, she added.

Ronnie Wong, chairman of the Environmental Campaign Committee, said since its establishment in 1999, the number of companies participating in the awards has more than doubled annually.

Every year, different categories of awards encourage companies in various business sectors to see how they can benefit from protecting the environment. This year, four awards are up for grabs. They are: Green Office Award (Large Organisations), Green Office Award (SMEs), Green Property Management Award (Private Housing) and Green Innovative Practice Award.

This year marks the first time the Green Innovative Practice Award will be given out, and organisers hope it will encourage companies to develop and adopt creative ideas, innovative processes or pioneering methods which will reduce their impact on the environment.

Companies wishing to enter the awards must submit their applications by August 15, 2002. The Awards Presentation Ceremony will be held in January 2003.

The Honourable Elsie Leung also presented Wastewi\$e certificates to winning organisations of the Wastewi\$e Scheme to commend and recognise their waste reduction efforts.

Ronnie Wong, chairman, Environmental Campaign Committee, said interest in the awards more than doubles annually. 環境保護運動委員會主席王敏超說，參與競逐的機構每年均以倍數增長。

In her opening speech at the ceremony, Secretary for Justice, The Honourable Elsie Leung, said it was heartening to know that businesses were looking for ways to add value to their products and services, while at the same time incorporating environmental management into their corporate agendas.

"Organisations that have implemented



## 「香港環保



「明智減廢標誌」得獎機構與梁司長合照。





Secretary for Justice, The Honourable Elsie Leung (centre), officially launches the 2002 Hong Kong Eco-Business Awards on June 10, together with (from left to right) Dr Stephen Lee, branch director (Environment and Product Innovation), Hong Kong Productivity Council, The Honourable Henry Wu, co-convenor, Hong Kong Eco-Business Awards Working Group; Ms Leung, Ronnie Wong, chairman, Environmental Campaign Committee, Peter Wong, co-convenor, Hong Kong Eco-Business Awards Working Group, and Dr W K Chan, assistant director for Business Policy, HKGCC.

律政司司長梁愛詩(中)於6月10日為「2002香港環保企業獎」主持揭幕儀式。一同主持揭幕的嘉賓還有(左起)香港生產力促進局副總裁(環境及產品創新)李錫勳博士、香港環保企業獎工作小組聯席召集人胡經昌議員、梁司長、環境保護運動委員會主席王敏超、香港環保企業獎工作小組聯席召集人黃匡源，及香港總商會工商政策助理總裁陳偉群博士。

企業踴躍參與競逐，揭示在業務中實行環保措施的益處漸為人所共識

**眾**多貴賓、商家與傳媒於6月10日雲集「2002香港環保企業獎」開幕典禮，場面鼎盛，充分反映港人的環保意識正不斷提升。

律政司司長梁愛詩於開幕禮致辭時表示，商界在力求產品與服務增值之餘，還在營運中融合環保管理，為此感到鼓舞。

她說：「實行環保作業的機構已體會環保能為業務帶來實質經濟效益。」

她補充，這些效益包括客戶稱心、社群認同、生產力提高和更具競爭優勢。

環境保護運動委員會主席王敏超說，「香港環保企業獎」自1999年創辦以來，參與競逐的機構每年均以倍數增長。

主辦機構每年均設立多個不同的獎項類別，以鼓勵各行各業從實踐中體驗環保的裨益。今年共設有四類獎項，分別是環保辦公室獎(大型機構)、環保辦公室獎(中小型企業)、環保物業管理獎(私營房屋)及環保實踐創意獎。

環保實踐創意獎屬今年首創，旨在鼓勵更多業界採用創意構思、創新工序或嶄新方法，藉此減低對環境的影響。

有意競逐獎項的機構須於8月15日前遞交申請，得獎機構將於明年一月舉行的頒獎禮上獲頒獎項。

梁愛詩司長亦在典禮中頒發「明智減廢標誌」證書予「明智減廢計劃」的得獎機構，表揚它們致力減少廢物的佳績。 **B**

## 「企業獎」載譽重來



Winners of the Wastewise Logo pose for a group photo with Ms Leung.





Delegates pose for a group photo with Shenzhen Vice-Mayor Zhuo Qinrui (front row, 7th from left) and other Mainland officials. 團員與深圳市副市長卓欽銳(前排左起第七位)及其他內地官員合照。

## Pearl River Delta Mission

*Mainland officials tell Chamber mission that closer economic co-operation between Guangzhou, Shenzhen and Hong Kong would greatly enhance the competitiveness of three trading areas* **By MABEL YAO**

A 45-member Chamber delegation led by HKGCC China Committee Chairman Stanley Hui and Vice Chairman David Lie recently returned from a three-day mission to Guangzhou and Shenzhen to study ways to boost economic development and integration between Hong Kong and the two cities.

During their meeting with Vice Secretary-General of the Guangdong Provincial Government, Huang Yebin, and Shenzhen Vice Mayor, Zhuo Qinrui, delegates learned that the high technology and services sectors are expected to be the main areas of growth for both Guangzhou and Shenzhen.

Mr Huang, who oversees Guangdong-Hong Kong economic co-operation in the

Guangdong Provincial Government, told delegates that he sees a promising future for the economic integration between Hong Kong and Guangdong. Instead of competing with each other, Hong Kong and Guangdong should be looking to complement each other in economic development to arrive at the mutually beneficial goal of sharpening the competitiveness of the Pearl River Delta as a whole, he said.

To that end, he added that the Hong Kong and Macau Affairs Office of the State Council and the State Planning Commission have jointly set up a special organization to work out ways to avoid duplicating infrastructure projects in the region. It can also provide guidance for both Hong

Kong and Guangdong to improve coordination in future economic planning.

Delegates said they shared Mr Huang's vision for a bright future for Hong Kong and the PRD region, in which they see Hong Kong's financial and management experience complementing the rich source of raw materials and human resources of the PRD.

Under the "Tenth Five Year Plan" in Guangdong, Mr Huang said the province is vigorously expanding its infrastructure facilities, education resources and technology base.

Guangzhou, a traditional industrial base in the Mainland and a transportation hub for southern China, is also working hard to



# 考察珠三角投資環境

內地官員向本會代表團稱，穗深港加強經貿合作，能大增三地競爭力 姚暉



**本**會中國委員會主席許漢忠及副主席李大壯於6月17至19日率領45人商界代表團，考察廣州和深圳的最新投資環境，並探索穗深港三地驅動彼此經濟增長與整合的空間。

訪問期間，團員受到廣東省人民政府副秘書長黃業斌及深圳市副市長卓欽銳的熱情接待，得悉廣州和深圳未來將著重發展高科技與服務業。

黃副秘書長主管省內的粵港經貿合作事務，他強調廣東省與香港未來合作前景廣闊，不存在惡性競爭的憂慮，兩地經濟發展將形成互補，能加強區域的整體競爭力。

他續稱，國務院港澳辦和國家計委已為此成立專門機構，研究如何避免區內出現大型建設重疊的情況，並可引導粵港兩地在未來經濟發展規劃中進一步融合。

本會代表團同意黃副秘書長的看法，認為香港與珠江三角洲的發展前景優秀，如能將香港充裕的資金和管理經驗與珠三角豐厚的物質和人力資源相結

合，必能推動兩地經濟一體化。

黃副秘書長亦向團員重點介紹了廣東省「十五計劃」的進展，他說該省著重拓展基礎設施、教育和高科技。

在廣州考察期間，代表團瞭解到廣州具有良好的工業基礎，亦為華南地區的陸海空交通中心，在加強基礎設施建設的同時，也不斷致力改善軟投資環境。

廣州是中國首批擴大對外開放服務業的城市之一，根據中國入世承諾，將在電信、零售、保險、旅遊等領域率先對外開放。

代表團相信這些領域仍具有較大的市場發展空間，這些行業的開放定會將穗港的經貿合作帶入一個新的發展階段。

在深圳考察期間，代表團看到深圳市亦將進一步推動在服務業領域，尤其是電子信息、生物工程和物流業的開放。深圳將加大力度引進外資參與高新科技、材料和能源的開發與應用、城市綜合交通及物流中心等項目的發展。 **B**

improve its infrastructure and soft investment environment. The city will also start opening its service sector industries to foreign investors in accordance with China's WTO commitments. As a result, it will further open its telecom, retail, insurance and tourism industries in the near future.

Delegates said they believed all these sectors offered great opportunities for Hong Kong businesses to tap, and that easier access to such sectors would open a new era of trade and economic co-operation between Hong Kong and Guangzhou.

During their visit to Shenzhen, delegates learned that the city is also aiming to start opening a number of sectors, especially the information technology, biological engineering and logistics industries. Efforts to attract more foreign investment in a number of fields, including high technology, development of new materials and energy, urban transportation, logistics infrastructure, among others, will be stepped up. **B**

For more information, members can contact Mabel Yao at 2823 1232, or email, [mabel@chamber.org.hk](mailto:mabel@chamber.org.hk).

查詢詳情，請與姚暉聯絡，電話：2823 1232；電郵：[mabel@chamber.org.hk](mailto:mabel@chamber.org.hk)。



Zhang Chunlin, president, Guangzhou Baiyun International Airport Group Corp, briefs delegates on the progress of the new airport project in Huadu, Guangzhou

廣州白雲國際機場集團公司總裁張春林向團員講解廣州花都新機場項目的進展。



# Tai Wing Wah

*Local restaurant chain stands the 'taste' of time*

For many Chinese families, the approach of the Mid-Autumn Festival conjures up images of picnics under the moonlight and moon cakes, and for Hongkongers, Wing Wah moon cakes are as synonymous with the festival as the woman that it celebrates, Chang'O.

Although the history of Wing Wah Group may not be as long as the tradition of eating moon cakes, its achievements over the past five decades in shaping the local catering industry, especially Chinese cakes and delicacies, are as well known as the moon cake story.

Wing Wah's story began in the 1940s, when its founder, Lau Pui-ling, like many refugees fleeing China at the time, landed in Hong Kong with the dream of opening

was in that year that Mr Chiu decided to leave the day-to-day operations of the business to Mr Lau, who became the chief executive officer of the group. He invited local famous gourmets Tse Pin and Chan Fei to become partners, and the new team quickly made Wing Wah an established brand throughout Hong Kong. Today, aged between 70 and 80 years old, the partners still advise on corporate affairs.

The development of Wing Wah from a restaurant in Yuen Long to a network of over 20 cake shops and restaurants all over Hong Kong was not without its problems, said Lee Ying Kuen, manager for Wing Wah Cake Shop's operations in Mongkok.

In 1963, Hong Kong was suffering from a serious drought. With the territory's reservoirs almost dry, the government implemented water rationing and residents only had running water for just four hours every four days, which brought the restaurant to its knees. Wing Wah started its opening hours from 1 a.m. and with the staff's solidarity they finally rode out the storm.

In 1968, Wing Wah faced another major setback when the Wanchai Pier was relocated. As a result, turnover at its nearby branch on Lockhart Road dropped by 60 per cent. To rebuild its patronage, the management decided to lease a

his own business. With a sharp eye for spotting business opportunities, he saw great potential for a restaurant in Yuen Long, which at the time was merely an undeveloped town. In 1950, he partnered with the late Chiu Lut-sau and opened a four-storey restaurant with a take-out counter selling cakes and delicacies and named it Wing Wah.

In 1962, Wing Wah was incorporated as a limited company. This marked a new milestone in its business development. It

shop on the bustling Stewart Road, a move which soon pulled the business back into the black.

Along with the challenges came innovation. While Hong Kong was blistering from the drought of 1963, Wing Wah came out with white lotus seed paste moon cakes, which proved to be very popular and still rank as one of the company's best selling moon cakes today.

Wing Wah understands that innovation is the key that enables them to profit in



difficult times, and has launched a wide range of foods to appeal to every taste and occasion. XO sauce, herbal jelly, tea and rice dumplings are a few examples of their products which can be found in the kitchen cupboards of most Chinese households.

Though in many ways a traditional business, the company has been quick to adopt new ways of doing business, and in the late 1990s, it launched its online order service through its Web site.

"We were the first traditional Chinese cake shop to offer such a service in Hong Kong, and it has been well received locally and abroad," Elizabeth Woo, senior officer handling Wing Wah's advertising campaigns said.

"Instead of buying relatives and friends moon cake coupons, which they then need to pick up by themselves, customers are increasingly using the online service to have gift-wrapped moon cakes delivered





# 大榮華

榮華在香港以集團形式經營酒樓、餅店多年，食品口味「零舍不同」

榮華身經百戰，仍不忘時刻創新。1963年香港雖然發生旱災，但榮華卻於該年首創白蓮蓉月餅，風行全港，至今仍穩佔銷量榜首。

榮華深明創意是在逆境中沈弱留強的不二法門。所以，多年來不斷推陳出新，以迎合不同的口味和要求。珍味XO醬、龜苓膏、茶葉、櫻等，均獲不少家庭用戶追捧。

榮華雖是老字號，但對採用新式的營商手法，亦不甘後人。90年代後期，榮華率先在自設網站上推出網上月餅訂購服務。

榮華專責宣傳的胡小寶說：「榮華是全港第一間提供月餅網上訂購的傳統餅家，不論本地還是海外，均備受歡迎。」

「愈來愈多顧客使用網上訂購服務，讓親友一打開門，便收到月餅禮盒，無須他們手持月餅禮券，到指定地方換領。不少訂單來自海外顧客，他們都想透過這項服務給內地親友帶來驚喜。」

榮華歷經艱苦歲月，依然屹立不倒，除歸功創意外，也有賴精明的財務管理。多年來，榮華投資不少物業，餅店、茶樓及食品製造工場多為自置物業。李先生稱，由於沒有租務負擔，榮華打算來年再添置物業。

即使目前飲食業市道淡靜，榮華仍有意再開分店。20間遍佈全港的榮華餅店中，一所剛於去年在紅磡黃埔蔡瀾美食坊啟業，以應區內新落成樓宇及酒店的需求。另外兩間分別設於機場禁區內外，讓旅客購買餅食餽贈親友，還有三間設於地鐵站。

至於內地業務，榮華已分別在廣州和東莞開設餅店，東莞分店亦附設製餅廠房。為使榮華品牌深入廣州民心，榮華正計劃在內地加強推廣，讓廣州人知道香港榮華的食品質素最佳。

鑑於內地人的購買力不斷提升，榮華對內地消費市場的前景表示樂觀。至於本地飲食業前景，榮華認為，隨著政府大力推動旅遊業，飲食業亦將回復暢旺。 **B**



Wing Wah founder Lau Pui-ling (right) and partners, famous gourmets Tse Pin (left) and Chan Fei, have turned Wing Wah into a household name in Hong Kong.

榮華創辦人劉培齡(右)與本地著名飲食專家謝偏(左)和陳飛，合力把榮華發展成家傳戶曉的飲食集團。

中秋節臨近，華人家庭大多會想起賞月、吃月餅等應節活動，而對港人來說，榮華月餅就恰如中秋節的主角嫦娥般，早已街知巷聞。

榮華集團的經營歷史雖不及吃月餅的傳統久遠，但過去50年來，榮華在本地飲食業，尤其是中國傳統餅食方面成就超卓，與吃月餅的習俗同樣家傳戶曉。

榮華始創於1940年代，其時，創辦人劉培齡如一眾由內地逃難到港的人，漂洋過海來到香港。他胸懷創業大志，且獨具慧眼，隨即覷準元朗有發展酒樓業務的潛力。1950年，他遂夥同趙聿修(已故)於當時尚未開發的元朗，開設共四層的酒樓，並附設餅食外賣，取名榮華。

1962年，榮華註冊為有限公司，為業務展開新的一頁。此時，趙先生有意引退，由劉氏執掌大旗，擔任行政總裁。他

更邀請本地著名飲食專家謝偏及陳飛加盟。在新管理層領導下，榮華迅速在港打響名堂。時至今日，領導層雖已年屆七至八旬，仍就業務發展出謀獻策。

榮華餅家旺角分店經理李應權說，榮華由元朗一家酒樓，發展至今成為餅店和酒樓集團，20多間商舖遍佈全港，實在得來不易，期間歷盡風波。

1963年，香港遭逢旱災，水塘瀕臨乾涸，政府實施四天供水一次，而每次只能供水四小時，故酒樓業務大受影響。榮華於是延長營業時間，半夜一時便開茶市。憑員工上下群策群力，終於克服難關。

1968年，灣仔碼頭遷址，令榮華生意再受打擊。洛克道分店的生意額銳減六成。為挽回流失的顧客，管理層毅然租賃人流較旺的史釗域道舖位，擴充原有分店面積，使業務轉虧為盈。





## MEMBER PROFILE

straight to the places where their relatives and friends live. Many orders are actually from overseas customers who want to surprise their relatives in the Mainland.”

Innovation aside, shrewd fiscal management has also helped Wing Wah survive during harsh times. Over the years, Wing Wah has invested in bricks and mortar, and owns many of the properties where its shops, restaurants and food processing plants are located. Free of the burden of paying rent, the company plans to buy more properties in the coming years, Mr Lee said.

Despite the gloom surrounding the catering industry at the moment, Wing Wah also plans to continue expanding its network of stores. Among its 20 outlets around Hong Kong, last year it opened a shop at Whampoa Gourmet Square in Hunghom to capitalize on the new residential and hotel developments there. It also opened two outlets at Hong Kong International Airport for travelers to buy cakes and snacks as souvenirs for their friends and family, as well as three shops at selected MTR stations.

Wing Wah also has expanded into the Mainland market. With two cake shops in Guangzhou and Dongguan respectively and a food processing plant in the latter, the company plans to increase brand awareness among Guangzhou residents through strengthening its advertising and promotion campaigns there, showing them that Wing Wah Cake Shop from Hong Kong makes the tastiest quality food.

Looking ahead, Wing Wah is optimistic about the consumer market in China along with the rising purchasing power of Mainlanders. It is also confident that the local catering industry will recover and grow further with the government's drive to attract more tourists. **B**

## MEMBER ASSISTANCE SCORECARD

服務回響

## Silver Base International Development Co Ltd

## 銀基國際發展有限公司

**S**ilver Base started out as the sole distribution agent in Hong Kong for various famous Chinese cigarettes and liquor in 1997, and quickly expanded into international markets. One of the most popular brands it distributes is “Wuliangye” (五糧液) – one of “The Ten Best Famous Chinese Liquors” – which is sold in stores and Duty Free Shops around the world, including England, USA, France, Germany, Australia and New Zealand.

Since joining HKGCC in 1998, Silver Base's Doris Chan, said she has benefited from the Chamber's wide variety of events, training programmes and services offered to members.

Because she and her management need to travel regularly to the U.S. to meet with their American business partner, she finds the Chamber's one-stop visa service saves her a lot of time and running around. Ms Chan is also a frequent user of the Chamber's CO services, and she said she is very impressed by the attitude and helpfulness of the Chamber's CO offices' staff. Among the other services she uses regularly is the Chamber's trade inquiry service, which she feels is a good channel to source business match-making opportunities and has had quite a number of successful deals through the service.

Ms Chan said she recommends companies in Hong Kong, especially those in the trading business, to join the Chamber, because being a member would undoubtedly benefit their business.

**銀**基國際於1997年創立至今，獨家代理多款中國名煙佳釀，數年間已迅速拓展至國際市場。公司分銷的暢銷名酒之一「五糧液」居全中國「十大名釀」之列，遠銷至英、美、法、德及澳紐等地的商舖及免稅店。

銀基國際於1998年加入本會，該公司職員陳星表示，總商會為會員提供多元化的活動、培訓課程及服務，給她帶來莫大裨益。

她與公司管理層須定期與美國商家會面，故經常到美工幹，她表示透過總商會辦理簽證，既省時又方便。作為本會簽證服務的常客，她尤其滿意本會簽證辦事處職員的竭誠服務態度及樂意效勞。此外，她對本會的商貿諮詢服務亦讚口不絕，指這項服務造就不少洽商良機，她也在本會的穿針引線下，做成數宗生意。

陳星建議香港企業尤其是貿易商，加入本會，從而獲享厚惠。

**公司：**銀基國際發展有限公司

**入會年份：**1998

**業務性質：**貿易

**電話：**2892 1602

**傳真：**2573 9779

**Company:** Silver Base International Development Co Ltd

**Year Joined HKGCC:** 1998

**Business Nature:** Trading

**Tel.** 2892 1602

**Fax.** 2573 9779



**Company:** Tai Wing Wah Restaurant

**Established:** 1950

**Business:** Restaurant and food processing

**Year joined HKGCC:** 1990

**Tel:** 2477 9831

**公司：**大榮華酒樓

**成立年份：**1950

**業務：**酒樓及食品生產

**入會年份：**1990

**電話：**2477 9831



# Welcome new members

## 加入商會 盡享權益

### Hsin Chong Real Estate Management Ltd

新昌地產管理有限公司

Mr Cheuk-hung Fan 樊卓雄先生

Director

Services

### iLink.net Ltd

合縱連網有限公司

Mr Billy Wai-keung Tam 譚威強先生

CEO & Founder

Services

### Investec Asset Management Asia Ltd

天達資產管理亞洲有限公司

Mr Stewart Aldcroft

Managing Director

Investment Company

### Intentia Hong Kong

Mr Adrian Mark 麥晟鑫先生

Manager, Business Development & Operations

Services

### INTTRA Hong Kong Ltd

Mr Paul Stephen

Managing Director

Services

### Jumbo Success (HK) Ltd

鉅業(香港)有限公司

Ms Anita Yuk-yea Lung 龍玉怡小姐

Managing Director

Trading

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Dr Catherine Chin

CEO

Services

### Kleinwort Minkins Holdings Ltd

滙龍控股有限公司

Mr Peter Joseph Chum 覃偉瀚先生

CEO

Investment Company

### MYOB Hong Kong Ltd

Ms Sheila Chiu-wa Lee 李朝華小姐

General Manager

Trading, Services

### Mindsight

Mr Jeffrey Hasenfratz 哈傑甫先生

Managing Director

Services

### Nortel Networks (Asia) Ltd

北電網絡(亞洲)有限公司

Ms Jolia Kua

Vice President - Corporate Marketing & Communications

Services

### Pofield International Investment Ltd

寶輝國際投資有限公司

Mr Ping-sun Kwok 郭炳燊先生

Director

Investment Company

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婷婷國際集團

Ms Rita Suk-yea Chiu 趙淑儀小姐

Director

Services

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Mr Marcos Andrade

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Ms Hera Siu 蕭潔雲女士

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Services

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Mr Kan Hassomal Lakhani

Director

Manufacturing, Trading

### Shun Hing Power & Transmission Equipment Co Ltd

順興電力及輸變電設備有限公司

Mr Wai-chung Sin 冼緯中先生

Managing Director

Trading

### South China Holdings Ltd

南華集團有限公司

Mr Howard Gorges

Director

Investment Company

### techpacific.com Ltd

亞科網有限公司

Mr Johnny Chan

CEO

Investment Company

### Tiong Lee Co Ltd

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Mr Tai-chi Wong 王大治先生

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Mr John T Hung 洪承禧先生

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Mr Yu-cheung Lee 李宇祥先生

Senior Partner

Services

## CONTACT US

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如有垂詢，請聯絡會員部鍾小姐（電話：2823 1203；電郵：[membership@chamber.org.hk](mailto:membership@chamber.org.hk)）



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Mr Ian ROBINSON

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**AMERICAS**

**HY Hung** was re-elected chairman of the Americas Committee at its June 12 meeting. Steve Wong and Gary Ahuja were also re-elected as the committee's vice chairmen. The meeting was followed by a roundtable luncheon with Jeff Porter (*photo*), principal consultant, Ausmerica Business Development Network, who spoke on "Hong Kong & American SMEs - Business Development through Partnership."



**Panama's Vice Minister of Commerce Meliton Alejandro Arrocha Ruiz** visited the Chamber on June 13 and was received by the Chamber's Americas Committee Chairman H Y Hung. The minister was especially interested in learning more about how Hong Kong was positioning itself in a post-WTO China. Director-General of Panama's Economic-Commercial Office in Hong Kong Juan Pablo Pereira also attended the meeting.

**ASIA/AFRICA**

**Barrie Cook** was elected chairman of the Asia/Africa Committee at its June 5 meeting, replacing Deborah Annells. Manohar Chugh, K L Tam and Neville Shroff were elected vice chairmen. The meeting was followed by a roundtable luncheon at which Dr Tan Khee Giap (*photo*), head of A/ESEAN Economies Monitoring Unit, Nanyang Business School, compared how Hong Kong and Singapore were restructuring their economies.



**CHINA**

**Deputy Mayor of Jiujiang Feng Jing** called on the Chamber on May 21 and was received by Eva Chow, chief of International Business. Mr Feng, who was in Hong Kong for the 2002 Jiangxi (Hong Kong) Fair for International Investment & Tourism,

**MAINLAND BUSINESS-MATCHING MEETINGS**

Two business-matching meetings with Mainland enterprises were organised in June, the first of which took place on June 4 with a delegation from Nanjing involved in infrastructure and services projects. At the meeting, the Deputy Mayor of Nanjing Dai Yongning introduced the general investment environment in Nanjing. On the following day, 13 representatives of private enterprises in Shanghai visited the Chamber for a business-matching meeting with members. Most of the companies are engaged in high-technology development, including software development, Chinese medicine, and the development of new materials. Ren Wenyan, president of Shanghai Federation of Industry & Commerce, chaired the meeting with Chamber Director Dr Eden Woon.

**中港商務選配會議**

本會於六月期間與內地企業先後舉行兩次商務選配會議，首個於6月4日舉行，與會者包括南京基建及服務業代表團。會上，南京市

**Chamber 總商會**

**美洲**

洪克有於6月12日美洲委員會會議上再度膺任美洲委員會主席，副主席黃兆輝及加利亦一起連任。會後舉行小型午餐會，題為「港美中小企－夥伴合作拓商機」，由澳美公司主理中小企業市場機會確認及商業開發的杰夫·波特主講。

巴拿馬商務部副部長Meliton Alejandro Arrocha Ruiz於6月13日到訪本會，由美洲委員會主席洪克有接待。他特別關注中國入世後香港的定位。巴拿馬駐港代表尊巴路亦出席會議。

**亞洲及非洲**

高保利於6月5日亞洲及非洲委員會會議上膺選該會主席，接替卸任的戴諾詩。副主席則





副市長戴永寧簡介南京整體的投資環境。翌日，由上海民營企業組成的13人代表團到訪本會，與會員洽商。這些企業大部分從事高科

技發展，包括軟件開發、中醫藥及物料開發。會議由上海市工商業聯合會會長任文燕及本會總裁翁以登博士主持。

## 香港總商會

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**理事會**  
**諮議會**  
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**亞洲及非洲委員會**  
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**e-委員會**  
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羅寶信

**地產服務委員會**  
蒲祿祺

**旅遊委員會**  
呂尚懷

# in Action 動態

由文路祝、譚廣濂及Neville Shroff擔任。會後舉行小型午餐會，新加坡南洋商科學院東盟經濟事務監察組主管陳企業博士分析香港與新加坡經濟轉型的異同。

## 中國

江西省九江市副市長馮靜於5月21日到訪本會，由國際商務部主管周紫樺接待，馮副市長此行是為舉行2002年江西省(香港)投資洽談暨旅遊推介會，他期望本會向會員推介九江。

國務院發展研究中心對外經濟研究部部長張小濟於5月22日到訪本會，由本會總裁翁以登博士接待。張小濟表示，該中心有意與本會加強合作。

羅兵咸永道會計師事務所中國稅務部高級經理傅振煌於5月23日小型午餐會上，談論併購是涉足中國市場最佳途徑的原因，並向會員提供併購策略的建議和個案研究。

國家發展計劃委員會基礎產業發展司司長李彥夢於5月23日到訪本會，從本會總裁翁以登博士的介紹中，得知香港目下的經濟狀況、香港服務業的發展及「內地與香港更緊密經貿關係安排」的磋商進展。李氏表示，中國基建發展業正處於轉型期。

許漢忠於5月31日中國委員會會議上連任該會主席，副主席由林健鋒、李大壯及王祿閣擔任。會上與會者就「內地與香港更緊密經貿關係安排」的磋商進展，及商事上的「相互執行判決」進行商討。

特區政府駐粵辦處長梁百忍於6月3日會晤本會主席鄭維志及總裁翁以登博士，並向他們介紹於七月中正式投入運作的特區政府駐粵辦的工作，促請兩會加強合作。

## 歐洲

丹麥駐港總領事館及本會於5月23日合辦丹麥投資推廣研討會，題為「丹麥—涉足



## CHAMBER IN ACTION

asked the Chamber to help promote Jiujiang to members.

**Zhang Xiaoji**, director-general, Research Department of Foreign Economic Relations of Development Research Center of the State Council of PRC, called on the Chamber on May 22, and was met by Chamber Director Dr Eden Woon. Mr Zhang said the center was interested in fostering closer cooperation with the Chamber.

**Danny Po**, senior manager of China Tax Division from PricewaterhouseCoopers Hong Kong, explained at a Chamber May 23 roundtable luncheon why he believes mergers and acquisitions are effective ways to penetrate the China market. He also gave advice on how members should plan for M&As, and shared case studies.



**Li Yanmerg**, director, Infrastructure Industry of the State Development and Planning Commission (SCPC) called on the Chamber on May 23. Dr Eden Woon, Chamber director, briefed him on the current economic situation in Hong Kong, the development of Hong Kong's service industries and the CEPA consultation. Mr Li said the infrastructure development sector in China is undergoing restructuring.

**Stanley Hui** was re-elected Chairman of the China Committee at its meeting on May 31. Jeffrey Lam, David Lie and Wang Lu-yen were elected vice chairmen of the committee. At the meeting, the committee also discussed the progress of the Mainland/Hong Kong CEPA consultation and the impact on the proposed Reciprocal Enforcement of Judgement (REJ) in Commercial Matters between the HKSAR and the Mainland.

**Peter Leung**, head of the Hong Kong SAR Government Guangzhou Economic and Trade Office, called on Christopher Cheng, Chamber chairman, and Dr Eden Woon, Chamber director, on June 3. Mr

Leung introduced the work of the Guangzhou ETO, which will officially open in mid-July, and invited to Chamber to work closely with his office.

### EUROPE

**The Danish Consulate General** in Hong Kong and the Chamber co-organised a seminar on May 23 to promote investment in Denmark. The seminar, entitled "Denmark – The Gateway to the New Northern Europe," attracted over 50 local businesspeople, who listened to speakers talk about Denmark's expertise in logistics and bluetooth industries.

### E-COMMITTEE

**Angus Forsyth** (left) and **Yvonne Chia** (centre), of IT Practice Group, Stevenson, Wong & Co., explained at the Chamber's June 3 roundtable luncheon how businesses can leverage Service Level Agreements to move ahead in the intensifying battle to differentiate themselves from and to outlast competitors.



### ENVIRONMENT

The Environment Committee's position paper on **landfill charges** was endorsed by the General Committee on May 23 and submitted to the government.

### INDUSTRY AND TECHNOLOGY

The Chamber and four leading universities in Hong Kong are organising the **University Student Innovative Business Contest**, with the Business and Services Promotion Unit being a supporting organisation. An organising committee for the contest was established and held its first meeting on May 22.

### SMES

**Sheila Lee**, general manager, MYOB Hong Kong Ltd, explained to members at

the Chamber's June 13 roundtable luncheon how SMEs can benefit from using accounting software and the criteria for selecting a suitable package for their business.

### HKCSI

**HKCSI** continues to be involved in the Chamber study on "Mainland/Hong Kong Closer Economic Partnership Arrangement." In June, a number of information papers were produced and a discussion paper on rules of origin was submitted to Director General of Trade and Industry Joshua Law.

**Dr Patrick Ho**, chairman, Hong Kong Arts Development Council, outlined at the Chamber's May 31 roundtable luncheon how Hong Kong businesses can capitalise on the arts and culture industries to enhance their creativity and innovation.

Following consultation with members, the Chamber submitted its response to the **Privacy Commissioner on the Draft Code of Practice on Workplace Surveillance**, calling for the draft to be turned into a non-binding guideline.

**HKCSI Secretary General Dr WK Chan** on May 17 met and discussed with Rosanna Law and Siu Lik-king of the Trade and Industry Department the progress of the services negotiation of the WTO Doha Round.

**Cindy Cheng** was elected chairman of the Information Services Committee at its meeting on June 13, replacing Tony Au. At the meeting, OFTA Senior Assistant Director M H Au gave a presentation on the current development of mobile telecom services in Hong Kong.







Chief Secretary for Administration Donald Tsang visited the Chamber on June 13 to exchange views with members of the Chamber Council on a number of issues. 政務司司長曾蔭權於6月13日到訪本會，與諮議會成員就多個事項交換意見。

新北歐投資市場的起點」，吸引逾50位港商出席，講者談到丹麥在物流及藍牙業務方面的專業發展。

#### e-委員會

史蒂文生黃律師事務所IT Practice Group霍璽律師及謝天懿律師於6月3日本會小型午餐會上，闡述商界企業如何借助服務水平協議，在白熱化的競爭中制敵致勝。

#### 環境

環境委員會就堆填區費用撰寫的立場書已於5月23日獲理事會通過後提交予政府。

#### 工業及科技

本會正著手與香港四所著名大學合辦「香港總商會一大專學生商業創意比賽」，工

商服務業推廣處為這項活動的支持機構。籌備委員會已於5月22日召開首次會議。

#### 中小型企業

MYOB Hong Kong總經理李朝華於6月13日小型午餐會中，闡述會計軟件為中小企業帶來的裨益，以及選購合適軟件的準則。

#### 香港服務業聯盟

香港服務業聯盟繼續就「內地與香港更緊密經貿關係安排」進行研究，六月完成數份資料報告，並就產地來源規則向香港特區貿易署署長羅智光提交討論報告。

香港藝術發展局主席何志平博士於5月31日本會小型午餐會中，討論港商如

何借助本地藝術及文化產業，提升營商創意。

本會集結會員對「工作地點進行監察活動的實務守則草擬本」內容的意見，把意見書提交予個人資料私隱專員。意見書提出將實務守則草擬本定為非約束性指引守則。

香港服務業聯盟秘書長陳偉群博士於5月17日會晤工業貿易署羅淑佩及邵力競，討論世貿多哈回合服務業談判的進展。

鄭韓菊芳於6月13日資訊服務委員會會議上膺選該會主席，接替卸任的區焯洪，會上電訊管理局高級助理總監區文浩就目前香港的流動電訊服務發展概況發表演說。 **B**

## FORTY CIVIC-MINDED CITIZENS HONOURED

Forty citizens were commended for their gallantry in helping police fight against crime at the Good Citizen Award Presentation Ceremony on June 14. Three of the recipients were Luen Hoi-bor, Ng Wang-wai and Lam Tsz-cheung, who, through their bravery, assisted police in nabbing a suspect in connection with a robbery.

During the ceremony, 37 other civic-minded citizens were each presented with a certificate and a cheque for their initiatives and assistance in fighting crime.

Officiating guests at the ceremony included the Police Director of Operations, Tang King-shing; Fight Crime Committee member Dr Philemon Choi Yuen-wan; and the Director of the

Hong Kong General Chamber of Commerce Dr Eden Woon.

Dr Woon told the gathering that the HKGCC attached great importance to Hong Kong's stability and prosperity. He said that police-community cooperation was instrumental in the fight against crime. He praised the recipients for their bravery and said that the Chamber would lend its full support to the Police in maintaining law and order.

The Good Citizen Award Presentation Ceremony, held twice a year, was organised by the Police Public Relations Branch with sponsorship from the HKGCC. Since the scheme was launched in 1973, 2,986 citizens had been commended.

## 40名協助警方滅罪市民獲嘉許

40名曾經協助警方撲滅罪行的英勇市民，於6月14日舉行的「好市民獎頒獎典禮」中獲嘉許。其中三名得獎者為曾協助警方擒獲一名劫案疑匪的樂海波、伍宏偉和林子翔。

大會在儀式中頒發獎狀和支票予另外37名富正義感之市民，嘉許他們主動和熱心協助警方撲滅罪行。

頒獎禮主禮嘉賓包括警務處行動處處長鄧竟成、撲滅罪行委員會委員蔡元雲醫生和香港總商會總裁翁以登博士。

翁以登博士對來賓表示香港總商會非常重視本港的安定和繁榮。他重申警民合作對打擊罪行十分重要。他讚賞得獎市民的英勇表現，並表示總商會定會全力支持警方維護法紀。

「好市民獎頒獎典禮」由警察公共關係科主辦，並獲得香港總商會贊助，每年舉行兩次。是項計劃自1973年推行以來，已有2,986位英勇的市民獲獎。



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**The Americas Cocktail Reception 美洲委員會聯誼酒會**

A cocktail reception with Consuls General and Commercial Consuls of Argentina, Bahamas, Brazil, Canada, Chile, Colombia, Mexico, Peru, Venezuela and USA was held at the Chamber on June 25, immediately after the conference on "The Americas: Expanding Hong Kong's Horizon." Pictured above are Chamber Chairman Christopher Cheng (left) and Chamber Americas Committee Chairman HY Hung, making a toast at the reception.

本會美洲委員會於6月25日舉辦「拓展美洲商機」研討會後，緊接舉行聯誼酒會，款待美洲各國駐港總領事，包括阿根廷、巴哈馬、巴西、加拿大、智利、哥倫比亞、墨西哥、秘魯、委內瑞拉及美國。(上圖)本會主席鄭維志(左)與美洲委員會主席洪克有互相祝酒敬賀。





# CHAMBER

# FORCAST

## UPCOMING EVENTS

- 22 July**  
Luncheon with David Ting:  
“European Union Enlargement:  
Challenge & Opportunity”  
(English)
- 23 July**  
Income Tax Seminar: Hong Kong  
& PRC (Cantonese)  
中港入息稅務研討會
- 23 July**  
WTO Training: WTO Dispute  
Settlement
- 24 July**  
Training: Quality Customer  
Services (Cantonese)
- 25 July**  
New Members' Briefing (English)
- 26 July**  
New Members' Briefing  
(Cantonese)  
會員座談會
- 26 July ~ 13 September**  
Training: Business Oral  
Communications for Executives  
(English)
- 27 July ~ 1 August**  
Study Mission to Tibet  
西藏訪問團
- 2 August**  
Luncheon: Sports Spirit Enhances  
Staff Motivation & Teamwork  
(Cantonese)
- 5 August**  
Training: Taxation in China (1) –  
“Practical Guide and Common  
Problems” (Cantonese)  
中國稅務(一) — 中國稅務實務與  
常見問題探討
- 6 August**  
Training: Creative Team-Building  
(Cantonese)  
創意團隊精神
- 6 August**  
Training: How to set up foreign trade  
companies in PRC (Cantonese)  
如何在國內設立外商貿易公司
- 7 August**  
Training: Taxation in China (2) –  
“Saving Taxes” (Cantonese)  
中國稅務(二) — 大陸經商節稅之道
- 8 August**  
Training: Creating Successful  
Business Collection Strategies  
(Cantonese)
- 8 August**  
Training: Taxation in China (3) –  
“Handling Tax Investigation in the  
PRC and Avoiding Punishment”  
(Cantonese)  
中國稅務(三) — 內地稅務調查的重點  
及如何避免處罰
- 14 August ~ 20 November**  
Training: Mandarin Speaking Group  
for Expatriates (Beginners II)  
(Mandarin supplemented with English)
- 14 August**  
Training: Consultative Selling Skills  
(English)
- 15 August**  
Training: Professional Telephone  
Skills (Cantonese)
- 7~14 September**  
Business Mission to the Czech  
Republic, Poland and Hungary
- 7~8 September**  
Mission to Xiamen  
6th China International Fair for  
Investment and Trade
- 11 September**  
6th Hong Kong Taiwan Economic  
Forum
- 16 September**  
2002 Venture Capital / Private Equity  
Partnership Conference
- 16 September**  
Local Economy Meeting (Tentative)

## COMMITTEE MEETINGS

- 15 July**  
China Committee Meeting
- 17 July**  
Economic Policy Committee Meeting
- 18 July**  
e-Committee Meeting
- 22 July**  
Europe Committee Meeting
- 24 July**  
Legal Committee Meeting
- 25 July**  
Taxation Committee Meeting
- 25 July**  
General Committee Meeting
- 30 September**  
Retail and Distribution Committee  
Meeting

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

## MARK YOUR DIARY

- 16 September**  
2002 Venture Capital / Private  
Equity Partnership Conference

## OUTBOUND MISSIONS

- 27 July ~ 1 August**  
Study Mission to Tibet  
(Optional Tour 1~4 August)
- 7~8 September**  
Mission to Xiamen  
6th China International Fair for  
Investment and Trade
- 7~14 September**  
Business Mission to the Czech  
Republic, Poland and Hungary



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