

Please circulate to your executives

Use Your Vote on May 24
五月二十四日齊投票

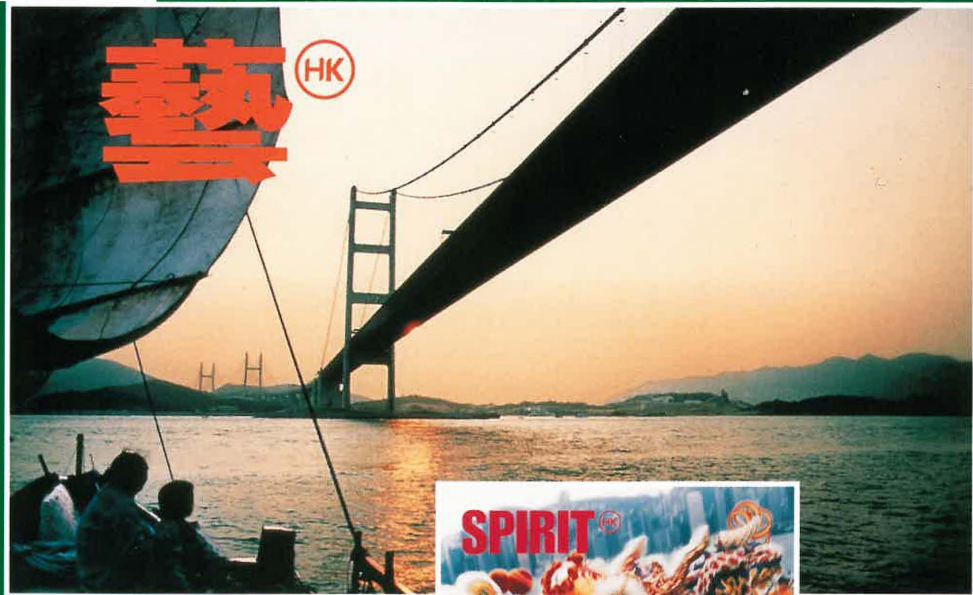
工月商刊 THE Bulletin

A HONG KONG GENERAL CHAMBER OF COMMERCE MAGAZINE
香港總商會月刊

一九九八年四月 APRIL 1998



Business Travel '98: Outlook Positive? 商務旅遊：九八年前景樂觀？



Hong Kong's New Tourism Image: City of Life 香港新形象：動感之都

Also in this issue:

National People's Congress

全國人大

Cathay Pacific at CLK

國泰與赤鱸角

Double Tax Relief

避免雙重徵稅協議



Is it a copier that can print, or a printer that can copy?

As you can see, our latest invention creates some confusion. Is it a copier? Or is it a printer? It's both. It's the first Network Copier. On the one hand, the Océ 3165 is a digital copier for the office corridor. One that has Image Logic. This means no more regulating and adjusting the image quality.

What's more, the original is only scanned once, then stored in the memory, regardless of the number of copies. And that improves the speed (62 copies per minute) and the reliability.

Connect it to your network and suddenly it also becomes a printer. A departmental printer that can probably replace all your current desktop printers. After all, what printer produces 62 prints

a minute? And all high quality. Because naturally we've equipped this network copier with the unique Océ Copy Press Image Transfer System. Which means unparalleled print quality and virtually no chance of jams.

The Océ 3165 is a fine piece of technology. And yet just like all Océ equipment, it's extremely user-friendly. So the only question it can raise when you use it is: is it a copier or a um ...?

For details, call 2577 6064 or fax 2577 8957.

Océ (Hong Kong China) Ltd., 12/F., 1202 The Lee Gardens
33 Hysan Avenue, Causeway Bay, Hong Kong.



Smart solutions in copying, printing and plotting.

CHAIRMAN

The Hon James Tien, OBE, JP

VICE CHAIRMEN

**Peter Sutch
C C Tung**

DIRECTOR

Dr Eden Woon

EDITORIAL BOARD

**Ian Perkin
Dr. Y.S. Cheung
Dr. W.K. Chan
Sidney Fung
Jasmin Fung
Louise Parkinson**

TRANSLATED BY

**Victoria Chu
Eliza Yeung**

ADVERTISING

Carmen Ho

CHAMBER SERVICES LTD

Tel: 2823 1291 Fax: 2527 0380

The Chamber is apolitical. Any advertisement of a political nature does not necessarily imply endorsement by the Chamber

PUBLISHED BY

The Hong Kong General Chamber of Commerce

22/F United Centre,
95 Queensway, Hong Kong
Tel 2529 9229 Fax: 2527 9843

PRODUCED BY

The Publisher,
(address above) and
OMAC Production House

5/F EIB Tower,
4-6 Morrison Hill Road,
Wanchai, Hong Kong
Tel: 2572 7144 Fax: 2832 7903

PRINTED BY

Excellent Printing Co

Fiat G & H, 20/F Blk 2, Kingley Ind Bldg,
33-35 Yip Kan St, Wong Chuk Hang, HK

主席：田北俊太平紳士

副主席：薩秉達 董建成

總裁：翁以登博士

編輯委員會

冼柏堅 張耀成博士

陳偉群博士 馮棟澤

馮惠芳 白璐珊

編譯：朱麗芬 楊綺雲

廣告：何嘉敏

總商會服務有限公司

電話：2823 1291

圖文傳真：2527 0380

本會並非政治組織，任何帶有政治意識的廣告均不代表本會立場。

出版：香港總商會

金鐘道統一中心廿二樓

電話：2529 9229

製作：奧瑪製作室

電話：2572 7144

承印：百美印刷



COVER STORY

封面專題

Hong Kong: Business Traveller Centre for China and Asia. P.7

香港是中國及亞洲的商務旅客中心。 第7頁



Amy Chan – setting a new image for Hong Kong tourism. P.15

陳鄭綺雲為香港塑造全新形象。 第15頁



Fair · Open · Honest

Election fever begins. P.27

選舉戰情熱烈。 第27頁

ON OTHER PAGES 目錄

Editorial	5
社論	
Chamber in Action	17
本會動態	
Forecast	25
活動預告	
Ninth NPC	29
第九屆全國人大	
China Tax	34
中國稅務	
Member-Get-Member Contest	37
會員招募會員大競賽	
Spring Dinner	38
春茗聯歡	
Legal Issues	43
法律	
SAR Economy	44
特區經濟	

SPECIAL FEATURE 特稿

HK New Airport	46
香港新機場	

Deadline for entry: 15 May 1998
截止報名日期：1998年5月15日

Free Listing in the Directory of Franchise Operations in Hong Kong

The Hong Kong Franchise Association is now updating the "Directory of Franchise Operations in Hong Kong". Our 1998 version will come out in July. This publication includes a complete list of companies registered in Hong Kong, with franchising businesses either in Hong Kong or in mainland China.

Judging from past experience (1,000 copies of 1996 version were sold), there is considerable interest from potential investors in franchising opportunities, more so in 1998 as the local economy is adversely affected by the regional financial and currency turmoil.

Your company is invited to make use of this free listing, if you are:

- a franchisor, a master franchisee or franchisee
- involved in franchising activities in Hong Kong or in mainland China

If you wish to be listed, simply call Marina Wong on 2823 1250, or retrieve the listing form from HKGCC Phonafax 697. All franchise operations listed in the publication will receive a complimentary copy of the directory when it is published.



免費刊載 特許經營商號資料

香港特許經營權協會現正著手籌備一九九八年《香港特許經營商號名錄》，估計於七月中出版。名錄刊載本港註冊公司在香港和內地的特許經營業務資料。一九九六年版的名錄至今已售出一千本，顯示愈來愈多投資者對特許經營感興趣。九八年本港的經濟受亞洲金融及貨幣危機波及，各界人士對特許經營的興趣反而有增無減。

貴公司如符合以下條件，歡迎提供資料加入名錄內，費用全免：

- 作為特許經營總店主、區域加盟商或加盟店
- 在香港或國內擁有特許經營業務

查詢請致電2823 1250王鳳珊小姐，香港總商會會員亦可從電話傳真697索取表格。名錄出版後，將免費寄贈一冊給曾經提供資料的商號，以供參考。



香港特許經營權協會
Hong Kong Franchise Association

The Hong Kong General Chamber of Commerce

Chamber Committees

Chairmen

General Committee

Chamber Council

The Hon James TIEN, OBE, JP

Americas

Mr Robert DORFMAN

Arab & African

Mr Lawrence FUNG

Asia

Mr Andrew YUEN

China

Mr Tony FUNG

Economic Policy

Mr Martin BARROW, OBE, JP

Environment

Mr Barrie COOK

Europe

Mr Manohar CHUGH

Human Resources

Mr Yun POON

Industrial Affairs

Dr Lily CHIANG

Legal

Mr R T GALLIE

Membership

Ms Fanny LAI

Shipping

Mr Terence SIT

Small & Medium Enterprises

Ms Phyllis KWONG

Taxation

Mr Roderic SAGE

Hong Kong International

The Hon Paul M F CHENG

Hong Kong-Taipei Business Cooperation

The Hon Paul M F CHENG

HK Coalition of Service Industries

Executive Committee

Mr Stanley KO

Financial Services

Mr Gareth BULLOCK

Information Services

Mr Tony AU

Transport/Infrastructure

Mr K K YEUNG

Professional Services

Mr Anthony GRIFFITHS

Real Estate Service

Mr Nicholas BROOKE

Statistics

Mr George LEUNG

Hong Kong Franchise Association

Mr Y K PANG

Associate Organisation

Pacific Basin Economic Council

Hong Kong

Dr H SOHMEN, OBE

Vigilance needed on US legal moves

Two court cases in the US last year – one Federal, the other in a State court – illustrate how vigilant the Hong Kong SAR Administration and the local business community must be in monitoring their interests in foreign legal jurisdictions, including the US.

The first, which has gained widespread local publicity recently, is the action which has become known as the Matimak Case (Matimak Trading Co Ltd V. Albert Khalily). It effectively declared the Hong Kong company “stateless” and therefore unable to sue in the US Federal Court involved.

The second, which has also received some publicity, is now known as the Wharf Case (United International Holdings Inc. V. The Wharf (Holdings) Ltd) also involves serious legal jurisdictional issues and the protection of Hong Kong corporate assets under Hong Kong law.

The irony of these two cases will not be lost on many – one refusing a Hong Kong company the right to sue in a US (Federal) court and the other extending the reach of a US (State) court to hear in the US an action which should justifiably have been heard in Hong Kong.

Both cases are important in their own right and deserve the attention of both the Hong Kong SAR Government and the business community (which they have been getting) because of the wider potential impact on local companies. Unfortunately, the Matimak case has moved beyond the legal process, but the Wharf situation is still very much in that arena.

Both cases are all the more important because they involve the Hong Kong SAR’s relationship with the US, still the second biggest trading partner of Hong Kong and the SAR’s biggest market of final demand for export goods and with which the SAR has a substantial wider economic relationship. Total exports from Hong Kong to the US in 1996 amounted to \$55.1 billion and re-exports added another \$261.6 million.

Economic ties between Hong Kong and the US have always been close and many local companies, big and small, are trading with US firms. It is therefore a very important trading relationship for Hong Kong.

However, there is reason to be gravely concerned that recent rulings and court orders in the US are threatening to expose Hong Kong companies to immense legal uncertainties and risks when trading with the US. They also threaten to jeopardise this close trading relationship. We feel the Government has a clear duty to speak out on behalf of the business community of Hong Kong.

The decisions in the US courts raise important issues of choice of law, jurisdiction and extra-territoriality and threaten to throw the legal and banking systems of Hong Kong into uncertainty. These are important pillars in maintaining business confidence. The Hong Kong business community may be placed in an extremely vulnerable position if decisions are not reversed on appeal, or through other US action.

If Hong Kong companies can be so easily deprived of their right to legally defend themselves under their chosen law and chosen jurisdiction (that is, Hong Kong law and Hong Kong jurisdiction), it would be a matter of very grave concern for local business. It is for these reasons we believe the SAR Government must take whatever actions are still available to it to protect the interests of the Hong Kong business community. ■



James Tien, Chamber Chairman

James P C Tien
Chairman

香港總商會

委員會
主席理事會
諮議會

田北俊太平紳士

美洲委員會

杜勵明

阿拉伯及非洲委員會

馮元光

亞洲委員會

袁耀全

中國委員會

馮永祥

經濟政策委員會

鮑磊

環境委員會

高保利

歐洲委員會

文路祝

人力資源委員會

潘潤

工業事務委員會

蔣麗莉

法律委員會

顧歷謙

會員關係及活動

籌劃委員會

黎葉寶萍

船務委員會

薛力求

中小型企业委員會

鄭家賢

稅務委員會

薛樂德

香港國際委員會

籌劃指導委員會

鄭明訓

香港台北經貿合作委員會

鄭明訓

香港服務業聯盟

執行委員會

高鑑泉

金融服務委員會

布樂加

資訊服務委員會

區煒洪

運輸／基建委員會

楊國強

專業服務委員會

祈雅理

地產服務委員會

蒲祿祺

數據統計委員會

梁兆基

香港特許經營權協會

彭耀佳

太平洋地區經濟理事會

香港委員會

蘇海文

商界須對美國法庭裁決
提高警覺

美國聯邦法院及州立法庭去年對兩宗案件所作的裁決，顯示香港及本地商界必須提高警覺，小心保護他們在海外司法管轄區（包括美國）的權益。

第一宗案件的控辯雙方是Matimak Trading Co Ltd. 及 Albert Khalily，案件本身曾獲本地傳媒廣泛報導。美國聯邦法院在判決時清楚指出，由於案中港商屬於「無國籍」，因此無權在美國聯邦法院提出起訴。

第二宗案件的當事人是 United International Holdings Inc. 及九龍倉集團有限公司（下稱九倉），案情涉及司法地區的管轄權，以及根據香港法律保障港商資產的問題。

兩宗案件的諷刺之處可說不遑多讓。前者裁定港商無權在美國聯邦法院提出起訴；後者則把美國州立法庭的管轄權延伸至香港，審理本應由香港法庭聆訊的案件。

兩案的裁決對香港公司影響深遠，因此值得特區政府和本地商界正視。雖然有關首案的聆訊已告一段落，但九倉案卻還未終結。

值得我們特別注意的是，案件觸及港、美之間的關係。直至現在，美國仍是香港第二大貿易夥伴和最重要的出口市場，兩地的經貿往還非常密切。一九九六年，本地輸美出口總值高達五百五十一億，轉口貿易總值亦錄得二億六千一百六十萬元。

多年來，兩地一直維持緊密的經貿聯繫，與美商進行貿易的本地公司為數眾多，規模大小兼備，港、美之間的經濟關係由此可見一斑。

然而，美國法庭的裁決和命令確實令人憂慮。港商跟美國夥伴進行貿易時，可能不自覺地墮進危機重重的法律灰色地帶。我們認為，政府有必要挺身而出，捍衛本港商界的權益。

美國法庭的裁決凸顯了怎樣釐定適用法律、司法管轄區和治外法權等重要問題，而且有擾亂香港法律及銀行體系的危機。眾所周知，清晰的法律和銀行機制對維繫商界信心非常重要。如上訴時不能推翻有關裁決，美國當局又不作出補救，香港商界的處境將非常危險。

港商有權在本身選擇的司法管轄區，以早經選定的法律捍衛自己的權益（即香港法律及香港司法管轄區）。如這種權利可輕易為人剝奪，本地商界又豈能不感憂慮？因此，我們認為特區政府必須採取一切可行措施，保障港商的權益。



香港總商會主席田北俊

田北俊

田北俊
香港總商會主席

Business Travel is Good Business

Hong Kong, perhaps more than other centres in the region, has good reasons to provide for the business traveller

International airlines like to keep the front of the aircraft full; first class hotels, high occupancy rates on their executive floors. Its good for prestige and its good for the bottom line. While the mass tourist market helps load factors, occupancy rates and cash flow, it is first and business class travel and top-end accommodations that provide the cream.

And while today there are plenty of tourists prepared to outlay the money personally for the best on the market, the core of top-end travel still remains the business traveller and his or her corporate expense accounts.

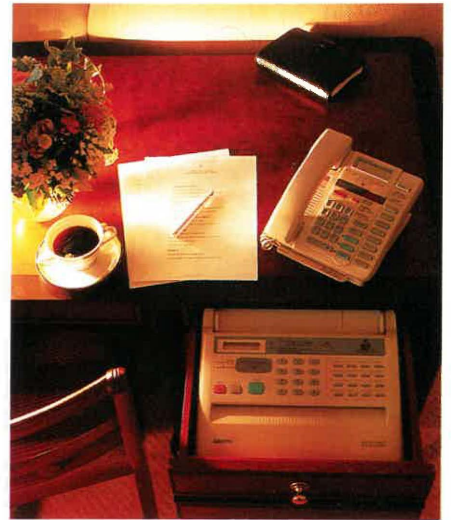
It is for this reason that major industry operators are monitoring with some care the fallout from the East Asian economic crisis. Already it has brought a dramatic slump in tourist travel from some countries around the region. On the other hand,

many of the countries with devalued currencies are hoping for a tourist bonanza from elsewhere in the world.

But what will it mean for business and first class travel both within the region and between the region and other global business centres? That is the question.

With overall business activity cooling substantially due to the crisis within the region, there seems little doubt that intra-regional business traffic is off from earlier levels. But the opportunities that have been created by devalued assets also has the opposite effect for those business travellers seeking to take advantage of the situation.

Whatever happens in terms of the short term fallout from the East Asian crisis business travel has been increasing for years – in every year since the Gulf War inspired slump in 1991, in fact.



In-room business facilities, The Peninsula, Hong Kong.

半島酒店客房提供的商務設施。

商務旅遊前景可觀

本地商務旅遊設施冠於亞洲。

航空公司最盼望機艙前半部分座無虛席；同一道理，頂級酒店莫不希望行政樓層客似雲來！這不但是一種榮譽，而且能為經營者帶來豐厚利潤。航空公司和酒店倚賴普羅旅客維持乘坐率與入住率，從中獲取現金周轉；然而，只有頭等/商務客位和高價客房，才是真正的利潤所在。

不奢自掏腰包、出門時追求最佳享受的遊客固然在所多有，但環顧現時的高消費旅遊市場，佔大多數的依然是商務旅客。

因此，處理亞洲金融風暴的後遺症時，業內主要經營者均顯得份外小心。一方面，金融風暴引致區內旅客銳減；另一方面，不少貨幣大幅貶值的國家卻盼望藉此機會，吸引區外旅客來訪。

問題是，亞洲區內的商務旅遊活動會受

到甚麼影響？亞洲與其他國際商業都會之間的關係又是怎樣？

在金融風暴吹襲下，亞洲區的整體商業活動顯得沉寂，毫無疑問，行政人員出門公幹的次數自然減少。不過，貨幣貶值亦為這些國家造就了機會，反過來吸引一批欲享受廉價服務的商務旅客。

商務旅遊因一九九一年的波斯灣戰爭而陷入低潮，但往後卻年年增長。去年中爆發亞洲金融風暴前，區內經濟發展一日千里，加上中國大陸（十二億人口）及印度（九億人口）兩大市場逐步開放，令區內及香港與大陸間的商務旅遊異常蓬勃。

近年，航空公司和機場越發重視頭等及商務旅客的需要，這從機場貴賓室不斷擴展已可見一斑。除擴充行政樓層和商務中心外，不少五星級酒店（下文有詳細敘述）亦

紛紛為商務旅客提供其他優惠，使他們在旅途上加倍方便。

上述發展已成為全球的大趨勢，像香港這樣的區域及國際商業中心，所受影響尤其明顯。香港以往一向專攻普羅旅客市場，商務旅客時常被他人忽略，但事實上，後者的重要性正與日俱增。

來港人士中，現時約有三成屬於商務旅客（九六年為百分之二十九），遠高於七九年的五分之一。上述數字只包括正式在入境卡上填寫「商務旅遊」的人士。不少人寓公幹於旅遊，亦有部分商務旅客認為入境時填報「度假」較為方便，因此，商務旅客的實際人數應較官方數字為高。

商務旅客所佔的比重因市場而異。以九六年為例，美國遊客中，公幹或出席會議的佔百分之三十九；為了同一原因來港的南亞

BUSINESS TRAVEL

Rapid economic growth in the region – at least until the start of the crisis in the middle of the last year – and especially the continued opening up of the big markets of Mainland China (1.2 billion people) and India (900 million) have boosted regional and Hong Kong – China travel.

Airlines and airports now spend more effort and space than ever before in catering to the business and first class traveller – just witness the growth of the airport lounges catering to them. So, too, do top-end hotels (see below) with the proliferation of executive floors, business centres and other bonuses provided the business traveller to make his or her global movements all the easier.

These developments are true wherever one goes in the world, but a regional and global business centre such as Hong Kong could not help but be especially effected. With its past concentration on the mass tourism market – particularly from a promotional point of view – the importance of the business traveller market has often dropped into the background when, in reality, it has become increasingly important.

Today, business visitors to the Hong Kong SAR account for around 30 per cent of all visitor arrivals (29 per cent in 1996) –

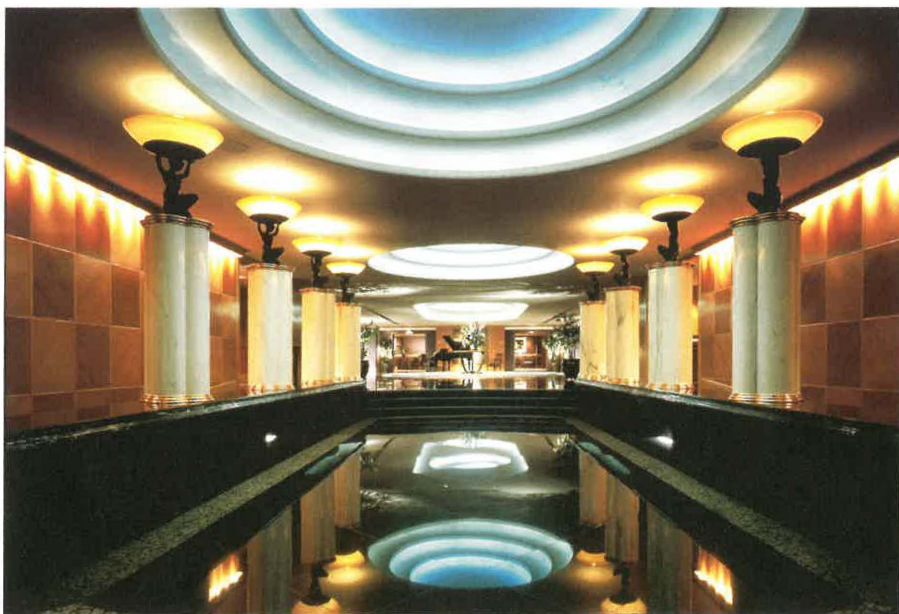
及東南亞旅客則有百分之三十六。至於台灣及中國內地，報稱來港公幹的旅客亦分別超過三分之一及四分之一。

出外度假和公幹的香港人為數不少。只要看看特區居民到中國內地的人數，已可知這方面的商務旅遊是如何蓬勃。

自中國在七九年實施改革開放以來，香港旅遊業的發展可謂一日千里，商務旅遊只是這股澎湃浪潮中迅速增長的一環。到了去年下旬，在九十年代持續好景的旅遊業突然回落，訪港人數在香港回歸後大幅下瀉。

從附表所見，九七年的訪港旅客總數僅逾一千零四十萬，較九六年破紀錄的一千一百七十萬下跌百分之十一點一，跌勢在下半年尤其明顯。事實上，九七上半年的訪港旅客達五百七十萬人，增長為百分之五點二；踏入下半年，形勢急轉，旅客人數僅有四百七十萬，急跌超過四分之一。

訪港的北亞（特別是日本）旅客在去年下旬大幅減少，亞洲其他地區（中國大陸除外）的情況亦如出一轍。儘管如此，旅遊業



The Grand Hyatt, Hong Kong – catering to business users.

香港君悅酒店。

that is, almost one-in-three – compared with 20 per cent – or one-in-five – back in 1979. And that includes only those who officially claim "business" on their arrival card as the reason for coming to the SAR. Many more, of course, often tick another category even when on business, either because the visit

在九七年的收益仍然達到七百億港元，數字雖低於九六年的八百二十億，但卻接近九五年（七百二十億）的水平。

九十年代初是旅遊業飛躍發展的時期。從八七年到九六年，訪港旅客人數增長了二點四倍；同期，外遊港人（不包括到內地及澳門）的數目亦增長約二點五倍。

如把前往內地及澳門旅遊的港人一併計算，十年來的增長為一點八倍。隨著香港人日趨富裕，他們在外遊上的花費也較前提高。

根據香港旅遊協會的統計，旅遊業在九六年（手頭上最新的確實數字）為香港帶來八百廿五億元收入，每位旅客的平均消費達七千零四十六元。一九八五年，旅遊業總收益及旅客平均消費僅為一百四十四億七千萬及三千九百五十七元。

以九七年計算，外遊港人（包括到內地及澳門）合共花費約八百八十六億四千萬，平均每人二千三百八十七元，較八五年的九百一十二元增長超過一倍。來港遊客及商務

has mixed purposes, or they think it is less of a hassle to tick vacation.

The share of business visitors in the total traveller mix varies considerably between source markets. In 1996, for example, 39 per cent of travellers from the

旅客的消費增長則略遜此數，只有百分之七十八。

本地旅遊業雖然不景，但對商務和觀光旅客而言，香港仍是東亞地區最優秀的旅遊點之一。以下是部分五星級酒店的服務及設施簡介：

麗晶酒店

為方便日理萬機的商務旅客，酒店特別推出多元化服務，以配合訪港行政人員的需要。

酒店免費延長商務旅客的入住及退房時間，旅客可於早上十時辦理酒店入住手續，並於下午六時退房。為方便旅客，酒店亦可安排於房內辦理登記手續，並提供特快退房服務。

入住酒店的商務旅客可享有一系列優惠，例如，以九折價錢使用商務中心的各項服務；免費使用流動電話（住客只需按使用時間繳付電話費）；此外，酒店亦可應住客要求，免費在房間內裝設私人傳真機或噴墨打印機。

Americas were in Hong Kong for business or meetings and 36 per cent of visitors from south and south east Asia gave the same reason. More than one-third of visitors from Taiwan also quoted business as the reason for their visit. Even one quarter of Mainland visitors said they had come to Hong Kong for business reasons.

Then, of course, there is the matter of outbound travel from Hong Kong. While many Hong Kongers regularly travel overseas for holidays, many also travel overseas for business reasons. There is no need to look any further than the cross-border movements of SAR citizens to the Mainland to get an idea of the extent of business travel in that direction.

The growth of the business sector of the travel and tourism market is just part of the substantial development of travel and tourism in Hong Kong, particularly since the opening of the Mainland to the world since 1979. In the second half of last year, however, the rapid growth in the industry throughout most of the 1990s came to an abrupt end, with visitor arrivals off sharply after the mid year celebrations for the return of Hong Kong sovereignty to China.

As can be seen from the accompanying table overall arrivals for the year fell 11.1 per cent to just over 10.4 million travellers from

麗晶以客為尊的慇懃服務，定能使分秒必爭的商務旅客稱心滿意。住客享用的服務包括：免費接駁本地或海外電話；免費享用酒店的熨衣服務（每天三件）；免費贈閱自選報章一份；機場接送服務；免費精美早點（住客可親臨酒店內任何一家餐廳，或透過房間送餐服務，享用由酒店安排的各式早點）。

麗晶的消閒設施一應俱全，能令工作繁重的商務旅客舒展身心。酒店的健身室設備齊全，讓久坐辦公桌的行政人員活動筋骨，鍛煉體格。此外，住客亦可於酒店內的大型室外泳池暢泳一番，或閒坐於池畔，享受日光浴，或到浴池裡，一邊享受浸浴的樂趣，一邊眺望維多利亞港的景致。若仍感意猶未盡，商務住客可優先享用酒店特設的健康浴療設施，紓緩疲勞。

透過麗晶的「禮賓司精選」計劃，住客能因應個人需要，獲酒店提供資訊服務及協助，有了這項服務，東方之珠的名勝美景、娛樂設施及購物熱點，皆盡在掌握之中。酒店亦為入住的商務旅客全日二十四小時提供確認機票、預訂餐桌，以及代購禮品等多項服務。

the record 11.7 million in 1996. But the decline was even more dramatic in the second half of the year. While the number of arrivals in the opening six months of the year was actually up 5.2 per cent to more than 5.7 million, in the second half they slumped more than 25 per cent to 4.7 million.

North Asia (particularly Japan) was extremely badly hit in the second six months of the year, but there significant declines from the rest of Asia (excluding China). Only North America showed good growth. With the decline in arrival numbers, the gross revenue from travel and tourism still held up reasonably well last year at HK\$70 billion compared with the record revenue of HK\$82 billion in 1996. That's about in line with the 1995 revenues of HK\$72 billion.

The decline in the latter half of last year follows growth throughout the early 1990s. In the 10 years, 1987 to the record 1996 year, the number of visitor arrivals in Hong Kong increased 2.4 times. Over the same time period, the number of resident departures (excluding those to China and Macau) increased about the same at 2.5 times.

The number of resident departures including those to China (by far the biggest number) and Macau increased by 1.8 times. But as Hong Kong residents have become more affluent they have clearly

酒店內設有大小會議廳房，適合舉行各類型會議及研討會。此外，麗晶的宴會廳設備先進，並能俯瞰海港景色，廳房內的服務員經驗豐富，服務週到，是舉辦地區及國際性大型會議的理想場地。

酒店亦聘請了專業人員，悉心為商務住客提供無微不至的會議及宴會籌劃服務。

酒店最近推出了商務套餐計劃，為商務住客免費提供全海景會議室。至於會議廳房的大小，則因訂房的數目而定，例如訂房十間，便可免費享用二十人的會議室，如此類推。若酒店提供的會議室不敷應用，住客亦可以特惠價租用面積較大的會議室。會議期間，酒店會提供充足人手，協助會議順利進行。

酒店亦在會議室內為參加會議的人士提供歐陸式早點及早午茶點，而主辦機構亦可選擇在同一會議地點或宴會廳內享用由酒店提供的精美午餐。

享用上述優惠，必須最少訂房五間。若有本地人士參與會議，酒店亦可提供非住房的特惠安排。

tended to spend more on their overseas trips than in the past. This helps explain rise in tourist expenditure by Hong Kong residents overseas.

According to the HKTA, total tourism receipts in 1996 (the latest actual figure available) were \$82.5 billion or an average of 7,046 per traveller. Back in 1985 the total receipts were \$14.47 billion, or \$3,957 a head.

As for outgoing tourists, they probably spent around \$88.64 billion in 1997 in current dollar terms or \$2,387 a head (including all those travellers to Macau and China), compared with \$912 per head back in 1985 – or more the double. For incoming tourists and business travellers the increase was less than this at just 78 per cent.

Despite the arrivals downturn, however, the Hong Kong SAR remains one of the most sophisticated centres in the East Asian region in catering to the business traveller and the holiday tourist as the following brief round-up of some leading five star hotels reveals :

The Regent Hong Kong

With its Performance Plus Package, The Regent Hong Kong provides a wide range

文華東方酒店

文華東方酒店提供現代化的商務及健身設施。集團屬下十二家酒店遍佈全球各大城市，每家均因應公司旅客的需要，提供一應俱全的商務設施和服務。

每家文華東方酒店均附設商務中心，除提供周全的秘書服務外，個人電腦及各類通訊器材亦一應俱全。中心可代安排翻譯及傳譯服務；如旅客租用商務器材，酒店會派出員工操作，確保切合客人的需要。

通訊方面，職員除即時送上給客人的傳真和口訊外，集團旗下不少酒店均設有電話留言系統。所有商務客房均可接駁傳真解碼器，酒店亦提供傳真機租用服務。客人可直接使用房內的國際直撥電話或接線生提供的廿四小時轉駁服務。

酒店禮賓部隨時樂意為旅客提供有關本地觀光、海外訂票和交通安排的資料，並設有全面的包裝及郵遞服務，代客以郵寄或速遞方式發送文件、包裹或大件物品。

九七年九月起，集團推出了一項全新的



The Regent, Hong Kong – a business visitor's favourite on the Kowloon peninsula.

香港麗晶酒店是九龍區最受商務旅客歡迎的酒店。

宴會服務，配合專業和大型會議的獨特需要。

新加坡、馬尼拉及雅加達三地的文華東方酒店均設有商務會所，旅客可免費享用早點及黃昏小飲，並在舒適親切的氣氛下，於會所休息室工作或消閒。會所整天均有職員當值，在客房內辦理客人入住和退房的手續，照顧他們的商務需要。

上述客房均設有私人保險箱及咖啡器，而且備有酒店所在地的資料。旅客除可每天免費品嚐早點外，入住期間，更可無限次免費享用熨衣服務，酒店亦不會就隔夜洗衣及乾洗服務收取附加費。

君悅酒店

君悅酒店位於灣仔海旁，盡覽維多利亞港景致，為來自全球的商務旅客提供首屈一指的服務及設施。

酒店的商務中心提供多項先進的通訊及會議設備，並設電腦室，室內裝置了多台中央聯網的IBM電腦及小型電腦，備有多媒體光碟機、無線調制解調器、打印機、掃描器及線上貿易指南系統。

酒店亦定期更新商務樓層內的各項科技設備，確保為住客提供最先進的設施。其他服務包括：秘書服務、辦公室文儀設備租用服務、翻譯服務及禮品包裝服務；此外，中心內亦備有打印機、傳真機或電傳機，以供住客使用。

為照顧來自不同時間區域的旅客，中心的開放時間為星期一至五早上八時至晚上九時，星期六、日及公眾假期早上九時至下午六時。中心內設有三個小型辦公室，可按時或按日出租，並備有會議室，可供十人舉行會議。

酒店自備六輛倫敦計程車，由星期一至六早上八時至晚上七時，免費接載商務繁忙的旅客至中環及金鐘商業中心區。

商務樓層設於「嘉賓軒」內，共八層，設玻璃觀景升降機兩部，並提供全日門房服務。樓層內所有房間均設鐳射影碟機，為住客提供一流的視聽享受。凡入住嘉賓軒的旅客，均可在附設的餐廳內享用免費早點、雞尾酒及咖啡茶點，並使用商務樓層內的三間會議室及私人辦公室。

酒店平台佔地約一英畝半，備有多項消閒設備，各適其適。經過一天勞累，到此忙裡偷閒，實為人生一大快事。平台上設全港最大的流線形泳池、兩個網球場（設夜間照明系統）、健身室、浴場、高爾夫球練習場、綠化園林及半英里長跑步徑。

港島香格里拉大酒店

所有客房均為商務客房，內設傳真機插座及私人電腦插座。

酒店的豪華客房附設傳真機，並為客人提供私人傳真號碼。廿四小時運作的商務中心設備完善，並提供專業秘書服務。中心內設有私人辦公室、會客室和一個大型會議廳，全部均配備最先進的通訊器材（如視像會議設施）。客人亦可在客房內借用打字機、口述錄音機及個人電腦。

酒店的大禮堂及宴會廳設備齊全，是舉行大型會議的理想地點，部分設施包括：即時傳譯設施、多線麥克風系統、閉路電視、附加電話線、視像會議及衛星電視會議設施。

公司客戶可享有特別房價優惠。酒店更

of services which anticipate the needs of the busiest business executive so that he or she can get on with the business at hand.

First of all, The Regent guarantees early arrival with 10:00 am check-in and a late check-out at 6:00 pm at no extra charge. For the guest's convenience, there is check-in in the room and express check-out.

In addition to a 10 per cent discount on Business Centre services, The Regent provides guests with free mobile phone usage (with air time charge only). They will also set up your own private fax machine or Bubble Jet printer in your room on a complimentary basis.

Next, a benefit which astute travellers are sure to appreciate: The Regent waives all charges on local calls as well as long distance access charges. Guests can also enjoy free pressing of up to three items per day, plus a complimentary newspaper of their choice and arrive and depart in style and ease with roundtrip airport transfer. Also included is daily breakfast in any Regent restaurant or via room service.

The Regent Hong Kong's resort facilities aim to soothe the most stressed business traveller. After a work-out in our fully equipped Exercise Studio, guests can plunge into the large outdoor swimming

pool, unwind at the sun terrace, then immerse themselves in the unique trio of spa pools overlooking Victoria Harbour. For the ultimate pampering, visit their private Health Spa facilities. Here guests will enjoy priority access to the private Health Spa rooms.

The Regent's personal Concierge service and "Concierge Best Buys" Programme provides guests with personalised information and assistance so that the best of Hong Kong's sights, sounds and shopping are all within easy reach. From confirming flights and booking dinner reservations to helping guests find the perfect gift to take home, the 24 hour Concierge service handle your every request.

The Regent Hong Kong also provides the venue for meetings, conferences and seminars. With its harbour view function rooms and The Regent Hong Kong's outstanding facilities and service, it provides an outstanding venue for regional and international conferences or board meetings.

Now The Regent Hong Kong also makes planning the perfect meeting easy. Its professional conference planners and banqueting staff will attend to every detail to ensure that any guest's meeting is a success.

為商務旅客推出多款計劃，其中一項容許在港島或九龍香格里拉停留三晚的旅客，首晚免費入住內地任何香格里拉酒店或國貿飯店。

半島酒店

科技發展一日千里，改變了商務旅客對酒店的要求。半島酒店希望引入方便使用者的高科技設施，進一步提升客房質素。集團致力拓展先進的通訊設備，務求切合商務旅客的需要。

酒店所有商務客房均附設私人傳真機，其他設施及服務計有：雙線國際直撥電話及留言信箱系統；110/220 伏特插座；可伸延的行政人員書桌；錄像機及錄音機（套房）；房內解調器及電腦插座；秘書服務；可舉行會議和酒會的會議室；衛星通訊設施（可即時傳送會議、新產品介紹、研討會、巡迴展覽等實況）；商務中心；可容納六人的會議室；圖書室；直升機及豪華客車接送服務；先進影音會議器材。

集團屬下的九龍酒店亦設備完善。所有商務客房均附設傳真機，並可接駁互聯網。其他設施和服務則包括：房間設有可伸延的行政人員書桌；電話留言系統；房內國

際直撥電話；提供秘書、傳譯/翻譯、名片印刷等服務的商務中心；流動電話、錄像機、電子打字機、口述錄音機及手提電腦租用服務；可容納六人的商務會議室；參考資料室；大型會議室；電腦化的中英文地址目錄（酒店大堂）；豪華客車接送服務。

集團特別為商務及消閒旅客在春季推出多項物有所值的住房計劃。

去年二月，集團母公司——香港上海大酒店有限公司宣佈與香港電訊達成協議，全面改善集團在港酒店的通訊設施，包括電腦、互聯網、視像會議及流動電話。有了這些設施，旅客便可在房間及商務中心享有更多通訊選擇。

此外，半島集團亦於去年與 Global Vision Satellite Services 簽訂協議，在香港半島、馬尼拉半島及北京王府飯店裝設衛星通訊設施。透過這種服務，客人可將新產品推介會、大型會議、研討會及展覽會的實況即時傳送到亞洲及全球各大城市。

半島集團營業及市務副總裁韋希雅表示：「作為客人的商務夥伴，我們完全理解

With its Professional Meeting Package, it is possible to enjoy a full harbour view meeting room at no charge (with per person space at twice the number of rooms occupied by your group. For example: 10 rooms would equal meeting space for twenty persons). Additional meeting space is available at a special rates. The Regent's personal meeting butler service ensures that someone is always on hand to assist during the duration of your conference.

The Professional Meeting Package includes group Continental breakfast in the meeting room, plus morning and afternoon coffee breaks. Also included is lunch, served in the same meeting room or separate function room.

Should there be local attendees at the meeting, The Regent will extend a special non-room based meeting package price for their inclusion in your event. A minimum of five rooms must be booked to take advantage of the Professional Meeting Package.

Mandarin Oriental

Mandarin Oriental Hotel Group offers modern business services, coupled with state-of-the-art fitness facilities. The Group's twelve hotels are all centrally located in prime destinations worldwide and each offers an extensive range of business facilities

時間和成本的限制，在多個城市同時推出一款產品便是很好的例子。半島酒店向以優質服務稱著，再配合這次行動，酒店與客人間的關係必然更趨密切。我們必須從客人的角度著眼，不但滿足他們的現有需要，還得為未來作好準備。」

現時，從印度、日本以至紐西蘭，已有四十五家酒店及會議中心使用 Global Vision 的 Pan Am Sat 衛星網絡。該公司董事總經理米高·佛萊克指出：「現在已是資訊年代，企業均認同即時向多個地區發佈市場信息是最有效的宣傳方法。」

港麗酒店

港麗酒店的行政樓層設於五十八至六十一樓，提供切合商務及消閒旅客需要的各項設施和服務。

為令客人對酒店留下良好的第一印象，行政樓層職員會親到大門迎接貴客，直接引領他們到預先安排的客房辦理入住手續。酒店非常重視客人的喜好，即使是最細微或特別的要求，也必定在客人抵達前辦妥。

BUSINESS TRAVEL

and services designed to meet the specialised needs of the corporate client.

Each Mandarin Oriental hotel features a Business Centre with comprehensive secretarial services as well as personal computer workstations and communications facilities. Translation and interpreting services can be provided and equipment is available for rental with dedicated staff in attendance to ensure that individual requirements are efficiently attended to.

In-room communications are catered for, with prompt fax and message delivery to guests as well as many of our hotels featuring individual voice-mail message systems. Fax modems are accessible in all rooms and fax machines are available for hire. Facilities are fully comprehensive with international direct dial capability and hotel operations on hand to offer 24-hour assistance.

For general information on the local destination, overseas ticketing requirements and transportation arrangements, the concierge is at each guests disposal. A full packing and mailing service is operated by each hotel for sending documents, parcels or large packages worldwide by sea, airmail or international courier.

Mandarin Oriental hotels, offer full function facilities and, effective September 1997, Mandarin Oriental Hotel Group's

除於賓客入住時奉上歡迎茶點外，廿四小時運作的房務部甚至可提供收拾行李及快速擦鞋服務。

商務客房面積為四十二平方米，套房則介乎八十至二百八十七平方米，兩者均附設私人保險箱及小型踏步機。客房內的科技設施十分先進，每天只需付出海幣七十八元（約十美元），客人即可連接互聯網，閱覽網上資訊和使用電郵。

所有商務客房均附設傳真機，客人可透過傳真機複印文件，接駁解調器和互聯網，以及在房內以個人傳真號碼收發文件。假如客人不在房間或希望暫停接收傳真，亦可選擇把傳真信息儲存在機器內。

所有入住商務樓層的旅客均可使用位於五十九樓的大班廊，免費品嚐早點、咖啡/茶、餐前酒及開胃小食。

酒店為旅客提供私人工作站；商務中心內，廿四小時均有職員當值，令客人不受時差影響。此外，所有入住商務樓層的客人，每天均可免費使用私人會議室兩小時（視乎使用情況而定）。 ■

new programme, Meetings by Mandarin Oriental, is designed specifically to address the requirements of professional meetings and conference planners.

Mandarin Oriental's Club concept has also been introduced at The Oriental, Singapore, Mandarin Oriental, Manila and Mandarin Oriental, Jakarta.

Featuring a Club lounge with a uniquely residential feel, guests can enjoy complimentary breakfast, evening cocktails and an inform lounge area in which to work or relax. The Club is attended by a dedicated Club staff throughout the day to check guests in and out of the hotel in the privacy of their rooms as well as to attend to their business needs.

Mandarin Oriental Club guestrooms feature a private safe, tea and coffee making facilities and useful city information for those unfamiliar with the destination. In addition to the daily complimentary breakfast, Club guests are entitled to complimentary unlimited pressing during their stay, as well as overnight laundry and dry-cleaning services at no premium charge.

Grand Hyatt Hong Kong

With magnificent views of Hong Kong harbour, the Grand Hyatt caters to the international business traveller by offering first class service and range of facilities.

Located on the lobby floor, the new business centre offers state-of-the-art business and meeting facilities including an IBM room which contains work stations with desktop/laptop computers, complete with multi-media CD-ROM, IBM network capability, wireless modems, printers, scanners and on-line trade directory.

Arrangements have been made to ensure that the facilities in the room will be updated with IBM's latest technology. It also provides the services essential for conducting of business, including secretarial service, office equipment rental, translation, printing, facsimile and telex transmission and parcel wrapping.

To allow for differences in international zones, the Centre is open beyond normal office hours, operating from 8:00 am to 9:00 pm from Monday to Friday and 9:00 am to 6:00 pm on Saturday, Sunday and Public Holidays. The Business Centre has three private offices for rental on an hourly or daily basis and a conference room which seats up to 10 persons.

For the busy executive, Grand Hyatt provides a fleet of six London taxis



The Mandarin Oriental – a Central location.

文華東方酒店位置適中。

performing a frequent shuttle service to Central and Admiralty business districts. A complimentary service to all hotel guests, the London Taxi Shuttle runs at 15-minute intervals between 8:00 am to 7:00 pm from Monday to Saturday.

Eight floors of executive accommodation are provided at Regency Club which is served by two private glass elevators, with all-day concierge and butler service. All Regency Club rooms are equipped with laser compact disc players for superior audio-visual enjoyment. Guests of Regency Club can enjoy daily breakfast, evening cocktails served with deluxe hors d'oeuvres and all-day coffee and tea in the comfort of their exclusive split-level harbour view Regency Club Lounge. Other privileges include the use of three boardrooms and a private office.

To wind down after a day of hectic business dealings, the business traveller will appreciate Grand Hyatt's extensive recreational facilities which are located on a 1-1/2 acre large podium deck, with Hong Kong's largest free-form swimming pool, two tennis courts (with flood lights for night play), fitness centre and health spa, a golf driving range and putting green plus a 1/2 mile jogging track.

Island Shangri-La

At the Island Shangri-La, all the guest rooms floors are Executive Floors and are equipped with Facsimile outlet and Personal Computer outlet.

In-room fax machines with personalised numbers are available in Deluxe Room category and above and a 24-hour Business Centre with complete range of professional secretarial services plus private offices,

meeting rooms and a large, well-equipped boardroom, all supported by the latest telecommunications facilities including video conferencing. Typewriters, dictaphones and personal computers may be borrowed for guest room use.

A complete range of facilities and equipment to cater for every need for Corporate Meeting and Incentives in our Ballroom and Function rooms. Some of the support facilities include simultaneous interpretation facilities, multi-microphone system, costed circuit television, additional telephone lines, video conferencing and satellite teleconferencing.

Special Corporate rates available for Corporate Clients and special promotion packages for Corporate Travellers include China Plus which enables a traveller staying three nights at the Island Shangri-La or Kowloon Shangri-La to pick up the first night free at any Shangri-La or Traders hotel on the Mainland.

Peninsula Group

Rapid changes in technology have had a domino effect on the demands of the business traveller. The Peninsula Group says its objective is to anticipate these and to enhance the quality of its guestrooms with unobtrusive but user-friendly hi-tech features. The Group's Research and Technology division is tasked with developing unique communications facilities that render an effective environment from which to conduct business.

The Peninsula Hong Kong, for example, offers personal (and silent) facsimile machine in every guest room, dual-line international direct dial telephones with voice mail, dual voltage sockets 110/220 volts, executive work desk with extension leaf for paper work, video and cassette tape player in suites, in-room modem and computer jacks, secretarial service, conference room for meetings and banquets, satellite communication facilities (for simultaneous transmission of conferences, product launches, seminars, roadshows, etc), business centre, well-equipped board room suitable for business meetings for up to 6 people, reference room library, helipad for quick transfers and limousine service, and state-of-the-art audio-visual conference equipment.

The Kowloon Hotel, also in Hong Kong offers in-room telecentre, access to personalised Internet e-mail facilities, personal facsimile machine in every guest room, in-room business desk with extension leaf for paper works, voice mail system, international direct dialling for in-room

telephones, business centre providing extensive range of secretarial services, interpretation/translation, business card printing, etc, mobile phone, video cassette recorder, electronic typewriter, dictaphone and computer notebook for rental, well-equipped seminar room suitable for business meetings for up to 6 people, reference book library, conference room for meetings, computerised dual language address directory (English/Chinese) in lobby, and limousine service.

At the group also offers a series of value-for-money packages for the Spring to help guests make the most of their business or leisure travel.

In February last year, the group's parent company, the Hongkong and Shanghai Hotels, Limited (HSH) announced an agreement with Hong Kong Telecommunications Limited (Hongkong Telecom), to provide a range of telecommunications facilities to benefit guests in the Company's hotel operations in the territory.

The services include computer and Internet, video-conferencing, and mobile phone facilities. The facilities will be installed in guestrooms and in the Business Centres so that travellers have at their disposal the maximum range of telecommunications options and the appropriate equipment to suite their requirements.

Last year too The Peninsula Group entered into an agreement with Global Vision Satellite Services to install satellite communications facilities in three of its properties - The Peninsula Hong Kong, The Peninsula Manila and The Palace Hotel, Beijing. Businesses will be able to use the service to transmit simultaneously the introduction of new products, conferences, seminars and roadshows to every major city in Asia and around the world from one central destination.

"As a business partner to our customers, we are very much aware of the constraints in time and cost of, for example, a product launch in several cities," said Hedi Weber, Vice President Sales and Marketing for The Peninsula Group. "With our track record in providing service with a technological twist, this latest step takes our partnership into a different realm. We are putting ourselves in the customers' shoes and realising present needs while anticipating future demand."

Conrad International Hong Kong

Conrad International Hong Kong's exclusive Executive Floors, located on

levels 58 - 61, providing targeted facilities and services for business and leisure travellers to the region.

The deluxe hotel is a firm advocate for ensuring that "first impressions always count". Guests are met by Executive Floor staff at the curb who divert guests from the reception counter and escort them directly to their pre-allocated room, followed by in-room check-in. The hotel also prides itself on treating guest preferences as a key concern, ensuring that even the most particular or unusual requests are taken care of before the guest arrives.

Butlers are on hand 24-hours a day where they even provide assistance with packing and unpacking, serve welcome tea and ensure shoes are promptly shined.

Facilities within each spacious room (42 square meters) and suite (ranging from 80 to 287 square meters) also include a private safe and even a mini-stepper exercise machine where guests can work out in the comfort and privacy of their own room. In addition, facilities to ensure a "hassle-free" stay are numerous, with Conrad International Hong Kong offering the latest in in-room technology. In-room Internet access enabling guests to access the world-wide web and e-mail for only HK\$78 per day (approximately US\$10).

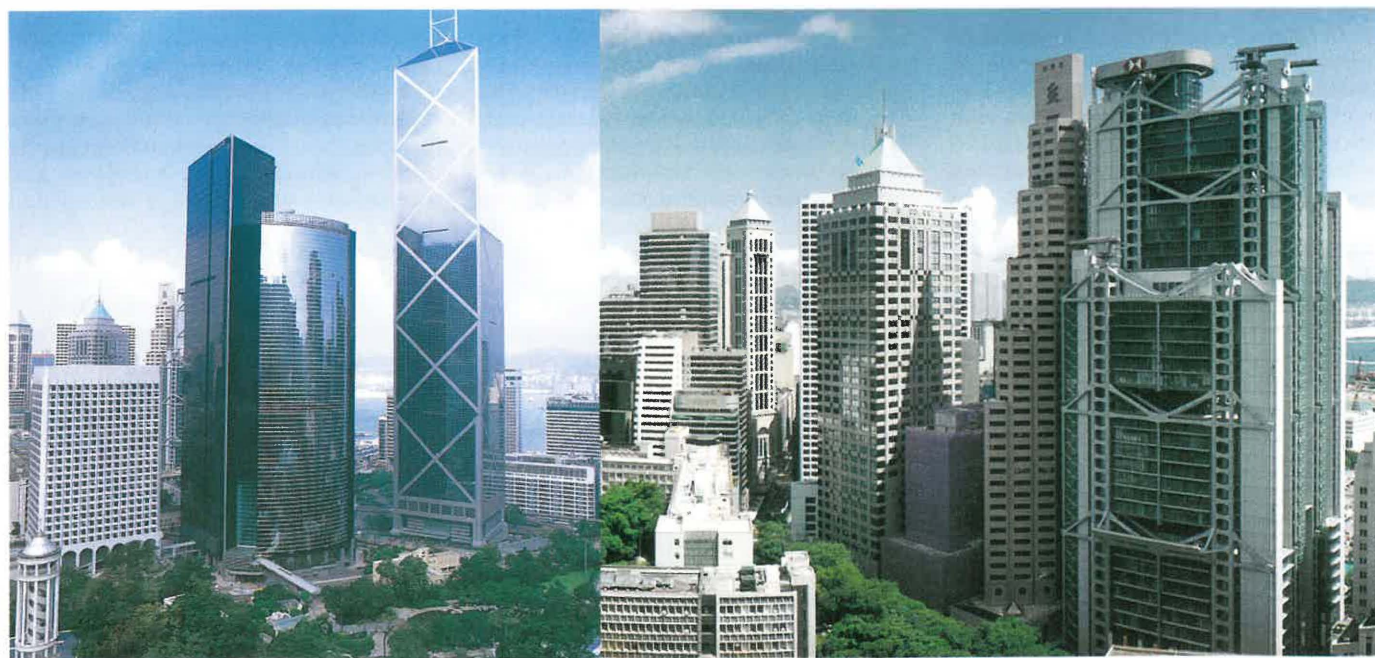
Each room also offers an exclusive in-room personal facsimile machine - the biz.com.center - which is a virtual office at the guest's fingertips. The compact system features a message centre, printer, copier, modem and data port for Internet, website and e-mail access. This revolutionary system enables each guest to have their own personal facsimile number whereby they can send and receive faxes in the privacy and comfort of their room. Fax messages can also be stored when not wishing to be disturbed or retrieved when away from the hotel.

All executive Floor guests can enjoy the privacy and intimacy of the Executive Lounge on Level 59, where complimentary daily breakfast, tea and coffee throughout the day, and evening aperitifs and hors d'ourves are personally served by a professional team of butlers.

Private work stations and a fully-staffed 24-hour Business Centre has ensured that global time differences are not an issue. A private conference room provides the perfect meeting point, and Executive Floor guests can have complementary use of the elegant room for two hours daily (subject to availability). ■

Visitor Arrivals 1996-1997 一九九六至九七年訪港旅客數字

Region/ Country 地點 / 國家	1997 Full Year 全年	1997 First half 上半年	1997 * Second half 下半年	1996 Full Year 全年	1996 First half 上半年	1996 * Second half 下半年	Change % Full Year 全年轉變 百分比	Change % First half 上半年轉變 百分比	Change % Second half 下半年轉變 百分比	Market Share % 市場佔有率	
										1997	1996
The Americas 美洲	1,043,787	558,796	484,991	973,132	486,644	486,488	+7.3	+14.8	-0.3	10.0	8.3
- USA 美國	800,539	435,746	364,793	751,275	366,451	384,824	+6.6	+18.9	-5.2	7.7	6.4
Europe etc 歐洲等	1,176,187	679,773	496,414	1,278,174	657,965	620,209	-8.0	+3.3	-20.0	11.3	10.9
Australia etc 澳洲等	354,730	193,443	161,287	381,901	196,278	185,623	-7.1	-1.4	-13.1	3.4	3.3
North Asia 北亞	1,726,526	1,055,267	671,259	2,779,439	1,217,064	1,562,375	-37.9	-13.3	-57.0	16.6	23.8
- Japan 日本	1,368,988	850,858	518,130	2,382,890	1,020,618	1,362,272	-42.5	-16.6	-62.0	13.2	20.4
Asia 亞洲	1,498,465	849,161	649,304	1,616,007	776,343	839,664	-7.3	+9.4	-22.7	14.4	13.8
Taiwan 台灣	1,782,580	879,654	902,926	1,821,279	720,235	1,101,044	-2.1	+22.1	-18.0	17.1	15.6
Sub-total 合計	8,109,133	4,488,047	3,621,086	9,391,551	4,303,559	5,087,992	-13.7	+4.3	-28.8	77.9	80.3
Mainland 內地	2,297,128	1,221,110	1,076,018	2,311,184	1,212,220	1,189,964	-0.6	+8.9	-9.6	22.1	19.7
Total 總計	10,406,261	5,709,157	4,697,104	11,702,735	5,424,779	6,277,956	-11.1	+5.2	-25.2	100.0	100.0



Citibank Plaza and the Bank of China Building (left), and Hong Kong Bank and Standard Chartered – at the heart of the SAR's business centre.

四幢位於香港中區的大廈 — 萬國寶通廣場及中國銀行大廈（左圖），滙豐銀行總行及渣打銀行大廈（右圖）。

We are Hong Kong : City of Life

A new marketing campaign for Hong Kong's tourism industry is previewed at the Convention and Exhibition Centre

With a fanfare worthy of Hollywood, the Hong Kong Tourism Association, launched its new – and first – travel marketing campaign for the Special Administrative Region (SAR) on "Oscar" Day (Hong Kong time), March 24, 1998.

The results of the global campaign ultimately will be in the future tourism numbers and revenues, but the new campaign "We are Hong Kong : City of Life" was only moderately received by the 1000 people or so who packed the Convention and Exhibition Centre for the launch.

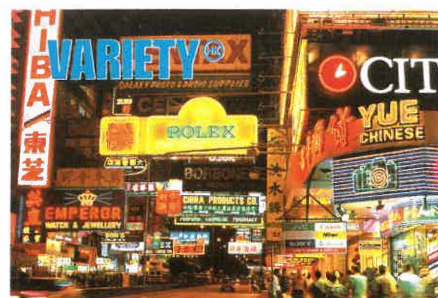
Perhaps disappointingly, it failed to feature Hong Kong's role as a Special Administrative Region (SAR) of China and used a old western pop song – the theme from "Fame" – as its signature tune.

According to the HKTA, the campaign's "theme line and distinctive visuals will be appearing in Asian regional publications" within a few weeks. By the middle of 1998, the campaign will be at full throttle in selected national and regional markets throughout the world.

"The new campaign gives Hong Kong's travel and tourism industry a transfusion of new images and justifiable confidence," says Amy Chan, Executive Director of the Hong Kong Tourism Association (HKTA). "The campaign focuses strongly on Hong Kong's key attractions as one of the world's top travel destinations – the extraordinary diversity and energy of Hong Kong and its people, and their way of life."

Following the sudden downturn in regional economies in the second half of 1997, Hong Kong's tourism industry experienced its first year-on-year decline in business since 1989. The industry's need for a new pro-active marketing campaign was pressing.

"Both the HKTA and leaders of the various industry sectors had anticipated a temporary shortfall in visitor volume from markets after Hong Kong's reversion to Chinese sovereignty. However, no one could have foreseen the impact of the simultaneous turmoil in Asian financial markets. By the autumn of 1997, it was clear that major challenges had to be met if travel and tourism was going to maintain



A variety of experiences is stressed in the HKTA's new promotional campaign.

旅協的新推廣計劃強調香港多元化的面貌。

its status as the most valuable revenue-generating industry in Hong Kong's service economy," said Mrs Chan.

Tourism is an industry whose success depends greatly on effective overseas marketing, an area of HKTA expertise for the past four decades. The HKTA's Board of Directors, which includes Government nominees and elected representatives for industry sectors, authorised a fast-track review of the industry's marketing needs in 1998 and beyond.

香港：動感之都

旅協為本地旅遊業擬定全新推廣計劃。

香港時間三月廿四日，萬眾矚目的奧斯卡得獎名單終於揭曉，香港旅遊協會亦在同一天推出特區成立以來首個全新的旅遊業推廣計劃。

該計劃取名「香港動感之都」，旨在提高訪港旅客的人數及有關收益，但在香港會議展覽中心出席預展的約一千位嘉賓卻反應一般。

計劃最令人失望之處，可能是沒有凸顯香港作為中國特別行政區的地位，反而套用了 *Fame* 這首英文舊曲的主題。

旅協指出，數週內，亞洲各地的刊物將刊登推廣計劃的主題和圖片，到了年

中，計劃將在全球多個國家和地區全面展開。

該會總幹事陳鄭綺艷女士表示：「推廣計劃不但賦予香港嶄新形象，而且為旅遊業注入強心針。它凸顯了香港作為國際一流旅遊勝地的吸引力，以及香港人多元化的生活方式和無比幹勁。」

亞洲經濟在九七年下旬突然逆轉，香港旅遊業亦出現自八九九年以來的首次倒退。為此，業界亟需要一套全新的推廣策略，以迎接挑戰。

陳太說：「旅協與業界人士早已預期，部分市場的訪港旅客人數將隨著香港回歸而

短暫下調；然而，沒有人能預知亞洲金融風暴的影響。九七年秋季，我們已清楚明白，旅遊業必須克服重大挑戰，才能繼續成為香港服務業中最主要的外匯收入來源。」

旅遊業的成功，極倚賴有效的海外市場推廣，這也是過去四十年來旅協專注的範疇。有鑑於此，由政府委任人士和業界代表組成的旅協理事會，很快便開始研究在九八年及未來推廣旅遊業的方針。

陳太表示：「香港順利回歸後，自然不再成為國際傳媒的焦點，也減低了旅客來港的強烈意欲。我們必須再次引起旅客對香港的興趣，促使他們在九八年來港觀光。」

"Inevitably, the successful transition to Chinese sovereignty had taken Hong Kong out of the world media headlines and away from its leading position in potential travellers' minds, notes Mrs Chan. "We needed to reactivate consumer interest globally and convert that interest into firm travel plans for 1998.

"The new campaign addresses those needs and challenges and I am very pleased that all sectors of the industry joined forces with the HKTA so speedily and so well in helping to construct this new marketing campaign in record time."

Time was limited. Global travel patterns for decision-making and booking compelled the HKTA to have a fully-fledged marketing campaign ready for action in the spring of 1998.

"Tight deadlines truly concentrate the mind!" says Ms Lily Shum, General Manager – Marketing Communications at the HKTA. "Our initial reviews of Hong Kong's future marketing directions convinced us that we were facing a drastically changed marketing environment. The whole industry felt the need for a new message."

Early in 1997, the HKTA had already commissioned various market research studies in such major markets as Japan, Taiwan and the USA. Those consumer surveys – which included 10,000 respondents in the USA alone – indicated that market perceptions about Hong Kong had deteriorated in some areas.

「這項全新推廣計劃正好針對上述問題，對症下藥，由於獲得業內人士的大力配合，我們才能在短時間內完成。」

為配合全球旅客計劃行程的時間，旅協必須在九八年春季完成制訂全面的市場推廣計劃。

旅協市務總經理**岑許穗芬**女士表示：「緊逼的時限令我們更專心一致！我們為香港旅遊業的推廣方針進行研究後，發現市場環境正急劇轉變，業界一致認為必須為香港設計全新的推廣信息。」

早在九七年初，旅協已委託顧問在日本、台灣和美國等主要市場進行調查，單在美國便已訪問了一萬名消費者。結果顯示，在好些範疇上，人們對香港的觀感轉壞。

她說：「外界對香港身份的誤解並非我們所能控制，這需要時間淡化。此外，香港亦失去吸引旅客盡速來訪的動力。因

Ms Shum explains : "Some misconceived concerns – over Hong Kong's identity, for example – were largely beyond the industry's control, and would need time to be allayed. In addition, Hong Kong had lost its ability to compel visitors to come here urgently. This and the misconceptions about Hong Kong's vitality, international atmosphere, diversity of attractions and value for money could be tackled and addressed by a new campaign.

"The research findings showed clearly that Hong Kong's marketing advantage lay in its image – and reality – as one of the world's most exciting cities," says Ms Shum. "The primary key for any destination to be successful is diversity – its multiple choices of things to do. Consequently, the campaign focuses on those elements which create Hong Kong's air of excitement – its people and their nonstop vitality. A twofold marketing message emerged : *We are Hong Kong : City of Life*. The visual elements in the campaign are equally punchy and distinct," she said.

"Tourism is a crucial industry for the whole of Hong Kong, not just the 366,000 people who work for it directly and indirectly," Mrs Chan said. "We very much want to see every Hong Kong person feeling that he or she has a key, active role to play in the industry's growth and success. Only then can we fully justify our message that "We are Hong Kong". That "We" is not the HKTA alone, or even the airlines, hotels, tour operators, restaurateurs and retail outlets. "We" are the more than six million

此，在香港的活力、國際魅力、多元化景點和旅程是否物有所值等問題上，新推廣計劃必須針對和銷除外界對香港的疑慮。

「研究結果清楚顯示，香港的推廣優勢在於其形象和真實面貌——世上最富活力動感的城市之一。成功的旅遊點必須為旅客提供多元化選擇。因此，推廣計劃重點描繪令香港朝氣無窮的人與事，從而帶出『香港動感之都』的信息，內裡採用的構圖亦同樣鮮明有力。」

陳鄭綺艷強調：「旅遊業對香港舉足輕重，單憑業界的努力並不足夠。除了三十六萬六千位直接或間接從事這個行業的人士外，全體市民也跟旅遊業息息相關。我們盼望，每個香港人都感到自己能為旅遊業的發展擔當重要角色。只有這樣，才能把『我們是香港』的信息化為實際行動。『我們』不獨指旅協、航空公司、酒店、旅遊經營商、食肆和零售店，說的是全港六百多萬與旅遊業的成功有莫大利益關係的市民。」

people with a strong vested interest in the success of the tourism industry."

The new campaign, which was conceived by the HKTA in conjunction with the territory's travel industry, offers an exciting, fresh new outlook for Hong Kong, emphasising its energy, vibrancy and creative, cutting-edge aspects. The HKTA's advertising agency, BBDO will launch the new campaign worldwide from April this year. At the preview ceremony, members of the entire travel industry, as well as representatives from the Government, joined forces to present Hong Kong's new image to the public.

On hand to lend their support to the new campaign were Leo Kwan, JP, Acting Secretary for Economic Services; Howard Young, JP, Provisional Legislative Council Member; David Ng, President of the Association of Restaurant Managers; James Hurley, Chairman of the Association of Retailers and Tourism Services; Alan Wong, Executive Committee Member, Board of Airline Representatives; Paddy Lui, Executive Committee Member, Federation of Hong Kong Hotel Owners; Ivan Lee, Chairman of the Hong Kong Hotels Association; Philip Ma, Chairman of the Hong Kong Retail Management Association; and Ronnie Ho, Vice-Chairman of the Travel Industry Council of Hong Kong.

Representing the HKTA were Y S Lo, Chairman; Amy Chan, Executive Director; Douglas Gautier, Deputy Executive Director; and Lily Shum, General Manager – Marketing Communications. ■

推廣計劃由旅協聯同本地業者一起構思，為香港設計全新而鮮明的形象，突出香港為薈萃動力、幹勁、創意、前衛等特色於一身的旅遊勝地。旅協委託的天高廣告公司將於今年四月初在全球推出這項計劃。

為了展示香港的全新形象，多位業內人士及政府代表均有出席是次預展。他們包括署理經濟局局長**關永華**先生、臨立會議員**楊孝華**先生、現代管理（飲食）專業協會會長**甄德良**先生、香港旅遊零售業協會主席**許湛思**先生、香港航空公司代表協會執行委員會委員**黃家倫**先生、香港酒店業主聯會執行委員會委員**呂慧瑜**女士、香港酒店業協會主席**李泓熙**先生、香港零售管理協會主席**馬景煊**先生，以及香港旅遊業議會副主席**何柏霆**先生。

代表旅協出席的是主席**羅旭瑞**先生、總幹事**陳鄭綺艷**、副總幹事**高德禮**先生及市務總經理**岑許穗芬**。 ■



THE CHAMBER IN ACTION

Eden Woon Reports

April

Annual General Meeting to review Chamber's year

When you read this, our Annual General Meeting will be only a few days away on April 28. I hope that you have already marked your calendar to come to the Island Shangri-la to this once-a-year membership gathering. Not only will you be voting for six General Committee members, you will also hear the Chairman report on how the Chamber has done this past year and what it plans for next year. It will also be a relaxing evening to exchange stories with your fellow members.

The Chamber has been busy in recent weeks not only with internal GC elections, but also with elections in Hong Kong. That is, we are fulfilling the expectation by the Hong Kong government that we represent the voice of the business community. Those who are representing the Chamber on the

Election Committee will help select ten legislators on May 24.

Those who have registered as voters – and we had around 1100 Chamber member-companies doing so – will vote for the Chamber's legislative representative on May 24. Only by exercising the right to vote can the Chamber maintain its position as the premier business organization in Hong Kong, enabling it to be influential with the lawmakers in Hong Kong.

The General Committee has now planned its annual trip to Beijing for June 11-12. They will find out first-hand China's new economic policies and meet with China's new leaders. This will be the first high-level Chamber visit to Beijing since the Handover. Once again, some Chairmen

of international chambers and Chamber committees will be joining our GC members.

In the coming months, we will be trying to provide to our members information on new business opportunities in China, as it undertakes some difficult reforms. We have already started several programmes explaining Premier Zhu Rongji's economic reform measures and how they may affect Hong Kong.

An early May visit to Dalian is an excellent way for you to learn about what a vibrant part of China's Northeast coast is doing to improve its economy, in the wake of the leadership change at the National People's Congress.

See you at the AGM! ■

週年會員大會快將舉行

本文出版時，跟舉行週年會員大會的日期（四月廿八日）已相去不遠。希望大家已記下這個日子，如期到港島香格里拉大酒店出席這個一年一度的會員聚會。屆時，主席將報告總商會在過去一年的工作和來年大計，而除了投票選出六位理事會理事外，您更可以借此機會，在輕鬆的氣氛中與其他會員互訴近況、交流心得。

除理事會選舉外，我們最近亦忙於處理與立法會選舉有關的工作。在香港政府眼中，總商會代表了商界的聲音，而我們盡力配合這次選舉，正好滿足當局對商會的期望。五月廿四日，選舉委員會中的總商會代表將協助選出十位立法會議員；同日，已登記為選民的約一千一百家會員公司，亦會選

出總商會的立法會代表。會員必須履行投票的責任，才可保持總商會作為香港首要商界組織的地位，讓我們在立法會中發揮影響力。

理事會已計劃在六月十一至十二日訪問北京。代表團將拜會新一屆國家領導人，親身了解內地最新的經濟政策。這將是總商會在香港回歸後首次派出高層代表團訪京。一如去年，部分國際商會主席和本會專責委員會主席將隨團北上。

未來數月，隨著內地推行多項重大改革，我們將盡力為會員搜集更多有關最新營商機會的資料。我們已開展了一系列活動，介紹朱鎔基總理的經改政策，以及這

些措施對香港的影響。五月初，總商會將組團訪問大連。要在人大改選新一屆國家領導人後，親身體驗這個朝氣勃勃的東北沿海城市怎樣改善經濟，這絕對是一個難得的好機會！

週年會員大會再見！

Use Your Vote on May 24
五月二十四日齊投票

商會動態

經濟及立法事務部

該部忙於整理總商會的九七年度年報，以趕及在四月廿八日的週年會員大會上發表；此外，該部亦回答了不少會員對立法會選舉的查詢（特別是在四月二日舉行的選舉委員會界別分組選舉），並於三月九日安排選舉事務處及廉政公署代表向會員簡介有關的選舉細節。

首席經濟學家就九八／九九年度預算案及本地經濟前景多次發表文件或演說，並向來訪的外地嘉賓介紹特區經濟狀況，對象包括丹麥商會、日本世紀會、香港旅遊協會、香港印度商會、美國普渡大學九八年工商管理碩士班、和昇國際有限公司及國際商業局。

月內，該部曾接待來自英國、澳洲、德國、美國、法國及荷蘭的來客，向他們介紹香港的經濟狀況。

委員會動態

經濟政策委員會

二月廿三日，該會與香港服務業聯盟屬下的數據統計委員會舉行聯合會議，出席者包括政府經濟顧問鄧廣堯先生及庫務局副局長郭立誠先生，主要論題包括財政預算案及本地經濟前景。

國際商務部

委員會動態

美洲委員會

二月廿四日，委員會主席杜勳明先生接待遠道而來的加拿大訪問團。該團獲國泰航空及貿發局贊助，團長是EdperBrascan Corporation高級主席艾頓議員。杜勳明指出，亞洲金融風暴雖令香港出現短期的經濟問題，但長遠來說，特區的前景仍然非常樂觀。

三月三日，該會聯同太平洋地區經濟理事會香港委員會舉辦晚宴，邀請墨西哥、智利、秘魯三國的駐港領事及商務專員出席，與會員分享在這些國家營商的經驗和心得。

三月四日，墨西哥外貿銀行執行董事切切拉先生到訪。除香港外，他亦會訪問其他東南亞國家，吸引商界到當地投資。總商會計劃在五月十七至廿七日組團前往這三個國

DIRECTOR'S REPORT

ECONOMIC AND LEGISLATIVE AFFAIRS DIVISION

A large part of the Division's work during the month concentrated on completing the Chamber's Annual Report for the 1997 year for delivery ahead of the Annual Meeting to be held on Tuesday, April 28. Substantial time was also spent on answering member's queries on the forthcoming Legislative Council elections, especially the poll for the Chamber's 12 members of the 800-strong Election Committee scheduled for April 2. This activity included arranging a member's briefing on March 9 from representatives of the Electoral Registration Office and the ICAC.

The Chief Economist was also kept busy with presentations on the Government's 1998-99 Budget and the outlook for the local economy, as well as briefing several groups of foreign visitors on the economic situation. Presentations were made during the period under review to the Danish Business Association, the Japanese Business Community's 21st Century Club, the Hong Kong Tourist Association, the Indian Community's Young Executive's Group, the 1998 MBA class from Purdue University in the US, Worldsec Securities and the International Business Council.

Corporate visitors receiving economic briefings came from the UK (Treasury), Australia (AAP), Germany (Robert Bosch), the USA (United Airlines), France (various bankers) and Holland (HAC). There was only one Committee meeting during the period - the Economic Policy Committee.

Economic Policy Committee

The Committee met in joint session with the Coalition of Service Industries' Statistical Committee on February 23 under the chairmanship of Mr Martin Barrow. This was an important meeting with two Government guests - the Government Economist, Mr K Y Tang and the Finance Bureau's Mr Martin Glass. Chief topics of discussion were the 1998-99 Budget announced on February 18 and the general outlook for the local economy.

INTERNATIONAL BUSINESS DIVISION

TRADE COMMITTEES

Americas

On February 24, the Chamber met a Cathay Pacific - Trade Development

Delegation from Guangzhou Municipal COFERT

Director Tang Ke Cheng, with a group of eight officials from Guangzhou Municipal Commission of Foreign Economic Relations and Trade (COFERT), visited the Chamber on March 3. The delegation met with Dr Lily Chiang, Vice Chairman of the Chamber's China Committee and the Chamber Director, Dr Eden Woon. Since July 1997, export trade in Guangzhou has been adversely affected by the Asian financial turmoil. The purposes of the delegation's visit were to investigate the latest situation of Hong Kong's export and re-export market and to seek members' advice on measures to cope with the challenge.



廣州市對外經濟貿易委員會代表團

三月三日，廣州市對外經濟貿易委員會主任譚可誠先生到訪，獲中國委員會副主席蔣麗莉博士及翁以登總裁接待。與譚同行的還有八位外經貿官員。去年七月起，廣州市的出口貿易一直深受亞洲金融風暴影響。代表團希望取得有關香港出口及轉口市場的最新資料，並與本會會員商討應付當前難題的方法。

Council mission from Canada led by Senator J. Eyton, Senior Chairman of EdperBrascan Corporation. Americas Committee Chairman, Mr. Robert Dorfman welcomed the delegates and briefed them on the positive long-term outlook for Hong Kong despite the short term economic difficulties arising from the East Asian financial crisis.

A dinner reception hosted by the Americas Committee and the PBEC Committee was held on March 3 in honour of Mr. Armando Jarque, Mr. Hernan Brantes and Mr. Jorge Abarca-del Carpio respectively Consuls General of Mexico, Chile and Peru, as well as their trade commissioners. Participants shared their views and experiences with the guests-of-honour on doing business with their respective countries.

On March 4, Mr. Carlos Cecena, Executive Director for Bancomext (Banco Nacional de Comercio Exterior) visited the Chamber. Mr. Cecena was on a promotion tour to Hong Kong and other Southeast Asian countries to attract foreign investment to Mexico. Bancomext will host the "Asia-Mexico Business Forum" between May 18 and 19 in Guadalajara, Mexico which has been included as part of the itinerary for the Chamber Mission scheduled to visit Mexico, Peru and Chile from May 17 to 27.

Europe

A business matching meeting with an incoming trade mission from Russia, led by Mr. Alexei Nesterenko, First Deputy Director General, Rostest-Moscow, was held on February 16. Mr. Manohar Chugh, Europe Committee Chairman, chaired the meeting and encouraged members to further explore the possibility of developing mutually beneficial business relationships with their Russian counterparts.

To prepare for the "EMU Roadshow" to be held in Hong Kong, Singapore and Tokyo from June 21 to 26, 1998, Mr. Ulrich Niemann, Director for People-to-People Exchange, met Chamber Director, Dr. Eden Woon, on March 9 to discuss arrangements for co-organizing the event. The aim of the Roadshow is to provide members detailed information on the implementation of the European single currency and its implications for Asia.

Asia

On February 16, the Chamber sponsored a subscription luncheon at which H.E. Mr. Mohammad Nawaz Sharif, Prime Minister of Pakistan was the guest of honour.

A trade delegation from San Diego in the US visited the Chamber on March 16. Delegation leader, Ms Susan Golding, the Mayor of San Diego, is shown here in a meeting with Chamber Director, Dr Eden Woon.

美國聖地亞哥貿易代表團於三月十六日到訪，獲翁以登總裁接待。照片為翁博士與代表團團長兼該市市長戈爾丁女士會面的情況。



Members of the Chamber's Hong Kong International Committee met on February 24 with delegation from Japan's Kansai Keizai Doyukai (Kansai Association of Senior Executives).

二月廿四日，日本關西經濟同友會代表團到訪，與香港國際委員會的成員會面。



Chamber representatives at the meeting – Hong Kong International Chairman, Mr Paul Cheng Ming-fun (centre); Asia Committee Chairman, Mr Andrew Yuen (right); and to the left Chamber Director, Dr Eden Woon and Mr K.K. Yeung.

與會的總商會代表：香港國際委員會主席鄭明訓先生（中）；亞洲委員會主席袁耀全先生（右）；翁以登總裁及楊國強先生（左）。

Mr Cheng presents a souvenir to Mr Kanji Kobayashi (Co-chairman of the Japanese delegation) ...

鄭致送紀念品予代表團團長小林幹司先生。



... and to Mr Shinichiro Torii (Co-chairman) and Mr Senri Hagio (Secretary General of the Mission).

向另一位團長鳥井信一郎先生及同友會事務局長荻尾千里先生致送紀念品。

A large number of Chamber members met on March 6 with an Oregon, USA, delegation, led by the State's Governor, Mr John Kitzhaber. The meeting was conducted by the Chairman of the Chamber's Americas Committee, Mr Robert Dorfman.

三月六日，美國俄勒岡州州長基茨貝格先生率領代表團到訪，會見美洲委員會主席杜勳明先生及多位會員。



家，行程將包括參加由該銀行主辦、在瓜達拉哈拉舉行的「亞洲 - 墨西哥商業論壇」。

歐洲委員會

二月十六日，Rostest-Moscow 第一副總裁涅斯捷連科先生率領一個俄羅斯招商團到訪。負責接待的委員會主席文路祝先生鼓勵會員進一步發展與俄羅斯的互惠商貿關係。

三月九日，People-to-People Exchange 總裁涅曼先生拜會翁以登博士，商談合作籌辦「歐洲經濟及貨幣聯盟研討會」一事。研討會將於六月廿一至廿六日在香港、新加坡及東京舉行，會員可藉此深入了解歐洲單一貨幣及其對亞洲的影響。

亞洲委員會

總商會贊助了一個於二月十六日舉行，由巴基斯坦總理謝里夫擔任嘉賓的大型午餐會。

二月十七日，日本宮城縣商工勞動部商工勞動總務課課長平秀毅先生到訪。他此行目的有二：一)促進仙台與香港兩地的商業合作；二)討論總商會參與「九八國際經濟交流仙台會議」的有關安排。

「亞洲策略及領導研究所」總裁馬哈蒂爾先生於三月十一日到訪，與亞洲委員會主席袁耀全先生及亞洲、船務兩委員會的成員見面。馬氏父親為馬來西亞總理，他向會員簡述了數項對該國和亞洲區有重要影響的商業問題。

國際商務部助理總裁馮棟澤先生於三月十三日拜會越南駐港總領事阮庭榜先生，商談總商會在六月底組團前赴當地的細節。對於這次活動，阮表示將全力予以支持和協助。

中國委員會

委員會於二月十九日舉行會議，通過在五月初組團到大連訪問。

「河北省九八香港經貿洽談會」將於三月底在香港舉行。三個來自該省的代表團先後於二月到訪，為洽談會作好準備。翁以登總裁分別於二月廿五日及廿七日，接待省副秘書長鄭陰遠先生及市政府開放辦張國慶副主任；中國事務高級經理周紫樺女士則於廿七日接待石家莊外商投資管理局的馬千里副局長。

三月三日，廣州市對外經濟貿易委員會主任譚可誠先生率領一個八人代表團到訪。去年七月起，廣州市的出口貿易一直深受亞洲金融風暴影響。代表團希望取得有關香港出口及轉口市場的最新資料，並與本會會員商討應付當前難題的方法。

Mr. Hideki Taira, Director of Commerce, Industry and Labour of Miyagi Prefectural Government visited the Chamber on February 17. The objective of the visit was to promote business cooperation between Sendai and Hong Kong and to discuss Chamber's participation in the first "International Summit for Economic Development" to be held from October 18 to 20, 1998 in Sendai, Miyagi Prefecture, Japan.

Mr. Mirzan Mahathir, son of the Prime Minister of Malaysia and President of Asian Strategy & Leadership Institute, visited the Chamber on March 11 and met Mr. Andrew Yuen, Chairman of Asia Committee and members of both Asia and Shipping Committees. Mr. Mahathir briefed members on a number of business issues of strategic importance to Malaysia and the Asia region.

Mr. Sidney Fung, Assistant Director for International Business visited Mr. Ngugen Dinh Bang, Consul General of Vietnam in Hong Kong on March 13 to discuss arrangements for the proposed Chamber mission to Vietnam in late June. Mr. Ngugen indicated his full support and assistance for the mission.

China

The China Committee met on February 19. At the meeting, members agreed that a mission to Dalian, Liaoning Province, China should be organised for early May this year.

The '98 Hebei Province (Hong Kong) Investment Fair was held in Hong Kong in late March. Three preparatory delegations from Hebei Province visited the Chamber during February. The Director, Dr. Eden Woon, met Mr. Zheng Yingyuan, Secretary-General of Hebei Provincial Government on February 25 and Mr. Zhang Guoqing, Deputy Director, Baoding Board of Investment on February 27. The Senior Manager, Eva Chow, met with Ms. Ma Qianli, Deputy Director, Foreign Investment Administrative Bureau of Shijiazhuang Municipality on February 27.

A group of eight officials from the Guangzhou Commission of Foreign Economic Relations and Trade of Guangzhou, led by its Director, Tang Kecheng, visited the Chamber on March 3. Since July 1997, export trade in Guangzhou has been adversely affected by the Asian financial turmoil. The purposes of the delegation's visit were to study Hong Kong's export/re-export market and to seek Chamber members' advice on measures to cope with the challenge.

The Director represented the Chamber at the opening ceremony of the "Hong Kong Fair - Chongqing" on March 5. This very first Hong Kong trade fair in Chongqing was organized by the TDC from March 5 to 8. The Chamber was one of the supporters of the Fair.

Senior Manager, Eva Chow, made a presentation at the "12th Sub-Councils' Meeting of the CCPIT - Guangdong" to explain the role of the Chamber and the services it offers. The meeting was held on March 5 in Zhongshan.

A five-member delegation from the Association of Enterprises with Foreign Investment of Guangdong Province visited the Chamber on March 11. The Chamber was invited to be one of the co-organisers for the Briefing Session on "Investment Policies in Guangdong Province" at the end of March.

Ms. Yan Qi, Vice-Chairman, CCPIT - Xiamen and her colleagues visited the Chamber on March 11 and met the Chamber Director. Ms. Yan was in Hong Kong promoting "'98 Fair for International Investment & Trade" to be held in Xiamen on September 8.

SHIPPING

On February 18, Mr. Terence Sit, Chairman of the Shipping Committee and Mr. Sidney Fung, Assistant Director for International Business met with Mr. Alan Wong, Assistant Executive Director of HKTDC. They exchanged views on the role of TDC in services promotion and the possibility of a co-ordinated effort in promoting Hong Kong as the hub port for the region.

On February 19, the Committee met for the first time in this year. The meeting discussed a wide range of topics including the privatization of Kaohsiung Port and competitiveness of Hong Kong container port. The Committee endorsed the proposal for a visit to one of the South China ports in June/July this year.

A briefing meeting chaired by Mr. Sit was held on March 10. At the meeting, Mr. Richard Yuen, Secretary of the Port Development Board and Mr. John Wan, Director and General Manager of River Trade Terminal Co. Ltd., briefed members on the role and operation of the River Trade Terminal.

HONG KONG INTERNATIONAL

On February 24, a high-level delegation of the Kansai Keizai Doyukai (KKD) Japan,

led by Mr. Shinichiro Torii and Mr. Kanji Kobayashi, Co-Chairmen of the KKD, met with HKI Chairman, the Hon. Paul Cheng; Asia Committee Chairman, Mr. Andrew Yuen; Chamber Director, Dr. Eden Woon; and other Chamber Committee members. The main objective of the mission was to study the current state and the future outlook for the HKSAR, especially its legislative body and its economic and political outlook.

On March 5, The Lord Rees-Mogg, UK, visited the Chamber and was briefed on the latest economic and political developments in Hong Kong. Lord Rees-Mogg was welcomed by Mr. David Rimmer, Member of the Chamber General Committee and former Chairman of the Europe Committee.

During the month, meetings were organized for Chamber/HKI members to meet with the following VIP visitors: Dr. Werner Draguhn, Director of Institute for Asian Studies, Germany (February 17); Dr. Federico di Roberto, Director General for Economic Affairs, Italy (February 23); Mr. Rabbi Arthur Schneier, President for Appeal of Conscience Foundation, USA (March 2) and Mr. John Kitzhaber, Governor of Oregon, USA (March 6).

PACIFIC BASIN ECONOMIC COUNCIL

A breakfast meeting for Mr Gary Tooker, Chairman of PBEC and Chairman of Motorola Inc. was held on February 16 at the Island Shangri-La Hotel. Joining Mr. Tooker was PBEC Secretary-General, Bob Lees, who was on an Asian fact-finding tour at the time.

Two meetings of the Organizing Committee for the Hong Kong IGM 1999 chaired by Douglas Fergusson, were held on February 25 and March 11 respectively. The meetings discussed the budget, speakers and fund raising strategy for the Hong Kong IGM.

BUSINESS POLICY DIVISION

Hong Kong Coalition of Service Industries

Promotion of Services

Hong Kong Awards for Services

On February 17 the Awards' Organising Committee met to evaluate the 1997 scheme and to plan for the 1998 Awards. The Organising Committee also decided to form a working group to undertake detailed operation of the 1998 Awards Scheme.

President of the Appeal of Conscience Foundation, Rabbi Arthur Schneier, visited the Chamber on March 2.

美國 Appeal of Conscience Foundation 總裁施奈爾先生於三月二日到訪本會。



The local Committee of the Pacific Basin Economic Council (PBEC) and the Chamber's Americas Committee co-hosted a Dinner Reception for Central and South American Consuls-General on March 3.

三月三日，太平洋地區經濟理事會中國香港委員會聯同美洲委員會舉辦晚宴，宴請中、南美洲的駐港總領事。



The Americas Committee Chairman Mr Robert Dorfman (right), the PBEC Committee Chairman, Dr Helmut Sohmen (left), and the Chilean Consul General, Mr Hernan Brantes (Centre).

右起：美洲委員會主席杜勵明先生；智利駐港總領事布蘭特斯先生；太平洋地區經濟理事會中國香港委員會主席蘇海文博士。

The Mexican Trade Commissioner, Dr Federico Chavez (right) and Mr Miles Jackson-Lipkin (left).

右起：墨西哥商務專員沙夫博士及李柏儉先生。



Ms Carmen Marticorena (centre), Trade Commissioner of Chile with Phyllis Kwong and a Chamber guest.

智利商務專員馬蒂科雷納女士（中）、鄭家賢女士及一位來賓。

Mr Armando Jarque, Consul General of Mexico (second left), Mr Hilton Cheong-Leen (left), Mr Andrew Yuen, Vice-chairman of Americas Committee (second right) and Mr Sidney Fung, Assistant Director for International Business (right).

墨西哥總領事哈爾克先生（左二）；張有興先生（左）；美洲委員會副主席袁耀全先生（右二）；國際商務部助理總裁馮棟澤先生（右）。



Mr Jorge Abarca-del Carpio, Consul General of Peru (second left), Mr C L Kung (second right) and Mr Daniel Marcos, Consul General of Mexico (right).

秘魯總領事雅柏佳先生（左二）；龔甲龍先生（右二）；墨西哥總領事館的馬可斯先生。

三月五日，翁以登總裁代表總商會出席「香港博覽會—重慶」的揭幕儀式。博覽會由香港貿易發展局主辦，於三月五日至八日舉行，總商會為協辦機構之一。

三月五日，中國事務高級經理周紫樺女士出席省貿促會第十二次支會縣區商會工作會議，向與會者簡介總商會的宗旨及服務。

三月十一日，廣東外商投資企業協會一個五人代表團到訪。總商會為其中一家獲邀協辦在月底舉行的「廣東省投資政策研討會」的機構。

同日，翁以登總裁接見由廈門市貿促會副會長嚴琪女士率領的代表團。嚴氏此行是為了宣傳於九月八日在廈門舉行的「九八中國投資貿易洽談會」。

船務委員會

二月十八日，委員會主席薛力求先生聯同國際商務部助理總裁馮棟澤先生，拜會貿發局助理總裁黃錦輝先生。雙方就貿發局在推廣服務業方面的角色交換意見，並研究合力發展香港為區內中心港口的可行性。

翌日，委員會召開本年度首次會議，討論了如高雄港私有化、香港貨櫃碼頭競爭力等多項課題，並通過在六、七月間組團到其中一個華南港口考察。

在三月十日的會議上，港口發展局秘書袁銘輝先生及香港內口碼頭有限公司董事總經理溫克志先生向會員介紹了內河碼頭的運作情況。

香港國際委員會

二月廿四日，日本關西經濟同友會一個高層代表團到訪，獲香港國際委員會主席鄭明訓先生、亞洲委員會主席袁耀全先生、總裁翁以登博士及其他會員接待。代表團此行旨在了解特區的現況和前景，重點是立法會選舉和香港的政經路向。

三月五日，英國的雷斯·莫格男爵到訪，負責接待的理事會成員兼歐洲委員會前主席萬大衛先生向他簡述了特區的最新政經動向。

總商會/香港國際委員會成員在月內接待的貴賓計有：德國「亞洲研究所」主任德拉格納博士（二月十七日）；意大利政府經濟事務主任羅伯托博士（二月廿三日）；美國 Appeal of Conscience Foundation 總裁施奈爾先生（三月二日）；美國俄勒岡州州長基茨貝格先生（三月六日）。

Subsequently the Organising Committee has decided to launch the 1998 Awards Scheme through a series of roadshows beginning on April 1.

Tripartite Forum

The full report including a transcript of the verbatim record of the Tripartite Forum has been prepared. An abbreviated report has been published as a special supplement of "The Servicing Economy" Newsletter.

Business Park

Following consultation among the HKCSI informal group on the business park, a discussion paper was produced and submitted to Industry Department on March 6.

Assistance for Professional Associations

The Coalition has conducted a survey among small business associations on the desirability and feasibility of establishing a joint business sector for these organisations. The report of the survey was published and submitted to government on March 9.

Committees and Issues

Budget Speech

In response to the first Budget Speech of the HKSAR on February 18, the Coalition issued a press release welcoming the measures outlined by the Financial Secretary.

Information Technology and Telecommunications

On March 2 Coalition Secretary General Dr W K Chan attended a meeting of the Information Infrastructure Advisory Committee on March 2. On March 6 Dr Chan attended a hearing of a Provisional Legislative Council Bills Committee on amendment to the Telephone Ordinance resulting from liberalisation of international telecom services.

Statistics Committee

The Committee met on March 2 and elected Mr George Leung as new Chairman to succeed Mr KC Kwok. The Committee also held an informal meeting with the Economic Policy Committee of the Chamber, Government Economist KY Tang and Deputy Secretary of Treasury Mr Martin Glass to discuss the economic implications of the Budget.

Executive Committee

The Executive Committee met on March 3 to review the work of the CSI committees and evaluate progress in promotion of services.

Transport

Members of the Transport/Infrastructure Committee met with the newly elected Chairman and Vice Chairman of the Hong Kong Liner Shipping Association on March 4 to discuss mutual cooperation. The Committee also held an informal meeting with Mr John Wan of the River Trade Terminal on March 10 to exchange views on the latter's operations, together with the Chamber's Shipping Committee.

Travel/Tourism

On March 16 the Coalition submitted its Seventh Position Paper on Travel/Tourism to government, the Hong Kong Tourist Association and the Joint Council for the Travel Industry, focusing on rebuilding the image of Hong Kong as a premier tourist destination.

Hong Kong Franchise Association

CD-ROM and Training Courses

The first round of training courses making use of the CD-ROM has completed successfully on March 12. The second round will start on March 19. Both courses have been fully subscribed with 24 participants each.

The Secretariat is working on the production of training materials for the second version.

Newsletter

The HKFA Annual Report for 1997 and a Franchising Newsletter were published in February and sent to members.

Environment Committee

Members met on February 17 to consider a suitable approach to addressing cross-border pollution issues. It was agreed that a seminar be organised to promote the exchange of information between Hong Kong and Southern China.

SME

The Committee successfully held its fifth annual Spring Dinner on February 21 at the Metropolis Restaurant. Close to 650 members took part in the evening's festivities.

The Committee held its regular meeting on March 13 to discuss its work programme for the year.

OPERATIONS DIVISION

Membership

Membership renewal for 1998 was formally completed on March 15, 1998. Lapsed members are encouraged to renew or rejoin the Chamber when they are able to do so.

A golf outing was organized on February 27. Some 32 members and guests participated in the outing at Clearwater Bay Country and Golf Club.

This month's 3288 Dinner gathering coincided with the Chamber's Spring Dinner on February 21. The Spring Dinner is the largest member event of the Chamber and attracted more than 600 participants.

Human Resources

A half day training course on "Telephone English" was held on February 18, 1998, with 12 participants attending.

An evening training course on "Management Update on Labour Laws – Employment Process I" was held on March 10, 1998, with 23 participants attending.

Information Technology

The Chamber information service will soon take a very new look with the introduction of the Chamber Homepage www.hkccc.org.hk. Phonafax, the fax-on-demand system, will be transferred onto the Homepage. Members in future should use the Internet to access Chamber information instead of the telephone.

The Chamber Homepage will be formally launched at the Chamber Annual General Meeting on April 28.

Administration

A total of 24 tenders were announced for Government Supplies Department, and 10 tenders for four other Government departments in the Daily Bulletin under the Phonafax.

Race Meetings were organized on eight days during the month with a total of 451 participants.

A roundtable luncheon was held on February 25 under the sponsorship of China Light and Power Co., Ltd., at which three of their managers explained to 24 interested participants the issue of "Electricity Tariff Design & Energy Efficiency".

A senior officer from the Fire Services Department spoke to 34 members on "What to do in case of Fire" on March 10. All participants were given a video tape as a reminder of the lecture.

The March issue of the Discount Club Newsletter, announcing 15 offers, was published to all Chamber members and Visa Card holders.

Events

A subscription luncheon on "Business & The Budget 1998-99" was held on February 19. The speakers were Mr Roderic Sage, Chairman of Chamber's Taxation Committee and partner of KPMG Peat Marwick, Mr Rod Houg-Lee, Senior Partner of Price Waterhouse, and the Chamber's Chief Economist, Mr Ian Perkin. ■

Mirzan Mahathir visits Chamber

Mr Mirzan Mahathir, son of the Prime Minister of Malaysia and President of Asian Strategy & Leadership Institute, visited the Chamber on March 11 and met Mr Andrew Yuen, Chairman of Asia Committee and members of both Asia Committee and Shipping Committee. During the meetings, Mr Mahathir exchanged views on economic development in Hong Kong and Malaysia and the current monetary crisis in Asia.



Mr Mirzan Mahathir (left)
馬哈蒂爾 (左)

馬來訪客

「亞洲策略及領導研究所」總裁馬哈蒂爾先生於三月十一日到訪，與亞洲委員會主席袁耀全先生及亞洲、船務兩委員會的成員見面。馬氏父親為馬來西亞總理。會上，他與會員交流了對香港經濟發展及亞洲金融風暴的看法。

Director-General of the Invest in Sweden Agency, Mr Kai Hammerich (left), briefed Chamber members on the strategic location of Sweden as an investment base in Scandinavia and the Baltic Sea region. The Chamber's, Mr Manohar Chugh, chaired the luncheon meeting on March 16.

在三月十六日的小型午餐會上，「瑞典投資局」總幹事哈梅里希 (左) 向會員指出，該國是外商投資北歐及波羅的海地區的理想基地。



Author and former editor of the The Times of London, Lord Rees-Mogg (Life Baron, UK) met with Chamber members on March 5. The meeting was chaired by General Committee member, Mr David Rimmer.



三月五日，《倫敦時報》作家兼前編輯雷斯·莫格男爵與多位會員見面，主持會議的是本會理事萬大衛。



太平洋地區經濟理事會

二月十六日，委員會假港島香格里拉大酒店舉行早餐會，嘉賓是理事會主席兼摩托羅拉集團主席圖克先生，當時正在亞洲訪問的理事會秘書長李斯先生亦有出席。

一九九九年國際年會籌委會於二月廿五及三月十一日舉行會議，兩次均由佛格森先生主持，討論範圍包括年會的預算、講者名單及籌款策略。

工商政策部

香港服務業聯盟

推廣服務業

香港服務業獎

二月十七日，服務業獎籌備委員會召開會議，一方面檢討去年的成績，另一方面則擬訂今年的計劃。籌委會決定成立工作小組，統籌九八服務業獎的細節。四月一日起，籌委會將透過一系列巡迴展覽宣傳今年的服務業獎。

三方論壇

該部已完成編輯有關的報告和文字記錄，《服務港》通訊更以特刊形式出版報告摘要。

商業園

徵詢商業園非正式小組後，聯盟於三月六日向工業署提交意見書。

為專業團體提供的支援

聯盟進行了一項以小型商界團體為對象的調查，了解後者是否希望成立聯席組織和這項建議的可行性。報告已於三月九日提交政府。

財政預算案

二月十八日，財政司司長宣讀特區首份財政預算案，聯盟隨即發表聲明，歡迎內裡提出的各種措施。

資訊科技及電訊業

三月二日，秘書長陳偉群博士出席資訊基建諮詢委員會會議；三月六日，他列席臨立會條例草案委員會就修訂《電話條例》，配合國際電話市場自由化所進行的聆訊。

數據統計委員會

在三月二日的會議上，委員會選出梁兆基先生為新任主席。該會亦曾與經濟政策委員會、政府經濟顧問鄧廣堯先生及庫務局副局長郭立誠先生舉行非正式會議，討論財政預算案對經濟發展的寓意。

執行委員會

執委會於三月三日舉行會議，檢討屬下各委員會的工作情況和推廣服務業的進展。

運輸 / 基建委員會

三月四日，成員與香港定期班輪協會新任主席及副主席會面，商談共同合作的事宜；三月十日，該會聯同總商會船務委員會，與香港內河碼頭有限公司董事總經理溫克志先生舉行非正式會議，就後者的運作交流意見。

旅遊業

三月十六日，聯盟分別向特區政府、香港旅遊協會及旅遊業議會提交有關旅遊業的第七份立場書，重點是重建香港作為首屈一指的旅遊勝地。

香港特許經營權協會

「特許經營指南電腦光碟」及培訓課程

利用光碟輔助教學的首輪課程已於三月十二日完滿結束，第二輪課程則在三月十九日開始。兩輪課程各有廿四位學員。

協會秘書處正忙於編製光碟修訂版內的教學材料。

通訊

一九九七年度年報及《特許經營通訊》已於二月寄予全體會員。

環境委員會

成員在二月十七日開會，商議解決跨境污染問題時應採取的方略。各人同意籌辦研討會，促進香港及華南地區的信息交流。

中小型企业委員會

委員會於二月廿一日舉辦第五屆春茗聯歡，地點是名都酒樓，接近六百五十位會員及嘉賓出席，場面熱鬧。此外，委員會曾於三月十三日召開會議，討論未來一年的工作計劃。

營運部

會員動態

九八年度的續會工作已於三月十五日正式完成，對於錯過這次機會的會員，歡迎他們隨時辦理續會或重新加入的手續。

共有三十二位會員和嘉賓參加在二月廿七日，假清水灣鄉村俱樂部舉行的高球聚會。

二月份的3288晚飯會與春茗聯歡一併舉行。後者是總商會規模最大的會員活動，參加者超過六百位。

人力資源

十二位學員報讀二月十八日的「電話英語」半日課程；另有廿三位修讀三月十日一個有關勞工法例的晚間課程。

資訊科技

隨著總商會網頁的推出（www.hkgcc.org.hk），本會的資訊服務將換上全新面貌。電話傳真系統將歸入網頁，查詢本會資訊時，會員應以互聯網取代現時沿用的電話。

總商會網頁將於四月廿八日週年會員大會中正式推出。

行政

電話傳真系統提供了有關政府物料供應處（廿四項）及其他四個政府部門（十項）的投標資料。

月內共有八次賽馬聚會，參加者達四百五十一人。

在二月廿五日的小型午餐會上，中華電力派出三位經理，向廿四位參加者講解節約能源之道，該公司為是次活動的贊助機構。

三月十日的小型午餐會由消防處高級官員講解火警知識，三十四位參加者均獲贈一盒相關的錄影帶。

《會員優惠折扣計劃》三月號通訊已分發予全體會員及總商會威世信用卡持有人，今期刊載的優惠多達十五項。

活動點滴

二月份的大型午餐會在十九日舉行，主題是「商界與九八/九九預算案」，主講者包括總商會稅務委員會主席兼畢馬威會計師行高級合夥人薛樂德先生、羅兵咸會計師事務所高級合夥人梅德勝先生，以及本會首席經濟學家洗柏堅先生。 ■

CHAMBER FORECAST

Apr 27 & May 4, 11, 18, 25, 6 pm - 9 pm

Computer Based Franchise Training

特許經營培訓課程

Rm 604, Hong Kong Convention & Exhibition Centre
(Enquiries: Marina Wong, Tel 2823 1250)

April 28, 5 pm - 7 pm

The Hong Kong General Chamber of Commerce
Annual General Meeting
All members are welcome

香港總商會週年會員大會
歡迎所有會員參加

Ballroom, Island Shangri-La Hotel
(Enquiries: Stephen Wong, Tel 2823 1288)

May 3-6

Mission to Dalian

總商會大連訪問團
訪問團將拜會大連市長及其他高級官員

(Enquiries: Phoebe Lee, Tel 2823 1239)

Outbound Mission

May 3-6	Chamber Delegation to Dalian
May 14-15	Study Mission to Guangzhou and Shenzhen
May 16-27	Business/ Investment Mission to Central and South America: Chile/Peru/ Mexico
May 22-27	Pacific Basin Economic Council International General Meetings 1998 in Santiago, Chile
Jun 21-27	Mission to Vietnam

Chamber Forecast (Cont'd)

COMING EVENTS

Apr 9	Roundtable Luncheon: The Taxation Impact of the 1998 Government Budget in SMEs
Apr 14	Roundtable Luncheon: How to Recruit Professionals in China to work in Hong Kong
Apr 15, 22, 29 & May 5, 12	Training: Commercial Chinese Writing
Apr 17	Workshop: Bank Borrowing—What Banks are Looking For?
Apr 20, 22 & 27	Training: "Hong Kong Taxation 1998"
Apr 21	3288 Dinner Club Meeting
Apr 23	Workshop: How to be of Real Value to your Organisation
Apr 23	Roundtable Luncheon: Ups and Downs of the Economy? The Mexican Experience
Apr 24	Training: An Exceptional and Professional Assistant
Apr 27 & May 4, 11, 18, 25	Computer Based Franchise Training
Apr 27	Training: Coaching & Teambuilding Skills for Managers & Supervisors
May 4	Roundtable Luncheon: Egyptian New Incentives, Current Economic Situation Within The Recent Investment Law
May 5, 8 & 12	Workshop: Business Development & Selling Techniques
May 7	Dinner Reception for Consuls General of European Countries
May 11, 13 & 18	Workshop: HK Company Law & Company Secretarial Practice
May 13	Training: How to Empower Your Presentation Skills

COMMITTEE MEETINGS

Apr 16	China Committee
Apr 23	Asia Committee
Apr 28	Annual General Meeting
May 4	Arab & African Committee
May 7	Hong Kong Franchise Association Committee Meeting
May 14	Shipping Committee
May 14	PBEC Annual General Meeting & Executive Committee Meeting
May 19	Council Meeting

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

THE HONG KONG GENERAL CHAMBER OF COMMERCE 香港總商會 ANNUAL GENERAL MEETING 週年會員大會 AGENDA ITEM 1: ELECTION OF GENERAL COMMITTEE MEMBERS 議程 1: 理事會選舉

- 1) The following six members of the General Committee retire in accordance with Articles 25(a) and 25(b):

下列 6 位理事會理事依照本會《組織細則》第 2 5 條 (a) 及 2 5 條 (b) 規定卸任:

Mr. David Eldon 艾爾敦先生	The Hongkong and Shanghai Banking Corporation Ltd 香港上海匯豐銀行
Dr. Hari Harilela 夏利萊博士	Harilela's 夏利萊集團
Mr. Daniel Koo 古勝祥先生	Shui Hing (HK) Ltd 瑞興控股有限公司
Mr. Denis Lee 李榮鈞先生	Kingscore Industrial Ltd 勁億實業有限公司
Mr. Brian Stevenson 施文信先生	Ernst & Young 安永會計師事務所
Mr. Henry Tang 唐英年先生	Peninsula Knitters Ltd 半島針織有限公司

- 2) For the six vacant seats above:

上述 6 個空缺, 將由:

- a. The following offer themselves for re-election in accordance with Article 25(c):
下列理事根據本會《組織細則》第 2 5 條 (c) 參加競選連任;

Mr. David Eldon 艾爾敦先生	The Hongkong and Shanghai Banking Corporation Ltd 香港上海匯豐銀行
Dr. Hari Harilela 夏利萊博士	Harilela's 夏利萊集團
Mr. Denis Lee 李榮鈞先生	Kingscore Industrial Ltd 勁億實業有限公司
Mr. Brian Stevenson 施文信先生	Ernst & Young 安永會計師事務所
Mr. Henry Tang 唐英年先生	Peninsula Knitters Ltd 半島針織有限公司

- b. The following offer themselves for election in accordance with Article 26 and Bye-Law 4:

下列會員根據本會《組織細則》第 26 條及則例第 4 條參加競選:

Mr. Christopher Cheng 鄭維志先生	Wing Tai Exporters Ltd 永泰出口商有限公司
Mr. Andrew Yuen 袁耀全先生	On Kun Hong Ltd 安勤行有限公司

- 3) All the above members seeking re-election or election are eligible under Article 25(c) or Article 26 and Bye-Law 4.

根據本會《組織細則》第 25 條 (c) 或第 2 6 條及則例第 4 條, 上述會員均符合競選或連任的資格。

Polls take centre stage

Election activities have taken centre stage in the Chamber in recent weeks and will continue to do so in weeks ahead with the General Committee election on April 28 and the first SAR Legislative Council election on May 24.

But the Chamber has already had a taste of poll fever with the Commercial (First) sub-sector election for the Election Committee held on April 2 for the 12 Chamber representatives on the Committee.

In total, 18 Chamber members stood as candidates for positions on the Election Committee and on election day (April 2) there was a good turnout of voters with 467 or 45.34 per cent of eligible electors casting their ballots.

Successful candidates were: Harilela, Hari Naroomal (285 votes); Rimmer, David John (179 votes); Lai Ip Po Ping, Fanny (234 votes); Lee Kwok Yin, Simon (223 votes); Stevenson, Thomas Brian (266 votes); Ko Kam Chuen, Stanley (260 votes); Fok Kin Ning (225 votes); Hung, John Terence (226 votes); Sutch, Peter Dennis Anthony (340 votes); Chiang, Lily (341 votes); Yuen, Yiu Chen (196 votes); and Tung Chee Chen (288 votes).

Candidates for the full Legislative Council election on May 24 for the Chamber's Commercial (First) functional constituency are expected to declare themselves shortly.

In the meantime, seven candidates have put themselves forward for the six vacancies on the General Committee which will go up for election at the Chamber's Annual General Meeting on April 28.

Six current General Committee members have retired in rotation and five of them - Mr David Eldon, Dr Hari Harilela, Mr Denis Lee, Mr Brian

Stevenson and Mr Henry Tang - have offered themselves for re-election.

Mr Daniel Koo, a long standing member of the General Committee, has decided to retire after providing good service to the Chamber over many years. The

two new candidates offering themselves for the General Committee are Mr Christopher Cheng (of Wing Tai Exporters Ltd) and Mr Andrew Yuen (On Kun Hong Ltd). ■



Fair · Open · Honest

選舉掀起連番高潮

最近，總商會的活動焦點集中在多項選舉，這種情況還會繼續，直至理事會選舉（四月廿八日）及首屆特區立法會選舉（五月廿四日）結束為止。

事實上，在四月二日舉行的選舉委員會界別分組投票已在總商會內掀起高潮。當日，十八位候選人競逐總商會在選舉委員會的十二個席位，投票的會員公司達四百六十七家，佔合資格選民百分之四十五點三四。

成功當選的候選人包括：夏利萊先生（285票）；萬大衛先生（179票）；黎葉寶萍女士（234票）；李國賢先生（223票）；施文信先生（266票）；高鑑泉先生（260票）；霍建寧先生（225票）；洪承禧先生

（226票）；薩乘達先生（340票）；蔣麗莉女士（341票）；袁耀全先生（196票）；董建成先生（288票）。■

立法會選舉方面，有意競逐總商會議席的人士將於短期內宣佈參選。

四月廿八日的週年會員大會上，七位候選人將競逐理事會的六個空缺。在六位行將任滿的理事中，艾爾敦先生、夏利萊先生、李榮鈞先生、施文信先生及唐英年先生將角逐連任。

服務本會多年的資深理事古勝祥先生已決定退休。新宣佈參選的人士是鄭維志先生（永泰製衣國際有限公司）及袁耀全先生（安勤行有限公司）。■



Hong Kong General Chamber of Commerce China Activities Calendar 香港總商會中國活動日誌

總商會中國活動 CHAMBER CHAIN ACTIVITIES

- 5月3日－6日 總商會大連訪問團
3-6 MAY CHAMBER DELEGATION TO DALIAN
考察團將參觀大連的開發區及保稅區，並會安排拜會大連市市長。詳細資料請參閱電話傳真系統檔案 679 號。
Visits to Development zones and Free Trade Zone, meetings with senior government officials will be arranged. Detailed information on Phonafax file no: 679.
(Enquiries 查詢: Ms Phoebe Lee 李若梨小姐 - Tel 電話: 2823 1239)
- 5月14日－15日 廣州、深圳考察團
14-15 MAY STUDY MISSION TO GUANGZHOU AND SHENZHEN
考察團將參觀深圳福田保稅區及廣州經濟技術開發區，亦會安排拜訪廣東省、深圳市及廣州市的高層領導。
The delegation will visit Shenzhen Futian Free Trade Zone and Guangzhou Economic and Technology Development Zone. Meetings with senior provincial and municipal officials will also be arranged.
(Enquiries 查詢: Ms Phoebe Lee 李若梨小姐 - Tel 電話: 2823 1239)

招商活動 TRADE EVENTS

- 5月20日－29日 '98 中國福州國際招商月
20-29 MAY THE INTERNATIONAL INVESTMENT PROMOTION MONTH FUZHOU CHINA '98
招商月將推出 179 項工業、基礎設施、農業、房地產、商貿、娛樂及開發區、投資區等項目招商。
179 investment projects of industry, infrastructure facilities, agriculture, real estate, commerce and trade, entertainment, development and investment zones will be staged.
(Invitation / projects list 索取請柬或項目清單: Phoebe Lee 李若梨小姐 - Tel 電話: 2823 1239)
- 5月20日－29日 四川國有企業資產重組國際研討會暨招商洽談會
9-10 JULY INT'L SEMINAR ON STATE-OWNED ASSETS RESTRUCTURING & FOREIGN INVESTMENT
會議期間將推出經過認真篩選的 50 家企業進行資產重組招商。截止報名日期為五月三十日。
50 carefully selected projects will be recommended to the participants. Interested members should register before 20 May 1998.
(Details / registration form 索取詳情及報名表: Phoebe Lee 李若梨小姐 - Tel 電話: 2823 1239)

其他展覽會 OTHER EXHIBITIONS

- 4月28日－30日 第五屆多國服裝加工工藝和設備展覽會(上海)
28-30 APR THE 5TH INTERNATIONAL CLOTHING MACHINERY EXHIBITION (SHANGHAI)
Enquiries 查詢: Adsale Exhibition Services Ltd 雅式展覽服務有限公司 - Tel 電話: 28118897
- 5月13日－16日 第六屆中國國際建築、裝飾及酒店設備展覽會(上海)
13-16 MAY THE 6TH CHINA INT'L CONSTRUCTION, INTERIOR DECORATION & HOTEL FACILITY EXPO (SHANGHAI)
Enquiries 查詢: HKTDC, Ms Irene Hau 香港貿發局侯小姐 - Tel 電話: 25844536 Fax 傳真: 28240249
- 17-19 MAY THE 13TH CHINA OPERATIONS FORUM (BEIJING)
Enquiries 查詢: The Economist Conference Tel: 25853888 Fax: 28027660
- 5月26日－29日 第十二屆國際塑料橡膠工業展覽會(廣州)
26-29 MAY THE 12TH INTERNATIONAL EXHIBITION ON PLASTICS & RUBBER INDUSTRIES (GUANGZHOU)
Enquiries 查詢: Adsale Exhibition Services Ltd 雅式展覽服務有限公司 - Tel 電話: 28118897

An Economic Beacon in a Sea of Asian Uncertainties

By Ringo Chan*

The Chinese Communist Party's Ninth National People's Congress (NPC) conference, which began on March 5 and ended fifteen days later, charted Beijing's future direction, altered the leadership structure and approved a programme for central Government restructuring. The Chinese People's Political Consultative Conference (CPPCC), the mainland's top advisory body, opened on March 3 and ended eleven days later.

The central Government restructuring, claimed to be the most drastic since 1949, was a key policy decision at the NPC. The reform is aimed at separating the Government from business interests, cutting red tape and reducing corruption. "The incompatibilities of government institutions to the development of a socialist market economy have become increasingly apparent," Mr Li Peng's Government work report said. The existing 40-ministry structure is to be streamlined into 29 ministries and commissions and half of the nation's eight million civil servants are expected to be axed or re-assigned by the end of the century.



Premier Zhu 朱鎔基

Provincial and local government could also face cuts later. The mentality of the "iron-rice bowl" - a job for life - will continue to come under pressure.

Mr Zhu Rongji replaced Mr Li to become the fifth Prime Minister, with the approval 98 per cent of the NPC's delegates. (Mr Li had to step down this year after finishing the maximum two five-year terms according to the Chinese

constitution.) Mr Zhu's achievements are well known. When he was Shanghai mayor in the late 1980s, the "one-chop shop" (a single authority to approve joint ventures) was organized to facilitate foreign investment. Popular with the public, his pragmatic and tough-as-nails management style earned him the nickname of "economic czar".

For instance, he fired the chief of the central bank and appointed himself to the job to "fine tune" the economy through administrative measures. He has also been credited with the economic success in recent years, implementing sweeping reforms and engineering a soft landing for an overheated economy in 1994. Deng Xiaoping, the Chief Architect of the reform, called him "one of the few cadres who really understands how the economy works." Mr Zhu's radical timetable for reform includes five major reform areas and three objectives.

Five major reform areas

- Reform of the grain distribution and marketing system. With three good

中國：亞洲金融浪潮中的信標

陳耀光*

九屆全國人大第一次會議於三月五日至十八日假北京舉行，對中國的未來發展路向、領導人選及國務院重組作出了重要決定；至於在三月三日至十四日召開的九屆全國政協會議，主要是為中國最高層提供決策參考。

是次人大會議的重點落在自四九年以來最龐大的國務院精簡計劃。原有四十個部委將縮減至二十九個，而預計在三年內，將有五成員工下崗。這打破了過往的「鐵飯碗」制度。此外，省及市政府亦會作出整合，以達致政、企分開的目的。

會上，朱鎔基以高票當選為中共建國以來的第五位國務院總理。朱近年在經濟發展上取得重大成就，九三年的宏觀調控即為一

個顯著例子。朱鎔基政績為人熟知，八十年代末出任上海市長時，便實行「一個圖章」（由單一機構審批中外合資計劃）制度吸引更多外資。此外，他實事求是和強硬的管理手法，更贏取了「經濟沙皇」的外號。

當年，朱鎔基撤換央行行長，由自己親任此職，並以一連串行政手段微調經濟。九四年的宏觀調控令經濟軟著陸，鄧小平曾指朱是少數懂得經濟的幹部。未來五年，朱需要處理一系列難題，他的改革方案將強調「五大改革」及「三個到位」。

五大改革

糧食流通體制改革：糧食連續三年豐收令庫存增加，政府將補貼相應增加。

融資體制改革：使其符合市場經濟發展。

醫療制度改革：將於下半年出台。

財政稅制改革：取銷徵收國家規定以外的各種費用。

住房制度改革：住房建設將成為國家經濟的新重點。

三個到位

1. 三年內令國企擺脫困境。

2. 徹底改革金融制度，達致銀行真正商業化，加強央行管理功能。

grain harvests, the financial burden on the Government has increased as a result of the nation's rising grain reserves.

- Reform of the investment system. The channel of funds to be transformed from one governed by administrative measures to a market-led system.
- Reform of the welfare system. National medical care reform will be introduced in the second half of the year.
- Reform of the fiscal and taxation systems. The reform aims to end the collection of excessive and illegal fees, which are not in line with the central Government's regulations.
- Reform of the housing market. A new engine of growth will be the new private housing market, which could help sustain economic expansion.

Three objectives:

- State-owned enterprise (SOE) reform. The target is to turn SOEs around within three years.
- Restructuring of the financial system. The key task is a transformation of the state banks to function as true commercial banks. The central bank will step up its supervision and regulation functions.
- Government Streamlining. The central Government restructuring is scheduled to be completed this

3. 政府機構改革：政府機構的人數於三年內精簡一半。

朱鎔基談到今年的經濟目標時強調，人民幣不會貶值，經濟增長及通脹率應分別達到百分之八及低於百分之三，投資增幅應有百分之十以上，而未來三年在基建、農業及通信方面的投資約為七千五百億美元（約相等於百分之四十的國內生產總值）。

住房將成為國家經濟的新重點。新政策停止福利分房，實行住房貨幣化和商品化。除提供約一千億人民幣住房貸款外，央行亦準備放寬貸款條件，如加長還款期及容許更多銀行參與這類貸款活動。

國家計委部長陳錦華稱，中央將禁止繼續投資供應過量的豪華酒店、辦公室及商廈，資金應投放在基礎建設方面。

房屋改革可為港商帶來新的商機，本港地產商的寶貴經驗亦有助內地發展這個行業。

year, but it will probably take three years to reallocate displaced officials.

Premier Zhu stressed that a key target for this year is to ensure economic growth of 8 per cent with retail-price inflation no higher than 3 per cent. The increase of fixed asset investment is targeted at 10 per cent or a little more this year. Any Yuan devaluation has been ruled out. The government will spend as much as US\$750 billion, equivalent to 40 per cent of annual gross domestic product (GDP), mainly on infrastructure, agriculture and communications in the next three years.

Housing development will become a new growth area in the near term. The allocation of welfare housing will end in the second half of the year and new housing will be commercialized. The Industrial and Commercial Bank of China and the China Construction Bank will offer 100 billion yuan in housing loans this year. Amended home mortgage rules are expected to be introduced later. These could include extending repayment periods and allowing more banks to issue mortgages.

State Planning Minister Chen Jinhua announced a ban on investment in luxury hotels, commercial centres and office buildings, sectors which have suffered from excess capacity. He said funds should go to infrastructure development.

Reform of the housing market may be a positive signal for business sector of the HKSAR. With valuable experience of property development, real estate developers

may be offered opportunities to further develop the mainland's property markets.

Banking reform will be deepened to facilitate economic restructuring. It includes a central bank streamlining, a clean-up of financial irregularities and commercialization of the banking system. The governor of the People's Bank of China, Mr Dai Xianglong, acknowledged that between 20-25 per cent of loans held by the four state banks were non-performing. A 270 billion yuan special Treasury bond will be used to recapitalize the four state banks. The move could help the banks meet the capital-adequacy ratio of 8 per cent set by the Bank of International Settlements. The state banks will also adopt a five-category loan classification system based on international accounting standards to monitor the quality of loans.

Deepening of the far-reaching reform of SOEs will remain a key task of the ongoing economic restructuring. Beijing has maintained its strategy of "grasping the large SOEs and letting small ones go free" and is committed to turn SOEs around within three years. The experience of South Korea's lumbering conglomerates and Asia's turmoil appears not to have had an impact on the 3-year timetable of SOE reform.

With rising unemployment from SOE reform, Labour Minister Li Boyong noted that the social security system will be improved by doubling the contribution to a social insurance fund to two per cent of total wages. Official figures indicate the

部委公司化亦將成為投資銀行的焦點，舉例說，新組成的信息產業部可能成立新公司擴大融資，以加強電信及高科技媒體的發展。

朱鎔基再三向官員強調改革的決心。事實上，東亞風暴的經驗反映了政企分離對經濟發展的強大影響。「裙帶市場經濟」- 倚賴關係發展的經濟，除了破壞市場的有效運作外，亦引發結構性經濟問題。

短期內，東亞金融風暴、內部需求放緩及失業問題均會影響內地經濟前景。經濟放緩亦影響國企改革的步伐。此外，外地市場需求放緩將影響今年外商直接投資的增幅，由此看來，「出口主導政策」頗有修訂的必要。

為了達至百分之八的增長，政府有需要利用凱恩斯式財政政策刺激經濟。以內地十二億人口而言，政府仍有刺激內部需求的空間。

銀行體制改革的內容包括重組央行、重整金融秩序及銀行體系商業化。央行行長戴相龍表示，四大銀行中，兩成至四分之一貸款為壞賬。央行將發行二千七百億人民幣的特別債券，以加強銀行的資本，協助銀行資本比率達至百分之八的國際水平。此外，國營銀行會將貸款項目劃分為五大類，為資本的合理流動創造條件。

勞動部部長李伯勇計劃增加失業保險基金金額至企業工資總額的百分之二。根據官方數字，內地失業率為百分之三點一，預計今年的失業人數約達一千萬。為加快國企改革，政府將額外撥款約四百億人民幣作壞帳及上市融資等準備。

政府重組及其他改革措施將引領國家邁向自由市場經濟（儘管政府可能以其他名稱代替），這對國際及本港商界各有不同意義，其中最令人注目的是政府架構及人事變動對商務的影響。

mainland's unemployment rate hit 3.1 per cent last year and about 10 million workers could be laid off this year. The government will extend 40 billion yuan loan write-offs and give preference for stock and bond issues to state firms to support SOE reform.

By taking the country closer to a free market economy (even if the Party may use another name for it), the Government streamlining and other restructuring measures could facilitate reform. But there could be mixed signals for the international and the HKSAR business communities. Most business people are likely to pay great attention on the issue of the Government restructuring and attempt to estimate how it might affect their businesses. The change of personnel and other newly formed ministries could affect the Government policies in various sectors.

Investment bankers may also pay attention on the issue of corporatization of the ministries and particularly any newly created companies. For example, the Ministry of Information Industry, a newly formed ministry, will manage the nation's telephone networks and high-tech industries and could establish new firms to finance expansions.

Premier Zhu has urged officials not merely to pay lip service to the timetable of reform. If the Government streamlining works, it certainly could be a positive economic development because a separation of government and business is a key issue of concern for an efficient market economy. Experience during the

大量公共基建項目除提供就業機會外，亦能改善經濟結構，這在內陸省份尤其有效。不過，政府改組（提倡小政府政策）及擴張性財政政策（增加政府開支）的組合必須小心處理，否則容易弄至失衡。大量公共基建項目同時為投資者提供了更多長線投資選擇。

近期的減息行動（五月內第二次減息）是朱鎔基刺激經濟及加快改革的第一步。減息有助降低國企利息開支、刺激消費及增加貸款。透過擴張性財政及貨幣政策，中國今年應可達到增長目標。

區內經濟放緩及經濟改革為央行在下半年提供進一步減息的空間，內地也需要一個活躍的股市幫助國企融資。不過，在朱鎔基的改革下，相信不大可能出現股市過熱的現象。

基於以往朱鎔基在控制宏觀經濟的表現，相信國際商界會歡迎他的改革，而

Asian financial crisis showed that a "crony market economy", which operates on connections rather than rules, can be a key economic structural problem.

The regional currency crisis, weakening domestic demand and rising unemployment have cast a shadow over the mainland's short-term prospects. Lower growth could also spell trouble for SOE reform. Given the gloomy external environment, there may also be a further slow down in foreign direct investment this year. As the regional economic crisis began to have its impact, the "export-led growth" development strategy (official encouragement of exports and discouragement of imports through limiting market access) may also need to adjust.

In a bid to achieve the official growth of 8 per cent, a Keynesian fiscal stimulus, therefore, is required to boost domestic demand. In considering a nation with a population of 1.2 billion, about 22 per cent of the world's total, the mainland has a large enclosed economy that could allow room for the Government to reflate domestic demand.

Massive public sector spending would not only create jobs for millions but also improve the economic structure through more infrastructure spending in less developed interior provinces. A combination of the government downsizing (a smaller government) and expansionary fiscal policy (more government expenditure), however, will demand a fine balance. Investors may be

朱與其熟悉經濟的年青技術官員所組成的內閣，將有利繼續開放及加快國企改革。

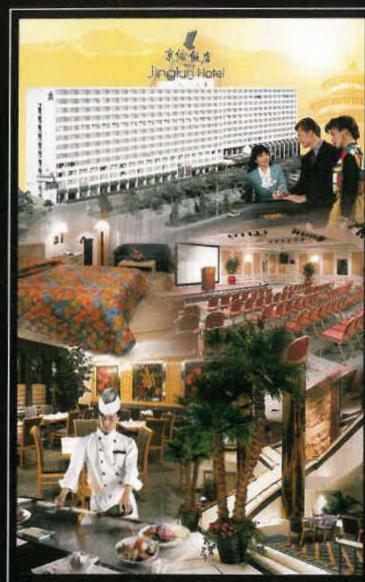
朱鎔基表示：「我們不認為香港在今後會遇到不可克服的困難，但在特定情況下，一旦香港特區政府需要中央政府幫助，只要香港特區政府向中央政府提出要求，中央政府將不惜一切代價，維護香港的繁榮穩定，捍衛聯匯制度。」

這有助提高投資者對香港和聯繫匯率制度的信心，亦顯示中央政府絕不干涉特區事務，全力維護「一國兩制」政策。

十五大主要提倡深化國企改革及開放國企產權新模式。九屆人大會議則顯示了中央政府對改革的決心，特別是對繼續開放改革的政治決心。 ■

* 陳耀光是香港總商會經濟研究主任

京倫飯店
Beijing
Jinglun Hotel



• Beijing •

The Jinglun Hotel

combines the best
state-of-the-art amenities
with the
traditional hospitality
of a bygone age.

3 Jianguomenwai Avenue, Beijing 100020, PRC
Tel: (86-10) 6500-2266 Fax: (86-10) 6500-2022

e-mail: jinglun@public3.bta.net.cn
website: <http://www.jinglunhotel.com>

Hong Kong Office:

Tel: (852) 2850-5857 Fax: (852) 2544-2735

 nikko hotels international

offered long-term opportunities to develop infrastructure and the telecommunications and high-technology sectors, which have not suffered from excess capacity.

The recent interest rate cuts, the second in five months, were the first policy initiative of the Zhu administration attempting to reflate domestic demand. The cuts are aimed at lessening the interest burden of SOEs, stimulating consumer spending and encouraging more lending. With the help of a combination of fiscal stimulus and monetary easing, the mainland could well hit its target growth rate this year.

The slowdown of the regional economies and the on-going economic restructuring may also allow the central bank to further lower interest rates without the risk of generating any financial asset bubble in the second half of this year. A buoyant stock market is required to facilitate state firms to source funds. Any stock market craze (although highly unlikely now), however, is not expected to be allowed under the era of Zhu.

The international business community would welcome the enhancement of Mr Zhu's role because of his sound macroeconomic management of the economy in recent years, especially overseeing sweeping reforms and maintaining economic growth while reducing inflationary pressures. Premier Zhu and his Cabinet, a team of younger professionally technocrats with sound economic knowledge, could also provide a healthy backdrop for continued openness and faster SOE and financial reform.

"We do not think Hong Kong will encounter insurmountable difficulties. But if there were exceptional cases that the SAR requested help, we would spare no effort and no cost to maintain its prosperity and stability of the peg." Premier Zhu said. His statement should enhance investor's confidence about Beijing's determination to maintain the prosperity and stability of the SAR. Again, the central Government has repeatedly pledged not to meddle in the SAR's affairs, ensuring the policy of "one country, two systems" will be fully implemented.

The dramatic initiatives announced at the 15th party congress emphasized more extensive reform of SOEs and opening up of new ownership arrangements for SOEs. The Ninth NPC indicated the continued commitment to economic reform. One encouraging sign is that the Government has showed a strong political will to consolidate and extend economic reform. ■

* *Ringo Chan is Economic Research Executive at the Hong Kong General Chamber of Commerce.*

TOP JOBS

President	Jiang Zemin
Vice-President	Hu Jintao
Prime Minister	Zhu Rongji
Vice-Premiers	Li Lanqing Wu Bangguo Qian Qichen Wen Jiabao
National People's Congress Chairman	Li Peng
Chinese People's Political Consultative Conference Chairman	Li Ruihuan
Supreme People's Court President	Xiao Yang
Procurator-General	Han Zhubin
Central Military Commission Vice-chairman	Zhang Wannian Chi Haotian
State Councillor	Chi Haotian Luo Gan Wu Yi Ismail Amat Wang Zhongyu

中國最高權力架構

國家主席	江澤民
國家副主席	胡錦濤
國務院總理	朱鎔基
國務院副總理	李嵐清 吳邦國 錢其琛 溫家寶
人大委員長	李鵬
全國政協主席	李瑞環
最高人民法院院長	蕭揚
最高人民檢察院檢察長	韓杼濱
中央軍委副主席	張萬年 遲浩田
國務委員	遲浩田 羅幹 吳儀 司馬義、艾買提 王忠禹

The New Line-up of the State Council 國務院部委改革

Ministry of Foreign Affairs
外交部

Ministry of National Defence
國防部

State Development Planning Commission
Original: State Planning Commission
國家發展計劃委員會

State Economic and Trade Commission
Absorption: Ministry of Coal Industry
Ministry of Machine-Building Industry
Ministry of Metallurgical Industry
Ministry of Chemical Industry
Ministry of Internal Trade
National Council of Light Industry
National Council of Textile Industry
國家經濟貿易委員會
Ministry of Education
Original: State Education Commission
教育部

Ministry of Science and Technology
Original: State Science and Technology Commission
科學技術部

Commission of Science, Technology and Industry for
National Defence
Newly formed Commission
國防科學技術工業部

State Ethnic Affairs Commission
國家民族事務委員會

Ministry of Public Security
公安部

Ministry of Civil Affairs
民政部

Ministry of State Security
國家安全部

Ministry of Supervision
監察部

Ministry of Labour and Social Security
Newly formed Ministry
Absorption: Ministry of Labour & Ministry of Civil
Affairs
勞動社會保障部

Ministry of Justice
司法部

Ministry of Finance
財政部

Ministry of Personnel
人事部

Ministry of Land & Natural Resources
Newly formed Ministry
Absorption: Ministry of Geology and Mineral
Resources
國土資源部

Ministry of Railways
鐵道部

Ministry of Construction
建設部

Ministry of Communications
交通部

The New Line-up of the State Council (Cont'd) 國務院部委改革 (續)

Ministry of Information Technology &
Telecommunications
Newly formed Ministry
Absorption: Ministry of Electronics Industry
Ministry of Post and Telecommunications
信息產業部

Ministry of Water Resources
水利部

Ministry of Agriculture
農業部

Ministry of Foreign Trade and Economic
Cooperation
對外經濟貿易合作部

Ministry of Culture
文化部

Ministry of Health
衛生部

State Family Planning Commission
國家計劃生育委員會

People's Bank of China
中國人民銀行

Auditing Administration
審計署

To be Abolished 撤銷部委

Ministry of Power Industry
電力工業部

Ministry of Electronics Industry
電子工業部

Ministry of Labour
勞動部

Ministry of Coal Industry
煤炭工業部

Ministry of Chemical Industry
化學工業部

Ministry of Radio, Film and Television
廣播電影電視部

Ministry of Metallurgical Industry
冶金工業部

Ministry of Internal Trade
國內貿易部

Ministry of Geology and Mineral Resources
礦產部

Ministry of Machine-building Industry
機械工業部

Ministry of Post and Telecommunications
郵電部

Ministry of Forestry
林業部

State Commission for Restructuring Economy
國家經濟體制改革委員會

State Physical Culture and Sports Commission
國家體育運動委員會

Commission of Science, Technology and
Industry for National Defence
國防科學技術工業委員會



New double taxation arrangements will benefit shipping interests ...

避免雙重徵稅協議不但對航運業有利

Double taxation relief – good news for China firms

Deloitte Touche Tomatsu says new double tax arrangements will enhance the competitiveness of Hong Kong businesses with Mainland interests

China's open door policy has enabled Hong Kong to establish a close business relationship with the Mainland. This close tie is due in part to Hong Kong's strategic location and the level of investments Hong Kong business people have in China.

However, given the differences in the tax systems of Hong Kong and China, and the absence of a tax treaty, Hong Kong's cross border businesses often feel the pain of double taxation. The effort to curb double taxation, announced in the Hong Kong SAR's 1998-99 Budget, is an excellent move that shows sensitivity to business concerns and cooperation between Hong Kong and Beijing.

The issue of double taxation had not previously been formally addressed. Before July 1 1997, China did not want to be perceived as interfering with the operation of the Hong Kong Government. After July 1 1997, Hong Kong, as part of China, could not enter into a double tax treaty with the Mainland. Another delaying factor was the process of developing China's tax system following the tax reforms in 1994. It takes time for a new tax administration system to mature and its tax rules to be properly enforced.

Previously, it was not possible to quantify the number of companies affected by double taxation, nor the financial effect. Nevertheless, in analyzing the tax legislation of Hong Kong and the PRC, it is not difficult to discern many situations that give rise to double taxation.

Take the example of Hong Kong companies selling to PRC customers. The Hong Kong company may set up a representative office to collect market information and negotiate with customers. This representative office will normally be subject to PRC tax on a deemed profit basis unless it can obtain tax exempt status. However, the sales income of the Hong Kong company will also be subject to Hong Kong tax as the company carries out its trading activities in the SAR.

Another example is found in the sale in Hong Kong of plant and machinery that is then installed on the Mainland. The total profit arising from such a transaction would be subject to tax in Hong Kong, while the income attributable to the installation services would be subject to tax on the Mainland.

This double taxing reduces the competitiveness of Hong Kong compared

with other countries in the region that have negotiated double taxation treaties with China.

Moreover, countries such as Singapore have been claiming double taxation treaties and asset protection clauses with China. The double taxation treaty would give preferential treatment to Singapore. Singapore residents spending less than 183 days, rather than 90 days, are exempt from PRC Individual Income Tax. Furthermore, withholding tax is 10%, instead of 20% for PRC sourced interest income derived by Singapore residents. Singapore has been claiming that overseas investors doing business in China should set up their holding companies there.

Double taxation with Hong Kong was not the intention of the Mainland. Yvonne Law, our Firm's lead tax partner on Hong Kong and China taxes, was an advocate for change and the double tax issue was finally specifically addressed in the 1998/99 Financial Budget announcement on February 18, 1998. Sir Donald Tsang, the Financial Secretary, advised that the Special Administrative Region had reached an understanding with the relevant authorities in the Central People's Government on arrangements

避免雙重課稅 港商獲益良多

德勤會計師行表示，避免雙重課稅有助加強港商在內地的競爭力。

中國大陸實施改革開放以來，內地與香港的商務往還日趨頻密，這固然跟地利有關，但港商大舉在內地投資也是重要因素。

香港與內地稅制有別，加上兩地並無稅務協議，因此，港商在內地營商，往往飽嚙雙重課稅的苦頭。幸好財政司司長在九八至九九年度的特區預算案中，公布了一系列避免雙重課稅的安排，一方面顯示了特區政府重視商界意見，另一方面則表現京、港兩地能互相諒解，表誠合作。

在此之前，有關當局從未正式因應雙重課稅的問題對症下藥。回歸前，中國不願意因處理這項問題而被視為干預港英政府內政；回歸後，香港已是中國一部分，不能跟內地簽訂避免雙重課稅的協議。令雙重徵稅問題遲遲未獲解決的另一原因，是內地在九四年實施稅務改革。當局必須等待新的稅務系統運作成熟，有關稅務規例妥善執行後，才能著手處理上述問題。

過往，我們無法估計受雙重課稅影響的公司數目，也無從評估它們在這方面的財政負擔，但只要分析兩地稅制，便不難發現這種例子多得勝枚舉。

aimed at minimizing the scope for double taxation between the Mainland and Hong Kong.

We understand that the arrangements is set out in a "Memorandum of Arrangement" signed in Hong Kong on February 11, 1998. The arrangements will cover airline and shipping operations as well as other business areas, land transportation, permanent establishments, services and personal taxation which will enhance the competitiveness of Hong Kong business operating on the Mainland. Further details of the arrangement have not yet been released.

We understand that the main provisions which will affect the Hong Kong investors in China may include the following five areas:

- If the Hong Kong enterprise carries on business through a permanent establishment on the Mainland, the profits of the enterprise may be taxed on the Mainland but only to the extent of those attributable to that permanent establishment. Permanent establishment does not

以向內地顧客銷貨的港商為例，他們在中國大陸開設代辦，目的是收集市場信息和聯絡客戶，內地稅務機關一般會向其徵稅（除非代辦已獲稅務寬免優惠）；與此同時，由於該公司在特區內進行貿易活動，所得的營業收入亦須在港課稅。

雙重課稅的另一例證見於跨境貿易活動。港商在港出售機械設備後，如將之運往內地安裝，便須在本港繳納利得稅，並同時就安裝機械的收入向內地稅務機關繳稅。

區內不少國家已跟內地簽訂避免雙重課稅的協議，相比之下，香港的競爭力毋疑較為遜色。

以新加坡等國為例，它們除了跟內地簽訂避免雙重課稅的協議外，還訂定資產保障條款。新加坡商人在中國營商，可享有多項稅務優惠；該國國民在內地居住不足一百八十三天，無需繳納個人所得稅（港人在內地居住九十天或以上便須納稅）；此外，新加坡人在內地所得的股息收入，亦只需抽取百分之十作為預提稅（一般應為百分之二十）。由於享有上述優惠，新加坡政府呼籲到中國投資的海外商人選擇在該國開設控股公司。

cover facilities or a fixed of business for storage, display or delivery of goods, purchasing goods, advertising, collecting information or other preparatory or ancillary activities. Projects or supervisory activities, or services furnished by a Hong Kong enterprise on the Mainland, provided that the projects, activities or the services furnished continue for a period not exceeding 6 months in any 12-month period, will not constitute a permanent establishment on the Mainland. The income derived will not be subject to Mainland tax. Nevertheless, this exemption would only apply to PRC income tax and there may still be exposure to Business Tax depending on the circumstances.

- Uplifts income from the Mainland from aviation, shipping and land transport operations carried out by Hong Kong enterprises will be exempted from Mainland income tax and business tax. Reciprocal tax exemption would also apply to

事實上，港商被雙重徵稅並非內地所樂見。德勤會計師行合夥人羅盛慕女士對香港與內地稅制素有研究，多年來一直呼籲有關方面修訂稅務條例，避免雙重徵稅，而這個問題終於在九八至九九年度的財政預算案中獲得正視。財政司司長曾蔭權在宣讀預算案時宣布，特區已跟中央政府達成諒解，縮窄兩地出現雙重課稅的範圍。

據悉，雙方已於一九九八年二月十一日簽訂一份關於避免雙重徵稅的備忘錄，內容涉及航空業、航運業、陸路運輸、開設分公司、服務業及個人所得稅等多個範疇，目的是提高港商在內地的競爭力，但備忘錄的詳情則尚未公布。

備忘錄的主要條款，可能在下列五方面影響在內地投資的香港商人：

- 若港商透過內地的分公司經營，前者只需就後者所得的盈利向內地政府納稅。若港商在內地開設的分公司是從事倉存、陳設或運送貨物等業務，或進行採購、宣傳、收集信息或其他籌劃工作等輔助活動，一律不用向內地稅局課稅。若港商在

PRC enterprises having income of uplifts from Hong Kong.

- In general, income derived by a Hong Kong resident providing services, including professional services, on the Mainland will not be subject to Mainland individual income tax if that resident stays on the Mainland for a period not exceeding 183 days in the calendar year concerned. At present, a Hong Kong resident providing services on the Mainland will be subject to Mainland individual income tax if his stay on the Mainland exceeds 90 days. However, it is our understanding that this treatment does not apply to Hong Kong entertainers performing on the Mainland.
- In respect to areas covered under the arrangement, Hong Kong will provide tax credit relief for Hong Kong residents who suffer double taxation on the Mainland. For example, if the income is subject to tax in China and the same income is subject to tax in Hong

內地所負責的計劃、監督工作或服務為期不足六個月（在任何十二個月內），執行有關工作的單位便不屬於港商的分公司，其收入亦不須在內地繳稅。然而，以上寬減措施只適用於內地所得稅，至於港商是否需要繳納營業稅，則視乎情況而定。

- 港商在內地從事空運、航運及陸路運輸所得的收入，將獲內地政府豁免徵收所得稅及營業稅；同樣，在港從事運輸業的內地公司，亦可獲此待遇。
- 凡一年內在大陸居住不超過一百八十三天，而又在當地提供服務（包括專業服務）的香港居民，所得收入一律不須在內地繳納個人所得稅。現時，香港居民在內地居住超過九十天，便須就有關收入繳納個人所得稅。據悉，這項稅務寬免安排不適用於在內地表演的香港藝人。
- 根據有關安排，香港將為受雙重徵稅影響的港人提供稅額抵免優惠。舉例說，若兩地須就同一項收入徵稅，港人可以內地的課稅抵銷香港的應課稅款。
- 兩地稅局同意透過協商，解決備忘錄的釋義或執行問題，以及其他不包括在內的事宜。

Kong, the China tax paid can be credited against the Hong Kong tax payable.

- The Hong Kong and Mainland tax authorities may resolve by consultation any difficulties arising from the interpretation or application of the arrangement as well as other areas of double taxation not covered in the arrangement.

The arrangement will take place as soon as the two sides have completed the requisite approval procedure at their respective ends and notified each other in writing. However, the issue of China withholding tax on interest was not included in the arrangement. The entire system of withholding tax in China is under examination by the PRC tax authorities. Therefore, this issue will be addressed in the future.

In the case of Hong Kong, under the Inland Revenue Ordinance, the Chief Executive-in-Council will need to make an Order to declare that the arrangement takes effect. The order is subject to the scrutiny of the Provisional Legislative Council. The arrangement will effect

有關安排將待雙方完成所需的批核程序，並以書面通知對方後開始生效。安排內雖未提及內地向港商徵收預提稅一事，但內地稅務機關正檢討整個預提稅制度，相信稍後便會處理上述問題。

根據本港的《稅務條例》，行政長官會同行政會議須頒令宣佈上述安排生效，命令亦得交由臨立會詳細審議。有關安排將對港商在九八年七月一日或以後在內地取得的收入，以及於九八年四月一日或以後在香港取得的收入構成影響。

為了執行有關安排，兩地必須訂立相應的稅務行政程序，香港稅務局亦須跟內地稅務機關互通信息。不過，特區政府已保證會嚴格執行《稅務條例》第四條中的保密條文。

有關條文規定，如非執行《稅務條例》所需，稅務局及其員工不得向他人（包括內地稅務機關）披露任何資料或文件。這方面的規定必須在法例裡清楚加以註明。

引入避免雙重徵稅的安排，代價小而受惠者眾。按九六至九七年度的稅收計算，實行有關措施後，香港每年的稅收相信只會減少一千五百萬港元。

income derived on or after July 1, 1998 in the Mainland, and in any year of assessment commencing on or after April 1, 1998 in Hong Kong.

In order to enjoy the double taxation relief benefit, it is probable that some sort of tax administration procedures will need to be in place. Exchanges of information between Hong Kong Inland Revenue Department and PRC tax authorities may also be required. Nevertheless, we have been assured that the secrecy provisions under Section 4 of the Hong Kong Inland Revenue Department would still be strictly enforced.

The Inland Revenue Department and its staff are not allowed to provide any information or documents to anyone (including the Mainland tax authorities) that comes to their knowledge in the performance of their duties except for the purpose of carrying out the provisions of the Inland Revenue Ordinance. We would like to see specific clarification in the legislation to reinforce this.

Double taxation relief will provide strong benefits at a relatively small



... and the airline industry, as well as other sectors.

..... 航空業及其他界別亦獲益良多。

特區政府銳意解決雙重徵稅的問題，著實令人欣喜。事件一方面顯示了香港及內地重視港商及專業人士的意見，另一方面則說明兩地能透過協商解決問題，而雙方訂立的措施，更有效地使香港跟其他與內地簽訂了稅務協議的國家享有同等待遇。

毫無疑問，此等措施將提高港商在內地的競爭力，為香港締造更美好的營商環境，正如曾蔭權在《加強競爭優勢》的報告內所言：「我們的目標是提供有利的環境，讓各行各業蓬勃發展。」

price. It was anticipated that due to the introduction of the double tax relief, the tax revenue of Hong Kong would be reduced by HK\$15 million per year, using the revenue figures for 1996/97.

The effort to curb the threat of double taxation is an excellent move of our government. It demonstrated the Hong Kong and Mainland authorities have listened to voices from the Hong Kong business and professional communities. It also showed that they can resolve problems through discussions themselves. The measures effectively places Hong Kong in the same category as any country with a treaty with China.

The measure will definitely enhance the competitiveness of Hong Kong businesses operating on the Mainland. This is a good starting point to achieve "our objective in providing an environment in which business in all its diversity has good conditions in which to flourish", as advocated by Donald Tsang in his report, "Sharpening the Competitive Edge", distributed February 18, 1998.

MEMBER-GET-MEMBER Contest

會員招募會員大競賽

The second phase of the Member-get-member contest is now on.

Bring your friends into the Chamber network and expand your business opportunities through our quality services.....

Have a word with your friends on Chamber membership and fax (No: 2527 9843) their name cards to us. We will send the invitation on your behalf and follow it up. To express our appreciation for your contribution, you may get up to **three rewards**:

Entry Lucky Draw

Each referral will entitle you a lucky draw ticket in the *Entry Lucky Draw*. The more referrals you make, the more likely for you to win:

TWO ROUND TRIP TICKETS TO KAOHSIUNG
SPONSORED BY HONG KONG DRAGON AIRLINES LTD

HK\$200 Shopping Coupon

For every successfully recruited new member referred by you, the Chamber will award you with a HK\$200 shopping coupon **AND.....**

The Best Recruiter Lucky Draw

Your name will be automatically entered into **The Best Recruiter Lucky Draw** to be held in July. You will have the chance to win:

a Motorola Star TACj mobile phone
sponsored by Hongkong Telecom
OR

two round trip tickets to Sydney
sponsored by Cathay Pacific

More successful referrals will increased your chance to win.

Act Now!

The contest is for all Chamber members and employees. Call the membership hotline 2823 1236 for details.

第二期的《會員招募會員大競賽》已經展開！

作為香港總商會的會員，對於商會如何助您擴闊人脈網絡，開發貿易商機，您自然瞭如指掌！何不廣邀朋友加入商會，共享本會的優質服務？

只要您跟朋友談及商會為您提供的各項服務，並把他們的名片傳真到本會（號碼：2527 9843），我們會以您的名義發出邀請函件，請他們加入商會。舉手之勞即可令您有機會獲得多至 **三重獎賞**：

多謝您！

每推薦一間公司加入商會，便會為您帶來一次抽獎的機會，贏取

港龍航空公司送出雙人來回高雄機票

再多謝您！

所推薦的公司加入成為會員，我們即會送上價值港幣二百元的購物禮券，而您會自動進入下一環節的抽獎.....

再三多謝您！

每一位經您推薦的會員都會為您帶來另一次抽獎機會，參加於 1998 年 7 月舉行的《會員招募會員大競賽 - 特別大抽獎》，贏取下列禮品：

香港電訊送出的摩托羅拉 StarTACj
手提電話一部

或

國泰航空送出雙人來回悉尼機票

請即行動

歡迎所有會員公司及屬下僱員參加。敬請火速行動，垂詢請電會員熱線 2823 1236。

SPONSORED BY 贊助機構：



CATHAY PACIFIC



Hongkong Telecom
香港電訊



DRAGONAIR
港龍航空

會員招募會員大競賽 參加表格 Member-get-member Contest Reply Form

致：香港總商會 會員部
To: Membership Section

傳真 Fax: 2527 9843
查詢 Tel: 2823 1236

參加者資料 Participant's Details

姓名 Name: _____

職位 Position: _____

公司 Company: _____

會員編號
Member No: _____

地址 Address: _____

電話 Tel: _____ 傳真 Fax: _____

我推薦下列公司加入香港總商會：

I would like to recommend the following companies to be members of the Chamber:

Please attach name card(s)
(on separate sheets if you need more space)

請附上名片
(歡迎附加紙張)

Positive Message at Fifth Annual Spring Dinner

The Government hopes to have its Pilot Guarantee Scheme for pre-export expenses of Small and Medium Enterprises in place by the middle of this year, according to the Director-General of Industry, Mr Francis Ho.

Mr Ho was speaking at the Chamber's Fifth Annual Spring Dinner at the Metropal Restaurant on February 21 organised by the Small and Medium Enterprises Committee. As usual, the Spring dinner was enormous success with more than 630 Chamber members and their guests celebrating throughout the evening.

Our thanks go to our sponsors and all those who offered gifts for the Lucky Draw. (A full list of sponsors and Lucky Draw contributors is provided at the end of this article.)

In his address to the Dinner, Mr Ho noted that SMEs constitute over 98 per cent of all the enterprises in both the manufacturing and services sectors and employ some 60 per cent of the working population in Hong Kong.

"The Government of the Hong Kong Special Administrative Region fully recognises the contributions by SMEs to the Hong Kong economy," he said.

"We, in the Industry Department, have taken it as one of our missions to assist the development of SMEs, and we do so under the broad principle of minimum intervention and maximum support.



Plenty of conversation at the Chairman Mr James Tien's Head Table

田北俊主席與賓客談笑甚歡。



A formal toast to members and the Year of the Tiger.

向會員祝酒，共迎新歲。

春茗晚會傳達利好信息

工業署署長何宣威先生出席本會春茗聯歡晚會時透露，特區政府希望在本年年中推出「信貸保證試驗計劃」，協助中小型企業解決出口前的開支問題。

春茗聯歡由本會中小型企業委員會主辦，於二月廿一日假名都酒樓舉行。踏入第五年的春茗盛況一如往昔，出席的會員和嘉賓超過六百三十位，場面極為熱鬧。

我們謹向所有贊助幸運大抽獎獎品的機構及人士致意（贊助名單見文末。）

何宣威致辭時指出，中小型企業佔製造業和服務業企業總數百分之九十八以上，而且僱用了全港勞動人口約六成之多。

他說：「特區政府深切瞭解中小型企業對香港經濟的貢獻。工業署在奉行『最少干預、最大支援』的大原則下，亦以促進中小型企業的發展為其中一項使命。

「受規模和資源限制，中小型企業的需要往往有異於大公司。為了更深入瞭解和滿足它們的需要，工業署致力與各工商機構和支援組織合作，為這些企業提供支援。

「九六年七月，政府成立中小型企業委員會，藉此找出有助中小型企業發展的措施。委員會成員來自包括總商會在內的各大工商機構。該會提出了多項切實可行的建議，例如出版《供中小型企業使用的服務及設施指南》和籌辦中小型企業日等。

「此外，基於委員會的建議，政府將推出『信貸保證試驗計劃』，協助中小型企業向借貸機構融資，籌集出口前所需的開支。制訂計劃細節的工作已接近完成，我們希望在取得撥款批准後，在今年年中推出計劃。

「我們樂見私營機構主動支援香港中小型企業的發展。貴會屬下的中小型企業委員會，更以竭力為這類會員爭取權益而為人稱道。



Ms Phyllis Kwong, Chairman of the Chamber's SME Committee welcomes members and guests at the Spring Dinner.

中小型企業委員會主席鄺家賢女士致歡迎辭。



Chamber Chairman, Mr James Tien, delivers his welcoming remarks.

田北俊主席致歡迎辭。



Director-General of Industry, Mr Francis Ho, Addresses the fifth annual Spring Dinner.

工業署署長何宣威致辭。

"We recognise that SMEs, due to their limitation in size and resources, often have specific needs different from larger enterprises. To better understand and serve their needs, we strive to provide support to SMEs through partnership with industrial and trade organisations and support bodies.

"The Government established the SMEs Committee in July 1996 for identifying measures to facilitate the development of SMEs. Major industrial and trade organisations, including the Chamber, are represented on it. The Committee has proposed a number of useful initiatives, including publishing a Directory on Services and Facilities Available to SMEs and organising on SME-Day.

"Also, arising from the Committee's recommendation, the Government is planning to launch a Pilot Credit Guarantee Scheme to help SMEs to obtain financing from lending institutions for pre-export expenses. Details of the scheme are being finalised and subject to funding approval, we hope to have the scheme launched in mid-1998.

"We are glad to see that the private sector has also taken their own initiatives to support SMEs in Hong Kong. The Chamber's SMEs Committee has been particularly renowned for its commitment in representing the interest of the Chamber's SME members.

"We recognise the importance of input from the private sector in implementing our industrial policy and I can assure you the Government will continue to work closely with the Chamber to promote the business environment for SMEs.

"Hong Kong's industries have had some difficult times before, but our industries have always found ways to adapt themselves and overcome the difficulties. This could not have been achieved without the dynamism of the Hong Kong entrepreneurs and the sound fundamentals of Hong Kong's economy.

"I strongly believe that the current plight will soon be over and Hong Kong SMEs will be able to further develop in the years to come," he said.

SME Committee Chairman, Ms Phyllis Kwong, welcomed everyone to the annual Spring Dinner, this time to celebrate the Year of the Tiger.

"The activities organised by our SME Committee such as training workshops, seminars business roundtables and outgoing missions have been very well supported by and have benefited our members," she said.

"The Committee is also pro-active in lobbying government, the various government advisory committees and Legco on matters of immediate concern to small companies. These include labour relations, operating costs, industrial policy, government charges, fair competition and taxation issues.

"To quote two recent examples, we succeeded in persuading government to freeze its fees and charges and the TDC to reduce its charges for various on-site services at local fairs," she said.

"With the support of members, our SME Committee continues to come up with new initiatives to serve our members better. Tonight's Spring Dinner serves as an excellent example."

Chamber Chairman, The Hon James Tien, also welcomed the guests: "It is good to see so many familiar faces again this year and I take this opportunity to also welcome those who are attending such a get-together for the first time," he said.

"I hope you will continue to give the Chamber your valuable support in the work that we do on your behalf. This is especially important under the present economic climate which has SMEs struggling to keep their heads above the water.

"We are committed to looking after the interests of SMEs particularly our members during these tough times and have in fact been lobbying very hard on behalf of smaller companies to improve their competitiveness.

"This included asking government to suspend any increases in its fees and charges. We are also looking into the possibility of reducing other charges which SMEs incur in their daily course of business.

"At the Chamber, we hope to continue with what we believe to be useful and practical work for SME members. If you have any ideas on what the SME Committee should be focussing on or suggestions on services that the Chamber can provide to you, please let us know. We are here to serve you." He said. ■

SPRING DINNER

「私營機構的參與對落實工業政策十分重要，而我可以在此保證，政府定會繼續與總商會緊密合作，改善中小型企業的營商環境。」

「香港工業過去也曾處於逆境，但每次總能設法適應，度過難關，這與香港經濟根基穩固，企業家充滿幹勁有很大關係。」

「我深信現時的困境很快便會過去，中小型企業今後必會有更大發展。」

中小型企業委員會主席**鄭家賢**女士致歡迎辭時指出：「委員會不時籌辦培訓班、講座、研討會、外訪經貿考察團等活動，一向深受會員歡迎，會員亦從中獲益良多。」

「此外，我們亦積極向政府、各諮詢委員會和立法會就勞資關係、營運成本、工業政策、政府收費、公平競爭和稅制等問題反映中小企業的意見。」

「以近期為例，我們成功游說港府凍結各類徵費；貿易發展局亦同意降低本地展覽會部分場內服務的收費。」

「中小型企業委員會在會員的鼎力支持下，不斷求進。今晚的春茗就是一個非常突出的例子。」



Mrs Maria Cheung with winners of the Chinese Lantern Riddle competition.

張黃莉淳女士與猜燈謎環節的優勝者。

本會主席**田北俊**致歡迎辭時表示：「很高興看到很多熟悉的面孔，而我更要藉著這個機會，歡迎首次參加春茗的會員。」

「總商會致力為會員爭取權益，希望各位繼續支持我們的工作。在現時經濟動盪、中小型企業掙扎求全的環境下，您的支持，對商會非常重要。」

「我們必定竭盡所能，協助中小型企業會員度過難關。事實上，我們正代表規模較小的會員公司與各方面磋商，藉此提高它們的競爭力，當中包括要求港府凍結各類徵費。此外，我們亦積極尋求有關方面減免其他涉及中小型企業日常營運的收費。」

「我們將繼續以務實的態度，捍衛中小型企業的權益。如對中小型企業委員會的工作重點和服務有任何意見，歡迎大家隨時提出。我們樂意聆聽各位的心聲，務求服務盡善盡美。」



A less formal toast in the beer drinking competition.

啤酒競飲。



Traditional Chinese Music provided an appropriate backdrop for the Annual Dinner.

在傳統中樂伴奏下，晚會更添氣氛。

HKGCC SPRING DINNER 1998

香港總商會一九九八年度春茗聯歡

LUCKY DRAW

幸運大抽獎

PRIZE

1. "Toshiba" 29-inch television and DVD Player
東芝 29吋大屏幕彩色電視機
2. 2 return economy tickets to London
香港 - 倫敦雙程機票兩張
3. Pair of Feng Shui Unicorns
風水麒麟一對
4. Dinner for 12 at Carrianna Restaurant
佳寧娜酒樓 12位晚宴
5. "Omas" fountain pen
"Omas" 墨水筆
6. Gold tiger figurine
足金金虎一隻
7. 2 return economy tickets to Bangkok
香港 - 曼谷雙程機票兩張
8. Canon "IXUS" automatic camera
佳能 IXUS 自動相機一部
9. Premium Phone Model CT100HK
CT100HK 無線電話
10. Royal Park Chinese Restaurant food & beverage
voucher 帝都中式酒樓贈券二千元
11. Jet Steam Oven
電蒸爐
12. Olympus " (" Zoom 115 Camera
奧林克斯相機一部
13. "Sharp" 14-inch colour television
香港 - 澳門來回船票十張
14. "Martell" Cordon Bleu
馬爹利藍帶白蘭地
15. "Phillips" Haloplate 飛利浦雅樂爐
16. "Waterman" fountain pen 墨水筆
17. "Waterman" fountain pen 墨水筆
18. \$1,000 cash voucher
現金禮券一千元
19. \$1,000 cash voucher
現金禮券一千元
20. \$1,000 cash cheque
現金支票一千元
21. \$1,000 Wing On Gift Certificate
永安公司禮券一千元
22. 100% cashmere pullover
茄士咩羊毛衫
23. 100% cashmere pullover
茄士咩羊毛衫
24. Household goods worth \$1,000
家庭用品一千元
25. "Giabo" electric wok 捷家伴電鑊
26. "Thermos" fry pan
"Thermos" 平底鑊
27. 100% cashmere sweater
茄士咩羊毛衫
28. Household goods worth \$800
家庭用品八百元
29. 10K Gold "Cross Townsend" Ball-pen
10K 高仕原子筆
30. "Genesis" stereo CD/Radio/Dual Cassette Recorder
雙卡式收音錄音鑄射唱機

SPONSOR

- The Hon James Tien 田北俊先生
Manhattan Garments 萬泰製衣國際有限公司
Eupo-Air (Holdings) Ltd
歐亞集團
- Mrs Maria Cheung 張黃莉淳女士
Hing Yu Metal Works Ltd 興宇汽車排氣鼓廠
Mrs Fanny Lai 黎葉寶萍女士
Fanny P Lai & Co 黎葉寶萍會計師行
Ms Phyllis Kwong 鄺家賢女士
Phyllis K Y Kwong & Leung 鄺家賢律師行
Mr Alvin Chan 陳大枝先生
Ekipac China Ltd 維昌洋行
Mr Peter Sutch 薩秉達先生
John Swire & Sons 太古集團
Mr Anthony Nightingale 黎定基先生
Jardine Pacific Ltd 怡和太平洋
Hongkong Telecom
香港電訊
Sun Hung Kai Properties Group
新鴻基地產
Dr Lily Chiang 蔣麗莉博士
Chen Hsong Holdings Ltd 震雄集團
Li & Fung
利豐集團
Hong Kong Ferry (Holdings)
香港小輪〔集團〕有限公司
Ms Phyllis Kwong 鄺家賢女士
Phyllis K Y Kwong & Leung 鄺家賢律師行
CLP Power 中華電力
BAT China 英美煙草
BAT China 英美煙草
Ms Phyllis Kwong 鄺家賢女士
Phyllis K Y Kwong & Leung 鄺家賢律師行
Ms Phyllis Kwong 鄺家賢女士
Phyllis K Y Kwong & Leung 鄺家賢律師行
Mr Joe Tam 譚耀祖先生
AG Wilkinson & Associates 韋堅信產業測量師行
Ms Pauline Leung 梁寶華小姐
Arthur Andersen & Co 安達信公司
The Hon Henry Y Y Tang 唐英年先生
Peninsula Knitters 半島針織
The Hon Henry Y Y Tang 唐英年先生
Peninsula Knitters 半島針織
Mr Denis Lee 李榮鈞先生
Kingscore Industrial Ltd 勁億實業有限公司
CLP Power 中華電力
Ms Elaine Cheng 鄭漪連小姐
China Overseas Business Consulting Ltd 中外商務策略有限公司
The Hon Henry Y Y Tang 唐英年先生
Peninsula Knitters 半島針織
Omac Production House
奧瑪製作室
The Hon Paul M F Cheng
鄭明訓先生
Mr Brian Stevenson 施文信先生
Ernst & Young 安永會計師事務所

SPRING DINNER

31. Two bottles of brandy 白蘭地兩瓶
 32. Dinner buffet for 2 at Marriott Cafe
萬豪酒店自助晚餐兩位
 33. \$500 cash voucher
現金禮券五百元
 34. \$500 cash voucher
現金禮券五百元
 35. Marks & Spencer coupons
馬莎百貨禮券五百元
 36. Dinner at Loong Yuen Restaurant, Holiday Inn Golden Mile
金域假日酒店龍苑中餐廳晚飯禮券
 37. \$500 cash cheque
現金支票五百元
 38. 2 cans abalone
兩罐鮑魚
 39. Gold Pendant
足金鏈咀
 40. Dinner buffet for 2 at Cafe Vienna, Holiday Inn Golden Mile
金域假日酒店 Cafe Vienna 自助晚餐券兩張
 41. Luncheon buffet for 2 at Grand Buffet Restaurant
九龍灣國際展貿中心風味閣餐廳雙人自助午餐
 42. Luncheon buffet for 2 at Grand Buffet Restaurant
九龍灣國際展貿中心風味閣餐廳雙人自助午餐
 43. "Hennessy" Privilege Cognac
軒尼斯特級干邑
 44. 2 bottles of "Taylor's" Port
泰來砵酒兩瓶
 45. Pure goldleaf vase with flower design 金箔花瓶
 46. Land Between Tour for 2
雙人免費參加「遨遊新界東北線」旅行團
 47. Afternoon Western shoreline and Tsing Ma Bridge Cruise for 2
雙人暢遊香港西岸及青馬大橋
 48. Afternoon Western shoreline and Tsing Ma Bridge Cruise for 2
雙人暢遊香港西岸及青馬大橋
 49. Afternoon Western shoreline and Tsing Ma Bridge Cruise for 2
雙人暢遊香港西岸及青馬大橋
 50. Afternoon Western shoreline and Tsing Ma Bridge Cruise for 2
雙人暢遊香港西岸及青馬大橋
- Dr Hari Harilela 夏利萊博士
Mr Paul Chan 陳茂波先生
Paul M P Chan & Co 陳茂波會計師行
Ms Phyllis Kwong 鄭家賢女士
Phyllis K Y Kwong & Leung 鄭家賢律師行
Ms Phyllis Kwong 鄭家賢女士
Phyllis K Y Kwong & Leung 鄭家賢律師行
Gemini Personnel Ltd
晶雅人事顧問公司
Dr Hari Harilela
夏利萊博士
Mr H M G Forsgate 霍仕傑先生
Eralda Industries 宏達洋行
Mr Andrew Yuen 袁耀全先生
On Kun Hong 安勤行
Kemklen Technical Services
劍橋機械修理有限公司
Dr Hari Harilela
夏利萊博士
Hongkong International Trade and Exhibition Centre
九龍灣國際展貿中心
Hongkong International Trade and Exhibition Centre
九龍灣國際展貿中心
Mr Daniel Koo 古勝祥先生
The Shui Hing Co 瑞興百貨公司
Modern Terminals Ltd
現代貨櫃碼頭
HongkongBank 香港上海匯豐銀行
Hong Kong Tourist Association
香港旅遊協會
Mr Stanley Ko 高鑑泉先生
Jardine Pacific Ltd 怡和太平洋
Mr Stanley Ko 高鑑泉先生
Jardine Pacific Ltd 怡和太平洋
Mr Stanley Ko 高鑑泉先生
Jardine Pacific Ltd 怡和太平洋
Mr Stanley Ko 高鑑泉先生
Jardine Pacific Ltd 怡和太平洋

SPONSORS OF GIFTS AND OTHER PRIZES

禮券及其它獎品贊助人

- American International Assurance Co Ltd
Air Eagle International Freight (HK) Ltd
Mr Locky Chu, Apac Industrial Co Ltd
CLP Power
DHL International (HK) Ltd
Mr Hiroshi Matsui, The Hong Kong Japanese Chamber of
Commerce & Industry
Mrs Maria Cheung, Hing Yu Metal Works Ltd
Hong Kong Airport Authority
Mr Tsang Yau Sing, Fourseas Telecom Ltd
HongkongBank
Inchcape Pacific
Intra Commercial Co Ltd
Mr K K Yeung, K K Yeung Management Consultants
Lam Soon (Hong Kong) Ltd
Li & Fung
Mr Manohar Chugh, Nisha Electronics
The Shui Hing Co Ltd
Three Rivers Fashion Co Ltd
Mr Alan Lung, Time/system (HK) Ltd
Mr S R Sarkar, Yamazen Co Ltd
- 美國友邦保險有限公司
飛鷹國際貨運〔香港〕有限公司
朱拳麟先生, 安柏工業有限公司
中華電力
敦豪國際〔香港〕有限公司
松井弘志先生, 香港日本人商工會議所
- 張黃莉淳女士, 興宇汽車排氣鼓廠
香港機場管理局
曾有成先生, 泗海電訊系統有限公司
香港上海匯豐銀行
英之傑洋行
Intra Commercial Co Ltd
楊國琦先生, 楊國琦管理顧問有限公司
南順〔香港〕有限公司
利豐集團
文路祝先生, 麗莎電子
瑞興百貨有限公司
三川時裝有限公司
龍家麟先生, 時間/系統〔香港〕有限公司
蘇紐薩嘉先生, 山勝有限公司

贊助供應全場"藍妹"啤酒及啤酒競飲比賽獎品

Sponsor of "Blue Girl" Beer and Prizes for the Beer Drinking Competition

Jebsen & Co Ltd

捷成洋行

Matimak Case Re-visited

This second look at the Matimak decision examines Hong Kong Corporations' Legal Status in US Federal Courts

Unlike State courts, Federal courts in the United States have no "inherent" or "general" subject matter jurisdiction. Federal courts are courts of limited jurisdiction and can only adjudicate cases which the US Constitution and Congress authorise them to adjudicate. Generally, Federal courts adjudicate cases involving diversity of citizenship, Federal questions, or cases in which the United States is a party. Hong Kong corporations are usually parties to Federal litigation in the United States pursuant to the diversity of citizenship basis.

The central issues concerning Hong Kong corporations in the Matimak decision are (1) whether Hong Kong is a "foreign state" such that a Hong Kong corporation is a "citizen or subject" of a "foreign state"; (2) whether a Hong Kong corporation is a citizen or subject of the United Kingdom; and (3) whether any and all non-citizens of the United States may ipso facto invoke diversity jurisdiction.

In August 1995, Matimak Trading Co ("Matimak"), a corporation incorporated in Hong Kong, with its principal place of business in Hong Kong, brought a breach of contract action against Albert Khalily and D.A.Y. Kids Sportswear Inc. in the United States District Court for the Southern District of New York. Matimak invoked diversity of citizenship as its basis for subject matter jurisdiction. The district court, on its own motion, raised the issue of the court's jurisdiction to adjudicate the matter and subsequently dismissed the action for lack of subject matter jurisdiction.

On June 27, 1997, the Court of Appeals for the Second Circuit affirmed the district court's decision and ruled that (1) Hong Kong was not a "foreign state" and thus Matimak could not invoke diversity jurisdiction; (2) Matimak was not a "citizen or subject" of the United Kingdom for purposes of diversity jurisdiction; and (3) "citizen or subject" of a foreign state for purposes of diversity jurisdiction does not mean any and all persons who are not citizens of the United States. On January 26, 1998, the United States Supreme Court denied certiorari.

Initially, the Second Circuit noted that British sovereignty over Hong Kong would cease on July 1, 1997, when Hong Kong would become a Special Administrative Region of the People's Republic of China

("PRC"). Diversity of citizenship, however, is determined as of the commencement of an action, which has been defined as the date the complaint is filed. Since the Matimak case was filed in 1995, the Second Circuit did not rule on Hong Kong's status after it reverted back to PRC.

In ruling that Hong Kong is not a "foreign state", the Second Circuit noted that it has generally been held that a foreign state is one formally recognised by the executive branch of the United States government. It was undisputed that the United States had never formally recognised Hong Kong as a foreign state. However, Matimak pointed to the United States' diplomatic and economic ties with Hong Kong (Hong Kong is the United States' twelfth largest trading partner) and argued that Hong Kong had received "de facto" recognition as a foreign state by the United States.

In rejecting the de facto recognition argument, the Second Circuit noted that the de facto test depended heavily on whether the executive branch of the United States government regarded an entity as an "independent sovereign nation." The Second Circuit recognised that the Hong Kong policy Act of 1992 made it clear that the United States did not regard Hong Kong as an independent, sovereign political entity.

Furthermore, having originally stated that "Hong Kong should ... be treated in the courts of the United States as a de facto 'foreign state' for purposes of diversity jurisdiction at the district court level", in an amicus brief to the Court of Appeals, the United States Justice Department reversed its original position and stated that "[t]he State Department no longer urges treatment of Hong Kong as a de facto foreign state and withdraws any reliance on this contention."

Matimak further argued that several district courts had concluded that Hong Kong was a "foreign state". The Second Circuit rejected this argument, noting that those district courts which reached that conclusion have "done so cursorily and without benefit of briefing from the parties" and "without considering the stance of the Executive Branch". It then referred to them as "uniformly unpersuasive."

In rejecting Matimak's argument that it is a citizen of the United Kingdom, the Second Circuit began with the truism that a foreign state is entitled to define who its

citizens or subjects are. The Second Circuit carefully assessed British law in regard to Hong Kong and concluded that "the privileges of British nationality are not conferred on corporations formed under the laws of Hong Kong and that the British Nationality Act of 1981 "clearly distinguishes between citizens of the United Kingdom and citizens of "British Dependent Territories."

Accordingly, the Second Circuit decided that a Hong Kong corporation is not a citizen or subject of any state, but rather a "stateless entity" and a "stateless person - the proverbial man without a country-cannot sue a United States citizen" under alienage jurisdiction."

Lastly, the Second Circuit rejected the theory that the Founding Fathers intended to confer alienage jurisdiction over suits between a United States citizen and any other persons in the world who is not a United States citizen. In rejecting the theory, the Second Circuit pointed to the plain language of the United States Constitution and the Judiciary Act of 1789 and held that the plain language did not support the above conclusion. Moreover, although the plain language may be overcome if there is "a clear expressed legislative intention [to the] contrary," the legislative history on this issue failed to meet that standard.

Although the Matimak decision is not binding on Federal courts outside the Second Circuit, the Second Circuit is the only circuit to squarely address the issue of Hong Kong corporation's status for diversity purposes. Although Matimak was the plaintiff in that action, if accepted outside the Second Circuit, it is the basis for dismissing actions brought by or against Hong Kong corporations prior to July 1, 1997, even though they may have already gone to judgement.

It should be further noted that this decision does not totally deny Hong Kong corporations an American forum. As the Second Circuit noted, "a stateless persons "may choose to sue in a State court. Finally, the Matimak decision did not address directly the issue of Hong Kong's status as it relates to diversity jurisdiction after July 1, 1997. ■

** by Simon Luk, Chairman of the Asian Practice Group, Heller Ehrman White & McAuliffe, and Vincent Lai*

Firms are the key to competitiveness

The way to understand Hong Kong competitiveness is to frame it in terms of the competitiveness of firms in specific industries, according to Mr Emmett Thomas.

At a roundtable luncheon on March 19, Mr Thomas, President of Monitor Company Hong Kong delivered a speech on the topic "Is Hong Kong still competitive – In what ways and how?". The luncheon attracted some 30 Chamber members.

No country can be competitive in all industries, he said. Firms are the primary driver industry competitiveness while the government should have a supporting role creating a favourable environment. In general, the competitiveness of an industry is determined by the interplay of four factors :

- The level and sophistication of domestic demand. If a country has large volume of sophisticated domestic demand for an industry, firms within the industry are stimulated to improve standards and ultimately be more competitive globally.
- The intensity of domestic rivalry : Deregulation as well as competitive domestic market structure will encourage the growth of globally competitive firms.
- The existence of supporting and related industry clusters. For instance, the strength of the Italian footwear industry is fostered by its globally competitive supporting industries such as leather processing and designer services.
- The availability of labour, natural resources and advanced infrastructure such as transportation and communications.

To understand Hong Kong competitiveness, one should look at the competitiveness of key industry clusters in finance, trading, transport, infrastructure business services, light manufacturing and tourism. The change in both external environment and domestic firm strategy is going to affect the sustainability of various industries differently.

For instance, labour and land cost pressures are affecting tourism much more severely than light manufacturing. The competitive threats from other Asian cities are going to be stronger in sectors like tourism than in sea cargo or telecommunications.

To conclude, Mr Thomas put forward a perspective that industries such as telecommunications, air cargo, sea cargo, finance and business services are more likely to sustain competitiveness in the future; while sectors like light manufacturing, construction and tourism are likely to face much stronger challenges, and require greater effort to sustain their competitiveness.

Monitor Company is a global strategy consulting firm with over 800 professionals in 20 regions. Its mission is to help its private and public sector clients develop



Mr Thomas addresses Chamber members.
唐明德先生向商會會員致辭

business strategies for long term competitive advantage. Monitor Company Hong Kong is the firm's headquarters in Asia, with over 50 consultants serving both local and multi-national clients from a broad array of industries. ■

改善公司表現 提高港商競爭力

博德公司東南亞地區總裁唐明德先生表示，若要了解香港的競爭力，必須集中探討從事個別行業的公司在這方面的情況。在三月十九日的小型午餐會上，唐應邀就香港的競爭力致辭，吸引了約三十位會員出席。

他指出，沒有一個國家能在所有行業中取得優勢。各行各業的競爭力如何，須視乎業內公司的表現，所以說，公司是推動所屬行業提高競爭力的基本元素。另一方面，唐亦認為政府應為各行各業提供支援，以締造理想的營商環境。一般而言，行業的競爭力往往取決於以下四項相互影響的因素：

- **內部市場的需求及成熟程度：**若內部市場對某行業的產品或服務需求龐大，並在品質方面要求嚴謹，從事該行業的公司必會提高貨物或服務質素，最終令整個行業在全球的競爭力也相應加強。
- **內部市場的競爭情況：**放寬規管，增強內部市場的競爭力，有助公司在國際市場上取得優勢。
- **配套及相關行業的支援：**意大利製鞋業之所以興旺，有賴達至國際一流水平的皮革業及設計業與之配合。

- **勞動力、天然資源及基礎建設：**強大的勞動力、豐富的自然資源及先進的運輸和通訊等基建設備，有助提高各行各業的競爭力。

要了解香港的競爭力，應先探討金融、貿易、運輸、基建、輕工業及旅遊業等主要行業的競爭情況。外在環境和公司內部策略的轉變，對各行各業的影響亦互有差異。

舉例說，在工資及地價上漲的影響下，旅遊業所承受的壓力遠較輕工業為重；面對其他亞洲城市的挑戰，旅遊業將較海運或電訊業受到更大的衝擊。

唐總結時指出，電訊、空運、海運、金融及商業服務等行業的競爭力可望維持不變，反之，輕工業、建築業及旅遊業預料將面對更嚴峻的考驗，必須加一把勁，才能維持現有的競爭力。

博德公司是一家國際性策略顧問公司，辦事處遍佈全球二十個地區，僱用的專業顧問超過八百位，宗旨是協助私營及公營界別客戶規劃商業策略，以取得長遠的競爭優勢。公司的亞洲區總部設於香港，旗下五十多位顧問致力為來自各行各業的本地及跨國企業提供服務。 ■

Cathay Pacific and Chek Lap Kok

The significance of Chek Lap Kok to Cathay Pacific is immense. Without the new facility, the airline – and Hong Kong's whole aviation sector – would be denied any opportunity of future expansion.

The airline's move to the new airport will be the biggest event in its 52-year history. Since May 1995, Cathay Pacific has been investing in operational and support facilities at Chek Lap Kok, including a state-of-the-art headquarters complete with a staff hotel. The Cathay Pacific Group will be investing a total of over US\$1 billion in projects related to CLK, equivalent to over half the total commercial investment in the new airport project.

The move is part of a wide range of investments in the future. Cathay Pacific introduced a new corporate identity and corporate positioning in 1994 and unveiled a two-year programme to upgrade its customer services. It has completed a US\$9,000 million fleet replacement programme for Boeing and Airbus Industrie aircraft.

The investments, which also cover new applications for information technology and continued training for staff, are being made in the clear expectation that with Chek Lap Kok as its base, Cathay Pacific stands to reap enormous benefits as Asia's air transport industry grows steadily into the next century.

The inauguration of Chek Lap Kok will open up many new commercial, business and marketing opportunities for Cathay Pacific. It will in itself provide the opportunity to improve customer service levels and strengthen the international reputation of both the airline and Hong Kong by providing world-class facilities for passengers and staff.

The airline aims to strengthen its passenger service by taking advantage of Chek Lap Kok's additional capacity, making schedules and connections as convenient as possible, and providing attractive lounge and airport amenities for passengers in all classes. In addition, Cathay Pacific will be able to align its services more closely with its associate airlines, Dragonair and Hong Kong Air – something Kai Tak's slot constraints have hindered.



Cathay City – Cathay Pacific's new headquarters – takes shape at the new airport site.
國泰位於新機場的總部。

The airline has successfully liaised with the Airport Authority Hong Kong to secure airport space for lounges, dedicated Cathay Pacific check-in areas, departure and arrival gates, airline offices, and other facilities.

Cathay Pacific's new HK\$4.9 billion headquarters complex on the Southeast corner of Chek Lap Kok Island will offer a new stimulating work environment in one key location, a couple of kilometers from the passenger terminal, for 4,000 staff. These offices will accommodate the airline's 30 departments as well as training centres, recreational facilities and a staff hotel.

Cathay Pacific (independently or as part of a consortium) has successfully won a number of franchises to provide a wide range of auxiliary aviation services, including a flight kitchen, an aircraft maintenance facility, a ramp handling operation, an air cargo terminal and a refueling concern.

Hong Kong Air Cargo Terminals Ltd (HACTL) of which Cathay Pacific is a 10 per cent shareholder, has been awarded one of two franchises to operate an air cargo terminal. HACTL has already started the construction of a HK\$7.8 billion (US\$1

billion) air cargo terminal capable of handling up to 2.6 million tonnes of cargo annually. It is the largest terminal of its kind in the world.

In May, 1996, Hong Kong Airport Services (HAS), a joint venture company owned by Cathay Pacific and Dragonair was awarded a 10-year ramp handling franchise. Hong Kong Airport Services Ltd (HAS), is expected to capture a high market share of the ramp handling business at Chek Lap Kok when the airport opens.

Cathay Pacific Catering Services (CPCS), a subsidiary of Cathay Pacific Airways, is presently building the largest of the flight kitchens to be franchised at Chek Lap Kok. It will have a capacity of 55-60,000 meals a day at airport opening time and a total of capacity of 80,000 meals a day. The facility will be the largest of its kind in the world and will include a Chinese kitchen, a self-contained halal kitchen, separate Japanese and special meal kitchens and a full on-site bakery.

Chek Lap Kok is one of the most significant developments for Hong Kong's and Cathay Pacific's future and will be a welcome improvement for passengers, the airport community and the 350,000 people under Kai Tak's flight path. ■

國泰與赤鱘角

赤鱘角對國泰極為重要。缺少了這個新機場，國泰以至整個香港航空業也沒有進一步拓展的空間。

在國泰的五十二年歷史裡，遷往新機場將是歷來最龐大的計劃。九五年五月起，該公司已開始投資新機場的航空操作及支援設施，包括興建一幢先進的總部大樓及員工酒店。集團在赤鱘角的投資將逾十億美元，相等於私人機構在機場項目的總投資半數以上。

搬遷行動是國泰為日後發展所作各項投資的一部份。集團在九四年重定新的企業形象和發展大計，其後更開展一項為期兩年的計劃，全面提升服務乘客的質素。此外，國泰已完成一項總投資達九十億美元的機隊更換計劃，引進全新的波音及空中巴士客機。

國泰的其他投資包括引入嶄新的資訊科技和不斷培訓員工。這說明集團計劃以赤鱘角為總部，從穩步邁向下一世紀的亞洲空運業爭取重大收益。

新機場為國泰帶來很多新的業務和市場擴展機會。由於它為乘客及職員提供一流的設施，這有助改善服務水平，鞏固國泰和香港在國際間的聲譽。

赤鱘角的容量較大，國泰在安排航班和接駁班機方面，可盡量方便乘客，並為他們提供更完善的候機貴賓室和機場設施。此外，公司可配合聯屬航空公司——港龍及香港華民航空的服務，無需像現時受啟德航道升降時段限制。

國泰已成功與機管局磋商在新機場預留空間，設立候機貴賓室、公司專用的辦理登機手續櫃檯、登機及抵港班機開門、職員辦事處及其他設施。

位於赤鱘角東南方的國泰新總部耗資四十九億港元，距客運大樓只有數公里，可為四千名員工提供舒適的新工作環境。總部內將包括國泰三十多個部門的辦事處、培訓中心、康樂設施及一所員工酒店。

集團（以獨立身份或作為財團成員）已成功奪得多項與航空有關的服務專營權，包括航空飲食設施、飛機維修設施、停機坪運作服務、空運貨站及加油設施。

由國泰擁有一成股權的香港空運貨站有限公司，是兩家獲批空運貨站經營權的公司之一。香港空運貨站有限公司已開始興建一幢價值七十八億港元，每年可處理二百六十萬噸貨物的空運貨站。這是全球同類型貨站中最大的一個。

九六年五月，由國泰及港龍擁有的香港新機場地勤服務公司獲批出一項為期十年的停機坪運作服務專營權。預期在新機場啟用後，該公司可取得很高的市場佔有率。

國泰的附屬公司——國泰航空飲食服務正在赤鱘角興建獲發專營權中規模最大的航空餐飲設施，待新機場啟用，每天可製餐五萬五千至六萬份（最高供應量為每天八萬份）。這包括一個中式廚房、一個設備齊全的伊斯蘭食品廚房、獨立的日式廚房、特別餐膳廚房及麵包工場，規模為全球同類型設施中最大。

無論對香港或國泰的未來，赤鱘角新機場也是其中一項最重要的發展，而對乘客、航空界和在啟德航道下生活的三十五萬人來說，這也是一項重大進步。 ■

工月
商刊 THE
Bulletin

Support YOUR Chamber
Support YOUR Magazine
For SUPERIOR Results

ADVERTISE
in
The Bulletin

Please Contact

Ms Carmen Ho
Chamber Services Ltd.

Tel: 2823 1291

Fax: 2527 0383

INTERNATIONAL SYMPOSIUM



28th and 29th May, 1998
HONG KONG

THE OUTLOOK FOR CHINA-USA RELATIONS FOLLOWING THE 1997-1998 SUMMITS: CHINESE AND U.S. PERSPECTIVES

The International Symposium on The Outlook for China-USA Relations Following the 1997-1998 Summits: Chinese and U.S. Perspectives provides a timely forum to address key dimensions of the evolving Sino-American relationship.

In its many facets, the Sino-American relationship has been both confrontational and cooperative. Eleven panels, with presentations from more than 25 prominent mainland scholars and 20 experts from the United States and Hong Kong, will focus on three critical themes:

Symposium Themes

- The Outlook For Trade, Investment, and the Exchange of Technology
- The Outlook For Peace, Security, and Conflict Management
- Organizational Linkages and Cultural Exchange in the 21st Century

Business-specific Panels

- Lessons for Future Business Negotiations and Economic Exchanges
- Critical Dimensions of US-China Trade Relations
- The Impact of Financial Crisis, Technology Transfer, and Intellectual Property on Sino-American Economic Relations

Speakers

Dr. Harry Harding (confirmed)

Dean of the Elliot School of International Affairs at George Washington University

James Sasser (invited)

United States Ambassador to the People's Republic of China

Vice-Minister (invited)

Ministry of Foreign Affairs, People's Republic of China

Professor Yang Jiemian (confirmed)

Director of American Studies at the Shanghai Institute for International Studies

Program Schedule

May 28th

Dinner at the Conrad International Hong Kong Hotel

May 29th

Symposium at Cho Yiu Conference Hall, University Administration Building, The Chinese University of Hong Kong

Luncheon at the Hong Kong Jockey Club, Shatin

Dinner Buffet at the Guest House of The Chinese University of Hong Kong

Why are China-US relations important to Hong Kong business?

"Hong Kong handles more than half of the trade between the United States and China which makes it acutely sensitive to any disruption in our relations. The Hong Kong government estimates that our revocation of normal trade status would cut Hong Kong's growth in half, double unemployment by eliminating up to 85,000 jobs, and reduce its trade by as much as US\$32 billion."

-President Bill Clinton (1997)

Advance Registration (through 11 May)

HK\$1410 Complete Symposium Advance Registration
includes May 28th Dinner, May 29th Symposium, Luncheon and Dinner Buffet
HK\$600 May 28th Dinner only (price to be confirmed)
HK\$810 May 29th Symposium, Luncheon, & Dinner Buffet
HK\$650 May 29th Symposium & Luncheon
HK\$400 May 29th Symposium only

For registration information, please contact:

The Hong Kong-America Center

Ms. Pauline Lau, Executive Officer

Tel: (852) 2609-8748 Fax: (852) 2603-5797

Email: hk-amcenter@cuhk.edu.hk

Web Page: www.cuhk.edu.hk/hkac/intsym.htm

LEAD ORGANIZER:



The Hong Kong-America Center

IN ASSOCIATION WITH:



The American Chamber of Commerce in Hong Kong



The Asia Society Hong Kong Center



The Hong Kong General Chamber of Commerce

SYMPOSIUM PATRON:



Tokai Asia Limited

SYMPOSIUM SPONSORS:



Kerry Holdings Limited



The Peter Hong Kong Foundation



Hewlett-Packard Hong Kong Ltd.



United Board For Christian Higher Education in Asia

SYMPOSIUM CO-ORGANIZERS:



Contemporary China Research Centre, City University of Hong Kong



Faculty of Social Science and Department of Government & Public Administration, The Chinese University of Hong Kong



Centre of Asian Studies and Board of American Studies, The University of Hong Kong



David C. Lam Institute for East-West Studies, Hong Kong Baptist University



The Hong Kong Transition Project

Welcome to the real world of electronic commerce

You've heard about how the internet, EDI and other technologies will revolutionise global trade. But how can they make a difference to your business?

If you are in importing or exporting, *ASM Group* products and services will make your operation work better, faster, and more efficiently.

Asian Sources On-Line and *CD-ROMs* put 7,000 of Asia's leading manufacturers and more than 27,000 of their products at your fingertips.

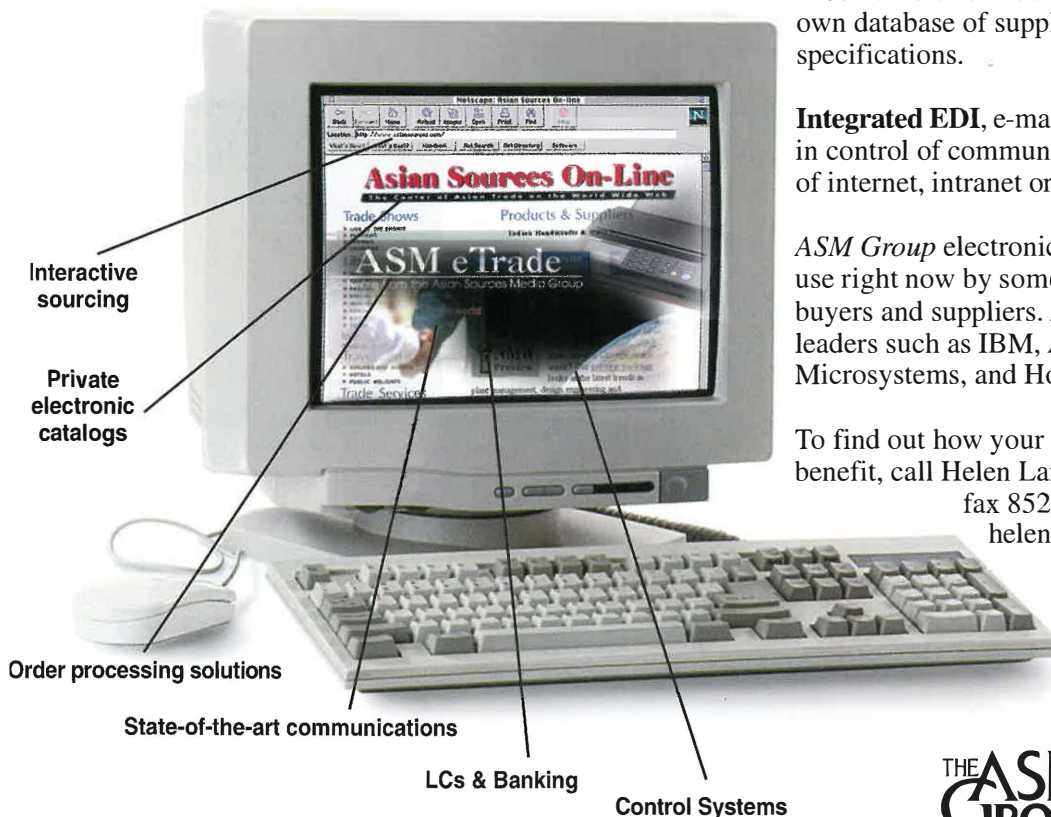
Trade management software from *ASM eTrade* eliminates clerical errors, saves time, and adds manageability to even the largest purchasing operations (just ask Reebok, the world renowned sporting goods company).

Electronic Showrooms let you maintain your own database of suppliers, products, styles, and specifications.

Integrated EDI, e-mail and automated fax put you in control of communications, over your choice of internet, intranet or private network (VAN).

ASM Group electronic commerce solutions are in use right now by some of the world's leading buyers and suppliers. And supported by industry leaders such as IBM, AT&T, Oracle, DHL, Sun Microsystems, and Hongkong Bank.

To find out how your real-world business can benefit, call Helen Lam at 852-2555-5008, fax 852-2553-0998, or e-mail helenlam@asiansources.com



THE **ASM**
GROUP

The Asian Sources Media Group

<http://www.asiansources.com>