

SPECIAL FEATURE: ENVIRONMENTAL PROTECTION 政府公布改善空氣質素措施

# 工商月刊 BULLETIN

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## Chamber's Mission to Beijing

總商會訪京團







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Chamber Environment Committee Chairman James Pearson outlines the goals of the committee and the Chamber's Environment and Business Mentoring Sessions. *The Bulletin* also looks at what is being done to tackle air pollution, and talks to businesses who are saving millions of dollars a year from being 'green'.



本會環境委員會主席彭占士簡介委員會和環保及商業指導研討會的目標。本期有專文報導解決空氣污染的措施，並訪問了透過環保節省數百萬元開支的公司。

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# Letters to the Chamber 讀者來鴻

The Bulletin welcomes letters from Chamber members, but reserves the right to edit any material supplied. Opinions expressed in Letters to the Chamber does not necessarily imply endorsement by the Chamber.  
 《工商月刊》歡迎本會會員來函，惟本刊保留編輯權。以下內容，純為讀者意見，不代表本會立場。來函請交：  
 Letters should be sent to: **The Editor, The Bulletin, The Hong Kong General Chamber of Commerce, 22/F United Centre, 95 Queensway, HK. Fax: 2527-9843. Email: malcolm@chamber.org.hk**



## Adding hot air to the pollution debate

Recently there has been a lot of discussion on the part of senior management of various Hong Kong companies on the sorry state of our air quality and calls for action to combat pollution. However, anyone who crusades at street level can testify that our executives expect improvements to air quality to be achieved without any sacrifice on their part.

Try asking drivers in Central to turn off their idling engines. Ninety per cent of the drivers of modest cars and delivery vans will smile and comply. But move upmarket and the results are far from successful. Most surprising is the reaction of Western drivers,

who would be expected to show a more liberal attitude. They tell you to mind your own business and leave Hong Kong if you don't like the air!

My sympathy goes out to the Secretary for Environment and Food Lily Yam, and her staff for the daunting task they face in pushing measures to clean up our environment. When our movers and shakers show no sign of adding no more than hot air to the pollution debate, then the hope of any significant improvement in air quality can only be a mirage.

Mary Melville

## 空談環保

最近，香港多家機構的管理高層熱切地討論本地的空氣質素如何惡劣，並呼籲各界採取行動，對付污染問題。不過，任何一位在街頭推動環保的人都可證明，我們的高級行政人員期望空氣質素改善，但不願付出。

試在中環要求司機在停車時關掉引擎，九成普通汽車及客貨車的司機會微笑，然後聽從勸諭。可是，對於社會上層人士而言，成效卻強差人意。最感驚訝的是，原以為外籍司機的態度會更為開

放，但他們會跟你說：不要多管閒事，不能忍受香港空氣，便離開吧！

我對環境食物局局長任關佩英和她的下屬寄予無限同情，他們推行改善環境措施時所面對的困難，想必十分艱巨。假如位高權重者只在討論污染問題時誇誇其談，那麼，期望空氣質素大為改善，恐怕只是空中樓閣。

Mary Melville

## China mission

I am delighted that I joined the Chamber's mission to Huizhou, Dongguan, Guangzhou and Zhaoqing on 29-31 May. The visit helped me better understand the current economic and trade policies of the mainland, and enhanced my businesses and administration network. As a Chamber member, I was greatly impressed by the leadership of Dr Eden Woon, Chamber director, and his dedication. My appreciation and thanks also go to Ellen Liu and Ann Cheng for their care and assistance during the visit.

Sze Yi-lun  
 Dongguan Chup Hing Industrial Co., Ltd.

## 中國訪問團

承邀參加5/29-31惠州、東莞、廣州、肇慶訪問團。行程中承總裁之關照，得以對現階段經貿政策有更深地了解，並結識很多商界朋友、政府相關部門負責人，得益非淺，作為商會成員單位，深感總裁領導有方，尤其處處提攜更體現出博大無私之風蕩，期間同時獲劉瑾副經理及鄭安安助理關心幫助，本人深感敬佩及感謝。

施議論  
 東莞捷興五金塑膠廠經理

## HK's English standard totally inadequate

The English in the Workplace Programme will, I hope, bring about an attitude change amongst the working population and students who are about to join the workforce. English is just a working language and a language through which we communicate with the rest of the world. There's no political overtone. No political undertone.

One of my colleagues in the IT industry feels that the standard of English in Hong Kong is totally inadequate for our present and future needs. He said that whether we like it or not, IT equals wide use of English and the attempt to be politically correct and to use Chinese exclusively in the IT world is totally impractical. He said that although he was happy to have hired three IT assistants trained by the VTC, their English standard is totally inadequate and he felt that more initiatives should be made by the government to improve this basic skill.

Alan Lung  
 Chamber Human Resources Committee  
 Vice-chairman

## 香港的英語水平嚴重不足

我希望職業英語運動能改變「打工一族」和快將踏入社會工作的莘莘學子對英語的態度。英語只是工作所需的語言，是我們與全球各地溝通的工具；使用英語，既無政治色彩，也無政治意味。

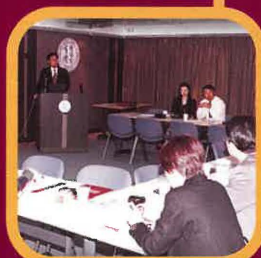
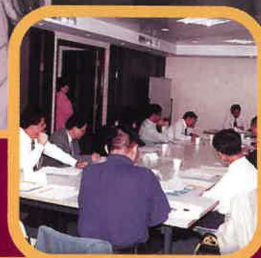
一位從事資訊科技行業的同事認為，香港的英語水平絕對不足以應付目前及未來所需。他指出，不論我們喜歡與否，在資訊科技的世界裡，必須廣泛使用英語，若試圖採取政治正確的態度，獨自使用中文，那是絕對不可行的。這位同事雖然樂意聘請三位在職業訓練局接受培訓的人當資訊科技助理，但著實感到他們的英語水平絕對不足。有鑑於此，他認為政府應採取更多措施，改善這基本技巧。

龍家麟  
 本會人力資源委員會副主席





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# Successful Chamber mission to Beijing addressed vital WTO issues

**Y**our General Committee completed another successful, three-day mission to Beijing on June 13. During the visit, the mission delegates met with senior mainland officials, including State Councillor and Secretary General of the State Council Wang Zhongyu, and MOFTEC Minister Shi Guangsheng. With the help of the China Council for the Promotion of International Trade (CCPIT), the delegation also visited the State Economic and Trade Commission, State Planning Commission and People's Bank of China. A separate visit was made to the Hong Kong SAR Office in Beijing.

As with other annual Chamber visits to the national capital in recent times, this year's mission included four representatives of other national chambers of commerce in the Hong Kong SAR, as well as six General Committee members, two China Committee members and five other special interest committee chairmen. Although this year's mission was a little more low-key than some of our earlier trips to meet with national officials, it certainly achieved the objectives expected of it. Indeed, the very business-like nature of the mission and the practical issues raised, probably reflected the new maturity in the Chamber's relationship with high-level policy making bodies in Beijing. As Chamber chairman and mission leader I was certainly pleased with its outcome.

Members of the mission were especially keen to hear the views of senior Beijing officials on a wide range of issues related to recent progress in the mainland economy and business, as well as the leadership's broader national development plans. A number of the questions raised with senior officials reflected the specialist interests of the delegates (a clear advantage of being involved in such visits), but there were also many of more general interest to Chamber members.

Of particular importance was the interest shown by delegates in the potential impact of the mainland's imminent entry into the World Trade Organisation (WTO) and its likely effect on mainland-SAR economic, trade and investment relations. Indeed, with closer economic and commercial ties between Hong Kong and the mainland, the future economic development of the Hong Kong SAR will rely on the economic prosperity of the mainland. In this context, the

Chamber delegation raised with mainland officials the idea of signing a free trade agreement between the mainland and the SAR, and they agreed it was worthy of further study. The delegation also took the opportunity to present its study, "China's Entry into the WTO and the Impact on Hong Kong Business" to national officials.

For their part, the national officials were extremely forthcoming in their explanations of Central Government policies, their views on the importance of the Hong Kong SAR in a national and international context, and in their plans and hopes for the future in terms of national economic and business development. Mr Wang said that understanding the relationship between the mainland and Hong Kong was essential in considering the role the SAR plays in the economic development of the mainland. He said that while the SAR was a WTO member as an independent customs territory it was also a part of China. This unique relationship would enable business cooperation between the two areas to expand, and with it the importance of Hong Kong's role in the region.

Mr Wang welcomed the Chamber's help with programmes related to the Central Government's policy of developing China's western regions, but sought to remind Hong Kong business that this was a long-term development plan, with initial efforts focussed on infrastructure and eco-environmental projects. He indicated that the processing trade now conducted in the eastern coastal region was not suitable for the west, but encouraged SAR investors to investigate establishing high-tech processing activities in the west, as well as providing service industry and marketing expertise for western enterprises seeking to reach international markets.

This advice was well received by the mission delegates. In the final analysis, however, the value of these missions, both to the General Committee and broader Chamber membership, is not just in the information provided by national officials and the questions answered by them. Rather, it is in making and maintaining of high-level personal contact at the level of the national administration, and of hearing the views of these national officials on a first-hand, face-to-face basis. We hope to be able to provide similar opportunities well into the future. **B**



C C Tung  
Chairman



# 總商會訪京之行談世貿

本

會理事會成功完成一年一度的訪京之行後，於6月13日返港。訪問為期三天，團員拜會了國務委員兼國務院秘書長王忠禹和外經貿部部長石廣生等內地高層官員。這次訪問獲得中國國際貿易促進委員會接待，團員先後拜訪了國家經貿委、國家計委及中國人民銀行。此外，代表團亦訪問了香港駐北京辦事處。

一如近年的年度訪京活動，本年的訪問團成員包括了多位高層要員，計有駐港商會的四位代表、理事會六位成員、中國委員會及其他五個專責事務委員會的主席。雖然這次訪問跟早前與國家官員會晤的活動相比，較為低調，但當然也達致了預期的目標。事實上，這次訪問無論在性質和討論的問題上，均講求實際，由此也許反映了本會與北京決策高層的關係，已踏入新的成熟期。我身為總商會主席和訪問團的領隊，當然對這次訪問的成果感到欣喜。

團員尤其感興趣的，是北京高層官員對近期內地經濟及商業發展等廣泛事務的意見，以及領導層的宏觀發展計劃。向高層官員提出的問題中，部分是有關專門範疇的（對此感興趣的會員正好藉此行加深對有關問題的了解），但當中也有不少是本會會員關注的一般事宜。

團員尤感關注的，是中國即將加入世貿可能產生的影響，以及入世對內地與香港在經貿投資關係上可能帶來的效應。事實上，隨著兩地的經濟及商貿聯繫日益密切，香港的經濟發展前景，將與內地經濟息息相關。有鑑於此，本會代表團向內地官員建議，兩地簽訂自由貿易協議，而後者亦表示，這項建議值得進一步研究。此外，代表團亦借此機會，向官員介紹本會的「中國加入世貿對港商的影響」研究。

內地官員積極向團員解釋中央政府的政策，分析香港對國家及國際的重要性，展望內地未來的經濟及商業發展和介紹有關的發展大計。王忠禹表示，要了解內地與香港的關係，必須考慮後者在內地經濟發展中的角色。他亦指出，香港既以獨立關稅區的身份加入世貿，也是中國的一部分，這個特殊的關係有利兩地加強商貿合作，而香港在區內的重要性也可因此提高。

王歡迎本會為配合中央政府發展西部的政策而籌辦一系列有關活動，但他提醒港商開發西部是長遠的計劃，焦點將放於基建及生態環境工程上，因此現時在東部沿岸進行的加工貿易，並不適合在西部發展。他鼓勵港商投資者在西部發展高科技加工業，為有意進軍國際市場的西部企業提供服務業及市場推廣的專門知識。

團員對王忠禹的建議反應積極。我們在總結分析時認為，這類訪問活動對理事會及本會會員的價值，不僅在於內地官員回答問題時提供的資料，也在於與中央政府官員建立和維持高層的個人接觸，以便親身取得第一手資料。我們期望日後為會員提供更多類似的訪問機會。 **B**

董建成  
香港總商會主席

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# Stable property market needed to help recovery

**R**ecent figures released by the government show that in the first quarter of this year, Hong Kong's GDP grew 14.3 per cent, its strongest performance since 1987. However, this was led mainly by strong exports, not domestic consumption. In fact, many in the business sector say that retail, catering and other industries are still struggling to survive due to weak consumer-spending, which is caused, in part, by the prolonged weak property market.

Since the financial crisis first erupted, property prices in the SAR have continued to flounder, and the downward trend has shown no signs of slowing, even with current property prices at 1991's level. Prices for small- and medium-sized flats have fallen by 50 to 55 per cent. In the first five months of this year alone, market prices fell 10 per cent. The downward pressure on property prices has left an estimated 100,000 families, or several hundred thousand people, smarting from asset depreciation, or even worse, negative equity.

Understandably, economic confidence and purchasing power has been affected, as has the overall strength of the economy. This is because a weak property market can trigger a chain reaction by cutting into business activities of the renovation, legal and construction sectors. Moreover, companies also find it hard to procure financing from banks owing to asset depreciation. Ultimately, the overall recovery of the economy will be slowed down.

The number of non-performing mortgages is also increasing. Creditors now hold an estimated record of 4,000 forfeited properties. If the situation worsens, stability of the financial and banking sectors may inevitably be affected.

Of course, a rise in bad mortgages can be linked to economic restructuring and external factors, such as rate rises. But it is also attributed to the land and property interventionist policy of the government.

In recent years, the government has put too many public housing units for sale on the market, although the Housing Authority has announced that 16,000 flats will be allotted as rental units in the next four years. Prospective new HOS flats in the next six years will be more than 150,000, some 80 per cent more than the number in the

past six years. Such an influx of HOS flats will deliver a heavy blow to the property market and the overall economy of the SAR.

## STABILISING THE MARKET

The government has the responsibility to take appropriate measures to stabilise the property market. In this regard, I have made the following proposals to the government.

First, the government must temporarily stop offering HOS housing. It should also set up an ad hoc group as soon as possible to overhaul of the existing HOS policy. Vacant HOS units and those under construction should be rented out as public housing. Sites originally planned as HOS estates should be used for public housing estates. Such measures will save the property market from suffering further attack and shorten the waiting time for public housing.

Second, the existing land auction policy should be abolished, and the government should reserve land for sale. Interested developers who want to apply for the land can apply to buy it through public auction or tender. This will mean land will be offered according to the supply-and-demand rules of the market, and result in a more healthy development of the property market.

Third, as I mentioned more than a year ago, I hope the government will raise the ceiling on property mortgages from 70 per cent to 85 per cent, and give banks more flexibility in dealing with mortgage cases. This would help stabilise the market and allow more people – even those without a large amount set aside for a down payment – to purchase their own property.

Fourth, banks' interest rate for mortgages of new flats is usually 2 per cent lower than the prime rate. This limits the attraction of the second-hand market. The Hong Kong Monetary Authority should issue guidelines extending this preferential treatment to the second-hand market, so that both markets can regain stability.

In making the above suggestions, I am not encouraging the government to interfere in the market, nor am I asking it to violate the free-market principle. All I am asking is that the government give the market a free hand, and help revive the confidence and economy of the SAR. **B**



**James Tien** 田北俊



# 穩定樓市有利經濟復甦

政

府較早前公佈，本港今年首季的經濟增長達到14.3%，是自1987年以來最大的升幅。雖然單從整體數字來看，經濟復甦的情況表現理想，但其實現時的經濟增長主要由出口帶動，而香港本身的內部消費卻未見顯著恢復。不少同業也對我表示，由於本地消費情況欠佳，目前零售、飲食等行業的經營依然困難。內部消費呆滯，固然有不少原因，然而樓市持續疲弱，肯定是一個重要因素。

自金融風暴以來，本港的樓價不斷下跌，至今雖已跌至1991年的水平，但仍未見止跌的跡象。整體中小型住宅樓價的累積跌幅已達五成至五成半，單是今年頭五個月已下跌近一成。樓價不斷下跌，令到市民的資產不斷萎縮，甚至造成不少物業變成負資產的現象，估計當中涉及十多萬個家庭，數十萬名市民。

在資產不斷萎縮的情況下，市民對經濟的信心和消費意欲必然會下降，因而導致本港內部消費減少，令整體經濟活力受到限制。樓市疲弱不振，隨之更會產生骨牌效應，令其他行業如家居裝修、律師服務、建築等，也受到打擊，加上企業因資產萎縮而難以向銀行申請貸款，故最終會阻慢整體經濟復甦。而且樓價不斷下挫，斷供的情況將會愈來愈嚴重，估計現時市場上的銀主盤約有四千個，已經是歷史新高；如果情況惡化下去，金融及銀行體系的穩定性難免受到影響。

上述情況除了與本港經濟轉型及一些外圍因素如息口有關之外，也與政府的房屋及土地政策極有關係。目前樓市疲弱所引發的社會危機，正是因為政府於過去數年間作了太多的市場干預，出售大量公營房屋所造成的。更令人擔心的是，就算房屋委員會早前公佈在未來四年會額外將一萬六千個單位撥作出租用途，未來六年的居屋落成量仍預算有十五萬多個單位，較過去六年還

多出約八成，如果該批居屋繼續推出市場，必定會令樓市雪上加霜，而香港整體經濟也必受到拖累。

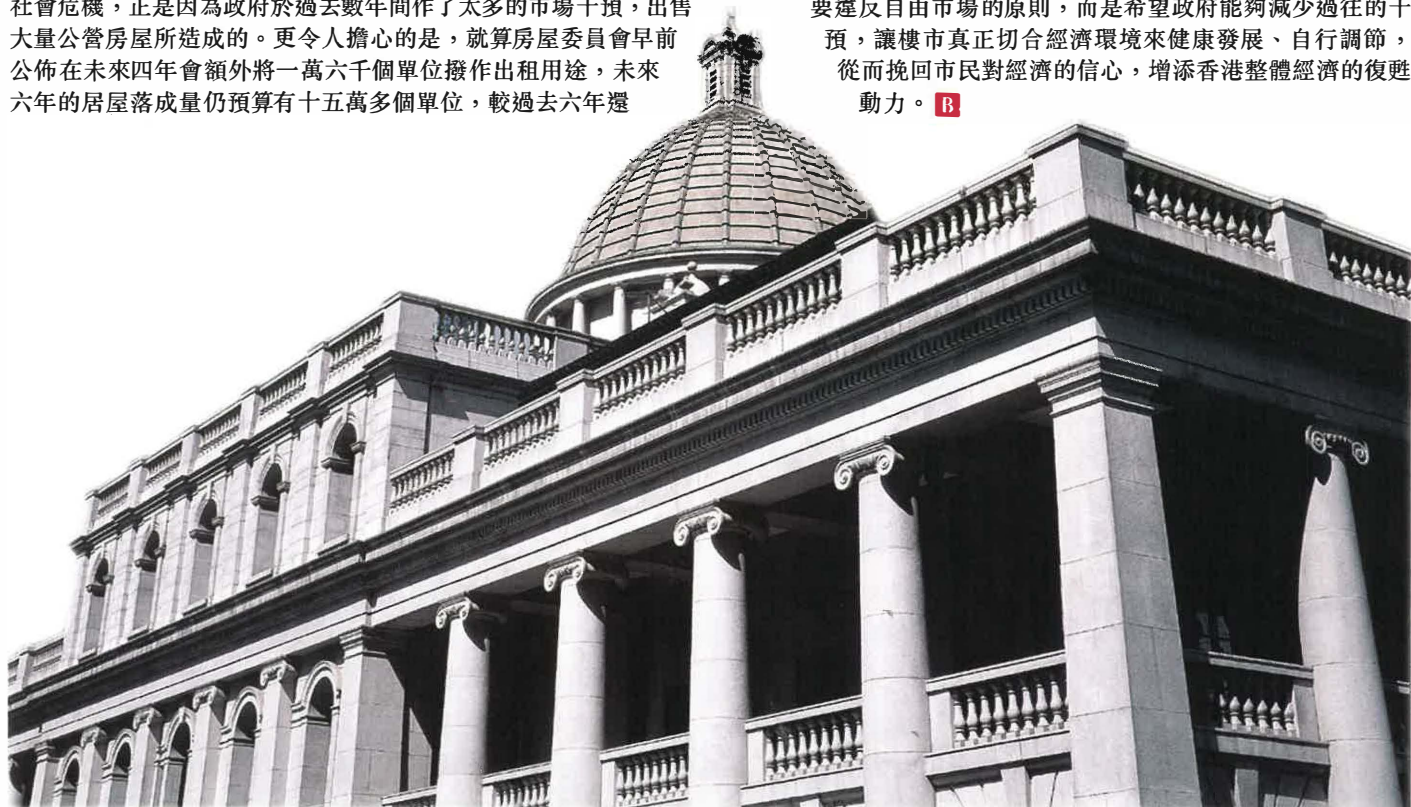
面對即將來到的危機，政府有責任盡快採取適當的措施，令樓市回復穩定。我已提出以下建議，要求政府充分考慮。第一，政府必須暫停居屋供應，並盡快成立獨立專責小組，全面檢討居屋政策。至於現時興建中及空置的居屋單位，則轉為公屋出租，而原來規劃作居屋發展用途之地亦轉為興建公屋。此舉一方面可阻止龐大居屋數量對樓市的衝擊，另一方面可縮短輪候公屋時間，既有助經濟又有利民生。

第二，政府必須取消現時的固定賣地時間表，改為將已公開並預算推出市場之土地放進土地儲備的申請表中，由發展商按照市場供求主動申請地皮，再由政府作招標或拍賣，使市場可以按照供求定律健康發展。

第三，正如我在一年多前提出，政府應放寬七成按揭上限至八成半，讓銀行根據個別情況，在審慎的原則下，更靈活地處理住宅樓宇的按揭貸款，協助市民置業。這方法既可穩定樓市，又可讓有意置業的市民早日擁有自己的物業，無須等候太長時間來儲蓄首期資金。

第四，現時銀行普遍只向一手樓提供約低於最優惠利率兩厘的按揭利率優惠，因而對二手樓市場造成壓力。金融管理局應制訂指引，促使銀行一視同仁地將目前對一手樓的優惠全面推廣至二手樓，令兩類市場均回復穩定。

我呼籲政府採取以上措施，並非要政府干預市場，也不是要違反自由市場的原則，而是希望政府能夠減少過往的干預，讓樓市真正切合經濟環境來健康發展、自行調節，從而挽回市民對經濟的信心，增添香港整體經濟的復甦動力。 **B**



若閣下有任何意見，歡迎向我提出，通訊地址是中環昃臣道8號立法會大樓（電話：2301 3602，傳真：2368 5292）

# Chamber establishes new Business Development Division

**I**n order to understand better the business needs of our 4,000 or so corporate members, we have established a new Business Development Division in the Chamber. The chief of this new division is Angela Yeung, coming to us with several years of experience in Hong Kong business and working in the Commercial Section of the U.S. Consulate. She will also be the secretary for the very popular e-committee, a committee helping to bring old economy companies into the new economy.

Chamber members have diverse interests and business strategies. They are in business all over the world in a variety of business sectors. As was shown in the report done by our members on "China's Entry into the WTO and the Impact on Hong Kong Business," our members' wealth of knowledge is formidable and very useful to the entire membership.

But yet, we still have the feeling that we do not know our members well enough. And if that is true, that means we cannot provide them with the full range of service they would like to see from the Chamber. We

realise that many members like the fact we give economic guidance to the business community, to government, and to the press. Others like our programmes, big or small. Still others like the networking and the trade missions and the business opportunities that occur frequently. It is this latter desire that Angela and her staff at the new Business Development Division, in conjunction with the International Business Division, and especially the SME Committee, will work on.

Our goal is to know intimately as many of our members' business needs as possible, so that we may provide additional tailor-made opportunities for you. We receive over 200 delegations from overseas and mainland China per year, and we get trade inquiries in the hundreds every month. Our Web site ([www.chamber.org.hk](http://www.chamber.org.hk)) is visited by over one hundred thousand viewers per month. We want all these contacts to be available to the right members. The new Business Development Division will try to do that. **B**

*If you have any business needs, you can email Angela Yeung at [angela@chamber.org.hk](mailto:angela@chamber.org.hk).*



**Dr Edén Woon**  
翁以登博士

## 本會成立 商務推廣部

**為**了加深了解本會約四千會員機構的商務需要，我們成立了新的商務推廣部。該部門的主管是楊秋怡，她擁有多年在香港商界工作的經驗，並曾在美國駐港總領事館的商務部服務。此外，她亦會擔任廣受歡迎的 e-委員會秘書。e-委員會成立的目的，是協助「舊經濟」的公司邁向新經濟。

本會會員興趣廣泛，商業策略各異，並且來自不同界別，經營的業務更遍及全球。從會員編製的《中國加入世貿對港商的影响》研究報告，反映了本會會員識見廣博，所發表的精闢見解，亦使其他會員獲益不淺。

然而，我們仍然感到對會員的認識不夠深入。若真的如此，我們便不能提供一些符合他們期望的活動。我們發現，本會向商界、政府及新聞界發表的經濟指引，深受不少會員歡迎，而有些會員

則喜歡我們舉辦的大小規模活動，也有些喜歡我們提供擴闊人脈網絡的機會，或藉參與本會的考察團，發掘商機。最後一項正是商務推廣部日後的工作目標，楊秋怡及商務推廣部的同事將與國際商務部和中小型企業委員會合作，努力達致這個目標。

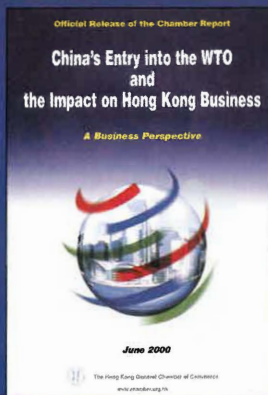
本會的目標之一，是深入了解會員的商務需要，以便為他們發掘更多合適的商機。我們每年均接待 200 多個海外及內地代表團，而每月亦接獲數百個貿易查詢。此外，每月瀏覽本會網頁 ([www.chamber.org.hk](http://www.chamber.org.hk)) 的人次超過十萬。我們希望把本會從不同渠道所得的聯絡資料，帶給合適的會員，而新成立的商務推廣部將努力實現這個目標。 **B**

*如您有任何商務需要，請以電郵聯絡楊秋怡 (電郵地址：[angela@chamber.org.hk](mailto:angela@chamber.org.hk))。*



A Business Perspective  
從商界角度看

# WTO

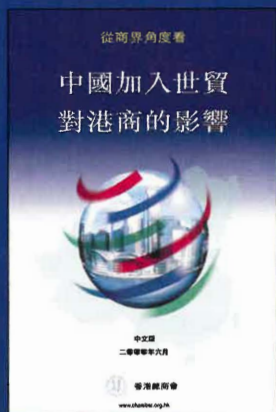


## China's Entry into the WTO and the Impact on Hong Kong Business

### 中國加入世貿對港商的影響

The Hong Kong General Chamber of Commerce report, "China's Entry into the WTO and the Impact on Hong Kong Business," provides the Hong Kong business community's assessment of the impact of China's entry into the WTO on specific industries in Hong Kong. Nine working groups of Chamber members were formed to discuss the opportunities and challenges which will be faced by Hong Kong businesses in their sectors – banking, insurance, investment, professional services, retail and distribution, technology, telecommunications, textiles and clothing, trading. They also looked at what businesses could do to prepare for the changes and what the SAR Government could do to assist Hong Kong businesses.

香港總商會進行的研究計劃「中國加入世貿對港商的影響」總結報告的中文版現已推出發售。該項研究旨在探討中國加入世貿後對香港商界的影響。在計劃之下共設立了九個由香港總商會會員組成的工作小組，商討港商在所屬界別裡將面對的機會和挑戰。九個小組分別為：銀行界、保險界、投資界、專業服務界、零售及分發界、科技界、電訊界、紡織及製衣界，貿易界。各小組亦提出了商界可如何準備及香港特區政府可如何支持商界的建議。



www.chamber.org.hk

A Hong Kong General Chamber of Commerce Publication

## ORDERING

The WTO Report is available from the Chamber at *HK\$200 per copy* (HK\$280 for non-members), excluding postage. Copies must be picked up from the Chamber at, 22/F, United Center, 95 Queensway, Hong Kong. For further details, please contact Amy Tse at (852) 2823 1210.

## 欲購從速

研究計劃的總結報告售價為每本港幣200元\* (非會員港幣280元)。請填妥訂購表並到金鐘道95號統一中心22樓購買。詳情請與謝繼淑小姐聯絡 (電話：28231210)。

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# Beijing Mission

*Hong Kong's role will expand after China's WTO accession, senior officials tell Chamber business delegation*

By Eva Chow

**S**enior officials in Beijing told members of the Chamber's annual high-level business delegation to the capital that they are optimistic Hong Kong will continue to play an important role in China's development after its WTO accession. Moreover, they believe business cooperation between the two areas will expand, and with it the importance of Hong Kong's role in the region.

Hong Kong has long acted as the gateway for foreign investors entering the mainland. However, some businessmen here fear China's entry into the WTO could adversely affect the territory because its middleman role may diminish. Some also feel that Hong Kong businesses cannot compete against multinationals which will assault directly the mainland's open market. The pessimists even feel that Hong Kong cannot compete against

the growing number of more sophisticated mainland companies.

The Chamber has always felt that such pessimism is not called for. We believed that, while challenges are going to be plentiful, Hong Kong continues to possess unique advantages and will become a logistics hub, a financial hub, and a digital hub between China and the world.

Chairman C C Tung told *The Bulletin*, "With closer economic and commercial ties between the mainland and Hong Kong, the future development of Hong Kong's economy will depend a great deal on the economic prosperity of the mainland and Hong Kong's position in the mainland's economic development. The main purpose of the visit was thus to find out more about the changes in the Chinese economy and to explore Hong Kong's position in the economic development of the mainland upon China's entry into the WTO."



State Councillor Wang Zhongyu (right) officially welcomes the Chamber's Beijing delegation. 國務委員王忠禹（右）歡迎本會主席董建成率領的訪京團。

## HONG KONG'S ROLE

State Councillor Wang Zhongyu officially welcomed the mission on June 13, and told delegates that after several years of development and stable growth, China's economy had now entered a new era.

China's GDP grew 7.1 per cent in 1999 and 8.1 per cent for the first quarter of 2000, and aims to achieve an average growth rate of around 7 per cent over the next five years, he said.

Commenting on Hong Kong's role in the economic development of the mainland, Mr Wang said that understanding the relationship between the mainland and Hong Kong was essential in considering the role the SAR plays in the economic development of the mainland.

While Hong Kong joins the WTO as an independent customs territory, it is also a part of China. Due to this unique



# 訪京之行

國家領導人向香港總商會表示：中國入世後  
香港將扮演更重要的角色

周紫樺



mission led by Chairman C C Tung.

## 北

京高層官員向本會一年一度訪問北京的高層代表團樂觀地表示，中國加入世貿後，香港將繼續在內地的發展中扮演重要的角色。此外，他們亦相信，兩地的合作將更形緊密，而香港在區內的角色亦更形重要。

一直以來，香港是外商進軍內地的門戶。然而，本地有些商界人士恐怕中國入世後，香港的中介人角色便會減弱。有些則認為，內地開放市場後，香港不能與直接進軍內地的跨國企業匹敵。有些悲觀的人甚至認為，內地的企業日趨成熟，港商將不能與之競爭。

本會不支持這種消極的想法。我們深信，雖然中國入世，將為港商帶來種種挑戰，但香港仍然具有優勢，並會發展為內地與世界之間的後勤橋樑、金融橋樑和數碼橋樑。

本會主席董建成向本刊表示：「香港與內地之間的經貿關係日益密切，香港經

濟未來的發展，將有賴兩大因素：內地經濟蓬勃增長和香港在內地經濟發展中的角色。總商會訪京之行的主要目的，是尋求中國加入世貿以後，香港在內地經濟發展中的應有位置。」

### 香港的角色

6月13日，國務委員王忠禹正式歡迎代表團時表示，中國經濟經過數年發展和穩定增長後，已踏入另一新紀元。

他稱，內地在1999年的本地生產總值為7.1%，而在2000年首季，經濟增幅更達致8.1%。中國的目標，是在未來五年取得平均7%的經濟增長。

王評論香論在內地經濟發展中的角色時指出，若要考慮香港的角色，必須了解內地與香港的關係。

香港以獨立關稅區的身份加入世貿，也是中國的一部分。由於這種特殊的關係，預料中國入世後，兩地的商貿合作將更形密切，而香港在區內的角色也更形重要。

外經貿部部長石廣生向會員表示，他相信中國入世將對香港經濟的發展帶來正面而積極的作用。

首先，中國成為世貿成員後，將建立更公平的營商環境和互惠的多邊經濟關係，加速了內地的經濟發展。

石指出，鑑於內地與香港關係密切，內地經濟繁榮，香港的經濟也獲益。

第二，中國入世後，市場開放的步伐將會加快，為外商投資者帶來豐富的商機。香港與內地為鄰，兩地關係特殊，而港商也擅長開發內地市場，在最惠國的原則下，港商定能在內地取得更大的發展。

第三，全球化將為內地的企業締造不少商機，而港商可伺機與它們結為策略性聯盟。透過這種結盟，內地企業可經香港取得市場和商業的信息及服務，而港商也可以內地為科技基地。

第四，憑著「一國兩世貿成員」的關係，內地與香港將在經濟合作方面制訂正



## COVER STORY

relationship, it is expected that after China joins the WTO, business cooperation between the two areas will expand, and with it the importance of Hong Kong's role in the region.

MOFTEC Minister Shi Guangsheng told members during their meeting that he also believed China's WTO entry would have a positive and active role in promoting economic development in Hong Kong.

Firstly, China's economic development would quicken, fuelled by a level playing field and mutually beneficial multilateral economic relationships guaranteed by WTO membership.

Hong Kong's economy, as well as its relationship with the mainland could also enjoy the benefits brought by China's economic prosperity, he said.

Secondly, China's liberalisation process would accelerate on the heels of its WTO entry and offer enormous potential to foreign investors. Given Hong Kong's special relationship with China, its proximity to the mainland and strengths in China market development, Hong Kong business could enjoy more effective development in China even under the MFN rule, he said.

Thirdly, globalisation will create tremendous opportunities for enterprises in the mainland and Hong Kong to form strategic alliances. Businesses could



The Beijing delegation poses for a group photo with State Councillor Wang Zhongyu (front row, 6th from left).  
訪京代表團與國務委員王忠禹（前排左六）合攝

compliment each other by utilising the market, business information and services in Hong Kong, and the technology base in the mainland.

Lastly, with the 'One Country, Two WTO Members' relationship, WTO rules, which

laid down a formal framework for economic cooperation between the mainland and Hong Kong, would help promote a healthy economic relationship between the regions.

China's entry into the WTO will not only benefit the mainland's economy, it will also promote Hong Kong's prosperity as well as the economic relationship between Hong Kong and the mainland, he said.

### FREE TRADE AGREEMENT

Last year, the Chamber initiated a large-scale study entitled "China's Entry into the WTO and the Impact on Hong Kong Business." In the report, the idea of signing a Free Trade Area agreement between Hong Kong and the mainland was proposed by some Hong Kong businesses as a means to lessen the impact of China's accession to the WTO on Hong Kong.

The idea is to allow Hong Kong to enjoy all of China's WTO concessions before they can be enjoyed by other WTO members. This would give Hong Kong a head start and, at the same time, China could use Hong Kong as a test base to gauge the effects of trade and investment liberalisation on its economy before full-fledged implementation takes place.

State Councillor Wang said that both China and Hong Kong would face new



MOFTEC Minister Shi Guangsheng (2nd from right) tells members during their meeting that he believes China's WTO entry will have a positive and active role in promoting economic development in Hong Kong.  
外經貿部部長石廣生（右二）向會員表示，他相信中國加入世貿後，對香港的經濟發展將起正面和積極的作用。





式的機制，透過這個機制，可促進兩地建立穩健的經濟聯繫。

他最後指出，中國加入世貿不僅對內地的經濟帶來裨益，也有助促進香港的經濟繁榮，加強兩地的經濟聯繫。

### 自由貿易協議

去年，本會發起了一項大型研究，名為「中國加入世貿對港商的影響」。在該研究報告裡，有些港商建議香港與內地簽署自由貿易區協議，藉此減輕中國入世對香港的影響。

提出這項建議，旨在讓香港較其他世貿成員先行享有中國入世承諾中的優惠。此舉可給予香港率先起步的機會，而內地亦可借此機會，在貿易及投資市場全面開放前測試市場開放的效果。

王忠馮認為，中國入世後，內地與香港均面對挑戰，上述建議值得進一步研究。此外，石廣生亦表示，這項建議值得深入考慮。

### 發展西部

內地制訂了發展西部的計劃，目的是維持經濟穩定增長，收窄東西部地區的經濟差距。為了支持這項長遠發展的計劃，並為會

員提供更多商機，本會將在本年舉辦一系列有關中國西部的商業活動。

首項是於七月底成行的陝西、甘肅和新疆的絲路考察團，隨後是九月與中國貿促會合辦的「利用外資參與內地中西部開發研討班」，繼而是十一月的四川和重慶考察團。

王忠馮亦讚揚本會為配合中央政府開發西部的政策而舉辦的一系列活動。不過，他提醒港商西部開發是一項長期的計劃，開發的重點包括基礎建設及生態環境工程，至於東部沿海地區的加工貿易，則不適合在西部發展。

他鼓勵港商參與高科技加工的投資。此外，港商在服務業及市場開發方面，經驗豐富，將有助西部企業與國際市場接軌。

翁以登博士總結北京之行時表示：「本會每年均組織高層代表團到北京訪問，與國家領導溝通。這些訪問活動一方面可令內地官員更了解香港的發展情況及需要，另一方面也可讓港商獲取國家經貿情況的最新情報。經過這次訪問，總商會更深信中國加入世貿後，香港仍會在內地經濟發展中扮演重要的角色。」

challenges after China's entry into WTO, and that the idea warranted further study. MOFTEC Minister Shi said he also felt that the concept was worthy of careful study.

### DEVELOPMENT OF THE WEST

The mainland has drafted plans to develop the western region to maintain stable economic growth and narrow the economic gap between eastern and western regions. To help promote the long-term plan, and to provide more business opportunities for members, the Chamber will organise a series of business programmes to the region this year.

The first of these is the "Silk Road" mission to Shaanxi, Gansu, Xinjiang at the end of July, followed by a workshop on "Attracting Foreign Funds in China's Western Development" (co-organised with CCPIT) in September, and a mission to Sichuan and Chongqing in November.

State Councillor Wang applauded the Chamber for organising programmes that dovetail with the Central Government's policy of developing the western part of China. He reminded Hong Kong business that development of the western region is a long-term plan. Initial efforts focus on infrastructure and eco-environmental projects, and the processing trade now



▲ Delegates meet with the People's Bank of China head Liu Tinghuan (2nd from left) and other bank officials.  
團員與中國人民銀行副行長劉亭煥（左二）及其他銀行官員會晤。

▶ The delegation visits Bowen Leung (centre), director of the Hong Kong SAR Office in Beijing.  
團員拜會了香港駐北京辦事處主任梁寶榮（中）。







Chamber Chairman C C Tung (left) discusses trade issues with Yu Xiaosong, chairman, China Council for the Promotion of International Trade.

本會主席董建成（左）與中國國際貿易促進委員會會長俞曉松商討貿易事宜。

conducted in the eastern coastal region is not suitable for the west, he said.

Instead, he encouraged Hong Kong investors to look at setting up high-tech activities in the west. In addition, with their experience in service industries and marketing, Hong Kong businesses could help enterprises in the western region adapt to the international market.

Commenting on the Beijing Mission, Chamber Director Dr Eden Woon concluded, "The Chamber organises high-level delegations to Beijing every year to enhance communication with mainland officials. These visits can help mainland officials better understand the development and needs of Hong Kong, as well as update Hong Kong businessmen on the current economic and business situation in China. After this visit, we believe that Hong Kong will still play an important role in the economic development of China after its entry into the WTO." **B**

## INVESTMENT INCENTIVES FOR CENTRAL & WESTERN CHINA

### 國家鼓勵外商向中西部地區投資的有關政策

The Central Government has unveiled a new set of policies and incentives to attract more foreign investment into central and western China. The main areas are:

1. With approval from the Central Government, authorities in the central and western regions of China can develop and implement their "Guide Catalogues of Premier Industries and Projects." Projects listed in the catalogues can enjoy benefits given to those on the official "encouraged list" in China's "Guide Catalogue of Industries for Foreign Investment."
  2. The scope of foreign investments and requirements for establishing foreign-invested enterprises in the middle and western regions will be relaxed. Restrictions on the equity ratio required by foreign-invested enterprises in these areas will also be relaxed.
  3. Foreign-invested enterprises on the "encouraged list" setting up in the middle and western regions can enjoy a preferential income tax rate at 15 per cent for 3 years more after their initial preferential tax treatment period expires.
  4. Re-investment projects in the central and western regions with 25 per cent or above foreign equity can enjoy preferential treatment given to foreign-invested enterprises.
  5. Foreign-invested enterprises in coastal regions will be allowed to operate and manage foreign-invested enterprises and Chinese enterprises in the central and western regions on terms of agreed contracts.
  6. Provinces, autonomous regions, municipalities and provincial capitals in the central and western regions will be allowed to upgrade one of their existing development zones of their choice to "Development Zone Economic & Technological National Level."
- Members wishing to read the entire report, which includes other regions, can email Ellen Liu at [ellen@chamber.org.hk](mailto:ellen@chamber.org.hk) for more information.*

為擴大吸收外資向中西部地區投資，國家就進一步鼓勵外商投資制定了有關政策措施。主要內容如下：

- (1) 中西部地區制定的利用外資優勢產業和優勢項目目錄，報經國家批准後實施。目錄內項目可享受《外商投資產業指導目錄》鼓勵類項目政策。
- (2) 放寬中西部地區吸收外商投資領域和設立外商投資企業條件，放寬中西部地區設立外商投資企業外商持股比例限制。
- (3) 對設在中西部地區的国家鼓勵類外商投資企業，在現行稅收優惠政策執行期滿後的三年內，可以減按 15% 的稅率徵收企業所得稅。
- (4) 外商投資企業到中西部地區再投資的項目，凡外資比例達到 25% 以上的，均可享受外商投資企業待遇。
- (5) 允許沿海地區的外商投資企業到中西部地區承包經營管理外商投資企業和內資企業。
- (6) 允許中西部各省、自治區、直轄市在其省會或首府城市選擇一個已建成的開發區，申辦國家級經濟技術開發區。

欲閱讀報告全文，請與劉瑾聯絡（電郵：[ellen@chamber.org.hk](mailto:ellen@chamber.org.hk)）





Re-structuring programmes and an influx of foreign investments may lead to an increase in competition for human resources in China's cities.

中國推行改革，加上外資湧入，將加劇內地城市在人力資源方面的競爭。

# Gains outweigh losses for China after WTO accession

By Liu Peng

China's imminent entry into the World Trade Organisation (WTO) signifies the country is marching towards an open market economy. Its accession to the trade body will affect not only mainland enterprises, but also the economic re-structuring, and possibly even the political system of the country.

The Chamber has just conducted a new study on the impact on China after WTO

accession. This new study aims to help Hong Kong businesses look at the economic changes that are expected to take place in China. It also looks at the advantages and disadvantages that China's economy is expected to bear, and the impact on various industries through qualitative and quantitative analysis. In addition, the study also suggested a number of measures that mainland enterprises and the Central

Government should consider taking in order to cope with the changes.

## A HOST OF ADVANTAGES

Generally speaking, gains outweigh losses for China after accession to the WTO. Its membership into the trade body will enable China to enjoy a host of advantages, such as raising its political and economic status in the international community,

# 加入世貿 對中國利大於弊

劉鵬

中國加入世貿組織指日可待，這標誌著中國經濟將全面走向國際舞台。中國入世不僅對中國企業產生巨大的影響，而且對中國的經濟體制改革，以至政治體制改革都有莫大的影響。日前，為了進一步了解入世對中國經濟可能帶來的變化，香港總商會進行了一項新的專題研究，分析中國加入世貿對中國經濟的利與弊，並對各個行業的影響進行定性和定量的分析。此外，本會亦提出了多項中國企業和中央政府應該採取的對策。

總體來說，中國入世對中國的影響利大於弊。中國入世後，可提高中國在國際間的政治經濟地位，建立良好的國際經貿環境，有利國家更有效地利用國際市場和國際資源，擴大國際貿易和國際交往，調整和優化產業結構，學習國外先進的管理和技術，也有利於深化經濟體制改革，完善市場機制。然而，中國入世將對產業、體制改革及就業產生不利的影響，也會帶來人力資源方面的競爭。

在具體產業方面，中國的紡織業、家電業具有一定的競爭優勢，中國入世會促

進這些行業擴大國際市場份額。不過，多年由中國壟斷經營的汽車業、金融保險業、電信業和服務貿易由於在技術水平、服務質量、企業規模和價格上與國外先進企業仍有差距，因此，中國加入世貿將對這些行業產生不利的影響。

要面對中國入世後的挑戰，中國企業應採取根本措施，提高企業的整體實力和競爭能力。可能面對較大衝擊的企業須利用短短幾年的保護期，加大企業整合力度，在技術能力、管理水平、經濟規模和機制轉換上積極改善，在引進人才、提高產品質量和檔次上力求改進，使企業適應國際競爭的需要，具備國際競爭的實力。

政府也要積極扶持內地企業，創造良好和公平的競爭環境，尤須在減輕企業負擔、完善社會保障體系、加大企業服務三方面採取切實可行的措施。此外，政府亦須建立一個適合企業國際化經營的市場機制，並完善與市場機制相適應的法律制度。■

查詢這份有關中國入世的全新報告，請與本會中國事務副經理劉瑾小姐聯絡（電話：28231299或電郵：[ellen@chamber.org.hk](mailto:ellen@chamber.org.hk)）。

establishing a good business environment adaptable to international practices, and more effective tapping of international markets and resources.

Moreover, China can also widen its global connections, improve the structure of its domestic industries, acquire overseas advanced management techniques, enhance its economic re-structuring plan, and improve its market operations system.

However, various industries, re-structuring programmes and employment in China may be adversely affected. There may also be competition for human resources in the market.

China's textile and household electrical appliances manufacturing industries look set to benefit from a larger global market share, but the monopolised auto, insurance, telecommunications and service industries may suffer due to their weak technical standards, service quality, company size and high prices.

To combat this, the study suggests mainland enterprises introduce radical measures to improve their overall competitiveness. Industries likely to face strong competition upon China's WTO accession should capitalise on the implementation period to speed up their re-engineering programmes over the next couple of years.

To sharpen their competitiveness in the global market, they should raise their technical and management standard, improve their scale of economies, streamline operations, recruit more talent, and enhance product quality and value.

Moreover, the Central Government should also assist local enterprises build a business environment that facilitates competition on an equal footing. In addition, it should implement practical measures to relieve local enterprises' financial burden, improve the social security system, and diversify the services offered by enterprises. Finally, mainland authorities should establish a market system which conforms to international rules, and adapt a legal system which takes the new market mechanisms into consideration. ■

Members interested in reading this new full report on China can contact Ellen Liu, assistant manager, China, on 2823 1299, or email [ellen@chamber.org.hk](mailto:ellen@chamber.org.hk)





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# Greening Hong Kong

**H**ong Kong has recorded some success in tackling its environmental problems, but in general, its environment has continued to deteriorate. This has been aggravated by a rapid population growth of about 1 million people every decade for the past 30 years which is forecast to hit 8.9 million by 2016 – up 2.2 million from 1998.

Controls on piling and traffic noise, as well as the move of the new airport to Chek Lap Kok in 1998 have benefited hundreds of thousands of citizens.

But sewage and waste volumes have risen by 100 per cent between 1980 and 1990 alone. While the government is trying to tackle water pollution through a combination of engineering programmes and legislative controls, there is an urgent need to accelerate improvements to the sewerage network because of population growth.

Waste loads are also a worry because they are growing and severely depleting landfill capacity. If nothing is done to reduce municipal loads, they will increase from 8,700 tonnes per day in 1997 to 11,600 tonnes in 2007. The Waste Reduction Framework Plan unveiled in November 1998 aims to reduce those amounts through recycling, incineration and other measures.

Air quality continues to worsen, but action is being taken to curb the problem. Emissions from Hong Kong's growing number of vehicles clearly pose a health threat to the population and the programme to switch taxis to LPG to replace diesel ones, increased fines for smoky diesel vehicles, and the introduction of ultra-low sulphur diesel are concrete steps towards reducing air pollution.

The Chamber has been pushing for greater action to protect the environment and released its Environment Statement in March this year. Also, its Environment Committee is focusing on more practical ways that companies can help themselves while helping preserve the environment. **B**

## 綠化香港

**香**港在處理環境問題方面，成績略見，但本地的環境在某些地方，仍繼續惡化，人口迅速膨脹更使情況雪上加霜。過去30年來，人口每10年約增加100萬，預計到了2016年，香港的人口將達到890萬，比1998年多了220萬人。

雖然打樁機噪音及交通噪音已受到規管，而機場在1998年遷往赤鱗角，亦使廣大的市民受惠，但在1980年至1990年間，污水量及廢物量已增加一倍。現時，當局採雙管齊下的方式解決水質污染的問題，一是工程計劃，二是法例管制。然而，由於人口增長迅速，當局必須儘快改善排污系統。

另一個令人擔憂的問題是廢物量不斷增加，使堆填區的容量急劇減少。如不採取措施減少廢物，香港的都市廢物量將由1997年每日8,700公噸增至2007年每日11,600公噸。政府於1998年11月頒布了《減少廢物綱要計劃》，目的是通過循環再造、焚化及其他方法減少廢物。

香港的空氣質素持續惡化，但當局已著手解決問題。在香港，車輛數目不斷增加，汽車排出的廢氣顯然危害公眾的健康。當局引進石油氣的士取代柴油的士，增加排放黑煙柴油車輛的罰款，以及引入超低含硫柴油，皆是改善空氣污染的實質措施。

本會一直致力推動各方積極保護環境，並於本年三月發表環保聲明。此外，本會的環境委員會亦專注研究實際的環保方法，讓公司保護環境之餘，也使本身獲益。 **B**

## Business

By James Pearson

**T**he Environment Committee in the past has focussed mainly on the wider aspects of the environment and how they affect Hong Kong. While we need to maintain this coverage, over the next year we would also like to see the committee and Chamber as a whole help members better appreciate and understand the benefits that can be realised from including environmental management within a company's existing management structure.

These benefits come in the form of increased productivity and efficiency, reduced costs and improved competitiveness. And they are not only restricted to the manufacturing sector; significant benefits can also be reaped by the financial and services sectors.



**環**境委員會過往主要關注層面較廣的環保問題，以及有關問題對香港的影響。我們固然仍需要維持這方面的工作，但在未來一年，我們期望委員會和總商會一起，協助會員更進一步重視和了解在公司現有的管理架構中引入環保管理措施的益處。

在公司內關注環保，可提升生產力和效率、減低成本和增加競爭力，而受惠的不僅是製造業，金融及服務業也能藉推動環保獲益良多。

由於本會從事這些行業的會員為數不少，因此，我們將集中向他們推廣重視環保對所屬行業帶來的經濟效益。

這項工作殊不容易，顯然無法在一年內成功。不過，我們已看見政府最近對環



# and the environment

Because many members fall into these sectors, we want to encourage and focus on the economic benefits that an appreciation of environmental issues can have for these industries.

This will not be easy and obviously cannot be achieved in one year. But we have all seen the recent increase in commitment the government has given to environmental issues and we need to build on this momentum. We should push for change in business culture in Hong Kong so that environmental costs and benefits can be fully accounted for and realised.

Nothing comes free, and as there is an ever increasing need to improve competitiveness and reduce costs. Identifying environmental costs so that they can be reduced or planned for and maximising the benefits through good management can only benefit a company,

Hong Kong's economy as well as its environment.

## ENCOURAGING CHANGE

On May 18 the Chamber officially launched its Environmental Statement, which defined its position on the environment and encourages all members to follow a similar direction.

Immediately following its release, we held our first Environment and Business Mentoring Session, which was sponsored by MTRC. These sessions will be the mainstay of our campaign to build on the principles of the statement and help members on the practical aspects of environmental management.

We realise guidance is needed in this area and the best resources the Chamber has is its members, especially those with experience in working alongside similar environmental principles.

The sessions aim to give live case studies of all aspects of environmental management, and to allow participants to discuss their successes, failures and problems that they encountered. We believe that these sessions will help companies starting on the road to environmental astuteness avoid the pitfalls while realising the benefits as quickly as possible.

The MTRC session was attended by over 80 people, and we expect a similar turnout for the next session by Cathay Pacific.

We would like to ask all members, no matter how big or small, who have experiences in managing environmental aspects of their business and are willing to sponsor a mentoring session to get in touch with us.

There are numerous other issues – development on Lantau, air pollution, LPG vehicles, pedestrianisation, contaminated land, environmental reporting, etc. – which fall under our remit of environment in Hong Kong, and we will continue to look at these issues and their implications to our members.

Anyone interested in joining the committee or sponsoring a mentoring session should contact Thinex Shek on 2832-1270, or email [thinex@chamber.org.hk](mailto:thinex@chamber.org.hk) for more details. **B**

*James Pearson is Chairman of the Chamber's Environment Committee and Principal Consultant with ERM Hong Kong.*



## 營商與環保

彭占士

保一事採取更積極的態度，因此，有必要乘勝追擊。我們應促使本地的商業文化改變，讓人們完全了解環境成本，充份認識環保的益處。

世上沒有不勞而獲的事情，要應付在增強競爭力和減低成本方面日漸沉重的壓力，便需加把勁兒。我們必須認識環境成本，才能減少開支，對症下藥；我們也須透過良好的管理制度，盡量加強環保的效益，這樣不僅使公司受惠，對香港經濟及環境也有益處。

### 鼓勵改變

在5月18日，本會正式發表環保聲明，闡釋本會在環保的立場，並鼓勵所有會員朝著同一方向邁進。

我們發表聲明後，隨即舉行首個由地鐵公司贊助的指導活動，以推動商界關注環保。本會所舉辦的一系列指導活動，將成為整個環保運動的骨幹項目，目的是以環保聲明中的原則為基礎，協助會員處理環保管理的實際工作。

我們發現，人們需要這方面的指引，而會員便是總商會所擁有的最佳資源，尤其那些已實行類似環保原則的公司。

舉辦這一系列的指導活動，旨在介紹各類有關環保管理的真實個案，並讓參加者討論在推行環保時的成敗和困難。我們相信，這些指導活動有助公司在推行環保的道路上，保持警覺，避免隱伏的陷阱，盡快享受環保帶來的益處。

首個由地鐵贊助的研討會吸引了80人

參加，預料下一個由國泰贊助的研討會也可吸引相若的人數參與。

不論公司規模大小，會員如在營商方面擁有環保管理經驗，並願意贊助指導活動，歡迎與我們聯絡。

至於大嶼山發展、空氣污染、石油氣車輛、設立行人專用區、土地污染及環保報告等多項環保課題，我們也會繼續探討，並研究它們對會員的影響。

有意參加委員會或贊助指導活動者，請與石平佛聯絡，查詢詳情（電話：2823 1270；電郵地址：[thinex@chamber.org.hk](mailto:thinex@chamber.org.hk)）。**B**

彭占士是本會環境委員會主席及香港環境資源管理顧問有限公司首席顧問。



*The Environment and Food Bureau recently announced a new series of measures to improve the territory's deteriorating air quality*

**S**unshine, salty sea breezes, glistening skylines and spectacular views from the Peak are some of the sought-after pleasures that Hong Kong's visitors and old-hands alike enjoy. But in March this year, as the Air Pollution Index neared a record high of 170, you couldn't even see the other side of the harbour; people with respiratory problems were advised not to venture outdoors; and a second international conference was cancelled due to the air pollution.

The 150,000 or so diesel vehicles that ply Hong Kong's roads are the major source of the respirable suspended particulates (RSP) which cause poor visibility, Barrie Cook at the Hong Kong Business Coalition on the Environment said.

"But of course this has tremendous health effects and everything else, that is the worry," he said.

In its "Action Plan to Improve the Environment," released on May 9, 2000, the government announced a new set of measures to tackle air pollution. Within three years, it aims to reduce vehicle particulate emissions in urban areas by 70 per cent, and nitrogen oxide emissions by 19 per cent.

The switch of diesel taxis to liquid petroleum gas (LPG) is spearheading this battle, and on June 16, 2000, the Legislative Council Finance Committee approved a HK\$725.52 million fund for the LPG Taxi Conversion Scheme. Under the plan, taxi drivers can receive a one-off HK\$40,000 grant to switch their diesel vehicle to an LPG model.

Much faith is being placed in the conversion plan, but when you consider that even when all 18,008 taxis are converted to LPG, out of the total of 150,000 diesel vehicles which are on Hong Kong's roads, the measure just scratches the surface of the problem. "But it is a step in the right direction," Mr Cook said.

As of June 2000, some 840 of Hong Kong's 18,008 taxis ran on LPG, according to the Environmental Protection Department. The government hopes to require all newly-

registered taxis to be LPG vehicles by the end of the year and the rest of the fleet will be encouraged to switch by 2005.

Trials for electric and LPG lightbuses were officially launched in June, and the government has also committed HK\$50.88 million to fund some 42,400 diesel light vehicles retrofit their pre-Euro diesel light vehicles with particulate traps to reduce emissions.

While Mr Cook said he is in favour of the LPG plan, he personally feels introducing ultra-low sulphur diesel (ULSD) across the entire diesel fleet would be a bigger step towards reducing air pollution.

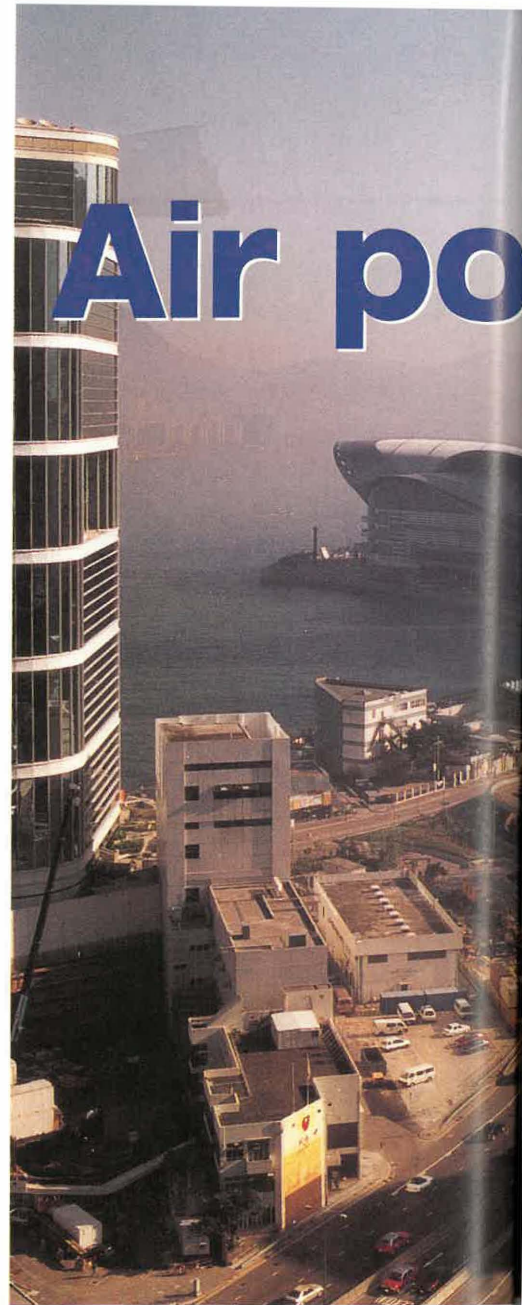
Stricter enforcement of pollution laws is also needed. "When people persistently pollute fine them; fine them heavily or seize their vehicles," he said. "Also, this illegal diesel needs to be controlled."

The Environment and Food Bureau (EFB) said that starting Dec. 1 this year, it will increase the fines on smoky vehicles from HK\$450 to HK\$1,000. The secretary for the Environment and Food has said government diesel vehicles will start switching to ULSD in July this year and its entire fleet is expected to be running on ULSD by the end of 2000. The EFB also said that a concessionary duty for ULSD to make the price competitive enough for drivers to switch to ULSD will be introduced on July 7, 2000.

"These are all the right things to do, the question is can they be done quickly enough?" Mr Cook asked. "And the other thing which people tend to forget is that the government has no way of controlling the number of vehicles in Hong Kong, unlike Singapore which has a mechanism to control the number of vehicles on the road.

"The worry that I think we have in the environmental and business community, is that even though you may reduce the amount of pollution each vehicle spews out, the actual number is increasing. So all these measures will come to no good unless you can control the number of vehicles."

Hong Kong is quite unusual in that about 70 per cent of the population uses public



**Action plan to improve**

- Passing on June 16, 2000, a one-off grant of HK\$40,000 to every taxi owner who switches from a diesel taxi to an LPG model.
- Capping the price of LPG for the first year of operation. The government expects this will cut operating costs of a taxi by about HK\$45,000 annually.
- Trials for electric and LPG lightbuses started in June 2000.
- Twelve-month trial for diesel catalysts launched in February 2000. Results will be used to retrofit pre-Euro vehicles with catalysts in 2001.
- HK\$50.88 million allotted for grants to assist 42,400 vehicle owners retrofit their pre-Euro diesel light vehicles with particulate traps to



# lutian

## 空氣污染

環境食物局最近公布了一系列新措施，改善本地日趨嚴重的空氣質素問題。

燦

爛的陽光、和暖的海風、銀光閃耀的天際、從太平山頂俯瞰優美景致，都是香港的旅客和老香港所嚮往的。可是，本年三月的空氣污染指數接近170，令您看不清維港的對岸，令呼吸病患者不宜外出，也令本港失去了第二個國際性會議的主辦權。

本會環境委員會前主席高保利認為，在香港路面上行駛的15萬輛柴油車是產生可吸入懸浮粒子的元兇，這些懸浮粒子令空氣混濁，視野模糊。

他說：「最令人擔憂的是，這些（懸浮粒子）不但危損健康，也導致多項問題出現。」

政府在2000年5月9日公布了改善環境綱領，當中包括多項改善空氣污染的新措施。政府有意在三年內，把市區的汽車排放微粒總量減少七成，而氧化氮的排放量則減少19%。

為這次改善環境行動打響頭炮的，是石油氣的士轉換計劃。政府的財務委員會於本年6月16日通過撥款7億2,552萬元，資助柴油的士車主轉用石油氣的士。根據計劃，柴油的士車主如轉用石油氣為燃料，可獲一次過撥款40,000元。

雖然各界對這項計劃充滿信心，但若細想，全港共有150,000部柴油車輛，的士僅佔18,008部，即使所有柴油的士轉為石油氣的士，對問題的幫助也不大。不過，高保利表示：「政府起碼踏出了正確的第一步。」

環保署的資料顯示，直至2000年6月，全港18,008部的士中，已有840部轉為石油氣的士。政府期望在本年底規定所有新登記的士必須以石油氣為燃料，並鼓勵餘者在2005年前轉用石油氣。

政府亦於本年六月正式推行電動及石油氣小巴試驗計劃，並撥資5,088萬元，資助42,400輛在歐盟標準生效前製造的輕型柴油車輛安裝微粒過濾器，以減少廢氣。

高保利表示，他個人喜歡石油氣轉換計劃，但亦認為引入超低含硫量柴油計劃，可大為改善目前的空氣污染情況。

他補充說，政府需嚴厲執行污染法例。他說：「對於那些屢犯不改的人，必須重罰，甚至沒收他們的車輛。」

環境食物局公布，由本年12月1日起，排放過量黑煙車輛的罰款將由450港元提高至1,000港元。該局局長表示，在本年七月起，所有政府柴油車輛將須使用超低含硫量柴油，而在本年底，所有政府車

### ong Kong's air quality

### 改善香港空氣質素行動綱領

reduce emissions.

- Fine for smoky vehicles to be raised from HK\$450 to HK\$1,000 effective December 1, 2000.
- From September 2000, all diesel vehicles which have to undergo roadworthiness inspections will have to go through more thorough smoke tests.
- All new vehicles must meet Euro III standard in parallel with its adoption in the EU next year.
- All government diesel vehicles to use ultra-low sulphur diesel (ULSD) by end of 2000. Franchised bus companies will be asked to switch over to ULSD with government fleet. Introduction of concessionary duty starting July 7, 2000, to minimise ULSD and regular diesel price difference.

- 於2000年6月16日通過為每部柴油的士提供一筆過40,000港元的資助，鼓勵柴油的士車主轉用石油氣的士。
- 石油氣價格將設置上限，政府估計這將為每名改用石油氣的士的車主每年節省約45,000元的營運費。
- 石油氣小巴和電動小巴試驗計劃於本年六月展開。
- 為期十二個月的柴油催化器試驗計劃於本年二月展開；試驗完成後，政府將安排為歐洲聯盟廢氣排放標準生效前製造的車輛加裝柴油催化器。
- 政府撥款5,088萬元，資助42,400輛在歐盟標準生效前製造的輕型

柴油車輛安裝微粒過濾器，以減少廢氣。

- 由2000年12月1日起，排放過量黑煙車輛的罰款將由450港元提高至1,000港元。
- 由本年九月起，所有進行年檢的柴油車輛需進行更全面的黑煙測試。
- 歐盟明年實施第三期廢氣排放標準時，本港所有新登記車輛須符合這項規定。
- 在本年底，所有政府柴油車輛將須使用超低含硫量柴油；專利巴士也須轉用超低含硫量柴油；政府亦於本年7月7日引入稅務優惠，減少超低含硫量柴油與一般柴油的價格差距。





transportation. But a big proportion use the diesel-powered fleet, so while the fact that few people here own vehicles to pollute, most have no option but to use heavy-polluting public transportation.

This is aggravated by Hong Kong's burgeoning population which grows by about 1 million every decade.

"The government is trying to tackle this

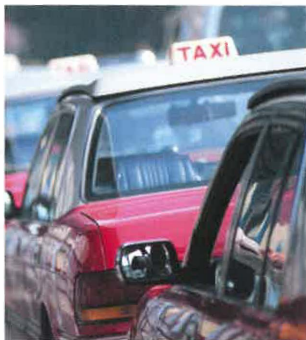
by the rail strategy – you have the West Rail being built; proposal of extensions to the East Rail and MTR. This is a move in the right direction, but these things are going to take 5, 10, 20 years, whereas really the air pollution here is very serious," Mr Cook said. "In March it was close to 170, that's really scary, so it's going to be a very close run race." **B**

## LPG taxis get green light 石油氣的士計劃落實執行

The government's 12-month pilot scheme to test the viability of liquid petroleum gas (LPG) taxis in 1998 demonstrated that they were as safe and reliable as diesel models and that they could operate at a comparable price.

The 30 LPG taxis in the trial also showed that mileage and maintenance of LPG engines were comparable to diesel. The biggest drawback was the lack of LPG filling stations, which, for safety reasons, are required to be at least 55 metres away from populated areas. Four temporary stations were set up for the trial. According to the Transport Bureau, five additional filling stations will be set up by the end of 2000, while 20 existing petrol stations will be equipped with LPG facilities in 2000/2001.

Another concern for taxi drivers was that



LPG taxis cost more to drive, consuming 0.14 litres of fuel per kilometre compared to 0.11 litres for diesel.

The Environmental Protection Department estimates that if Hong Kong's taxis were converted to LPG, high particulate emissions would drop by 30 per cent.

As of June 2000, some 840 of Hong Kong's 18,008 taxis run on LPG, according to the EPD. The government hopes to require all newly-registered taxis to be LPG taxis by the end of the year 2000 and the rest of the fleet will be encouraged to switch by 2005.

On June 16, 2000, the Legislative Council Finance Committee approved a HK\$725.52 million fund to give taxi drivers a one-off grant of HK\$40,000 to switch to a LPG vehicle. Drivers can apply for the grant starting in August 2000. **B**

輛亦會轉用超低含硫量柴油。此外，政府亦計劃引入稅務優惠，減少超低含硫量柴油與一般柴油的價格差距。

高認為：「這些都是應做的事情，但問題是有多快？另一方面，人們似乎忘記了，香港政府無法控制汽車的數量，不像新加坡，當地已制訂一套機制，控制路面上車輛的數目。」

「令我們這些環保和商界人士感到憂慮的是，即使當局能減少每輛汽車造成的污染，卻無法遏止汽車的整體數字上升。因此，除非政府能控制車輛的數目，否則，制訂這些措施也是徒然。」

香港約七成人口使用公共交通工具，但本港大部分車輛均為柴油汽車，縱然擁有汽車的人為數不多，但大部分人士均被迫乘坐嚴重污染環境的公共交通工具，這情況在其他地方，甚為罕見。

此外，香港的人口快速膨脹，平均每十年，人口增長達 100 萬，尤使污染問題雪上加霜。

「政府正試圖以鐵路運輸的策略，解決這個問題。興建西鐵，提出擴展東鐵和地鐵的建議，都是正確的措施，但這些工程需時五年、十年，甚至二十年，才可完成，而本地的空氣污染情況實在已非常嚴重。三月，本地的空氣污染指數接近 170，確實令人震驚。改善空氣污染問題刻不容緩，我們必須分秒必爭。」高說。 **B**

政府在 1998 年推行了為期 12 個月的石油氣的士試驗計劃，結果顯示，石油氣的士與柴油的士同等安全可靠，而在經營成本上，兩者也相若。

在里數及維修兩方面，參與試驗計劃的 30 輛石油氣的士均與柴油的士相若。然而，最大的缺點是石油氣站不足。基於安全理由，石油氣站最少須距離民居 55 公尺。在試驗計劃中，政府設立了四個臨時石油氣供應站。運輸局表示，在 2000 年底，政府將增設五個石油氣站，而 20 個現有的加油站亦會於 2000 至 2001 年度裝設石油氣供應設施。

的士司機關注的另一問題是石油氣的士的汽油成本較高，石油氣的士每公里的耗油量為 0.14 公升，而柴油的士則為 0.11 公升。

環保署預測，若本港的士轉用石油氣，廢氣中的懸浮粒子便會減少三成。

直至 2000 年 6 月，全港 18,008 輛的士中，約有 840 輛使用石油氣。政府希望所有在本年底前新登記的的士使用石油氣，並鼓勵餘者在 2005 年前轉為石油氣的士。

在本年 6 月 16 日，立法會財務委員會通過撥款 7 億 2,552 萬元資助計劃執行，轉用石油氣的士可一次過獲發津貼 40,000 元。這項計劃於 2000 年 8 月接受申請。 **B**





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*The way ahead*

# Hotels prove it pays to be green

By Debbie Yim

**H**otel Nikko has saved over HK\$7 million since it became a 'green' hotel in 1993. It has also seen its insurance premiums slashed by 22 per cent due to improved controls on water and energy consumption, and the development of a risk prevention plan.

"People who say that it costs too much money to protect the environment are simply people who don't want to do anything to protect it," Hotel Nikko General Manager Jean-Marie Leclercq said.

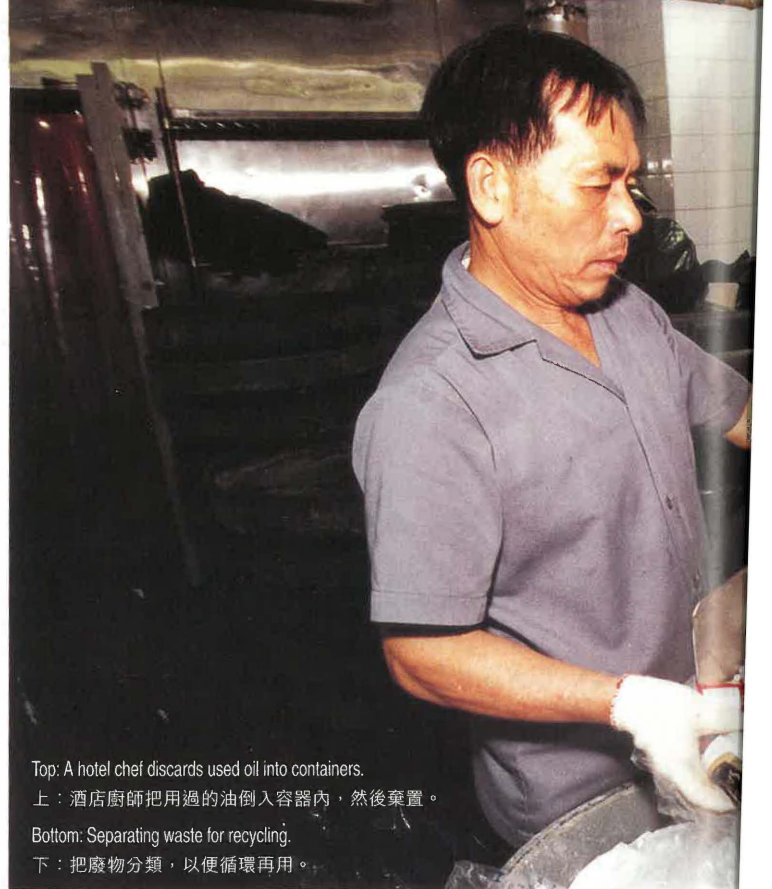
In just one year, Hotel Nikko's energy saving measures have helped the hotel cut its energy bills by 6.2 per cent, even with an occupancy increase of 3.3 per cent.

To save energy, the air conditioning is set at a comfortable – instead of a chilling – temperature, boilers are checked frequently to make sure water doesn't overheat, and the stoves are turned off in the kitchen if they are not needed.

Similarly, Island Shangri-La guestrooms have a master electricity switch by the door that turns off all the lights in the room when a guest goes out. The air conditioning remains on to keep the air in the room fresh, but housekeepers turn it to its lowest level when they enter to clean the room. Also, the hotel's restaurants only serve two meals a day so an automatic timer switches off the air conditioning and lighting when the restaurant closes.

"Why not be 'green' if all the money invested in environmentally friendly products is returned?" asked Island Shangri-La Environmental Management System Manager Terry Kwan.

Many people believe environmentally friendly practices lower the quality of service, but "Our environmental management system has



Top: A hotel chef discards used oil into containers.  
 上：酒店廚師把用過的油倒入容器內，然後棄置。  
 Bottom: Separating waste for recycling.  
 下：把廢物分類，以便循環再用。





ISLAND SHANGRI-LA

# 酒店推行環保

## 收穫豐

嚴婷婷



航酒店自1993年推行環保政策後，便節省了700多萬港元。由於酒店控制用水和節省用電，並制訂預防危機計劃，因此，保險費也減少了22%。

該酒店的總經理勒克萊爾表示：「說環保花費太多的人，只是不想為保護環境出一分力。」

日航酒店推出節約能源計劃短短一年，已協助酒店減少電費6.2%，甚至酒店的入住率，也提升了3.3%。

為節約用電，該酒店把過低的空調溫度調升至適中水平，並經常檢查鍋爐，確保水溫不會過熱。酒店亦要求廚部的員工不使用火爐時，把爐關上。

港島香格里拉酒店也在客房的大門旁安裝電力總掣，客人外出時，電源便會自動終斷。不過，為使客房內的空氣清新，酒店會把空調系統常開。酒店規定，房務部工人清理房間時，只會把空調開至最低一級。此外，酒店的餐廳亦裝設計時器，當餐廳關門時，空調和電源便會自動關上。

港島香格里拉酒店環保管理體系經理關俊傑表示：「既然環保產品的投資是有回報的，為何不推行環保？」

不少人認為，推行環保會使服務質素降低，但日航酒店的勒克萊爾稱：「我們的環境管理系統只把服務水平提升，並無使水平下降。」

港島香格里拉酒店在1997年榮獲香港管理專業協會的優質大獎，足證品質與環保是可取得平衡的。雖然該酒店內的水晶吊燈仍使用普通燈膽，但酒店房間內的浴室、床頭燈、牆燈和走廊的天花燈，均已改用慳電膽。

「縱使酒店起初需投資540,000元購置慳電膽，但只需半年，便從電費中省回這筆費用。」



only increased our standard of service, not lowered it," Mr Leclercq of Hotel Nikko said.

Island Shangri-La's 1997 Hong Kong Management Association Quality Award shows that a balance between quality and environment protection can be achieved. Although the hotel uses regular light bulbs for crystal chandeliers, energy saving light bulbs are used in bathrooms, lamps inside



Hotel Nikko Hong Kong General Manager Jean-Marie Leclercq (left) receives the Green Retail Grand Award from Financial Secretary Donald Tsang.

財政司司長曾蔭權頒贈環保零售獎予日航酒店總經理勒克萊爾。

guestrooms, and wall and ceiling lamps in the corridors.

"Despite an initial investment of HK\$540,000 to buy the energy saving light bulbs, it only took half a year to get the money back through decreased electricity costs," Mr Kwan said.

### ASKING GUESTS TO BE GREEN

The hotel places green cards in bathrooms which encourage guests to reuse their towels to preserve resources. "At first we were worried about the guests' reactions, but it turns out that they really support us," Mr Kwan said.

This has lightened the hotel's daily laundry by 70 to 80 kilos, which has also reduced water and power consumption, as well as manpower. "One rock can hit a lot of birds," he added.

With the money it saved on energy, Hotel Nikko could afford to install a valve in the hydraulic system to regulate water flow in every shower and tap outlet, which cut its water consumption by 15.5 per cent per guest.

Mr Kwan of at the Island Shangri-La said that although the hotel's water restrictors

required an initial investment of HK\$260,000, it only took 18 months to recoup the investment.

Hotel Nikko has also been striving to reduce the amount of waste it produces by buying products in bulk. For example, the hotel used to throw away thousands of small pots of jam used for its buffet daily, but it now buys jam in large jars and refills them when they are empty.

"Newspapers, cans, cartons, oil are all recycled, and special deals with suppliers that recycle materials for the hotel are made," Mr Leclercq said.

Cleaned laundry is returned to Island Shangri-La guests in rattan baskets instead of in the paper boxes previously used, and cloth laundry bags are provided instead of plastic bags. Although it cost \$63,000 to purchase the rattan baskets, the investment was recouped in just two years.

Mr Leclercq admits that as with any business plan, initial investments are always necessary to help improve, and increase productivity, and green measures are no different. But at the end of the day, the hotel's investments have paid for themselves many times over and will continue to do so.

"An initial investment will be required and it will take about three years to get the full impact of the programme, but in the meantime you will save in small amounts," Mr Leclercq said. **B**



▲ Water restrictors installed in showers can reduce water consumption by around 15 per cent. 在灑水器上安裝調節器，可減少用水 15%。

► Cleaned laundry is returned to guests in rattan baskets instead of cardboard boxes. 酒店把洗滌後的衣服以藤籃盛載，交回住客。

### 籲請住客注重環保

港島香格里拉酒店在浴室內放置環保咭，鼓勵住客再次使用毛巾，以節省資源。關俊傑稱：「最初，我們擔憂此舉會引起住客反感，但結果顯示，他們真的支持這項計劃。」

放置環保咭後，酒店每天的洗衣量減少了70至80公斤，而水、電及人力也因此而節省了。他說：「這豈只是一箭雙鵰呢！」

日航酒店把節約用電省回的金錢，用以在水力系統內安裝活門，以調節每個灑水器和水龍頭出口的水流。結果，每位住客平均減少用水15.5%。

港島香格里拉的關俊傑表示，雖然酒店須投資260,000元購買節約用水裝置，但只需18個月，這筆投資便省回了。

另一方面，日航酒店亦大批購入貨品，減少廢物。舉例說，該酒店以往為每天的自助餐購買大量小瓶裝果漿，但現在則改買大瓶裝果漿，果漿用完後，也會再次補充。

勒克萊爾說：「報章、鐵罐、紙盒和油瓶，一律回收，並要求供應商供應可循環再用的物料。」

港島香格里拉酒店把洗滌後的衣服以藤籃盛載，交回住客。以往，該酒店是用紙盒盛載衣服的。此外，酒店為住客提供的洗衣袋，是非塑膠的環保袋。雖然酒店需為購買藤籃花上63,000元，但這筆投資只需兩年便獲得回報。

勒克萊爾承認，環保計劃跟任何商業計劃一樣，必須在推行之初撥資發展，才能改善和增加生產力。日航酒店已從環保方面的投資取得多倍回報，相信這方面的回報會持續。

「初始投資是必需的。(推行環保措施)也需約三年時間，才見成效。不過，在這期間，您也可省回少量開支。」勒克萊爾說。 **B**







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# All quiet on the West Rail front

A revolutionary noise reduction system developed by Kowloon-Canton Railway Corporation (KCRC) will make the West Rail, Phase I, one of the quietest railways in the world when it goes into service at the end of 2003. The HK\$51.7 billion project also ranks as Hong Kong's largest standalone civil engineering capital undertaking.

Stretching for 30.5 kms, over one-third of the line will run through tunnels and 13.5 kms will run on viaducts through areas that have some of the strictest noise regulations in the world.

According to the Noise Control Ordinance, noise must be kept to less than 55 dB(A) (decibels) in rural areas and 60 dB (A) in urban areas between 11:00 p.m. and 7:00 a.m. and mitigated primarily at its source.

Since modern electric trains rumble along at 88 dB(A), the initial reaction was that the entire railway should be covered, KCRC

planners said. Even conventional viaduct designs incorporating standard noise barriers cannot lower noise levels enough to meet the requirements of the ordinance. But on closer study, covering the viaduct would require extensive measures to control the heat and smoke generated by the trains.

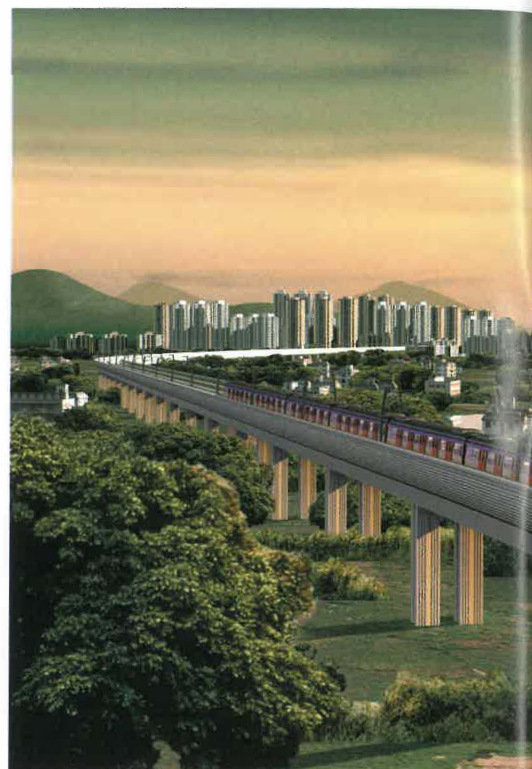
According to James Blake, KCRC's senior director of capital projects, "The design team, utilising the experience of other railway operators, reviewed all known noise prevention and mitigation measures, selected the most appropriate one for the West Rail circumstances and simulated these to ultimately arrive at the most cost-effective solution."

The resulting design incorporated a number of solutions, which although not in themselves unique, represent a world-first combination of engineering measures.

The most innovative of these is a multi-plenum noise attenuation system, which features three main components: a plenum beneath the train, a plenum located beneath the two emergency walkways on each side of the track, and edge barrier walls, all of which will be lined with sound absorption materials, KCRC officials said.

The design of the trains will also be modified to further reduce noise. They will be fitted with long skirts to enclose the wheels, noise absorptive materials under the train and on the inside of the train skirts, and quieter air conditioning units on top of the train cars.

All of these measures work together to reduce noise from the train significantly, KCRC said. The resulting noise at 25 metres from the track will be about 55 dB(A) for a 12-car train travelling at 130kph, which is equivalent to that normally generated by an everyday household sewing machine, and within the limits set by the ordinance.

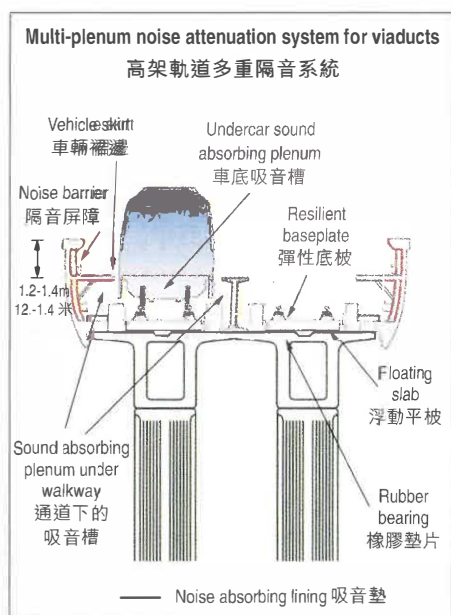


West Rail, Phase I, a 30.5 km domestic passenger railway linking Sham Shui Po and Ma On Shan. The 30.5 km West Rail Phase I will be completed in 2003, linking Sham Shui Po and Ma On Shan.

The KCRC predicts the electrified railway will eliminate approximately 1,000 tonnes of pollutants that would otherwise be emitted into the atmosphere by road-based vehicles every year. And to reduce power consumption, engineers have incorporated regenerative braking features into its design that feed energy back to the power supply system.

The company also said it plans to apply the same design standards used for the West Rail to other new capital projects, namely the three East Rail Extensions. The Ma On Shan Rail and Sheung Shui to Lok Ma Chau Spur Line will also adopt the same multi-plenum noise reduction system to minimise noise pollution.

As for the 90-year-old East Rail, KCRC said it has committed almost HK\$1 billion in an eight-year programme to implement noise mitigation measures at 29 locations along the line. The programme will be completed in 2002 and involves the construction of full and partial enclosures, station panels and trackside barriers. According to the company, the entire plan will benefit an estimated 122,000 people with noise levels being reduced by between 2.0 to 22.6 dB(A). **B**







with Tuen Mun, will come into operation in 2003.

**2**003年年底啟用的西鐵第一期將採用由九廣鐵路公司(九鐵)創製的多層減音系統,使該鐵路成為全球最寧靜的鐵路之一。西鐵第一期耗資517億港元興建,是香港最大型的獨立基建項目。

西鐵全長30.5公里,超過三分之一建於隧道裡,另外13.5公里建於高架橋上,途經地方的噪音管制,是世界上最嚴謹的。

噪音管制條例規定,在晚上11時至早上7時,郊區的噪音不可超過55分貝,而市區則不可超過60分貝;而且必須在噪音源頭採取紓緩措施。

由於電動列車行走時發出的聲浪達88分貝,九鐵最初曾考慮把整條鐵路覆蓋起來,因為傳統的高架橋和標準隔音屏障,均未能把列車聲浪降低至法例規定的水平。然而,經詳細研究後發現,覆蓋整條高架橋需同時採取大量措施控制行車時產生的熱量和煙霧。

九鐵新鐵路工程高級總監詹伯樂表示:「設計人員運用其他鐵路營運機構的經驗,檢討現行所有紓緩減低和預防噪音的方法,最後選擇了一些最適合西鐵的,然後模擬這些方法,找出最合乎成本效益的方案。」

最終的方案融合了數項措施的特點。雖然這些工程措施本身並非獨一無二,但混合使用卻是全球首創。

九鐵表示,其中最創新的設計是多層減音系統。這系統包括三個主要部分:列車底部的吸音槽、位於軌道兩旁緊急通道下的吸音槽,以及路旁隔音牆,全以吸音物料製造。

為進一步紓緩行車時的噪音,列車設計亦會改良。列車將裝設車邊圍板覆蓋車輪,車底和圍板以吸音物料製成,而車頂亦會安裝較寧靜的空氣調節系統。

九鐵表示,以上各種措施,將可大大減低列車聲浪。一架十二卡車以時速130公里行走時,距離路軌25米的噪音大約是55分貝,相等於一具家庭縫紉機發出的聲音,符合法例要求。

九鐵估計,電氣化西鐵每年可減少約1,000公噸車輛排出的廢氣。此外,西鐵列車亦會裝設再生製動器,把驅動列車運行所需的大部分動力回收,再饋入動力傳送系統,令列車耗用的能源量減至最低。

九鐵又計劃在其他新鐵路工程(即三條東鐵支線)採用西鐵的設計。馬鞍山鐵路和上水至落馬洲支線會採用同一種多層減音系統,以減低噪音。

至於有九十年歷史的東鐵,則正進行一項為期八年的噪音紓緩計劃。該計劃耗資約10億港元,在東鐵沿線29個地點實行。這項計劃將於2002年完竣,工程包括興建全封閉及半封閉隔音屏障、車站隔音板及路軌旁隔音屏,預料整項計劃可減低2至22.6分貝的噪音,令122,000名市民受惠。[B]

# 西鐵

## 全球最寧靜鐵路之一

### 西鐵第一期施工

### Construction of the West Rail, Phase I



# Q&A with Chamber SME Committee Chairman KK Yeung



ESTABLISHED IN 1983, K K Yeung Management Consultants Limited advises multi-nationals on investments in China, turnkey management, and China joint ventures. Its clients include the top 100 companies in the European Union. General Committee member and newly elected chairman of the Chamber's SME Committee K K Yueng told Editor Malcolm Ainsworth about his plans to help Hong Kong's SMEs adapt to the 'new economy' and what he feels China's WTO accession will mean for SAR business.

## What are your goals as the Chamber's new SME Committee chairman?

Broadly speaking, there are four issues which we will focus on. The first one is to liaise with government on policies and regulations wherever they affect SMEs. The second point is to enhance their management and technology skills. The third one is to promote networking. Because SMEs don't have the image of a big company, business doesn't go to them; they have to go out looking for business. We realise that networking is a very important issue for SMEs to pursue, so we ironed out how we can improve the networking skills of SMEs in government purchasing centres; in the major corporation sector and in the whole professional sector. This is connected to the fourth area that I have sort of charted out, which is to have a wider involvement in the community. As you know the Chamber has grown to a stage where we have to help the community, for example on environmental issues, and the recent discussion about improving our competitiveness. These are the kind of issues that we want to expose SMEs to. So to summarise: government policy side, technology side, networking for business and community work.

## What do you think about the 'new economy'?

I think the new economy is, of course, basically achieved by the same people that built the old economy. It's not because people shave off their hair that they have a cyber look and then they are in the new economy, it's not like that. It's achieved by those who are running faster; those who are more updated. So I think the old economy and the new economy is actually an economy which is migrating. Some may migrate faster than others, but basically it is an economic force that is going to change the way we do business. I think on the SME side there is certainly need to facilitate change too.

SMEs normally lack global connections, because if you want to do global business through the Internet, you still need global connections. These are not there. So it has to be cultivated for them,

## 本會中小型企業委員會主席 楊國琦專訪

楊國琦管理顧問有限公司於1983年成立，為跨國企業提供投資內地、承包管理和在內地合資的顧問服務，客戶包括在歐盟居前列的100家公司。楊國琦本人是總商會理事會成員，也是本會中小型企業委員會新當選的主席。他向本刊編輯麥爾康講述協助本地中小企業適應「新經濟」的計劃，以及中國加入世貿對香港商界的影響。

## 您獲選為本會中小型企業委員會新任主席後，有何工作目標？

總括來說，我們會專注執行四方面的工作。第一，與政府聯繫，商討影響中小企業的政策及規例；第二，提高中小企業的管理技巧及科技水平；第三，促進聯繫。由於中小企業不及大公司聞名，若不出外找尋，業務是不會「不請自來」的。我們發現，人脈網絡對中小企業十分重要，因此，我們矢志改善中小企業在政府採購界、主要機構及專業界的聯繫。這一點跟我們的第四項工作息息相關，就是擴闊中小企業的社會參與層面。眾所周知，總商會的發展，已踏上新的階段，在這個新階段裡，我們協助社會，作出貢獻。例如在環保問題和近日有關改善競爭力的討論上，本會便積極參與。換言之，政府政策、科技水平、商務聯繫及社會服務，將是我們日後工作的四大方向。

## 您對「新經濟」有何想法？

我認為，在新經濟中取得成功的，與建立舊經濟的，基本上是同一群人。這並不是說，人們改頭換面，換上一個時尚的「虛擬」感觀，便能走進新經濟的角度。實際情況並非如此。那些與時代脈搏緊扣、走得比人快的人，便能在新經濟裡創造成就。我想，新、舊經濟其實是一個正在轉變的經濟，當中有些經濟界別的轉變速度可能較其他界別為快。基本上，新經濟是一股改變我們營商方式的經濟力量。當然，我們有需要協助中小企業面對這些轉變。

一般中小企業的全球聯繫薄弱，即使透過互聯網拓展全球業務，全球的聯繫仍是少不了的。本地的中小企業正缺乏這方面的聯



and I think this is the area where we should give them the know-how: how to be more innovative, and how to deal with global innovations. The Chamber can do its part through committee workshops, and through research funded by government.

#### What are SMEs doing – or should be doing – to get 'new economy' savvy?

First of all it's not just a matter of upgrading your computer skills, but rather training the understanding of what business will be performed, because the platform is different. You may have to react very quickly to business needs. And are you geared towards supply chain management? Are you geared to using agents overseas or not? Are you going to take an order and deliver in American and how do you do that? Previously you'd delegate all this to shipping carriers. Now you have to figure out what are the steps in between to reach the inquirer, because the inquirer is bypassing everyone to come to you directly. This involves a lot more organisation.

But this also means there will be fewer middlemen, and the unfortunate situation is that many SMEs are themselves middlemen.

#### China looks set to enter the WTO this fall, what should SMEs be doing to prepare themselves for the increased competition that is expected?

I think SMEs will probably benefit a lot from the opening of the China market. Many SMEs are actually secondary providers of goods and services – of course many supply directly to retailers – but both of them will benefit because China's WTO accession will mean the market will be bigger.

There will be more players, but with the strong entry board and expertise of Hong Kong SMEs I think they will welcome this market expansion which is on their doorstep. In other words, they are better off [than competitors] because they are next to China; others have to take 10 steps to get into China. So I think they are bound to gain. For the short term, perhaps some middlemen will lose out because people will go directly to china, but not those who have special skills.

Hong Kong's big advantage is in its service industries. I don't mean just banking and insurance, these two belong to the big service industries, but there are many SME service industries which are essential and which can help China deal with the influx of worldwide traders and investors, because you will need people in engineering, transportation, tax and China law, and other aspects of professional services or service industries.

These are Hong Kong's strong points being in a very cosmopolitan environment and that will be – if you add up Hong Kong plus China – a win-win situation.

#### Will SMEs have to set up offices in China to boost their competitiveness?

I think I have to set up China offices, because if you want to share in this favourable environment, it's very important that you also have an advantage in being near and in the market rather than out of the market. Also you can take advantage of the cheaper labour costs. I, myself, I am already in China, having set up in Beijing a long time ago but probably I'll have to intensify some presence in the middle and western areas of China. **B**

繫，我們必須加以援助。我們應指導中小企業，如何加強創意，如何面對全球的新事物。本會透過委員會舉辦的培訓班和政府資助的研究計劃，可在這方面助他們一把。

#### 中小企業應如何取得「新經濟」智慧？

首先，「新經濟」智慧並非提升個人電腦技巧便可獲取，要擁有這方面的智慧，必須透過訓練，了解在不同的平台上從事甚麼業務。對於商業需要，也須迅速回應。舉例說，您是否採用供應鏈管理系統？您有沒有聘用海外的代理？您接到訂單後，如何交貨？過往，您把這些工作，全部交予船務承運商處理。如今，您便需弄清楚貨物送抵訂貨人的程序，因為訂貨人會繞過所有中間人，直接向您查詢。在這情況下，您便需建立更有系統的制度。

這趨勢意味著參與業務的中介人將會減少，但不幸的是，不少中小企業本身就是這些中介人。

#### 中國即將加入世貿，中小企業應如何作好準備，迎接日趨激烈的挑戰？

我認為，中小企業或許可藉內地開放市場獲益不淺。不少中小企業實際上是貨物及服務的二級供應商，當然，當中也不乏直接供貨予零售商的公司，中國加入世貿後，市場將進一步擴大，無論是直接或間接供貨的中小企業，皆可受惠。

市場上將有更多人參與競爭，但香港的中小企業憑著優越的進軍條件和專門知識，定會歡迎內地市場開放。另外，他們亦較其他競爭者有利，因為香港與中國大陸為鄰，其他人則須遠隔重洋，才能進入中國市場。由此看來，我相信他們可從中國入世獲益。在短期內，由於外商會直接進軍內地，因此，或會有部分擔任中介人角色的貿易商敗陣而退，但相信不會對那些具備特殊技能的中小企業構成影響。

香港的服務業具有重大的優勢。我所指的不是銀行及保險兩大服務業界別，而是不少中小型企業從事的工程、運輸、稅務、中國法律及其他專業服務行業。他們具備的知識，對協助內地應付全球貿易商及投資者湧至，十分重要。

香港的國際大都會環境營造了上述這些優勢。香港與內地合作，將可創造「雙贏」的局面。

#### 中小企業是否需要在內地開設辦事處，才可加強競爭力？

如您希望在這個具潛力的市場上分一杯羹，便應在內地開設辦事處。鄰近市場或身處當地，總比「隔山買牛」有利。此外，您亦可藉內地低廉的工資獲益。很久以前，我已在北京開設辦事處，也許現在我需在內地中、西部設立公司。 **B**



# Chamber missions sow seeds of success

**M**anaging Director of High-Point Rendel's Hong Kong & China operations Leonard Wong regularly joins the Chamber's business missions to China. So far, by managing to meet the right people face to face, his company has won a multi-million-dollar contract and another is in the negotiations stage.

Last October he joined the Chamber's mission to Fuzhou and Guangzhou. Through the contacts he managed to make there, he was able to talk to government officials about promoting the Fuzhou Cangshan Hightech Industrial Park, which was built around 1997.

Mr Wong said the 8 sq. km park has everything going for it, but the mainland government hadn't managed to attract as many occupants as it had hoped. It needed the services of an international-class consultancy to help it promote the park.

He learned of the opportunity on a previous trip in September to Xiamen, where he was introduced to officials from Fuzhou. The two sides then set wheels in motion and correspondence was exchanged, but it was the Fuzhou trip which clinched the deal, he said.

"We met the vice mayor, and other government officials from Fuzhou, and they

invited us to have a look at the park," Mr Wong said. "Because of the visit, we've signed an MOU to plan and promote the park."

Mr Wong said he finds the Chamber's business missions very useful because, "The Hong Kong General Chamber of Commerce is very well-known in mainland China, and because the missions always attract a lot of important government officers."

But he points out that it is important to focus on missions which are relevant to specific industries, especially if following up prospectuses with regional governments.

Steve Wong, director of Billion Group, also feels that missions open doors to the right people.

"From the delegation to Israel, I got some very useful contacts who were very supportive and these in turn introduced other contacts to start cooperation."

Prior to the Chamber's recent mission to Israel, he had had no previous contact with the country or companies there. But he decided to join the mission because of Israel's reputation as a high-tech powerhouse.

He was hoping the mission would yield new technologies that his company, which is involved in the building, environmental and telecommunications

products and services, could market in Hong Kong and Asia.

"About one month after the trip, one of the gentlemen that I'd met called me to say one of the high-tech companies he represented, which was well established in the U.S. and Europe, was looking to expand into Asia, and wondered if I would be interested in meeting with them," Mr Wong said.

A meeting was arranged and the two sides discussed the proposal, which resulted in Mr Wong's firm becoming its agent for Southeast Asia.

The trip also handed him the rights to be the sole agent of an advanced air conditioner, which besides cooling a room can kill 94 per cent of air borne organisms, and dehumidify the air.

"Before this trip I had no contacts. It has been very useful for me because without the trip I couldn't have accomplished any of these deals," he said.

Mr Wong said he is now considering joining the Chamber's mission to "the Silk Road" at the end of July, and will definitely be attending the mission to Scandinavia in September.

"I'm going to Sweden looking for new environmental products, particularly noise reduction technologies. I see the Hong Kong General Chamber of Commerce as a very good bridge for me, because it is actually promoting Hong Kong to outside companies, as well as expanding companies' contacts to bring business to us," Mr Wong said. "I'll definitely be joining other missions."

Besides expanding business networks, building up contacts, and even cementing deals, George Yuen at the Better Hong Kong Foundation, who regularly joins missions to China, said for him, the real success of the China missions is that they illustrate how Hong Kong and China work together.

"For instance, Hong Kong works closely with the Pearl River Delta to provide vast business opportunities with very positive and profitable prospects," he said. "To understand the system there you have to



Mission members get to meet the right people who are able to make business deals happen.

團員可與合適的人士會晤，開拓商機。



# 總商會考察團 帶來商機

**高**峰宏道香港及中國區總裁王勝泉經常參與本會的內地商務考察團，透過與合適的人士面談，他的公司取得了價值數百萬元合約，並正為另一份進行商議。

去年十月，王勝泉參與本會的福州及廣州考察團，透過是次接觸，他與內地官員討論了福州海峽科技城（在1997年建成）的推廣工作。

他表示，科技城的面積為8平方公里，配套設備一應俱全，惟出租情況未如理想。王認為，科技城需要國際級顧問公司協助推廣。

事實上，王勝泉早在去年九月的廈門考察活動中，已聞悉有關科技城的商機。訪問廈門期間，他認識了福州市的官員，在此之後，雙方開始磋商，互通信息，直至福州之行，雙方終於達成協議。

王說：「我們與福州市副市長及當地其他政府官員會晤，並獲他們邀請到科技城參觀。全因參加了這次考察活動，我們簽訂了合作協議備忘錄，為科技城的推廣工作展開籌劃。」

他認為，總商會的商務考察團非常有用，原因是「香港總商會在內地十分聞名，而該會所舉辦的考察團，亦往往請來多位重要的政府官員。」

不過，他指出，會員應參加跟某類行業相關的考察活動，與地區政府商討發展項目時，尤須藉考察活動與內地官員面談。

兆豐集團總裁黃兆輝認為，考察團能讓團員與合適的人士會晤。

黃表示：「參加以色列考察團後，我取得了有用的聯繫，在他們的引薦下，我還獲取合作的機會。」

黃兆輝參加本會最近舉辦的以色列考察團前，與該國或當地的公司並無聯繫。他參加考察團是由於以色列是著名的高科技中心，因此慕名前往。

黃的公司經營建築、環保和電訊產品及服務，他期望藉此行引進新的科技，以便在香港及亞洲市場推廣。

黃在考察後約一個月，一位在考察時認識的人來電，表示一家在歐、美規模龐大的高科技公司有意在亞洲拓展業務，並邀約會面。

其後，雙方安排會面，商討合作事宜。最後，黃的公司成為該歐美高科技集團在東南亞的代理。

此外，以色列此行亦使黃的兆豐集團成為某一先進冷氣機品牌的獨家代理。該冷氣機除能調低室溫外，也可消滅空氣中94%的微生物和降低濕度。

黃說：「參加考察團前，我在當地沒有聯繫。這次考察對我十分有用，假如沒有參加，我便不能達成這些交易。」

他正考慮參加本會在七月底舉辦的絲綢之路考察團，並會參加九月的北歐考察活動。

他表示：「我希望到瑞典找尋新的環保產品，特別是減少噪音的科技產品。香港總商會是我的橋樑，它不僅向海外的公司宣傳香港，還擴闊本地公司的聯繫，為我們帶來商機。因此，我會參加總商會舉辦的其他考察活動。」

香港明天更好基金的袁金浩經常參加本會的內地考察團，他認為，這些考察活動的真正成效，不僅在於拓展商業網絡、建立聯繫、促成業務，也是了解香港與內地合作的最佳途徑。

袁指出：「舉例說，在香港與珠江三角洲的緊密合作下，湧現了不少前景佳、盈利好的商機。若要了解內地的制度，必須建立良好的聯繫網絡，透過這些考察活動，便可達成這個目的。」

內地與香港的公司時刻尋找機會，期望能提升公司的水平，為雙方合作造就了契機。考察團成員可透過實地考察、與準夥伴談話，了解在哪一方面可予合作。

「例如，下月，總商會將舉辦中國西部考察團，當地所提供的商機，便有別於珠江三角洲和上海等地的了。西部地區缺乏某些資源，如您的公司能供應所需，將大有可為。」他說。

袁金浩與本刊曾訪問的多位考察團成員一樣，除了細嚼本會在出發前提供的資料外，也預先計劃考察的目的。

袁又指出，參加考察團的團員中，有些是日常難有機會認識的，他們或許可帶來商機。

「在協助會員擴闊人脈網絡方面，總商會十分了得。該會有4,000家來自各行各業的會員機構，團員在訪問期間，共聚時間長，關係也變得密切。大家可彼此交流，互相啟發，建立個人聯繫。透過良好的聯繫網絡，能使業務穩紮基礎，為邁向成功之路作好準備。」**B**



Managing Director of High-Point Rendel's Hong Kong & China operations Leonard Wong said he finds the Chamber's business missions very useful.

高峰宏道香港及中國區總裁王勝泉認為，本會的商務考察活動非常有用。

have good networking, and these missions can provide that.”

Mainland as well as Hong Kong companies are often looking to raise their companies to a higher level which create opportunities for cooperation. By being on the ground, talking to potential partners, members on Chamber missions can understand what types of business opportunities in cooperation are available, he said.

“Next month, for example, the mission to the Western part of China will provide different opportunities from those of the Pearl River Delta or Shanghai, because this region lacks certain resources and if your company can provide them then you will see big opportunities,” he said.

Like many mission members that *The Bulletin* spoke to, Mr Yuen said besides digesting the pre-departure information the Chamber provides on its missions, it is a good idea to plan exactly what you want to accomplish from the mission.

Mr Yuen also points out that opportunities may even arise from the people on the mission with you, who you may ordinarily never have met.

“For networking it is very good,” he said. “The Chamber has over 4,000 corporate members from a wide variety of businesses, and the members on these groups are together for quite a long time, so the relationship gets very close. You can exchange a lot of views, and have brainstorming sessions, which builds up personal contact. And by having a good network, you have a good foundation from which your business can succeed.” **B**

Mention that you started a dot-com company six months ago and suddenly everyone wanted to talk to you. Say the same thing today and you get a shrug of the shoulders and a “so-what” look back. Such is the speed at which the Internet develops, dot-com entrepreneur Ilyas Khan told members at the Chamber’s June 9 luncheon.

Eighteen months ago, the exuberant entrepreneur co-founded business incubator techpacific.com to create Internet start-ups. Today, the company has 12 businesses in its portfolio, 7 start-ups underway, and it has pumped US\$11 million into its start-up factory, the Nirvana Fund, so far.

Incubators are nothing new in the U.S., but are a relatively new business model in Asia where venture capitalists traditionally fund start-ups.

Mr Khan said he got the idea to launch an incubator in Hong Kong from the wish to allocate funds to businesses more fairly, and that he believes there is talent out there to be invested in.

Also, he said he wanted to disprove that you don’t need to be a 24-year-old whizz-kid to be in the dot-com business, citing the example of music veteran and founder of gogo.com David Loiterton.

“David came to see us last year. He had nothing but a business plan. He also had a wife and three children so he didn’t have the millions of dollars to put into his business to get it off the ground. He also wasn’t able to spout the right dot-com words. That wasn’t what he was about,” Mr Khan said.

“But he was about business. So we incubated him. We provided him with the capital without taking his business away from him. We gave him real estate. Now he’s got to the stage where five out of five global music companies have signed up with him and he is going to launch his site in July.”

Techpacific.com’s start-up companies get help with human resources, accounting, Web site design and other business essentials, plus seed capital and a place to work.

But Mr Khan pointed out that roughly 99 per cent of ideas entrepreneurs pitch the company are rejected. The 1 per cent that are accepted, however, can have their hand held through to being listed.

But launching a business through an incubator does come at a price. Typically, techpacific.com charges between 3 and 7 per cent of funds raised to hatch a company, and takes options once a company is listed. **IS**



Techpacific.com co-founder Ilyas Khan explains the mechanics of how incubators work.

Techpacific.com 合夥創辦人卡恩解釋商業扶植公司如何協助機構創業。

# Hatching start-ups

*Dot-com factory incubates concepts through to maturity*

商業扶植公司助創業者  
夢想成真

在

6月9日的午餐會上，互聯網企業巨子卡恩表示，半年前，當您提及開設網絡公司時，所有人都突來找您談。今天，若再說這話，人們便會聳聳肩，回頭一瞥，彷彿是說「又如何」。互聯網便是以這個速度發展。

十八個月前，卡恩興致勃勃地與人合辦商業扶植公司 techpacific.com，協助網絡創業者開展業務。今天，該公司籌劃的公司共 12 家，手頭上的創業項目達 7 個。此外，該公司亦為其創業融資的工具涅槃基金 (Nirvana Fund) 注入了 1,100 萬美元。

商業扶植公司在美國已興起多年，但在亞洲，創業者對這種模式較為陌生，他們一般會向創業資本公司尋求融資。

卡恩表示，在香港創辦這類公司，是希望更公平地為公司提供資助，為那些相信是值得投資的項目給予融資。

他舉出了音樂人兼 gogo.com 創辦人洛特頓為例，指出網絡業務的始創人不一定是廿來歲的

電腦神童。

他說：「去年，洛特頓來到我們的公司時，一無所有，胸中只有商業計劃。他家有妻室，育有三子，沒有百萬元投資業務。對於互聯網的概念，一無所知，但這不是他來的目的。」

「他來是為了一盤生意。我們協助了他發展業務，為他提供資金，但沒有拿走他的生意，我們也給他物業。現在，全球五家跨國音樂機構已跟他簽訂合約，他將在今年七月開設網站。」

Techpacific.com 扶助的創業公司可在人力資源、會計、網頁設計及其他重要的商業配套方面獲取支援，也獲提供創辦資本及營業地點。

卡恩指出，創業者提出的創業概念中，約 99% 被拒，但餘下的 1%，則獲公司悉心指導，務求成功扶助它們成為上市公司。

不過，透過商業扶植公司創業，代價可不少！一般來說，techpacific.com 會從融資裡收取 3 至 7% 作為服務費，待公司上市後，也可擁有該公司的期權。 **IS**



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Hong Kong's domain name fever peaked this March with 3,046 sites being registered, bringing the total .hk suffix domain names registered to 38,777 as of the end of May 2000, according to figures released by the Hong Kong Network Information Centre (HKNIC).

HKNIC, under the Joint Universities Computer Centre (JUCC), is the only organisation in Hong Kong which provides registration services under the "country code top level domain" .hk.

As of the end of May 2000, Hong Kong had 34,901 com.hks, 770 edu.hks, 112 gov.hks, 102 net.hks, and 1,315 org.hks, and the number of monthly new applications exceeded 2,000.

The HKNIC has been very stingy providing .hks, which it says is to avoid arguments and discourage cyber-squatting.

Presently businesses, companies or organizations wishing to acquire domain names must be registered with a public registry in Hong Kong.

Each organization can register only one domain name and individual registration is not allowed.

Realising the constraints the present system places on Internet development in Hong Kong, in October 1999 a task force was set up under the Information Infrastructure Advisory Committee to review the current structure of domain name .hk registration here. Its consultation paper proposes changes in .hk domain-name rules which will, it is hoped, make .hk domain names easier to obtain.

Among the proposals the task force is considering is to allow individual residents of Hong Kong to register domain names in a new second-level domain category under .hk. For this, it proposes domain names for individuals should be derived directly from the names appearing on their Hong Kong identity cards.

Opening registration of .hk domains to private competition, which would be overseen by a government registry to prevent overlapping, is also being studied.

But competition has already appeared as SARNic, a private company that owns the .hk.com domain, began selling names under that domain in March 2000. In April 2000 it opened up its offerings to any individual or company for HK\$195 per year. HKNIC by contrast charges a one-off fee of HK\$200 for each domain name registration or modification. **B**

You can find out more about the task forces' consultation paper at [http://www.info.gov.hk/digital21/eng/structure/con\\_paper.html](http://www.info.gov.hk/digital21/eng/structure/con_paper.html)

# Domain.hk

Plans afoot to spur hk domain growth

By Debbie Yim 嚴婷婷

在 本年三月，香港的註冊網域名稱達3,046個，創下了新高。根據香港網絡資訊中心的數據，直至2000年5月底，以.hk為結尾的註冊網域名稱已達38,777個。大學聯合電腦中心轄下的香港網絡資訊中心是香港唯一提供「.hk」地區頂級域名註冊服務的機構。

直至2000年5月底，香港以「com.hk」結尾的域名共有34,901個，以「edu.hk」結尾的域名共770個，以「gov.hk」結尾的共112個，以「net.hk」結尾的共102個，以「org.hk」結尾的共1,315個，而每月接獲的註冊申請則超過2,000宗。

為避免因域名引起爭議和減少侵佔互聯網域名的機會，香港網絡資訊中心會非常謹慎地批核以「.hk」為結尾的域名。

現時，有意申請域名的商業機構、公司或團體，必須向香港的登記機構註冊。

一個機構只能登記一個域名，個人申請暫不接受。

當局發現，目前的制度限制了本港互聯網的發展，於是資訊基建諮詢委員會在1999年10月成立了專責小組，負責檢討香港現行的域名註冊安排。小組在諮詢文件內建議，修訂本港域名註冊規則，讓申請者較容易取得以「.hk」為結尾的域名。

專責小組正考慮容許香港居民以「.hk」頂級域名下新設的二級域名登記個人域名。小組亦建議，個人域名應直接取自登記者在香港身分證上的姓名。

小組正研究開放「.hk」域名的登記權，但為免域名重疊，小組建議政府成立登記機關，監管有關事宜。

然而，市場的競爭已開始，例如，一家名為SARNic的私人機構在本年三月開始出售.hk.com域名，在本年四月，

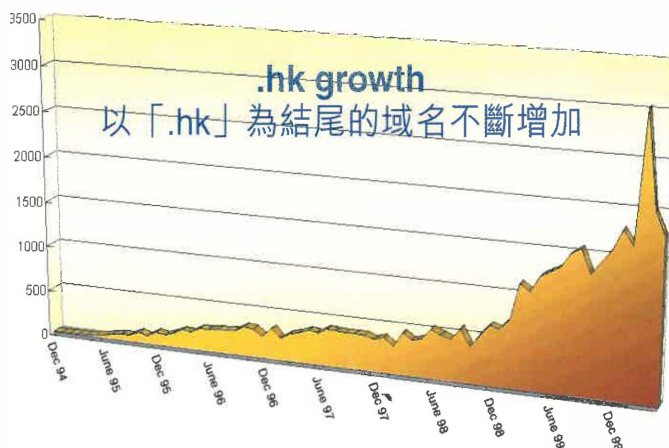
該公司開出以每年195港元的價格，出售域名予個人或公司，而香港網絡資訊中心現時則以200港元的一次過收費，登記或修改每個域名。**B**

查詢諮詢文件詳情，請瀏覽以下網址：

[http://www.info.gov.hk/digital21/eng/structure/con\\_paper.html](http://www.info.gov.hk/digital21/eng/structure/con_paper.html)

敲定計劃推動本地域名發展

## .hk 域名概覽





Individual countries must create open, market based, competitive environments supported by good macro-economic policies if they want to benefit from globalisation, U.S. Consul General Michael Klosson told members at the Chamber's June 15 luncheon.

"The only way countries can really fully benefit from globalisation is if they are completely attuned to market signals. And that can only happen if the signals can be fully reported and not distorted by trade barriers," he said.

Mr Klosson drew on Hong Kong's January 1999 experience in liberalising the telecommunications market – which has resulted in Hong Kong residents enjoying some of the lowest IDD rates in the world – to illustrate his point.

"The huge benefits which have come by liberalising the telecommunications market have really been passed on to all sectors of the economy, and it's been win, win, win for government, for business and for consumers alike," he said.

Mr Klosson also touched upon concerns about bringing issues like labour and the environment into trade negotiations.

"Many in Hong Kong believe that 'trade is trade' and it shouldn't be cluttered with issues like labour and the environment that the U.S. and other governments raised at the recent WTO ministerial," he said.

Mr Klosson said he was aware that many developing countries view the United States' promotion of these issues as a form of protectionism – giving unfair advantage to the developed word. But, "I have to respectfully disagree. Trade and the WTO can help us do more to protect the environment," he said.

"You, as leaders of Hong Kong's business community, can have an important impact with the kind of labour and environmental practices you employ at your factories overseas or the practices you demand from your customers, suppliers and business partners." **B**

美國駐港總領事促各國開放市場，從全球化經濟中受惠。

## 從全球化經濟受惠

# Benefiting from globalisation

*More open economies will allow countries to benefit from globalisation, U.S. Consul General says*



U.S. Consul General Michael Klosson.  
美國駐港總領事高樂聖

美國駐港總領事高樂聖在6月15日的午餐會上說，如個別國家希望從全球化中獲益，必須制訂良好的宏觀經濟政策，建立開放、以市場為基礎的競爭環境。

他表示：「各國若要從全球化經濟中獲益，唯一的方法是完全緊貼市場信息，惟須全面傳達這些信息，不讓貿易壁壘扭曲信息的内容，這個目標才能實現。」

高樂聖以香港在1999年1月開放電訊市場的經驗為例，指出由於市場開放，目前香港的國際直撥電話收費，已是全球最低之一。

他說：「開放電訊市場的多項利益，已逐漸傳給本地各行各業，

政府、商界及消費者均可受惠。」

會上，他亦發表了自己對於在貿易談判中引入勞工及環保問題的看法。

「不少港人相信，貿易是貿易，不應像美國及其他政府在參與最近的世界貿易部長級會議時，把勞工及環保問題與貿易混為一談。」他說。

高發現，不少發展中國家認為美國提出這些問題，目的是藉此實行保護主義，以不公平的法維護已發展國家的利益。他說：「我不敢苟同。貿易和世貿組織兩者皆能協助我們進一步保護環境。」

「在座各位是香港商界的領袖，在外地的工廠推行甚麼勞工和環保的措施，或要求客戶、供應商及商業夥伴遵守甚麼守則，往往影響重大。」 **B**

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Chamber Director Dr Eden Woon and George Yuen, chief executive officer, the Better Hong Kong Foundation, led a 40-member delegation to Guangdong May 29-31.

Guangdong Vice Governor Tang Binqun officially welcomed delegates and briefed them on the new initiatives his government was taking to reform the province's administrative and legal system, as well as economic restructuring to meet the challenges of China's WTO entry. However, Mr Tang said he was worried that the expected influx of foreign companies would hire the cream of the workforce and create a shortage of talent for domestic companies to hire.

To combat this, he revealed that the government was planning to initiate a bonus scheme which would be linked to managers' performance.

With regards to cooperation between Hong Kong and Guangdong, Mr Tang said he believed China's WTO entry would greatly increase trade volumes, especially through the ports of Hong Kong, Yantian and Shekou.

The delegation also visited Huizhou, where they were welcomed by Li Zhonghong, secretary of CCP Huizhou Committee, Huang Baiqing, vice mayor of Huizhou, and Zhu Tingqing, director of Huizhou COFERT. Officials told delegates that as of the end of 1999, export oriented industrial output accounted for 70 per cent of Huizhou's total industrial output.

They also said that over 8,000 foreign enterprises were established in Huizhou. As a production base for electronics, the city's electronics industrial output value has ranked the fifth highest in China for the past six years.

Officials from Huizhou Customs, Taxation Bureau and Administrative Bureau for Industry and Commerce also answered practical business questions posted by the delegates.

Leaving Huizhou behind, the delegation travelled to Dongguan, where Vice Mayor Zhang Shunguang briefed them on the city's export and import trade, foreign investments and infrastructure projects.

In Guangzhou, the city's Vice Mayor Zhang Guangning, accompanied by officials from Guangzhou COFERT, hosted a dinner for the delegation. Mr Zhang told the delegation his government had set up the Guangzhou Tianhe Sciencetech Park, Tianhe Software Park, to attract more high-tech investments to the city.

The delegation later toured the park and visited local software developer Jinpeng Electronic Information Machine Co. Ltd.

The last stop on the delegation's itinerary was Zhaoqing, where Chen Junlun, secretary of Zhaoqing City Committee of the CCP, explained to the delegation the city's potential to become a major tourist destination. **B**

For more information on the investment initiatives mentioned in this article, Chamber members can contact Ellen Liu, at [ellen@chamber.org.hk](mailto:ellen@chamber.org.hk)

# Guangdong Mission

Government officials outline new initiatives to reform administrative and legal system to meet challenges of WTO

By Ellen Liu 劉瑾



Chamber Director Dr Eden Woon (left) presents Guangdong Vice Governor Tang Binqun with a copy of the Chamber's WTO report, "China's Entry into the WTO and the Impact on Hong Kong Business."

總裁翁以登博士（左）向廣東省副省長湯炳權送贈本會《中國加入世貿對港商的影響》世貿報告。

政府官員制訂新措施，以迎接世貿的挑戰。改革行政及法律制度。

## 廣州之行

### 本

會總裁翁以登博士與香港明天更好基金行政總裁袁金浩於5月29至31日率領40人代表團訪問廣東。

其間，團員拜訪了廣東省副省長湯炳權。他向代表團講述省政府引入了行政及法律制度改革及經改的新措施，以迎接中國加入世貿的挑戰。然而，湯憂慮外商大舉進軍內地，會使國內企業出現「人才荒」。

為應付這個問題，湯透露政府會設立獎賞制度，獎勵表現出色的管理級人員。

由於香港與廣東省的合作日趨緊密，因此，湯相信中國入世後，經香港、鹽田及蛇口的貿易將大幅增長。

團員訪問惠州時，獲惠州市委書記李鴻忠、惠州市副市長黃柏青和惠州市對外經濟貿易委員會主任朱挺青接待。當地官員向團員表示，直至1999年底，惠州的工業生產中，七成是出口貨品。

惠州的外資企業超過8,000家，當地也是電子產品的生產基地，在過去六年，電子產品的總產值在全國排行第五。

此外，團員亦向惠州海關、稅務局及工商管理管理局的官員提出實際的商貿問題。

代表團結束惠州之行後，隨即到東莞訪問。東莞市副市長張順光向團員介紹當地的進出口發展、利用外資情況及基建設施。

團員訪問廣州期間，獲廣州市副市長張廣寧及廣州市對外經濟貿易委員會官員設晚宴招待。席上，張表示，當地政府為吸引更多高科技投資，設立了廣州天河科技園及天河軟件園。

其間，團員拜訪了園內一家軟件開發公司——金鵬電子信息機器有限公司。

行程的最後一站是肇慶，當地市委書記陳均倫介紹了市內的旅遊發展潛力。 **B**

有意查詢上述各地引資措施的會員，請與劉瑾小姐聯絡（電郵：[ellen@chamber.org.hk](mailto:ellen@chamber.org.hk)）。





The Harilela brothers (clockwise from front) George, Peter, Gary, Mike, Bob and Hari. 夏利萊兄弟

# The Harilela Empire

*Billion-dollar business empire rises out of ashes of war on integrity and determination to succeed*

**H**ari Harilela got his first taste of work hawking on the streets of Hong Kong at the age of 10. Today, at 77, he's as active as ever overseeing the family's global billion-dollar hotel, banking and real estate empire.

The Harilelas' rags-to-riches story began in 1922, when Hari's father, Naroomal Harilela, left his hometown of Hyderabad, Sind (now Pakistan) and journeyed to Canton in search of his fortune.

He set up a small shop and flourished on the West's fascination with the Orient, exporting a steady stream of Chinese

antiques, jade and other curios around the world. Business was booming. Eight years after arriving in Canton, he was able to send for his wife, Devibai, and three sons – George, Hari and Peter – to join him.

They arrived as the Great Depression of the 1930s began devastating commerce around the world. Naroomal's business was among the casualties.

"He lost his fortune because the bills were always on D/A," Hari said. "He didn't want to sue anyone because he said they were good friends of his that he'd been dealing with for years."

Broke, Naroomal decided to come to Hong Kong and start over. He planned to work out of the small office he'd set up to handle his exports from China. Upon hearing that Naroomal was on his way to Hong Kong, his brother, who ran the business, took off with everything.

"We went into extreme poverty. We couldn't find a means to live. My father couldn't even afford the school fees, although they were only HK\$3 at that time," Hari recollected.

Naroomal managed to get some goods on consignment from factories and went to hawk

# 夏利萊王國

憑著誠信與堅毅，夏利萊家族從戰後的頹垣敗瓦中崛起，成為億萬金元的商業王國。

夏利萊年僅十歲時，已在香港的街頭擺賣，首次踏足社會。今天，他雖然年屆七十七高齡，但仍一如往昔，朝氣勃勃，管理家族全球億元的酒店、銀行及地產業務。

夏利萊的發迹史始於1922年，其時，夏的父親離開信德（即現今的巴基斯坦）的海得拉巴，遠赴廣東尋找發迹的機會。

他開了一家小店，出口中國古董、翡翠和其他珍品往世界各地，當時西方正興起「東方熱」，該店的生意便蓬勃起來。八年後，他把妻子和三位兒子也接到廣東。

然而，他的妻兒抵達時，正值三十年代的大衰退，全球商貿一蹶不振，夏氏父親的商店也跟其他公司一樣，難逃倒閉的厄運。

夏利萊說：「家父生意失敗是由於他用承兌交單的方式經營。他不想興訟，因為他認為，經過多年合作後，這些貿易夥伴已是他的好友。」

破產後，夏利萊的父親決定到香港從新開始。他在香港原已開設一家小規模的公司，處理內地的出口業務。該公司一直交由夏利萊的一位叔父打理。夏氏的父親來港前，打算以這家公司為駐足點，再幹一番事業。詎料這位叔父聞悉夏氏的父親到來，便夾帶私逃。

夏說：「當時，我們一貧如洗，無以為生，就連只區區三元的學費，家父也不能負擔。」

夏氏的父親從工廠裡取得了短褲、肥皂、剃鬚刀片及日用品等寄售貨品，在英軍的營房外席地擺賣。

經過多月，夏氏舉家便在烈日下靠賣雜貨糊口。幸運之神終於降臨，一位長官出於憐恤，便讓他們在軍營內擺賣。從此，生意便出現轉機。

夏氏一家當了三年小販，積了點錢，於是在1937年，他們在太子道153號開了一間小店。

不過，該店不久便倒閉。夏氏的父親是一位永不言敗的人，他回到軍營重操舊業。一年內，他憑積蓄在旺角彌敦道733號再次開設店舖。

「由那時起，我們的生意越來越多。後來，我們兄弟三人到印度人的公司工作，維持生計。」夏說。

夏利萊的兄長及幼弟在零售公司內工作，而年僅十三歲的夏利萊則在貿易行內當小工。往後數年，夏氏一家似乎運氣不俗，小店的業務蒸蒸日上，而家裡也添了一位弟弟和妹妹。

1941年，二次大戰爆發，厄運又再降臨。夏利萊一家在戰亂中，頓時一無所有。日軍侵略香港時，他們跟不少印度人一樣，遷到尖沙咀，並容身在一家絲綢店內。

香港淪陷時，平民百姓的活動仍不大受限。夏家一位好友讓他們在漢口道的店舖內經營，生活總算平穩。

在日治時期，生活艱苦，但夏氏一家仍能團結一致，共度難關。可是，一天深夜，夏利萊的父親被日本秘密部隊強行拖出屋外毒打至半死，戰爭結束後，夏氏的父親雖能僥倖生存，但被毒打後，臥床不起，久未痊癒，延至1948年，終於去世。

1945年，戰爭結束，英軍再次入主。夏利萊與兄弟繼續以街頭擺賣維生。

夏利萊回憶說：「當時，英軍也身無分文，他們沒有錢向我們買食物，於是往往帶我們到九龍貨倉，著我們拿想要的東西，以交換食物。」

夏憶述說，貨倉內堆滿了日本人收藏的紅十字會救濟物。不過，夏氏兄弟只取兩瓶

威士忌和約二十包香煙。

他說：「我們拿得這麼少，他們大感意外。可是，家父常說：『營商時儘可圖利，但不可貪婪，也不可詐騙。』」

夏氏一家並沒有因此失去圖利的機會，相反，他們憑著忠誠，博得了口碑。

夏氏一家的誠信，博取了軍部的信任，於是英軍便委聘他們為主要的物品供應商。此外，他們亦為英軍洗燙和縫製衣服。

他們繼續在漢口道的小店經營，不久，又在九龍酒店開設新店。

英軍和英聯邦的軍隊人數日漸增多，為配合所需，夏氏一家便輸入更多布匹，為他們縫製衣服。其後，他們又開設另一家新店，不久更成為香港最大的英國布匹進口商。夏氏的商店因進口大量英國布匹而聞名，瑪嘉烈公主和斯諾登勳爵首次訪港時，也到他們的商店參觀。

香港雖已和平，但美軍仍在別處參與戰爭，因此便要求英軍向他們推薦可靠的供應商，為軍營小賣部供應貨品。這個機會，令夏利萊家族崛起。

為軍營小賣部供貨一年後，美軍核算夏氏的帳目，發現他們的盈利是所有供應商中最少的。

「我想，他們必定十分欣賞我們的忠誠，於是讓我們在軍營內開店經營。由1948年起至越戰結束，我們在沖繩島和西貢等區內的美軍軍營開設了接近35家商店。由此時起，我們的業務便得以拓展。當時，我們每天縫製600件軍服，僱用的裁縫師達900名。」夏利萊說。

在六十年代末，夏氏看見美軍在區內的駐兵逐漸減少，便向其兄弟建議發展其他業務。

「由於地產及其他業務的利潤微薄，因此他們並不贊同我的建議。雖然如此，但我仍繼續發展多元化業務，我也慶幸當時這樣做。」他說。

夏氏兄弟進軍本地的零售業，開設了男女裝商店，但生意不佳。其後，他們開始發展房地產及酒店業。

「我的首家酒店是彌敦道的帝國酒店，於1960至1961年落成。隨後，我們購入了麼地與彌敦道交界一塊面積很大的地皮，即現時金域假日酒店的所在地。」夏說。

假日酒店於1969年末動工興建，但剛好遇上暴動，香港地產及旅遊業蕭條，



“My father always used to say: ‘make whatever profit you want, but don’t be greedy and don’t cheat,’” Hari Harilela said.

夏利萊說：「家父常說：『營商時儘可圖利，但不可貪婪，也不可詐騙。』」



outside the British army barracks selling shorts, soap, razor blades and daily essentials.

For months, the family sat under the scorching sun eking out a living. Luck started to turn for the Harilelas when one of the officers took pity on them and allowed them to hawk their wares inside the grounds. "Business then began to pick up," Hari said.

In the three years that the Harilelas hawked, the family had managed to save enough money open a small shop at 153 Prince Edward Road in 1937.

But the venture soon collapsed. Never one to accept defeat, Naroomal returned to hawking at the barracks. Within a year, he had managed to save enough money to open another shop in Mongkok at 733 Nathan Road.

"From there on we started getting more and more business. Meanwhile, my two brothers and I – the elder and younger – went to work with Indian companies to help support the family," Hari said.

George and Peter worked for retail companies, while Hari, who was 13 at the time, went to work in a trading company. Fate seemed to be on their side for a few years and their business grew along side their family with the arrival of their fifth brother Gary, and a sister, Rani.

## THE WINDS OF WAR

The winds of misfortune blew again in 1941 with the outbreak of World War II. The family again lost everything they had. They moved like many other Indian families at the time into Tsim Sha Tsui as the Japanese overran the territory, and were given shelter in the Sawlani Silk Store.

Once the Japanese army had taken control of Hong Kong, civilians were again allowed to move around. A good friend of the family let them use his shop on Hankow Road, and the family earned a modest living.

Life was harsh under Japanese, but the family stuck together and survived, but not before Naroomal was almost beaten to death after being dragged from his home in the middle of the night by the Japanese secret service. He came out of the war with his life, but the incident left him bed-ridden and he never really recovered from the beating. He died in May 1948.



Hari Harilela receives his OBE in 1969 for his outstanding contribution to Hong Kong. 夏利萊在 1969 年受勳，以表揚他對社會的貢獻。

Hong Kong welcomed the return of the British forces in 1945, and the Harilela brothers again eked out a living hawking to them.

"At that time the British had no money so they used to ask us what we would like in return for the foodstuff we supplied them," said Hari. "They used to take us to the Kowloon Godown, open the warehouses and tell us to take what we wanted."

Hari recollected that the warehouses were packed with Red Cross mercy packages that the Japanese had hoarded. But the Harilelas only took one to two cases of scotch and about 20 cartons of cigarettes.

"They were very surprised that we always took so little. But my father always used to say: 'make whatever profit you want, but don't be greedy and don't cheat,'" he said.

Rather than missing the chance to make more, the Harilelas business integrity made them their fortune.

Impressed by their honesty, the army appointed the Harilelas as their main supplier. They also did their laundry, as well as made uniforms from cloth the army supplied.

令過敏的投資者望而卻步，於是酒店的興建工程只得停頓下來。

夏氏兄弟被迫出售帝國酒店及其他資產，以購入投資者的股份和資助酒店興建。在 1975 年 11 月 12 日，由夏氏全資擁有的假日金域酒店終於開幕。

然而，開幕當天並無慶典，原因是夏氏的母親於當天辭世。在開幕禮上，夏利萊只派他四歲的兒子為代表出席。

雖然酒店開幕當天，不如意的事情發生，但這家酒店確為夏氏家族帶來豐厚利潤，也令夏氏兄弟購回早前出售的帝國酒店。

夏氏家繼續在海外的酒店投資，使夏利萊集團躋身於全球酒店業巨擘之列。現時，夏氏在香港、新加坡、曼谷、倫敦、檳榔嶼和蒙特利爾均設有豪華酒店，而在本年六月，也在悉尼增設一家由喜來登集團經營的酒店。夏利萊表示，他下一個目標是在紐約及巴黎開設酒店。

「酒店業是一門不錯的行業，人們越來越喜歡旅遊。」

## 團結一致

令人讚嘆的是，夏利萊的商業王國仍然由家族經營，每位家族成員分別負責不同的業務。目前，集團除經營酒店、地產、餐廳及旅行社的業務外，也是聯交所的會員。

令人驚訝的是，夏氏四代六十位家人均在窩打老道建有四十個房間的大宅內同住。

「我們家裡有一座廟堂，是祂的力量把我們連在一起的。」夏說。

夏利萊致力發展家族業務之餘，也不忘公益。他在 1969 年受勳，以表揚他對社會的貢獻。

「我參與多個民間的組織。我堅信，假如一個人只為自己做事，便太自私了。香港給予我們很多美好的東西，我們必須回饋，我說的不是金錢上的回饋，而是參與社會公益。」他說。

夏利萊雖已年屆七十七，但談到公司的商業大計時，仍表現出年青人的朝氣。不過，他表示自己不會躲在幕後，操縱年青一輩做事。

「我相信，年青一輩總有自己的想法。我永遠不會忘記兒子對我說的這番話：『如在倫敦、巴黎和悉尼開設酒店，那麼，夏利萊集團便能擴闊業務基礎。』」他說。

夏氏家族正不斷拓展業務，最近便在紐約開設一家銀行，另在加州設立兩家。

「但酒店仍是我們的主要業務，我希望看見紐約及巴黎的兩家酒店開幕。悉尼的酒店於六月開幕後，小兒便會專注在這兩地開設酒店。」他說。 ■

## MEMBER PROFILE

They continued working out of their small shop on Hankow Road, and before long opened a shop in Kowloon Hotel.

With the arrival of more British and Commonwealth troops, the Harilela's found themselves importing more and more cloth to meet demand. The family opened another store and soon became the largest importer of British textiles in Hong Kong. The brothers were importing so much cloth, that Princess Margaret and Lord Snowdon made a royal visit to the shop during their first trip to the territory.

While peace had returned to Hong Kong, the U.S. Armed Forces were fighting in Chingchow and asked the British to give them a reliable supplier for their PX (post exchange) stores for their troops. This marked the rapid rise of the Harilela empire.

After supplying the PX stores for a year, the U.S. Army audited the brothers' accounts. They found that the Harilelas' profits were the lowest of all their suppliers.

"I think they were impressed by our honesty, because the U.S. Army gave us open stores to look after," Hari said. "From 1948 until the end of the Vietnam War, we had almost 35 stores in the U.S. Armed Forces' camps in the region, from Okinawa to Saigon." That is how business grew to be an enormous business. We used to make 600 custom suits a day and we had 900 tailors working for us."

In the late '60s, seeing the U.S. forces were reducing their presence in the region, Hari suggested to his brothers that they diversify into other lines of business.

"Although my brothers were against me because real estate or other businesses meant very small profits, I kept on diversifying and I'm glad that I did," he said.

The brothers entered the local retail business and opened a Best Ladies' and a Best Men's retail store. But business was slow. The brothers then began to dabble in the real estate and hotel business.

"My first hotel was in 1960-61, the Imperial Hotel on Nathan Road. Then we bought this big plot on Mody Road and Nathan Road where the Holiday Inn Golden Mile now stands," Hari said.

Construction of the Holiday Inn began at the end of 1969, but riots in Hong Kong caused a crash in the local property and tourism market, and halted its construction as jittery investors were having second thoughts.

The brothers were forced to sell the Imperial Hotel and other assets to buy out

investors and to fund construction of their new hotel. On November 12, 1975, the doors of the Harilelas' wholly-owned Holiday Inn Golden Mile opened for business.

But there were no celebrations at the opening. Their mother, Devibai, died on the day of the grand opening. To represent the family at the opening, Hari sent his 4-year-old son Aron to the hotel.

Despite a less than fortuitous start, the Harilelas' wholly owned Holiday Inn Golden Mile earned the family its major fortune and enabled the brothers to buy back the Imperial Hotel.

The family continues to invest in hotels overseas and is on the verge of becoming a global hotelier. With luxury hotels in Hong Kong, Singapore, Bangkok, London, Penang, Montreal and its latest edition in Sydney run by the Sheraton Group, which opens in June this year, Hari said his next targets are New York and Paris.

"It is one of the good industries. People like to travel more and more," he said.

## FAMILY TIES

Amazingly, the Harilela empire is still a family run business. Each brother overseas a

"We have a very strong temple in our home which binds us together," Hari said.

While Hari has toiled to build the family business, he has worked equally hard doing community work, and received an OBE in 1969 in recognition of his contribution to society.

"I was in most civic associations. I sincerely believe one thing that is very important in one's life is that if you do all the work for yourself you are very selfish. Hong Kong has given us a lot that we are grateful for. We must give back not by giving money, but by getting involved in the community," he said.

At 77, Hari radiates a boyish enthusiasm when talking about the company's business plans. But he says he is now trying to remain in the background to push the young generation ahead.

"I believe that the young generation always has something to say. And I will always remember one thing that my son said to me, 'If you have a hotel in London, one in Paris and one in Sydney then the Harilela Group as a group, has a much wider exposure'," he said.

The family is also increasing its exposure by diversifying its line of business with the



Over 60 family members spanning four generations live together at the Harilelas' luxurious home.  
夏氏家族四代六十位家人均同住在一豪華大宅內。

specific arm of the business – hotels, real estate, restaurants, travel agencies, seats on the Stock Exchange.

Just as surprisingly, the family lives under one roof. Sixty family members spanning four generations live in their 40-bedroom apartment on Waterloo Road.

recent establishment of the East Bank in New York, and two banks in California.

"But our major business is hotels. I'd like to see two more hotels open: one in New York and one in Paris. Once our hotel in Sydney opens in June, then my son is going to focus on these two," he said. **B**





# Chamber Individual Associate Application Form

## 商會會友申請表格 (Please type 請以正楷填寫)

(Please attach name card 請附上名片)

For Office Use **B**

Membership No.: \_\_\_\_\_

Date Elected: \_\_\_\_\_

Name (Mr/Ms) Surname first 姓名	Photo 相片
Company / Organization 機構	
Position 職位	
Business Address 業務地址	
Tel 電話	Fax 傳真
Mobile 手機	Homepage 網頁
Email 電郵	
Chamber information to be sent by 請選擇收取本會訊息的方法	<input type="checkbox"/> email 電郵 <input type="checkbox"/> fax 傳真

### Profession 專業

- Accounting / Corporate Finance  
財務 / 會計
- Administration / Management  
行政 / 管理
- Banking / Financial Services  
銀行 / 金融
- Creative Services / Entertainment  
創作 / 娛樂
- Customer Services 客戶服務
- Education 教育
- Engineering 工程
- Health / Fitness 醫療 / 保健
- Human Resources 人力資源
- Information Technology 資訊科技
- Insurance 保險
- Legal 法律
- Marketing / Communications  
市場推廣 / 企業傳訊
- Operations 營運
- Real Estate Agents / Property Management  
地產代理 / 物業管理
- Sales 銷售
- Others 其他

### Job Position 職位

- Senior Management 高層管理人員
- Middle Management 中層管理人員
- General Staff 一般職員
- Others 其他

### Age Band 年齡

- Below 30 以下
- 30-45
- Over 45 以上

### Event Language 語言

- English 英文
- Cantonese 廣東話
- Putonghua 普通話

*Proposer's Signature*  
推薦人簽署

Name of Proposer 推薦人姓名: \_\_\_\_\_

Membership No. 會員編號: \_\_\_\_\_

I agree to abide by the rules and regulations of the Chamber, and that the information supplied may be included in official Chamber publications and other Chamber communications.

本人願意遵守香港總商會的規則及條文，亦同意所提供的資料，可用於香港總商會出版的刊物及其他商會通訊。

Applicant's Signature 申請人簽署: \_\_\_\_\_

Date 日期: \_\_\_\_\_

### Credit card payment advice 信用咭付款

- Visa       Mastercard       AE      Card No 信用咭號碼: \_\_\_\_\_
- Cardholder's Name 持咭人姓名: \_\_\_\_\_ Card Expiry Date 到期日: \_\_\_\_\_
- Joining Fee 入會費 ~~HK\$2,000~~ (Special Offer: HK\$1,500)  
(Waived for executives of member companies, please advise membership no. \_\_\_\_\_)  
(本會公司會員免入會費，請註明會員號碼: \_\_\_\_\_)
- Annual Subscription Fee 年費 ~~HK\$1,000~~ (Special Offer: HK\$500)  
Total 合共 HK\$: \_\_\_\_\_ Date 日期: \_\_\_\_\_ Signature 簽署: \_\_\_\_\_  
(Authorized code: \_\_\_\_\_ Date \_\_\_\_\_)

The Hong Kong General Chamber of Commerce 香港總商會

22/F United Centre, 95 Queensway, Hong Kong 香港金鐘道 95 號統一中心 22 樓

Tel (電話): 2529 9229 Fax (傳真): 2527 9843 email (電郵): membership@chamber.org.hk Web site (網址): www.chamber.org.hk

# MPF payroll software

In less than five months' time, the long-awaited Mandatory Provident Fund Scheme will come into being. One of the MPF transition management issues facing employers is payroll and administrative systems.

Under the current MPF ordinances employers are required to keep a record of each employee participating in the MPF scheme. Such records must include: the amount of salary and the date it is paid; the MPF contribution made by employers and employees; when an employee started work; employees' personal particulars; and voluntary contributions made to the scheme, if any.

Some human resources firms, IT companies, MPF providers and banks which offer MPF services have flooded the market with payroll management systems that are said to be able to help employers achieve a smooth MPF transition.

When evaluating such software, the first question to ask is whether you should use a completely new system or upgrade the existing payroll system to become MPF-compliant.

If an employer chooses to replace the existing system, here is a checklist of questions to consider:

1. Can the software meet all reporting and administration needs of the MPF scheme?
2. How much does it cost?
3. How long does it take to install and test? What training is needed for internal staff to familiarise them with the new system?
4. Does the new software provide a data conversion filter?
5. Does it provide payroll and MPF calculations, pay slip printing, tax reports, and human resource management support?
6. How does it interface with your existing ORSO scheme, if you have one?
7. Does it support your existing autopay arrangement?
8. Does the vendor provide upgrades and technical support free of charge or at a cost, particularly when there are changes in the MPF regulations?

If an employer decides to keep the

existing system, he or she has to appoint a software consultant to upgrade or alter the present system. Alternatively, an employer can use one of the MPF software programs that can interface with or adapt to the current system.

In this case, you should also ask:

1. Is the software equipped with a data import and export filter to save you the time and trouble of having to input data twice?
2. If you are running an ORSO scheme at the same time, what ORSO/MPF interface will be required?
3. Is the software compatible with your

existing system? If it is not fully compatible, what needs to be upgraded or altered?

4. What is the cost comparison between appointing a software consultant and using readily available software?

Members joining the Chamber's MPF product, Chamber CMG Choice, receive a free, total payroll solution. The ready-to-use CMG e-Payroll and MPF Filter package is available in Internet and CD-ROM versions. The package resolves all ORSO/MPF interface and supports major autopay arrangements. For further details, please call the Chamber's MPF hotline 3183 1800. **B**

## 選擇強積金發薪軟件須知

尚

有不足五個月，期待已久的強制性公積金計劃便在本港正式實施了，僱主面對的強積金過渡管理問題主要環繞發薪及行政系統兩方面。

作為僱主，必須認識現時的強積金條例規定，保存參與強積金計劃的僱員資料，當中包括：薪酬總數和發放日期、僱主和僱員的強積金供款、開始聘用日期、僱員的個人資料、自願強積金供款（如適用）等。上述資料均須保存一段時間，舉例說，僱主須保留每月供款紀錄達七年之久。因此，對僱主來說，一套能符合強積金規例和兼容強積金的發薪軟件，是不可或缺的了。

目前，一些人力資源顧問公司、資訊科技公司、強積金服務提供者和提供強積金服務的銀行，紛紛向客戶推介各類據稱能協助僱主輕鬆推行強積金的發薪管理系統。

在評估這些軟件時，僱主首先應考慮使用一套全新的系統，還是提升或改變現有的系統，以符合強積金規例。

若僱主選用市場上其中一套強積金軟件，以取代現有的發薪系統，應考慮下列問題：

1. 該軟件能否按強積金的規定，編製所有定期報告和符合各項行政需求？
2. 價格如何？
3. 裝置一套兼容強積金的系統及進行測試需時多久？需要為內部員工提供哪些有關使用新系統的培訓？
4. 該軟件是否具有資料轉換功能？

5. 能否計算薪金和強積金、列印僱員糧單、報稅和提供人力資源管理等方面的支援？

6. 如現時公司已實行職業退休計劃，軟件如何處理職業退休計劃與強積金計劃的界面問題？

7. 該系統能否兼容現有的自動轉賬安排？

8. 強積金規例修改時，是否免費提供系統提升及保養服務？

若僱主希望繼續沿用現有的系統，必須委任軟件顧問提升或更改軟件，或選用市場上一套能兼容或配合現有系統的強積金軟件。

在這情況下，除上述問題外，僱主亦應考慮其他方面，包括：

1. 該軟件是否具自由輸入或輸出資料功能，以省卻重新輸入資料的時間？

2. 若該公司同時實施職業退休計劃，需要實施什麼界面安排？

3. 該軟件能否兼容現有的系統？如未能完全兼容，需要提升或更改哪些項目？

4. 委託軟件顧問及選用可即時使用的軟件，兩者之間的價格差別如何？

值得一提的是，由香港總商會聯同康聯亞洲推出的「總商會康聯精明之選」強積金計劃正好為所有參加該計劃的總商會會員提供免費而全面的發薪方案。「e發薪電腦系統」及「強積金過濾器」可即時透過電腦光碟或上網使用，更能支援所有職業退休計劃或強積金的界面，並與主要的自動轉賬安排兼容。查詢詳情，請致電總商會強積金熱線 3183 1800。 **B**



**Chamber CMG Choice**  
**reduces all employer's**  
**concerns to**



**As an employer, you can set yourself free with**  
**MPF Filter Software and other exclusive services**

Some MPF service providers will baffle you with confusing service charges and offers. That's why the Chamber has formed an alliance with CMG Asia to provide a simple and easy MPF solution.

**Introducing Chamber CMG Choice** Chamber CMG Choice brings together the local business experience and reputation of the Chamber and the expertise of a diversified international financial services group. Designed for small and medium sized enterprises, this unique product offers free MPF Filter Software to enable smooth integration with your current payroll system.

**No 'annual fees'\* for 13 months** We believe that employees should reap the rewards, and them alone. That's why Chamber CMG Choice includes the Superb Waiver, so your employees can enjoy better returns in the future. Under our Superb Waiver, there will be no 'annual fees'\* for the first 13 months (applicable between December 1, 2000 and December 31, 2001).

**Share our belief** We cordially invite all other MPF providers to join us in promoting the Superb Waiver to give all the benefits back to employees.

**For details, please call the Chamber MPF Hotline: 3183-1800.**

\*The Superb Waiver does not apply to actual expenses - if any - incurred in the establishment, management and administration of the Scheme, such as legal and audit fees.

- Remarks: (1) **Investment involves risk. Please refer to the Principal Brochure for further details.**  
(2) All terms and conditions, except those applicable to the Superb Waiver promotion, as stated in the Principal Brochure remain unchanged.  
(3) 'Annual fees' include trustee fee, custodian fee, administration fee and management fee.

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Website: www.chamber.org.hk/mpf



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**Information Services**

Mr Tony AU

**Professional Services**

Mr Anthony GRIFFITHS

**Real Estate Services**

Mr Nicholas BROOKE

**Tourism**

Mr James LU

**CHINA**

Tu Ningzhi, vice director of Nanjing Investment Service Centre, told members at the May 26 luncheon that Nanjing is looking for investors in tourism, urban construction, community service, and electronic & machinery industries.

**ARAB & AFRICAN**

**Arab Republic of**

**Egypt** Deputy Consul General Amin Meleika gave a presentation entitled, "Egypt, Gateway to the Region: Why should you invest in Egypt?" at the Chamber's May 31 roundtable luncheon. Mr Meleika discussed how Hong Kong businesses could tap the Egyptian market, and the advantages of its free trade agreements. He also touched on privatisation projects in the country that were available for Hong Kong businessmen, particularly in port services and management.



**ASIA**

Jason Kwok, vice president & chief economist of Citibank N.A. spoke at the Chamber's May 16 luncheon on "Where is the Asian Region Heading?" Mr Kwok covered a number of issues, including the key driving forces supporting continued Asian recovery, the main challenges affecting Asian economic growth and financial stability, and their implications for Hong Kong.

**AMERICAS**

Terence Tsang, business development manager of Greater China, UPS Logistics Group in Hong Kong, met with Chamber members on June 14. Mr Tsang shared his insights on third-party logistics solutions for businesses, and the impact of the Internet and e-commerce on global business.



**EUROPE**

A high-level business mission from Spain called on the Chamber on May 23. The eight-member delegation was met by Manohar Chugh, chairman of the Europe Committee. The objectives of the meeting were to promote

**Green technologies**

Developing countries are in a position to leapfrog industrial development and move towards new, greener and more efficient technologies to drive their economies, Environmental Economist Paul Hawken said at a joint-chamber luncheon on June 22.

These countries should be building green buildings, which can generate their own energy, and process their own waste water. Also, with advances in fuel cells, there is no reason for China to build internal combustion engines factories anymore. China should be building hybrid electric vehicles now, he said.

"With respect to energy, transportation and building, the three main areas – beside agriculture – where human beings have the greatest impact, the Chinese now have an opportunity to leapfrog ahead and in doing so free up resources," he said.

**Chamber in 總商會**

**中國**

在5月26日的午餐會上，南京市招商服務中心副主任屠寧之向會員表示，南京市期望投資者到當地發展旅遊、城市建設、社區服務、電子及機械等業務。

**阿拉伯及非洲**

埃及駐港領事馬利卡於5月31日應邀為本會的小型午餐會講述在埃及投資的商機。他向港商介紹如何進軍當地市場，以及埃及在自由貿易協議方面的優惠。他亦簡介港商在當地可參與的股份化計劃，並特別提及港口服務及管理兩方面的發展機會。

**亞洲**

萬國寶通銀行首席經濟顧問郭偉偉在5月16日的午餐會上，講述亞洲區的發展趨勢。他討論了數項問題，內容包括支持亞洲復甦的主要動力、影響亞洲經濟增長及金融穩定的主要挑戰，以及這些挑戰對香港的影響。



## 環保科技



環境經濟學家霍肯在6月22日的聯合商會午餐會上表示，發展中國家具備條件加強工業發展，以更先進、更環保和更具效率的科技推動經濟前進。

他認為，這些國家應興建可自行發電、自行處理廢水的環保建築物。此外，隨著燃料電池日漸進步，中國再沒有理由建造內燃機工廠了。現在，中國應製造混合電動車輛。

他說：「除了農業外，中國現時有機會在能源、交通及建築這三項人類影響最大的範疇上突飛猛進，從而騰出資源。」

# Action Briefs

## 活動一覽

### 美洲

UPS 環球物流有限公司業務發展經理(大中華區)曾廣達於6月14日與會員會晤，講述第三者物流服務的發展，並分析互聯網及電子商貿對全球商業的影響。

### 歐洲

西班牙高層商務考察團一行八人，於5月23日訪問本會，與歐洲委員會主席文路祝會晤。考察團此行的目的，是促進香港與西班牙的商機，協助西班牙公司向香港的供應商採購。

歐盟委員會駐香港辦事處主任丁國焯應邀於6月8日在小型午餐會上致辭，講述歐盟於五月中與中國簽訂世貿協議後的經濟前景。

瑞典貿易聯會高級副總裁兼進口委員會主席里辛加德應邀擔任6月15日早餐會議的

business opportunities between Hong Kong and Spain, as well as to assist Spanish companies source suppliers in Hong Kong.

David Ting, the new head of the Office of the European Commission in Hong Kong, accepted the Chamber's invitation to talk to members at the June 8 roundtable. Mr Ting spoke on the general outlook of the EU economy after the European Union's signing of the WTO agreement with China in mid May.



Borje Risinggard, senior vice president and head of the Import Council, Swedish Federation of Trade, was guest of honour at a breakfast meeting held on 15 June. The objective of the meeting was to discuss ways to develop trade with Sweden and promote Sweden as a trading hub in the Baltic Sea region. The Chamber will organise a mission to Sweden, Finland and Estonia on Sept. 10-17. For more information, please contact Erica Ng at 2823 1296.



### PACIFIC BASIN ECONOMIC COUNCIL

David Eldon, chairman of The Hongkong and Shanghai Banking Corporation Limited was re-elected chairman of PBEC Hong Kong at the 11th Annual General Meeting of PBEC Hong Kong, held on June 9. J P Lee of Lippo Limited and Douglas Fergusson of Prudential Asia Investment Limited were re-elected as vice-chairmen. **B**

講者。他在會上介紹了與瑞典發展貿易的途徑，並指出當地是波羅的海地區的貿易中心。本會將於9月10至17日組團赴瑞典、芬蘭及愛沙尼亞考察。查詢詳情，請聯絡吳惠英小姐，電話：2823 1296。

### 太平洋地區經濟理事會

在6月9日第十一屆太平洋地區經濟理事會中國香港委員會的週年會議上，香港上海匯豐銀行主席艾爾敦獲選連任為委員會主席，而力寶有限公司的李澤培和美國寶信投資有限公司的傅格信則連任副主席之職。 **B**

## 香港總商會

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理事會  
諮議會  
董建成

美洲委員會  
袁耀全

阿拉伯及非洲委員會  
高保利

亞洲委員會  
戴諾詩

中國委員會  
許漢忠

總商會海外講者團  
施文信

e-委員會  
鄭韓菊芳

經濟政策委員會  
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文路祝

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人力資源委員會  
潘潤

工業及科技委員會  
蔣麗莉博士

法律委員會  
顧歷謙

會員關係委員會  
黎葉寶萍

太平洋地區經濟理事會

中國香港委員會  
艾爾敦

地產/基建委員會  
李澤鉅

船務/運輸委員會  
羅理奧

中小型企業委員會  
楊國琦

稅務委員會  
薛樂德

香港服務業聯盟  
執行委員會

高鑑泉

金融服務委員會  
阮清旗

資訊服務委員會  
區煒洪

專業服務委員會  
祈雅理

地產服務委員會  
蒲祿祺

旅遊委員會  
呂尚懷

## CHINA'S E-ADVERTISING LAW

New Internet regulations to curb fraudulent advertising, on-line dealings and other abuses of the Internet is likely to be introduced by the end of this year, said an official with the State Administration for Industry and Commerce. Wang Jinjie, deputy director of the SAIC advertising supervision department, said the new rules will help regulate online advertising and e-business that is booming in China.

Cheating in online deals and false and misleading advertisements have seriously endangered consumers' interests and hamper the development of domestic Internet industry, Wang said.

Earlier this year, the administration started making revisions to the current regulation to include new rules targeting electronic crimes.

"Later this year, the administration will unveil the new regulations regarding e-advertising," Wang said.

## SME FINANCE SURVEY

A Hong Kong Monetary Authority (HKMA) survey released on June 23 suggests there is a gap between the demand for bank credit by SMEs and the supply of funds by banks. In general, the availability of bank financing is considered inadequate by SMEs, and businesses must draw on personal savings as the major funding source for starting up and expanding business.

Banks interviewed in the survey acknowledged that they had adopted a more conservative lending stance toward SMEs than toward large companies because of a number of unfavourable characteristics of the SME loan market.

Banks also admitted the importance of collateral in SME lending.

*The full text of the report is available on the HKMA Web site at <http://www.info.gov.hk/hkma>*

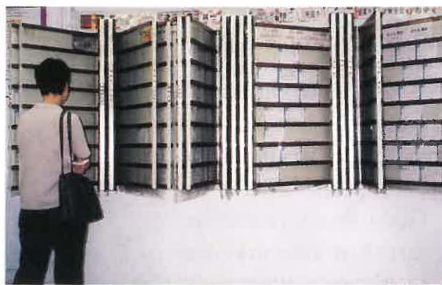
## NEW SPEEDPOST SERVICE

Hongkong Post introduced on June 19 a Speedpost premium service to Japan.

Documents sent under the new service to Tokyo and Osaka will be guaranteed delivery before 2 p.m. the next working day. The service fee on top of the normal postage is \$98 per item.

## UNEMPLOYMENT FALLS TO 5.1%

Statistics released by the Census and Statistics Department on June 19, revealed the seasonally adjusted unemployment rate for March-May 2000 stood at 5.1 per cent, down from 5.5 per cent in February-April period.



But the underemployment rate rose to 3.2 per cent compared to 3.0 per cent during the same periods. The decrease in unemployment in the manufacturing, construction, transport, communications and business services sectors contributed to the decline.

## AIR SERVICES TO NORWAY

The Secretary for Economic Services, Mr Stephen Ip, on June 2 signed an air services agreement on behalf of the Government of the Hong Kong Special Administrative Region with the Government of the Kingdom of Norway. No schedule has been set for the launch of the services.

## HONG KONG PROPERTY REVIEW

The Rating and Valuation Department has published the Hong Kong Property Review 2000 which contains statistics on the production and activities in the local property market. This bilingual publication, priced at \$250 a copy, is available at the Government Publications Centre, Ground Floor, Low Block, Queensway Government Offices, 66 Queensway, Hong Kong. Call Nancy Hung, at 2150 8807 for more details. **B**

## 中國引入新的網上廣告法

國家工商行政管理局廣告監管司副司長王晉杰表示，中國將在本年底前制訂新的網絡法規，制止在網上刊登詐騙廣告、進行欺詐交易及其他舞弊活動。新法規將有助監管在內地蓬勃發展的網上宣傳及電子商賈活動。

王指出，透過網上進行詐騙和發放虛假及誤導的廣告已嚴重危害消費者的利益，阻礙內地網絡業務的發展。

本年初，工商行政管理局開始修訂現行的法例，以便納入打擊電子罪案的新法規。

他說：「有關電子廣告的新法規將於稍後公布。」

## 中小企業融資情況調查

香港金融管理局（金管局）於6月23日公布，中小企業對銀行信貸的需求與銀行的資金供應之間存在差距。一般來說，中小企業認為銀行融資供應不足，因此，中小企業在開業和拓展業務時主要倚賴個人儲蓄。

受訪銀行也承認，對中小企業的貸款政策較對大型公司的保守。銀行表示，它們的取態主要是基於中小企業貸款市場存在多項不利因素。

銀行也承認，在中小企業貸款中，抵押品相當重要。

調查報告全文可於香載於金管局網頁 (<http://www.info.gov.hk/hkma>)。

## 香港郵政推出特快專遞服務

香港郵政署於6月19日宣布，推出一項日本特快專遞特級服務。採用這項服務寄件往東京及大阪，可確保在下一個工作天下午二時前送抵目的地。除一般郵費外，該項服務額外收費為每份文件98元。

## 失業率下降至5.1%

根據政府統計處於6月19日發表的最新勞動人口統計數字，2000年3月至5月經季節性調整的失業率為5.1%（臨時數字），較2月至4月的5.5%為低。就業不足率則為3.2%（臨時數字），較2月至4月的3%為高。失業率下降，主要出現於製造業、建造業、運輸業、通訊業和商用服務業。

## 香港與挪威簽署民航協定

經濟局局長葉澍楠代表香港特別行政區政府，與挪威王國政府簽署民用航空運輸協定。至於服務的推出日期，則未有公布。

## 《香港物業報告》2000年版

差餉物業估價署已出版《香港物業報告》2000年版，內容詳載本港物業市場活動及供應量的統計數字。該本中英對照的刊物訂價為250元正，已在政府刊物銷售處發售（地址：香港金鐘道66號金鐘政府合署低座地下）。欲查詢任何有關該刊物的事宜，請聯絡該署技術秘書（物業資料）孔曼蘭女士，電話：2150 8807。 **B**



## John Black (Jock) Kite

Former Chamber Director John Black Kite passed away recently in the U.K., in his 86th year. Mr Kite, popularly called Jock Kite, or JBK, captained the Chamber for 28 years and 7 months, and participated in much that has made Hong Kong what it is today.

Born in Whithorn, Scotland, in 1914, JBK came to Hong Kong in September 1945 as part of the military administration soon after the Japanese surrender. He held the post of staff officer in the General Administration Branch until his secondment to Government House a year later to lead the Chamber.

In the public field, JBK was appointed Justice of the Peace in 1961. He was an active member of the Royal Hong Kong Defence Force, and served on numerous panels and boards. In an interview with *The Bulletin* in 1972, he said he was as surprised as he was delighted when in recognition of his services to commerce and industry, he was appointed as an Officer of the Order of the British Empire in the 1971 New Year Honours List.

In his 29 years with the Chamber, he served under 14 chairmen. As director, he was a part of much that has been significant to the Chamber, and to commerce and industry in Hong Kong.

本會前總裁 John Black Kite 於英國辭世，享年八十六。他曾任本會總裁 28 年多，其間積極建設香港，貢獻良多。

他於 1914 年生於蘇格蘭的惠特霍恩。日軍在二次大戰投降後，他於 1945 年 9 月隨英軍來港，出任參謀，一年後調職至政府總部，領導香港總商會。

在公職方面，他於 1961 年獲委任為太平紳士。他是皇家香港防衛隊的活躍份子，並身兼多個委員會的委員。在 1971 年，他獲頒 OBE 英帝國勳章。他在 1972 年接受《工商月刊》訪問時表示，對於自己在工商界的貢獻獲得認同，感到驚喜。

他為本會服務 29 年，曾為 14 位主席效力。他為總商會和本地工商界作出了重大的貢獻，影響深遠。



At a staff dinner in 1975 in honour of his retirement, Mr Kite (right) receives a scroll from staff.

在 1975 年的樂休晚宴上，本會職員送贈畫卷給 John Black Kite (右)。

## Dr Ann Tse-kai

Author and industrialist, Beijing adviser and state leader, prominent Hong Kong transitional figure and long time supporter of the Chamber, the late Dr Ann Tse-kai had the breadth of experience and level of achievement that most can only aspire to.

Born in Shanghai on June 26, 1912, Dr Ann passed away in the Adventist Hospital, Hong Kong SAR, almost 88 years later, on June 4, 2000, after suffering a stroke two months earlier. He will be missed by many in the SAR who respected his leadership and sound advice.

Dr Ann joined the Chamber's General Committee in 1968 and was appointed to the Chamber's Council in April 1980. He remained a member until his death. Dr Ann was also active in many other community and business organisations.

After the decision to return sovereignty over Hong Kong to the mainland was agreed on, Dr Ann became a member of the Basic Law Consultative Committee and the Basic Law Drafting Committee. He founded the "One Country, Two Systems" Economic Research Institute in 1990.

In 1993, Dr Ann was also appointed a vice-chairman of the Chinese People's Political Consultative Conference. Later he was also vice-chairman of the Preparatory Committee, which oversaw preparations for the return of sovereignty.

## 安子介博士

以故安子介博士是一位作家、實業家、北京政府的顧問、國家領導人、香港過渡期內的重要人物和總商會的長期支持者，識見淵博，成就卓著，為眾人景仰。

安博士於 1912 年 6 月 26 日在上海出生，本年曾因中風入院，於 2000 年 6 月 4 日在香港安醫院逝世，享年八十八。他生前的領導才能和精闢見解，備受敬重，聞悉訃音，令港人不勝惋惜。

他於 1968 年加入香港總商會，於 1980 年 4 月獲委任為總商會諮議會成員，直至辭世。安博士生前亦積極參與多個社區及商界組織。

英國決定交還香港後，安博士成為基本法諮詢委員會和基本法起草委員會成員，其後於 1990 年創立一國兩制經濟研究中心。

在 1993 年，安氏獲委任為全國政協副主席，其後擔任籌備委員會副主任委員，負責監管香港回歸的籌備工作。



## Michael Jebsen

Michael Jebsen passed away peacefully on May 1, 2000 in his native Aabenraa, Denmark, in his 89th year. Mr Jebsen had been a resident of Hong Kong since the early 1930s and an active member of the Chamber Council.

Mr Jebsen took over the reigns of Jebsen & Company from his father Jacob Jebsen, who died in 1941, by becoming senior partner of Jebsen & Co in 1944. He captained the company through the difficult years after World War II, and was instrumental normalising the company's trade after the war and setting it on its future course of expansion which made Jebsen & Co. a household name in Hong Kong. He will be sadly missed.

捷成先生於 2000 年 5 月 1 日在丹麥的家鄉與世長辭，享年八十九。他自三十年代初已定居香港，生前為本會諮議會議員。

捷成先生於 1944 年接替其父出任捷成洋行高級合夥人（其父於 1941 年辭世）。他領導公司渡過二次大戰的困難時期，並在戰後推動公司重振業務，開拓發展路向，使捷成洋行成為香港家傳戶曉的名字。

聞其訃音，本會不勝惋惜！



# Welcome new members

## 加入商會 盡享權益

### **Afflance Furniture (Hong Kong) Ltd**

愛富蘭傢俱(香港)有限公司  
**Mr Lau Shek-kin** 劉石健先生

*Director*

*Distribution, Manufacturing*

### **Barlow Lyde & Gilbert**

博禮祈律師事務所

**Mr Claudio de Bedin**

*Partner*

*Services*

### **Equant Integration Services Ltd**

**Mr Benny Lee**

*General Manager - Greater China*

*Services*

### **Global Harvest Creation Ltd**

高豐創建有限公司

**Mr Chan Wai-keung** 陳偉強先生

*Managing Director*

*Trading*

### **Hong Kong Arts Centre**

香港藝術中心

**Mr Louis Yu** 茹國烈先生

*Services*

### **Hong Kong Communicatons Group Ltd**

香港傳訊集團有限公司

**Mr Lo Chi-kin** 盧子健先生

*Managing Director*

*Services*

### **Hudson Holdings Ltd**

德信控股(亞太)有限公司

**Mr Choi Wai-him** 蔡維謙先生

*Services*

### **Internet Pro Ltd**

**Mr Kenneth Ngai-hung Chui**

趙毅雄先生

*Services*

### **Inetol Cyber Ltd**

力圖聯網有限公司

**Mr Albert H K Chow** 周浩光先生

*Managing Director*

*Services*

### **LCP Asia Ltd**

**Mr Toby Marion**

*Managing Director*

*Services*

### **LECCO Technology Ltd**

靈高科研有限公司

**Mr Stephen Wing-sang Wong**

王永生先生

*Trading*

### **Lighthouse Technologies Ltd**

兆光科技有限公司

**Mr Tony Van de Ven**

*Director*

*Manufacturing, Services*

### **Maritime Services (HK) Co Ltd**

香港海事公証行有限公司

**Mr Peter Chi-tung Chu** 朱志統先生

*Director*

*Services*

### **Marvelous Gems Mty Ltd**

長安寶石有限公司

**Mr Samuel Chun-yin Lam** 林俊賢先生

*Managing Director*

*Manufacturing, Trading*

### **Modern Century Sea Freight Ltd**

新紀元海運有限公司

**Mr Chan Kam-fat** 陳金發先生

*Services*

### **Neway International Trading Ltd**

新威國際貿易有限公司

**Mr Simons Lo** 勞偉成先生

*Trading, Services*

### **Sunlight Employment Agency**

陽光女傭中心

**Mr Ngai Kong** 魏剛先生

*Director*

*Services*

### **Treasury Ltd**

卓志有限公司

**Mr Lam Kui-chuen** 藍鉅傳先生

*Director*

*Manufacturing, Trading*

### **Truswell Enterprises Ltd**

忠偉企業有限公司

**Mr Joe Khalaf** 郭富善先生

*General Manager*

*Trading*

### **Weir & Associates**

韋雅成律師行

**Mr Shane F Weir**

*Consultant*

*Services*

### **Winfar Miniascape Development Ltd**

遠方盆景園藝開發(香港)有限公司

**Mr Wu Zhuhong** 吳竹洪先生

*President 主席*

*Manufacturing, Trading*

## CONTACT US

For information on membership, call Sharon Chung on 2823 1203, or email [membership@chamber.org.hk](mailto:membership@chamber.org.hk)

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





- ▲ Members of the Chamber Beijing mission listen to what MOFTEC Minister Shi Guangsheng (2nd from front) has to say on China's WTO accession.  
本會訪京團聽外經貿部部長石廣生（前二）談中國加入世貿。
- ◀ Chamber Chairman CC Tung (left) says hello to an interpreter during the Chamber Beijing Mission's meeting with State Councillor Wang Zhongyu.  
訪京團與國務委員王忠禹會晤期間，本會主席董建成（左）向傳譯員打招呼。

# 活動花絮 Eye Spy

Chamber Director Dr Eden Woon (2nd from left) and Vice Mayor of Guangzhou Zhang Guangqing.  
本會總裁翁以登博士（左二）與廣州市副市長張廣寧。



Siegfried Ramseyer (left), vice president, Caterpillar Inc., Bill Tweddell (centre) Australian Consul General, and Stephen Goldmann, managing director, Exxon Energy Ltd.  
卡特彼勒公司副總裁任曦亞（左）、澳洲駐港總領事杜儀（中）和埃克森能源有限公司董事總經理 Stephen Goldmann。



Daniel Koo (left), chairman, Shui Hing (HK) Ltd., and Janie Fong, director, California Office of International Trade and Investment.  
瑞興控股有限公司主席古勝祥（左）和加州駐東南亞投資貿易代表處處長方文靜。



# CHAMBER FORECAST

## UPCOMING EVENTS

**20 July**  
Workshop: "Business Etiquette & Professionalism for Young Executives" (Cantonese)

**21 July**  
Training: "How EQ Helps you in Adversity" (Cantonese)  
培訓課程: 衝出逆境靠EQ

**25 July**  
Business Coalition on the Environment Luncheon: "Filthy Rich from Clean Technologies" (English)

**26 July**  
IPR Seminar: "Benefiting from Intellectual Property"

**26 July**  
Training: "Best Practices in Reengineering Your Company: Repair, Strengthen, and Breakthrough the Business Process" (Cantonese)  
培訓課程: 搞活企業的致勝法則

**26 July**  
"Company Laws in China" (Cantonese)  
培訓課程: 最新國內公司法對企業營運的法律規定

**27 July**  
Training: "Influencing Skills for Everyday Life - Getting to Say YES in Negotiation" (Cantonese)  
培訓課程: 每天必用的談判技巧

**28 July**  
Roundtable Luncheon: "Personal Financing in the 21<sup>st</sup> Century - Using the Internet" (English)

**1 August**  
Seminar: "How to Provide Excellent Customer Services" (Cantonese)  
培訓課程: 如何提供優質顧客服務

**1 August**  
Training: "A Guide to Setting Up a Private Venture in the PRC for HK Investors" (Cantonese)  
培訓課程: 港人如何在大陸設立私營企業

**2 August**  
Seminar: "Developing Supervisory Skills for Tomorrow's Managers" (Cantonese)  
培訓課程: 如何培養有效之溝通管理技巧

## LOOKING TO THE FUTURE

**26 October**  
Venture Capital Conference  
創業(風險)投資會議

**13 December**  
7<sup>th</sup> Annual Business Summit  
第七屆商業高峰會議

**14 December**  
China Conference  
中國經貿會議

## CHINA CALENDAR

30 July - 6 Aug  
Mission to the Silk Road  
絲綢之路訪問團

7-9 Sept  
Study Mission to Xiamen's "China Fair for International Investment and Trade"  
香港總商會廈門「中國投資貿易洽談會」訪問團

18-22 Sept  
Training Seminar: "Attracting Foreign Funds in China's Western Development"  
利用外資參與內地中西部開發研討班  
香港總商會與中國國際貿易促委員會合辦

October  
Study Mission to Shenzhen's "China High-tech Fair"  
香港總商會深圳「中國高科技產品交易會」訪問團

Mid-Nov  
Study Mission to Sichuan, Chongqing  
香港總商會四川、重慶訪問團

## OUTBOUND MISSIONS

30 July - 6 Aug  
Mission to the Silk Road

7~9 Sept  
Mission to Xiamen

10~17 Sept  
HKGCC/HKEA mission to Sweden, Finland and Estonia

## COMMITTEE MEETINGS

24 July  
General Committee Meeting

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





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康聯亞洲