

# 工商月刊

# BULLETIN

June 2000  
二〇〇〇年六月

A HONG KONG GENERAL CHAMBER OF COMMERCE MAGAZINE 香港總商會月刊 [www.chamber.org.hk](http://www.chamber.org.hk)

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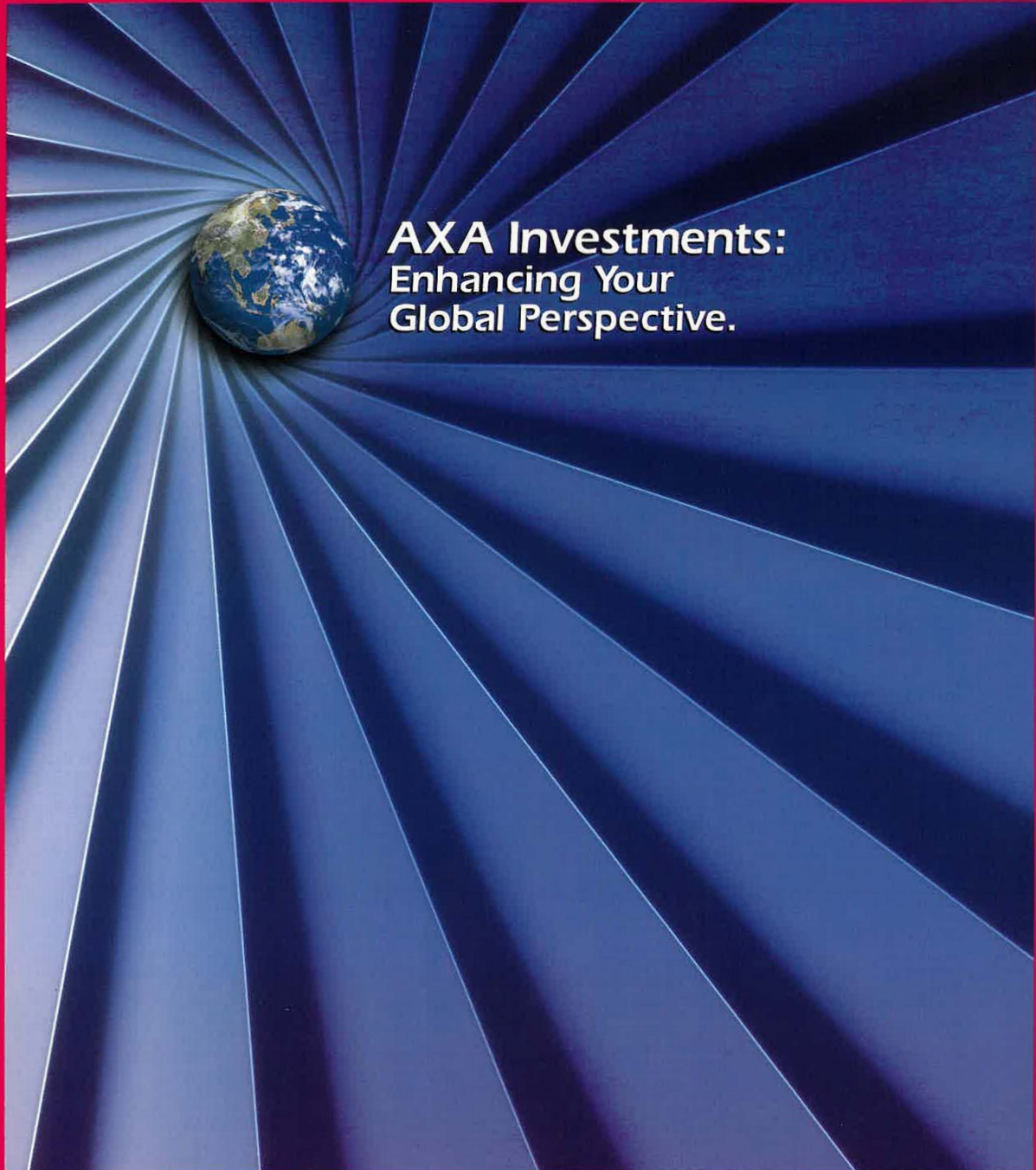
## 寬頻世代 商機勃現

## CHINA MARCHING TOWARDS WTO

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# Letters to the Chamber



## Informal after hours

I recently joined the Chamber as an Individual Associate and am so far very impressed by the varied and informative programmes that I have attended. I found your roundtable seminar on "Legal Issues on E-Commerce" extremely useful as the speaker outlined a host of issues I hadn't even thought of. Attending Chamber functions is also very useful for networking, but I hope you will hold some informal functions after hours, because I cannot always make it to luncheons.

*Joseph Wong*

The Chamber holds informal get-togethers usually on Thursday evenings for executives and young professionals. Please email [daisy@chamber.org.hk](mailto:daisy@chamber.org.hk) for dates and times.

## WTO report valuable source of information

The Chamber's WTO report rightly points out that Hong Kong businesses must prepare themselves in order to take advantage of the many opportunities brought about by China's WTO membership. We need to alert ourselves that the gains won't fall onto us readily – unlike in the past – but instead we have to pursue them actively. In addition, the report is rich in practical information for industries that will be more affected when China enters the WTO. I congratulate the Chamber on its work and hope it will conduct more studies on issues that affect us.

*Eric Chin  
Futurekids*

## 工餘聚會 增進聯繫

最近，我加入了貴會成為「商會會友」，並曾參加貴會多元化和內容豐富的活動，印象深刻。我認為，貴會有關電子商貿法律問題的小型午餐會極為實用。在會上，講者羅列了多項我從沒想過的問題，受用無窮。此外，參與貴會的活動，也有助建立商務網絡。不過，我希望貴會能在辦公時間以外舉辦一些輕鬆的活動，因為我不能經常在上班時間參加午餐會。

*黃書成*

本會常於星期四黃昏為行政人員及年青的專業人士舉辦非正式聚會，請向盧淑賢小姐（電郵：[daisy@chamber.org.hk](mailto:daisy@chamber.org.hk)）查詢聚會的日期和時間。

## 世貿報告內容有用

貴會的世貿報告一矢中的地指出，香港商界必須作好準備，才能藉中國加入世貿獲取商機。我們有必要自我警惕，不勞而獲的日子已成過去，我們必須積極爭取佳績。此外，報告內容充實，對中國入世後受影響較大的行業提供實用的信息。謹此向貴會所作的努力致意，期望日後舉辦更多研究，探討影響我們的事宜。

*錢樹楷  
富卓傑*

## Companies don't know how to be green

I am not an environmentalist but I attended your green corporate luncheon on May 18, 2000. Surprisingly, that mentoring luncheon was very well attended by members and media.

I believe that the business sector is much more environmentally conscious now than in the past few years, probably resulting from the Chief Executive's 1999 Policy Address. To some extent, it is driven by self-interest for public relations or cost saving. There is no harm in having such motives – if such self-interest can help improve the degrading environment, why not? The problem is that the majority of Hong Kong companies still consider environmental measures a burden, and something to be avoided. Many SMEs just can't afford their time or money, or they have no expertise to deal with the issues. This is perhaps the area the Chamber may look into and develop some plans to assist them.

*Maria H. Cheung*

## 公司未知如何環保

我並非環保份子，但參加了貴會在2000年5月18日舉辦的環保午餐會。出乎意料的是，會員及傳媒對該午餐會反應熱烈。

我相信，現時商界較數年前更關注環境問題，這也許是由於特首在1999年的《施政報告》中以環保為重點。商界關注環保，或多或少也基於宣傳或節省成本等自身利益。我認為，有此動機也無妨，只要這種基於自身利益的動機能推動每況愈下的環境改善，那又有何不可？問題是本港大部分公司仍然視環保措施為負累，可免則免。不少中小企業既花不起時間或金錢，也沒有這方面的專門知識。貴會或許可在這方面構思一些方案，加以協助。

*張黃莉萍*

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. Letters or other contributions should be sent to: The Editor, The Bulletin, The Hong Kong General Chamber of Commerce, 22/F United Centre, 95 Queensway, Hong Kong. Fax: 2527-9843. Email: [malcolm@chamber.org.hk](mailto:malcolm@chamber.org.hk)

《工商月刊》歡迎總商會會員來函、投稿，惟本刊保留編輯權利。來函請交：香港金鐘道95號統一中心22樓香港總商會《工商月刊》總編輯。傳真：2527-9843 電郵：[malcolm@chamber.org.hk](mailto:malcolm@chamber.org.hk)





# 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	Fax	
電話	傳真	
Mobile	Homepage	
手機	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  
推薦人簽名

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: \_\_\_\_\_

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- Visa       Mastercard       AE      Card No 信用咭號碼: \_\_\_\_\_
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# Let the games (bid) begin

## *Asian Games bid is worthy of business support*

**T**he vote in the Legislative Council to fund the SAR's bid for the 15<sup>th</sup> Asian Games in 2006 was a resounding one, with 41 legislators in favour and only four against. Barely had this vote been taken, however, when Malaysia, which is also bidding for the 2006 games, announced publicly that it believed it already had enough votes in the Olympic Council of Asia to win. Hong Kong clearly has a tough task ahead if it is to get the right to host the games.

This does not mean we should give up before we have tried. The Chief Secretary for Administration Anson Chan, who heads the games bid committee, has led a successful SAR delegation to Rio de Janeiro in Brazil to demonstrate to the Olympic Council of Asia Hong Kong's commitment to a "world class" Asian Games in 2006. Now is the time for the local business sector and the broader community to get behind Hong Kong's bid

Hong Kong's bid to hold the Asian Games in 2006 should be more than a matter of dollars and cents. Cities around the world who enter the highly competitive bidding for the Olympics, Asian Games or other major international sporting events do not merely do so because they want to make a direct profit from the events themselves. All believe that such a favourable bottom line would be nice, but it is not the ultimate aim.

The cities which bid for these global sporting events – and it is rare there is not competitive bidding – realise there are a host of other advantages as well, some of them tangible, others much less so. They include bonuses for business in the form of increased visitors to the city concerned and a boost to spending in the local economy. But they also include intangibles such as projecting the city's image onto the world stage in a new (sporting) light, and improving its global visibility, image and publicity.

Domestically, too, hosting such events can help improve the local sports and general infrastructure of the successful city, not merely for immediate usage, but for many years into the future. Often, too, the city or nation acting as host gains in terms of its own sports

development and in the encouragement of its young people to take up sports and train harder to win Games' glory.

This is not to suggest that the SAR should throw money at the games bid – and ultimately the games themselves – and not consider the costs. The whole bid process and the games project itself will have to be carefully budgeted and closely monitored to retain community support. The Hong Kong SAR Government has been highly transparent in this process, presenting for public discussion both a consultant's report on likely costs and revenues and the government economist's assessment of the broader economic benefits.

In any case, we are not talking about a lot of money, either in the context of the whole economy or the government's budget. Think for a moment that expected costs of the games of some \$1.92 billion is less than 0.2 per cent of the SAR's total annual output (GDP) and 0.8 per cent of the government's overall public spending in the 1999-2000 fiscal year.

Think, too, that the first land auction of the new, 2000-2001 fiscal year brought in \$1.9 billion in what was generally regarded as a poor response – the exact amount it is anticipated it would cost to stage the games. Finally, consider that the whole amount for the games will be spent not in one year, but in the five years

leading up to the opening day. This is not beyond Hong Kong's means.

Now that the decision has been taken for the SAR to attempt to become the host of the 15<sup>th</sup> Asian Games and the bid process has begun, there has been a clear increase in public support for Hong Kong's bid. Business, too, has taken a positive approach and will no doubt be called on to do more if the games' bid is ultimately successful. We should be willing to do so.

A successful bid to host the games would be positive for Hong Kong, enhance its international status, boost its image in the eyes of the sports world, improve its sports infrastructure and encourage its young people to take up sporting activities. Let's try to make the next year of the Dog in the Chinese calendar a special one in Hong Kong's modern history by gaining the 15<sup>th</sup> Asian Games for the SAR. We should all support the games' bid. **B**



C C Tung  
Chairman



# 香港一定得！

## 本港商界應支持香港申辦亞運



法會就特區競逐2006年第十五屆亞運會主辦權的撥款投票，結果以41票對4票的大比數通過撥款。在這次投票前後，同樣競逐2006年亞運主辦權的馬來西亞已揚言，該國相信可在亞奧理事會中贏取足夠的票數。由此可見，香港要取得亞運的主辦權，並非易事。

然而，這並不表示我們在未作嘗試前便應放棄。政務司司長陳方安生較早前率領亞運申辦委員會代表團赴巴西里約熱內盧，向亞奧理事會顯示香港決意在2006年舉辦「世界級」的亞運會。此時此刻，本港的商界及公眾人士應鼎力支持。

香港競逐2006年亞運會的主辦權，目的不止於賺取金錢。世界各地的城市互相爭奪奧運、亞運及其他主要國際性體育項目的主辦權，不只是為了直接從項目本身取得利潤。所有競逐者均明瞭，能夠在申辦項目中圖利固然可喜，但這並非最終的目的。

國際體壇盛事的主辦權少有無人競逐的情況。參與競逐的城市深明，取得主辦權可帶來多方面利益，當中有些是有形的，有些則較難量度。例如主辦城市的旅客增加，刺激消費，繼而帶動商業興旺，便是一些有形的利益。另一方面，主辦城市亦可獲取無形的利益，除可推廣當地在體育運動方面的全新形象，亦可藉此提升國際地位和知名度。

對內而言，主辦城市可藉舉辦活動，改善市內的體育及基礎設施，這些設施，不僅在盛事舉行期間大派用場，也使當地受用無窮。此外，主辦城市或國家往往能推動當地的康體發展，鼓勵年青人重視體育運動，勤奮練習，以便在競賽中奪魁。

然而，我們並非鼓吹特區在競逐亞運主辦權和最終籌辦亞運時，大灑金錢，不計成本。反之，整個競逐過程和項目本身的財政預算，必須仔細籌劃，嚴密監控，才能持久取得社會的支持。在申辦亞運的過程中，特區政府高度公開，例如讓市民討論有關成本及收益的顧問報告，並公布政府經濟顧問對廣泛經濟效益的評估。

無論如何，對整個經濟或政府的財政預算而言，主辦亞運的費用不算龐大。試想，主辦亞運的預計成本為19億2,000萬元，佔本地經濟生產總值不足0.2%，在1999至2000財政年度整體政府公共開支裡，所佔的比例也不過是0.8%。

試又想想，在2000至2001財政年度首次賣地裡，政府的收益為19億元。這次賣地成績普遍被認為不理想，但憑這次賣地收益，便足以舉辦亞運。最後，不妨細想，籌辦亞運會的經費，無需在一年內悉數支付，而是由現在至亞運開幕的五年內，逐漸攤付。

如今，特區政府已拿定主意，競逐第十五屆亞運會的主辦權，有關的競逐過程亦已開始。市民對香港申辦亞運的支持明顯提高，而商界對此事也態度積極，如香港最終能成功奪得亞運的主辦權，政府必會促請商界鼎力支持，我們也應樂意和應。

成功申辦亞運有利於香港提高國際地位、促進在體壇上的形象、改善康體設施，以及鼓勵年青人參與體育運動。根據中國的曆法，明年是狗年，期望香港能成功奪得第十五屆亞運會的主辦權，使狗年成為香港近代史上別具意義的一年。為此，我們應全力響應，支持香港申辦亞運。■

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# New look for 'Bulletin'

**Y**ou will have noticed that, beginning with the May 2000 issue, we have a new look for the Chamber's magazine *The Bulletin*. The purpose of the facelift is to modernise the appearance of the magazine and to streamline the presentation of contents. The new colours, layout and sections are all designed to be not only pleasing to the eye but to allow the information presented to be absorbed in an easier manner.

From its beginnings as a newsletter for members in 1962, the Chamber Bulletin now has achieved the status of a magazine to be read by all who are interested in business in Hong Kong. This has been quite an evolution. What has not changed is that it remains a principal way for the Chamber to communicate with its members. Details of our numerous activities and issues which concern our members are contained therein. But we have included stories of universal interest also. Of course, our website at [www.chamber.org.hk](http://www.chamber.org.hk) and our mailings and faxes continue to carry information about the Chamber and its events.

*The Bulletin's* circulation also speaks well for the widespread

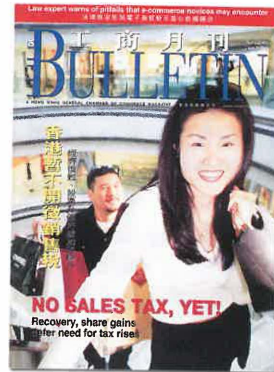
attraction of the magazine. Seven international airlines carry *The Bulletin*, including Cathay Pacific, which places our magazine in its first and business class cabins and in their Marco Polo Club. Eighteen of Hong Kong's hotels, including the Peninsula, Shangri-La, Regent and Hyatt, place copies of the magazine in their business centres, while six of those place issues in guestrooms.

We want to hear from our members also. You are welcome to send a letter to us regarding any business issue or any article in *The Bulletin*. Note that now we have a "Letters to the Chamber" page. We also welcome photos from you from Chamber events or missions. In addition, you are welcome to submit an article to us that would be of general interest to readers. Our Managing Editor Karen Cheng, and our Editor Malcolm Ainsworth, who were instrumental in the major revision of the magazine, will be glad to hear from you.

No organisation can stand still, and no magazine can remain the same. The Chamber and *The Bulletin* are no different. While our principal goal of servicing our members has not changed, the new version of *The Bulletin* is meant to change, along with the Chamber, with the times to your benefit. **B**



Dr Edén Woon  
翁以登博士



## 《工商月刊》展新貌

**相**信各位已注意到，本會的《工商月刊》已於今年五月換上新貌。這次改革，目的是為月刊添上現代化的色彩，使內容編排更見井然。月刊注入新的色彩，採用新的版面設計，加插新的環節，不只是為了悅目，也為了使讀者更易吸收當中的信息。

《工商月刊》於1962年創辦時，只是一份會員通訊，時至今日，它已成為有意了解香港商情人士選擇閱讀的刊物，這確實是重大的轉變。然而，唯一不變的，是月刊仍是本會與會員溝通的重要渠道，本會眾多活動及會員事務的詳情，均在《工商

月刊》內報導。除此之外，我們亦在月刊內載入廣大讀者感興趣的文章。當然，本會的網站 [www.chamber.org.hk](http://www.chamber.org.hk)、郵遞通訊及傳真仍會繼續報導有關本會及本會活動的消息。

《工商月刊》的受歡迎程度，從發行情可見一斑。七家國際航空公司均備有《工商月刊》，當中包括了國泰航空公司，國泰航空在所有客機的頭等及商務機艙，以至馬可孛羅會均有擺放這份雜誌。另外，本港十八家酒店如半島、香格里拉、麗晶及君悅等的商務中心，均有訂閱《工商月刊》，當中六家更在客房內放置月刊。

我們亦希望聽到會員的心聲，並在月刊內增闢了「讀者來鴻」版。閣下如對商務問題或月刊內的文章有任何意見，歡迎來函發表。本會亦歡迎讀者提供有關本會活動或考察團的照片。此外，您們亦可就讀者感興趣的議題供稿。《工商月刊》的總編輯鄭誼群和積極籌謀今次版面改革的編輯麥爾康，定會樂意聆聽您們的意見。

機構不能故步自封，雜誌不可一成不變，總商會和《工商月刊》也不例外。本會服務會員的宗旨始終如一，惟《工商月刊》換了新貌，旨在與本會一起，與時並進，造福商界。 **B**

# WTO



## 從商界角度看 中國加入世貿

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

### 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）。

\* 不包括郵費

## 對港商的影響

姓名：\_\_\_\_\_

公司：\_\_\_\_\_

地址：\_\_\_\_\_

電話：\_\_\_\_\_

數量： 中文版 \_\_\_\_\_  英文版 \_\_\_\_\_

信用卡： Visa  MC  AE

信用卡號碼：\_\_\_\_\_

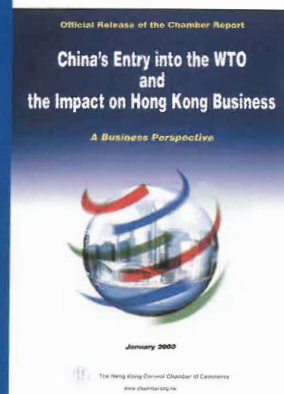
總數：HK\$ \_\_\_\_\_

持卡人姓名：\_\_\_\_\_

到期日：\_\_\_\_\_

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# Stricter controls on air pollution and civil service wages needed

**T**he community recently voiced its concerns on two important issues, air pollution and civil service wages. Legco also called for action to address them. As these issues may affect our business operations in the SAR, I call on my associates to keep a close eye on these developments.

## CROSS-PARTY COALITION ON AIR QUALITY

Everyone agrees that air pollution has gone from bad to worse and needs prompt attention. If air quality continues to deteriorate, not only will it jeopardise the public's health, but Hong Kong's attraction to investors, tourists and specialists will also decline. Ultimately, the local economy will suffer.

In view of this, legislators from major parties and non-parties rallied to form a Cross-party Coalition on Air Quality. With Edward Ho Sing Tin as the convenor, the coalition aims to strengthen cooperation between Legco and government on reducing air pollution. I also participate in this newly formed group as an active member to reflect the opinions of the business sector to other legislators and the government.

Already, the coalition has suggested 16 measures. They include among others: cracking down on illegal diesel use; expanding roadside smoke testing checkpoints; imposing heavy penalties on vehicles producing excessive emissions; enacting laws to prohibit drivers from parking with their engines idling; introducing ultra-low sulphur diesel; installing catalytic converters on diesel vehicles; and converting taxis from diesel to LPG.

Besides presenting our environmental measures to relevant authorities, the coalition also expressed concern about air quality to the Chief Executive Tung Chee Hwa in an earlier meeting. The CE responded positively to our requests and promised to accelerate steps to tackle air pollution.

## CRACK DOWN ON ILLEGAL DIESEL USE

In addition, a Bill Committee has been formed in Legco to discuss the Dutiable (Amendment) Commodities Bill 1999, in which parts of it are dedicated to implementing stringent enforcement against the

use of illegal diesel, such as light diesel oil or other illicit diesel fuel from the mainland.

Being a member of that committee, I called for the bill to be adopted as soon as possible to facilitate the enforcement of effective measures. Using illicit fuel is not just an act to evade taxes, but more seriously a selfish, thoughtless crime against the environment and citizens of Hong Kong. I feel the penalty on users of illicit fuel is too low to be a useful deterrent. A heavier fine and a minimum penalty should be imposed.



**James Tien** 田北俊

## FREEZE CIVIL SERVANTS' SALARY

Besides air pollution, adjustment of civil servants' salary has attracting across-the-board attention. Since 1973, the government has based its pay rises for civil servants on the private sector. The latest government figures show that civil servants' salaries should be reduced by 0.4 to 1.8 per cent to bring them in line with the private sector. However, some civil service unions are calling for a 1.6 per cent pay rise.

In fact, salaries of civil servants are in some cases 20 per cent higher than the market rate. This is due to:

- 1) Salaries in the private sector being cut for the past two years, while civil servants' salaries were only frozen;
- 2) Civil servants are entitled to annual pay rises regardless of performance;
- 3) During the recession, the SMEs were the worst hit and were forced to substantially cut salaries.

By conducting salary surveys on the minority large enterprises, and neglecting the real situation of SMEs (which occupy 98 per cent of the total number of enterprises in Hong Kong), the government has given pay rises to the civil service at a rate higher than the private sector market.

Under the 'users pay' and cost recovery principles, the business sector and the public have to bear the cost of government services. If the over-paid civil servants can still enjoy a pay rise, the cost of government services will definitely increase. This will increase pressure to raise taxes, and lay the financial burden on the public and business sector. I therefore bitterly oppose the civil servants' request to raise their salary. At this moment, downsizing and cost reduction are the right ways to go for the government. **B**

# 空氣質素及公務員薪酬問題

政

近月社會各界都十分關注空氣污染和公務員薪酬的問題，並提出了很多不同的意見，而立法會亦已作出一些相應的跟進行動。由於有關問題也會影響工商界，故值得我們留意。

## 改善空氣質素跨黨聯盟

相信各位都同意，香港的空氣污染程度已經非常嚴重，如果惡化下去，不單損害市民健康，更會削弱外資、遊客及專才的來港意欲，因而打擊經濟。故此，解決空氣污染問題是刻不容緩的。

最近，立法會內各主要政黨及獨立議員就聯合起來，組成了「改善空氣質素跨黨聯盟」，並以何承天議員為召集人。聯盟的目的是要加強立法會與政府之間的合作，加快改善空氣質素。而我也積極參與其中，務求向其他議員和政府充分反映工商界的意見。

經過多次討論後，我們終協商出十六項即時措施，包括加強打擊非法使用紅油活動、增加「路邊測試車輛排放黑煙行動」、對排放過量黑煙車輛提高刑罰、制訂有關停車熄匙的法例、引入超低含硫柴油、為柴油車輛加裝微粒收集器、推廣石油氣的土等等。

我們除了向政府有關部門提出建議外，較早前更約見行政長官董建華先生，表達了我們對空氣污染問題的關注。董先生已答應會敦促有關部門積極考慮我們的建議，以期盡快改善本港空氣質素。

## 加強打擊使用非法燃油活動

此外，立法會成立了一個法案委員會，審議〈1999年應課稅品（修訂）條例草案〉。該草案有部分關於加強打擊汽車使用非法燃油，例如紅油、未完稅的內地柴油等活動。

我已參加該法案委員會，並支持該草案盡快通過，使執法部門

更有效地打擊該等非法活動，因為非法燃油比香港的車用柴油，可產生多十倍的二氧化硫和懸浮粒子，對空氣質素損害更大。而且我認為使用非法燃油，不單是蓄意逃稅的行為，而且會嚴重污染環境，故應予以重罰。由於過去法庭判決的罰款過輕，所以政府應研究訂立最低罰款制度，以加重刑罰來提高阻嚇性。

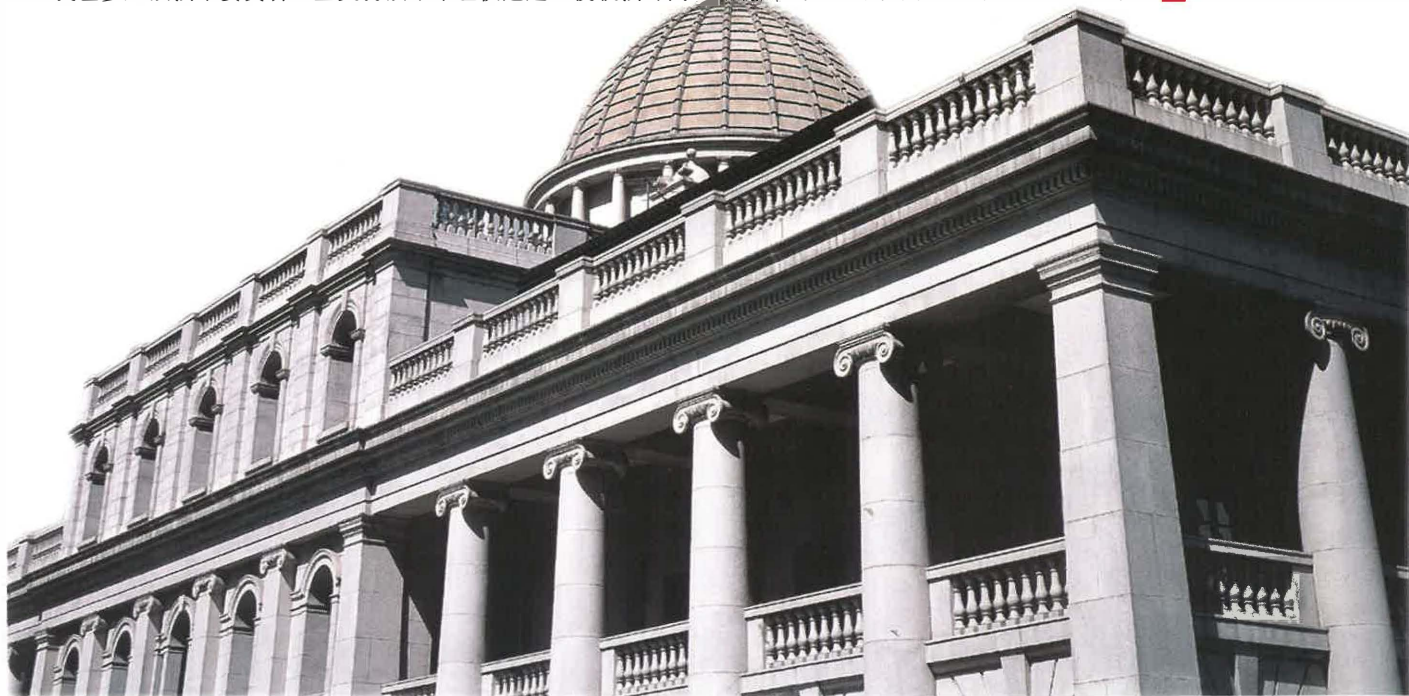
## 公務員沒有理由加薪

除了空氣污染外，近期另一個令人關注的問題是公務員的薪酬調整。自1973年以來，政府便參考私人機構的薪酬調查結果，來決定公務員薪酬的調整幅度。早前政府便公佈了有關數字，顯示公務員今年應該減薪0.4%至1.8%不等。不過，有公務員團體竟無視實況，反要求政府加薪1.6%。

其實現時公務員的薪酬平均已經高於私營機構員工超過兩成，與市場嚴重脫節。原因主要有三個：第一，在過去兩年，私人機構員工的薪酬下降，但公務員卻只凍薪，沒有相應減薪。第二是公務員每年可享有不問工作表現而自動增薪的優待，其薪酬水平當然偏高。

第三，私人機構薪酬調查的範圍只包括小數大型企業，卻不能反映佔全港企業總數達98%的中小型企業的情況。在經濟衰退的時候，中小型企業受到打擊最深，其員工薪酬變動幅度亦較大，但有關調查卻未能反映這些現象，因而高估了市場水平，令跟隨調整的公務員薪酬一同偏高。

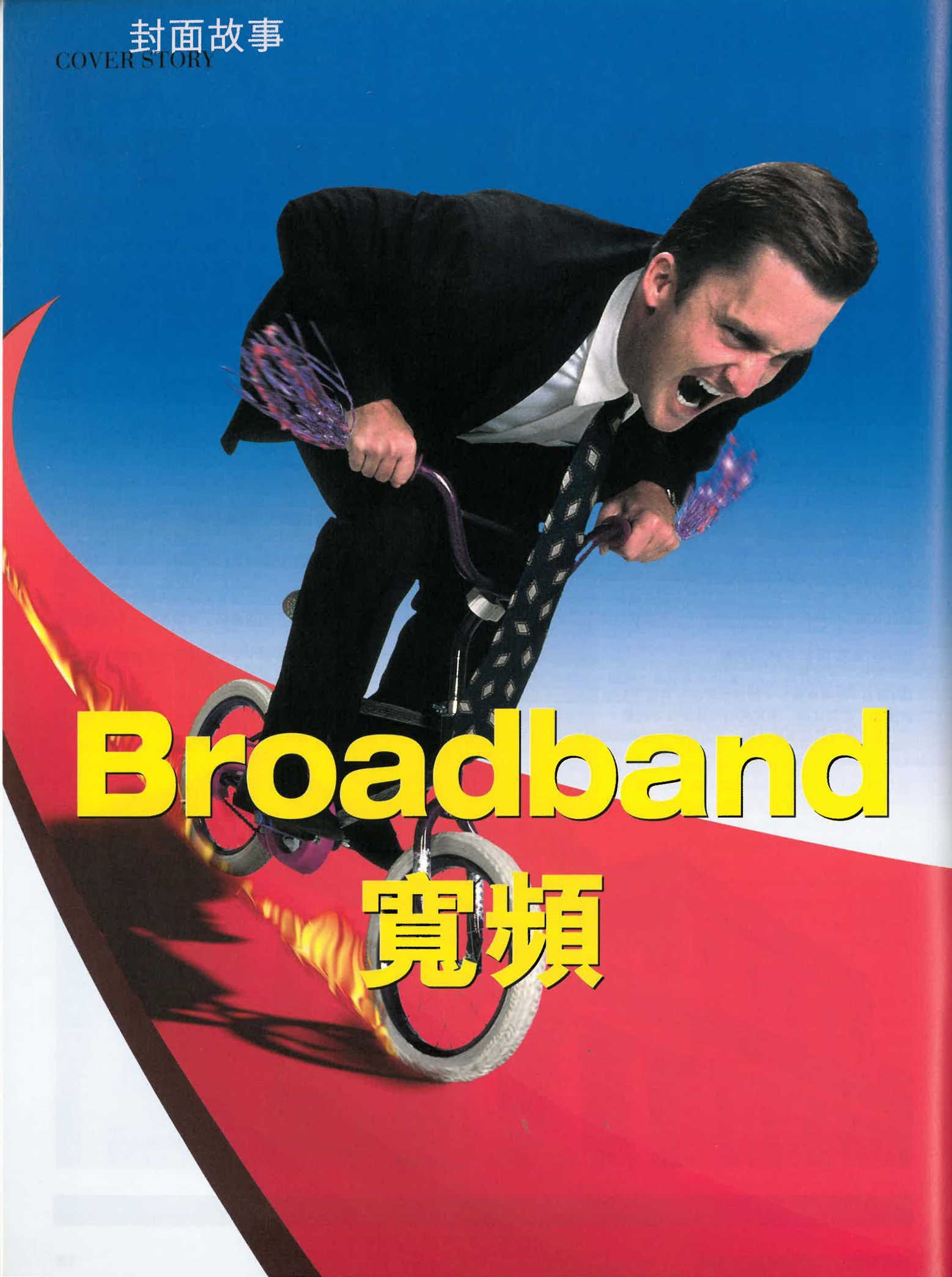
在用者自付、收回成本的原則下，工商界和市民都要為所需的政府服務付出成本。若公務員在薪酬過高的情況下仍可加薪，肯定會進一步增加政府服務的成本和加稅壓力，最終使工商界和市民的負擔更重。所以我是強烈反對公務員加薪的要求，認為政府要加緊裁減冗員，節省開支，才是正確的做法。■



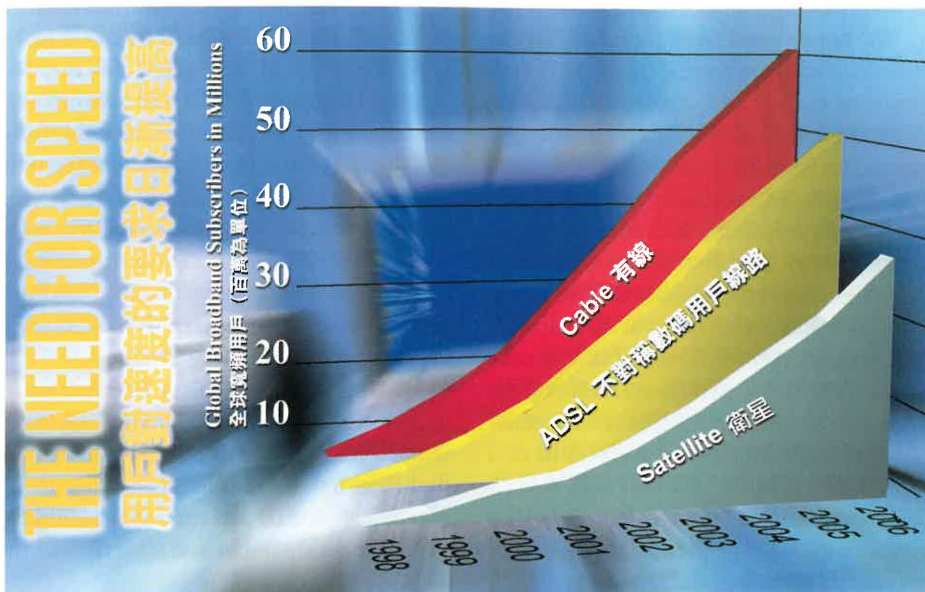
若閣下有任何意見，歡迎向我提出，通訊地址是中環皇后大道8號立法會大樓（電話：2301 3602，傳真：2368 5292）



封面故事  
COVER STORY

A man in a dark suit and tie is riding a bicycle on a red path that appears to be on fire. He is holding two bundles of fiber optic cables in his hands. The background is a clear blue sky. The overall image conveys a sense of speed and technological advancement.

# Broadband 寬頻



# 寬頻極速

## 新世代

**T**he speed of the information super highway for dial-up modems has been stalled at the 56K ceiling since 1996. Consequently, broadband service providers anticipate users' pent up demand will soon explode and are spending billions laying necessary infrastructure to be ready when users discover their need for speed.

Sure, many companies have ISDN, a leased line or even T-1 lines, but even these

heavy users are expected to convert to broadband services which promise speeds of up to 10Mbps, at a price only slightly higher than current dial-up charges.

This next evolution of the Internet is based on (Asymmetric Digital Subscriber Line) ADSL modems and cable modems offering speeds hundreds of times faster than traditional dial-up modems.

"Broadly speaking, you have the wireline and wireless options. On the wireline side,

## Life in the fast lane

**自**1996年起，撥號數據機 (dial-up modem) 只能以56千位 (K) 的速度在資訊高速公路上傳送資料。其後，寬頻服務供應商看準了現有的數據傳送工具，早晚不能配合需要，於是斥資數十億元興建所需的設施，待用戶發現現有的工具不敷應用時，便能迎合所需。

事實上，不少用量大的機構已使用綜合業務數碼網絡 (ISDN)、租用專線或 T-1 線，但看來它們將轉用秒速達 10 兆位 (Mbps) 的寬頻服務，這些服務只較現有的撥號服務收費略高。

這一代的互聯網發展將建基於不對稱數碼用戶線路數據機 (ADSL modem) 及有線數據機 (cable modem) 之上，兩者的速度均較傳統的撥號數據機快數百倍。

香港電訊的朱嘉遜表示：「總括來說，現時可透過有線和無線兩種方式傳送訊息。在有線方面，不對稱數碼用戶線路數據機經由現有的銅纜傳送數據，而有線數據機則使用同軸電纜 (coaxial cable) 收發訊息。其他新發展包括光纖和無線的區域多點資訊傳送服務 (LDMS)。』

香港人口稠密，電話網絡密度極高，全港共有 386 萬條電話線，覆蓋 55% 的人口。由此看來，本港已具備採用寬頻的基礎設施。電訊管理局的資料顯示，本地超過八成的家庭及九成的商業樓宇已鋪設光纖及銅纜的寬頻網絡。

有線數據機經有線電視的同軸電纜傳送及接收數據，速度分別為 1.5 兆位及 10 兆位。相比租用 256 千位專線，每月費用高達 7,000 元，採用有線網絡似乎是明智之舉。然而，傳統有線電視網絡的設計只

作單向通訊，當中有些網絡更日久失修。改進網絡系統和鋪設新電纜的工程，既費時、又昂貴，因此願意投資的公司甚少，以致有線網絡的服務局限於高密度地區。有線網絡的另一缺點是傳送速度極為參差。朱嘉遜指出：「理論上，同軸電纜傳送數據的速度由 10 至 27 兆位不等，但不可忘記，有線用戶須與其他用戶共用同一線路，這等同繁忙的高速公路和私家道路究竟何者較好，實在見仁見智。」

由於不對稱數碼用戶線路透過專線傳送訊息，因此，傳送數據的速度一致。這種模式的傳送速度本可高達 8 兆位，但現時香港電訊只提供 1.5 和 3 兆位兩種速度。

朱嘉遜認為：「目前，國際頻寬不協調是阻礙寬頻發展的問題所在，當中以美國與香港的頻寬差距尤為顯著。」香港的



COVER STORY

ADSL makes use of the existing copper wires to send data. The cable modem can use coaxial cable, and other developments are fibre based and the use of LDMS for wireless,” explained Carlson Chu, manager, Networking and Technologies, Cable & Wireless HKT.



Ricky Wong, chairman of City Telecom (Hong Kong) Ltd.  
城市電訊（香港）有限公司主席王維基

Hong Kong’s compactness and high density phone network – 3.86 million phone lines covering 55 per cent of the population – means it already has most of the infrastructure for broadband.

According to the Office of the Telecommunications Authority (OFTA), over 80 per cent of households and 90 per cent of business buildings in Hong Kong are covered by a broadband network – optical fibres and copper cables.

Cable modem services work by transmitting and receiving data via cable television coaxial cables at speeds 1.5Mbps and 10Mbps respectively. Compared to paying \$7,000 a month to lease a 256K line, jumping

on the cable wave seems to make sense.

The not-so-good news is that traditional cable TV networks were designed to carry one-way traffic and some were poorly maintained. Because upgrading and laying new cables is painfully slow and expensive, few companies are willing to make the investment, restricting the service to high-density areas. Another downside is that transmission speeds vary considerably.

“Theoretically, coax cable can support data rates between 10-27Mbps, but you have to bear in mind that cable users have to share the line with other users. It is controversial whether a highway loaded with traffic or a private road is better,” Mr Chu said.

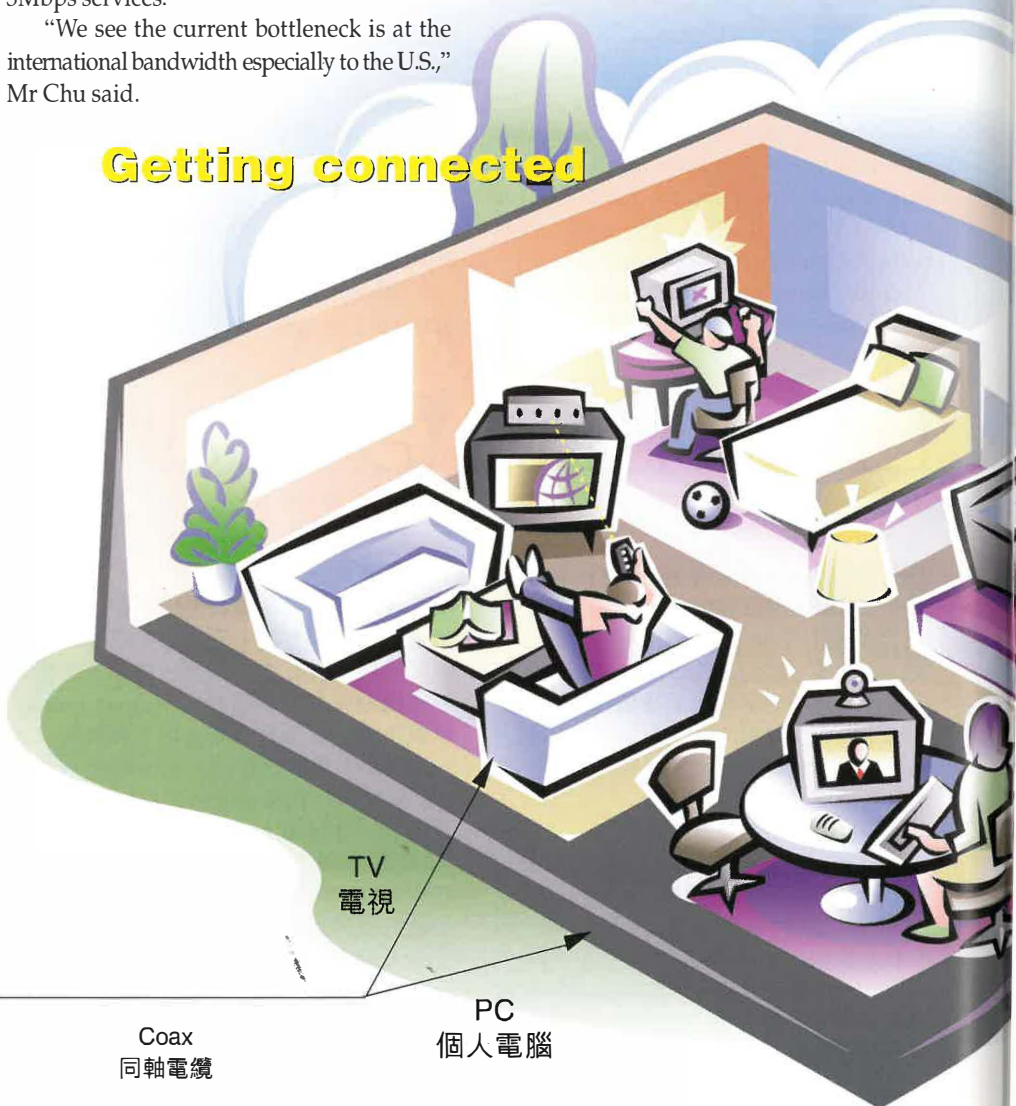
Users of ADSL services, on the other hand, can get consistent access speeds because they are on a dedicated line. ADSL modems can run as fast as 8Mbps, but CWHKT currently offers 1.5Mbps and 3Mbps services.

“We see the current bottleneck is at the international bandwidth especially to the U.S.,” Mr Chu said.

Hong Kong is one of the world’s leaders in broadband infrastructure, thanks mainly to CWHKT which started laying its broadband network in 1995. The network was initially designed to provide video-on-demand, but the company is now using it to offer its UltraLine and MegaAccess services, which run at a zippy 1.5 and 3Mbps. For very large corporations, there are fibre-based options, such as 155Mbps ATM, 100Mbps Fast Ethernet and Gigabit Ethernet transparent LAN connection.

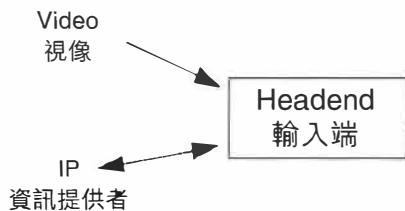
Wireless is another option, but most likely will be used in conjunction with fixed line technology. Buildings will be linked to the hub through wireless lines, and then make use of the copper wires or coax cable in the building to deliver data to individual subscribers.

Getting connected



HOW CABLE MODEMS WORK

有線數據機如何傳送訊息



寬頻設施，全球位居前列。有此成就，主要有賴香港電訊。該公司早在1995年，便開始鋪設寬頻網絡。起初，網絡原為提供互動電視之用，但如今該公司正使用它及提供1.5及3兆位的極速線商業寬頻上網服務。此外，香港電訊亦為大型機構提供光纖通訊的服務，例如155兆位的異步傳輸模式(ATM)、100兆位的高速乙太網及超高速乙太網路透明區域網路連接系統。

此外，無線通訊也為用戶提供另一選擇，但這種方法往往會與固網科技一併使用。採用無線通訊的多幢大廈會透過無線網絡與網絡中心連接，然後經由大廈內的銅纜或同軸電纜把訊息傳送到個別用戶。

城市電訊(香港)有限公司主席王維基表示：「這種無線通訊是指大廈與大廈之間的通訊模式。至於在同一大廈裡，用戶可使用有線數據機收放訊息。有些時

候，我們也會在大廈鋪設光纖電纜或銅纜，情況猶如在辦公室內。」

### 有利營商

採用寬頻的公司可增效率，省金錢，並為客戶提供更優質的服務。

由於寬頻收發訊息的速度極高，因此，用戶可在互聯網上收發大量資訊。回想數年前，這簡直是妙想天開。王維基說：「寬頻收發訊息的速度極高，使用戶可更有效率地完成工作。寬頻的用途廣泛，如視像會議和視像電郵，便是箇中的例子。總言之，速度是基本的要素，有了速度，便可享有不同的優勢。」

透過寬頻，大小機構與供應商及客戶的聯繫將更形密切。以美國的汽車業為例，通用汽車有意把零件的招標放在互聯網上，讓所有公司進行網上競投。藉着互聯網，理論上可使所有公司競投以往未能染指的訂單合約。朱嘉遜預料：「依我看來，即使寬頻不能使香港的中小企業邁向國際，至少也能協助它們開拓亞洲市場。」

### 安全問題

對寬頻用戶而言，安全問題值得關注。使用撥號模式上網，接連的時間有限，但寬頻用戶則長期與互聯網接連，增加了訊息被竊的危機。不要以為，您所經營的是一家「張三李四」的公司，黑客便不會闖入，縱使這樣的危機不高，但仍然存在。只要與網絡接通，外界便可讀取您的檔案，若能在「視窗」上查到打印機的共享選項，黑客甚至可把檔案傳送到您的打印機上列印。個人的防火牆軟件雖不是先進的保裝置，但也足以防禦一些無心插柳的黑客進入您的電腦。互聯網上也有些共用和免費的防火牆，可供下載。不過，為確保安全，應購買一套商業軟件。B

## 網上聯繫



## HOW ADSL MODEMS WORK 不對稱數碼用戶線路數據機如何 傳送訊息

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## COVER STORY

"We are talking about wireless between building to building," Ricky Wong, chairman of City Telecom (Hong Kong) Ltd., said. "Within the building you can use a cable modem, or we can in some projects lay optical fibre, or copper wire, just like within the office environment."

## GOOD FOR BUSINESS

Through broadband, businesses will be able to operate more efficiently for less money, enabling them to provide better quality services to their customers.

Because of the high speed at which you can send and receive data, broadband allows people to work with immense amounts of data over the Internet which until a few years ago was impossible.

"Because of the speed you can do the job more efficiently," Mr Wong said. "You also have more applications to work with, like video conferencing and video mail, so basically speed is fundamental. Based on that you can have different sorts of advantages."

Large and small companies will be able to have closer ties with their vendors and

## Broadband access comparison 寬頻系統大比併

System 系統	Speed 速度	Technology 傳送科技	Advantages 優點	Disadvantages 缺點
T-1	1.5Mbps	Dedicated high-speed leased phone line	Reliable, high security	Fixed capacity, underutilised, inflexible and expensive
T-1	1.5 兆位 (Mbps)	經高速租用電話專線傳送	可靠、高度安全	容量固定，往往未能充分使用；靈活不足、費用高昂
ADSL	Variable, up to 6Mbps	Digital, over copper	Runs over existing infrastructure	Expensive modem, low speed upstream
不對稱數碼用戶線路 (ADSL)	可變，最高可達 6 兆位 (Mbps)	經銅纜以數碼傳送	可使用現有的設施	數據機費用昂貴；上游速度緩慢
Cable Modem	Variable, up to 56Mbps	Data delivered via cable TV lines	Bundled services, high bandwidth	Expensive to build network
有線數據機	可變，最高可達 56 兆位 (Mbps)	經有線電視網絡傳送數據	多項服務集於一身；高頻寬	建造網絡的費用昂貴
Satellite (Geo)	Up to 45Mbps	Satellite based delivery	High bandwidth	Latency
衛星	最高可達 45 兆位 (Mbps)	透過衛星傳送	高頻寬	回應時間較長

Source: HKUST 資料來源：香港科技大學

customers. If you look at the auto industry in the U.S. General Motors wants to put tenders for parts on the Internet, allowing all companies to bid. So being connected will theoretically allow all companies to bid for orders previously out of their reach.

"I see broadband will allow Hong Kong's SMEs to not necessarily go international, but certainly regional," Mr Chu said.

Personal firewall software, though not very advanced, is good enough to prevent any accidental hackers gaining access to your computer. There are a number of shareware and freeware firewalls which can be downloaded off the Internet, but for something more secure, you would need to buy a commercial package, Mr Chu said. **B**

## SECURITY

Security is an issue for broadband users, because unlike dial-up services, where you are connected to the Internet for a limited time, broadband users are "always on," increasing the risk of being hacked.

Once a computer is permanently attached to the Net, it becomes vulnerable whenever it is turned on. The chances of a hacker being tempted to break into "Mr Wong & Sons Golden Dragon Enterprise Ltd." is low. But the risk is real. Because you are on a network, an outside person could read your files, and even print them out on your printer if your print sharing option in Windows is checked.



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# 籌備到開業，只需數星期 e-Commerce 優勢 一 Click 即發

## \* 發展電子商貿，應從何入手？

電子商貿的新趨勢已席捲商界，大小公司紛紛構思開設自己的網上商店。然而一般商家，尤其中小型企業的負責人，對電子商貿通常缺乏充分了解，即使有宏遠的目標，卻不知從何入手。因此，網上運作雖然十倍速，但成立一間電子商店，仍然看似過程繁複，且甚需時。

## \* 一站式解決方案應運而生

成立電子商店需要周詳的部署，諸如付款系統是否安全可靠？能否第一時間回應市場需求？營運成本如何維持？顧客對商店運作有否充足信心？……此等問題，在開業前都需有詳細的規劃和考慮。

針對中小型企業成立電子商店的市場需求，香港電訊近月推出了一站式的「網業通電子商店」服務 (eCSP.shop)，無論商戶是否已設有網頁，「網業通電子商店」都能完全滿足他們發展網上業務的一切營運需要。據香港電訊電子商貿副總經理孔祥國表示，「網業通」希望成為中小型企業的網上業務夥伴，全面照顧及配合客戶業務發展，讓客戶在電子商

貿的領域通行無阻。

「網業通電子商店」是一個一應俱全的「網業套餐」，由網頁設計、營運軟件、訂單管理、付款處理至送貨安排，都一手包辦，消除了一般商戶為籌辦電子商店四出奔走之苦。「網業通電子商店」的平台已跟主要銀行(匯豐、萬國寶通和中銀)連接，讓商戶隨意選擇合適的銀行夥伴；兼備多項信用卡及小額付款模式，穩妥安全，完全解決發展電子商貿最關鍵的付款處理和保安問題；配合香港電訊可靠的24小時支援服務，助商戶從容發展電子商貿業務。

## \* 數星期內成立電子商店

「網業通電子商店」提供簡易快捷的服務，由網頁設計到正式營業，可於短至數星期內完成；且收費絕對商宜，基本設立服務費用少於一萬元，月費低至二千多元，為籌劃開創網上業務人仕提供一個簡易的好開始。

孔國祥透露，服務推出至今，反應不俗，預計一年內市場佔有率將增至百分之三十。

## 「網業通」服務一覽：

* 智能店舖管理	* 訂購管理	* 客戶服務	* 保密付款處理	* 客戶自助服務	* 客戶資料報告及分析	* 網上業務推廣
店舖網頁管理、商品推廣、貨品目錄管理、存倉管理	接收訂單、信用卡資料核實、送貨管理、特別貨運處理	送貨安排、訂單確認、訂單資料更新、貨品下載	網上付款 (以 SET 及 128-bit SSL 加密技術支援即時的信用卡付款)	獲悉送貨資料、補發客戶密碼	智能報告	發出推廣訊息、訂單搜尋

## 「網業通」收費 (只供參考)：

	* 標準計劃：適合 100 項或以下商品	* 優選計劃：適合 100 項或以上商品
設立服務收費：	\$9,888	
月費：	首 50 項商品— \$2,888 其後每 20 項商品— \$208	首 200 項商品— \$6,088 其後每 100 項商品— \$398
交易收費：	每宗交易 \$3.80	
推廣優惠：	* 6 月 23 日前登記使用 12 個月的商戶，可獲豁免 \$9,888 之首次設立服務費用。	

## \* 大中小型企業「一網打盡」

「網業通電子商店」以從事B2B(商務市場)、B2C(消費市場)業務的中小型企業為主要對象，服務全面而完善，適合不同行業及規模大小的企業。

「網業通電子商店」服務推出短短數月，已成功吸納各類型企業客戶，其中包括中小型公司、規模宏大的跨國企業。部分選用此服務的企業均表示，「網業通電子商店」對加速及增強其業務發展有莫大幫助。

## 柯達：必定將 eCSP.shop 伸延至其他業務

影像印刷業的老大哥柯達(遠東)有限公司，近年積極拓展數碼印刷業務。雖然本身已擁有廣闊的客戶層面，但為了開墾一些營業員亦無法全面照顧的新市場，柯達在今年一月開始採用「網業通」服務，至今已有意外收穫。亞太區商業系統業務發展經理張舒樺表示，透過「網業通」，他們接觸到很多以前較小機會接觸到的客戶，例如婚紗攝影店等，而客戶熱烈的反應令他們十分鼓舞。



柯達(遠東)有限公司亞太區商業系統業務發展經理—張舒樺小姐

採用「網業通電子商店」服務的柯達電子商店(Kodak.com.hk)，由籌備到開業只需數星期。選擇「網業通」，主要因為與香港電訊過往合作的經驗甚佳，加上注重網上付款的保安措施，故此

決定選擇一間信譽卓著的大公司作後盾。

雖然一般客戶尚未完全習慣網上消費模式，但張舒樺卻認為，二十四小時營業的數碼印刷電子商店不受時空限制，交貨時間快而準，曾經光顧的客戶都樂意重來，故此有信心客戶數目會持續增長。



柯達選擇香港分公司作為東南亞首個電子商店的基地，現時商店主攻數碼印刷業務，展望未來，張舒樺稱：「一定會將 eCSP.shop 伸延至其他印刷業務。」

## Netfun：付款處理安全可靠

喜歡上網「打機」的朋友，大概都聽過Netfun(網樂)這個網站吧。原來Netfun早於94年已成立，當時互聯網在香港仍未成氣候，但Netfun已是互動遊戲界的市場領導者，曾有超過十八萬的用戶。近年被電腦軟件公司 Excel 收購，積極謀求重登遊戲界霸主的地位，現時已有會員三萬人。

Netfun 現提供十二個網上遊戲，和一個透過 eCSP.shop 設立的

新網站「阿叔講波」(gogoalsoccer.com)，此網站今年三月成立，為球迷提供專業球評，主要收入來自會員登記費。



Netfun Ltd 總經理司徒名殷小姐

Netfun總經理司徒名殷說，他們一向設有網站，只是網上付款步驟尚欠完善。選擇「網業通電子商店」

的主要原因是對其付款安全有充足信心，而且「網業通」有整理客戶月結單的服務，方便他們分析客戶消費行為，迅速回應市場需求及轉變。



Netfun 共有員工十三人，屬中小型公司，刻下正準備進攻大陸市場，預計客戶人次將在兩三個月內激增至二百萬。

## 網上行酒坊：倉存提示功能提高營運效率

網上出售的貨品越來越五花八門，很多人喜歡親身品嚐才解囊購買的餐酒，現時亦於網上「掛單」出售。



網上行購物坊 (netvigator.com/shopping) 與酒商 InterWines 合作，將於五月底推出網上行酒坊，現正透過「網業通電子商店」服務籌備開張前的各項營運細節。網上行酒坊負責人表示，計劃運用 eCSP.shop 提供的自選推廣服務，定時給

予顧客折扣優惠，期望可以吸納更多新客戶；此外，eCSP.shop 更備有倉存數量提示功能，讓存貨不致頓時短缺，將對提高業務營運效率幫助甚大。

網上行酒坊將為客戶提供精選自世界各地、價廉物美的餐酒，並會不斷增加不同品種和牌子、適應不同口味的佳釀。





# China Marching towards WTO

By Dr. Eden Y Woon

## ENTRY IMPENDING

**B**y the time this article is published, the United States Senate may have passed Permanent Normal Trade Relations (PNTR) for China already. But even if it has not yet, most people believe that passage by the Senate should occur by July. What worried many actually was the United States House of Representatives, but that body passed PNTR for China on May 25, 2000, by a vote of 237-197.

The margin belied the fierce lobbying which took place on both sides. And the victory was due in no small measure to the efforts of the Clinton administration and the business community in the U.S.. The Hong Kong General Chamber of Commerce played a role by urging its members to write to their U.S. business partners asking them to contact

their congressmen about the benefits of PNTR passage.

All this lobbying should not have been necessary, since failure for Congress to pass PNTR would not stop China from getting into the WTO. Non-passage would only deny American companies the concessions made by China to the U.S. last November, since those concessions will only be granted by China with reciprocal PNTR. The realisation of many congressmen of the counter-productiveness of a 'no' vote produced the final result.

The last major hurdle between China and WTO entry was actually the European Union. But the EU concluded its negotiations with China on May 19, obtaining some commitments (*see page 23*) from China in addition to those obtained by the U.S. previously. What remain are just a handful of countries that are now wrapping up



European Trade Commissioner Pascal Lamy (left) and Chinese Foreign Trade Representative Sheng Sheng (right) signing the WTO accession protocol on May 19, 2000.

negotiations with China. When that is over and when Geneva completes the review of all the commitments and procedures, China will most likely finally enter the WTO sometime this fall.

Now everyone in China, around the world, and in Hong Kong is looking at the new business environment in China after China enters the WTO. The Chamber members' analysis of the impact on Hong Kong was concluded some months ago and published in a report that has now sold almost 1,000 copies (*see page 9*). In the next issue, we will publish the summary of a Chamber study on China's WTO entry's impact on China.

## OPPORTUNITIES FOR HONG KONG

The Chamber WTO report was generally optimistic about the opportunities for Hong

# 中國昂然

# 步向世貿

翁以登博士



圖為中國外經貿部部長石廣生與歐盟官員在簽署中歐關於中國加入世界貿易組織的協議後，握手祝賀。

## 中國「入世」在即

**本**文出版時，美國參議院或許已通過給予中國「永久正常貿易關係」法案。即使仍未成事，大部分人士也相信，在七月底前法案應可獲得通過。事實上，令不少人感到憂慮的，是美國眾議院的投票，但有關法案已在本年5月25日在該院以237對197票通過。

投票得出差距較大的結果，令曾進行激烈游說的正反兩派人士感到意外。法案獲得通過，實歸功於克林頓政府及美國商界不遺餘力。香港總商會亦在此事上獻一分力，促請會員去信美國的商業夥伴，要求他們向國會議員解釋給予中國永久正常貿易關係的好處。

事實上，所有這些游說工作，原是不必要的，因為即使國會不通過「永久正常貿易關係」法案，也不妨礙中國加入世貿。反之，若法案不獲通過，只會使美國

公司無法從中國的承諾獲益，原因是中國於去年十一月向美國作出的承諾，只會在後者回饋「永久正常貿易關係」的情況下才履行。最終不少國會議員也明白，在投票時說「不」所帶來的反效果，故得出了這個投票結果。

其實，中國加入世貿的最後障礙是歐盟。不過，中國已於5月19日與歐盟達成協議。歐盟除享有中美較早前簽署協議的承諾外，也與中國簽訂另一些協議條款（見第23頁）。如今，剩下來的只是少數幾國，她們與中國的談判也快將告終。當所有談判完畢，而日內瓦亦批核協議內容和完成有關程序後，中國便大約會在本年秋加入世貿了。

現在，中國、香港及全球每一個人正注視中國加入世貿所帶來的新營商環境。本會會員就中國加入世貿對港商的影響所編製的分析報告亦於數月前完成，並已發表，至今報告售出了近1,000份（見第9

頁）。此外，本會亦探討了中國加入世貿對內地的影響，有關研究的撮要將在下期另文報導。

## 香港獲取的商機

在本會的世貿報告中，會員對香港前景普遍感到樂觀。不過，他們告誡港商，中國入世雖可帶來商機，但同時亦會引入挑戰，因此香港商界必須作好準備。本會相信，中國加入世貿後，香港將成為中國與世界之間的後勤橋樑、金融橋樑及數碼橋樑。

## 後勤橋樑

香港可發展為後勤橋樑，原因是本港將繼續在不少內地營商的跨國企業或投資外地的中國公司之間，擔當中介的角色。不少對中國認識甚淺或全無經驗的中小型跨國公司將發現，內地市場甚為複雜，省間差異甚大，各地對政府政策的解釋，



## SPECIAL FEATURE

Kong while warning of challenges to, and preparations necessary by, Hong Kong businessmen. The Chamber believes that after China enters the WTO, Hong Kong will become a 'logistics hub,' a 'financial hub,' and a 'digital hub' between China and the world.

## Logistics Hub

Hong Kong will be a **logistics hub** because it will continue to serve as the conduit for many international companies doing business inside China or Chinese companies doing business outside China. Many smaller international companies with little or no experience in China will find China to be a very complex market with vast regional differences and varied local interpretations of government policies. They would benefit from having a Hong Kong company lead the way. Similarly, mainland enterprises which need to compete in and out of China against foreign companies need the 'soft' international level skills possessed by Hong Kong in management, in accounting, in legal affair, and in public relations, for example.

Furthermore, trading companies here which can help international companies design, source, package, market, and ship while using e-commerce will find even more business. The shipping volume in southern China ports, including Hong Kong, will rise as the trade volume rises both ways. In short, if traders can add value, re-exports will still go through here.

## Financial Hub

Hong Kong will be a **financial hub** because of the predicted huge rise in foreign direct investments into China after WTO entry. Much of that money will flow through Hong Kong, benefiting the financial industry here. In addition, Chinese enterprises that need to raise money naturally turn to our stock markets or venture capital firms here. For trading, contracting through Hong Kong will continue to be the preference. Multinational

financial companies will expand their China operations base in Hong Kong.

## Digital Hub

Hong Kong will be a **digital hub** because of the predicted explosion in telecommunications and Internet business in China. Hong Kong, with telecommunications liberalisation and market savvy, can apply information technology to business better than any other city. Much of the boom in the Internet



A new era of challenges and opportunities await Hong Kong business on the dawn of China's entry into the WTO.  
中國加入世貿在即，香港商界將迎接新的挑戰和機會。

industry in Hong Kong is predicated on the opening of that sector in China. Finally, the high-technology imports in the information arena will allow Hong Kong to develop market applications from state-of-the-art technology.

## CHALLENGES FOR HONG KONG

However, it is clear that Hong Kong faces some challenges – some sectors face more than others (see page 26). Better knowledge of the whole of China – not just Guangdong – is needed by businessmen. More fluent Putonghua must be spoken. Better understanding of Chinese economic and political structure needs to be obtained. More flexible adjustments of business and client focus are needed. To be a true hub, Hong Kong businesses must maintain international standards, including the fluency of English. Costs must be watched, and environment must be improved to attract talents here from around the world. Hong Kong needs to use the next three to five years wisely to prepare itself to truly reap the benefits of an open, fast-developing Chinese economy after China's entry into the WTO. **B**

亦有所不同。因此，香港公司在這方面的指引便對它們有莫大裨益。同樣地，內地企業如要在本土或外地市場上與外商匹敵，便需掌握一些達國際水平的「軟性」技術，香港正具備此等技術，可在管理、會計、法律事務及公共關係等服務業方面給予內地支援。

此外，香港的貿易商行如可透過電子商貿技術協助跨國公司設計、採購、包裝、推廣及付運商品，將可找到更多商機。隨著中港兩地貿易增加，經華南港口（包括香港）的貨運量將有增無減，如貿易商加以改進，提供增值服務，香港仍會成為國內進出口貨物的重要轉口中心。

## 金融橋樑

中國入世後，外商在內地的直接投資預計將大幅飆升，香港會因而擔任**金融橋樑**的角色。由於資金大部分會經香港流入內地，因此，本港的金融業可從中受惠。此外，內地企業大多會循香港股市或創業資本公司兩大渠道融資。在貿易方面，外商仍會經香港簽訂貿易合約。跨國金融企業也會以香港為基地，拓展內地的業務。

## 數碼橋樑

在電訊及網絡業務方面，內地的發展將一日千里，香港可伺機發揮其**數碼橋樑**的角色。憑著香港開放的電訊市場和豐富的市場識見，將較其他城市更能把資訊科技融入商業裡。內地開放網絡市場，將有助推動香港互聯網業迅速發展。最後，在資訊方面，香港能進口高科技產品，透過先進的科技設施，發展市場應用軟件。

## 香港面對的挑戰

然而，香港顯然會面對挑戰，有些界別遇上較多，有些則較少（見第26頁）。港商不僅需認識廣東省，也需增進對整片神州大地的了解。此外，本地商人亦須積極練好普通話，多認識內地的經濟及政治結構，並以更靈活的策略調節業務的重點及客戶的對象。香港若要成為真正的商業中心，港商必須在各方面達致國際水平，當中缺不了英語水平這一環。另外，本地的營商成本亦須密切監控，環境也須加快改善，以吸引世界各地的優才來港發展。香港應善用未來三至五年作好準備，在中國加入世貿後，藉著開放和一躍千里的中國經濟，真正獲享美滿的成果。**B**

# Major Commitments Made by China to the EU

## 中國對歐盟所作的主要承諾

\* The following list is an overview of the results achieved by the EU after the signing of the Sino-US accord. It is confined to commitments which were secured explicitly by the European Union.

\* 下表概述中、美達成世貿協議後，歐盟與中國在雙邊談判中取得的成果。表中只列出歐盟與中國明確達成的協議。

AGRICULTURAL PRODUCTS 農業產品	
Market Access 進入市場	Improved tariff quotas for key EU products, such as rape-seed oil, pasta, butter, milk powder, mandarins, wine, olives and wheat gluten. 放寬主要歐盟產品的進口限制，包括菜籽油、意大利麵製品、牛油、奶粉、柑橘、葡萄酒、橄欖及小麥穀膠。
Sanitary and Phytosanitary Restrictions 衛生及植物檢疫	Signing of an EU-China SPS Agreement to ensure China's application of the WTO's SPS Agreement, and resolution of a number of bilateral SPS trade frictions. 歐盟與中國達成衛生及植物檢疫協議，確保世貿的衛生及植物檢疫協議適用於中國，並解決若干有關衛生及植物檢疫的雙邊糾紛。
INDUSTRIAL PRODUCTS 工業產品	
Tariff Reduction 降低關稅	An additional 40% reduction (on top of China's previous bilateral agreements) for 150 EU-specific priority goods – such as spirits, cosmetics, leather and leather articles, footwear, marble/building stones, ceramics, glass, machinery and appliances. (Also, reduction of average tariffs from 18.6% to 10.9%) 除中國較早前與其他成員國在雙邊協議中訂下的關稅減幅外，另再降低150項歐洲主要產品的關稅40%，包括烈酒、化妝品、皮革及皮製產品、鞋類、大理石/建築石料、陶瓷、玻璃、機械及裝置（關稅平均由18.6%減至10.9%）。
Quotas 進口限制	Liberalise quotas on Europe's fertiliser exports (NPK) upon accession. 中國入世後，放寬歐洲肥料的進口限制。
Monopoly state import/export restrictions 國家的進出口專利限制	Upon accession, liberalisation of import monopolies on oil and fertiliser. Liberalise export monopoly on silk (where China accounts for 70% of world production) by 2005. 中國入世後，開放原油及肥料進口的國家專利權。 在2005年前，開放絲綢的出口專利權（中國的絲綢產量佔全球70%）。
Motor Vehicles 汽車	For motor vehicles manufacturing joint-ventures: – Lift all restrictions regarding the category, type and models of vehicle produced within 2 years. – Increase the investment approval thresholds of provincial authorities from US\$30 million to US\$150 million. – Remove requirement for production of engines upon accession. – Allow wholly foreign owned ventures. 針對合資的汽車製造商可： — 在兩年內放寬所有關於汽車品種、種類及型號的生產限制； — 把省級部門對外商投資的批核限制金額由3,000萬美元增至1億5,000萬美元； — 中國入世後，取消在生產引擎方面的規定； — 准許外商擁有全資汽車廠。
SERVICES 服務業	
Telecommunications	Mobile telephone market: – Equity restrictions: 25% upon accession, 35% in 1 year, 49% in 3 years. – Geographical restrictions: allow operations between Chinese cities and not to restrict them to activity within each city. Domestic leased circuit services: – Open up the leasing market in 3 years, allow foreign telecom companies to sell spare capacity.



<p>Telecommunications (<i>Cont'd</i>)</p> <p>電訊</p>	<p>Others:</p> <ul style="list-style-type: none"> <li>- Access for user firms (usually large foreign corporations) to international corporate telecommunications has been improved.</li> <li>- Satisfactory settlement concerning the mobile investments of EU telecommunication companies in China Unicom has been agreed.</li> </ul> <p>流動電話市場：</p> <ul style="list-style-type: none"> <li>— 股權限制：中國入世後，外資可擁有股權 25%；一年後，增至 35%；三年後，增至 49%；</li> <li>— 地域限制：准許在各市跨域經營，業務不再局限於同一市內。</li> </ul> <p>線路租用服務：</p> <ul style="list-style-type: none"> <li>— 在三年內開放電訊設備租用市場，准許外資電訊公司出租剩餘的線路容量。</li> </ul> <p>其他：</p> <ul style="list-style-type: none"> <li>— 放寬機構用戶（一般為大型的外資企業）使用國際企業電訊網絡的限制；</li> <li>— 中國同意圓滿解決歐盟電訊機構在中國聯通公司的流動電話投資問題。</li> </ul>
<p>Insurance (*China will immediately provide seven new licenses, for both life and non-life business, to EU companies.)</p> <p>Sino-US</p> <p>保險 (*中國會即時發牌予七家歐洲保險公司，准予它們在內地經營人壽保險及非人壽保險業務)</p>	<p>Effective management control for foreign participants in life insurance joint ventures, through choice of partner, and a legal guarantee of freedom from any regulatory interference in privately negotiated contracts on a 50-50 equity basis.</p> <p>Open the market to foreign companies 2 years sooner than foreseen in the Agreement. This includes health, pension and group insurance in life, and all non-life activities except for mandatory 3rd party liability auto insurance.</p> <p>Others:</p> <ul style="list-style-type: none"> <li>- Allow foreign brokers to operate in China, free of any joint venture requirement, in 5 years.</li> </ul> <p>在人壽保險的合資企業中，外商可自選合夥人。如中外合夥人的股權各佔一半，外資合夥人在法律上免受任何規管干涉。</p> <p>較中美協議所訂的限期提早兩年開放市場，範圍包括人壽及所有非人壽類別的健康、退休及團體保險（強制性的第三者責任保汽車險則除外）。</p> <p>其他：</p> <ul style="list-style-type: none"> <li>— 在五年內准許外國保險經紀在中國經營，免受合資企業的規限。</li> </ul>
<p>Banking</p> <p>銀行業</p>	<p>Allow non-financial institutions to give credit facilities for the purchase of all motor vehicles, including trucks, buses, tractors, motorcycles, etc. (Rather than just cars in Sino-US agreement).</p> <p>Allow foreign banks in Zhuhai to expand their operations in RMB.</p> <p>准許非金融機構為購買貨車、巴士、拖拉車及電單車等所有車輛提供信貸（在中美協議裡，非金融機構只能為購買汽車人士提供信貸）。</p> <p>准許珠海的外資銀行進行人民幣業務。</p>
<p>Distribution</p> <p>分發業</p>	<p>Lift specific joint venture restrictions on large department stores and for virtually all chain stores. Lift the size limit of 20,000 m<sup>2</sup> for foreign-owned stores.</p> <p>取消合資企業經營大型百貨公司及幾乎所有連鎖店的限制。</p> <p>取消外資百貨店面積最多為 20,000 平方米的限制。</p>
<p>Securities</p> <p>證券業</p>	<p>Establish a regulatory dialogue between China and the EU on the development of the securities market in China.</p> <p>中歐就中國證券市場的發展定期對話。</p>
<p>Professional Services</p>	<p>Legal Services:</p> <ul style="list-style-type: none"> <li>- Allow foreign law firms to offer services on Chinese law, in particular, to provide information to their clients on the Chinese legal environment.</li> <li>- Allow foreign firms to instruct individual Chinese lawyers in local law firms on other activities in Chinese law.</li> <li>- Prior experience will no longer have to be consecutive. Reduce requirement for all lawyers, other than the Chief representative, from 3 to 2 years.</li> <li>- Solicitors will be covered by the agreement.</li> </ul>

<p>Professional Services (Cont'd)</p> <p>專業服務</p>	<p>Accountancy: – Allowed to provide taxation and management consultancy services under the same conditions as accounting services. No longer required to have a local partner.</p> <p>Architects: – Allowed to provide scheme design services on a cross-border basis.</p> <p>Market Research: – Market research reports will no longer be pre-examined by Chinese authorities before being given to clients, but firms have to send copies of the questionnaires to the authorities.</p> <p>法律服務： — 准許外資律師行提供中國法律服務（特別是有關中國法律環境的信息）； — 准許外資律師行延聘中國律師行的中國律師處理有關中國法律的事務； — 外國律師無需具備連續執業的經驗；把所有律師的執業經驗要求由三年減至兩年（首席代表除外）； —</p> <p>會計： — 准許以會計服務的同等條件提供稅務及管理顧問服務。外商無需與中資機構合夥經營。</p> <p>建築設計： — 准許跨境提供規劃設計服務。</p> <p>市場研究： — 把市場研究報告交予客戶前，無需呈中國有關部門審批（惟公司須向當局呈遞市場調查的問卷）。</p>
<p>Dredging</p> <p>挖掘</p>	<p>Dredging activities, related to infrastructure construction, are allowed for foreign firms.</p> <p>准許外商進行與基建工程有關的挖掘工作。</p>
<p>Tourism</p> <p>旅遊業</p>	<p>Extend from holiday services to also cover corporate travel business.</p> <p>Capital requirement will be gradually reduced to the same level as that applied to Chinese firms. Reduce the minimum turnover requirement by 20% (down to USD40 million ) upon accession</p> <p>外商除可提供假日旅遊服務外，也可營辦商務旅遊。 逐步把對外商的資本要求下調至中資機構的水平。 中國入世後，降低對外商的最低營業額要求 20%（即下調至 4,000 萬美元）。</p>
<p><b>HORIZONTAL MEASURES 橫向措施</b></p>	
<p>Government Procurement</p> <p>政府採購</p>	<p>Full transparency and non-discrimination (MFN) of government purchases.</p> <p>政府須根據完全公開及非歧視的原則（即最惠國待遇）進行採購。</p>
<p>Trade-distorting related measures</p> <p>影響貿易的投資政策</p>	<p>Remove measures that distort trade and have macroeconomic effects, including export performance, local content requirements and industrial export subsidies. macroeconomic effects, including export performance and local content requirements, and industrial export subsidies.</p> <p>取消若干影響貿易及宏觀經濟的政策，包括有關出口表現和商品內容本地化的措施，以及工業出口補貼。</p>
<p>National Treatment</p> <p>國民待遇</p>	<p>Phase out legislation that gives unfair advantages to domestic producers in the field of pharmaceutical pricing,<sup>3</sup> after-sales services of imported goods, chemical import registration requirements, control of imported boilers, and retail of imported cigarettes and spirits.</p> <p>逐步取消給予內地生產商的不平等優惠，範圍包括醫藥訂價、進口貨品的售後服務、化學品進口登記規定、進口鍋爐管制，以及進口香煙和烈酒的零售。</p>

Source 資料來源:

- "EU-China WTO Accession Negotiations," The European Commission web site.
- 歐盟網頁的「歐中世貿談判」



# China's WTO entry mostly positive

By Liu Peng

“China's accession to the WTO will enhance the chances for cooperation between Hong Kong and Guangzhou,” said Jiang Houxi, director-general of Guangzhou Municipal Commission of Foreign Economic Relations & Trade.

He made the remark at a seminar entitled, “Hong Kong and Guangzhou Joint Effort to Meet the Challenges of China's Entry into the WTO,” co-organised by the Chamber and Guangdong Provincial Commission of Foreign Economic Relations and Trade.

Guangzhou's economy has flourished in the past 21 years, enjoying an average annual growth rate of 14.2 per cent. Mr Jiang feels China's entry into the WTO will create a more relaxed investment environment in Guangzhou, which will spur more investment opportunities for Hong Kong businesses.

He also mentioned that Hong Kong is Guangzhou's most important trading partner. Since China adopted its economic restructuring policy, Hong Kong businesses have invested an accumulated US\$11.2 billion in the municipality. Mr Jiang said he looked forward to extending cooperation in sectors such as finance, insurance, telecommunications, Internet, travel and intermediary services upon China's successful entry into the WTO.

Dr Eden Woon, director of the Chamber, analysed the impact of China's entry into the WTO on Hong Kong business. He foresees that China's accession to the WTO will be a landmark event which will bring changes to the business environment in both the mainland and Hong Kong.

With enough preparation, Hong Kong companies can grasp the vast opportunities and benefit from its accession, he said.

Dr Woon urged the business sector in Hong Kong to learn more about China, to explore new business partners or clients, and to find their niche areas.

Focusing on the impact of China's WTO membership on the technology sector, Dr Lily Chiang, vice-chairman of the Chamber, warned that Hong Kong lacks technology specialists, despite having an advantage in infrastructure. Therefore, she urged the SAR Government to enhance

training, explore potential markets, protect intellectual property rights, and promote Hong Kong's high-tech image. With such measures, Hong Kong can attract more foreign investors to develop their IT projects here, she said.

During the seminar, the Chamber released the Chinese version of its report, “China's Entry into the WTO and the Impact on Hong Kong Business.” The report is a comprehensive study of the opportunities and challenges the nine sectors of Hong Kong may face upon China's accession to the WTO (see graph). **B**



中國入世在即

日前，香港總商會與廣東省外經貿委聯合舉辦「港穗攜手迎接中國入世挑戰研討會」。在會上，廣州市對外經濟貿易委員會主任蔣厚錫認為，中國入世使港穗合作機會增多。他指出，過去21年，廣州經濟欣欣向榮，經濟增幅平均為14.2%。中國入世後，廣州的投資政策將更為寬鬆，給港商提供了更大的投資機會。

此外，蔣氏亦表示，香港是廣州的第一大貿易夥伴，改革開發以來，在廣州的港商投資累計達112億美元。中國入世後，在金融、保險、電訊、網絡、旅遊及中介服務業，均有合作機會。

本會總裁翁以登博士也就中國加入世貿對港商的影響進行分析，認為中國入世

是一個重要的里程碑，對中國及香港的營商環境均帶來影響。

翁博士認為，如果港商準備充分，必可把握機會，獲享成果。他呼籲港商多認識中國、尋找新的合作夥伴和客戶、尋找新業務重點，藉此作好準備。

本會副主席蔣麗莉博士集中討論中國入世對港穗科技界的影響。她認為，香港的基礎設施雖具備優勢，但科技專才缺乏。因此，特區政府應培訓人才，發掘具發展潛力的市場，加強保護知識產權，建立香港高科技的形象，從而吸引外商來港投資發展資訊科技。

同場，本會亦發表《中國加入世貿對港商的影響》研究報告中文版，該報告從機遇和挑戰兩方面分析本地九個界別在中國入世後的影響（見附表）。 **B**



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# IT driving Japan's recovery

Information technology will put Japan's economy back on a path of self-sustaining growth, Chairman and Chief Executive of the Japan External Trade Organisation (JETRO) Noboru Hatakeyama told the business community at the Chamber's May 17 luncheon.

"Technology has already started bearing the fruits in Japan. So self-sustaining recovery is not just a hope, but will become a reality soon," he said.

Investments in information technology industries will drive the recovery. In the 1st quarter of 2000, IT industries accounted for 1.4 per cent or more than half of the 2.2 per cent increase in production, he said.

New job offers in IT related service industries also showed encouraging signs of recovery. New economy job offers increased by 21.5 per cent in January 2000, compared to the same period last year. "That is far higher than the old industry average of 11 per cent in January 1999," he said.

Mr Hatakeyama said he expects industrial production in the first quarter of this year to grow 6.5 per cent, compared with the same period last year, and 8.6 per cent by the end of the second quarter.

Industrial production accounts for about 30 per cent of Japan's GDP. Therefore, even if non-industrial production finished flat, overall economic growth for the first and second quarters would reach 2 and 2.5 per cent respectively, he said.

Mr Hatakeyama said two signs – capital investment and a growth in private consumption – also indicated the growth was solid. For the first time since the 4th quarter of 1997, non-residential investment grew by 3.1 per cent in the 4th quarter of 1999, while consumption rose 0.1 per cent during the same period, he said.

Since the beginning of 2000, car sales in the country have risen for three consecutive months. Sales of consumer appliances – centring on personal computers – also rose significantly, he added.

Based on the recovery, the Japanese Government put the country's GDP forecast for 2000 at 1 per cent, he said, but "I personally think the growth rate for 2000 will be more than 1.5 per cent."



JETRO Chairman Noboru Hatakeyama: "Self-sustaining recovery is not just a hope, but will become a reality soon."  
日本貿易振興會理事長畠山襄：「經濟自續復甦不只是願望，不久將成事實。」

Appreciation of the yen, or a sudden plunge in stock prices in the United States could put downward pressure on the recovery, but the probability of this happening is low, Mr Hatakeyama said.

Even if the U.S. Federal Reserve added 0.5 percentage points to its interest rates, the impact on the yen would be limited as long as it remained in the 110-105 range, he said. **B**

## 科技帶動日本經濟復甦

本會於5月17日主辦的午餐會上，日本貿易振興會理事長畠山襄認為，資訊科技將推動日本經濟重返自續增長的軌道。

他說：「在日本，科技發展已漸見成果。因此，經濟自續復甦不只是願望，不久將成事實。」

畠山襄表示，資訊科技投資將加速經濟復甦。在2000年首季，日本生產總值的實質增長預計為2.2%，當中逾半（即1.4%）的增幅由資訊科技界帶動。

與資訊科技有關的服務行業亦製造了新的就業機會，業內新職位的數字漸見增長，令人鼓舞。本年一月，「新經濟」職位較去年同期增加了21.5%。他說：「這數字遠超於『舊行業』在去年一月所取得的11%平均增幅。」

畠山襄稱，他預期本年首季的工業生產總值會增長6.5%，到了第二季末，增幅將達8.6%。

工業生產佔日本生產總值約三成。即使

非工業生產停滯不前，第一、二季的整體經濟增長亦會分別達到2%和2.5%。

畠山襄說，資本投資的情況和私人消費增長兩項指標顯示，日本的經濟正穩步增長。在1999年第四季，非居住的投資上升了3.1%，這是自1997年第四季以來首次出現增長。同期，消費總額也增長了0.1%。

本年至今，日本的汽車銷量連續三個月上升，而電器消費品（尤其是個人電腦）的銷量也顯著增長。

由於經濟轉佳，日本政府把2000年的增濟增長定為1%。不過，畠山襄說：「個人認為，本年的經濟增長應可超越1.5%。」

他表示，假如日圓升值，或美國股市急挫，均會阻遏日本經濟復甦。然而，此等事情發生的可能不大。

即使美國聯邦儲備局加息半厘，只要日圓兌美元保持在110至105水平，日圓對日本經濟構成的影響也甚為有限。 **B**

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# Delegation explores business opportunities in Israel

**G**eneral Committee Member Simon Lee led a 14-delegate business and technology study mission to Israel on April 6-12.

The mission's goal was to learn about Israel's state-of-the-art industrial and technological developments, and to enhance mutually beneficial business cooperation between Hong Kong and Israel.

Netanel Liram, director general of the Jerusalem Chamber of Commerce, welcomed delegates and said he was delighted to help members of the Jerusalem Chamber and the Hong Kong General Chamber explore business opportunities, particularly in high-tech industries.

The delegation also met Israeli Ministry of Trade & Industry Deputy Director General Zobar Perry, and Arie Lev, director of its Asia Department, and discussed how the ministry could facilitate bilateral trade by providing business-matching services for Israeli and Hong Kong companies.

Amos Cohen, head of the Information Centre at the Israeli Export Institute, gave a general overview of Israel's role as a leading technology hub and a business gateway to Europe. Other topics discussed included development of e-commerce, high-tech biotechnology, agro-technology and a brief outlook of the Israeli economy.

During a luncheon with board members of the Federation of the Israeli Chambers of Commerce, Dan Gillerman, president of the federation, expressed interest in signing a Memorandum of Understanding with the Hong Kong General Chamber.

Delegates also met Israel-Asia Chamber of Commerce (IACC) President Baruch Gross, who expressed interest in targeting Hong Kong as one of their key strategic partners to strengthen their business links and markets in Asia.



The Chamber delegation to Israel visits the office of NDS.  
本會代表團訪問以色列 NDS 公司。

## 代表團赴以色列 探索商機

### 理

事會成員兼香港—台北經貿合作委員會副主席李國賢在 4 月 6 至 12 日率十四人代表團前赴以色列，進行商務及科技考察活動。

此行旨在了解以色列的先進工業和尖端科技發展，並加強港、以兩地的互惠商貿合作。

耶路撒冷商會總幹事利林歡迎代表團，並表示樂意協助耶路撒冷商會和香港總商會的會員開拓商機，尤其在高科技行業方面。

此外，團員亦與貿易及工業部副總幹事佩里和該部的亞洲事務處處長列夫羅德里會面，商討該部如何為兩地商界提供商貿選配服務，從而促進雙邊貿易。

訪問期間，以色列出口協會資訊中心主管科恩進行簡介時指出，以色列是歐洲卓越的科技中心和商業門戶。團員與科恩亦討論了電子商貿的發展、先進的生物科技和農業科技等其他議題，並展望以色列的經濟前景。

Delegates also visited several high-tech industrial, scientific and technological R&D institutions and incubators in Jerusalem, Tel-Aviv and Haifa to witness for themselves the state-of-the-art IT technologies and telecommunications/shipping developments in Israel.

Members interested in obtaining further information on business opportunities in Israel should call Erica Ng on 2823 1296, or e-mail [erica@chamber.org.hk](mailto:erica@chamber.org.hk)

代表團與以色列商會聯會理事會成員舉行午餐會。會上，聯會主席吉勒曼表示，有意與香港總商會簽訂合作協議備忘錄。

此外，團員亦與以色列—亞洲商會會長格羅斯會面。格氏希望以香港為主要的策略性夥伴，以鞏固該會在亞洲區內的商貿聯繫和市場。

團員亦參觀了耶路撒冷、特拉維夫和海法的數家高科技工業、科學及科技研發機構和創新科技培育設施，親身了解以色列尖端資訊科技及電訊/船務的發展。

有意索取有關以色列商貿資料的會員，請聯絡吳惠英小姐（電話：2823 1296；電郵：[erica@chamber.org.hk](mailto:erica@chamber.org.hk)）。



Mission leader Simon Lee (right) presents Dan Gillerman, president, Federation of the Israeli Chambers of Commerce, with a Chamber souvenir.

團長李國賢（右）向以色列商會聯會主席吉勒曼致送紀念品。



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# Prince Philippe of Belgium

A subscription luncheon in honour of His Royal Highness Prince Philippe, heir to the throne of the Belgium Kingdom, was jointly organised by the Hong Kong General Chamber of Commerce and the Belgium-Luxembourg Chamber of Commerce in Hong Kong on May 12.

The prince outlined to the 300 guests present the business opportunities that Belgium's high-tech industries, including information technology, telecommunications and environment protection, among others, presented to investors.

Prince Philippe, accompanied by Princess Mathilde, was in Hong Kong as part of a trade mission to mainland China and Hong Kong. **B**



His Royal Highness Prince Philippe of Belgium said his country is eager to intensify its commercial ties with Hong Kong.

比利時王儲菲利普稱，該國致力加強與香港的商業聯繫。



Her Royal Highness Princess Mathilde chats with Umberto Arts, president of the Belgium-Luxembourg Chamber of Commerce.

儲妃瑪蒂爾德與比利時一盧森堡商會會長顏伯圖暢談。



▲ Their highnesses receive guests. 王儲伉儷接見來賓。

▼ Chamber Director Dr Eden Woon (left) and State Secretary for Foreign Trade of Belgium Pierre Chevalier.

本會總裁翁以登博士（左）和比利時外貿部部長舍瓦利耶。

## 比利時王儲訪港

香 港總商會與香港的比利時一盧森堡商會於5月12日合辦午餐會，邀請比利時王儲菲利普擔任嘉賓講者。會上，王儲向300名來賓介紹比利時資訊科技、電訊、環保等高科技行業的投資機會。

儲妃瑪蒂爾德亦有陪同王儲訪港，這次訪問是王儲中國之行的部份，目的是考察內地和香港的商務情況。 **B**



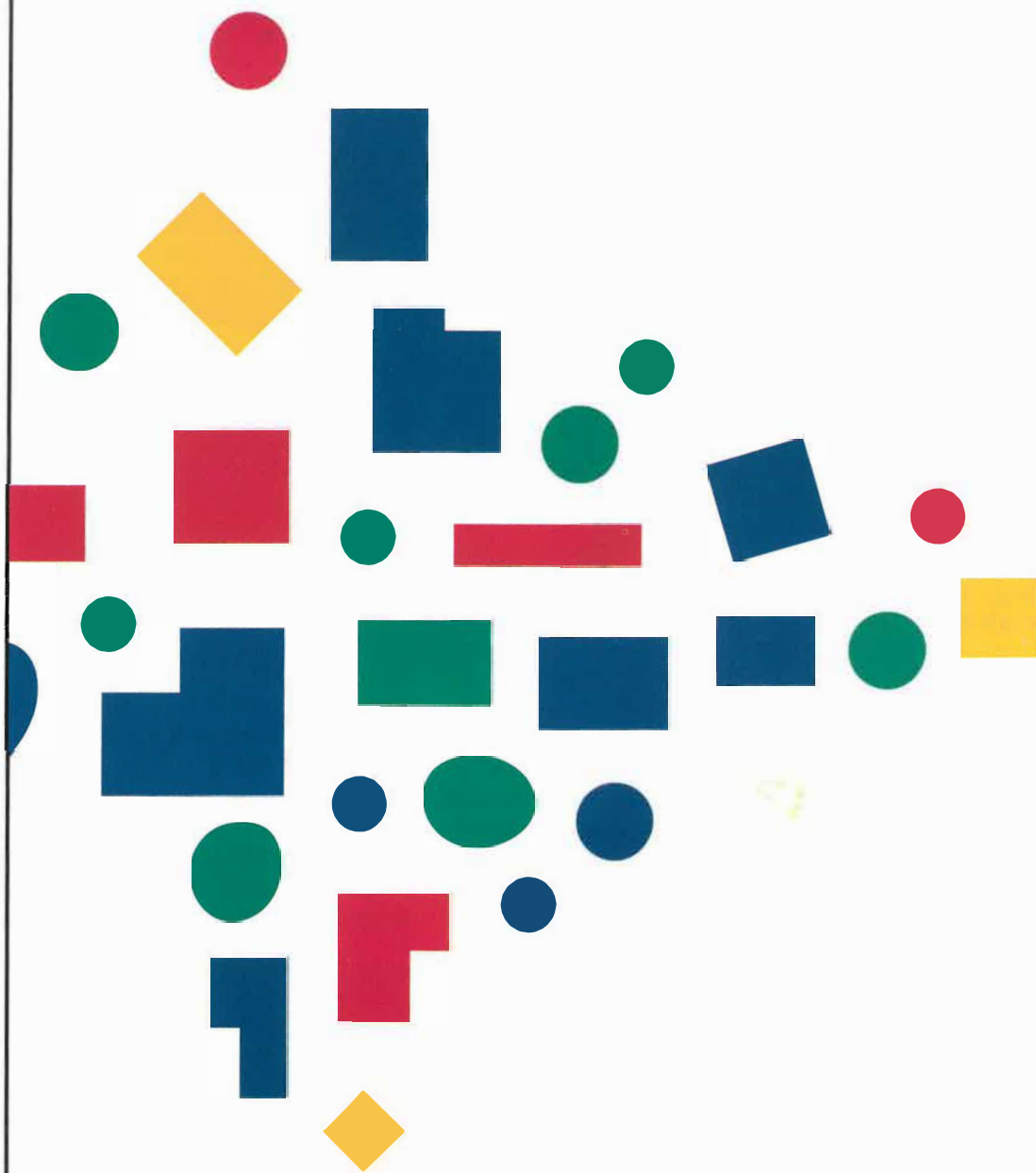
Guests exchange name cards. 來賓交換名片。



Chamber Chairman CC Tung (centre) chats with the royal couple during pre-luncheon cocktails.

在午餐會前的酒會上，本會主席董建成（中）與王儲伉儷交談。

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# Greater market access

## tops Hong Kong Services 2000 Study 'wish list'

**G**reater access to foreign markets and increased transparency top the list of Hong Kong's service industries' wishes, a study commissioned by the Chamber's service policy think tank Hong Kong Coalition of Service Industries (HKCSI) revealed.

The study, conducted by the City University of Hong Kong over 22 months, was released at the first in a series of Hong Kong Services 2000 seminars planned for the year.

Entitled "Opportunities from Liberalisation of Trade in Services - The Private Sector's Interest," the study recorded a total of 9,438 'wishes' from 114 companies. The results highlight obstacles hindering local service industries' efforts to break into overseas markets.

Dr W.K. Chan, secretary-general of CSI, said the goal of the study is to prepare for the GATS negotiations in 2000 by developing a private sector 'wish list' on issues that Hong Kong service providers would like to address during Services 2000.

Six main service sectors (see pie chart) dominated the results of the study, accounting for 89 per cent of all wishes, with the top three

being financial services (24.3 per cent), business services (17.6 per cent) and information technology (16.0 per cent).

The top eight economies for which the respondents wish to have greater market access are all located in Asia. China accounted for 37.7 per cent of all wishes, followed by Hong Kong with 11.8 per cent and Taiwan with 9.6 per cent.

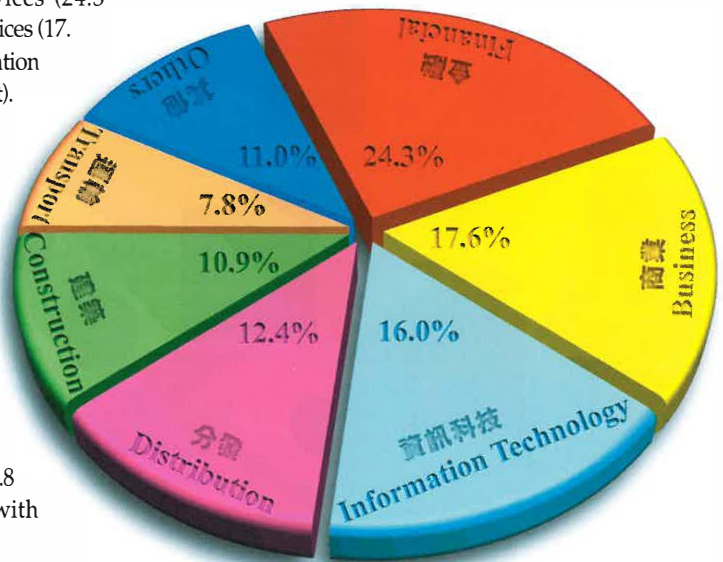
Anming Zhang, professor at the Department of Economics and Finance of the City University of Hong Kong, said relaxing restrictions on the scope of business activities stands out as the most popular individual wish in the entire survey.

"It was pointed out by our respondents that in an increasing global market, the ability to offer a total one-stop solution package of services to their customers is absolutely essential for service providers to retain customers," he said.

The wish to improve the transparency of court rulings on business disputes underscores the hazards of running a business overseas, he said. A fair, open, and efficient court ruling procedure helps reduce critical risks of foreign firms.

"From their perspective transparency in court rulings can provide more timely and relevant assistance to their day-to-day operation than the WTO dispute mechanism that only operates at country-to-country level," he said.

China accounted for 50 per cent of all wishes for transparent court rulings. Hong Kong, also, was among the most frequently mentioned trading areas where companies wish to increase the transparency of court rulings.



The study also revealed the importance companies place on streamlining immigration procedures. The need to move professionals and managerial personnel frequently across borders becomes an integral part of open trade and investment, Dr Zhang said.

Hong Kong again ranked near the top of this list, accounting for 30 per cent of wishes.

Dr Zhang also pointed out that the study revealed that GATS national treatment or equal treatment principles is apparently not being followed by the main economies covered in the study.

"The respondents' main wishes for these economies were to remove discriminatory taxes against foreign firms and to relax licensing requirements that only apply to domestic companies," he said. **B**

For more information on this study, you can find the executive summary, along with the full report and electronic GATS handbook on the Chamber's Web site, [www.chamber.org.hk/service2000/](http://www.chamber.org.hk/service2000/)



Dr Zhang: "The ability to offer a total one-stop solution package of services to their customers is absolutely essential for service providers to retain customers."  
張博士：「服務商若要保留客戶，必須提供完備的『一站式』服務。」

# 「服務貿易 2000 年」研究顯示： 商界期望增加進軍市場機會

**本**會服務政策智囊團香港服務業聯盟委託香港城市大學進行的研究顯示，增加進軍外地市場的機會和提高法制透明度，是香港服務業人士最殷切的期望。

這項研究歷時 22 個月，結果已在首個「服務貿易 2000 年」研討會上公布。香港服務業聯盟在本年舉辦了一系列有關「服務貿易 2000 年」的研討會。

這項名為「服務貿易自由化的商機」的研究搜集了 114 家公司合共 9,438 項「期望」。調查結果顯示了阻礙本港服務界進軍海外市場的障礙。

聯盟秘書長陳偉群博士稱，這項研究旨在整合一份私人界別的「期望清單」，探討香港服務界期望在「服務貿易 2000 年」計劃中討論的事宜，從而為 2000 年《服務貿易總協定》的談判作好準備。

研究結果主要源自六大服務界別（見圖），在「期望清單」中，它們的「期望」佔總數 89%，佔數最多的三個界別為金融服務界（24.3%）、商業服務界（17.6%）和資訊科技界（16%）。

受訪者期望有更大機會進軍的首八個經濟體系皆位於亞洲區，中國佔 37.7%，其次為香港（11.8%）和台灣（9.6%）。

香港城市大學經濟及金融系教授張安

民博士說，綜觀整個調查，「放寬對商業活動的限制」是最多數人的「期望」。

他說：「受訪者指出，市場日趨全球化，服務商若要保留客戶，必須提供完備的『一站式』服務。」

他指出，受訪者期望提高法庭審訊商業糾紛的透明度，顯示了在外地營商的潛在危機。受訪者亦認為，公平、公開和高效率的審訊程序，有助降低外商的風險。

他說：「他們（商界）認為，相對於只著重解決國與國糾紛的世貿機制，提高法庭聆訊的透明度對日常營運的幫助更直接有效。」

在受訪者的「期望清單」裡，50%指中國須提高法庭聆訊的透明度。此外，在眾多貿易地區裡，香港公司在「清單」內最常提及提高司法透明度一事。

調查亦顯示，受訪公司重視簡化入境程序。張博士稱，隨著貿易和投資市場開放，從外地輸入專業及管理人材的需求更形殷切。

對於輸入人材的需求，香港同樣位居前列，在「清單」中，三成表示有此需要。

張博士亦指出，研究結果顯示，納入研究範圍內的主要經濟體系顯然沒有遵守《服務貿易總協定》的國民待遇或平等待遇原則。



Dr W.K. Chan, secretary-general of CSI, said the goal of the study is to prepare for the GATS negotiations in 2000.

聯盟秘書長陳偉群博士說，是次研究旨在為 2000 年舉行的服務貿易總協定談判作好準備。

他說：「受訪者對這些經濟體系的主要期望是消除對外資公司的歧視性徵稅，以及放寬發牌規定，使過往只適用於本地公司的規定延伸至外商。」

研究報告全文、概要及《服務貿易總協定》的電子手冊已刊載於本會網站（[www.chamber.org.hk/service2000/](http://www.chamber.org.hk/service2000/)），歡迎下載瀏覽。

Wishes by country 各地「期望」一覽		
Economies 經濟體系	No. of Wishes 「期望」數目	%
China 中國	3,553	37.7
Hong Kong 香港	1,115	11.8
Taiwan 台灣	903	9.6
South Korea 南韓	697	7.4
Singapore 新加坡	517	5.5
Malaysia 馬來西亞	460	4.9
Japan 日本	398	4.2
Thailand 泰國	389	4.1
United States 美國	256	2.7
South Africa 南非	188	2.0
Philippines 菲律賓	166	1.8
India 印度	134	1.4
Others 其他	662	4.8
<b>Total 總數</b>	<b>9,438</b>	<b>100</b>

Wishes by category 「期望」分類一覽	
Wish Categories 「期望」分類	Response Rate % 回應率
Market access – establishment requirements 進軍市場 – 開設公司的規定	16.2
Information flow and transparency 資訊流通及透明度	15.7
Market access – immigration and visas 進軍市場 – 入境及簽證	13.3
Market infrastructure to promote competition 提高競爭力的市場機制	12.4
National treatment 國民待遇	11.7
Market access – qualification of professional standards 進軍市場 – 專業資格	11.9
Trade facilitation and removing restrictions in other industries 促進貿易和消除其他行業的限制	10.0%
Labour market regulations 勞工市場的規例	8.8
<b>Total 總數</b>	<b>100</b>



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香港總商會會員名冊

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本會員名冊將於本年八月出版，除沿用的印刷本外，更會透過總商會網址，向全世界發行。

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\*資料來源：截至1999年9月30日由Rice Kachor Research Pty Ltd. 提供的The Personal Super League Table



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# Researchers undecided on open-skies policy

Academics agreed to disagree on the pros and cons of liberalising Hong Kong's air cargo industry at the Chamber's May 10 luncheon entitled, "The reality of open skies and its relevance for Hong Kong."

According to Dr Brian Campbell, president, Campbell-Hill Aviation Group, Hong Kong's air cargo industry will grow significantly if it adopts an open-skies policy.

Mr Campbell said that with up to 50 per cent of all international trade values moving by air, liberalisation of aviation policies were key for aviation hubs to maintain their competitiveness.

Boeing forecasts a 6.4 per cent annual growth rate for air cargo worldwide through to 2017, while the expected growth rate for the Asia-Pacific region is 7.6 per cent. "This means that air cargo will triple in the major world markets over the next 15 years," he said.

Regardless of whether China continues to liberalise its cargo markets, Hong Kong has more to gain by liberalising its markets than if it does not he said. But he warned of "serious negative consequences for Chek Lap Kok" (CLK) if it does not.

"Historically, Hong Kong airport has attracted a large share of the vast China market," Mr Campbell said. "But change is well underway."

The future performance of CLK in the China/Hong Kong air cargo market will be determined by the interplay of market demand, air service development, and the emergence of new Chinese international gateways like Shenzhen, he said.

"Consequently, a considerable amount of China's traffic which currently moves through Hong Kong will flow through China's airports," he said.

CLK currently offers the best cost and service option for most of China's air cargo shippers and consignees. However, modernisation and liberalisation of China's

airports will eat away that advantage and its share of the market, he said.

Dr C.K. Law and Dr Raymond Yeung of the Hong Kong Policy Research Institute Ltd. (HKPRI) also presented at the luncheon their study on the impact of open skies on CLK.

The HKPRI study concludes that an open sky policy would be detrimental to CLK. The advocates simplistically argue that 'open skies' can introduce competition into Hong Kong's air transport industry and this will enhance Hong Kong's competitiveness as an air hub, the report said.

"Our study has shown that if Hong Kong opens its skies unilaterally without an equitable exchange of economic opportunities, it is very likely that foreign airlines would out-compete Hong Kong's home carriers," Dr Law said.

The study also argues that liberalisation of Hong Kong's skies would not strengthen its role as the gateway to China, which is based on China liberalising its skies.

"China is unlikely to open its skies in the foreseeable future for various reasons and the WTO framework has not fully covered aviation yet," Dr Law said.

Among the recommendations the study makes is that a comprehensive and transparent aviation policy taking domestic and international factors into account should be drafted. It also suggests maintaining a strong home carrier to enhance the development of Hong Kong as a hub, because weakening the home carrier would weaken the hub's contributions to Hong Kong. **B**



Dr Campbell: "...the business at Chek Lap Kok will be greater if Hong Kong opens than if it does not."  
坎貝爾博士：「...若香港開放航空權，赤鱲角機場的貨運業務將比不開放航空權更強勁。」





# 學者對開放航空權未有共識

## 對

於開放本港空運業所帶來的利弊問題，學者抱持不同的意見。

在本會5月10日一個有關開放香港航空權的午餐會上，Campbell-Hill Aviation Group 主席坎貝爾博士說，假如香港執行開放航空權的政策，本地空運業將可取得重大增長。

坎貝爾說，在國際貿易中，空運貨物佔總值五成，因此，要保持航空樞紐的競爭優勢，開放的航空政策是關鍵所在。

波音公司預測，由現在至2017年，全球空運貨物的數量每年將平均增長6.4%，而亞太區的有關增長更達致7.6%。坎貝爾

說：「由此看來，在未來15年內，世界主要市場的空運量將是目前的三倍。」

他認為，不管中國會否繼續開放貨運市場，香港開放市場將較沒有開放市場獲益更大。坎貝爾博士警告說：「(若香港不開放市場)，赤鱘角機場將承受嚴重的不利後果。在龐大的中國市場上，香港機場佔有重大的市場比例。可是，時勢正逐漸改變。」

香港機場未來在內地和香港空運業的表現，取決於三項元素的相互影響：市場需求、空運服務發展，以及深圳等內地國際窗戶城市的崛起。

他說：「因此，不少目前經香港進出內地的貨物，最終將轉由內地機場運送。」

在取價和服務兩方面，香港機場目前是內地大部分空運托運人和收貨人的首選。然而，當內地的機場漸趨現代化和對外開放後，香港的優勢便會削弱，市場佔有率也會被蠶食。

香港政策研究所的羅祥國博士和楊宇霆博士曾研究開放航空權的影響，他們在會上發表了研究結果。

研究報告指出，開放航空權對香港不利。倡議開放航空權的人士把問題看得過於



簡單，以為開放航空權便可為本港空運業引入競爭，從而加強香港作為航空交通樞紐的競爭力。然而，羅博士說：「我們的研究顯示，假如香港在沒有取得同等經濟機會的情況下單方面開放航空權，香港的航空公司便大有可能不能與外國的航空公司匹敵。」

研究亦指出，開放本港航空權不會鞏固香港在內地的門戶地位；香港的地位如何，端賴內地是否同樣開放航空權。

羅博士稱：「由於種種原因，中國在可見將來不大可能開放航空權，而航空業也沒有完全包含在世貿的範圍內。」

研究報告提出了多項建議，當中包括提議當局草擬全面而開放的航空運輸政策，並在草擬政策時，考慮本地及國際因素。此外，報告亦建議，香港應維持一家強勢的本地航空公司，藉此提高本港的航空樞紐地位，因為本地的航空公司若然萎靡不振，勢必削弱航空業對香港的貢獻。B

Dr Law: "If Hong Kong opens its skies unilaterally without equitable exchange of economic opportunities, it is very likely that foreign airlines would out-compete Hong Kong's home carriers."

羅博士表示：「假如香港在沒有取得同等經濟機會的情況下單方面開放航空權，香港的航空公司便大有可能不能與外國的航空公司匹敵。」

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# HYOGO

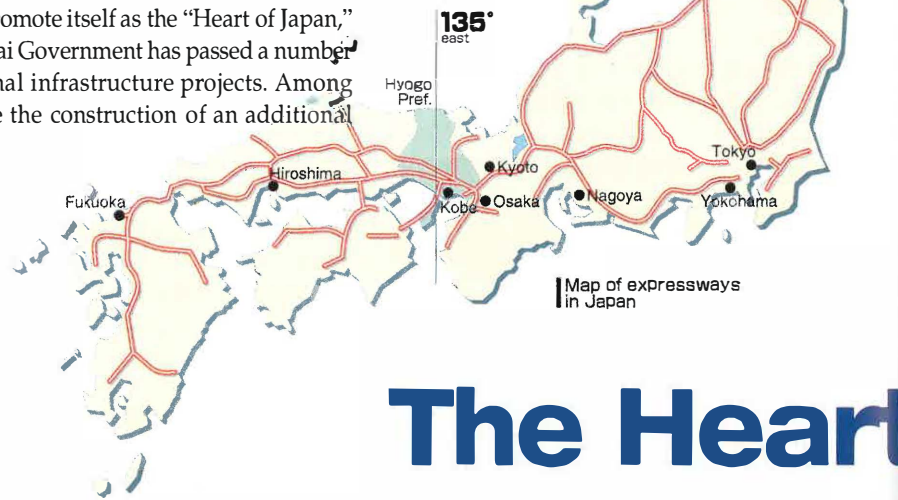
**H**yogo ranks among the lesser known of Japan's 47 prefectures. It lies at the geographical heart of Japan and is home to the world-famous Kobe beef. Its port is the gateway to Japan's industrial heartland, and it is an international-class tourist destination.

With a gross regional product of over ¥96 trillion and a population of 24 million, the Kansai region consists of three major cities of Kyoto, Osaka and Kobe, and is the second largest economic bloc in Japan.

Founded in 1868, the Port of Kobe is one of the country's major international seaports and Hyogo acts as a gateway to Japan. Many aspects of Western culture, such as movies, golf, and black tea entered Japan through

Hyogo and aspects of Japanese culture, such as karaoke and animation, spread from Hyogo to the Western world.

To promote itself as the "Heart of Japan," the Kansai Government has passed a number of national infrastructure projects. Among these are the construction of an additional

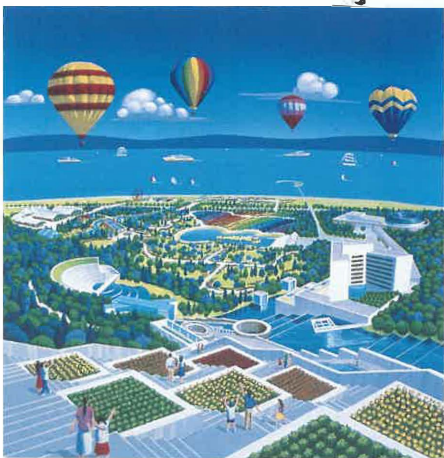


## The Heart 位於日本中



Traditional Hyogo pottery.  
兵庫縣傳統的陶器工藝

▼ The Japan Flora Exhibition is being held in Hyogo until Sept. 17. 本年的日本花展由3月18日至9月17日在兵庫縣舉行。

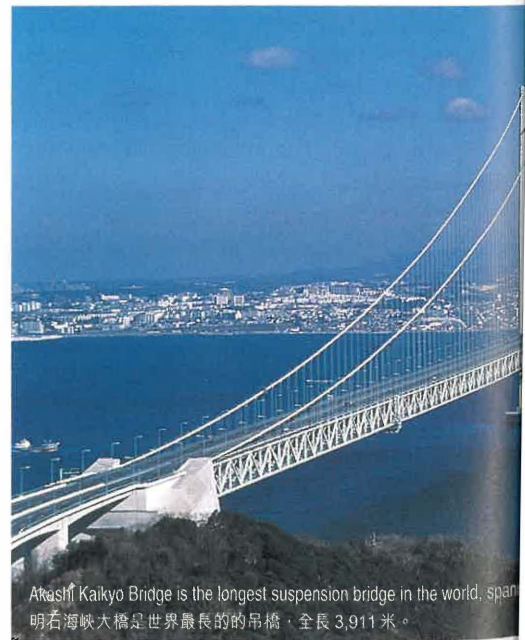


runway at Kansai International Airport, the development of academic and research facilities in Kansai Science City, and Harima Science Garden City.

Hyogo is one of the leading industrialised prefectures in Japan, characterised by a high ratio of secondary industries, particularly manufacturing industries.

Steel, machinery, electrical apparatus and foodstuff account for about 4 per cent of Japan's total industrial output. Service industries, secondary industries and primary industries account for 61 per cent, 42 per cent and 0.8 per cent of the total output respectively. Hyogo is also famous for its high-tech and fashion-related industries.

The heart of industrial production in Hyogo is in the Kobe, Hanshin and the Harima coastal areas, where high-tech industries are concentrated. Various research facilities have been established in Hyogo, including "Spring-8," the world's most powerful third generation synchrotron radiation facility, the International EMEX



Akashi Kaikyo Bridge is the longest suspension bridge in the world. 明石海峡大橋是世界最長的吊橋，全長3,911米。



# 兵庫縣

Center for the environmental management of enclosed coastal seas and the WHO Kobe Center that conducts human health studies.

To promote regional industries, the prefecture's government offers assistance to companies developing new products, in R&D for new businesses, development of technologies and technological assistance. In addition, low interest loans are granted to SMEs. **B**

Members interested in obtaining more information about Hyogo can contact Takeo Kingetsu, director of the Hong Kong Representative Office of Hyogo Prefectural Government at 2526 0366 or fax 2526 5186.



Himeji Castle, dating back to 1346, is one of Hyogo's many tourist attractions. 姬路城建於 1346 年，是兵庫縣的名勝之一。

## of Japan

## 心

在 日本 47 個縣中，兵庫縣雖不及其他縣聞名，但該縣位於日本的中心地帶，盡享地利。縣內神戶市出產的牛肉，世界知名。當地的港口是日本工業心臟地帶的門戶。此外，該縣也是國際級的旅遊勝地。

日本關西是全國的第二大經濟區域，生產總值超過 96 萬億日圓，人口達 2,400 萬，區內的三大城市為京都、大阪和神戶。

神戶於 1868 年開港，是日本主要的港口城市之一。兵庫縣是日本的門戶，如電影、高爾夫球和紅茶等西方文化產物，便是經當地傳入日本的，而卡拉OK及動畫等日本文化產物，也是經該縣傳播到海外。

為促進關西地區為「日本的中心」，當地政府通過了數項基建工程計劃，包括在關西國際機場興建另一條跑道，以及發展關西文化學術研究城市和播磨科學公園城市。

兵庫縣是日本數一數二的工業中心，縣內第二產業所佔的比例極高，當中尤以製造業為主。

當地的鋼鐵、機械、電器及食品生產佔全國工業總產量的 4%，服務業、第二產業及原生工業在全國總產量中所佔的比例分別為 61%、42% 及 0.8%。此外，兵庫縣的高科技業及與時裝相關行業亦甚聞名。

神戶、阪神和播磨沿岸

是兵庫縣的工業生產基地，高科技行業林立，縣內設有多項研究設施，包括全球最大型的第三代同步加速器 (Spring-8)、研究閉鎖性海域環境管理的國際艾美克斯中心，以及研究人類健康的WHO神戶中心。

為推動區內的工業發展，縣政府協助發展新產品的公司、扶助新企業進行研究開發，以及幫助具創意的中小企業發展及改良科技。此外，當地亦給予中小企業低息貸款。 **B**

有意索取進一步資料的會員，請與兵庫縣香港事務所所長金月武夫聯絡，電話：2526 0366；傳真：2526 5186。



Besides being known for its Kobe beef, Hyogo is also renowned for its seafood. 除了神戶牛肉聞名於世外，兵庫縣的海產食品也享負盛名。





# Long Service Payment: A hidden cost to employers

In their search for a suitable MPF supplier, many employers have been focusing on fee structures, charges and early bird incentives. But most have neglected a prominent part of the MPF – Long Service Payment (LSP), a statutory responsibility of employers stipulated in the Employment Ordinance. This “hidden cost” is like a time bomb waiting to go off, and threatens every employer, especially SMEs.

Under the Employment Ordinance, employees who have worked for an employer continuously for not less than five years, and who have stopped work because of ill health or death are entitled to receive LSP.

LSP is calculated on this simple formula: two-thirds of the last monthly salary or two-thirds of HK\$22,500, whichever is less, multiplied by the number of reckonable years of service.

An unexpected LSP payout incurred by the sudden death of an employee could bring a heavy financial blow to an employer, and could even drive the employer into financial difficulties.

For example, if an employee who has worked for an employer for 20 years earns HK\$20,000 a month and dies in an accident during his employment, his family could be entitled to a lump sum of more than HK\$200,000 in LSP compensation (see Illustration I).

Employers have long been required to pay LSP, but have in the past neglected the issue. The introduction of the MPF magnifies

this hidden hazard for employers.

After December 1, 2000, employers will still be liable to pay LSP to employees. Although employers may say their MPF

## Illustration I 例一

Years of employment 受僱年期 : 20 years 年  
 Monthly salary 月薪 : HK\$20,000  
 Vested LSP 可領取的長期服務金 :  $(HK\$20,000 \times 2/3) \times 20 = HK\$266,666.67$

## Illustration II 例二

Years of MPF contributions: 5 Years  
 強積金供款年期: 五年  
 Investment return rate per annum: 13%  
 每年投資回報率: 13%  
 Vested employer MPF fund balance: HK\$45,053  
 可領取的僱主強積金供款結餘: 港幣 45,053 元

Years of Service 服務年期	Vested long service payment (HK\$) 僱員可領取的長期服務金 (港元)	Difference paid by employers (HK\$) 僱主須支付的差額(港元)
5	42,543	-
10	85,085	40,032
15	127,628	82,575
20	170,171	125,118
25	212,714	167,661
30	255,256	210,203
35	297,799	252,746
40	340,342	295,289

## 長期服務金：僱主忽略的

**僱**主尋找合適的強積金服務商時，每每著眼於收費結構、手續費及預早登記的優惠。可是，大多僱主忽略了強積金內重要的一環——長期服務金。《僱傭條例》規定，支付長期服務金是僱主必須承擔的法定責任。這項「潛在成本」猶如一觸即發的計時炸彈，危及每名僱主，尤以中小型企業為甚。

根據《僱傭條例》，僱員為同一僱主連續工作不少於五年，並因健康欠佳或身故停止工作，便有資格領取長期服務金。

計算長期服務金的方法簡易：  
 (最後月薪  $\times 2/3$  或港幣 22,500 元  $\times 2/3$  (取其數值較低者))  $\times$  可計算的服務年期  
 僱員突然身亡，帶來始料不及的長期服

務金開支，可令僱主承受沉重的財政負擔，甚至面臨財政困難。

舉例說，假如一名僱員為同一僱主工作 20 年，月薪港幣二萬元，在受僱期間意外死亡，他的家人可獲取 20 多萬元的長期服務金 (見例一)。

長久以來，僱主均須支付長期服務金，但這個問題一直被人忽略。強積金的推出，顯露了這個影響僱主的潛在問題。

12 月 1 日後，僱主仍有責任支付長期服務金予僱員。雖然強積金供款可用作抵銷長期服務金的支出，但僱主必須謹記，強積金供款不一定足以支付長期服務金的總額。

試舉另一例子。如一名僱員為公司服務了五年，月薪為港幣一萬元，他可領取的長



contributions can be used to offset the expense of LSP, they should bear in mind that those contributions may not be enough to cover the total LSP amount.

Take another example. If an employee earns HK\$10,000 a month and has worked for you for five years, he could be entitled to HK\$33,000 in LSP compensation. Assuming the employee's salary increment is 5 per cent per annum and the average investment return rate is 13 per cent, the LSP expense cannot be offset by the employer's MPF contributions (the employer contributes HK\$500 a month for the employee) until his employer has made contributions for five years (Illustration II).

As Illustration II shows, the longer the employee has worked for the company, the greater the burden he could be to the employer. The difference paid by the employer after deducting the vested employer MPF contributions could be enormous.

Understanding that MPF contributions cannot offset the LSP, and to avoid becoming a "victim" of the LSP, employers should prepare well in advance for this hidden cost.

They should seek professional advice from an MPF service provider who always represents the best interests of the client and who really can provide such a total solution for them. **B**

## 潛在成本

期服務金約為港幣 33,000 元。假設該名僱員的薪金每年上升 5%，而強積金的平均投資回報率為 13%，僱主若供款不足五年（每月供款 500 元），便不能以強積金供款抵銷長期服務金的支出（例二）。

例二顯示，僱員為公司工作的年期愈長，僱主的財政負擔便愈大。扣減僱員可領取的僱主強積金供款後，僱主仍需要支付巨大的差額。

既然強積金供款可能不足以抵銷長期服務金，僱主便應未雨綢繆，以免因支付長期服務金而「遭殃」。

因此，僱主尋求專業意見時，應選擇維護客戶最佳利益、能夠提供完備方案的強積金服務商。 **B**

## Chamber offers 'Superb Waiver' for CCC

One-stop MPF solution provider waives all annual fees for first 13 months

One-stop MPF solution provider Chamber/CMG Asia on May 25 announced a promotional offer for its MPF Master Trust Scheme "Chamber CMG Choice" (CCC). Under its "Superb Waiver" promotion, the Chamber will waive all fees and charges including trustee, custody, administration and management fees, for a 13-month period from December 1, 2000, to December 31, 2001.

By waiving all fees\* in the first 13 months, the Chamber will maximise the value of MPF contributions made to the scheme, and fully invest every dollar made for the benefit of members.

Employers, employees and self-employed persons joining CCC before the end of the promotional period, which is December 31, 2001, will enjoy the "Superb Waiver" promotion. Employers who have already chosen CCC will be entitled to this promotional offer automatically.

From January 1, 2002, the asset fee charged on MPF mandatory and voluntary contributions will be as follows:

- 1.85% per annum (down from 2.5% per annum) on Net Asset Value for employer

plans with 99 or less members at scheme commencement;

- 1.65% per annum (down from 2.5% per annum) on Net Asset Value for employer plans at scheme commencement date who have:

1. 100 or more members or
2. ORSO asset transferred into Chamber CMG Choice or
3. ORSO schemes administered by CMG Asia Ltd.

All ORSO assets transferred into CCC before December 31, 2001, will be charged at 1.65% per annum (down from 2.5% per annum) on Net Asset Value, based on a simple average valuation. From January 1, 2002, ORSO assets will still be charged at a low rate of 1.65% per annum, but based on a daily valuation. **B**

For full details about the Chamber's "Superb Waiver" promotional offer and its Chamber CMG Choice MPF solution, please call the Chamber MPF hotline at 3183 1800.

\*The Superb Waiver does not apply to actual incurred expenses such as legal and audit fees.

## 「總商會康聯精明之選」推出化煩為「0」計劃

總商會/康聯亞洲免首十三個月年費

站式強積金服務商總商會/康聯亞洲於5月25日宣佈，為旗下的「總商會康聯精明之選」集成信託計劃推出「化煩為0」優惠。享有這項優惠的人士均可在2000年12月1日起十三個月內，獲豁免受託人、保管人、行政及管理費所有費用。

總商會透過這項豁免年費的優惠\*，讓會員把首十三個月的強積金供款，悉數用於投資上。

凡在推廣期內（由即日起至2001年12月31日）參加「總商會康聯精明之選」計劃，僱主、僱員及自僱人士均可享有這項豁免年費的優惠。已參加「總商會康聯精明之選」計劃者，亦可自動享有「化煩為0」的優惠。

由2002年1月1日起，「總商會康聯精明之選」計劃將按以下的準則收取資產管理費：

- 僱主開始供款時，若僱員人數為99名

或以下，每年僅需按資產淨值的1.85%（原本收費為2.5%）繳費；

- 僱主開始供款時，若屬以下任何一項情況，每年僅需按資產淨值的1.65%（原本收費為2.5%）繳費：

1. 僱用100名或以上員工；或
2. 把職業退休計劃（ORSO）的資產轉至「總商會康聯精明之選」計劃；或
3. 委託康聯亞洲有限公司管理職業退休計劃

如在2001年12月31日或以前把職業退休計劃的資產轉至「總商會康聯精明之選」計劃，每年的管理費僅為資產淨值的1.65%（以簡單平均值方式計算），而原本的收費則是2.5%。在2002年1月1日或以後，收費率將仍是1.65%，惟按每天統算的方式計算。 **B**

欲查詢「化煩為0」優惠及「總商會康聯精明之選」強積金計劃的詳情，歡迎致電本會強積金熱線3183 1800。

\*這項優惠不包括律師及核數等實際支出費用。



**The Hong Kong General Chamber of Commerce**

**Chamber Committees**  
**Chairmen**

**General Committee**

**Chamber Council**

Mr C C TUNG

**Americas**

Mr Andrew YUEN

**Arab & African**

Mr Barrie COOK

**Asia**

Ms Deborah ANNELLS

**China**

Mr Stanley HUI

**Chamber Overseas Speakers Group**

Mr Brian STEVENSON

**e-Committee**

Ms Cindy CHENG

**Economic Policy**

Mr Martin BARROW, JP

**Environment**

Mr James PEARSON

**Europe**

Mr Manohar CHUGH

**Hong Kong Franchise Association**

Mr Eric CHIN

**Hong Kong-Taipei Business Cooperation**

Dr Lily CHIANG

**Human Resources**

Mr Yun POON

**Industry and Technology Committee**

Dr Lily CHIANG

**Legal**

Mr R T GALLIE

**Membership**

Ms Fanny LAI

**Pacific Basin Economic Council**

**China Hong Kong**

Mr David ELDON

**Real Estate/Infrastructure**

(To be elected)

**Shipping/Transport**

Mr Neil RUSSELL

**Small & Medium Enterprises**

Mr K K YEUNG

**Taxation**

Mr Roderic SAGE

**HK Coalition of Service Industries**

**Executive Committee**

Mr Stanley KO

**Financial Services**

Mr David RUAN

**Information Services**

Mr Tony AU

**Professional Services**

Mr Anthony GRIFFITHS

**Real Estate Services**

Mr Nicholas BROOKE

**Tourism**

Mr James LU

**Chief Executive visits Chamber**  
**特首到訪**

SAR Chief Executive Tung Chee-hwa visited the Hong Kong General Chamber of Commerce on May 15, where he was welcomed by Chamber Chairman C C Tung.



5月15日，特區行政長官董建華訪問本會，由主席董建成接待。

特首一年一度訪問本會，旨在與會員交換意見。其間，他與本會諮議

The Chief Executive calls on the Chamber annually to exchange views with members. On this occasion, in an off-the-record, candid discussion with Council and General Committee members, the Chief Executive spoke on a number of current issues. Among the topics vigorously discussed at the closed-door meeting were the environment and human resources. Mr Tung also shared his thoughts on the impact of the WTO on both Hong Kong and China, and what he feels local businesses can do to increase their chances of capitalising on the opportunities that China's entry will bring Hong Kong firms.

會及理事會成員進行非正式會談，雙方在會議上坦誠對話。在這次閉門會議中，特首討論了多項當前的問題，議題包括了環保和人力資源等事項。特首亦就中國加入世貿對香港及內地的影響分享己見，並提出本地商界應如何盡量借助中國入世為港商帶來的機會獲益。

**China**

**Edward Tse**, executive vice president and head of Greater China, Cable & Wireless Hong Kong Telecom, spoke on "China: Straddling the Old and New Economies" at the Chamber's April 18 roundtable luncheon. Mr Tse shared his perspectives on economic developments in China.



**Stanley Hui**, CEO of DragonAir, was elected chairman of the China Committee at its April 18 meeting, while Jeffery Lam of Forward Winsome Industries Ltd. was elected vice chairman. At the meeting, members also exchanged views on the opportunities that high-tech development zones in China were presenting Hong Kong businesses.



**Chamber in**  
**總商會**

**中國**

4月18日，香港電訊企業規劃及拓展處執行副總裁謝祖堃在小型午餐會上致辭，講題為「跨越新舊經濟的中國」。謝講述對中國經濟發展的看法。

在4月18日的中國委員會會議上，港龍航空行政總裁許漢忠當選為委員會主席，永和實業有限公司的林健鋒則獲選為副主席。會上，會員討論了香港商界在內地高科技開發區的發展機會。

**阿拉伯及非洲**

埃塞俄比亞駐華大使亞的斯·阿蘭姆·巴萊馬和大使館官員霍沃思於4月25日訪問本，商討加強兩地經濟聯繫的方法。

## Arab & African

**Ambassador Addis Alem Balema** and **W. Hawariat G-Selaisse** from the Embassy of the Federal Democratic Republic of Ethiopia called on the Chamber on April 25 to discuss possible avenues for enhancing economic ties between the two areas.

**Reem Badran**, director general of the Jordan Investment Board highlighted the advantages of investing in Jordan's Qualifying Industrial Zones at the Chamber's April 26 seminar. Mrs Badran told members that all Jordanian products can be exported to the USA duty and quota free upon fulfilling certain requirements.

**Hossein Aminian Toussi**, director of the First South East Asian Department of the Ministry of Foreign Affairs in Iran, and Deputy Chief of Mission of the Embassy of the Islamic Republic of Iran in Beijing **Masood E Khaleghi**, were welcomed to the Chamber by Director Dr Eden Woon on April 27. The visit was to prepare for the President of the Islamic Republic of Iran's official visit to Hong Kong in June.

# Action Briefs

## 活動一覽

在本會4月26日的研討會上，約旦投資局局長**巴德蘭**夫人介紹在約旦優質工業區投資的好處。巴德蘭夫人向會員表示，只要符合若干規定，所有約旦出口往美國的產品均可免稅，也無需受配額限制。

4月27日，伊朗外交部第一東南亞事務處處長**圖斯**和駐華公使銜參贊**馬蘇德·哈立葛**到訪，由總裁翁以登博士接待。他們此行是籌備伊朗總統六月官式訪問香港。

## 亞洲

4月17日，**越南商會**副主席率代表團到訪，與亞洲委員會主席戴諾詩會面。期間，他介紹了越南的經濟及投資氣候，並鼓勵香港商界到越南投資，借

## Asia

**Doan Ngoc Bong**, vice-chairman of the Vietnam Chamber of Commerce, led a delegation to the Chamber on April 17, where he was met by Asia Committee Chairman Deborah Annells. Mr Bong outlined the economic and investment climate in Vietnam and encouraged Hong Kong businesses to consider Vietnam as a viable investment destination with an abundant supply of labour.

**Kim Ryong Mun**, chairman of the Committee for the Promotion of International Trade of the Democratic People's Republic of Korea, led a delegation to the Chamber on April 26. This was the group's first official visit to Hong Kong. Chamber Director Dr Eden Woon welcomed the delegates and they exchanged views on the current market profile and economic development of Vietnam and Hong Kong. Dr Woon said he hoped that the meeting would further dialogue between North Korean and Hong Kong businesses.

## Hong Kong Franchise Association

**Andrea Fong**, partner of legal firm Wilkinson & Grist, was guest speaker at the Hong Kong Franchise Association's May 8 workshop. Ms Fong drew on her legal expertise to advise participants on concerns of intellectual property rights in the franchising industry. **B**



助當地充足的勞動力發展。

4月26日，朝鮮民主主義人民共和國國際貿易促進會主席率代表團到訪。這是該會首次官式訪問香港。本會總裁翁以登博士歡迎代表團，雙方交換了對兩地市場狀況及經濟發展的看法。翁博士期望這次會面可進一步加強北韓和香港商界之間的交流。

## 香港特許經營權協會

協會於5月8日開辦培訓班，邀請了高露雲律師行合夥人**房萃儀**擔任嘉賓講者。房女士根據法律知識，向與會者講解有關特許經營的知識產權問題。 **B**

## 香港總商會

**委員會**  
主席

**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**

鮑磊

**環境委員會**

彭占士

**歐洲委員會**

文路祝

**香港特許經營權協會**

錢樹楷

**香港—台北經貿合作委員會**

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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**

(待選)

**船務/運輸委員會**

羅理興

**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



# Chamber officially releases Environmental Statement

## 香港總商會正式發表環保聲明

The Hong Kong General Chamber of Commerce on May 18 released the Chamber Environmental Statement at its luncheon “*Environment and Business: Showing We Care.*” In the statement, the Chamber encouraged its 4,000 corporate members to incorporate a balance between environmental and business issues into their daily activities by subscribing to six principles.

“We must all play a part to arrest the decline in environmental quality. We all have a responsibility to take environmental concern into account in the corporate decision making process,” Dr Eden Woon, director of the Chamber said.

“The statement is intended to be a starting point for our members upon which to build an environmental policy and management system suited to their own business practices. It is relevant to today’s circumstances, and to the new directions into which our economy will expand as we enter the new century. The Chamber well appreciates that the environmental ‘footprint’ of our members will reach well beyond our borders,” he added.

To promote the Environmental Statement, the Chamber will organise a series of “mentoring” activities on environmentally-friendly business promotion.

本會於5月18日舉行「關注環保管理 結合商業運作」小型午餐會上，在會上發表環保聲明。在聲明中，總商會促請4,000家會員機構透過六大原則，在日常運作中達致環保與業務之間的平衡。

本會總裁翁以登博士表示：「我們必須全體參與，協力阻止環境質素惡化。我們均有責任在企業決策的過程中把環保列入考慮之列。」

「這份聲明旨在釐訂一些基準，讓會員據此制訂合乎本身業務情況的環保政策及管理制度。聲明的內容不但配合當前的環境，也能配合本地經濟在新世紀的發展路向。令本會感到欣喜的是，會員對環境的影響，已衝出地域的疆界。」

為推廣環保聲明，總商會將舉辦一系列推動商界關注環保的指導活動。



### Chamber Environmental Statement

1. Promoting good environmental practices by the company
2. Providing appropriate environmental awareness education to all employees
3. Including environmental considerations in corporate decision making at all levels
4. Providing environmental reporting both internally and externally for continuous improvement
5. Integrating environmental management with safety and quality systems as appropriate
6. Fostering corporate leadership through environmental emphasis with all business partners and with the community

### 香港總商會環保聲明

- 1) 在公司內推行環保
- 2) 向所有員工提供合適的環保教育
- 3) 在公司各階層的決策過程中注入環保概念
- 4) 對內及對外進行環境影響評估，不斷改進
- 5) 在安全及品質系統內適當地納入環境管理概念
- 6) 向所有商業夥伴及全港市民顯示重視環保，藉此樹立企業典範的形象。







▲ Environment Committee Chairman James Pearson (left), and Chamber Director Dr Eden Woon at the release of the Chamber's Environmental Statement.

環境委員會主席彭占士（左）與本會總裁翁以登博士發表環保聲明。

◀ Their Royal Highnesses Prince Philippe of Belgium and Princess Mathilde pick up some business information following Prince Philippe's address on May 12.

比利時王儲菲利普於5月12日向會員致辭，其後與儲妃瑪蒂爾德翻閱商業刊物。



# 活動花絮

◀ Suzie Setsuko Wakai, managing director, B&W-Far East Publishing Ltd., and Chamber Chairman CC Tung. 若井節子與本會主席董建成

# Eye Spy



▲ JETRO Chairman and Chief Executive Noboru Hatakeyama chats with the press after his speech at the Chamber's May 17 luncheon.

日本貿易振興會理事長崑山巖於5月17日為本會的午餐會致辭，並於會後回答傳媒問題。

◀ Members of the recent Israel mission take some time out of their schedule to visit the Wailing Wall.

以色列訪問團暫且擱下繁忙的工作，到著名的哭牆一遊。





# Welcome new members



**Alibaba.com  
Hong Kong Ltd**  
阿里巴巴香港  
有限公司  
**Mr Jack Ma**  
馬雲先生  
Chief Executive  
Officer 總裁  
Services



**Coils  
Electronic Co  
Ltd**  
高雅線圈製品  
有限公司  
**Mr Wai-chun Lam**  
林偉駿先生  
Chairman &  
Managing Director  
Manufacturing



**Havering  
Radcliffe Ltd**  
**Mr Martin Randell**  
Managing Director  
Services



**TD Waterhouse  
Investor  
Services  
(Hong Kong)  
Ltd**  
**Ms Karen Buck**  
白凱恩小姐  
Managing Director  
Investment  
Company

**ABC Communications  
(Holdings) Ltd** 佳訊(控股)有限公司  
**Ms Patricia Yeung** 楊淑君小姐  
Managing Director  
Services

**Acme Industrial Co**  
維美實業公司  
**Mr Yum-chow Ng** 吳欽秋先生  
EO  
Trading, Manufacturing

**Akiera Leather  
Enterprises Co Ltd**  
明煒皮革實業有限公司  
**Mr Wilson Wai-shun Luk** 陸維恂先生  
Director  
Manufacturing

**Baden-Württembergische Bank  
AG** 德國巴登符騰堡銀行  
**Mr Andor Hampala**  
Regional General Manager  
**Mr Michael Molline**  
Regional General Manager  
Services

**Clestra Ltd**  
卡拉斯卓有限公司  
**Ms Peggy Mak**  
Financial Controller  
Manufacturing  
**Ecomhere Ltd**  
**Mr William Kwok-wai Tang** 鄧國偉先生  
Director of Communication  
Trading, Manufacturing

**EMC Computer Systems (FE) Ltd**  
EMC電腦系統(遠東)有限公司  
**Mr Mike Ruettgers**  
Manufacturing

**First Foundation Ltd**  
第一基石有限公司  
**Mr Kam-hon Tang** 鄧錦漢先生  
Director  
Trading

**Formica (Asia) Ltd**  
富美家(亞洲)有限公司  
**Mr Victor Lee**  
General Manager  
Trading

**Getdd Construction Development  
(Hong Kong) Ltd**  
廣州開發區建設開發(香港)有限公司  
**Mr Bingheng Zhu** 朱秉衡先生  
Director  
Trading

**Golden Harvest Film  
Productions Ltd**  
嘉禾電影製作有限公司  
**Mr Stephen Chu** 諸兆俊先生  
Services

**Golden Sand (Holdings) Ltd**  
金沙集團有限公司  
**Mr Gordon Man-tsun Tso** 曹文俊先生  
Group Chairman  
Trading, Manufacturing

**Greenwood Capital Ltd**  
建活企業融資有限公司  
**Mr Ming-wah Siu** 蕭銘鏵先生  
Chairman & CEO  
Services

**Hachette Filipacchi  
Hong Kong Ltd**  
樺樹菲力柏契香港有限公司  
**Ms Amanda Turnbull-Ashe**  
Managing Director  
Services

**Hewitt Associates LLC**  
翰威特公司  
**Mr Paul Howes**  
President & Managing Director  
Services

**Hiap Moh (HK) Co Ltd**  
協茂(香港)發展有限公司  
**Miss Kah-lin Ng** 黃加仁小姐  
Trading, Services

**Hop Lik Plastic Products  
Factory Ltd** 合益膠盒廠有限公司  
**Mr Sheung-ting Cheung** 張上頂先生  
Managing Director  
Manufacturing

# 加入商會 盡享權益

## Janco International Freight Ltd

駿高海運有限公司

Mr Clarence Hon-yat Cheng 鄭漢溢先生

Managing Director

Services

## Jih Sun Securities (HK) Co Ltd

日盛証券(香港)有限公司

Mr John Peter Ben Wang

Managing Director

Services

## Joalex Jewelry Ltd

豐琳寶飾有限公司

Mr Hei-yeung Wong 王煦陽先生

Director

Trading, Manufacturing

## Kowloon Cement Corp Ltd

九龍英泥有限公司

Mr Douglas Shu-tong Hsu 徐旭東先生

Trading

## Metfin Supplies Co Ltd

美堅化工原料有限公司

Mr Chun-bong Leung 梁振邦先生

Trading

## Nationalpak Ltd

藝爵包裝有限公司

Mr Ho-ching Au 區浩發先生

Managing Director

Trading

## NetDimensions Ltd

Mr Jay Shaw

Services

## Nu Life International Ltd

Mrs Nasreen Ting 丁簡瑞蓮女士

Trading

## Pafoong Insurance Co (HK) Ltd

寶豐保險(香港)有限公司

Mr Steve Lan 藍義方先生

Services

## QBE Insurance (Hong Kong) Ltd

昆士蘭保險(香港)有限公司

Mr William Yiu-fai Leung 梁耀輝先生

General Manager

Services

## Racy Sourcing Ltd

韋漢斯資源有限公司

Mr Raymond Chi-keung Ho 何志強先生

Managing Director

Trading

## Salomon Smith Barney

Hong Kong Ltd

所羅門美邦香港有限公司

Mr William Mills

Services

## Shing Cheong Paper

Merchants Ltd

成昌紙行有限公司

Mr Wai-hing Mak 麥煒興先生

Managing Director

Trading

## Sundick Watch Ltd

辰迪錶業有限公司

Ms Polly Bo-hung Mak 麥寶紅小姐

General Manager

Trading, Manufacturing

## Sunrise Technology Ltd

晨興電子科技有限公司

Mr Cho-tung Wong 王祖同先生

President

Trading, Distribution, Manufacturing

## Telecom Venture Group Ltd

Mr Bery K Varun

Managing Director

Services

## TMG Asia Ltd

Mr Logan Devoy

Services

## Vacheron Constantin

(Far East) Ltd

江詩丹頓(遠東)有限公司

Mr Marc Guten

Trading, Services

## Varieta Fashion Ltd

永大時裝洋行有限公司

Mr Lobo Chi-keung Li 李志強先生

Director

Trading

## Vektor Multimedia Ltd

Mr Ian Robertson

Services

## Vista Jewelry Ltd

顯琛珠寶有限公司

Mr Sung-yeung Sung 宋崇義先生

Trading

## Well Choose Ltd

威而斯企業股份有限公司

Mr Yeung-kau Tang 鄧楊球先生

Managing Director

Manufacturing

## William M L Ho & Co Ltd

何沐霖會計師事務所有限公司

Mr Harry Tak-shing Lam 林德成先生

CEO

Services

## Yin Expressions Ltd

妍雅意有限公司

Ms Kai-yin Lo 羅啟妍小姐

Chairman

Trading, Manufacturing, Services

## Zenith Corporation Ltd

香港紫金聯合發展有限公司

Ms Yuan-lan Guo 郭元蘭小姐

Trading, Services

## CONTACT US

For information on membership, call Sharon Chung on 2823 1203, or email 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）



# CHAMBER FORECAST

## UPCOMING EVENTS

- 20 June**  
Seminar: "How to Conduct Effective Performance Appraisals" (*Cantonese*)  
訓練課程: 執行有效的僱員評估須知
- 20 June**  
訓練課程: 認識中國大陸的行政體系
- 20 June**  
3288 Dinner Club - June Meeting (*English/Cantonese*)
- 22 June**  
Young.come Inaugural Dinner (*Cantonese*)  
講者: 香樹輝【社交應酬學之一 賽馬縱橫談】
- 23 June**  
Workshop: "Creativity for Us!" (*English*)
- 23 June**  
Training: "E-Marketing" (*Cantonese*)  
訓練課程: 電子商貿市場推廣
- 29 June**  
Study Tour to HK Polytechnic University (*Cantonese*)
- 30 June**  
Roundtable Luncheon: "Marking Scheme and Selection Criteria of the 2000 Hong Kong Award for Services: Innovation" (*English*)
- 30 June**  
Training: "Estate Duty & Asset Protection Planning" (*Cantonese*)  
訓練課程: 遺產稅及資產保護策劃
- 4 July**  
Training: "Handling Tax Audits in the PRC" (*Cantonese*)  
訓練課程: 怎樣處理大陸之稅務調查
- 7 July**  
Roundtable Luncheon: "Managing Business in China" (*English*)

## DIARY DATES

- 22 June**  
12:00 - 2:00 p.m..  
Furama Hotel  
**Hong Kong Business Coalition on the Environment Luncheon**  
"Natural Capitalism: Sustainable Paths to Wealth Creation"  
**Speaker: Paul Hawken, Environmental Economist**  
Enquiries: Joe Cheng,  
Tel 2823 1272
- 3 July**  
12:30 - 2:00 p.m..  
Island Shangri-La  
**Subscription Luncheon**  
**Dr John Seely Brown, Chief Scientist, Xerox Corporation**  
Enquiries: Wendy Kwok,  
Tel 2823 1253

## 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 Investment and Trade Fair"  
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 Western China"  
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

26 October  
Venture Capitalist Conference  
創業(風險)投資市場全接觸研討會

## OUTBOUND MISSION

30 July - 6 Aug  
Mission to the Silk Road

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

## COMMITTEE MEETINGS

20 June  
Shipping / Transport Committee Meeting

28 June  
E-Committee Meeting

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

**BusinessWeek**



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