

工商月刊

THE BULLETIN

January 2001
二〇〇一年一月

A HONG KONG GENERAL CHAMBER OF COMMERCE MAGAZINE 香港總商會月刊 www.chamber.org.hk



The 7th Annual Hong Kong Business Summit
Hong Kong - The Hub of Asia
Logistics Financial Digital

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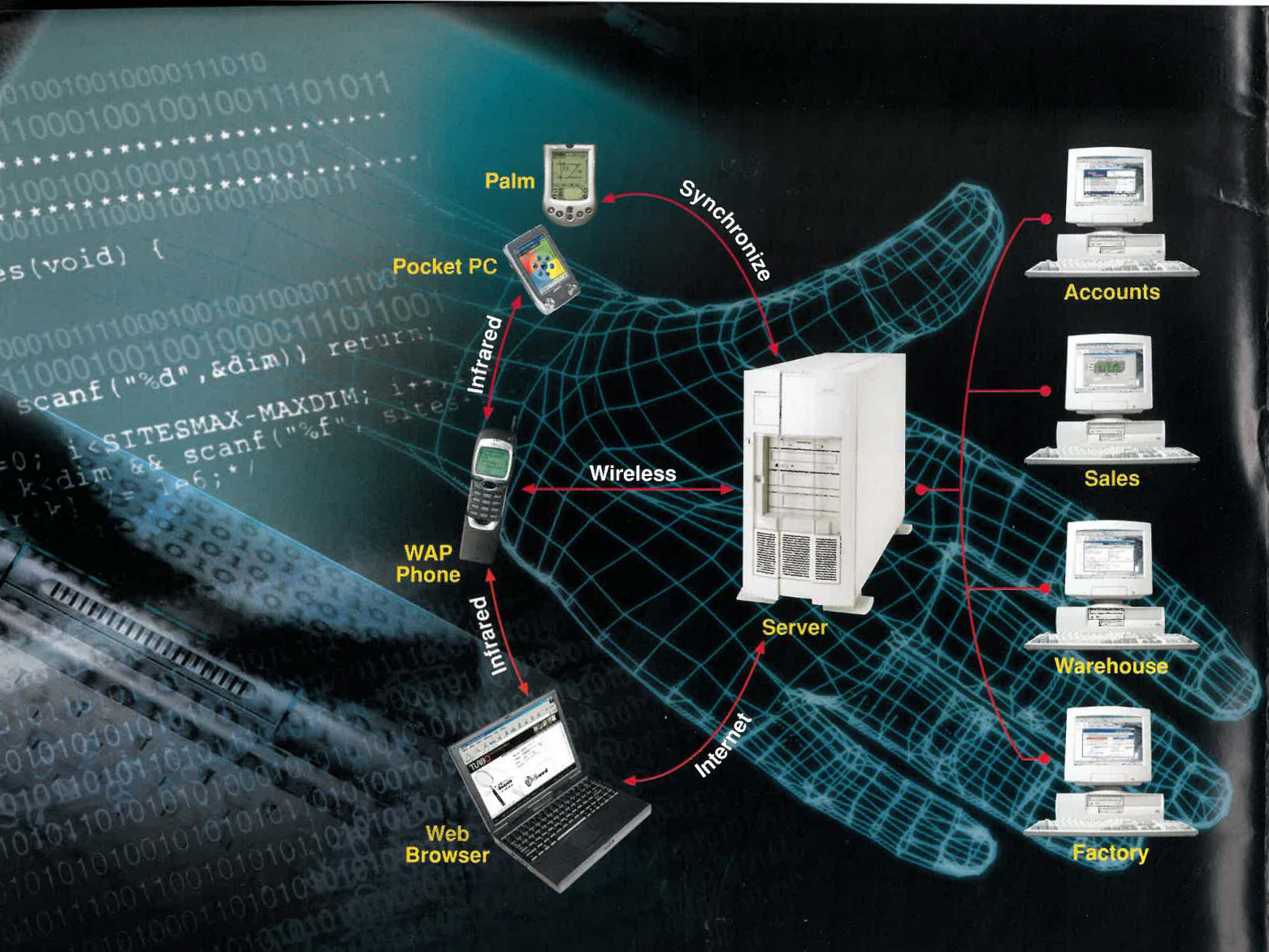
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香港—亞洲的中心

Hong Kong — The Hub of Asia

Speakers at the 7th Annual Hong Kong Business Summit remain confident that the territory will enhance its role as the hub of Asia

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The Bulletin welcomes letters from Chamber members, but reserves the right to edit any material supplied. Opinions expressed in Letters to the Chamber does not necessarily imply endorsement by the Chamber.

《工商月刊》歡迎本會會員來函，惟本刊保留編輯權。以下內容，純為讀者意見，不代表本會立場。來函請交：
Letters should be sent to: **The Editor, The Bulletin, The Hong Kong General Chamber of Commerce, 22/F United Centre, 95 Queensway, HK. Fax: 2527-9843. Email: malcolm@chamber.org.hk**



Education Department's new rule unrealistic

The government has been aggressively promoting IT in education since 1998, and the contribution of private computer schools, especially those run by those SMEs, should not be neglected. The Education Department's new school requirement, however, threatens to discourage SMEs and IT professional from contributing to this effort.

Under the existing Education Ordinance, computer schools must pass the requirements of the Education Department, Fire Department, Buildings Department, and Medical and Health Department before their owners will be issued with a registration licence. The School Registration Section recently started requiring school applicants to provide each student with a space of 2 sq. metres in the computer room before they would issue a Certificate of Accommodation required for registration.

Before passing this requirement, I wonder if the Education Department thought seriously about how it would affect private businesses?

Also, did they only make reference to space in computer classrooms in government or government-aided schools which have sufficient space because the land is provided by the government?

Did they consider the difficulties and costs private computer school owners would incur renting a larger office space in a commercial building?

Did they consult or listen to existing computer school entrepreneurs to determine if this requirement was reasonable?

It seems contradictory for the government to promote IT in education by asking entrepreneurs to start new businesses to support the initiative, while imposing an unreasonable and unnecessary requirement on entrepreneurs which will substantially increase the initial investment and operating cost.

The more complicated the legal requirements to register a computer school become, the more SMEs, educators and IT professionals hoping to open a computer school to help our next generation will be put off the idea.

The Education Department should review this unrealistic requirement or implement it with tact and flexibility. The department must help entrepreneurs contribute their talent to educate our next generation of children and support the government's IT initiatives and its policy to encourage entrepreneurs to set up business.

Eric Chin, President

Futurekids Regional Franchise Headquarters (HK)

教育署新例欠實際

自1998年來，政府大力推動資訊科技教育的發展，但除政府外，一些私立電腦學校，尤其是那些由中小企興辦的電腦學校，對推展這方面的教育，同樣不容忽視。不過，教育署的辦校新要求卻令有志資訊科技教學的中小企和資訊科技專業人士為之卻步。

根據現行教育條例，電腦學校必須先通過教育署、消防處、屋宇署、衛生署等部門的審批，才獲發註冊證。學校註冊組最近要求，辦學申請人士須在每個電腦室內為每位學生提供2平方米的活動空間。符合以上規格，方能獲發容額證明書，辦理註冊。

教育署在通過新建議前，有否審慎考慮新例對私營業務的影響？

再者，教育署在建議新例時，是否只參照官立學校和資助學校的電腦課室面積？這些學校都是由政府撥地，不能混為一談。

教育署有否考慮到私立電腦學校要在商廈租較大的辦公室，要面對的經營困難和成本？

教育署有否諮詢或聽取目前興辦電腦學校人士的意見，以決定新例是否合理？政府一方面鼓勵企業家從事資訊科技教育，以配合政府的措施，但另一方面頒布不合理和不必要的要求，大大增加企業經營的初期投資和營運成本，看來十分矛盾。

政府對電腦學校註冊的規例訂得愈複雜，中小企、教育工作者和資訊科技專業人士開辦電腦學校來協助下一代的理想便愈難實現。

教育署須檢討這個不切實際的要求，或以

巧妙和富彈性的手法來推行。教署須協助企業家施展才能，教育下一代，讓他們支持政府在資訊科技教育的措施，有關政策也應對新進企業家起鼓勵作用。

*富卓傑地域特許經營總部總裁／校監
(港澳區)
錢樹楷*

CBC food for thought

I wish to congratulate the Chamber on doing such a fine job hosting the China Business Conference 2000 (CBC) on Dec. 14. The topics and speakers were well selected, providing much food for thought and action. The seminar, consistent with other Chamber functions, also provided a useful venue for meeting and networking with people of diverse backgrounds, which I always find interesting and rewarding.

The year 2000 has been a good year for Hong Kong and no doubt the Chamber, and I certainly will attend more of the Chamber's quality functions in the new year.

*Terence Yau, Deputy Chief Manager
UniCredito Italiano S.p.A.
Hong Kong Branch*

二千年中國商業會議啟發營商意念

我謹祝賀總商會於12月14日成功舉辦二千年中國商業會議。會議中的講題和演講嘉賓均經過精心剪裁和挑選，為與會者帶來不少啟迪和指導。一如總商會其他活動，這個會議讓來自不同背景的各界人士聚首一堂，彼此認識溝通，我認為從中所得的樂趣和益處確也不少。

2000年對香港來說，是豐收的一年，對總商會來說亦然。來年，我會參加總商會更多具質素的活動。

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Looking to a more positive future for all

“Kung Hei Fat Choi!” As I think last month’s 7th Annual Hong Kong Business Summit showed, the Hong Kong economy performed creditably in the past year and is set to build on this base as we enter the new year. There may still be some bumps in the road ahead, but they should not be so bad as to impede our further progress in the coming year.

That said, you may have noticed that there were some comments from important people in final weeks of the old year that could give us pause for thought. First up, the Premier, Zhu Rongji, noted, while visiting Singapore, that Hong Kong people were unhappy that they had not had a wage rise in two years and he would take this into account in considering the wage situation on the Mainland itself.

A few weeks later, Singapore Senior Minister Lee Kwan Yew, while on a visit to Hong Kong, asked rhetorically how it could be that Hong Kong people were allegedly less happy now that they have control over their own destiny than they were under British colonial rule. This was really less negative than it sounded as he went on to urge us all grasp the opportunity we have to improve things.

As an open, internationally orientated society, Hong Kong generally welcomes comments from wherever they might come, especially if there is something we can learn from what is said, even if we may take issue with some of remarks that are made and the premise on which they are based.

But to take Mr Lee’s remarks first. Singapore’s senior minister, one of Asia’s most respected leaders, may well be right in suggesting that some Hong Kong people have not been as happy in the period since the hand over from British rule in mid-1997. This, however, has little or nothing to do with the return of Hong Kong sovereignty to China.

If Hong Kong people, as a group, are less happy now than they were three or four years ago – and I would suggest this in itself could be a matter for debate – it has a lot more to do with economics than politics. The economic situation we have confronted in that time as a result of the East Asian financial crisis has been one of the most difficult in the modern era.

As a result of the financial crisis, the Hong Kong SAR experienced its first year of negative economic growth since records have been kept. The share market slumped dramatically and billions of dollars were wiped off residential and commercial property values.

Unemployment rose, tourism numbers dropped off, retail sales fell and, yes, wage restraint was instituted.

At the same time, the SAR had to cope with economic restructuring in the form of so-called “new economy” (adopting the new tools of information technology and e-commerce). We also had to come to grips with our new political standing, and two successful elections in the past three years are ample evidence of how well we have done that.

With such a background, especially the economic background of falling asset values and restrained income levels, it would hardly be surprising if some people were a little unhappy. It is a natural reaction to adverse economic circumstances. But to suggest Hong Kong people are broadly unhappy with their lot is perhaps going a bit far.

What is clear is that the worst of the economic downturn is now behind us. The economy grew strongly in the past year and this year will again post solid growth. As this economic improvement continues so too will the “feel good factor” throughout the whole community. But it does take time.

And that brings me to the premier’s remarks on the wage situation. With the downturn in the economy as a result of the Asian financial crisis and the consequent impact on company sales and profits, there had to be inevitable adjustments across-the-board, including wage restraint by employees. Unhappy though they might be, most employees seem to understand this.

This period of enforced restraint is now drawing to a close, however, with the Chamber and the Employers’ Federation recommending a resumption of wage rises this year, suggesting increases of up to 2 per cent. We also urged members to take into account the performance and productivity of employees in determining wage rises and bonus payments.

Our overall emphasis now in the SAR must be on sustaining the recovery we have seen in the economy in the past 18 months. Ultimately this will bring benefits to all. Having experienced, and shared, the pain of a recession which was not of our making, we can now look forward to the future with far greater confidence.

Finally, with the Lunar New Year about to begin, I wish all of you, both employers and employees, a prosperous – and far happier – Year of the Snake. If we continue to work together, we can put the hard times behind us and begin to build a better future for all of us who count the SAR as our home. B



C C Tung
Chairman

一同展望美好將來

恭

喜發財！第七屆商業高峰會議剛於上月舉行，正如會議所示，香港去年的經濟表現斐然，為新一年的發展奠下了良好的基礎。縱然前路或許偶有顛簸，但不至會令本港來年的發展受阻。

話說回來，去年最後數星期，一些重要人物發表的言論也值得我們深思。首先，總理朱鎔基在訪問新加坡時表示，香港市民對兩年來沒有加薪感到不歡，而他會以此為鑑，檢討內地的薪酬情況。

在此數星期後，新加坡資政李光耀訪問香港，他反問港人為何在如今可掌握自己命運時，反不及在英國殖民統治下愉快？這個批評聽來負面，但原意並非如此，因為他隨後力促香港抓緊機會，改善現況。

香港作為一個公開、國際化的社會，縱然我們或許會對某些評價和立論的基礎提出異議，但一般來說，不論意見來自任何方面，我們都是願意接納的，尤其是那些能讓我們有所進益的言論。

先論李光耀之言。他是新加坡資政、亞洲備受尊崇的領袖之一，指出有些港人自1997年中從英國管治者手中回歸祖國懷抱後，並不感到愉快，其言或許有理。不過，這與香港主權回歸關係不大，甚至全無關係。

如港人普遍較三、四年前不愉快（個人認為，這是否屬實，仍有待商榷），關鍵在於經濟，而非政治。那時，香港受亞洲金融危機的衝擊，經歷了近代史上其中一段經濟最艱難的時期。

在金融危機的影響下，香港錄得自有紀錄以來首次經濟負增長，股市急劇下挫，住宅物業和商廈市值大幅滑落，失業率上升，旅客數字下跌，零售業銷貨量下降，工資受到壓抑。

與此同時，特區既要應付所謂「新經濟」帶來的經濟轉型（包括採用資訊科技和電子商貿新工具），也得處理新的政治局面，而在過去三年，香港成功舉行兩次選舉，足以證明我們在這方面的成就。

在這環境下，尤其面對資產貶值和收入緊縮的經濟困境，有些市民稍感不快，也不足為奇，這只是人們在處於經濟逆境下的自然反應。不過，若說港人普遍對自己的命運感到不滿，卻未免有點言過其實。

顯然，經濟低迷的黑暗時期已成過去。繼去年經濟急劇回升後，本年經濟亦會再次取得重大增長。隨著經濟進展的步伐持續，社會必會洋溢愉快的氣氛，所需的只是時間而已。

再談朱總理對薪酬的言論。受亞洲金融風暴影響，企業銷售表現和營利欠佳，本港經濟陷入低迷，因此，全面作出相應調整，推行包括壓抑工資的措施，勢所難免。即使僱員感到不悅，但看來當中大部分人士也會體諒。

然而，總商會和香港僱主聯會建議今年恢復加薪，並提出增薪幅度最高為2%，如此看來，被迫壓抑工資的時期快要完結。我們也呼籲會員因應僱員的表現和生產力，決定工資調升的幅度和紅利的多寡。

香港現時須把整體關注重點放於如何維持過去十八個月的復甦勢頭，這樣最終才會令全體市民受惠。我們曾一同經歷和分擔經濟低迷的痛苦，但導致低迷的禍首，並非我們。現在，我們可更有信心地迎接未來。

最後，農曆新年快將來臨，在此謹祝各位僱主和僱員蛇年順景，新年愉快。若我們繼續攜手合作，必可使艱苦的歲月成為過去，為我們所有以香港為家的港人締造更美好的明天。

B

董建成

董建成
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工商月刊
BULLETIN

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PUBLISHED BY

The Hong Kong General
Chamber of Commerce

22/F United Centre,
95 Queensway, Hong Kong
Tel: 2529 9229 Fax: 2527 9843
www.chamber.org.hk

PRODUCED BY

OMAC Production House

Unit 503 5/F Valley Centre,
80-82 Morrison Hill Road,
Wanchai, Hong Kong
Tel: 2893 0944 Fax: 2832 7903

PRINTED BY

Excellent Printing Co

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

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出版：香港總商會

金鐘道統一中心廿二樓

電話：2529 9229

製作：奧瑪製作室

電話：2893 0944

承印：百美印刷

Government should hold off raising public utility charges

Recent announcements that the government and public utility providers plan to raise their charges and fees have provoked heated debate in the community and in Legco. Besides holding motion debates, council members also called for meetings to discuss the matter in depth to gain a better understanding of the issue.

BUDGET DEFICIT FORECAST TOO PESSIMISTIC

Financial Secretary Donald Tsang revealed in Legco that the Budget deficit for the year 2000 might exceed HK\$10 billion. He therefore called on Legco to back the government's plan to raise fees on the grounds of "the user pays" principle, which is said to be instrumental in relieving the financial burden on the government by reducing subsidies paid to users of government services.

I am, however, sceptical about the deficit figures projected by the Financial Secretary. In retrospect, the government has been too conservative in its Budget forecasts, with the outcome often much better than the figure first predicted.

In addition, government departments should curb their high administrative costs rather than excusing themselves from such responsibility by asserting the "user pays" principle, which shifts the fiscal responsibility off the government onto the business community and the public.

As deflation has prevailed in Hong Kong over the past two years, with the current consumer price index at a deflationary 2.7 per cent, the cost of government services should be reduced, not increased. The government's proposed hike in fees and charges is therefore groundless.

Moreover, I cannot support the government's hasty push for higher service charges when the local economy has yet to fully recover. Although the economy grew 10.4 per cent in the third quarter, statistically speaking, it by no means indicates that the economy has completely recovered.

Domestic consumption has yet to fully resume. Many companies, especially those in the retail and catering sectors, are still struggling to survive. In addition, the launch of the Mandatory Provident Fund Scheme increases the burden on businesses, especially SMEs. In my view, not until the economy fully recovers and deflation turns into inflation should the government consider adjusting charges.

SCRUTINISE PROPOSED PRICE HIKES

To further examine the government's grounds for raising fees and charges, I have joined two working committees of the council to scrutinise item by item the services slated for a price hike. In the process, I have discovered that charges of some government services have been cut rather than raised, as a result of some departments' computerisation schemes and the Enhanced Productivity Programme. Therefore, when operation costs go down, so, too, do the service charges.

Their efforts to lower administrative costs are welcomed, and they set a good example for other departments to follow. As such, the government should push ahead with the Enhanced Productivity Programme and shelve any plans for a price hike. To this end, I have delivered a motion in Legco urging the government to continue to freeze fees and charges.

GIVE PEOPLE'S LIVELIHOOD AND THE BUSINESS ENVIRONMENT EQUAL TREATMENT

I also expressed my view in Legco on the "opposing the surge of fees and charges" motion and proposed amending the motion based on two reasons.

First, I disagree with some council members who only show concern for people's livelihood, but turn a blind eye when it comes to the business environment. I also oppose the government's argument that all those charges affecting the cost of doing business as just administration fees, and that their increase will not affect the community at large.

Second, some council members have called for the government to monitor public utilities more closely in regards to raising fees and charges, to which I do not agree. This would impose more government interference in the market and in businesses' decision making process. All these intrusions will ultimately infringe our free-market mechanism.

Given the present economic conditions, I must reiterate that the government should focus on controlling its administrative costs, rather than rushing to raise fees and charges. Although the government announced last November that water, sewage, school and medical fees would remain frozen, and that tax concessions for ultra-low sulphur diesel would be extended for another six months, these measures are far from enough. The government should freeze all fees in order to speed up the pace of recovery.



James Tien 田北俊

審慎處理加價事宜

近

月，政府及多間公用事業機構分別公布要提高服務收費，因而引起社會各界廣泛討論。而立法會亦極為關注這些加價行動，除進行有關的動議辯論外，也召開了多次會議，讓議員作深入研究和商討。

赤字預算或過於悲觀

在一個會議上，財政司司長曾蔭權表示今年度政府的財政赤字可能超過100億元，故呼籲議員支持政府增加收費，以紓緩財政壓力之餘，也遵行「用者自負」原則，減少對服務使用者的補貼。

不過，我對財政司司長估計的財政赤字則表示懷疑，原因是據以往經驗，政府的財政預算向來都過於保守，最後公布的結果往往比當初的預期更為理想。此外，我認為政府各部門有責任先將過高的行政成本盡量降低，不能時常以「用者自負」原則為借口，要工商界和市民承擔政府昂貴的行政開支。尤其是本港經濟兩年來都處於通縮階段，至今通縮仍維持2.7%左右，因此，服務開支理應下降而非增加，政府實在無理由需要加價。

除了以上原因，在本港經濟尚未完全復蘇的情況下，我更加不會接納政府貿然加價。雖然在統計上本港第三季經濟增長達到10.4%，但並不意味著經濟已經完全復蘇。目前內部消費根本未有完全好轉，很多企業尤其是從事零售、飲食等行業的，仍面對很大困難。加上強制性公積金計劃剛剛開始，工商界特別是中小企業所承受的壓力實在不輕。所以我認為只有在經濟真正全面復蘇、通縮轉為通脹的時候，政府才可考慮調整收費。

逐一審議政府加價項目

由於要仔細研究政府服務的加價理據，我參加了立法會

屬下兩個小組委員會，逐一審議各個加價項目。在會議上，我知道有一些政府服務不僅沒有加價，反而是減價的，原因是有關部門已推行電腦化及資源增值計劃，令有關服務的收費隨著成本下降而調低。

對於這些部門能夠將行政成本降低，我除了表示讚揚外，也認為既然有部門能夠做出好成績，其他部門也應該好好學習，加緊節省開支。政府目前應全力推動各部門資源增值，不應急於加價。故此，我已在立法會提出議案，務求使政府繼續凍結各項收費。

另外，立法會較早前進行了一項名為「反加風」的議員議案，我也有參與當中的辯論，並就有關議案的措辭作出修訂。我提出修訂的原因主要有兩個：第一是不滿某些議員只關心民生而忽視了營商環境的需要。有部份議員接受了政府的說法，將一些涉及工商界運作成本的收費，一概說成是監管費用及對市民日常生活毫無影響，繼而認為可將一些涉及營商成本的收費提高。對於這種只重視民生而輕視營商需要的說法，我當然絕不認同。

民生與營商環境應同樣重視

第二，我不同意某些議員要求政府加強監控公用事業的加價機制，因為有關要求無疑是要政府多介入市場運作，干擾商業決定，影響市場的自由調節機制。

面對目前的經濟環境，我堅持認為政府不應急於加價，反而應集中精神於控制成本的工作上。雖然政府已於去年十一月底公佈繼續凍結水費、排污費、學費和醫療收費，以及把超低含硫量柴油的優惠稅率延長半年，但這些措施仍然是不足夠的。政府應將其他收費一併凍結，才能使整體經濟更快復元。

B



若您有任何意見，歡迎向我反映。通訊地址是中環皇后大道中8號立法會大樓。（電話：2500 1013 傳真：2368 5292）

Happy 140th birthday to the Chamber!

Happy New Year to everyone! And this is a significant new year for all of us. The Hong Kong General Chamber of Commerce celebrates its 140th anniversary in the year 2001. We plan to celebrate all 12 months, and our plans are beginning to take shape.

First of all, mark your calendar for Friday, April 20, when a black-tie 140th Anniversary Ball will be held in the HongKong Grand Hyatt Hotel ballroom. A distinguished guest that evening will be Mr Li Ka-shing, who will reminisce about the growth of his own business. We also will have a video of the history of the Chamber and its role in the economic development of Hong Kong. There will be entertainment by a band with dancing, and there will be a short programme featuring a world-renowned Sichuan “changing-face” troupe. And of course, there will be the traditional Hong Kong lucky draw. Sponsors and table-purchasers will be welcomed, and we will get more information to you as the ball-organising committee, headed by Chamber Vice-chairman Lily Chiang, proceeds with the planning.

Then we have the “140th Distinguished Speakers Series.” Noted politicians and business leaders from Mainland China, Taiwan, Hong

Kong, and from overseas will come and speak to the Chamber throughout the year. We are honoured to have the Chief Executive of the Hong Kong SAR the Honourable Tung Chee-hwa kick off the series with a luncheon address on Feb. 22. The second speaker in the series is Governor of the China Development Bank Chen Yuan, who will speak to us at a luncheon on April 23. President and CEO of Microsoft Steve Ballmer will speak to us at a luncheon on May 11. Then the Chairman of Taiwan Semiconductor Morris Chang will speak to us on May 31. In July, we will have Chairman of Pacific Century CyberWorks Richard Li speak to us, and on Sept. 24, Chairman of HSBC Holdings John Bond will address the Chamber. A couple of other speakers have been invited and will confirm soon.

We also plan to hold three conferences during the year – the Venture Capital Conference in mid-November, the 8th Annual Hong Kong Business Summit on Dec. 3, and the World Services Congress on Sept. 20-21. In addition, we will have our normal packed slate of luncheons, roundtables, seminars and workshops on topical and more specific matters of business concern to members.

Come celebrate with us in these activities.



Dr Edén Woon
翁以登博士

慶祝總商會一百四十歲壽辰

祝各位新年快樂！新一年對我們別具意義，因為2001年是本會一百四十周年紀念，慶祝活動將全年舉行，有關計劃正逐步展開。

打響頭炮的，是4月20日（星期五）假香港君悅酒店舉行的一百四十周年盛大舞會。李嘉誠將應邀為特別嘉賓，講述事業的發展歷程。屆時，我們亦會播放影帶，展示總商會的歷史和本會在香港經濟發展中的角色。此外，到場嘉賓亦可在樂隊的伴奏下，翩翩起舞。大會亦請來名聞遐邇的四川劇團，表演「變臉」絕技。當然，缺

不了的還有幸運大抽獎。歡迎贊助當晚禮品和預訂全席。本會特為這次舞會成立籌備委員會，由本會副主席蔣麗莉博士擔任主席，詳細資料將容後公布。

我們將舉行「140周年特邀貴賓演說」，邀請兩岸三地及海外知名政治人物和商界領袖在全年發表演說。首先為名人講者系列致辭的，是特區行政長官董建華，他將於2月22日出席午餐會，發表演說。第二位講者是國家開發銀行行長陳元，他將於4月23日的午餐會上致辭。其他演講嘉賓包括微軟主席及行政總裁巴爾梅（5月11日）、台灣積體電路製造股份

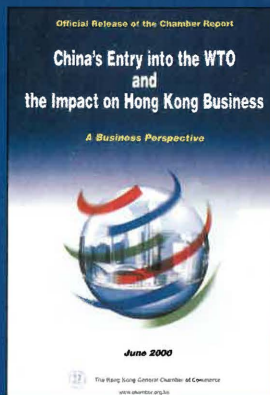
有限公司董事長張忠謀（5月31日）、電訊盈科主席李澤楷（7月）、匯豐控股主席龐約翰（9月24日）。我們還邀請了其他講者，並會陸續接到回覆。

我們計劃於年內舉行三個會議，包括11月中舉行的創業投資會議、12月3日的第八屆香港商業高峰會議及9月20至21日的世界服務業大會。此外，本會的午餐會、小型午餐會、講座和工作坊亦會如常舉行，以探討會員關注的當前問題和專題事務。

請踴躍參加以上活動，同慶創會周年。

A Business Perspective
從商界角度看

WTO

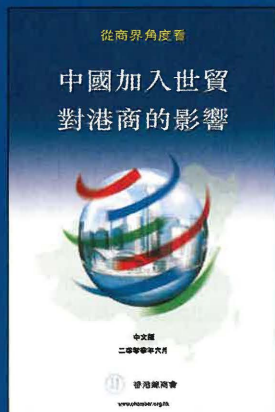


China's Entry into the WTO and the Impact on Hong Kong Business

中國加入世貿對港商的影響

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

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



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A Hong Kong General Chamber of Commerce Publication

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

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Hong Kong — The Hub of Asia

Business leaders at the 7th Annual Hong Kong Business Summit remain confident that the territory will not lose its role as the hub of Asia

Hong Kong's role as the hub of Asia is not under threat and it will retain its number-one position for some time to come, said key speakers at the Chamber's 7th Annual Hong Kong Business Summit.

Hong Kong's geographic location, world-class infrastructure, international workforce, entrepreneurial spirit and minimal government intervention were among the territory's many advantages touted by business leaders at the Dec. 13 summit entitled, "Hong Kong – The Hub of Asia."

HKSAR Chief Executive Tung Chee-hwa said in his opening remarks at the summit that while more multinational corporations were expected to relocate their operations to the Mainland, Hong Kong will attract more companies than it loses with China's WTO



entry because the pie will be much bigger.

"The fact is that the number of regional headquarters and offices in Hong Kong has increased from 2,500 in 1999 to about 3,000 this year – an increase of 20 per cent," he said.

Other speakers were similarly upbeat on Hong Kong's future, but cautioned against becoming complacent.

"People are trying very, very hard to knock Hong Kong off its perch. That is fine by us, because I think we are capable of competing with the best anywhere," HSBC Ltd Chairman David Eldon said.

Goldman Sachs (Asia) Vice-chairman Carlos Cordeiro, speaking on "Expanding Our Financial Role," told attendees that Hong Kong has been the undisputed gateway to China, but that it must continue to position itself to dominate those financial flows into China.

To achieve this, Hong Kong must preserve the quality and independence of its financial institutions, enhance its markets, and continue to be a magnet for talented workers.

"The quality of our people will ensure that Hong Kong continues to serve as a financial hub," he said.

Education was the universal theme that all panellists said must be improved upon if Hong Kong is to ensure it remains the hub of Asia.

HSBC Ltd Chairman David Eldon said Hong Kong is capable of competing with the best anywhere.

香港上海匯豐銀行有限公司主席艾爾敦說，香港能與任何最頂尖的城市較量。



"Highly educated and skilled staff keep our operation in Hong Kong," Esquel Group Chairman Marjorie Yang said. But she added that one of her biggest concerns is whether or not she will be able to find people of a similar calibre to take over when current staff retire.

Hong Kong Monetary Authority Chief Executive Joseph Yam, speaking at the summit luncheon, said the HKMA estimates that Hong Kong's annual GDP growth rate will be boosted by somewhere between half to 1 per cent through the increase in re-export trade resulting from China's membership of the WTO.

Chamber Chief Economist Ian Perkin forecast GDP growth of 4.8 per cent for Hong Kong in 2001 despite the many uncertain external risks on the horizon.

He also predicts the disappearance of deflation which will see an inflation growth rate of 2 per cent, and some improvement in the property market over the year. "But with values still so far below their 1997 peak there is a long way to go before the 'wealth effect' re-emerges," he said.



香港－亞洲的中心

在第七屆香港商業高峰會上，
商界領袖仍堅信香港不會失去亞洲中心地位

第七屆香港商業高峰會的主要講者均認為，香港的亞洲中心地位將穩如泰山，繼續保持「一哥」之席。

本地的商界領袖於12月13日雲集「香港－亞洲的中心」高峰會，高度讚揚香港的多項優勢，而本港的地理位置、世界級的基礎設施、國際水平的人力資源，積極進取的企業精神和政府的最少干預政策，都是其中的優勢。

特區行政長官董建華在會上致開幕辭時表示，雖然愈來愈多跨國企業會把業務遷至內地，但由於市場較以往龐大，因此，對香港來說，是得多於失。

他說：「事實上，設於香港的地區總部及辦事處數目已由1999年的2,500個增至今年約3,000個，增幅為20%。」

其他講者對香港的前景同樣感到樂觀，但他們亦提醒港人不要為此沾沾自喜。

香港上海滙豐銀行有限公司主席艾爾敦說：「我們的競爭對手會設法擊敗香港，但對我們來說，不成問題，因為香港能與任何最頂尖的城市較量。」

高盛（亞洲）有限責任公司副主席郭德龍以「提升香港金融中心地位」為題，發表演說。他指出，毫無疑問，香港是中國的大門。不

Chamber Chairman C C Tung (left) thanks the HKSAR Chief Executive Tung Chee-hwa for his keynote speech at the business summit.

總商會主席董建成（左）答謝特區行政長官董建華為商業高峰會發表主題演說。

HKSAR Chief Executive Tung Chee-hwa said in his opening remarks to a full house at the summit that while more multinational corporations were expected to relocate their operations to the Mainland, Hong Kong will attract more companies than it loses because the pie will be much bigger.

特區行政長官董建華為峰會致開幕辭，會上座無虛席。他表示，雖然愈來愈多跨國企業會把業務遷至內地，但由於市場較以往龐大，因此，對香港來說，是得多於失。

過，香港必須繼續發展為資金流入內地的主要渠道。

要達到這個目標，香港必須保持金融機構的質素和獨立性，鞏固市場，繼續吸引優才。

他說：「有了優才之助，才可確保香港保持金融中心的地位。」

會上，所有講者均提及教育問題。他們表示，香港若要保持亞洲中心的地位，必須改善教育。

溢達集團董事長楊敏德說：「員工教育水平高、技術了得，是我們保留香港為營運基地的原因。」不過，令她感到最憂慮的問題之一，是員工在退休後，後繼無人。

香港金融管理局總裁任志剛在高峰會午餐會上預計，隨著中國加入世貿，轉口貿易增加，香港全年的本地生產總值將上升0.5%至1%。

本會首席經濟學家冼柏堅預測，縱然外圍存在不少風險，香港在2001年仍可取得4.8%的經濟增長。

他表示，通縮會消除，而通脹率將為2%，地產市道亦會於年內好轉。「不過，樓價仍遠低於1997年高峰，絕對不足以產生『財富效應』。」





Mr Tung: "History and geography have placed Hong Kong in the privileged position next door to the largest developing market in the world in the 21st century."

董建華說：「香港的歷史和地理位置使我們具備獨有的優勢，與二十一世紀最大的發展中市場為鄰。」

Hong Kong can rise to the WTO challenge

Hong Kong's economy ready for the next paradigm shift

Hong Kong rose to meet the challenges of the 1997 handover and the Asian financial crisis, and China's WTO accession should be no different.

"I see extraordinary opportunities for Hong Kong and our businesses after China's accession into WTO," HKSAR Chief Executive Tung Chee-hwa said in his keynote address at the Chamber's 7th Annual Hong Kong Business Summit on Dec. 13.

By turning adversity into opportunity in overcoming the Asian financial turmoil, Mr Tung said that Hong Kong's economy is

now ready for the next paradigm shift.

He noted that Hong Kong had reduced the cost of doing business here, undertook fundamental reforms to its financial system, merged the stock and futures exchanges, launched the Growth Enterprise Market, and started work on the Cyberport, Science Park and other infrastructural facilities. It had also liberalised its telecommunications and broadcasting sectors, and upgraded tourism through new initiatives.

"Across the board, in the financial, IT, telecommunications, tourism and professional services sectors, Hong Kong is now well

positioned to take full advantage of the vista of new opportunities which will flow from China's accession to the WTO," he said.

Since 1978, over 50 per cent of foreign direct investment into the Mainland has been channelled through Hong Kong, and that figure is expected to grow in parallel with larger foreign direct investment into China.

Mr Tung said he expects some multinational corporations will relocate their operations to the Mainland, but Hong Kong will gain more than it loses because the pie will be much bigger.

"The fact is that the number of regional

昂然迎接世貿挑戰

香港已為下一次經濟轉型作好準備

香港有能力面對1997年回歸的多項挑戰和亞洲金融風暴衝擊，同樣能迎接中國加入世貿的挑戰。

香港特區行政長官董建華於12月13日香港總商會第七屆商業高峰會議上發表專題演說，他表示：「中國加入世貿會給香港及我們的商界帶來無窮良機。」

他說，在亞洲金融風暴期間，港人化險為夷，轉危為機，渡過了難關。香港已為下一次經濟轉型作好準備。

他指出，香港不但減低了營商成本，還推行金融體制上的改革，合併證券交易所與期貨交易所，推出創業板市場，開展

將面對前所未有的機遇，可提供實質的中介服務，居中協助發展貿易。他預期，珠江三角洲將發展為全球舉足輕重的「物流地區」，集結香港、廣州、深圳、珠海、澳門等地的力量。

他說：「我相信這地區會具備多模式能力，加上海、陸、空運輸服務準繩，能確保貨物安然運抵目的地，因此，它實非世界任何一處地方可與匹敵。」

不過，縱使機會眾多，但挑戰也不少。香港必須改革教育制度，培育新一代的人才，使他們具有所需的技能，才能加入全球競爭，獲取成就。此外，香港亦必須改善入境政策和環境，吸引最優秀的人

headquarters and offices in Hong Kong has increased from 2,500 in 1999 to about 3,000 this year – an increase of 20 per cent,” he said.

As China's trade with the rest of the world accelerates, Hong Kong will face unprecedented opportunities to intermediate this trade physically. But the Pearl River Delta will increasingly become a globally significant “logistics region,” knitting together the strengths of Hong Kong, Guangzhou, Shenzhen, Zhuhai and Macau, he predicts.

“I see the region providing truly multi-modal capabilities, combining land, sea, rail and air transport to ensure cargoes reach their destination with a seamlessness that will be hard to match anywhere else in the world,” he said.

But just as the opportunities are many, so too will be the challenges. Hong Kong must upgrade its education system to equip the future workforce with the necessary skills to succeed globally. Improvements in the immigration policy and environment are also key to attract top quality people to work in Hong Kong.

Cross boarder infrastructural links between Hong Kong and the Pearl River Delta must also be improved to ensure that both cargo and people can cross with speed and efficiency, Mr Tung said.

To improve communications, the HKSAR Government will liaise closely with the Central Government's various ministries, he said. He also urged the Hong Kong Trade Development Council and various chambers of commerce and professional bodies here to redouble their efforts in both the Mainland and overseas to facilitate trade and investment.

“The opportunities for Hong Kong are out there. The challenges are many. History and geography have placed Hong Kong in the privileged position next door to the largest developing market in the world in the 21st century. I have every confidence that in the coming decades Hong Kong will not only be one of the most important cities in China, but will be the World City of Asia,” Mr Tung said. **B**



「數碼港」、科學園和其他基礎設施的工程，開放電訊和廣播業市場，推出多項促進本港旅遊業的新措施。

他說：「在各方面，無論是金融、資訊科技、電訊、旅遊業，還是專業服務，香港皆佔有相當的優勢，可充分抓緊中國加入世貿後新湧現的商機。」

自1978年起，超過50%在內地的外來直接投資是取道香港的。隨著內地的外來直接投資增多，有關的數字將相應增加。

董建華說，雖然一些跨國企業將把業務遷至內地，但由於市場較以往龐大，對香港來說，仍是得多於失。

他說：「事實上，設於香港的地區總部及辦事處數目已由1999年的2,500個增加至今年約3,000個，增幅為20%。」

隨中國與世界各地的貿易日增，香港

才來港定居和工作。

董建華表示，香港與珠江三角洲的跨界基建聯繫也需改善，以確保兩地人民和貨物在過境時快捷妥當。

為改善溝通，特區政府將與中央政府各部緊密合作。他亦鼓勵香港貿易發展局、香港各個商會和專業團體加倍努力，推動他們在內地和海外的貿易和投資工作。

他說：「香港的機會就在眼前，我們的挑戰也不少。香港的歷史和地理位置使我們具備獨有的優勢，與二十一世紀最大的發展中市場為鄰。我絕對相信，在未來的數十年裏，香港不但可成為中國最重要的城市之一，也會成為亞洲首要國際都會。」 **B**

董建華演辭全文已載於總商會網址內 www.chamber.org.hk

The full text of Mr Tung's speech can be found on the Chamber's Web site, www.chamber.org.hk

HKMA Chief Executive confident financial reforms will deepen SAR's financial hub advantage

Mr Yam: "There are clear signs that [Hong Kong's] mediatory and advisory services are now receiving a boost in anticipation of [China's] WTO entry."

任志剛說：「我們清楚看見，在〔中國〕快將入世的影響下，〔香港〕的中介及顧問服務迅速發展。」



Fortifying Hong Kong's role as a financial hub

Hong Kong Monetary Authority (HKMA) Chief Executive Joseph Yam said he sees important opportunities in the three world trends of trade liberalisation, globalisation and technological advance as Hong Kong develops into a logistics, financial and digital hub.

Speaking at the business summit luncheon, Mr Yam said that trade liberalisation would continue to bring enormous opportunities for Hong Kong to further enlarge and deepen its intermediary role – especially in financial, technical and professional services

– between Chinese enterprises and overseas investors.

“These trends have been in play for a long time,” Mr Yam said. “But there are clear signs that these mediatory and advisory services are now receiving a boost in anticipation of WTO entry, as companies in the Mainland, in Hong Kong and overseas position themselves for new kinds of commercial relationships.”

On the issue of globalisation, Mr Yam said Hong Kong was well positioned to take advantage of this trend by virtue of its long tradition as a free and open market. But he not-

ed that globalisation also brought challenges, especially in financial markets where outside problems could rapidly escalate into crises that threatened the integrity of an entire system. In defence of the government's intervention in the financial markets, he said that even in large economies with deep markets, government intervention had been necessary to handle such challenges.

“For small and open economies, such as our own, the challenge is even harder to meet, and the measures necessary to prevent market failures have been even more dramatic,”

加強香港金融中心地位

香港金融管理局總裁任志剛堅信， 金融改革有助增強香港特區成為金融中心的優勢

香港金融管理局（金管局）總裁任志剛預見，貿易自由化、全球化及科技發展這三大趨勢將為香港發展成物流、金融及數碼中心提供重要機會。

任志剛在商業高峰會的午餐會上表示，貿易自由化將繼續為香港帶來豐富的機會，讓本港深化在內地企業與海外投資者之間的中轉功能，當中以金融、科技及專業服務尤甚。

他說：「這些發展趨勢其實已存在一段時間，但我們清楚看

見，在中國快將入世的影響下，內地、香港和海外公司均紛紛作好準備，以建立全新的業務關係，因而刺激了這些中介及顧問服務迅速發展。」

在全球化方面，任志剛認為香港奉行自由開放市場政策的傳統，有利本地迎接新的全球化浪潮。不過，他指出，全球化也會帶來挑戰，當中以金融市場所面對的挑戰尤為艱巨，原因是外界的問題會在瞬間升級為危機，繼而威脅整個經濟體系的健全和穩定。此外，他亦在會上為政府的入市行動辯護。他表示，即使是具備深化市場的大規模經濟體系，也需要某種形式的政府干預，以應付挑戰。

他以1998年8月政府的入市行動為例，說明政府採取干預措施，實在勢所難免。他說：「對香港這類小規模開放經濟體系來說，要應付這些挑戰更加困難，為防止市場崩潰而需要採取的措施更為矚目……展望未來，為了減少政府干預，防止巨額資金流竄不定引致市場崩潰，我們需要建設更大規模的市場，並鞏固我們現有的市場。」

任指出，在處理這些問題上，國際傾



A full house for Mr Yam's speech at the 7th Annual Hong Kong Business Summit luncheon.
任志剛在第七屆商業高峰會議上發表演說，座無虛席。

向推出實務守則和提高透明度。此外，國際對建立有效的基礎設施亦日益重視。

他說，匯率制度是應付國際資金流向的核心措施。香港憑著聯繫匯率制度，加上穩健的基礎設施及管理完善的銀行體系，已安然渡過亞洲金融風暴，並以更大的動力積極提高生產力。

任表示：「由於聯繫匯率制度很適合外向及轉口型的經濟體系，因此，這個制度將繼續在香港行之有效，並可充分配合中國入世後香港更進一步成為亞太區以至國際樞紐的地位。不管人民幣將會採取何種路向……聯繫匯率制度將繼續適用於香港。」

在科技發展方面，資訊科技對決定貨幣流轉的步伐及方式，以至塑造市場競爭的面貌都具有重大的影響力，但科技發展也帶來風險及焦慮。

他認為：「就監管的工作而言，我們要確保這些工作能配合市場的急速發展，這樣才能適當地處理有關電子貨幣及電子銀行方面實際或設想的問題。」

任志剛演辭全文已載於總商會網址
www.chamber.org.hk

Mr Yam said, citing the operation in the stock market in August 1998 as an example.

“Looking ahead, to minimise the need for government intervention aimed at heading off market failures induced by large and volatile capital flows, we need to build bigger markets and to strengthen the markets we already have.”

Mr Yam said the more significant developments in the international efforts to deal with this issue included codes of practice and the promotion of transparency. There was also increasing focus on building effective infrastructure, he said.

Mr Yam noted that the question of exchange rate systems was a crucial element in the management of international capital flows. The linked exchange rate system, he observed, in combination with sound fundamentals and well managed banks, had helped Hong Kong through the recent crisis and had

propelled improvements in productivity.

“Because the exchange rate link suits an externally oriented, entrepot economy, it will continue to serve Hong Kong well in its expanding role as a regional and international hub, as China enters the WTO. And this applies ... regardless of the path taken by the renminbi,” Mr Yam said.

On technological advancement, Mr Yam said recent advances in information technology had played an enormous role in determining the speed and manner in which money circulates and the nature of the competitive landscape in the field of financial services. But these developments had also brought dangers and anxieties, he added.

“In the field of regulation and supervision, we need to ensure that we keep pace with the rapid development going on, so that anxieties about e-money and e-banking – real or imagined – are properly addressed.”

The full text of Mr Yam's speech can be found on the Chamber's Web site, www.chamber.org.hk

Hong Kong maintains logistics hub advantage

Advanced infrastructure, added-value services and skilled workforce make HKSAR best location to orchestrate Asian operations

Hong Kong's ability to add value to businesses operating here will ensure the territory remains attractive for investors and that it maintains its role as a logistics hub for some years to come.

"The well-developed infrastructure, attractive tax environment and financial services, et cetera, those are the reasons that we have our head office in Hong Kong," Esquel Chairman Marjorie Yang said at the business summit.

In the late 1970s, unable to maintain a manufacturing base in Hong Kong, Esquel moved its manufacturing operations overseas. In the '80s, it wanted to upgrade production and needed better textile support, so it started making knit fabric in Malaysia.

The company now employs tens of thousands of workers peppered across the globe. But throughout its rapid expansion over the past 30 years, the company has maintained its head office in Hong Kong.

Ms Yang said she has tried to move away from Hong Kong, and even tried setting up in Singapore, but failed due to a lack of manpower there.



Ms Yang: "My concern is not so much today ... but in the future we must be able to bring those people with that special expertise in here."
楊敬德表示：「我所關注的，不是目前，而是將來。我們必須引入那些具備專門知識的人才。」

"Highly educated and skilled staff keep our operation in Hong Kong," she said. "We are using Hong Kong as a hub for our logistics as well as the nucleus for all of the operations."

The challenge of exchanging information, goods and financial information effectively between operations around the globe

has been a major challenge for Esquel, Ms Yang said.

To facilitate this, the company has implemented an e-supply chain management system. She said most staff have welcomed the technology and are constantly inventing new ways to improve the company's competitiveness through technology, instead of

香港物流中心地位依然

憑著先進的基礎設施、高增值的服務及技術卓越的工人，香港成為統籌亞洲營運活動的首選之地

憑

著強勁的業務增值能力，香港可在未來數年繼續吸引外資，並維持物流中心的地位。

在商業高峰會上，溢達集團董事長楊敏德表示：「完善的基礎設施、具吸引力的稅務環境及金融服務等，都是我們在香港設立總部的原因。」

在七十年代末，溢達集團因無法在港維持生產，於是把廠房遷往海外。可是，到了八十年代，由於該公司希望提升生產質素，加上需要較佳的紡織支援設備，於是便在馬來西亞生產針織品。

現時，溢達集團在全球各地僱用了幾萬名員工，但在過去三十年，縱使公司如何發展，但總部仍設於香港。

楊女士曾試圖把總部遷離香港，甚至嘗試在新加坡設立總部，但由於在當地人手不足，因此改變初衷。

她說：「員工教育水平高、技術了得，是我們保留香港為營運基地的原因。我們以香港為物流中心及所有營運活動的核心。」

不過，她亦表示，溢達集團面對的主要挑戰是如何使營運單位與全球交換有關貨品及財務方面的資訊。

為了促進資訊交流，該公司推行了電子供應鏈管理系統。她表示，大部分員工歡迎公司引入這項新科技。此外，公司亦時刻透過科技創出新方法，以提高競爭力，而非單憑廉價勞工。

她說：「這十分重要，因為我們這個行業，仍舊運送實質的貨

物，加上在金融危機的陰影下，我們的顧客仍害怕積存貨品。現時，我們透過供應鏈管理系統和跟客戶建立策略性夥伴關係，連繫了整條生產供應鏈，成功減少存貨。」

楊敏德認為，在香港開設總部，營運費用雖然是關鍵的考慮因素，但令她最感憂慮的，是當現職的針織採購員退休後，在香港便後繼無人。

「我關注的不是目前，我能在港維持總部的運作，因為香港可提供所有增值服務，以彌補成本上的支出。可是，我們日後必須引進擁有這門專門知識的人才，否則，便得轉幹別的了。」

楊氏認為，香港除了改革教育制度，以培育更多富創意的學生外，還須加強學生的自信。

不少員工極具創意，但往往礙於缺乏自信，所以不敢把自己的意念宣之於口。香港必須改革教育制度，而在這過程中，老師的職責尤為重要，他們必須加強學生的自信，這樣才能協助香港在新經濟中闖出成功路。

just cheap labour.

“This is very important because in our kind of industry, we are still moving solid goods, and our customers – because of the financial crisis – are still petrified of inventory,” she said. “Now, we are able to use it and through strategic partnerships with our customers link up the entire production chain and reduce inventory.”

While the cost of maintaining operations in Hong Kong is a critical consideration, Ms Yang said that her main concern is that Hong Kong may not be able to produce a new generation of knit merchandisers to take over when her current staff retire.

“My concern is not so much today. I am able to maintain my head office in Hong Kong because all my value-added activities are here and I can cover my costs. But in the future we must be able to bring those people with that special expertise in here, otherwise we will be forced to do something,” she said.

Besides restructuring Hong Kong’s education system to produce more creative students, Ms Yang said she feels it is also vital to increase students’ confidence in their ability.

She said that while many staff often have very creative ideas, they usually lack the confidence to express those ideas. The education system and the teachers, especially, need to bring out students’ confidence to help Hong Kong succeed in the new economy.





Mr Cordeiro: "Hong Kong has been the undisputed gateway to China, but it must continue to position itself to dominate those financial flows into China."
郭德龍說：「毫無疑問，香港是中國的大門。不過，香港必須繼續發展為資金流入內地的主要渠道。」

HK SAR's financial hub role not under threat

Hong Kong expected to remain China's gateway to international financial markets

Hong Kong's ability to continuously reinvent itself in the face of intense competition and thereby enhance its leading position in Asia has made the territory the business hub for global companies that it is today, Goldman Sachs (Asia) Vice-chairman Carlos Cordeiro told attendees of the business summit.

He predicts Hong Kong is now well on its way down the next road of development and despite being bashed by economic pressures over the past five years, the territory's foundations of success appear as strong as ever.

These include Hong Kong's sense of entrepreneurship and open and transparent economy, which have made it a very attrac-

香港金融中心地位 穩如泰山

高盛郭德龍：香港繼續是內地通向國際金融市場的大門

高盛(亞洲)有限責任公司副主席郭德龍在商業高峰會上表示，香港面對激烈的競爭，仍能不斷革新，以致亞洲的領導地位得以鞏固，更令本港今天成為全球企業的商務中心。

他預期，香港將順利邁進另一個新階段。雖然過去五年，香港受到經濟壓力的衝擊，但本地賴以成功的基礎仍然鞏固如昔。

這些基礎包括了港人積極進取的精神和本地開放和透明的經濟體系，對於高盛此等國際金融企業來說，是極具吸引力的中心。

此外，香港不斷自我挑戰和保持領導地位的能耐，也是本地的成功因素。

他說：「香港由出口生產基地改變為一個以服務及資訊業為本的經濟體系；今天，香港正忙於轉變為一個具領導地位的科技中心。」

他預料，中國加入世貿無損香港在國際間的地位，但同樣須關注的是，上海與香港的金融中心地位之爭也會日趨激烈。

他說：「我們認為，上海的崛起不會對香港金融中心的地位構成威脅。反之，

你或可以說，兩個城市同在一國之內，可提供在金融方面互為補足的功能。」

中國的儲蓄率極高，佔全國生產總值的40%，所以上海必然成為全國融資的中心。相對來說，香港將繼續是內地通往國際金融市場的大門。

他說：「毫無疑問，香港是中國的大門。不過，香港必須繼續發展為資金流入內地的主要渠道。」

郭德龍認為，香港若要達致這個目標，必須應付四大挑戰。

第一，香港必須保持金融機關的質素和獨立性，這些機關包括香港金融管理局、證券及期貨事務監察委員會及香港聯合交易所。

第二，香港須發展為除日本以外亞洲區的基金管理中心。郭氏讚揚政府採取措施，加快這個行業的發展。

第三，香港必須推動債券和外匯掉期市場的發展。事實上，這方面的業務已取得一些進展，在過往五年，發出的港元債券增長近三倍，但郭德龍指出，目前只有頂級和本地的信貸機構參與這個市場。

第四，香港須繼續吸引優才。

他說：「有了優才之助，可確保香港保持金融中心的地位。」

tive hub for global finance companies such as Goldman Sachs, he said.

Second is the city's ability to constantly challenge itself and remain at the cutting edge.

"Hong Kong has reinvented itself from an export manufacturing base to a service and information economy, and today Hong Kong is busy transforming into a leading technology centre," he said.

He predicts China's entry into the WTO will undoubtedly enhance Hong Kong's advantages and global importance, but as important as China is to Hong Kong, questions of Shanghai competing against Hong Kong as a financial hub are arising.

"We do not think the emergence of Shanghai will threaten Hong Kong's status as a financial centre," he said. "Instead, you might say that the two cities are part of one country, but two complimentary financial engines."

Given China's extremely high savings rate of 40 per cent of the country's GDP, Shanghai will unquestionably emerge as the centre for domestic financing, he said. Hong Kong, by contrast, will remain as China's gateway to international financial markets.

"Hong Kong has been the undisputed gateway to China, but it must continue to position itself to dominate those financial flows into China," he said.

For Hong Kong to achieve this, Mr Cordeiro said four critical challenges must be met.

First, Hong Kong must preserve the quality and independence of institutions like the HKMA, SFC and the Stock Exchange.

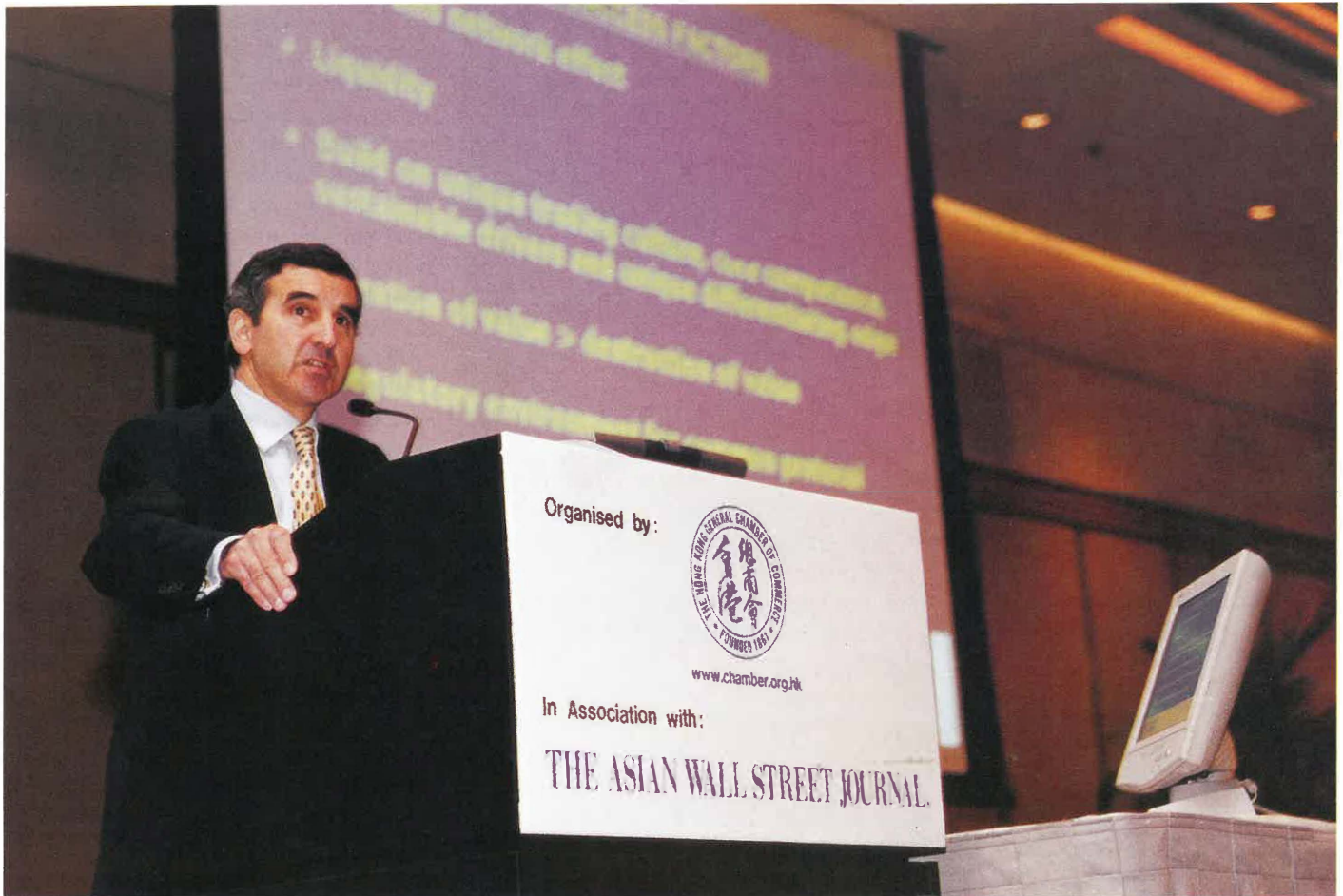
Secondly, it must position itself as the centre of fund management in none-Japan Asia, and he applauded the steps the government has taken to accelerate the development of this industry.

Thirdly, Hong Kong must develop more vibrant local bond and swap markets. Some progress in this direction has already been made, with almost 300 per cent growth in the Hong Kong dollar bond issuance in the past five years, but Mr Cordeiro said only top tier and local credits currently have access to this market.

And fourthly, Hong Kong must remain a magnet for a talented workforce for generations to come.

"The quality of our people will ensure that Hong Kong continues to serve as a financial hub," he said.





Mr Arena: "Hong Kong has no choice but to continue to progress up the value chain." 艾維朗說：「香港唯一可做的，是向高增值方向發展。」

Hong Kong well positioned to become e-hub of Asia

Companies must leverage technology to strengthen their competitiveness and advance up the value chain

If you take a fundamentally bad business and try to take that online, at the end of the day you still have a fundamentally bad business.

"Sticking a little 'e' in front of something, which has become very vogue, doesn't automatically sprinkle some pixy dust on something and make it work," Pacific Century CyberWorks Executive Committee Deputy Chairman Alexander Arena said.

"When we think about things of e-com-

merce, that means taking fundamentally good businesses and using the technology of the Internet to transform them into better businesses."

Hong Kong must leverage these new technologies and apply them to trading ahead of the competition if the SAR is to maintain its competitiveness, he said.

While he noted that the territory has been undergoing a significant transformation, Hong Kong's ability to remain a hub will depend on

its speed and agility to change with the ongoing transformation process.

With China's pace of development, and the market opening with WTO, businesses should ask themselves: "how do we sustain our edge and what is the next position we should be ascending to?"

"I would venture that Hong Kong has no choice but to continue to progress up the value chain," Mr Arena said. "We must leverage our

香港具備發展為 亞洲電子商貿中心優勢

企業必須透過科技增強競爭力，邁向高增值發展

若 您經營的業務根本上不是好的業務，即使能把業務上網，最終也無法化腐朽為神奇。

電訊盈科執行委員會副主席艾維朗說：「凡事滲入一些『電子』元素已成為當今潮流，但這個元素不像魔法，不能事事奏效。」

「我們所談的電子商貿，是指那些可借助互聯網科技更上一層樓的好業務。」

他說，香港若要保持競爭力，必須在貿易上應用新科技，這樣才能在競爭中站於前列。

他認為，香港要在不斷轉動的巨輪中保持樞紐地位，必須快速靈活地適應轉變。

隨著中國發展一日千里，中國加入世貿後內地市場逐步開放，商界人士須自

國加入世貿的影響，並細想在新科技的帶動下，目前的貿易環境在未來五年的新貌。

此外，服務貿易的發展對香港未來的定位影響重大。

他說：「有關資訊科技帶來失敗的事情，我們聽得不少，但我們的重點應放於有助增值的新步伐，才有機會成功。」

艾維朗指出，其他亞洲國家正爭相競逐亞洲電子樞紐的寶座。憑著香港現有的優勢，要登上這個寶座，得勝有餘。然而，他提醒道，我們不可因此沾沾自喜。

在商業高峰會上，所有講者均強調改善香港教育制度的重要。

當席上嘉賓問艾維朗香港須在哪方面改進，才能保持樞紐地位，他回答說：「創造力。」

「我們所指的『知識僱員』，不只會思考，還能跳出框框思考。」

對於最近蘋果速銷倒閉，他設比喻說，從電子商務的層面看，在資訊的高速公路上，可謂滿佈殘骸，不只在香港，在全球也是一樣。

究其原因，部分是

由於不少公司的科技尚未能配合某些網上業務的經營模式，便貿然發展。不過，他強調，互聯網泡沫爆破後雖引致傷亡，但這並不意味著業界的發展受阻。

他建議，我們可從這首批勇敢的「傷亡者」中學習，以他們為發展業務的借鑒，而非只著眼於他們失敗的過去。 **B**

superior infrastructure, both hard and soft ..., to become the e-trading hub of Asia," he said.

To accomplish this, he feels businesses should consider the impact of China's WTO accession, and how different the current mix of trade flow will be five years down the road given the new technologies.

Also, the trend towards trade in services will play a pivotal role in how Hong Kong will position itself.

"We hear a lot about how information technology will create losers, but the focus should look at the new steps that will create value. That is where we will be able to create success," he said.

While other Asian countries are jockeying for the e-hub-of-Asia prize, Mr Arena said Hong Kong's current advantages outstrip their attempts to become a hub, but he cautions that we must not be complacent.

One issue reiterated by all speakers at the Chamber's business summit was the importance of improving Hong Kong's education system.

When asked what one thing he thinks Hong Kong must improve upon to maintain its hub status, Mr Arena said, "creativity."

"When you're talking about knowledge workers, you actually want people who can think and can think out of the box."

Commenting on the recent closure of AdMart, Mr Arena said that as far as e-businesses are concerned, wrecks litter the information super highway, not just in Hong Kong but globally.

Part of the problem is that many businesses and even the technology is just not ready for certain online business models. But he stressed that the first casualties of the Internet bubble by no means signifies the industry is in trouble.

He suggest we learn from their brave efforts to move our businesses forward and look at what lessons can be learned instead of just focusing on the failures. **B**



問：「我們怎樣才能保持優勢？我們應往哪個方向前進？」

艾維朗說：「我敢說，香港唯一可做的，是向高增值的方向發展。我們必須借助『硬』和『軟』的優良基本建設，以發展為亞洲電子貿易的樞紐。」

艾認為，要取得成功，必須考慮中



Mr Perkin: "China's entry into the WTO will generally be positive for the Mainland economy and for the Hong Kong SAR in the year ahead and beyond."

洗柏堅預測：「中國加入世貿內地和香港在2001年和往後的經濟將普遍有利。」

Forecast, survey point to strong growth in 2001

Chamber's chief economist predicts economy will continue strong growth this year and into 2002, a view which is backed up by business sentiment

Hong Kong should experience solid growth with low average inflation in the 2001 calendar year, predicts the Chamber's Chief Economist Ian K. Perkin. Speaking at this year's business summit, Mr Perkin put GDP growth for the year ahead at 4.8 per cent and consumer price inflation at 2 per cent.

While the predicted growth rate for 2001 is much slower than the expected 10 per cent plus real growth outcome for 2000, he pointed out that this was an exceptional year,

marking the rebound of the HKSAR from the recession of 1999 and 1998, he said.

"This real growth in 2001 will be more evenly spread across the whole economy than was apparent in 2000, it will be coming off a solid base and will be achieved in an economic environment where deflation has disappeared from the equation," Mr Perkin said.

Some clouds on the horizon during the second half of the current year threatened to stunt growth, the most obvious being a slowdown in the U.S., equity market volatility,

higher global oil prices and the emergence of apparent currency misalignments against a strong US-dollar. But these concerns appear – at least for the moment – to have eased, he said.

While figures point to a strong economy, local sentiment that things are picking up has not improved. But he predicts a feel-good factor will start to be felt next year given a predicted 2 per cent increase in wages, and 5 per cent contributions to the MPF scheme.

"The disappearance of deflation will have

預測和調查兩者 皆指 2001 年經濟向俏

本會首席經濟學家預測，今年至 2002 年經濟將持續向俏，而商界對前景亦充滿信心

本會首席經濟學家洗柏堅在本年度的商業高峰會議上預測，香港在 2001 年將取得重大的經濟增長，而全年平均通脹率亦會偏低。他指出，2001 年本地生產總值的增幅為 4.8%，消費物價通脹率則為 2%。

他指出，2001 年預期可取得的經濟增長將較 2000 年的實質增幅少（預計 2000 年的經濟增長可超過 10%），這是由於 2000 年香港經濟從 1999 年及 1998 年的低谷反彈，表現奇佳。

他說：「2001 年的實質增長將在整個經濟體系中平均分佈，而非如 2000 年只某一兩個界別表現突出，這個時期的經濟增長會在通縮消除的經濟環境下取得，而步伐亦會稍為放緩。」

他指出，2000 年下半年的經濟增長受到一些因素影響，其中最明顯的是美國經濟放緩、股價波動、全球油價高企，以及港元與強勢美元未能配合等。幸而，這方面的壓力暫見舒緩。

雖然數據顯示經濟增長強勁，但本地市民並未因經濟復甦感到喜悅。不過，洗預測，由於在 2001 年薪酬預計會增長 2%，加上僱主亦會為僱員的強積金計劃供款 5%，所以市民會在 2001 年漸展歡顏。

他說：「通縮消除將對消費者的購買力構成影響。來年〔指 2001 年〕物業市場會略有回升，這將有助市場氣氛好轉。不過，樓價仍遠低於 1997 年高峰，絕對不足以產生『財富效應』。」

在 2001 年，就業率將持續上升，但升勢溫和。失業率將由現時的 4.8% 下跌至大約 4%。

洗柏堅亦預測，中國加入世貿對內地和香港在 2001 年和往後的經濟將普遍有利。

他表示：「它〔中國加入世貿〕的影響會逐步顯現出來，但其他經濟因素亦會產生影響，例如全球經濟的增長速度，便是因素之一，特別是美國的經濟狀況，影響尤甚。」

總商會商業前景問卷調查：
營商信心趨強

洗柏堅說，在本年度商業前景問卷調查中，絕大多數回覆者均預期，2001 年經濟良好，營商環境理想，情況將會持續至 2002 年。

2000 年商業前景問卷調查已是總商會第三年舉行，調查以問卷形式進行。總商會於十月中至十一月中向 2,900 家會員機構的行政總裁發出了問卷。

1999 年商業前景問卷調查已明顯指出，經濟和營商的氣氛樂觀，這個現象在 2000 年的問卷調查中更為突顯。

調查亦顯示，香港不但在 2001 年取得良好的經濟增長，增長還將持續至 2002 年。所以，香港特區將達致穩健的經濟狀況，以充足的準備迎接面前的挑戰。

不過，正如 1999 年和 1998 年的商業前景問卷調查，今年的調查同樣顯示，本地商界對香港某幾方面的經濟和社會發展感到關注。一些經濟事項，包括薪酬、物業



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COVER STORY

an impact on consumers' purchasing power," he said. "There should be some improvement in the property market over the year and this should help community sentiment, but with values still so far below their 1997 peak there is a long way to go before the 'wealth effect' re-emerges."

Employment should continue to im-

prove throughout the year, albeit only gradually and the unemployment rate should drop to around 4 per cent of the workforce from the present level of 4.8 per cent.

China's entry into the WTO will generally be positive for the Mainland economy and for the Hong Kong SAR in the year ahead and beyond, he predicts.

"Its impact, however, will be gradual and effected by other economic events, for example, the pace of growth globally and, especially, in the U.S."

BUSINESS CONFIDENCE STRONG: SURVEY

The majority of respondents to this year's Business Prospects Survey expect a positive economic outcome and good business conditions in 2001, which will continue into 2002, Mr Perkin said.

The Business Prospects Survey 2000, the third to be conducted by the Chamber, was organised by questionnaire sent to 2,900 chief executives of member companies between mid-October and mid-November, 2000.

The climate of economic and business optimism apparent in the Business Prospects Survey 1999 is even more apparent in the 2000 survey.

According to the survey, Hong Kong will not only experience good growth in 2001, but also in 2002. The SAR therefore appears to be in sound economic shape and ready to face the challenges ahead.

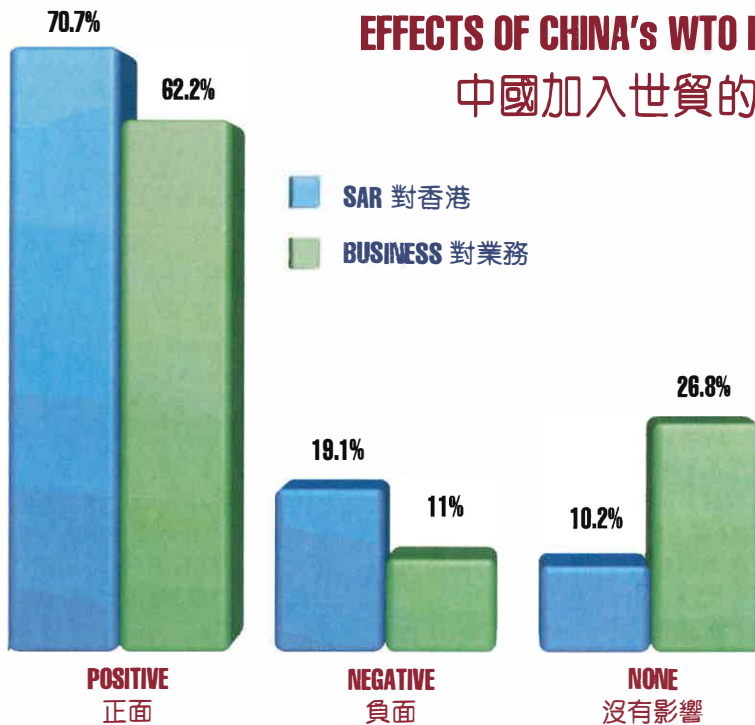
But this year's survey, like those in 1999 and 1998, still shows the SAR business community is concerned about some aspects of Hong Kong's economic and social development. Economic issues such as wage and property costs, competitiveness and the availability (and cost) of finance, remain prime business concerns.

So, too, do social issues such as the environment and education standards, including the English, Putonghua, and technical skills of the SAR's young people. There is also a high level of concern about the performance and policies of the SAR Administration, although these have moderated somewhat from previous surveys (perhaps an understandable outcome given the improvement in the local economy).

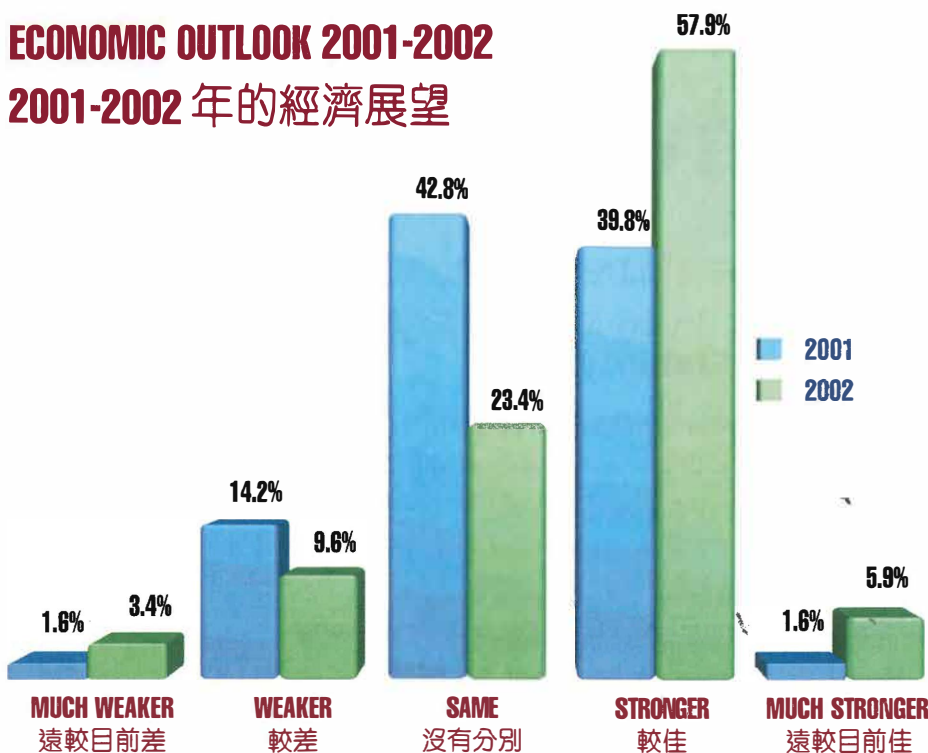
Regarding economic growth, 65.4 per cent of respondents expect economic growth to be up to 4 per cent in 2001 and 18.8 per cent expect it to be better than 4 per cent. Only 12 per cent expect zero growth and 3.8 per cent negative growth.

Some 52.5 per cent of respondents said they expect inflation of up to 4 per cent in the coming year and 34.4 per cent expect zero inflation. Only 2.7 per cent

EFFECTS OF CHINA'S WTO ENTRY
中國加入世貿的影響



ECONOMIC OUTLOOK 2001-2002
2001-2002 年的經濟展望



SOURCE: BUSINESS PROSPECTS SURVEY 2000 資料來源：2000年商業前景問卷調查

expect inflation of greater than 4 per cent and 10.4 per cent anticipate deflation will continue.

A total of 59.6 per cent of respondents are expecting "satisfactory" business conditions in 2001 and 19.5 per cent are expecting "good" or "very good" conditions. Only 20.9 per cent expect "poor" or "very poor" conditions. For 2002, 51.9 per cent are expecting "satisfactory" conditions and 33.9 per cent "good" or "very good" conditions. Only 14.2 per cent are expecting "poor" or "very poor" conditions.

Most respondents (45.6 per cent) expect employment levels to remain the same in 2001 as they were in 2000, but 49.6 per cent expect an overall increase in employment in 2002. Some 38.3 per cent expect an increase in employment in 2001, while only 14.2 per cent expect in decrease. Only 17.7 per cent of respondents still expect a decline in employment in 2002, while 32.7 per cent expect it to remain the same.

A new question this year on wage review plans for respondents in 2001 found a trend towards pay reward for increased productivity, performance and profitability, with 59.8 per cent of respondents saying they would conduct their 2001 pay review on this basis. Some 24.6 per cent said would give a general wage rise, 14.5 per cent planned to continue with a general wage freeze and only 1.1 per cent were contemplating wage cuts.

Over half of the respondents, 56.8 per cent, said Hong Kong international competitiveness had improved or remained the same in 2000 (19.3 per cent "improved", 37.5 per cent the "same"), while 43.2 per cent said it had declined. Interestingly, 52.6 per cent said they were confident Hong Kong could improve its competitiveness in three-to-five years, 47.4 per cent said they were not.

In a new category for this year, 70.7 per cent of respondents expect China's imminent entry to the World Trade Organisation (WTO) to be "mainly positive" for the Hong Kong SAR. Only 19.1 per cent are negative about it and 10.2 per cent believe it will have no effect. **B**

The full results of the survey can be found on the Chamber's Web site, www.chamber.org.hk

價格、競爭力和融資提供(及成本) 仍然是商界的關注重點。

至於依然備受關注的社會事項, 便是環境和教育水準, 包括特區年青一代的英語、普通話和技能水平。另外, 特區政府的表現和政策亦受到高度關注, 縱然跟以往調查比較, 對特區政府的兩項關注已稍為減輕。鑑於本地經濟已有改善, 這項結果可以理解。

在經濟增長方面, 65.8%的回覆者預計, 2001年的經濟增長達4%; 另18.8%認為, 增幅可高於4%; 只有12%和3.8%的回覆者分別認為, 明年經濟會取得零增長和負增長。

52.5%預計, 來年的通脹率達4%; 34.4%則認為, 通脹率為0%; 只有2.7%預計通脹率會高於4%; 另10.4%預期, 通縮將持續。

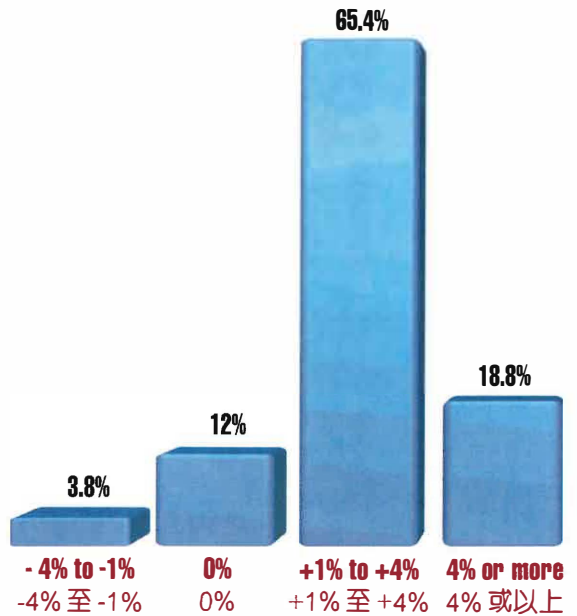
59.6%回覆者預期, 2001年的營商環境「尚可」; 19.5%預計, 營商環境為「佳」或「極佳」; 只有20.9%認為, 營商環境「差」或「極差」。對於2002年的營商環境, 51.9%預期情況「尚可」; 33.9%認為情況屬「佳」或「極佳」; 只有14.2%預期情況「差」或「極差」。

大多數回覆者(45.6%)預期2001年的僱員人數將不變, 維持2000年的僱員人數水平, 但49.6%預計2002年的整體僱員人數將增加。約38.3%的回覆者預計僱員人數在2001年增加, 只有14.2%預計僱員人數減少。另外, 預計2002年僱員人數依然減少的回覆者佔17.7%, 預計不變者佔32.7%。

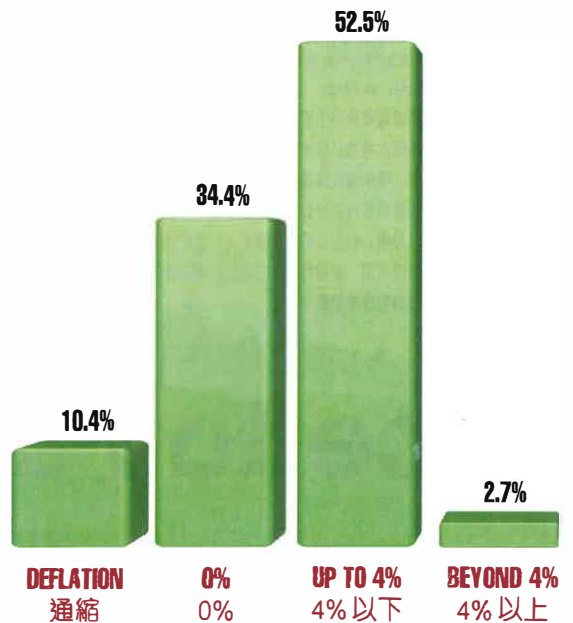
今年調查新增了一條關於薪酬檢討計劃的問題。2001年的回覆者發現增薪趨勢將以生產力、表現和盈利的增長為依據, 當中59.8%回覆者表示將根據這項條件檢討2001年的薪酬。約24.6%表示將全面調升薪酬; 14.5%計劃繼續凍薪; 只有1.1%考慮減薪。

逾半數回覆者, 合共56.8%認為, 香港在國際上的競爭力會在2000年增加或維持不變(其中19.3%表示競爭力會「增加」, 37.5%表示「不變」); 43.2%則表示, 香港的競爭力會減少。52.6%對香港在三至五年內提高競爭力有信心; 表示沒有信心的則佔47.4%。

ECONOMIC GROWTH 2001 2001年經濟增長



INFLATION OR DEFLATION IN 2001? 2001年出現通脹還是通縮?



在今年新增的調查項目中, 70.7%回覆者認為, 中國即將加入世界貿易組織(世貿)對香港特別行政區的影響「主要是正面」的; 只有19.1%認為, 影響是負面的; 另10.2%認為沒有影響。 **B**

全部調查結果已載於總商會網址 www.chamber.org.hk。



Members of the 7th Annual Hong Kong Business Summit Discussion Panel (left-right): Chamber Director and panel moderator Dr Eden Woon, John Swire & Sons (Hong Kong) Ltd Chairman James Hughes-Hallett, Ernst & Young Far East Chairman Anthony Wu, HSBC Ltd Chairman David Eldon, Chamber Chairman and OOCL Chairman C C Tung, Microsoft Hong Kong Ltd General Manager Graham Brant, On Kun Hong Ltd Executive Director Andrew Yuen, and the Chamber's Chief Economist Ian Perkin.

第七屆香港商業高峰會議小組討論環節成員(左起): 本會總裁及小組主持翁以登博士、香港太古集團有限公司主席何禮泰、安永會計師事務所主席(遠東)胡定旭、香港上海滙豐銀行有限公司主席艾爾敦、本會主席及東方海外(國際)有限公司主席董建成、微軟香港有限公司總經理簡皓鴻、安勤行有限公司執行董事袁耀全及本會首席經濟學家沈柏堅。

Face to Face with the Business

Members on the 7th Annual Hong Kong Business Summit Discussion Panel shared their views with the audience on a host of issues impacting business in Hong Kong.

In his introduction of the panel, Chamber Chairman C C Tung said that the expansion of Hong Kong's trade in both goods and services in the past year has been one of the key factors in the SAR's exceptional economic recovery. It has also provided a solid base for further improvement in the year ahead.

Indications that the U.S. economy is now slowing will likely ease demand for exports this year, but an important factor in the trade equation is how China's WTO accession early this year will affect trade, he said.

The panel, consisting of Microsoft General Manager Graham Brant, HSBC Ltd Chairman David Eldon, John Swire & Sons Chairman James Hughes-Hallett, Ernst & Young Far East Chairman Anthony Wu, On Kun Hong Executive Director Andrew

Yuen, Chamber Chief Economist Ian Perkin, and Chamber Director and moderator for the panel Dr Eden Woon, shared their thoughts on the challenges and opportunities awaiting Hong Kong. Following are excerpts.

QUESTION: In your forecast for inflation of 1 or 2 per cent next year, I'm wondering if that inflation is some mixture of continued deflation in the property sector and price growth that more than compensates other sectors, or do you think property prices have bottomed out?



商業高峰會 小組討論環節

Business Summit Panel

在 第七屆香港商業高峰會的小組討論環節上，小組成員與參加者互相交流，討論多項影響本地商界的問題。

本會主席董建成介紹小組成員時表示，香港在過去一年商品及服務貿易增長，是推動特區經濟以罕有速度復甦的原因之一，而這個增長的勢頭也為來年經濟進一步向前奠下了堅實的基礎。

他指出，種種跡象顯示，美國經濟正逐漸放緩，看來美國今年對出口的需求亦會減弱，但中國在今年初加入世貿後，對

貿易環境將產生甚麼影響，也是重要的因素。

小組成員包括微軟香港有限公司總經理簡皓鴻、香港上海滙豐銀行有限公司主席艾爾敦、香港太古集團有限公司主席何禮泰、安永會計師事務所主席(遠東)胡定旭、安勤行有限公司執行董事袁耀全、本會首席經濟學家冼柏堅及本會總裁翁以登博士，而翁博士亦在當天擔任小組討論環節的主持。在會上，各成員分別剖析香港面對的挑戰和機遇。以下為內容節錄：

問：根據您的預測，明年的通脹率為1或2%。制訂這個預測數字時，是否根據其他界別的增幅未能彌補樓價及物價持續下跌為基礎？或者說，您認為樓價是否已「見底」？

冼柏堅：制訂這個預測數字時，其實是根據樓價已「見底」為基礎。根據消費物價指數，租金正開始下滑……從消費物價指數來看，租金正下跌。就此來說，我認為租金會在第一季下跌……是的，我們認為樓價已「見底」，而租金上升的週期已結束。

COVER STORY

IAN PERKIN: The forecast is actually based on property prices having bottomed out. In terms of the CPI [Consumer Price Index] figure, the rental cycle is just starting to run down. ... You can see it dropping now in the CPI. So as far as that is concerned, that will drop out, we think, in the first quarter. ... So yes, we've seen the prices bottom out and seen the rent cycle finish.

JAMES HUGHES-HALLETT: I'm pretty



glad to hear Ian say the property prices have bottomed out, but I think that is a fair reading.

Certainly in the commercial sector I think they have more than bottomed out, they've turned up quite steeply, as anybody who has renewed rents recently will have found out to their cost.

Retail is very patchy I think, and it really depends on where you are. There are areas of retail property that may take a long time to recover. I guess the big question we all have is, 'what will happen in the residential market?' It seems to me there are two markets developing. There is a pretty strong market up the upper end. There is a big blur in the middle, and the lower end ... is still a question mark, but my view is that it is at the bottom.

QUESTION: Which of the logistics centre, financial centre or digital centre has the greatest potential for success?

DAVID ELDON: Obviously the financial sector! I guess the problem the financial sector faces at the moment is what is it going to

do in 2001? If you look to see the growth, or perhaps the lack of growth, in areas like lending over the course of the last 12 months, and where that may go in 2001, I think there is probably a bit of an uncertain question mark.

What we have to do as a financial centre though is to remain competitive in the market, and make sure we retain the skills in this market that we need to ensure that we are a strong financial centre.

There are competing centres. People are trying very, very hard to knock Hong Kong off its perch. That is fine by us, because I think we are capable of competing with the best anywhere. The question that most frequently gets raised is, 'Isn't Shanghai going to become the most important financial centre in Asia in time?'

There is no question in my mind that Shanghai already is an important financial centre. And it is going to become more important. Is there a case for saying that it will eventually overtake Hong Kong? If it does, that is not going to happen for quite some time yet. We've got the skills here. We've got the infrastructure here. And I have great hopes that Hong Kong will retain its number-one position.

QUESTION: How do you Graham view this digital hub role of Hong Kong? And how does Microsoft see Hong Kong and how it links to the Greater China region?

GRAHAM BRANT: There are a couple of aspects of Hong Kong business which is very beneficial to helping this concept of a digital hub. One is the concept of business agility and speed. It is a very entrepreneurial place: when companies see an opportunity and a reason for doing something they will move quickly. The other thing is the concept of deregulation, which provides a good environment to encourage that creativity and ability to move fast.

I'll give you an example. The next 12 to 24 months is going to see some very, very major changes in the wireless world in terms of mobile phone technology; in terms of the ability to deliver data services wirelessly, and Hong Kong has every ability to be at the forefront of that revolution.

... The ability to take risks, be creative and move fast in a very entrepreneurial status and not too constrained by government regulations, that is, to me, a very good basis for Hong Kong to continue to develop rapidly its role as the digital hub in Asia.

QUESTION: Shenzhen ports are growing much faster than Hong Kong's growth and competition is strong. There are concerns that charges here are high. How do you see Hong Kong as a port? What will the port's role be in the future?

C C TUNG: Hong Kong will continue to do well in capturing particularly the southern part of China's cargo movement, and the Pearl River Delta of course is a major manufacturing centre for exports to the U.S. and Europe. Hong Kong has the critical mass; it is the number-one container port today. It is well served by many of the shipping companies. So in terms of service, coming through Hong Kong certainly is better than any other port around us. Although physically and in terms of costs, Hong Kong probably is a little more constrained today, but on the other hand the growth of exports will continue. If



Hong Kong's growth in terms of container throughput is of a smaller percentage, we have a very large base to come off, so I think Hong Kong will still continue to do well.

IAN PERKIN: Can I just add something to that. If you look at it economically, overwhelmingly what is most important now is logistics - sorry about that David! And then financial, and then digital. But I think the point of this is these three areas, which are very important for Hong Kong, have to move forward together. If we fail in any one of those, then the others will fail as well, because they tend to be mutually supportive.

何禮泰：聽到冼柏堅說樓價已「見底」，我十分高興。我想，這個推測是正確的。

當然，我認為商廈的樓價豈只「見底」，還大幅回升，最近續簽租約的人便會發現這個趨勢。

至於零售商舖的租金，則十分參差，租金高低視乎舖位的地點而定。有些地區的零售店舖業主或許需時很久才能賺回成本。我想，最大的問題是「住宅物業市場將如何發展？」依我看來，市場會分為兩個方向發展。高級住宅物業市場預料走勢強勁，而中下價的住宅物業市場則未有明確發展路向……市場的發展如何，仍是疑問。不過，我認為住宅物業的價格已「見底」。

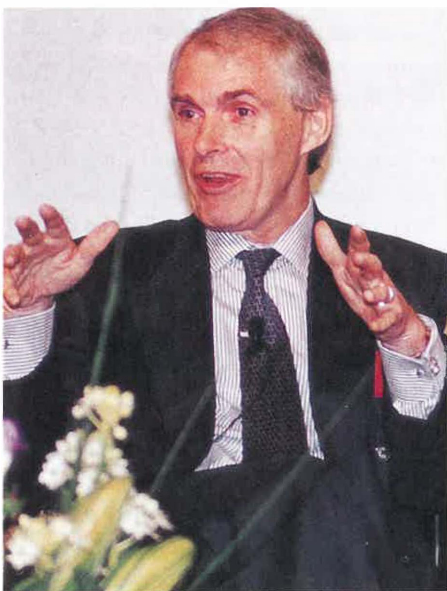
問：物流中心、金融中心或數碼中心，哪一個最有機會成功？

艾爾敦：當然是金融中心！我想，當前最大問題是2001年應如何發展。若看看過去十二個月的借貸增長（或者說，借貸在這段期間是欠缺增長），再預測2001年這方面的發展，或許會感到一點困惑。

身為一個金融中心，必須在市場上維持競爭力，並確保保持所需的技術，這樣才能成為強大的金融中心。

我們的競爭對手會設法擊敗香港，但對我們來說，這不成問題，因為香港能與任何最頂尖的城市較量。人們常問道：「假以時日，上海會否成為亞洲最重要的金融中心？」

我認為，毫無疑問，上海已是重要的金融中心，地位更日趨重要。上海最終會奪取香港地位這個說法，是否有理？若真的有理，我相信不會在短期內發生。我們有的是技術、基礎建設。我十分相信香港會繼續保留「一哥」的地位。



問：您（指簡皓鴻）怎樣看香港的數碼中心地位？微軟怎樣看香港？怎樣看香港與大中華地區的聯繫？

簡皓鴻：香港商界在數方面的優勢，有利於本地發展為數碼中心。其一是港人靈活經營、效率高超。香港是一個講求積極進取的地方，但凡看見機會，便會坐言起



行。其二是撤銷規管，這個概念有助鼓勵創意，提高效率。

我舉一個實例。在這12至24個月裡，無線電話科技的數據傳送服務將出現重大改變，而香港絕對有能力站在這場革命的前列。

……在積極進取的環境下，港人敢於冒險，並且富創意和做事快捷，加上政府的規管制度並不過份嚴厲，對我來說，這些條件提供了良好的基礎，使香港能繼續快速發展為亞洲的數碼中心。

問：深圳港口的發展速度較香港快，造成了激烈的競爭。有些人憂慮，香港的港口收費高昂。您如何看香港的港口發展？港口未來將擔當甚麼角色？

董建成：香港繼續是處理華南貨物的主要港口，而珠江三角洲當然是輸往歐、美出口貨品的主要生產基地。今天，香港是首屈一指的貨櫃港，也列入多家船務公司的航線內。就服務質素而言，香港的服務質素較鄰近任何一個港口為佳。雖然從收費的角度看，香港也許受多方面的因素限制，但在另一方面，出口的增長卻持續。香港貨櫃吞吐量的增幅在整體經濟增長中所佔的比例不高，仍有很大的空間取得更佳表現。

冼柏堅：讓我稍作補充。若從經濟的角度看，整體來說，如今對香港最重要的是物流。對不起，艾爾敦先生，這一點跟您的意見不同！其次是金融，再其次是數碼。我認為這三個對香港極為重要的範疇必須同步發展，若然其中一項失敗，其餘兩項都會失敗，因為它們是唇齒相依的。

問：我們在近數年看見政府轉變態度，在干預政策和放任政策之間徘徊，您認為這種轉變是好的嗎？政府是否有意協助香港發展為亞洲的中心？如是，政府能在甚麼地方提供增值？

胡定旭：我認為政府會繼續現行「最少干預」的政策，這是香港賴以成功的因素之一。當中國入世後，港商確實需要政府提供不少幫助，這樣它們才能從中國入世的機會中盡量得益。

袁耀全：政府已在培訓方面為中小型企業提供協助，並力促銀行向中小企發放更多貸款。自亞洲金融危機出現後，資金周轉不足是大部分中小企面對的困難。

翁以登：商界在環保、教育改革、公務員體制改革及入境政策方面的訴求，只有政府才能辦到。推行這方面的措施，並不表示干預營商，只是提供最佳的基礎設施，跟興建橋樑、機場及道路的作用一樣。

問：香港某些界別的活動確實受到中央政府規限，在航空業尤甚……從競爭的角度看，香港進入內地市場的發展會如何？香港公司能否爭取在更公平的環境下營商？

董建成：我們仍然面對不少這方面的問題。例如，我們的公司東方海外所享有的優惠便不及歐、美的競爭對手，後者有國家的支持，往往能與內地達成雙邊協議……反之，香港公司在這方面便吃虧了。我認為，當中國加入世貿，而世貿的條款逐步推行後，營商環境將漸趨公平。

胡定旭：以我經營的行業為例，以往受到很多限制，但如今不少規限已放寬，因此，我們有不少機會，而營商環境亦更見公平。沒錯！情況雖有改善，但仍須改進。我認為，香港政府和中央政府有必要大力施予援手，才能真正為每一個人營造公平的競爭環境。

問：您說過發展香港為內地或大中華地區的中心，您認為在香港設立亞洲或亞太區辦事處的前景如何？

簡皓鴻：我們約八成亞洲區的業務都在香港以外……日本仍然是我們在區內

COVER STORY

QUESTION: I think one of the changes we've seen in recent years is the attitude of the government, in terms of being intervenist, or leaving the economy alone. So my question is do you see this as being good? Having the government wanting to be part of making Hong Kong the hub of Asia and integrating Hong Kong into WTO? And if yes, where do you think the government can add value?

ANTHONY WU: I think the government will continue with its present policy of minimum intervention. I think that has been a success factor of Hong Kong. Especially when China enters the WTO, I think Hong Kong businesses do need a lot of help from the government in really helping them take full benefit of this opportunity, and I think the government will continue to adopt this present policy in helping businesses go forward.

ANDREW YUEN: I think the government has been helping the SMEs in training and also urging banks to release more cash for the SMEs, which has been a problem for most SMEs after the Asian finan-



最大的收入來源地，但綜觀亞洲十一個國家，香港至今仍然是微軟亞洲取得銷售、市務支援及新科技等專門知識的基地……香港的北面是日本，南面是印度，盡得地利。

那些在東京以外設立區域辦事處的人，會發現自己花了大部分時間在成田機場轉機。世界各地均有直航班機飛往赤鱗角，單從運輸的角度看，香港已佔優。

香港的多民族文化也是另一優點。現時，我們在香港的僱員稍多於 250 人，當中約半數在本地招聘，而餘下一半則來自

cial crisis.

EDEN WOON: The things the business community are looking for on environmental protection, education reform, civil service reform, and also immigration policy, are things that only a government can do. So this by no means is interference into what business is doing, but provides just as much infrastructure as bridges and airports and roads.

QUESTION: There are some sectors of industry in Hong Kong that really the Central Government holds purview over, particularly aviation ... From a competitive basis, what do you see in terms of Hong Kong having access to the mainland? And Hong Kong companies getting a more level playing field?

C C TUNG: I think we still face a lot of these issues. For example, our company, OOCL, trades into China. We have offices in China, but we do not enjoy the same benefits in this case as our competitors from the U.S. or Europe because they do have the backing of a country and they are often able to come to a treaty agreement. ... While a Hong Kong company, in reversal, we are actually being disadvantaged. I think this level playing field will probably become more level as soon as China gets into the WTO; as soon as the WTO provision comes into play.

ANTHONY WU: Looking at my own profession, we had a lot of restrictions before, but moving forward a lot of restrictions have now actually been relaxed. So there are a lot of opportunities and a more level paying field. Yes, we are getting there but are not quite there yet. I think we do need a lot of help from the Hong Kong Government and the Chinese government to really put everybody on a level playing field.

不同國家，他們擁有不同的背景，因此，在公司內融合了多種不同文化背景的人一起工作，而香港是一個能接納多種族文化的社會。

在亞洲，能接納不同文化的地方寥寥可數。新加坡側重於英式文化，失去了本地文化的特色。我認為，兩種文化之間的聯繫十分重要。東京的日本色彩十分濃，大多數人走到那裡，花了不少時間學習日本文化，只為了融入當地社會。我想，即使還沒開始籌劃營商事宜，香港在多方面已顯然是營商基地的首選。



Question: So far you've been talking about using Hong Kong as a hub for China or Greater China. What are your feelings for the prospects for maintaining a regional headquarters for the whole of Asia or Asia Pacific?

GRAHAM BRANT: We run about 80 per cent of our Asia operations out of Hong Kong ... Japan remains our biggest financial revenue source in Asia, but for the other 11 countries which are part of Microsoft Asia, Hong Kong is by far in the best position to provide the centre of expertise in terms of what we do to support those companies in terms of sales, marketing support, new technology ... With Japan in the north and India in the south, geography alone means that Hong Kong has a very good position.

Anyone who has tried to run a regional centre out of Tokyo will spend half of their life travelling through Narita Airport. So the ability to have Chek Lap Kok and its connections to the rest of the world, just from the transportation point of view, is a major benefit.

And the other thing is the question of the multinational culture that you have here in Hong Kong. We have just over 250 staff based in Hong Kong now. Probably about 50 per cent are local hires. The other half are people from many different nationalities and experiences. That provides a very diverse culture and Hong Kong is a city that can support that.

There are very, very few other places in Asia that has that. Singapore tends to drive on an English-based culture; it has lost that local culture and I think it is that kind of link between the two which is indeed very important. Tokyo is very Japanese – most people that go there spend a lot of time learning Japanese just to survive. So I think there are many, many aspects – even before you start to get to some of the business aspects – that make Hong Kong that obvious place for a hub base.

Liu Guoyuan joins General Committee

Liu Guoyuan, Executive Vice Chairman & President, COSCO (Hong Kong) Group Ltd., has been elected a General Committee member of the Hong Kong General Chamber of Commerce.

Mr Liu has worked for the COSCO Group for over 20 years, and was appointed to his current position on Oct. 11, 2000. Over the years that he has worked with the company, he has accumulated a rich knowledge in enterprise management, and in shipping business management in domestic and overseas enterprises. He also participated in a series of structural reforms, assets reorganising and development programmes of COSCO headquarters.

Mr Liu is a Senior Economist and member of the MOC Appraisal & Nomination Committee for Senior Economists.

From 1984 to 1993, Mr Liu participated in bilateral government talks on shipping issues between China and the USA, in addition to working groups called by UNCTAD, IMO and UNCTRAL under the UN to discuss international shipping issues.

A native of Hebei Province, China, Mr Liu graduated from the Beijing Foreign Languages University in 1975. In 1982, he earned his master's degree (LLM) from the Law School of the University of Washington in Seattle, United States.

劉國元當選為本會理事



中遠(香港)集團有限公司常務副董事長和總裁劉國元獲選為香港總商會理事會理事。

劉氏在中遠集團工作了二十多年，於2000年10月11日出任現職。在公司多年，他累積了豐富的企業管理和海內外航運業務管理知識，並曾參與一系列中遠(集團)總公司的架構改革、資產重組及發展規劃等重大方案的制定工作。

劉氏是高級經濟師，也是中國交通部高級經濟師評審委員會委員。

在1984至1993年間，劉氏曾參與中、美政府之間的雙邊海運談判，並參加聯合國貿發會議、國際海事組織、貿易法委員會等召開的會議，商討國際海運問題。

劉氏是中國河北人，1975年畢業於北京外國語大學，1982年在美國西雅圖市華盛頓大學法學院獲法學碩士學位。

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Hotels in Beijing for business travellers

As the Asian economy expands, more business travellers are arriving in Beijing, and are finding that there is a hotel to suite every need and budget

Beijing boasts 392 starred hotels. Twenty of those are five-star properties, 34 four-star, 126 three-star, 168 two-star and 44 are one-star hotels. So whatever way you look at it, discerning business travellers have a vast selection of local and international hotels offering standards and services to meet all budgets and needs.

With business gradually starting to pick up for the city's hoteliers after the Asian economic crisis, the hotel industry is experiencing a sustained increase of both domestic and international travellers staying in the capital. As a result, international hotel chains are beginning to shift their business development

focus to Asia. Swissotel Beijing, one of the city's leading five-star hotel chains, for example, is actively marketing itself to this important region.

The recent opening of Swissotel's sales office in Shanghai is also part of an on-going business strategy to boost both its domestic and international market share, while maintaining the strong brand recognition of Swissotel in one of the most prosperous metropolitan cities in China.

Other hotels are opening in Beijing to capture a slice of this burgeoning market, among which is the 595-room Oriental Harbour Plaza Beijing, which is scheduled to open mid-2001.


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The Crowne Plaza Beijing. 北京國際藝苑皇冠飯店

北京商務旅客酒店簡介

隨著亞洲經濟日趨蓬勃，往北京的商務旅客也日漸增多。在北京，酒店種類繁多，適合不同旅客的需要和預算。

全 北京擁有 392 家星級酒店，其中五星級酒店有 20 家、四星級 34 家、三星級 126 家、二星級 168 家、一星級 44 家，精明的商務旅客定可從當地和國際級的酒店中，挑選一家符合財政預算和服務水平的。

亞洲經濟危機過後，北京市內的酒店業逐漸復甦，往首都觀光的內地和海外旅客不斷增加，有見及此，不少連鎖經營的國際酒店集團便開始把業務發展的重點轉移至亞洲。以北京港澳中心瑞士酒店為例，該酒店是市內首屈一指的五星級酒店之一，現正積極在北京這個重要的地區推廣業務。

為拓展業務，酒店最近在上海開設銷售辦事處，以提高自己在內地及國際市場的佔有率，以及瑞士酒店在這個世界級繁華都市的聲譽。

在北京，多家新酒店將陸續開幕，以期在這個急速發展的市場分一杯羹，其中包括訂於 2001 年中開幕的 Oriental Harbour Plaza Beijing，該酒店設客房 595 間。

北京港澳中心瑞士酒店

該酒店位於二環路迅速發展的商業區內，距首都機場只需二十分鐘車程，毗鄰是地鐵車站，鄰近設有多家外國領事館。酒店為港澳中心有限公司和瑞士酒店管理集團聯合擁有，而酒店的管理工作則由後者負責。

酒店有 423 間客房和套房、72 間公寓，樓高六層，內設行政樓層，備有完善的商務設施。酒店的餐廳提供多種地道和世界美食，如粵菜、西餐、日本菜等，一應俱全。

酒店的健身俱樂部設有先進的健身器械、桑拿浴室和泳池，是商務旅客在忙碌工

作後消閒的最佳地點。

瑞士商務中心設施完善，中心內設有個人電腦工作檯、彩色打印機和私人會議室，並為住客提供秘書服務。

酒店擁有 11 間多功能宴會廳，包括小型會議、大型研討會和宴會等，設施齊備，符合不同需求。

酒店的大宴會廳最近曾翻修，廳內裝有高速互聯網接駁系統、先進的音響和影像系統，以供賓客進行視像會議。此外，酒店亦可安排即時傳譯服務。

大連瑞士酒店是瑞士酒店旗下的另一家酒店，座落於大連市商業和購物區，距大連國際機場僅 20 分鐘車程，由酒店到主要火車站，也只需 5 分鐘。

這家國際五星級酒店設有 327 間客房和套房，酒店其中 4 層為行政樓層，另有

vours ranging from Cantonese to Buffet-Bistro to Japanese.

The hotel's FIRM Fitness Club is equipped with state-of-the-art fitness facilities, sauna, and swimming pool and is an ideal place to workout after a busy day.

The Swissoffice Business Centre gives guests access to PC workstations, colour printers, private meeting rooms and secretarial services.

The hotel is also well equipped to handle everything from small meetings to large conferences and banquets with its 11 multi-functional meeting rooms.

Swissotel Beijing recently renovated its Grand Ballroom and is now fitted with high-speed Internet access to allow video conferencing through its sophisticated A/V system. Simultaneous interpretation services can also be arranged.

Swissotel's other property, Swissotel Dalian, is located in the heart of Dalian's business and retail shopping district, and is just a 20-minute drive from Dalian International Airport and five minutes from the main railway station.

The five-star international hotel offers 327

guest rooms and suites including four executive floors, in addition to an executive lounge, 99 fully serviced apartments and three floors of office space.

The hotel offers five food and beverage outlets, serving Chinese, international and Japanese cuisine.

For business and banquets, Swissotel Dalian's Grand Ballroom can accommodate up to 550 guests with three breakaway rooms of varying sizes and configurations.

The Firm Fitness Centre offers a 20-meter indoor swimming pool, a fully equipped gymnasium, steam, sauna and massage.

Swissotel Beijing, 2 Chao Yang Men Bei Da Jie, Beijing 100027. Tel.(8610) 650102288, fax (8610) 65010-2501, e-mail beijing@swissotel.com

CROWNE PLAZA BEIJING

The Crowne Plaza Beijing is centrally located on Wangfujing Avenue, next door to some of Beijing's exciting new business developments and shopping malls, within walking distance of Tiananmen Square and the Forbidden City, and a short taxi ride from key government administration buildings.

The Crowne Plaza Club floor rooms, suites, and business rooms offer free high-speed broadband Internet access from computers installed in rooms, which also have 29-inch television sets and video movies on demand.

Meeting and conference facilities from the 350-square-meter ballroom down to the 24-hour Business Centre meeting room for four are rentable by the hour.

The hotel offers a wide range of fine dining. The Plaza Grill is well-known for serving succulent American beef and Australian lamb, its Pearl Garden serves Cantonese and Sichuan favourites, while the Atrium Coffee Shop serves international cuisine. The Crowne Plaza's Inn Bar also serves snacks and is a popular place to unwind.

Other facilities at the hotel include a well-equipped gymnasium, indoor pool, sauna and massage services at fitness centre on the ninth floor.

Crowne Plaza Beijing, 48 Wangfujing Avenue, Beijing, 100006. Tel.(8610) 6513-3388, fax (8610) 6513-2513, e-mail hicpb@public3.bta.net.cn

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www.crowneplaza.com/hotels/pegwf

SPECIAL FEATURE



HARBOUR PLAZA BEIJING

Located in northeastern Beijing, the Harbour Plaza Beijing is 15km from Beijing International Airport, and 15km to Tiananmen Square, Forbidden City and Temple of Heaven. The hotel provides frequent shuttle bus services to and from the airport and the city centre for guests.

The hotel offers 429 guest rooms and suites for business or leisure travellers, and has all the amenities and services of a five-star hotel, including a business centre, beauty salon and fitness centre with reflexology and massage service, sauna and steam baths.

It also boasts a variety of meeting and function rooms ideally suited for seminars, banquets and cocktail receptions of up to 350 people.

Guests have a wide selection of food and beverage outlets to choose from at the hotel, ranging from Western, to Chinese and Japanese. Hoi Yat Heen Restaurant features some of the finest traditional Cantonese dishes and delicacies, from light dim sum to exquisite shark's fin soup. Cafe California has an extensive buffet and a la carte

▲ An Executive Suite at the Harbour Plaza Beijing.
北京海逸酒店行政套房

▶ Harbour Club breakfast at the Harbour Plaza Beijing.
北京海逸酒店餐廳供應精美早點



menu, complemented by an impressive wine list to provide a unique dining opportunity in a relaxed setting. Set in natural and soothing surroundings typical of a traditional Japanese garden, Miyako offers an eclectic menu including teppanyaki, shabu-shabu and a generous sushi bar. The Pit Stop brings you American dining and funky dancing every night in a relaxed bar and grill atmosphere.

Garden Lounge is a popular spot for an informal breakfast, lunch or afternoon tea.

It also serves pre-dinner cocktails and sandwiches in the evenings when a live band plays.

The Polo Bar, overlooking the lobby, is an ideal place to unwind and relax in a setting reminiscent of the early days of the 20th century.

Harbour Plaza Beijing, 8 Jiang Tai West Road, Chao Yang District, Beijing 100016. Tel. (8610) 6436-2288; fax (8610) 6436-1818; e-mail sales.beijing@harbour-plaza.com

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酒店的大宴會廳可容550位賓客，亦可分隔為三個獨立宴會廳，適合商務和宴會用途。

酒店內的健身俱樂部設20米長的室內游泳池、各式器械、蒸汽浴室和桑拿浴室，並提供專業按摩服務及其他消閒設施。

酒店地址：北京朝陽門北大街二號郵編100027

電話：(8610) 65010-2288

傳真：(8610) 65010-2501

電郵：beijing@swissotel.com

北京國際藝苑皇冠飯店

北京國際藝苑皇冠飯店座落於王府井大街中央，毗鄰為繁盛的商業及購物中心。由酒店可徒步往天安門廣場和紫禁城，而從酒店往政府行政部門大樓，亦只需乘短途計程車。

酒店的客房、套房及商務套房均提供裝有免費高速寬頻互聯網的電腦、29吋電視和自選影院服務。

酒店設有350平方米的宴會廳，設備一應俱全，適合舉行大小會議。商務中心的會議房間全日24小時服務，可供四位賓客租用。

酒店提供各式美味佳餚。紫門扒房的美國牛扒和澳洲羊扒，鮮嫩多汁，聘名中外；東窩中餐廳供應正宗粵菜和四川菜；共享咖啡廳為顧客提供國際美食；Inn Bar提供精美小吃，是消閒的熱門地點。

酒店內還有健身器械齊備的健身室和室內游泳池。設於九樓的健身中心，則備有桑拿浴室和按摩室。

地址：北京王府井大街48號郵編100006

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傳真：(8610) 6513-2513

電郵：hicpb@public3.bta.net.cn

北京海逸酒店

北京海逸酒店位於北京城的東北隅，距離國際機場、天安門廣場、紫禁城和天壇只有15公里。酒店為賓客提供穿梭巴士服務往返機場及市中心，班次頻密。

酒店為商務和觀光旅客提供429個客房和套房，具有一般五星級酒店的設備和服務，內設商務中心、美容及美髮廊、健身中

心，中心內有桑拿和蒸汽浴室，並提供反射療法及按摩服務。

酒店備有多個會議和活動房間，適合舉行座談會、宴會和雞尾酒會，可容納賓客350人。

酒店內設有多家餐廳，為賓客提供中、西和日本菜等一系列美食。海逸軒廣東餐廳提供精美傳統的粵式小菜和美食，由點心小吃，以至魚翅盛宴，皆水準了得。加州餐廳特設豐富自助餐，顧客亦可自選菜式和品嚐多款美酒，盡享優遊。「京」日本料理採傳統日本園林佈置，環境優美，且菜式多樣化，提供鐵板燒、日式火鍋和壽司等多款日本美食。PIT STOP快車號餐廳是一家美式酒吧和扒房，提供地道美式食品，顧客亦可在餐廳內熱舞狂歡，舒展身心。

Garden Lounge提供方便的早、午餐和下午茶小吃，晚上設樂隊現場演奏，並為顧客供應餐前雞尾酒和三文治。

由Polo Bar可俯瞰整個酒店大堂，大堂採用二十世紀早期的懷舊佈置，別具特色。

地址：北京市朝陽區將台西路8號郵100016

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HARBOUR PLAZA

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北京海逸酒店系長江實業(集團)有限公司及和記黃埔有限公司屬下之酒店。座落於京城東北隅，為綠蔭蔥茏花園環抱，凭窗远眺可尽览京城美景。酒店距首都机场仅15公里，邻近使馆区、国际展览中心和商业区。酒店内各特色餐饮令君不虚美食之旅，具有国际先进水平的宴会设施为社交欢宴首选，体贴周到的服务令阁下倍感尊贵。

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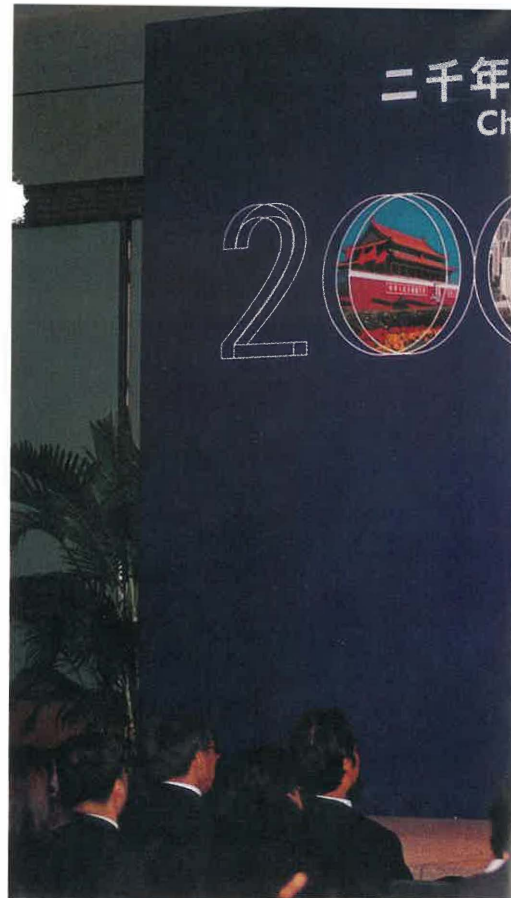


China Business Conference 2000

二千年中國商業會議

Over 300 delegates attended the Chamber's China Business Conference 2000, held at the Hong Kong Convention and Exhibition Centre on Dec. 14. Director of the Liaison Office of the Central People's Government in the HKSAR Jiang Enzhu officially opened the conference with his opening remarks. Other guests included government officials and business leaders from the Mainland, Hong Kong, Taiwan and the United States. Full details of the conference will be published in the February *Bulletin*.

超過300位代表出席12月14日假香港會議展覽中心舉行的二千年中國商業會議。中聯辦主任姜恩柱為會議主持揭幕，並致開幕詞。其他嘉賓包括來自中國、台灣和美國政府官員和商界領袖。會議詳情將於《工商月刊》二月號刊載。



Chamber Chairman C C Tung welcomes conference participants.
總商會主席董建成歡迎出席會議人士。



Vice Governor of Shaanxi Province Chen Zhongxing presents his talk on "Opportunities in the West -- The Shaanxi Story."
陝西省副省長陳宗興發表演說，題為「中國西部開發的商機」。



The United States-China Business Council President Bob Kapp talks on, "Opportunities for Foreign Investment After China's WTO Entry."
美中貿易全國委員會會長柯白就「外資企業在中國入世後的商機」發表演說。



Speakers of the Technology -- E-business, Internet and Telecommunications breakout session.
「科技：E-商貿/互聯網/電信」分組專題講者

中國商業會議 Business Conference

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www.chamber.org.hk



Director of the Liaison Office of the Central People's Government in the HKSAR Jiang Enzhu delivers his opening remarks at the China Business Conference 2000. 中聯辦主任姜恩柱在二千年中國商業會議上致開幕詞。



Bank of China Chairman and President Liu Mingkang speaks on "The Challenges & Development for SOEs and the Financial Sector in China" during the conference luncheon. 中國銀行董事長、行長劉明康於午餐會上以「中國國企與金融的挑戰和進步」為題，發表演說。



▶ Chamber Chairman C C Tung (centre) with Mr Jiang (right) and Mr Chen (left). 總商會主席董建成(中)、姜恩柱(右)和陳宗興(左)。



◀ Delegates of the Plenary Panel, chaired by Chamber Vice-chairman Lily Chiang (right) were (L-R): New Hope Group Chairman Liu Yonghao, Chinese Taipei-Hong Kong Business Cooperation Committee Vice Chairman Joey Chou, Shougang Corporation Vice President Wang Qinghai, and Office of the Western Development Director General Li Hongxun.

專題演講環節由本會副主席蔣麗莉博士(右)主持，發表演說的講者包括(左起)新希望集團董事長劉永好、中華台北－香港經貿合作委員會副主任委員周豐雄、首鋼總公司副總經理王青海、國務院西部地區開發領導小組辦公室經濟社會組組長李洪勳。



▶ Sohu.com President and CEO Charles Zhang (left) and Chamber Director Dr Eden Woon. 搜狐公司總裁張朝陽(左)和總商會總裁翁以登博士。



Speakers of the Consumer Market breakout session. 「消費品市場」分組專題講者



Speakers of the Logistics and Distribution breakout session. 「物流及分發服務」分組專題講者



Speakers of the Financial and Investment breakout session. 「金融/投資」分組專題講者

If you run a small- and medium-sized enterprise (SME), applying for a loan may become easier in 2002. According to Edmund Lau, head of the Banking Development Division of the Hong Kong Monetary Authority (HKMA), the proposal to establish a Commercial Credit Reference Agency (CCRA) in Hong Kong has garnered widespread support following the completion of a consultation process in mid-September.

Speaking at the Chamber's Nov. 30 roundtable luncheon entitled, "The Impact of the Commercial Credit Reference Agency on SMEs," Mr Lau said the CCRA would create a win-win situation for lenders and borrowers.

The setting up of a central database with credit information on borrowers is expected to "bring significant benefits to Hong Kong in terms of improving the banking industry's credit risk management and reinforcing borrower discipline, thereby enhancing the safety and soundness of the banking system," he said.

Commercial customers are also likely to benefit from higher transparency resulting in more competitive loan pricing.

The idea of a CCRA was prompted by Hong Kong companies' - particularly SMEs - call for changes to bank lending policies, which were seen by many to have contributed to a worsening of the credit squeeze problem brought on by the Asian financial crisis shortly after the handover.

By encouraging lending institutions to pool their information, the HKMA aims to overcome the issues of data confidentiality and competitive concerns, among others, which were judged to have accounted for this "market failure." This will hopefully

enable banks to adjust their existing practice of relying on collateral and to overcome their reluctance in lending to SMEs, Mr Lau said.

For the CCRA to work, the HKMA has proposed that lending institutions' submissions of relevant information be made mandatory by law. This is a contentious issue which will be subject to further deliberations by a working group to be set up with representatives from affected industries.

Members of this group will also be charged with considering such matters as identifying an appropriate operator or operators, determining the extent of participation by those wishing to access and/or submit credit information, and better defining the meaning of an SME.

By improving the availability and quality of credit information, lending institutions should be more comfortable in lending to businesses, particularly SMEs where transparency is most lacking, Mr Lau said.

Although the finer details of making the CCRA work have yet to be agreed upon, the proposed scheme should be a win-win proposition for the banking industry and the SME sector in Hong Kong. **B**



Mr Lau said the proposed CCRA scheme should be a win-win proposition for the banking industry and the SME sector in Hong Kong.

劉應彬說，設立商業信貸資料庫的計劃對本港銀行業和中小企業來說，應是一個雙贏方案。

CCRA proposal receives strong support

Establishment of agency to significantly improve banking industry's credit risk management and reinforce borrower discipline

如您是經營中小型企業，在2002年申請貸款時或許會更為輕鬆。金融管理局銀行政策部處長劉應彬稱，在港設立商業信貸資料庫（資料庫）的建議在九月中完成諮詢後，獲得了廣泛支持。劉應彬在11月30日的「商業信貸資料庫對中小型企業的影響」小型午餐會上指出，資料庫使貸款人和借款人各得其所。設立載有貸款人信貸資料的中央資料庫，預期可「為香港帶來重大利益，包括改善銀行界的信貸風險管理，以及提高還款紀律，從而使香港銀行體系更為健全和穩定」。提高企業客戶的透明度，可促使更多銀行願意向企業提供具競爭力的貸款額，從而令企業本身受惠。

設立商業信貸資料庫的構思源於港商呼籲銀行改變貸款政策（當中以中小型企業尤甚）。回歸後不久，香港即受亞洲金融危機影響，信貸出現緊縮，不少人認為，銀行的貸款政策是導致信貸緊縮問題日趨嚴重的原因。

劉應彬說，金融管理局期望藉鼓勵貸款機構分享信貸資料，解決資料保密、同業競爭和多項令市場無法發揮信貸功能的問題。這樣，將可令銀行調整現行對抵押品倚賴的程度，改變以往不願向中小企業提供貸款的心態。

至於商業信貸資料庫的運作方面，金融管理局建議立例強制貸款機構提交相關資料。由於建議具爭議性，因此，金管局將設立由有關行業代表組成的工作小組，進一步審議。

小組成員的職責包括確認合適的營運商、決定那些有意取得/提交信貸資料的機構的參與程度，以及為中小型企業提供最佳的定義。

劉應彬說，改善信貸資料的開放程度和質素，令貸款機構在貸款予商業機構時，特別是貸款予一直欠缺透明度的中小企業時，更覺安心。

雖然商業信貸資料庫的詳細運作模式仍有待商議，但這項建議應使本港銀行業和中小企業各得其所。 **B**

**商業信貸資料庫
獲廣泛支持**
設立資料庫可明顯改善銀行界的信貸風險
管理和提高還款紀律

Did you know that your personal information is worth a lot of money? That is why the Personal Data (Privacy) Ordinance (PDPO) was introduced in late 1996 to regulate the use of such data.

The ordinance operates on the six principles of collection purpose and manner, accuracy and length of retention, usage, security, availability and access. To help employers and human resource management (HRM) practitioners better understand how to apply the ordinance to employment-related personal data privacy, the Office of the Privacy Commissioner for Personal Data has drafted a Code Of Practice on HRM which will come into force on April 1, 2001.

Privacy Commissioner for Personal Data Stephen Lau, speaking at the Chamber's Dec. 6 roundtable luncheon, said that the code issued in September this year is concerned mainly with the handling of personal data in the three areas of recruitment, current employment and former employees' matters.

Broadly speaking, the code aims to promote accountability and transparency on the part of employers in the collection and maintenance of employees' personal records. By defining the parameters of data collection and its use, the code delineates the responsibility of those in charge of hiring and firing with detail provisions on each of the three phases of the employment process, Mr Lau said.

Take the recruitment phase for example. Employers can no longer place recruitment advertisements that give only a PO-box number. Should a company wish to conceal its identity in such advertisements, it can provide application forms that bear its identity or use a recruitment agency.

For existing workers, employers are required to furnish its employees with a Personal Information Collection Statement on employment. Mr Lau said that the statement should inform the employee on the purposes for which data collected are to be used, the rights of employees to request access to, and request the correction of, employment-related data.

In the case of former employees, employers are obligated to retain their personal information for a period of up to seven years (or more) from the date the former employee ceases employment. **B**

For further information on the code, please call the Office of the Privacy Commissioner for Personal Data's hotline at 2827-2827, or visit its Web site at <http://www.pco.org.hk>.

Keeping personal data private

The Code of Practice on Human Resources Management, which comes into effect April 1, 2001, will better protect employees' personal privacy



Mr Lau said employees have a right to know how their personal data will be used, and that they have a right to access and correct any information collected.

劉嘉敏說，僱員有權知道他們的個人資料如何使用，亦有權查閱和更改任何已遞交的資料。

更佳保障
四月一日生效，為僱員的個人私隱提供
人力資源管理實務守則將於二〇〇一年

個人資料須保密

可 否知道，您的個人資料價值極高？正因此，政府於1996年底引入《個人資料（私隱）條例》，以規管個人資料的用途。

條例規定六項保障資料的原則，包括個人資料的收集和處理態度、準確性和保留期、使用、保安、提供及查閱。為協助僱主及人力資源管理者進一步了解如何應用條例處理與僱傭事宜有關的個人資料私隱問題，香港個人資料私隱專員公署擬訂了人力資源管理實務守則，並擬於2001年4月1日生效。

個人資料私隱專員劉嘉敏於12月6日在本會的小型午餐會上表示，今年九月發出的守則主要是針對處理有關招聘、現職僱員和前僱員三個範疇的個人資料。

劉嘉敏說，從廣義來說，守則旨在提升僱主在收集和保存僱員個人資料檔案方面的問責性和透明度。守則對個人資料的收集和用途

設下定義，透過清晰條文，說明在三個僱用階段裏，主理僱用和解僱人士的責任。

以招聘階段為例，僱主不應刊登只提供郵政信箱號碼的招聘廣告。如僱主希望在招聘廣告中隱藏身分，可提供載有僱主身分的職位申請表，或委聘職業介紹所代勞。

至於現職僱員，僱主須為他們提供一份收集個人資料的聲明。劉嘉敏稱，在聲明中，須知會僱員收集個人資料的用途、僱員要求查閱及改正與僱用事宜有關資料的權利。

至於前僱員，僱主須由該名員工停止受僱的日期計起，保留他的個人資料七年（或更長時間）。 **B**

欲查詢守則的詳情，請致電個人資料私隱專員公署熱線2827-2827，或瀏覽網址 <http://www.pco.org.hk>。

Happy Year of the

蛇年 運程

During a snake year, one will often see major achievements over small matters and minor achievements over big ones!

Snake years are ideal for those whose jobs are to seek a compromise from the uncompromising and are capable of settling disputes, whether they be with the next door neighbour or a world power. By the third quarter of 2001 there should be signs of economic improvements worldwide and international disputes will be closer to being settled. Countries to which snakes are not native could resolve some long-term difficulties and frustrations.

Snake year children are often born into families with high moral and ethical principals and those that make their appearance this year are more than likely to show interest in the field of medicine, as the snake is an ancient symbol of healing. This does not necessarily mean they will become doctors, but may be interested in pharmaceutical endeavours, or will be blessed with a healing touch of some kind and take up physiotherapy or acupuncture or other methods of treatment making the human body suffer less.

nake

具體來說，在蛇年裡，小事可水到渠成，大事則略有進展。

蛇年最有利於在謀事上需要努力與對方達成共識的人士，亦有利於調解紛爭，大至國家衝突，小至鄰居糾紛，都可望化解。預測在2001年第三季，全球將出現經濟復甦，國際間的糾紛亦可望解決。此外，沒有蛇類生長的國家更可望解決一些纏擾已久的困局和難題。

蛇年出生的小孩，通常會生長於道德標準較嚴謹的家庭，他們會對醫學產生濃厚興趣，這主要是由於蛇乃古代治病的象徵。然而，這並不表示蛇年出生的小孩長大後必定會成為醫生，他們可能是對有關醫藥的事業產生興趣而已。他們或會掌握物理治療、針灸或其他醫療方法，幫助減輕病人的痛楚，造福人群。

How will you fare in the Year of the Snake?

蛇年運程知多少

蛇 Snake

1917, 1929, 1941, 1953, 1965, 1977, 1989, 2001

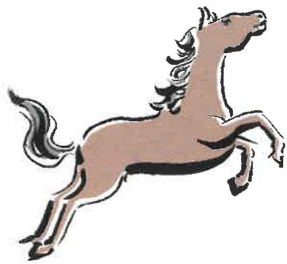
High moral principles, mostly when applied to others. Sophisticated and charming. More than meets the eye.

Eat, drink and be merry! Attend or host banquets and feasts, but look very closely into the seating arrangements. You may be unhappy at work, but think twice before making a move to another company or

organisation. With one eventful departure, promotion and extra benefits are there for the taking. Be a defender rather than an attacker. Long-married snakes will stay intertwined during difficult periods of 2001. Be very careful, however, if straying into sexual relationships with someone who is not your regular partner. Look before you leap!

為人溫文爾雅，散發魅力，但往往將極嚴謹的道德標準套用於別人身上。

肖蛇的朋友可盡情吃喝玩樂！適宜參加和主辦宴會，但要加倍留意座位的安排。工作上可能不太順利，打算轉職前宜三思而後行。要是能把握一次重要的時機離開現時崗位，可能會獲得擢升和更多報酬。然而，遇事應沉著應戰，宜守不宜攻。已婚多年的肖蛇朋友，在2001年仍會受困於糾纏不清的感情煩惱，當心墮入愛情陷阱。



馬 Horse

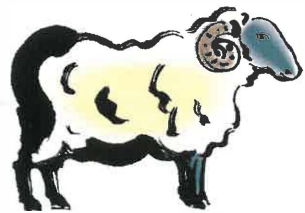
1918, 1930, 1942, 1954, 1966, 1978, 1990

Confident and proud but prone to erratic behaviour. Heart is in right place. Can be flighty and emotional.

Make self-control your goal for 2001. You will be rewarded for your extra efforts. Before making new friends, consider those who have stood beside you through thick and thin and put them first. In financial dealings, before trotting out with your hard-earned cash, explore all options rather than trusting large sums to others' decisions. Lawsuits should work in your favour, provided you are honest with those handling your case. All work and no play can make the Horse miserable, but don't over-indulge too frequently or your performance will suffer.

為人自信自負，擁有一夥赤子之心，但行為流於飄忽，有時會忽發奇想及情緒化。

肖馬的朋友如能自律自制，自然會獲得意想不到的收穫。結交新朋友時，不要忘掉一直與您甘苦與共的老朋友。更要小心理財，研究各項選擇，不宜把巨款交由別人處理。要是惹上官非，要以誠懇的態度對待人，一切自能逢凶化吉；在工作上無往而不利，可開懷享樂，但不可放縱，否則會影響工作表現。



羊 Goat

1919, 1931, 1943, 1955, 1967, 1979, 1991, 2003

Sensitive, creative and multi-talented. Eccentric. Has much fortitude. Loves to be loved, hates to be pushed.

A much better year than 2000 for benefiting from changes made to finances and from playing the stock market, but you won't be opening the Champagne until summer. Life should be better all round, especially for fam-

ily relationships. Be tolerant at work and take a step back when seeking advancement. Young drivers should be careful to avoid speeding or unnecessary anger when caught in traffic jams. Also be careful when hill-climbing or hiking; danger lurks. Children born to goat parents this year will be especially loving, beautiful or talented.

敏感、富創意及多才多藝，個性孤僻而堅忍，喜歡被愛，討厭被壓逼。

肖羊的朋友財運轉佳，一洗去年的悶局，更會在股票市場上獲利，但必須待至夏季才會有所成就。日常生活各方面均會轉佳，特別是與家人的關係。工作方面，應沉著應戰，追求晉升或發展時，不妨退一步考慮清楚。年青的駕駛人士要特別小心，不可超速駕駛，遇上塞車更不能暴躁。此外，爬山或遠足時要特別留神，小心潛在的危機。肖羊父母今年誕下的嬰孩，必會萬千寵愛在一身，而且特別漂亮聰慧。



猴 Monkey

1920, 1932, 1944, 1956, 1968, 1980, 1992, 2004

Wily and cunning. Ignores regimented rules. Free spirit. Loves movement and change. Can be rather selfish.

There will be lots of people on the periphery who can help you move ahead with business partnerships. If starting a new business, you will accumulate money and power rather quickly but be sure to remember those who were there to help you right from the start. If having taken a more focused approach to careers or education, this is a year the monkey is set to excel. Monkeys, however, should watch their tongues with loved ones. Marriages could come under fire if there is some betrayal of trust, no matter how minor, or a lack of tolerance.

精明而詭計多端，不喜受繁文縟節的束縛，開朗活躍，喜愛轉變，有時卻相當自私。

肖猴的朋友會有很多貴人扶持，透過合作，事業將更上一層樓。希望創業的朋友，大有機會聚財及聚權，但不要忘記那

些在創業時曾經助您一把的人。專注事業或學業的人士，將會取得不俗的成就。然而，必須小心口舌，以免傷害摯愛。已婚的肖猴人士，婚姻可能會出現危機，即使一些微不足道的小事，或夫婦間缺乏忍耐，也可能會令夫妻互不信任。



雞 Rooster

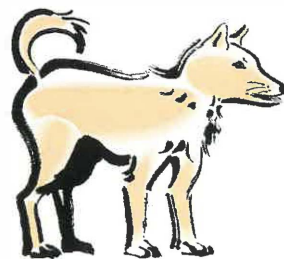
1921, 1933, 1945, 1957, 1969, 1981, 1993, 2005

Brave and enthusiastic. Notoriously picky. Highly intelligent. Rarely has wool pulled over its eyes.

Snake years are generally good ones for roosters. You won't have to be too assertive as success will come naturally, as will more money and better prospects. As you are "cock of the walk," try getting out more often and hosting more parties and banquets, giving recognition to those that have assisted you over the years. Any difficulties in your private life will be overcome by spring.

勇敢而熱情，做事卻相當挑剔，智慧高超，對甚麼也看得透徹，很少會被蒙在鼓裡。

屬雞的朋友在蛇年將會事事順境，毋須付出太大的努力，成就亦會隨之而來，報酬和前景均非常理想。您將能獨領風騷，不妨多出席及主辦派對和宴會，表揚多年來扶助您的人。個人生活上的困難在春季可望解決。



狗 Dog

1922, 1934, 1946, 1958, 1970, 1982, 1994, 2006

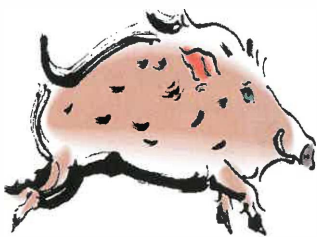
Honest, loyal, sincere. Believes in justice for all. Fights for principles. Sometimes bad tempered, self-righteous.

There is light and hope at the end of the tunnel. Although the snake year is general-

ly a mediocre one for dogs, you can look forward to seeing the way towards a calmer, more settled existence by spring. There is likelihood of promotion or a lucrative offer from another organisation. Those owning their own businesses or investments will receive better returns. Dogs who are expecting may suffer morning sickness and other illnesses. Extra care should also be taken with the health of senior members of the family.

為人正直、忠心及誠懇，相信凡事均有公理，因此會堅守原則，有時卻脾氣暴躁，自以為公正嚴明。

屬狗的朋友運程雖然平平，但最終會出現轉機。2001年會是較平穩的一年，許多問題可在春季得到解決。您會得到其他公司的青睞，向您提出優厚的條件。做生意的或會結識投資上的朋友，今年將會取得可觀的回報。肖狗的孕婦必須加倍注意身體，當心患病。要特別注意家中長者的健康狀況。



豬
Pig

1923, 1935, 1947, 1959, 1971, 1983, 1995, 2007

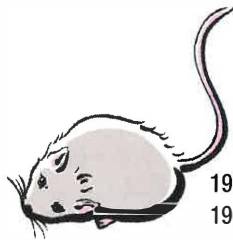
Kind and thoughtful. Sincere and honourable. Self-sacrificing and altruistic. Occasional fits of wilfulness and rage.

Don't be too greedy when discussing financial settlements and don't agree to be a referee for loans as you may be left holding a rather large debt. Pigs will get along fine with their partners in the year of the snake and may even consider renewing their vows of love with a romantic trip abroad. Although others may consider it inappropriate for you to visit feuding kin who are in hospital or to attend their funeral, by doing so you could do much to improve family relations.

善良體貼，誠懇謙恭，處處為他人著想，有捨己精神，有時卻較任性倔強及易怒。

肖豬的朋友，處理財務時切勿過分貪婪，亦不宜作任何借貸的擔保人，否則可能會弄至債台高築。今年您與愛侶的感情不俗，不妨把臂外遊，在浪漫的

氣氛中與愛侶重訂誓盟。如需到醫院探望親友或出席喪禮，應豁達地處理困擾您的問題，這樣會大大改善您與家人的關係。



鼠
Rat

1912, 1924, 1936, 1948, 1960, 1972, 1984, 1996

Essentially charming.

Compassionate. Renowned for thrift and love of family. Rather superficial at times.

Young rats have a chance for further study abroad and will do extremely well if they can get over their bouts of shyness and lack of confidence. Beware of walking alone in dark places or venturing into unfamiliar areas as robbery and assault appear in the rat's horoscope. Male rats of all ages may fall prey to very pretty girls who steal their hearts but give nothing in return. Play it cool and they will respect you more and then they will do the running. Mind your own business at work when witnessing a power play going on behind the scenes. You can only stand to benefit from not taking sides.

富有魅力，具同情心，節儉顧家，有時卻流於表面。

年輕的肖鼠朋友，將有機會出國進修，如果能克服害羞及缺乏自信的性格，便能取得驕人成績。避免獨自經黑暗或不熟識的地方，以免遇到搶劫及突襲的危機。所有屬鼠的男士或會遇到外型吸引的女士，只要沉著冷靜，自然會令她們對您更為尊重。工作上如察覺到有人幕後爭權奪利，還是少管閒事為妙，更須保持中立。



牛
OX

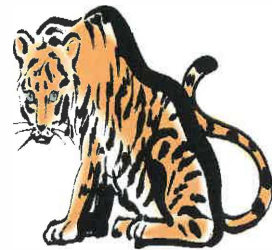
1913, 1925, 1937, 1949, 1961, 1973, 1985, 1997

Calm, patient, studied character. Takes things slow, steady pace. Is rather dictatorial but very industrious.

This is a year of mixed opportunities. It is time for the lumbering ox to move a little faster to take advantage of business and professional changes. Be bullish! Many oxen will be considering increasing their herds this year. Try not to be argumentative or impatient with youngsters who have done something they shouldn't have. Kindness will get better results. They won't do it again when they sense your forgiveness and understanding.

為人平和忍耐，深思熟慮，處事穩重和緩，雖然專制，但十分勤奮。

肖牛的朋友會遇到頗多的契機。那些素來做事優悠的人，必須加倍努力，才能從業務及事業的轉變上盡取優勢。屬牛的女士或會考慮添個小寶寶。對於年青人所犯的過失，必須體諒容忍，不宜爭拗不休，他們最終也會察覺到您的心意，不再重蹈覆轍。



虎
Tiger

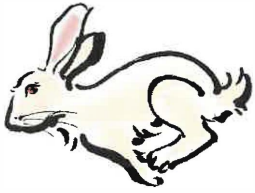
1914, 1926, 1938, 1950, 1962, 1974, 1986, 1998

Very warm, loving. Independent-minded. Pays scant regard to others when pursuing fun and freedom.

For tigers, women will play a major role in relation to trading, investment, large purchases and money in all its forms. Female tigers will benefit most from all types of competitions and windfalls. They should also receive great support from all quarters, so have excellent prospects in business, education and family life. Males, however, should avoid falling into traps set by wily females. Keep away from bars and clubs, as there are sure signs of tigers straying, which would mean disaster for unsettled marriages and partnerships.

熱情而富愛心，思想獨立，但當追求玩樂及自由時卻往往罔顧他人意願。

肖虎的女士今年會在貿易、投資、大手買賣及金錢交易中扮演重要角色，她們會在競爭中盡取其利，並會得到意外之財。此外，她們亦會得到各界的支持，無論在事業、學業或家庭生活方面均會一帆風順。但肖虎的男性則要特別留意，有可能墮入陷阱，應避免出入酒吧及夜總會，這些地方對肖虎男性而言潛藏危機，令不穩的婚姻及伴侶關係更趨惡化。



兔 Rabbit

1915, 1927, 1939, 1951, 1963, 1975, 1987, 1999
Very sensitive soul. Discreet but quietly ambitious. Self-indulgent.

Rabbits may travel further afield to link up with a long-lost love or family members who have moved abroad. Have a professional go through any paperwork relating to property. Wait until after winter to change your job. Female rabbits respond poorly to pressure and emotional stress. If you can cope with the trials and tribulations of the first few months of 2001, there is a respite by spring. Young rabbits excel in sports and studies.

相當敏感，為人審慎，但內藏野心，

喜歡放縱自己。

屬兔的朋友會遠行，與闊別已久的愛人或已移居海外的家人重聚。遇有任何關於物業的文件，宜請教專業人士。若正考慮轉職，最好待至冬季。肖兔的女性不善處理壓力和情緒困擾，應好好利用春季休養生息。肖兔的年輕人今年會在運動及學業上取得驕人成績。



龍 Dragon

1916, 1928, 1940, 1952, 1964, 1976, 1988, 2000
Charismatic and colourful. Wants to be centre of attention. Very arrogant, lucky and successful.

Male dragons fare well if they are in science professions. In fact, everything should go well in 2001 for male dragons of all ages.

Female dragons should expect to gain a lot of happiness by being with their offspring, whether they are new babies, grandchildren or through marriages of their children. Children born to dragons this year will be exceptionally bright or even considered geniuses. Teen dragons should do well at school. Major purchases for the home are likely and they will bring great satisfaction.

充滿魅力，生活多姿多采，喜歡成為焦點，幸運，處事多能成功，但卻流於自大。

從事有關科學專業的肖龍男士會事事順利，而事實上屬龍的男性，不管年長或年青，均會在2001年大吉大利，事事稱心。肖龍的女性則從她們的子女、孫兒的婚嫁中獲得快樂及滿足。屬龍父母所生的嬰孩特別聰敏過人，天才橫溢。年輕人在學業上成績出眾。肖龍的人或會因家居添置新物品而帶來莫大的滿足感。

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Happy Year of the Snake

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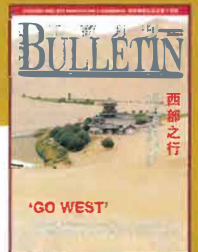
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The Bulletin is the monthly magazine of The Hong Kong General Chamber of Commerce
《工商月刊》為香港總商會出版的月刊。





"By chance ... we branched out into toy premiums. So I would say Kelly now almost specializes in toy premiums," said Kelly International Director Douglas Van. 凱利有限公司萬祥生說：「偶然地...我們開拓了玩具禮品的業務。現在，凱利可以說是幾乎完全專注在玩具禮品的貿易上。」

Kelly International

Toy premiums and a few strategic gambles pay off handsomely for local trading firm

In 1949, Reginald Van and Annie Tsao watched the skyline of their native Shanghai sink into the horizon as they sailed to Hong Kong in search of a new life.

Like many refugees fleeing China in the late 1940s and '50s, they landed in Hong Kong all alone with a suitcase in hand and a headful of dreams. But fate was on their side and soon drew them together in the land of opportunity. They met in Hong Kong, fell in love, got married, and in the same year, 1955, set up Kelly International Corporation Ltd. with their meager resources.

Though Mrs Van's family was in the shipping trade in Shanghai, and Mr Reginald Van had been in the chemical importation and distribution business, they decided trading was the easiest business to get started on because they both could speak English.

The couple started off in China trade with Hong Kong, essentially being the only point of trade with the PRC, and the young entrepreneurs' business managed to gain a strong foothold.

Much of their trade was with Southeast Asian countries in the early days, but when

China completely shut the door on the outside world, Hong Kong's own industries came into their own, and Kelly started selling Hong Kong products to the U.S.

"We were selling anything and everything that was made in Hong Kong, from plastic flowers to toys to sundries. We were just your typical small- and medium-sized trading company in Hong Kong," said Mr Reginald Van's son and Director of Kelly, Douglas Van.

By being very careful with its credit and customer relationships, the company managed to survive and even expanded to

凱利有限公司

玩具贈品和冒險精為這家本地貿易企業帶來可觀回報

在 1949年，萬祥生的父母遙望著他們的故鄉上海慢慢從地平線往下沉。他們乘船往香港，為的是追尋新生活。

如四、五十年代由內地逃難到香港的人，他們隻身前來，只攜著一件行季和滿腦子的夢想。來港前，兩人並不相識，但在命運的安排下，他們便在這塊充滿機遇的土地上共結鴛盟。1955年，兩人在香港結識、邂逅、結婚，並於同年以貧乏的資本成立了凱利有限公司。

雖然萬祥生母親的家族在上海經營船務，而其父則曾從事化工進口及分銷業，但他們決定在港經營進出口貿易，原因是經營這門生意較容易創業，且兩人均會說英語。

夫婦二人在開業之初，主要經營內地與香港的貿易。由於當時香港是與內地通商的唯一渠道，因此，這兩位年輕企業家的業務不久便走上軌道。

早年，凱利有限公司多與東南亞國家往來貿易，但由於其後內地關上大門，不與外界接觸，加上香港本身的工業亦漸見規模，於是該公司便開始外銷港產貨品到美國。

萬祥生表示：「我們當時出售的，都是港產貨品，包括塑膠花、玩具和雜貨等，包羅萬有。我們是別人所稱的典型香港中小型貿易公司。」

由於該公司講求信譽和重視客戶關係，於是能維持經營，甚至在台北開設分公司，以擴展業務，及後更隨著內地放寬貿易限制，在上海設立辦事處。接著，萬祥生的父親還遠赴南北美洲、歐洲及中東，推銷兩岸三地的貨品。

萬祥生說：「我們在台北設立辦事處後，便嘗試出售台灣貨品，而當地的產品跟港產貨也有輕微分別。」

不過，到了八十年代，在香港經營一般貿易便漸趨困難，原因是每位貿易商都向同一批客戶兜售同一批貨品。

他表示：「偶然地，又或許是我們已經經營一段日子的緣故，我們開拓了玩具贈品的業務。現在，凱利可以說是幾乎完全專注在玩具贈品的貿易上。」

「我認為，必須專注做手上的工作，那十分重要。如能專注，加上努力，便有所

成。對我們來說，玩具贈品便為我們帶來成就。」

「Kinder 出奇蛋」是凱利的客戶之一。萬祥生說，製造這樣的玩具贈品，必需專門知識，因為這些贈品並非一般便宜、隨手棄掉的玩具，而是緊貼食品的玩具。

該公司須在找尋不含毒性的物料方面，汲取專門知識，也需設法處理那些已經上漆的小塑像玩具，以便清除玩具上殘餘的溶劑；此外，我們亦須找方法使玩具在運送過程中保持清潔。

開拓業務

一如不少中小企業，凱利最大的挑戰是試圖以有限的資源，幹最多的事情。因此，該公司偶爾也會冒險行事。

他說：「基本上，你須為某些信念下賭注，那些信念或許會成功，或許會全盤失敗。」

萬表示，自七十年代中，萬氏便開拓多項投資業務。萬氏家族所經營的證券公司，是聯交所會員，現由萬祥生的兄弟經營。可是，他們經營的方式較保守，因此公司規模不大，只用來為親友及公司買賣股票。

該公司亦在美國、新加坡及數個國家投資房地產。萬說：「我們在休斯敦購入了一個購物中心，也在市價低迷時買了一批寫字樓物業。我在數年前把這些物業出售，取得了可觀的利潤。這是我們較投機的業務。企業家只要相信這是入市的最佳時機，便得率先行動，期望自己能看準時機，一矢中的。當然，事前也需適當分析市場形勢。」

第二代接棒人

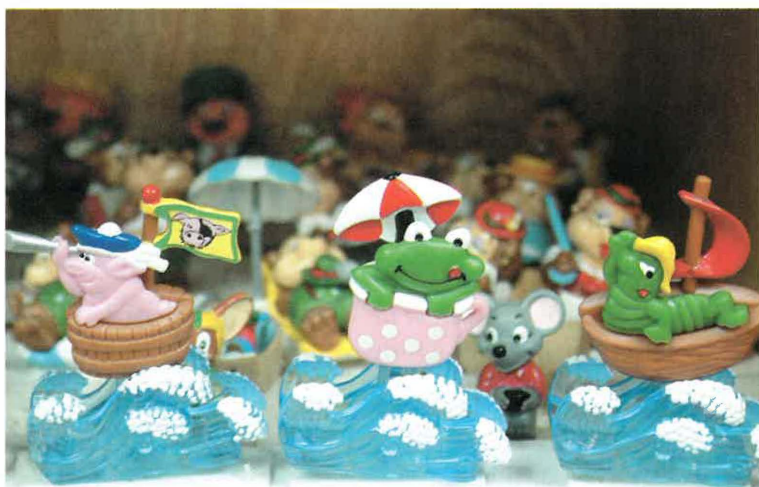
萬祥生原是管理美國的投資業務，在1996年，他決定用更多時間經營家族業務。當父母問他是否有興趣接掌公司的業務時，他欣然接受。

他說：「初接掌公司時，父母仍有參與

業務。他們是那一類沒有其他嗜好，只愛工作的企業家。除了工作外，他們甚麼也不懂，因此難以叫他們完全撒手不理。」

萬祥生說，對公司而言，目前的挑戰是確保公司繼續發展，並在他父母的保守經營方式和自己略帶冒險的策略之間取得平衡。

他認為，貿易公司不能只擔任訂貨人及原配件生產商的角色。因此，在有需要時，凱利會聘用設計人員，為客戶開發新產品及新設計。



他說：「顯然，那是客戶服務中重要的一環。我們不能只以原配件生產商的角色提供服務，必須為客戶提供設計、市場推廣概念及生產的整套服務。」

他亦發展電子商貿及投資創業公司，其中一家是在內地出售電子中文書刊的公司，另一家則是流動電話內容供應商。這家供應商為客戶提供有關信用卡消費的資訊。

他說：「當無線通訊協定服務手機(WAP)真正大行其道時，便能告訴您光顧哪一家餐廳、哪一家商店，以及憑所持的信用卡可取得多少折扣優惠。」

萬祥生正跟美國一些開始發展電子商貿業務的貿易商磋商，以期藉電子商貿之利促進貿易。

他說：「現時，網絡股的熱潮已冷卻，公司正研究如何使用互聯網促進貿易，而我們認為，這個趨勢是肯定的。」

MEMBER PROFILE

set up an office in Taipei and, with the relaxing of China trade, an office in Shanghai. Before long, Mr Reginald Van was travelling from North and South America, to Europe and the Middle East hawking goods from Hong Kong, Taiwan and China.

"Because we also have a Taipei office, we tried to sell Taiwanese products, which were a little different from Hong Kong products," Mr Van said.

But in the 1980s, general trading was becoming increasingly difficult in Hong Kong because everyone was offering the same goods to the same customers.

"By chance, or because we'd been around for a while, we branched out into toy premiums. So I would say Kelly now almost specializes in toy premiums," Mr Van said.

"The important thing is you stay involved in what you are doing, and if you stay involved and put in the effort then something will come up. For us it has been toy premiums."

Among Kelly's client base is Kinder Surprise chocolate eggs. Mr Van says there is definite expertise in being able to produce such toy premiums because they are not just cheap, throwaway toys since they come in such close contact with food.

The company had to develop expertise in finding non-toxic materials and to find ways to treat the painted figurines to remove any solvent residue on them, as well as develop ways to keep them clean while in transit.

BRANCHING OUT

Like so many SMEs, Kelly's biggest challenge was trying to do as much as possible with its limited resources, which resulted in the company having to take the occasional gamble.

"You basically have to take a bet on certain things you believe in and those things may pay off, or they may be a total failure," he said.

Starting in the mid-1970s, the family branched out into many side ventures. It acquired a seat on the local Stock Exchange, which is now run by Mr Van's brother. But its share business is conservatively run and therefore has remained small and is basically used as a vehicle for friends, family and the company's own trading purposes, Mr Van said.

It also invested in real estate in the U.S., Singapore and a few other countries. "In those areas, we bought a shopping centre in Houston and then we bought some office buildings when the markets were really down. I sold them a few years ago and made

U.S. His parents had asked if he would like to take over the reins of the company and he said he was interested.

"While I'm taking over the company, my parents are still involved," he said. "They are entrepreneurs and really have no other hobbies except work, and that is all they know how to do and so it's hard for them to keep their hands off."

Mr Van said the current challenges for the company are ensuring that the company continues to grow, and finding a balance between his parents' conservatism and his inclination to be more of a risk taker.

This is part of his belief that trading companies can no longer be merely order takers and original equipment manufactures (OEM). For example, Kelly hires designers to help develop new products and designs for its customers where necessary.

"That obviously is an important aspect of the service you deliver. You don't just deliver as an OEM anymore. You have to deliver the whole design, marketing concept and production to customers," he said.

He is also making a few investments on the side in e-trade, in start-ups. One is a Mainland company selling digitized Chinese content books and magazines in China, while the other is a mobile content provider delivering information to consumers on deals they can get using their credit cards.

"When the WAP phone really takes over it will tell you which restaurants you can eat at or which shops to go to and how much discount you will get with the credit cards you are holding," he said.

He is also in talks with some U.S. traders who are starting to branch into e-commerce as a way to facilitate trade.

"Now all the Internet hype has died down, companies are looking at how they can use the Internet to facilitate trade and we think this is something that will definitely happen," he said. **B**

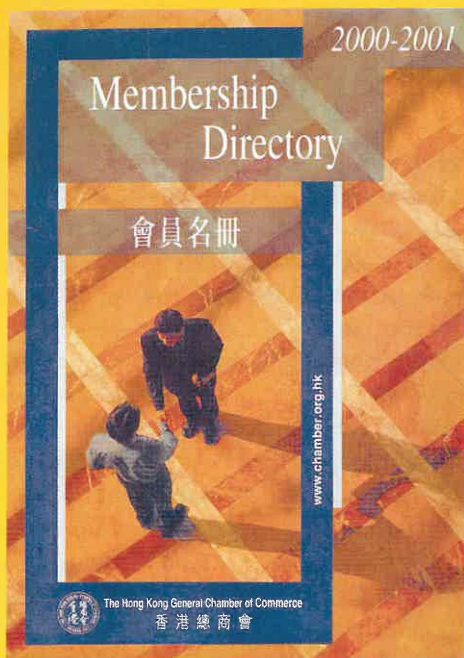
“ “ **As an entrepreneur, it is just a matter of believing it's a good buy – with appropriate analysis done first of course – jumping in headfirst and hoping your timing is right**

企業家只要相信這是入市的最佳時機，便得率先行動，期望自己能看準時機，一矢中的。當然，事前也需適當分析市場形勢 ” ”

a healthy profit. So those are the more opportunistic types of activities that we are involved in. As an entrepreneur, it is just a matter of believing it's a good buy with appropriate analysis done first of course – jumping in headfirst and hoping your timing is right," he said.

PASSING THE BATON

In 1996, Mr Van decided to dedicate a lot more time to the family business after being in charge of the investment business in the



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會員名冊

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CHINA

The Chamber and the Shenzhen Association of Enterprise with Foreign Investment co-organized a Discussion Meeting on "Investment Environment and Industrial Development Strategies in Shenzhen" on Nov. 23. At the meeting, members suggested ways that the Shenzhen Government could improve investment policies, the investment environment and industrial development strategies in Shenzhen.



comply with WTO rules and international practice, as well as how Hong Kong and Mainland firms could join forces to take advantage of the opportunities that are expected to emerge from China's WTO accession.

Liu Hongsheng, deputy secretary-general of Tianjin led an eight-member delegation to the Chamber on Dec. 8 to promote Tianjin Week, which will be held in March 2001, and requested that the Chamber be one of the co-organizers of the event.

ASIA/AFRICA

Riaz H Khokhar, ambassador of Pakistan to the PRC, paid a courtesy call to the Chamber on Nov. 17, and introduced Pakistan's investment policy and incentives at the meeting.

Chen Jinyu, vice-governor of the People's Government of Ningxia Hui Autonomous Region, PRC, called on the Chamber on Nov. 30 to promote Ningxia to the Hong Kong business community. Chamber Director Dr Eden Woon received the 12-member delegation.

Cheng Zong-

xing, vice-governor of Shaanxi Province, led a 20-member delegation to participate in the Dec. 13 seminar, "New Ways of Hi-tech Cooperation," which was co-organized by the Chamber and Shaanxi Provincial Government.



The Chamber and China Enterprise Confederation co-organized a training seminar on "China's Entry into the WTO" on Dec. 11-14 in Hong Kong. The purpose of the seminar was to educate attendees on how the Hong Kong business sector could help Chinese enterprises



Chamber
總商會

Aly Galal Bassiouny, consul general of the Arab Republic of Egypt in Hong Kong, spoke to members at the Chamber's Dec. 3 roundtable luncheon on the latest business opportunities and market developments in Egypt. Prior to the luncheon, the Asia/Africa Committee met to discuss the organization of forthcoming missions to Myanmar and Egypt.



EUROPE

Maxwell Aitken, manager, Small and Medium Enterprise Department from the World Bank, briefed members on the World Bank's China Project De-



velopment Facility in Sichuan Province at the Nov. 30 roundtable luncheon. He also spoke on how Hong Kong companies could cooperate with Sichuan's SMEs through the project. Pang Chung Min, adviser, China Project Development for the World Bank, also spoke at the luncheon on "China's Emerging Private Enterprises."

HKTBC

The 11th Joint Meeting of Hong Kong-Taipei Business Cooperation Committee and Chinese Taipei-Hong Kong Business Cooperation Committee, held on Dec. 13, was attended by over 70 members and guests from Taiwan and Hong Kong. A Memorandum of Understanding of the two committees was dis-

天津市人民政府副秘書長劉紅升率領八人代表團於12月8日訪問本會。此行目的是宣傳2001年3月的「天津週」，並邀請本會為合辦機構之一。

亞洲/非洲

巴基斯坦駐中國大使霍哈爾於11月17日禮節性拜訪本會，在會議上介紹巴基斯坦的投資政策和優惠。



埃及駐港領事巴士尤尼在12月3日的小型午餐會上向會員簡介埃及最新的營商機會和市場發展概況。在此之前，委員會召開會議，商討緬甸和埃及考察團的籌備事宜。

歐洲

世界銀行中小型企業部經理艾特肯於11月30日的小型午餐會上向會員概述世界銀行在四川省的中國項目發展設施，並講解香港企業如何在這項計劃中與四川的中小型企業合作。世界銀行中國項目發展顧問彭重民亦在午餐會上發表演說，介紹內地新興的私人企業。

香港-台北經貿合作委員會

香港-台北經貿合作委員會/中華台北-香港經貿合作委員會第十一次聯席會議於12月13日舉行，超過70位來自台灣和香港的會員和嘉賓參加。兩個委員會在會上商討並簽訂合作協議備忘錄，美國大通銀行高級經濟師鄭杏娟女士亦到場發表演說，題為「大中華經濟展望」。會議後，120多位嘉賓出席晚宴，藉此加強兩岸三地會員和嘉賓的聯繫。



中小型企業

教育統籌局局長羅淑芬於11月23日向中小型企業委員會和人力資源委員會會員講解政府的人力培訓政策，並集中討論科技人才的供應。

環境

經濟局首席助理局長李達志於12月12日的小型午餐會上向會員講解政府為節約能源而實施的「用電需求管理」計劃（一項推廣能源效益的計劃）。在會議上，討論氣氛激烈，與會各方均從中獲得啟迪。

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蔣麗莉博士

人力資源委員會

龍家麟

工業及科技委員會

蔣麗莉博士

法律委員會

顧歷謙

會員關係委員會

黎葉寶萍

太平洋地區經濟理事會

中國香港委員會

艾爾敦

地產/基建委員會

李澤鉅

船務/運輸委員會

羅理奧

中小型企業委員會

楊國琦

稅務委員會

丁嘉善

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

羅實信

地產服務委員會

蒲祿祺

旅遊委員會

呂尚懷

in Action 活動

中國

本會和深圳外商投資企業協會於11月23日合辦「深圳市進一步優化投資環境和產業發展策略」座談會。會上，會員就改善深圳投資政策、投資環境和產業發展策略表示關注，並發表建議。

寧夏回族自治區副主席陳進玉於11月30日訪問本會，向香港商界推廣寧夏的商機。代表團一行十二人，由總裁翁以登博士接待。



陝西省副省長陳宗興於12月13日率領二十人科技代表團參與「科技創新新路向」研討會，該活動由本會和陝西省政府合辦。

本會和中國企業聯合會於12月11日至14日合辦「中國加入WTO對內地及香港工商界之機會與挑戰」研討班，舉辦研討班的目的，是讓與會者認識香港商界如何協助內地企業遵行世貿條例和國際慣例，以及兩地企業如何合作，抓緊新的機遇和優勢。

CHAMBER IN ACTION

cussed and signed at the meeting. Joan Zheng, senior economist, Chase Manhattan Bank, spoke on "Economic Outlook for Greater China." Following the meeting, over 120 guests attended the networking dinner, which was organized to strengthen connections among members and guests from Hong Kong, Taiwan and the Mainland.

SME

Secretary for Education and Manpower Fanny Law met the SME Committee and Human Resources Committee members



on Nov. 23 to discuss the government's manpower training policy, especially with regard to supply of technology workers.

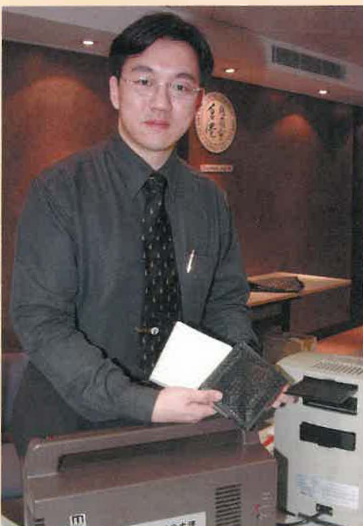
ENVIRONMENT

Howard Lee of the Economic Services Bureau explained government policy "demand side management" (a scheme to promote energy efficiency) on energy conservation to members at the Dec. 12 roundtable luncheon. A lively debate ensued at the meeting which all parties found fruitful.

B



CHRISTMAS SALE AT CHAMBER



The Chamber held its annual Christmas promotion sale at the Chamber Theatre on Dec. 6. Among participating companies were Hotel Miramar (above left), Tse Sui Luen Jewellery Company Ltd (above right), Hong Kong HVAC (left) and Olivier Hong Kong (right).



總商會舉行聖誕購物優惠

本會於12月6日在演講廳內舉行年度聖誕購物優惠。參與機構包括美麗華酒店(左上)、謝瑞麟珠寶有限公司(上)、香港空調冷凍環保設備有限公司(最左)、以及香港永興洋行(左)。

Business news in brief

商業新聞簡報

RETAIL SALES UP 1% FOR OCTOBER

Retail sales in October 2000, estimated at \$15.3 billion, increased by 1 per cent over October 1999, according to the latest government statistics. For the first 10 months of 2000 as a whole, total retail sales increased by 4 per cent in value or 9 per cent in volume over a year earlier.

Sales of footwear enjoyed the strongest growth in volume of 20 per cent, followed by wearing apparel at 19 per cent, motor vehicles and parts 16 per cent, food, alcoholic drinks and tobacco 8 per cent, other consumer durable goods 7 per cent, and furniture and fixtures at 3 per cent.

REGIONAL OPERATIONS POURING INTO HONG KONG

A total of 3,001 overseas companies had regional operations in Hong Kong as of June 1, 2000, representing an increase of 20.5 per cent over the same period last year, according to results of a survey released on Dec. 18 by the Census and Statistics Department. The figure comprises of 855 regional headquarters

and 2,146 regional offices.

The survey also showed that the U.S. had the largest number of regional headquarters in Hong Kong, with 212 companies, followed by 127 from Japan, and 81 from the U.K. The major lines of business for these companies were wholesale and retail, import/export, and business services such as legal, accounting, and advertising services. Other business lines included finance and banking, manufacturing, transport and related services.

GOVERNMENT TO UPDATE EDUCATION ORDINANCE & REGULATIONS

The government will update a number of existing provisions of the Education Ordinance and the Education Regulations to keep them in step with the actual operation of schools and the Education Department. "The Education Ordinance and the Education Regulations regulate school operation, including teaching in schools. They were last reviewed and amended in 1993. New developments have rendered some provisions in the ordinance and the

regulations inadequate or outdated. More importantly, we would also like to better protect the rights of parents and students," a spokesman for the Education and Manpower Bureau explained.

HONGKONGERS LIVING LONGER

The average life expectancy of Hong Kong men has increased from 76.2 years in 1996 to 77.2 years in 1999, while women have gone from living to 81.8 in 1996 to 82.4 years in 1999. The life expectancy rate is projected to continue to increase in the next 30 years, by more slowly than that in the past. By 2029, the expectations of life at birth for men and women will be 79.3 years and 84.5 years respectively.

CARGO THROUGHPUT UP 4% THIRD QUARTER

In the third quarter of 2000, total port cargo throughput rose by 4 per cent over a year earlier to 45.0 million tonnes. Within this total, inward port cargo increased by 3 per cent to 27.3 million tonnes, while outward port cargo increased by 5 per cent to 17.8 million tonnes.

十月份零售業銷貨額上升1%

根據政府公布的最新統計數字，2000年10月的零售業總銷貨價值估計為153億元，較1999年同月上升1%。2000年前十個月的零售業總銷售價值和銷貨數量分別較去年上升4%和9%。

鞋類的升幅最大，以銷售數量計上升20%。其次升幅較大的包括服裝，零售量上升19%，汽車及汽車零件的零售量上升16%，食品及煙酒類的零售量上升8%，其他耐用消費品的零售量上升7%、傢具及固定裝置的零售量上升3%。

海外公司湧至香港設立地區辦事處

據政府統計處於12月18日公布的調查結果顯示，截至2000年6月1日止，共有3,001間海外公司駐港地區代表辦事處，在本港經

營，較去年同期，增加20.5%。其中地區總部佔855間，而地區辦事處則佔2,146間。

調查結果顯示，在本港開設地區總部最多的是美國公司，共有212間，其次是日本公司，有127間，繼而是英國公司，有81間。這些公司的主要業務範圍包括批發和零售、進出口貿易、及商用服務包括法律、會計與廣告服務等。其他的業務範圍有金融及銀行服務、製造業、運輸及有關服務等。

政府將修訂教育條例及規例

政府將修訂《教育條例》及《教育規例》部分現行條文，以配合學校和教育署的實際運作。

教育統籌局發言人說：「《教育條例》及《教育規例》規管學校運作，包括學校的教學。對上一次檢討和修訂該條例及規例是在1993年。新的發展已令條例和規例內的部分條文有不足

或不合時宜之處。更重要的是，我們希望家長和學生的權利得到更佳保障。」

香港人的預期壽命上升

香港男性的出生時平均預期壽命由1996年的76.2歲增加至1999年的77.2歲，而女性的出生時平均預期壽命則由1996年的81.8歲上升至1999年的82.4歲。推算預期壽命會在未來30年繼續上升，但其增加速度則較以往緩慢。男女性的出生時平均預期壽命在2029年分別是79.3歲及84.5歲。

港口貨物吞吐量總量第三季上升4%

2000年第三季，港口貨物吞吐量總計為4,500萬公噸，較1999年第三季上升4%。當中抵港港口貨物有2,730萬公噸，上升3%；而離港港口貨物則錄得5%的增長，達1,780萬公噸。

Welcome new members

加入商會 盡享權益

328 Beauty Salon 328 髮廊
Ms Hau-shan Sung 冼家巧珊小姐
Services

36.com Holdings Ltd
Mr Sai-mo Ip 葉松茂先生
Chairman & CEO
Services

A Worldtech Ltd
宏科國際展覽有限公司
Mr Andy Poon 潘志龍先生
Managing Director
Services

Affluent Harbour Investment Holdings (Hong Kong) Ltd
富港投資控股(香港)有限公司
Mr Allen Zhao 趙曉輪先生
CEO
Investment Company Services

Caroman Industries Ltd
吉萬實業有限公司
Mr Thomas Chi-kong Leung 梁熾剛先生
Director
Trading

ECOMPmerce.com Ltd
電零網有限公司
Mr Peter Lam 林康良先生
Executive Vice President
Services

Expertweb Ltd
Mr Andrew Batchelor
Managing Director
Services

Fleishman-Hillard Hong Kong Ltd
福萊香港有限公司
Ms Lynne Anne Stevenson
Managing Director,
Senior Managing Director & Partner
Services

Hay Management Consultants Hong Kong Ltd
曠士管理顧問香港有限公司
Mr Andrew Arnold 艾朗思先生
Director
Services

Hill & Associates Ltd
衛賢專業合夥人有限公司
Mr Colin Hill
Chief Executive Officer
Services

HKNET Co Ltd
香港資訊聯網有限公司
Mr Nemo Tsang 謝國恒先生
Chief Operations Officer
Services

Jensmart International Ltd
俊輝國際有限公司
Mr Robert Kam-fook Ma 馬金福先生
Director
Trading

KRONE Communications Ltd
Mr Terry Lee 李志堅先生
General Manager
Trading

Landor Associates Designers & Consultants Ltd
朗濤策略設計顧問有限公司
Ms Helen Yuet-wah Chan 陳月華小姐
Marketing Resources Manager
Services

Learn On The Net (Hong Kong) Ltd
Ms Helen Tsui-lan Ma
General Manager
Services

Long-Term Partners Ltd
長期合作有限公司
Mr Craig Chapman 卓文先生
Managing Director
Investment Company

Longview Battery Co 海濱電池廠
Mr Chor-choi Leung 梁佐材先生
Manager
Manufacturing, Trading

New Epoch Information Co Ltd
新紀元訊息有限公司
Mr Ben Fok 霍震宇先生
Trading

Northern Trust Company of Hong Kong Ltd The
北美信託香港有限公司
Mr Lawrence Au 區建華先生
Managing Director
Services

Paddyfield.com Ltd
Ms Elaine Leung 梁美妍小姐
Director
Services

Polaris Securities (HK) Ltd
寶來証券(香港)有限公司
Mr Han-ming Chang 張漢明先生
Managing Director
Services

Quantum Capital and Consulting Ltd
Mr Mike A. Iltice
CEO
Services

Sheung's Key Enterprises (HK) Ltd
湘之傑(香港)實業有限公司
Ms Li-na Lee 李利娜小姐
Managing Director
Trading

Simplex Asia Ltd 新普利斯亞洲有限公司
Mr Joseph D'Avignon
Director
Manufacturing, Trading

Supreme Jewellery Co 金藝珠寶公司
Mr Thomas Wai-hong Chan 陳惠康先生
Partner
Distribution, Manufacturing

Tontec Industrial Hong Kong Ltd
東泰實業香港有限公司
Mr Berton Choi 蔡銘東先生
Director
Manufacturing

Union Textile Mill Ltd 豐泰紡織有限公司
Mr Cornel Yat-hong Kwan 關溢康先生
Director
Manufacturing

UUNET Hong Kong Ltd
Mr Simon Phoon 潘天柱先生
Managing Director
Services

Vertex Management (II) Pte Ltd
祥峰投資管理集團
Mr Humfry Yan-chit Lam 林欣捷先生
Senior Vice President
Investment Company

Warner Jewellery Ltd 華納珠寶有限公司
Mr Kwok-fai Yuen 阮國輝先生
Director
Distribution, Manufacturing, Trading

Wong's Interior & Associates Ltd
啟賢建設有限公司
Mr Clyde Kai-yi Wong 王啟賢先生
Director
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）



HKSAR Chief Executive Tung Chee-hwa (right) chats with U.S. Consul & Executive Editor Urban Lehner.
香港特區行政長官董建華（右）與美國駐港總領事高 Urban Lehner 暢談。

son (left) and Asian Wall Street Journal Publisher
洲華爾街日報發行人及執行編輯



Microsoft Hong Kong Ltd General Manager Graham Brant (left) and HKSAR's Director General of Investment Promotion Mike Rowse.

微軟（香港）總經理簡皓鴻（左）和香港特區投資推廣署署長盧維思。



Chairman Carlos Cordeiro (left) and
Golr... Tung.

高盛（亞洲）私人有限公司副主席郭德龍（左）和總商會主席董建成。

Eye Spy 活動花絮

at the business summit



◀ L-R: Chamber Vice Chairman Anthony Nightingale, Chamber Director Dr Eden Woon and Port of Seattle Executive Director M R Dinsmore.

左起：本會副主席黎定基、總裁翁以登博士及西雅圖港務局局長丁士謨。



L-R: Office of the Commissioner of the Ministry of Foreign Affairs of the PRC HKSAR Deputy Commissioner Tang Guoqiang, Dragon Air CEO Stanley Hui, Office of the HKSAR Chief Executive Information Co-ordinator Stephen Lam.

左起：中國外交部駐港特派員公署副特派員唐國強、港龍航空行政總裁許漢忠與香港特區新聞統籌專員林瑞麟。

▶ Group Managing Director of CLP Holdings Andrew Brandler (left) thanks HKMA Chief Executive Joseph Yam for his excellent speech during the business summit luncheon.

中電控股集團常務董事包立賢（左）感謝香港金融管理局總裁任志剛為商業高峰會午餐會發表精彩演說。



Esquel Group Chairman Marjorie Yang (left) and Consul General of Hungary Laszlo Vizi.

溢達集團董事長楊敏德（左）和匈牙利駐港總領事維齊。

CHAMBER FORECAST

UPCOMING EVENTS

5 February
Luncheon with Brazilian
Consul General

6 February
Luncheon with CG of
Myanmar

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

14 February
Seminar: "Professional
Selling Techniques for Sales
Team" (Cantonese)
培訓課程: "專業銷售技巧"

16 February
Joint Seminar with ITSD:
"Fresh Impetus of
E-Commerce" (Cantonese)

16 February
Year 2001 HKGCC
Spring Dinner
2001 年度香港總商會春茗聯歡

17 February
Heart Health at Work – Health
Check and Educational Talk
(Cantonese)

20 February
Seminar: "Professional
Telephone Skills"
(Cantonese)
培訓課程: "專業電話應對技巧"

20 February
"2nd e-Workshop: How to
select your web production
company?" (Cantonese)

23 February
Cocktail - SME Night

23 February
Seminar: "Investing in Italy"

27 February
New Members' Briefing
(Cantonese)

MARK YOUR DIARY

14-15 February
China Committee Beijing Delegation
中國委員會北京訪問團

16 February
Year 2001 HKGCC Spring Dinner
春茗聯歡

6-10 April
International General Meeting of the Pacific
Basin Economic Council (PBEC), Tokyo, Japan

20 April
140th Anniversary Ball

24 April
Annual General Meeting

OUTBOUND MISSION

March
Chamber-TDC joint mission to
Myanmar

COMMITTEE MEETINGS

5 February
Americas Committee Meeting

6 February
Asia/Africa Committee Meeting

22 February
General Committee Meeting

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

140TH ANNIVERSARY

Distinguished Speakers Series

22 February
Luncheon with the Hon. C H Tung,
Chief Executive of the HKSAR

23 April
Luncheon with Mr Chen Yuan,
Governor, China Development Bank

11 May
Luncheon with Mr Steve Ballmer,
President & CEO of Microsoft

31 May
Luncheon with Dr Morris Chang,
Chairman of Taiwan Semiconductor

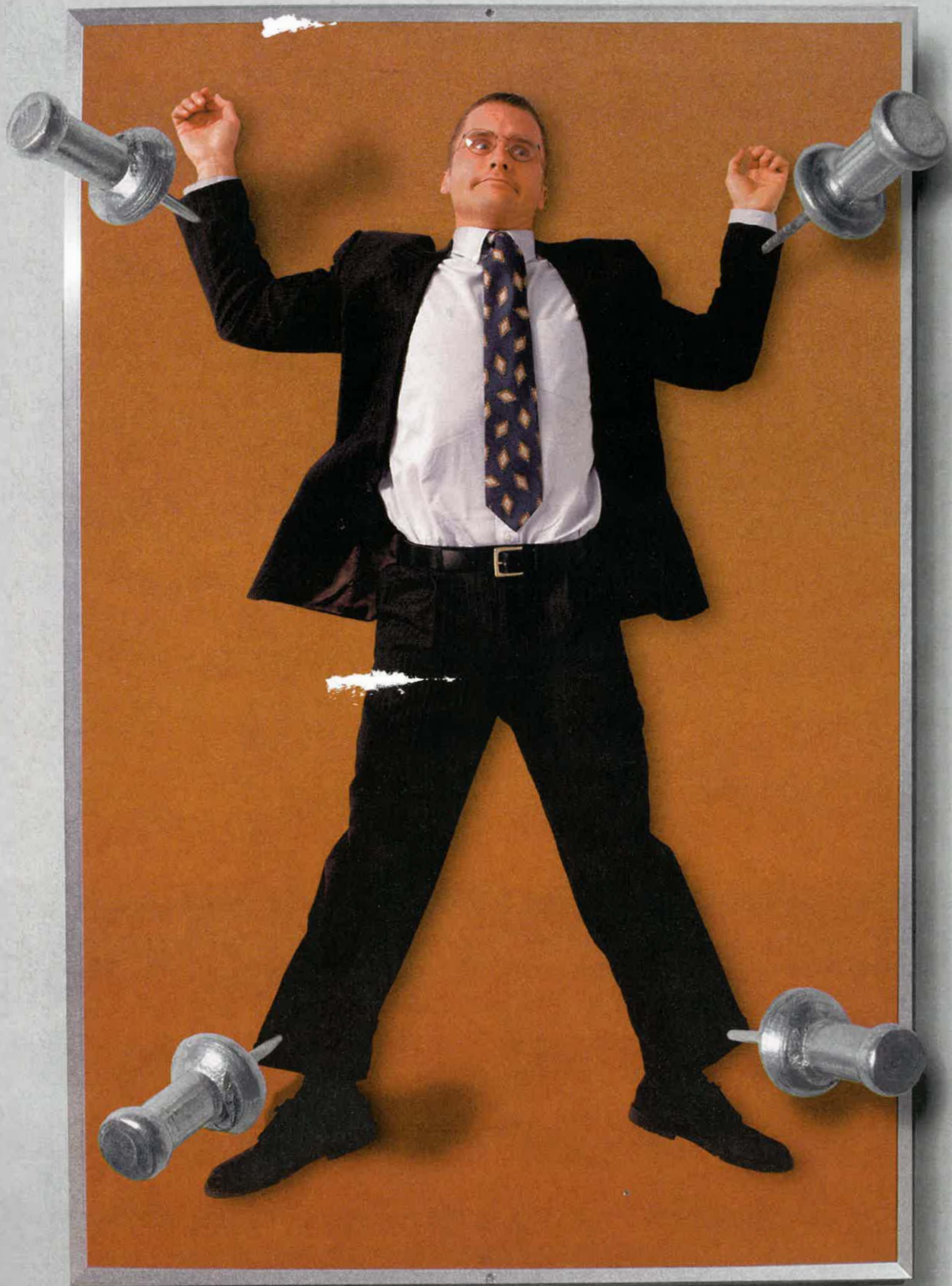
July
Luncheon with Richard Li,
Chairman of Pacific Century CyberWorks

24 September
Luncheon with John Bond,
Chairman of HSBC Holdings

Happy
New Year
from the Chamber

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