

# 工商月刊

# BULLETIN

July 2001  
二〇〇一年七月

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

## HKGCC MISSION TO BEIJING

Delegation reflects international  
nature of HKSAR

充分反映香港國際化優勢  
北京訪問團  
香港總商會





In the virtual world in which we do business today, information can be moved around in a matter of seconds. Goods can be offered, orders placed and funds transferred all in the blink of an eye.

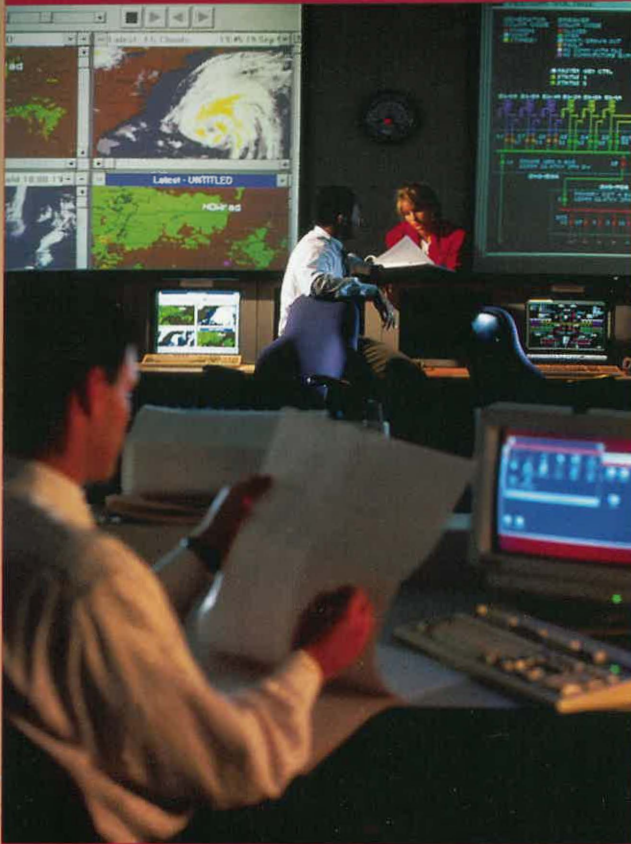
However, getting the physical goods moved along the supply chain and delivered to your customers can be a huge challenge. Unless, of course, you have UPS to manage the process for you.

You see, we'll do whatever is necessary to help your e-business run as smoothly as possible.

So, if we need to



# WHO ELSE COULD MAKE THE FLOW OF INFORMATION AS EASY AS THE FLOW OF GOODS?



maintain a warehouse to speed up the processing and delivery of your orders, we can do that. If we need to manage your inventory and incoming shipments to help you achieve quick turnaround time and boost customer satisfaction, we can do that. If we need to collect on your COD orders\* and deposit the funds directly into your account to help improve your



cash flow, we can do that too. In fact, there's virtually nothing we can't do to help move your business forward.

So if you want to keep your deliveries flowing as smoothly as your orders, go with UPS.



**We're on top of it.**

[www.ups.com](http://www.ups.com)

*For more information, please call our  
Customer Service representatives at 2735 3535.*

*\* Product offerings may vary by location.*



HKGCC  
Mission to Beijing  
總商會訪京團

Page 20

## HIGHLIGHTS 本期焦點

We start two new sections in *The Bulletin* this month. Simon Says, on page 40, focuses on topical issues, while Wine Review with Simon Tam, on page 45, looks at what's new on wine stores' shelves.



《工商月刊》由本期起增闢兩個專欄。第 40 頁的「顏兄時論」細談時下熱門話題，深入淺出。第 45 頁的「酒評特區」將由 Simon Tam 提供最新名酒情報。

Automating the  
supply chain  
供應鏈自動化

Page 14



## Contents JULY 2001

14 **Special Feature 精選專輯**  
Automating the supply chain  
供應鏈自動化

20 **Cover Story 封面故事**  
HKGCC Mission to Beijing  
總商會訪京團

24 **Business 商務脈搏**  
WTO Watch  
世貿面面觀  
36 Face to Face  
與君一席話  
38 iPerkin  
洗柏堅專欄  
42 Member Profile  
會員巡禮

28 **Chamber Programmes 活動傳真**

Re-kindling the 'can-do spirit'  
重拾一定得的港人精神

30 Exposing the myths of  
the knowledge economy  
解讀知識型經濟

34 .hk registration rules simplified  
香港域名註冊規章已予簡化

50 Eye Spy  
活動花絮

2 **Regular Features 其他內容**

Letters to the Chamber 讀者來鴻

4 From the Chairman 主席序言

8 Legco Report 立法會工作報告

12 From the Director 總裁的話

40 Simon Says 顏兄時論

45 Wine 酒評特區

46 Chamber in Action 本會動態

49 New Members 新會員

51 Chamber Forecast 活動預告

# Letters to the Chamber 讀者來鴻

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

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



## Soccer gambling should be legalised

Illegal offshore gambling and football betting have recently become issues of concern to the HKSAR Government, the Hong Kong Jockey Club and the general public. The jockey club estimates that it has lost, and will continue to lose, about HK\$50 billion a year to illegal bookmakers. This is a very serious problem, as HKJC contributed about HK\$12 billion (11.3 per cent of recurrent tax revenue) to the HKSAR's coffers last year. The current betting tax is 14 per cent and betting duty represents about 4.5 per cent of HKSAR's total tax revenue.

Your readers may or may not be aware of the fact that HKJC has made great contributions to higher education and to various community projects by donating over HK\$1 billion every year, benefiting over 75 per cent of our population. There are two legal gambling outlets in Hong Kong – horse racing and the Mark Six. Illegal gambling activities operating here are all run by commercial enterprises which do not pay any betting duty nor donate any of their income to bettering the community. If the jockey club's revenue from betting is reduced as a result of illegal gambling, the public coffers and the community will suffer seriously. Do we want this to happen?

Protests by students against the government's suggestion that it was considering legalising football betting is understandable. But if one has to make a decision on the issue, taking into consideration the loss of revenue, the difficulty in curbing illegal football gambling, and social repercussions, etc., one would have to agree to legalise soccer betting.

I can't agree with news reports that people will gamble all their money away and be sent to prison if soccer betting is legalised, since a person can't be sent to jail for un-paid debt. To combat illegal offshore betting, the way I see it, is that we should amend our Gambling Ordinance

to legalise soccer betting. If one looks at our history, one will notice that the ordinance was enacted in 1977 to legalise, inter alia, "Tse Fa," as the then government couldn't stop various illegal bookmaking. History may repeat itself in the form of football betting, but should we do something about it now?

George YC Mok  
Solicitor  
George YC Mok & Co

## 賭波應予合法化

近日，非法外圍賭博與賭波問題引起了香港特區政府、香港賽馬會和市民廣泛關注。賽馬會估計，以往而未來亦將繼續每年有約500億港元落入非法莊家手中。這是一個非常嚴峻的問題，因為馬會去年貢獻了近120億港元給香港庫房(相當於本港經常稅收的11.3%)。現行的博彩稅率為14%，博彩稅收入佔香港特區總稅收的4.5%。

貴刊讀者或許已知道馬會對本港高等教育和社區計劃貢獻良多，每年捐出逾10億港元，惠及本港七成半市民。香港的合法賭博途徑主要包括賽馬和六合彩。非法賭博活動全由商業機構操控，它們無須繳納任何博彩稅，亦無把收益捐獻社會。倘若馬會的收入因非法賭博而有所減少，庫房和社會大眾將受嚴重影響。我們是否想這樣？

學生抗議政府考慮把賭波合法化是可以理解的。但我們需要就這問題作出決策時，考慮到收入的損失、杜絕非法賭波的困難，以及社會的回響等，便會同意把賭波合法化。

我不同意新聞報導所述，如把賭波合法化，會令人花掉所有金錢，因而需要坐牢，原因是人們不會因無法償債而入獄。要打擊非法外圍賭博，我認為有需要修訂《賭博條例》，把賭波合法化。如我們回顧歷史，便會發現該條例是在1977年制定，其中目的是把「字花」合法化，理由是當時的政府未能禁制不同的非法莊家活動。就現今的足球博彩問題，歷史可能再現，但我們目前應否著手做一些功夫？

莫玄熾律師行  
律師  
莫玄熾

## Beijing mission letters of thanks

Congratulations on organising such a terrific event to Beijing! I really enjoyed the opportunity to spend time with the HKGCC leadership and the chairs of the other international chambers in Hong Kong. In addition, our meetings with the Chinese State Leader and other ministers were very useful and enlightening for everyone involved. And of course, we had great fun, which is always an important ingredient!

Paula DeLisle, Chairman  
AmCham

Congratulations to you and your team for the quality of organisation of our Beijing delegation. Well done.

Alan Johnson, Chairman  
AustCham

Regional Chairman  
Horwath International

## 本會訪京團致謝函

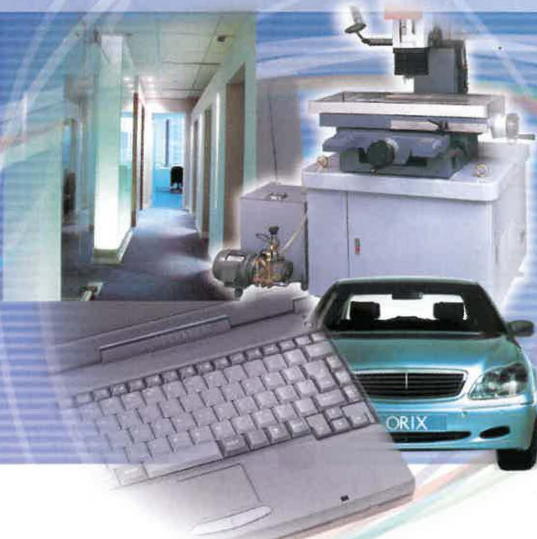
謹賀 貴會成功籌辦今年的北京訪問團。本人十分高興得與 貴會領導層和香港多個國際商會的主席一同訪京。我們與中國國家領導人和其他部委的會談非常實用，令在座各人增廣見聞，同時，現場氣氛亦見和洽愉快。

香港美國商會 主席  
杜寶麗

謹此恭賀訪京團圓滿舉行，並向 貴會誠表謝意。

香港澳洲商會 主席  
浩華國際 亞洲區主席  
莊信

# 融資租賃 租賃 購



香港總商會會員特別優惠

利息低至**3.6**<sup>\*</sup>厘  
還款期長達**5**年  
貸款額高達機器價值的**9**成



**ORIX**

歐力士(亞洲)有限公司

(有限持牌銀行)

香港金鐘道九十五號統一中心三十樓

貸款專線

**2862 9235**

\*以一年還款期、每月還款及每月三個月結算、實際年利率為0.77%

# Wage restraint still necessary

## Public sector rises are a cause for concern

**A**fter two years of wage restraint in response to the East Asian financial crisis of 1997-98, the local business community took the view this year that there was some room for easing up a little on the wages front. Several factors were taken into account in this decision. It was clear that the economy had improved somewhat after the negative economic growth experience in 1998. Growth was only moderate in 1999, but was far stronger, although somewhat uneven, in 2000. There was no sign of inflation re-emerging, indeed, deflation was still the rule. The unemployment rate was coming down.

At the same time, we recognised that while some sectors of the economy were doing reasonably well, others were still struggling. Any recommendation on wages, therefore, had to take account of this. As a result, the Chamber, together with the Employers' Federation, decided to suggest a wage rise for 2001, albeit a modest one, in the range of zero to 3 per cent. The range was provided to give firms greater flexibility in deciding any wage rise according to their own performance and profitability.

In addition, both the Chamber and the Employers Federation suggested that exceptional staff performances should be rewarded by one-off payments (performance bonuses) and not be built into the permanent wage and salary structure.

This strategy of offering a wage guideline, with greater flexibility, appeared to be working. Private sector salary surveys early in the year showed a weighted average increase of 2.5 per cent, well within the range of the guideline itself. Then along come the official Pay Trend Survey of the private sector conducted by the government itself and on which civil services pay rises are based. It showed private sector rises ranging from 2.95 to 6.15 per cent.

After subtracting the payroll costs of civil service increments, this converted into a salary "offer" to civil servants of 4.99 per cent for the directorate level and 2.38 per cent for middle and lower ranks. This high outcome relative to the private sector is of real concern to business. Both the Chamber and the Employers' Federation have written to the government expressing their misgivings about both the results of the Pay Trend Survey and the subsequent pay offer to civil servants.

Our key concerns are, first, that the upper level pay "offer" is excessive given private sector market conditions and, second, that

there had to be something wrong with the Pay Trend Survey outcome. We thought this might perhaps be the inclusion of one-off "performance" bonuses as "normal" salary increases. Third, we are now concerned that the big increase given the civil service should not flow through to the private sector starting another spiral of wage rises, that this will add to business costs and further reduce Hong Kong's competitiveness.

From a broader community perspective, too, this raises the prospect that business may not be able to add to its workforce and unemployment will rise. Recent private sector studies have shown that for similar job descriptions, civil service salaries are already higher in most categories than those in the private sector. The government has moved to address this for new entrants to the civil service (with lower entry-level wages now being paid), but the discrepancy still exists elsewhere in the service and needs to be remedied.

It has long been the private sector view that the civil service pay review mechanism is flawed and has led to bigger payments than are warranted by private sector increases. Together with the Employers' Federation, we will continue to press this issue with the administration. We also want to pursue the issue of payment for performance and productivity at the directorate level within the civil service, just as it has been more widely introduced in the private sector to supplement across-the-board wage rises. We would like to see the administration moving forward more quickly with this initiative.

It should not be forgotten, too, that the proposed civil service wage rises will cost the government (and therefore the taxpayer) HK\$4 billion a year at a time when the government claims that it is under quite severe budget pressures and facing future deficits. We therefore urge the government to urgently reconsider the whole pay review mechanism for the civil service and the directorate-level payment for performance and productivity issue.

Like the administration, we are aware of the objective of maintaining morale within the civil service, and the need to be able to attract and retain qualified staff, but we question whether ever-higher wages is the sole means of achieving this aim. On behalf of our members, and the local business sector, we will continue to urge wage restraint throughout the private and public sectors, especially given the somewhat uncertain economic times ahead. **B**



Christopher Cheng 鄭維志

**LINE** Logistics Information  
Network Enterprise™

**A**  
**B**

The world will no longer be slowed down  
by the twists and turns of global logistics.  
LINE gives you the most efficient way  
for B to B to get from A to B.



# 加薪限制仍須持續

## 公營界別引發加薪關注

1 997至98年的東亞金融危機令兩年以來香港的工資增長受到抑制，今年，本港商界在考慮多項因素後，認為可稍為放寬。本地經濟經歷了1998年的負增長，現已顯著放晴。1999年，香港經濟取得溫和增長，而至2000年，雖然各商業界別的復甦步伐不一，但本港經濟卻明顯取得重大進展，通縮持續意味通脹重現的機會甚微，同時失業率亦不斷下降。

然而，我們發現，儘管部份業界的表現不錯，但有些仍處掙扎邊緣。任何有關加薪的建議均須考慮這一景況。有鑑於此，總商會與香港僱主聯會決定共同建議，即使2001年香港經濟有輕微增長，工資提升幅度應介乎零至3%之間，讓企業在釐訂薪酬增幅時更具靈活彈性，能以個別僱員的表現和盈利能力作為增薪基準。

此外，總商會與香港僱主聯會亦建議，有特出工作表現的職員可獲一筆過的酬金作獎賞(勞績花紅)，而無須將之併入恆久的薪酬架構內。

這項較具彈性的策略為商界提供工資調整指引，無疑發揮了效用。私營界別於本年初進行的薪酬調查顯示，企業的加權平均薪金加幅為2.5%，與上述指引所列數字相符。隨後，港府對私營機構進行官方的薪酬趨勢調查，藉此作為公務員的增薪標準，結果顯示，商界的工資加幅卻為2.95至6.15%之間。

這即表示，扣除公務員的增薪開支後，首長級和中低層公務員的實質薪金「加幅」分別為4.99%和2.38%。相對私營界別的建議，這些數字無疑大為提高，令商界甚表關注。總商會與香港僱主聯會已致函港府，就薪酬趨勢調查的結果，以及稍後向公務員提供的增薪表達疑慮。

我們的主要關注是，首先，基於私營商界的市場情況，高級公務員的薪酬「加幅」實在偏高。其次，薪酬趨勢調查的結果可能有所出錯。我們認為，這也許是由於把一次性的「勞績」獎賞計入「一般」的薪金增加。第三，私營機構如跟隨港府的公務員大幅增薪，將導致另一次惡性循環，令營商成本遞升，並進一步削弱香港的競爭力。

從較廣闊的社會角度看，這亦可能導致企業未能增聘人手，因而使失業率上升。近期的私營界別調查顯示，就相似的工種而言，公務員的薪酬已比商界為高。雖然政府已為此調整新入職公務員的薪金(調低起薪點)，但比對其他公務員職級，薪酬差距依然存在，所以有修訂的必要。

私營商界長久以來均認為，公務員的薪酬檢討機制存有漏洞，致令公務員的薪津較商界認可的為高。本會將繼續夥同香港僱主聯會，向行政當局陳呈意見。我們還期望游說港府按表現和工作能力給首長級公務員發放特別獎賞，正如在私營界別，這方法一般均用以配合全體員工的增薪。我們希望行政機關能儘快推展這項計劃。

另一方面，我們不能忽視建議中的公務員加薪將令港府每年增加40億港元的支出(來自納稅人)。在港府聲稱財政預算壓力嚴重和來年亦會出現財政赤字的情況下，我們敦促政府緊急重新考慮公務員的整體薪酬檢訂機制，以及按表現和工作能力給首長級公務員發放花紅的問題。

恰如行政當局，我們亦關注維持公務員士氣的目標，以及吸引和挽留合資格員工的需要。不過，問題在於加薪是否達致這一目標的唯一方法。由於預計未來的經濟前景仍不穩定，本會謹代表會員和本地商界，繼續促請私營和公營機構貫徹增薪限制措施。

工商月刊  
BULLETIN

A Hong Kong General Chamber  
of Commerce magazine

CHAIRMAN

**Christopher Cheng**

DEPUTY CHAIRMAN

**Anthony Nightingale**

VICE CHAIRMAN

**Dr Lily Chiang  
David Eldon**

DIRECTOR

**Dr Eden Woon**

EDITORIAL BOARD

**Dr Y S Cheung  
Dr W K Chan  
Eva Chow  
Angela Yeung  
Malcolm Ainsworth  
Simon Ngan**

TRANSLATED BY

**Sarah Lo  
Mandy Lam**

ADVERTISING

**OMJ Media**

Room 2109, 21/F Ho King Commercial Centre,  
2-16 Fa Yuen Street, Kowloon, Hong Kong  
Tel: 2375 2311 Fax: 2870 3341

Email: jeremyo@hkstar.com

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

PUBLISHED BY

**The Hong Kong General  
Chamber of Commerce**

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

主席：鄭維志  
常務副主席：黎定基  
副主席：蔣麗莉博士 艾爾敦  
總裁：翁以登博士  
編輯委員會  
張耀成博士 陳偉群博士 周紫樺  
楊秋怡 麥爾康 顏偉業

編譯：魯尚青 林佩芬

廣告：OMJ Media

電話：2375 2311

圖文傳真：2870 3841

本會並非政治組織，任何帶有政治意識的廣告均  
不代表本會立場。

出版：香港總商會

金鐘道統一中心廿二樓

電話：2529 9229

製作：奧瑪製作室

電話：2893 0944

承印：百美印刷





## MOVING OUR FUTURE. SOLUTIONS FOR TOMORROW. NOW.

Whatever your transport requirements, Schenker Hong Kong has the solution – It's all a matter of logistics

For well over 30 years, Schenker Hong Kong has provided efficient, innovative and customer-oriented logistics services in more than 20 locations in Hong Kong and Greater China. This includes air and sea freight concepts as well as imaginative transportation ideas for trade fairs, removals and large international projects - that keep Hong Kong's businesses moving ahead in this fast-changing world.

Backed by the latest Internet technologies and ISO certification, Schenker Hong Kong is a one-stop shop dedicated to total customer satisfaction in logistics and freight forwarding.

Part of one of the world's leading logistics companies, Schenker Hong Kong can call on the expertise of almost 29,000 logistics specialists in 1,000 locations. Operating 24 hours a day across every time zone and on every continent, Schenker guarantees you delivery on time, every time, so that you stay one step ahead.



**Schenker International (H.K.) Ltd.**  
Hong Kong Corporate Office  
38<sup>th</sup> Floor, China Resources Building,  
26 Harbour Road, Wanchai,  
Hong Kong.  
Phone: +852 / 2585 9688  
Fax: +852 / 2827 5363  
E-mail: [management.hk@schenker.com](mailto:management.hk@schenker.com)  
[www.schenker.com.hk](http://www.schenker.com.hk)

# Public money must not be squandered on pay rises

**D**uring the recent recession, many companies in Hong Kong were forced to cut employees' pay and reduce the number of staff on their payroll. Although the economy is now showing signs of recovery, I know many companies, especially the small and medium enterprises, are still struggling. Statistics show that only a small proportion of employees this year received a pay rise, which averaged 2 per cent. Civil service pay rises, by contrast, are far higher than the average rate, and this will further widen discrepancies in salaries and cause a sharp rise in public expenditure.

## CIVIL SERVICE PAY RISES UNACCEPTABLE

The government claims the recent pay offers to civil servants are approximately the same as those of the private sector. The respective increases of 4.99 per cent for the senior rank and 2.38 per cent for middle and lower ranks are derived after studying the results of the Pay Trend Survey on the private sector conducted last year. However, I consider the survey has a number of constraints that affect its accuracy. For example, target respondents were limited to large companies employing more than 100 staff. This sampling doesn't take into consideration the SMEs, which account for 98 per cent of local companies and employ 70 per cent of the total workforce.

Data derived from the Pay Trend Survey, therefore, are not representative enough. We have to acknowledge SMEs face more difficulties than larger firms. Some of their employees got only a modest pay rise this year, while others' wages may still be frozen.

I know there has been a general decline in total payroll expenses in the private sector in the past year as a result of streamlining manpower by substituting employees with lower paid ones. Some employees received pay rises from money companies saved from reducing payroll costs to compensate for their increased workload and to maintain morale. But the Pay Trend Survey really cannot reflect this aspect.

## GOVERNMENT SELECTIVELY PICKS SURVEY RESULTS

More dissatisfying is that even if we accept the credibility of such surveys, it seems that the government selectively picks survey results. In the past two years, when surveys revealed wages in the private sector were cut by an average of 2 per cent, civil servants' wages remained unchanged. But when survey results showed just a slight

increase, civil servants got a substantial rise. This indicates the government selects survey results.

In fact, civil servant salaries are already higher than those in the private sector. For example, pay for civil servants responsible for miscellaneous tasks in government offices ranges from HK\$8,600 to over HK\$11,000. A typist can earn a monthly salary of between HK\$8,600 and HK\$15,000. Pay for similar jobs in the private sector is 30 to 40 per cent lower than that of the civil service.

In recent years, the government has regularly expressed its concern over future deficits and insists that it is necessary to raise some fees regardless of market conditions. It urged Legco to pass increasing taxes on six items proposed in the Budget, which will only add HK\$0.6 billion to its revenue. But the government's recent "generous" wage offers to civil servants will cost HK\$4 billion a year.

I really find this unacceptable. I fear that after the wage increase, the government will raise taxes on the grounds of "recovering costs," and, of course, the financial burden will be passed onto the general public and businesses to pay.



James Tien 田北傑

## MORE INFRASTRUCTURE AND HR INVESTMENTS NEEDED

Public money is Hong Kong citizens' money. The government must ensure it is used appropriately. It should not offer big pay rises to civil servants at the expense of taxpayers. I think the government has to invest more in infrastruc-

ture and human resources which are conducive to Hong Kong's long-term development. I recently called on the Chief Executive and the Financial Secretary to put forward my opinions.

I recommended that in the coming Budget, provisions for establishing an "SME Fund" be allocated to complement the HK\$2 billion "SME Finance Scheme." This money would be used to help SMEs enhance their productivity. And the government should also adopt some measures to accelerate economic integration with the Pearl River Delta to increase funding for technological development – in light of the expected growth of the knowledge economy and to improve tourist infrastructure and English and Mandarin standards of citizens, etc.

As Financial Secretary Anthony Leung pointed out, the government should reduce its "expenses" and boost its "investment." The large civil service wage increases without doubt contradict the objective of reducing "expenses." The government must give this issue due consideration to ensure public money is being properly spent. **LE**

# Great for Functions Location

offering you the best value-for-money



- 1.8 million square-foot complex of exhibition, convention, banqueting and other business functions
- Rotunda halls can accommodate 1,700 people or 100 tables each
- 1 well-equipped 702-seat Auditorium
- 19 multi-purpose rooms for banquets and meetings
- flexible configuration to accommodate 10 - 5,000 people functions
- professional support team
- equipped with the latest technology in lighting and audio visual systems
- shuttle service to MTR station

## Special Offer:

Upon presenting this advertisement, you will enjoy a **10%** discount off the rental rate

(valid until August 31, 2001)

Sales Hotline : **2620 2305**

**HITEC**

國際展覽中心  
Hongkong International Trade & Exhibition Centre

1 Trademart Drive, Kowloon Bay, Hong Kong  
Email: salesmgr@hitec-trade.com  
Website: www.hitec-trade.com



# 公帑必須用得其所

**過**去兩三年，本港經濟處於艱難時期，很多公司都要實行減薪、裁員。雖然目前經濟環境略為好轉，但我知道不少公司尤其是中小企仍在艱苦經營，所以資料顯示今年只有部份僱員獲得加薪，幅度也只約2%。相比之下，公務員今年加薪幅度顯然高於私人市場，造成兩者的差距進一步擴大之餘，公帑開支亦不必要地暴增。

## 不接受公務員大幅加薪

政府聲稱公務員加薪幅度與私營機構相若，而今次給高級和中低級公務員分別加薪4.99%和2.38%，是如往年般參考私營機構薪酬趨勢調查結果後決定的。不過，我對此說法並不認同，原因之一是該調查本身存有若干局限，因而影響準確性，例如調查範圍只集中於僱用一百人以上的大企業，卻將佔本港企業總數98%、僱用近七成就業人口的中小企摒棄於外。

試問如此得來的數據又怎能全面？須知道中小企面對的困難較多，其僱員今年多只有輕微加薪，有些甚至仍要凍薪。故此，政府只根據小部份大企業僱員的薪酬變化來決定公務員加薪幅度，肯定會偏高於普遍私營機構僱員的。

此外，我知道普遍私營機構去年的薪酬總開支實質是減少了，因為他們都精簡人手，以及辭退高薪職員而另聘較低薪的新職員。而部份僱員獲享加薪，是因為機構裁減了一些高薪職員後，向剩下的員工增加一點薪酬，藉以補償加重了的工作量或提高士氣。這也是薪酬調查結果不能反映的地方。

## 政府選擇性地跟從調查結果

更令人不滿的是，就算我們姑且接受有關調查的可信性，政府也沒有完全依從。過往兩年，調查結果顯示私營機構減

薪2%，公務員則只凍薪，但當顯示前者輕微加薪，後者就大幅加薪。由此可見，政府只選擇性地跟從有關調查結果。

事實上，現時大部份公務員的薪酬已遠高於私營機構。例如負責政府辦公室雜務的職工月薪就有8,600多港元至11,000多港元，打字員的月薪亦由8,600多港元至15,000多港元不等。相對於私營機構同類工種，政府職位的薪酬已高出三至四成。

數年來，政府不時表示有赤字隱憂，更不理經濟環境堅持提高一些服務收費，最近就積極遊說立法會通過預算案公佈的六項加費。然而，該六項加費實質只額外增加六億多元收入，但政府今次「慷慨」加薪，就令公帑每年暴增40億元開支。

這做法實在令人難以接受。恐怕政府加薪後，轉頭又以「收回成本」為理由加稅加費，將財政負擔轉嫁至市民和工商界身上。

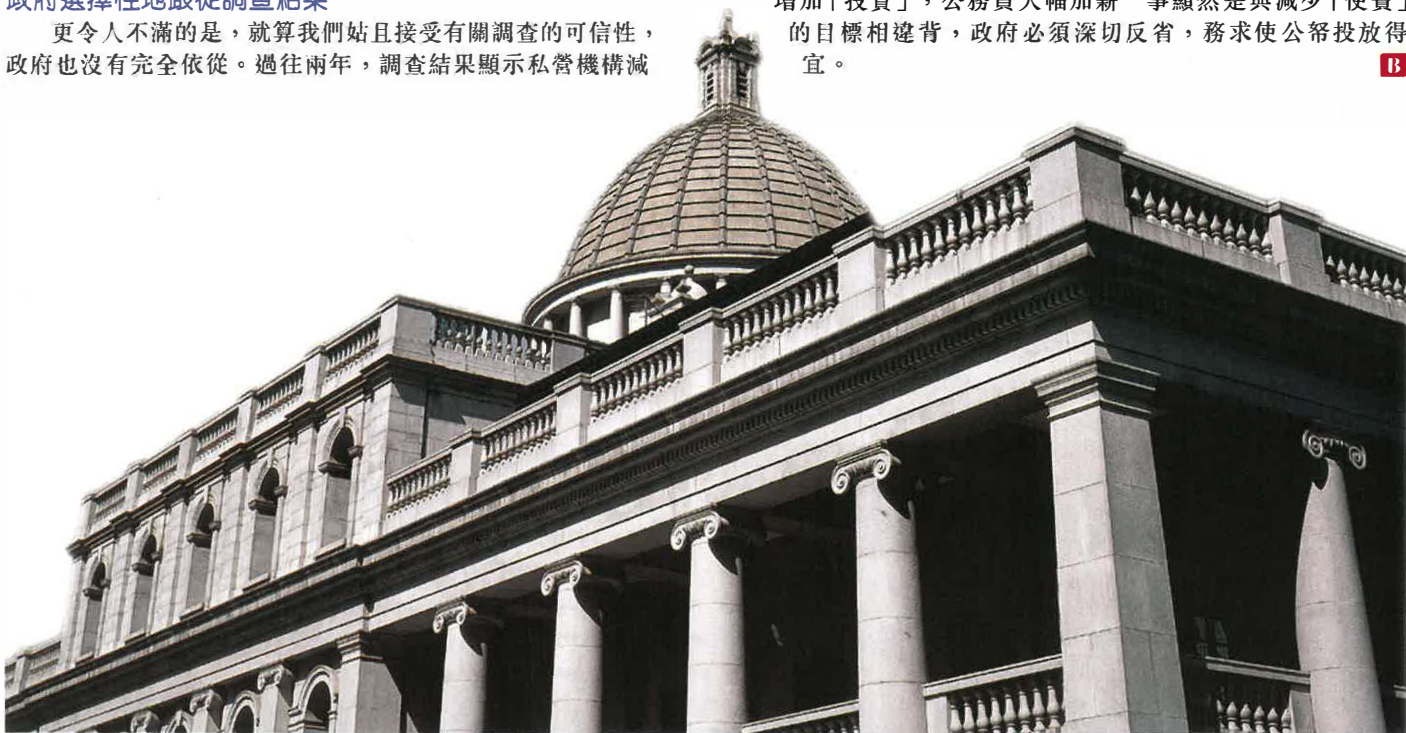
## 應多投資於基建及人力資源

公帑是香港人的金錢，政府有責任小心運用，不能輕率慷納稅人之慨大幅加薪，反而應將資源多投放於有利香港長遠發展的基建和人力資源上。我最近分別約見了行政長官及財政司司長，都表達了這個看法。

我已建議政府在來年度的財政預算案採取一系列措施，包括以「中小企貸款計劃」回籠的20多億港元成立「中小型企業基金」，協助中小企提升競爭力，以及加快香港與珠江三角洲經濟融合的步伐、增加科研開支配合智識型經濟發展、加速旅遊基建和改善港人的英語和國語水平等等。

正如財政司司長梁錦松曾說過，政府應減少「使費」，增加「投資」，公務員大幅加薪一事顯然是與減少「使費」的目標相違背，政府必須深切反省，務求使公帑投放得宜。

B



# 2001 Hong Kong Eco-Business Awards



**GREEN OFFICE AWARD**

**GREEN CONSTRUCTION CONTRACTOR AWARD**

**GREEN PROPERTY MANAGEMENT AWARDS  
(PRIVATE & PUBLIC HOUSING)**

## Goal of these Awards

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

**Sponsor :**



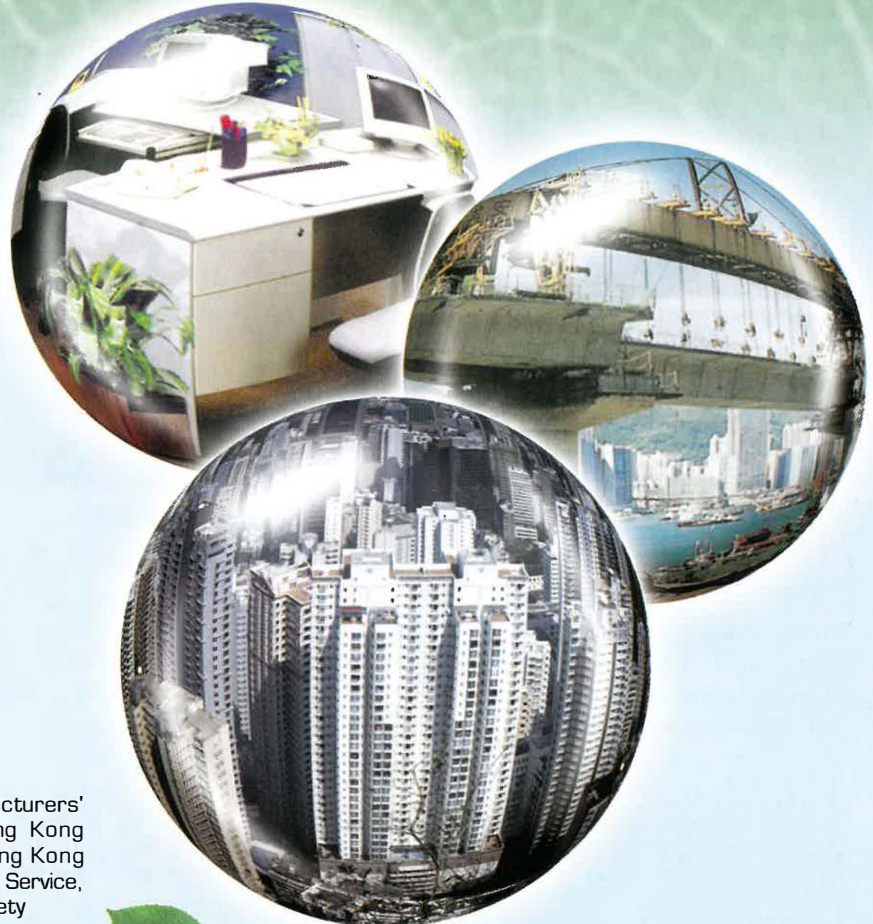
**Award Organisers :**



**Award Co-organisers :**

Business Environment Council, The Chinese Manufacturers' Association of Hong Kong, Consumer Council, Hong Kong Association of Property Management Companies, Hong Kong Construction Association Ltd., Hong Kong Council of Social Service, Hong Kong Housing Authority, Hong Kong Housing Society

Activity	Date
2001 Hong Kong Eco-Business Awards Launching Ceremony cum Wastewi\$e Logo Presentation	30/6/2001
Eco-Business Seminars	4, 6, 11/7/2001
Application Deadline	31/8/2001
Preliminary Screening and Detailed Assessment	1/9/2001 - 11/2001
Final Judging	11/2001-12/2001
Award Presentation	1/2002



## Wastewi\$e Scheme

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

**Wastewi\$e Scheme Organisers :**



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

Yes ! Our company is interested in the 2001 Hong Kong Eco-Business Awards, please send us further information on:

- Green Office Award   
  Green Construction Contractor Award   
  Green Property Management Awards (Private & Public Housing)   
  Wastewi\$e Scheme   
  Eco-Business Seminars (Free)

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Company address: \_\_\_\_\_

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

# Chamber's China connection

It was not long ago that the Hong Kong General Chamber of Commerce was known as the "Western chamber." This perception was the strongest on the Mainland. However, in the past few years, the Chamber has worked very hard to shed that image, not only in our own membership which is no longer dominated by the big "hongs," but also in our connection to Mainland China. In fact, the international diversity of our membership – 25 per cent multinationals – is precisely what is appreciated by Mainland Chinese officials and businesses.

Our relationship with China is on several levels. At the top level, our high-level visit to Beijing every June allows General Committee members and committee chairmen to report back to the membership what the senior Chinese officials said about economic development in Hong Kong and Mainland China. This June, our chairman also had 16 international chambers' chairmen accompanying him, making the international nature of our Chamber clearly visible to the Beijing leadership and emphasising to all that Hong Kong is an international business city. We had an excellent high-level reception in Beijing for two days.

We also host many Chinese officials and businessmen here in the Chamber. Last year, over 100 such delegations came from the Mainland to call on us. Most of these meetings are open to all members, who can make acquaintances with these visitors. Some of these officials actually give well-attended seminars and briefings on investment opportunities and issues to the Chamber. We also co-sponsor

many of their trade fairs in Hong Kong. The Chamber reciprocates with three or four China study missions per year. We always go to the Pearl River Delta, and last year we went twice to Western China. This year we will go to Northeast China and Southwest China.

At the working-level, we have a China Committee visit to Beijing every winter. This delegation is filled usually with experts on China trade, including factory owners, lawyers, accountants, consultants and others. They ask probing questions on problems and regulations regarding China business. That information is useful not only for the delegation members' companies, but also for the whole HKGCC membership since we put the minutes of the meetings on our Web site. Our training courses on China are also very popular, but will be beefed up to include more WTO information.

Training courses are conducted by us for senior Chinese enterprise managers and local officials too, allowing members who wish to be lecturers to speak to potential clients and allowing interested members to meet them during social hours. These Mainland Chinese students go back home spreading their knowledge about our Chamber too. Finally, appearances in media with a large Mainland audience have also promoted our name in China.

All in all, this has made the Hong Kong General Chamber of Commerce much more recognisable in China, benefiting our members when they want contacts or have a question about China. With China getting into the WTO, the Chamber – which has a new WTO section plus our Joint Business Liaison Committee – is well positioned to help every single Chamber member with the China market.



Dr Edén Woon 翁以登博士

## 總商會與中國的聯繫

創會以來，香港總商會向被視為「西商會」，在內地，這形象尤其深入人心。不過，隨著近年本會會員已不再由大「行」佔多，加上本會與中國內地的聯繫亦日趨緊密，本會致力擺脫「西商會」的形象。事實上，內地官員和工商機構已認識到，本會強大的國際性會員陣容中，只有 25% 屬跨國企業。

我們與中國的關係可從多個層面剖析。在最高層面，理事會會員和委員會主席能透過每年六月的高層訪京團，向會員匯報內地高層政府官員對香港和國內經濟發展的意見。今年六月，本會主席十分榮幸邀得 16 位國際商會主席一同訪京，向北京領導人清楚展示總商會的國際特質，並且彰顯香港作為國際商業城市的獨特優勢。為期兩天訪京期間，代表團獲得貴賓式的禮待，感到賓至如歸。

本會亦接待到訪的中國官員和企業，去年，合共接待了逾 100 個內地訪問團。與訪問團舉行的會議，大多公開予會員參加，以便他們與到訪者建立聯繫。有些內地官員更特別舉行研討會和簡報會，向會員介紹內地投資機會和相關事宜，極受會員歡迎。我們還

協辦多項在港舉行的內地商貿展銷會。每年，總商會均與三至四個內地考察團作相互往訪，我們經常前赴珠江三角洲，去年曾兩次出訪中國西部，今年將往中國東北和西南地區。

在工作層面，每年冬天，本會中國委員會均赴京考察。考察團通常由中國貿易專家組成，當中包括廠東、律師、會計師、顧問等。他們會問及在中國營商的事項和法規，所得資料不僅對考察團成員所屬公司別具價值，而隨著本會把會談紀錄上網，更惠及全體會員。另外，本會關於中國的培訓課程亦深受會員歡迎，稍後，課程內容將廣及更多中國入世事務。

我們也為國企高層管理人員和內地官員舉辦培訓計劃，讓會員向準客戶發表演說，同時於聯誼時間認識交流。這些學員返回內地後將有助宣揚本會的工作。此外，透過擁有大量內地觀眾的傳媒，亦有助提升本會的知名度。

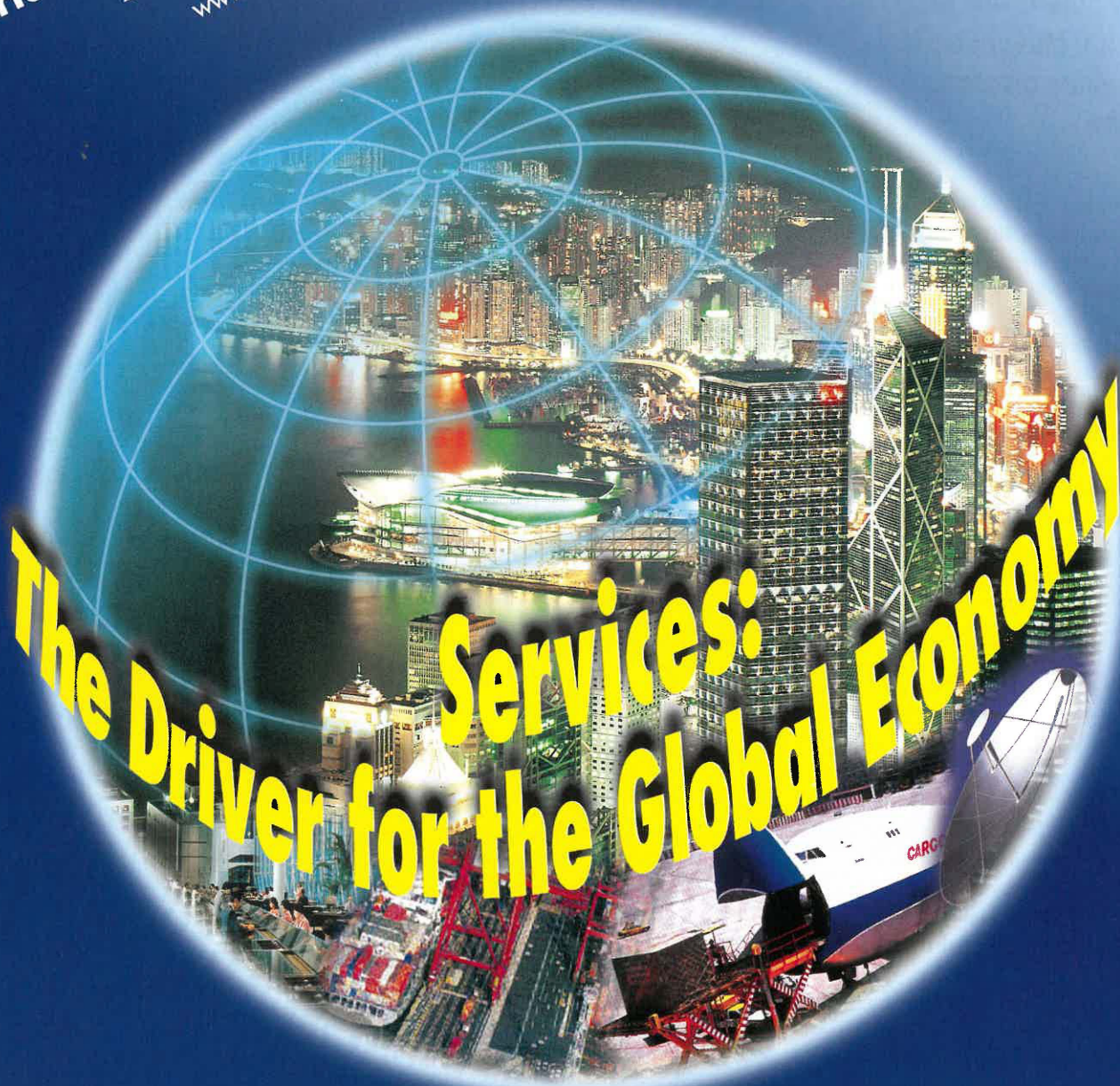
上述工作均使總商會在內地的知名度不斷提高，有助會員拓展人脈網絡或解決有關內地營商疑難，為他們帶來實益。中國入世指日可待，總商會已增設世貿專責部門，並成立香港 — 內地商會聯席會，全力協助會員掌握在中國市場的先機。

With the support and participation of the WTO



# WSC 2001

World Services Congress - Hong Kong  
20 & 21 September 2001  
[www.chamber.org.hk/wsc](http://www.chamber.org.hk/wsc)



**Services:  
The Driver for the Global Economy**

## Patrons

The Honorable TUNG Chee Hwa, Chief Executive  
Hong Kong Special Administrative Region, The People's Republic of China

Mr Mike MOORE

# Automating the supply chain

*Confusion about automating supply chains still exists but is quickly disappearing as businesses discover its benefits*

Supply-chain automation is often touted as the key to business success. It is a de facto way to build bottom-line results by focusing on efficiency, speed and business connectivity, and adding value to products and services.

"To out-rival competitors, a first hand understanding of supply chain management (SCM) will be the key to business success," Chief Executive of the HKANA Anna Lin said.

As such, supply chain services are in high demand. According to the research group IDC, supply chain services generated sales of US\$23 billion worldwide in 2000 and is on a pace that will bring it near US\$83 billion by 2005.

"The use of the Internet as a communication medium and the increase in business-to-business ecommerce are fuelling supply chain services growth," said Ting Piper, programme manager for IDC's Supply Chain and eLogistics Services research. "B2B ecommerce spurs the need for automation of supply chain processes among multiple parties and increases the need for timely supply chain implementations done by specialised providers."

The supply chain automation core is typically structured around the flow of physical goods, information and funds. In a typical supply chain, trading partners include raw material suppliers, manufacturers, distributors, retailers, service providers and government bodies, while the end user, or consumer, is the focal point of all activities.

Trading partners collaborate to streamline and integrate processes, thereby eliminating inefficiencies and non-value adding activities. The adoption of enabling technologies, such as product numbering, barcoding & scanning, XML/EDI and the Internet, are also needed





# Making a world of difference.



P&O Nedlloyd (HK) Limited  
25/F., PCCW Tower  
Taikoo Place, 979 King's Road  
Quarry Bay, Hong Kong

Tel: (852) 2856 6100  
Email: [Info.hkg@ponl.com](mailto:Info.hkg@ponl.com)



Value Added Services from P&O Nedlloyd.

Refreshingly straightforward logistics solutions.

**P&O Nedlloyd**

[www.ponl.com](http://www.ponl.com)

# 供應鏈 自動化

供應鏈自動化的發展雖尚未明朗，但只要企業體會箇中優點，疑團將一掃而清

供 應鏈自動化常被標榜為業務成功的鑰匙，是以效益、速度、業務聯繫、貨品和服務的增值果效為重點，建立成功業務的決定性因素。

香港貨品編碼協會總監林潔貽表示：「要從芸芸競爭對手脫穎而出，親身了解供應鏈管理是業務成功的關鍵。」

正因如此，供應鏈管理服務的需求正在上漲。IDC 研究部提供的資料顯示，2000 年，供應鏈管理服務為全球帶來 230 億美元的銷售額，乘著這個勢頭，將令 2005 年的銷售額迫近 830 億美元。

IDC 供應鏈和電子物流服務研究部項目經理皮佩表示：「由於互聯網被用作溝通媒介，而且商業對商業電子商貿亦正蓬勃發展，帶動了供應鏈管理服務的成長。此外，商業對商業電貿亦助長了各貿易夥伴對供應鏈管理自動化的需求，令他們更需要一套由專門供應商提供、能適時運作的供應程序。」

供應鏈自動化的核心架構離不開有形貨件、資訊和資金三方面的流動。一套典型的供應鏈必不可缺貿易夥伴，包括原料供應商、製造商、分銷商、零售商、服務供應商和政府部門，最終用戶或消費者則是整個活動流程的重心。

貿易夥伴攜手合作，精簡和整合供應鏈流程，把所有欠缺效率和增值果效的經營作業一概去蕪存菁，並採用尖端科技，包括貨品編碼、條碼及掃描系統、XML (可擴展標記語言) / 電子數據聯通，以及互聯網，增進供應鏈管理的運作速度和有效的資訊流通。

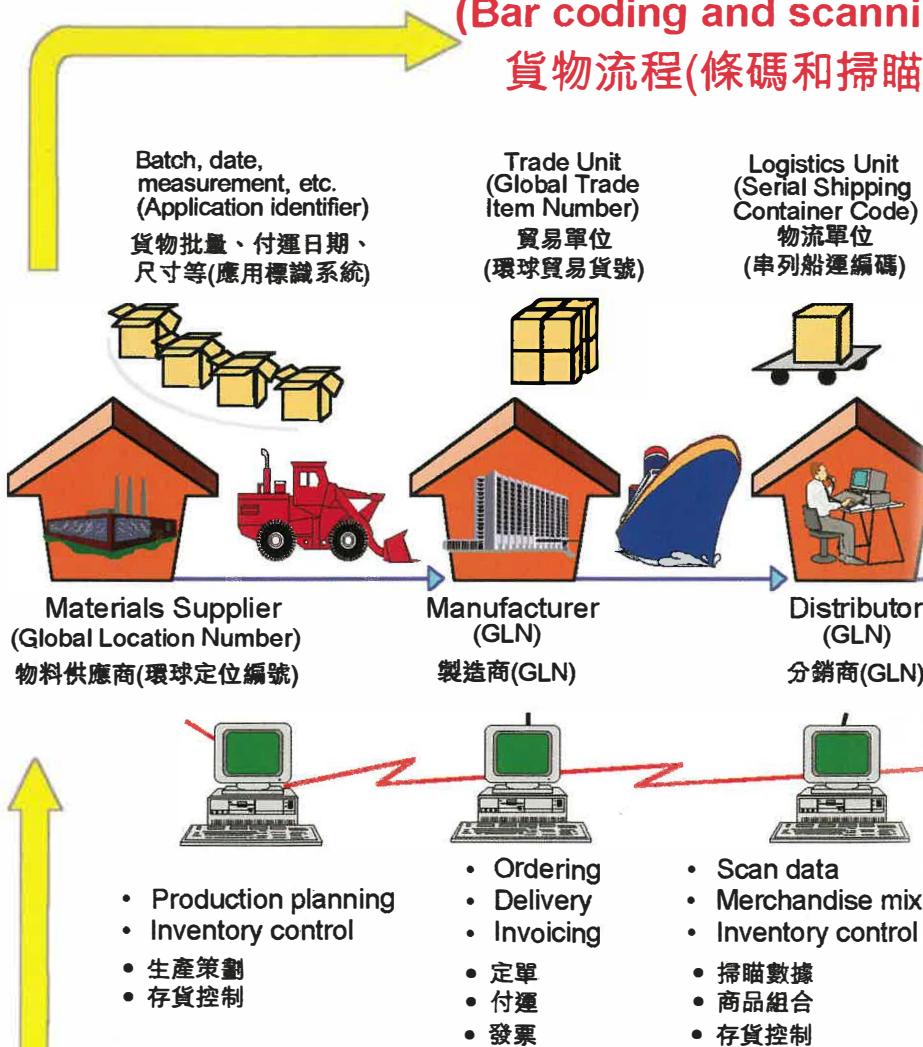
但萬一中小企因為勢孤力弱，不能令身為大公司的供應商投入供應鏈運作，又如何是好呢？

這時，應是供應鏈管理供應商大談 Wal-Mart、戴爾電腦及其他成功例子的時候。這些企業徹底透過供應鏈管理，促進

# Global Standard for 電子供應鏈管理的現

## PHYSICAL GOODS FLOW (Bar coding and scanning)

### 貨物流程(條碼和掃描)



了公司的業務和盈利。他們提出的任何要求，供應商奉旨有求必應，但對一般中小型企业，情況便截然不同。

香港貨品編碼協會的調查報告指出，香港對採用物流和供應鏈管理，以及對這方面的意識，均有增長的趨勢。然而，林潔貽表示，大部份中小企對供應鏈管理的內

容，以及其能在業務上發揮的重要作用，還是所知甚少。

### 大勢所趨

雖然供應鏈管理供應商的收入，95%來自北美和西歐洋行，但預期在亞太區內，使用供應鏈管理服務的公司將與日俱

# e-SCM 全球標準



增。根據 IDC 最近一項研究顯示，供應鏈管理服務供應商在亞太區的業務收入，預計將有 53% 的可觀增長。

未來五年，供應鏈電子商貿將是華人商業對商業市場中一股極大的推動力。

IDC 北京辦事處高級分析員孟麻席說：「增長大多限於中型至大型企業，因

為他們正正擁有發動電子商務攻勢所需的工具。雖然這個市場仍處起步階段，發展尚未成熟，但內地的公司正開始借助互聯網科技，作出鞏固經濟基礎的投資。」

他估計，中國的供應鏈電子商貿交易額於 2000 年已站於 15 億美元的水平，到 2005 年，將增加至 1,130 億美元。整體而言，商業對商業電子商貿交易將增至 1,330 億美元。增長大部份集中於中國的傳統市場，包括鋼鐵、資訊科技、化工和石油產品。

孟麻席說：「雖然這行業的發展大部份是限於內地市場，但中國入世將對外商帶來極大的衝擊，他們將力圖整合公司與內地的電子商務平台。」

不過，縱使在未來四年，中國的商業對商業市場發展將有強勁增長之勢，但不會如眾人所料，有革命性的突破。

孟麻席說：「中國市場要能支援『全面的端對端方案』，還需要一段長時間。不過，就現時所知，已有數家公司正投資架設電子商貿平台，這將能令供應鏈管理的作業大舉推進。公司將大多借助互聯網解決方案，強化核心業務，使之趨向現代化，而非利用互聯網拓展和支配新市場。」

## 供應鏈管理自動化

林女士表示，互聯網是實現供應鏈管理自動化的決定性因素，但即使是最基本的系統，也需要合適的硬件和軟件配合運作，單憑貿易夥伴間的電子聯繫是不夠的。

每家公司為設立供應鏈自動化系統所需動用的成本各有不同，而這過程亦是持續不斷的。

林女士表示，對有意制定商業對商業數據互換標準的公司，他們最大的關注是資料數據的內容。由於全球不同地區所需的資料各異，如生產資料，每一方對同一產品和服務，都有不同的稱謂，這些歧異衍生不少問題。

若每家公司使用各自專用的數據系統、格式和介面，貿易夥伴間的資料數字將不能有效流通，即使這些公司斷言已擁有電子應用技術。

她說：「有效的商業對商業數據互換標準的未來發展，須視乎公司如何採用全球通用的標準，令資訊融合互通，使營商作業流程順暢無阻。...共同的數據系統，諸如每件產品的電子識別號碼，或適用於香港的國際貨品 e-ID，均是達致這個目標的有效途徑，藉著統一的系統，便利供應鏈流程中不同的貿易夥伴存取和交換貿易資料。」

查詢供應鏈管理詳情，可參閱香港貨品編碼協會的網址 [www.hkana.org](http://www.hkana.org)。香港貨品編碼協會亦於金鐘道統一中心 22 樓設有供應鏈管理資源中心，提供有關參考資料。

Good health is wealth.  
It starts from the air  
you are breathing.



Effective from now\*,  
all members of HKGCC  
can enjoy 35% discount  
for ordering all  
air filtering facilities.

\*This offer lasts from now to the end of August 2001.

e  
EnvironAir  
since 1990  
[www.EnvironAir.com.hk](http://www.EnvironAir.com.hk)  
Indoor Air Quality Specialist  
Tel : 2416 6676

Authorized Distributor of  
**Honeywell**

to facilitate speedy and effective information flow for SCM.

But what happens when an SME lacks the clout to impose supply chain mandates on its suppliers, many of which are bigger companies?

It is all very well for supply chain automation vendors to rattle off examples of how Wal-Mart, Dell Computers and the like have nailed down SCM from end to end to boost their businesses and profitability. When these companies say jump, their suppliers generally ask how high? But it is a different story for the average SME.

Results from HKANA surveys indicate that there is a growing awareness and adoption of both logistics and supply chain management in Hong Kong, but most SMEs still know very little about supply chain management and the importance it plays in their business, she added.

#### A GROWING TREND

Although North American and Western European firms account for 95 per cent of supply chain service providers' revenues, more companies in the Asia-Pacific region are expected to start implementing supply chain services. According to a recent IDC study, supply chain service providers should see their revenues in the Asia-Pacific region increase at an impressive 53 per cent.

Supply chain e-commerce will also be one of the largest drivers of the Chinese business-to-business market over the next five years.

"Most of this growth is going to be restricted to medium and large businesses as they are the ones that typically have the tools necessary to undertake e-business initiatives," Matthew McGarvey, a senior analyst based in IDC's Beijing office said. "Though the market is still relatively nascent and underdeveloped, companies in China are



beginning to make investments into strengthening their bottom line via Internet technologies."

He estimates supply chain ecommerce in China stood at approximately US\$1.5 billion in 2000. By 2005, this is expected to grow to US\$113 billion, while overall B2B ecommerce is expected to grow to US\$133 billion. Much of this growth is going to be confined to China's traditional markets including steel, IT, chemicals, and petroleum.

"While a good majority of this activity is going to be domestic in nature, WTO will have a strong impact as foreign players will look to incorporate their e-business platforms with those in China," Mr McGarvey said.

While B2B growth in China over the next four years is expected to be strong, it will not be as revolutionary as many expected.

"The China market is still a long way from being able to support the 'total end-to-end solution'. Nonetheless, several companies are making the investment necessary to create e-business platforms that will stimulate activity on a highly noticeable level," McGarvey said. "Much of this will come from companies automating and strengthening their core business functions via Internet solutions, rather than using the Internet to

seek out and dominate new markets."

#### SUPPLY CHAIN AUTOMATION

The Internet is the key enabler for supply chain automation, but even the most basic of systems needs the right hardware and software to make it work – just having an electronic connection between trading partners is not enough, Ms Lin said.

The cost of setting up a supply chain automation system varies from company to company, and the process is on-going.

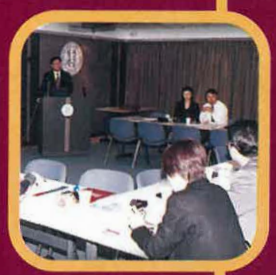
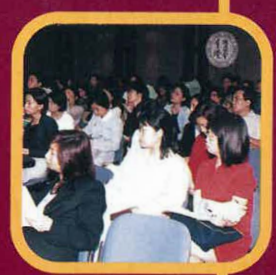
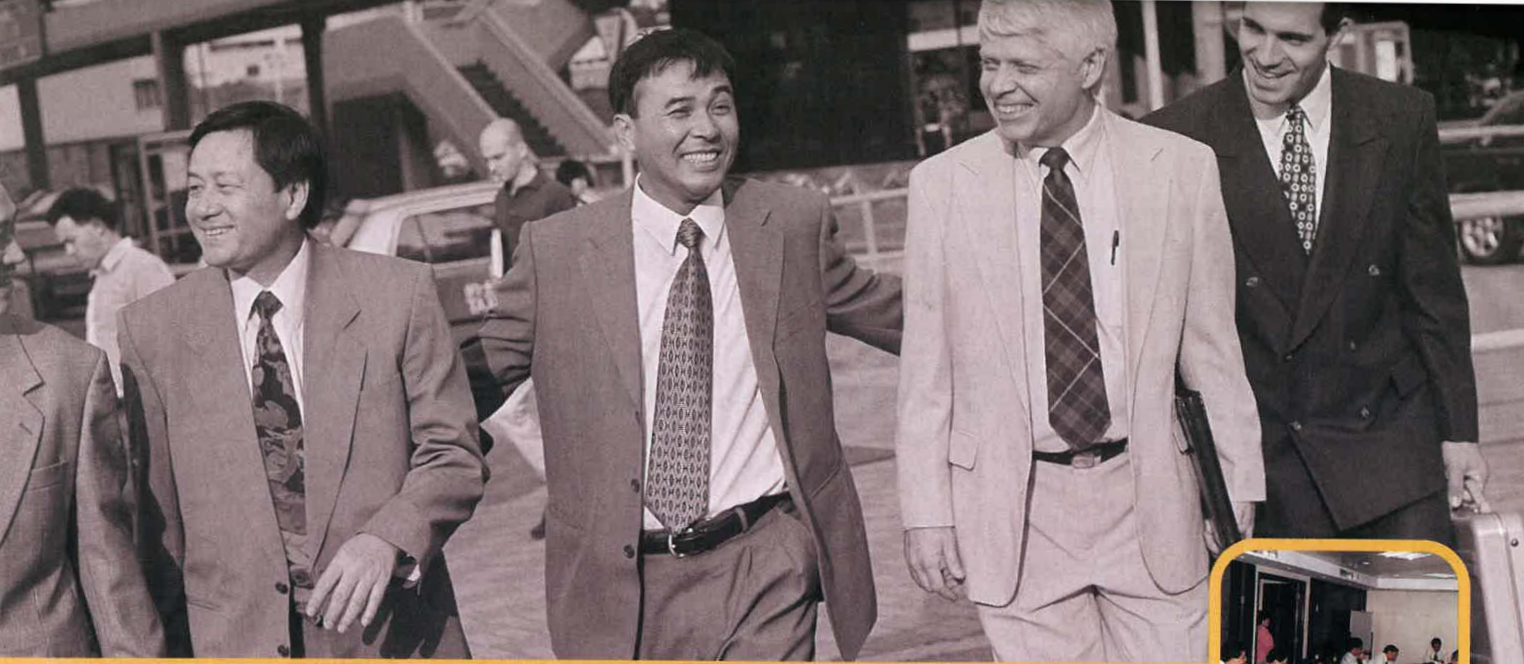
Among the main areas of concerns for businesses thinking of setting up B2B data exchange are the content

of data. As different parties in countries around the world require different information, such as production information, and each party tends to use different names to describe the same product or service, these differences can cause problems, Ms Lin said.

Although many companies claim they are e-enabled, an efficient flow of information and data between trading partners is impossible if each company uses proprietary data structure and format, interfaces.

"In future, effective supply chain B2B data exchange depends on how organisations rationalise business processes to harmonise information with the adoption of global standards. ... Common data structure, such as electronic identification number for each product or what we call in Hong Kong, the Global e-ID, is the effective enabler to achieve this by providing common definitions of trading information to be retrieved and exchanged among trading partners in various supply chain processes," she said. B

*More details on supply chain management can be found at HKANA's Web site, [www.hkana.org](http://www.hkana.org) or reference materials are also available at the HKANA SCM Resource Centre at Unit B, 22/F United Centre, 95 Queensway.*



Make Your Function a  
理想場地

# Success

# 成功之始

- Exhibitions 展覽
- Meetings 會議
- In-House Trainings 內部培訓
- Sales Presentations 銷售講座
- Press Conference 記者招待會
- Workshops 工作坊

## The Chamber Theatre / Exhibition and Conference Centre

香港總商會演講 / 展覽及會議室

Location: 22/F United Centre, 95 Queensway, Hong Kong

香港金鐘道 95 號統一中心 22 樓

(above Admiralty MTR Station 金鐘地鐵站上蓋)

For details, please call  
查詢請電

2823 1205 / 2823 1246

Monday - Friday 星期一至星期五	Theatre/Exhibition 演講 / 展覽室	Conference Room 1 一號會議室	Conference Room 2 二號會議室	Committee Room 小型會議室
Capacity 座位數目	110 seats 座位 (1,300 sq ft)	40-60 seats (830 sq ft)	15-30 seats 座位 (470 sq ft)	5-8 seats 座位 (135 sq ft)
09:00 - 17:30	\$8,100	\$5,200	\$2,950	\$840
09:00 - 13:00 or 13:00 - 17:00	\$5,600	\$3,600	\$2,000	\$580
Hourly Rate 每小時收費	\$1,540	\$990	\$550	\$160
Includes - LCD Projector, Overhead Projector, Whiteboard, Reception Area, TV/Video recorder and Self-service Cafe Bar				

**Chamber Members get 20% discount 會員八折優惠**

# SAR to play key role in Mainland's development

*Hong Kong's middleman role will grow upon China's WTO accession, Chinese leaders tell Chamber delegation in Beijing*

Chinese leaders reiterated their confidence to delegates of the Chamber's annual high-level mission to Beijing from June 14-15 that Hong Kong's importance as a bridge for foreign enterprises tapping into the China market would not diminish upon its entry into the World Trade Organization.

With the development of the Western Region, Hong Kong, as Asia's world city, will be able to maintain its unique edge as a bridge between China and the world marketplace. The rate of foreign investment flowing into Mainland China has risen continually since the country embarked on economic reform. Hong Kong has acted as an important middleman for many of those for-

eign enterprises setting up in the Mainland. Moreover, the SAR's businesses themselves account for a substantial proportion of investment being ploughed into projects in China.

In consolidating Hong Kong's competitive edge, international business groups here have an important role to play, as do efforts of the local business sector. However, local businesses and international enterprises both need to acquire a more in-depth understanding of China's economic development and market situation.

This year's delegation to Beijing, led by HKGCC Chairman Christopher Cheng, included chairman from 16 international chambers and demonstrated Hong Kong's advantage of being a truly international metropolis.

## CHINA'S ECONOMIC DEVELOPMENT – THE TENTH FIVE-YEAR PLAN

During meetings with various ministries and commissions, delegates were informed that China's economic growth and tax receipts were in good shape. Under the Tenth Five-Year Plan, which focuses on liberalizing the Mainland's markets, China's economy will gradually be integrated into the global market. It is estimated that during the Tenth Five-Year Plan, economic growth in China will average 7 per cent.

Vice Premier Li Lanqing told delegates that the recent unfavorable development in Sino-U.S. relations does not seem to have influenced bilateral trade. But he noted that the slowing U.S. economy could adversely affect China's trade with the country. However, Vice Premier Li remained optimistic about the prospects of both economies. He believes the United States is just undergoing a market adjustment and the probability of an economic crisis is minimal. Even though China survived the Asian financial turmoil relatively unscathed, the current pressure on the Mainland's exports will stimulate Chinese enterprises' to improve, he said.

During their meeting with China Council for the Promotion of International Trade Chairman Yu Xiaosong, delegates learned that despite rapid economic development in areas such as Beijing, Shanghai and the Pearl River Delta, the growth rate of cities in the west of the country remains too low.

He estimates that it will take another 20 years before the rural areas in the west of the country manage to catch up to the development of the urban areas. Therefore, the focus of the Tenth Five-year Plan is mainly on development of the west.

Vice Minister Wang Chunzheng of the State Planning Development Commission



MOFTEC Minister Shi Guangsheng (2<sup>nd</sup> from right) tells members during their meeting that he hopes China can enter the WTO by the end of this year. 外經貿部部長石廣生(右二)向團員表示，希望中國能於年底前加入世貿。



Vice Premier Li Lanqing (right) receives the Chamber's Beijing mission led by HKGCC Chairman Christopher Cheng (left). 李嵐清副總理(右)會見由總商會主席鄭維志(左)率領的訪京團。

# 香港在內地發展中扮演重要角色

國家領導人向總商會訪京團表示，中國入世後香港的中介人角色將更形重要

**中** 國領導人向本會6月14至15日一年一度的高層訪京團代表重申，香港作為外資進入國內市場橋樑的優勢，不會因中國加入世界貿易組織而消失。

隨著中國西部的開發，香港作為亞洲國際都會，將繼續擁有獨特的優勢，擔當中國與國際市場的橋樑。內地改革開放以來，外商進入國內市場投資的熱潮持續高

漲。對於眾多有意在內地設立業務據點的外商，香港是重要的中介人，而港商的投資也佔了很大的比例。

要維持香港的競爭優勢，除本地商界的努力外，香港的國際商界亦須擔負重要的角色。因此，本地和國際企業均須更深入瞭解國家的經濟發展和市場情況。

今年的北京訪問團由本會主席鄭維志率領，團員包括代表16個國家駐港國際商

會的主席，突顯了香港作為國際都會的優越地位。

## 中國經濟發展 — 第十個五年計劃

在與各部委的會面中，代表團得悉中國經濟發展和稅收情況良好。第十個五年計劃把重點放在對外開放，中國將逐步融入全球化的經濟發展。據估計，在十五計劃下，中國每年將取得平均7%的經濟增幅。

explained that the key objective of the Tenth Five-year Plan is to try and balance the country's economic structure.

Over the past 20 years of economic development, the western region has continued to fall further behind the coastal areas. Traditional industries in the west have not been fundamentally transformed to compete in a free-market economy. Their utilization rate of technology is low. Infrastructure development cannot meet the demand for long-term economic growth. Therefore, the Tenth Five-year Plan proposed strategies to adjust these imbalances.

The western development project is an important strategy for the Mainland, as its economy must compete head on with international competition upon accession to the WTO. The competition is expected to be especially tough for Mainland enterprises in the west, as they face more challenges than their coastal



Vice Minister of the State Planning Development Commission Wang Chunzheng (right) explains the key objectives of the Tenth Five-year Plan.

國家計劃發展委員會副主任王春正(右)向代表團解釋十五計劃的主要目標。



cousins, but nevertheless must still improve their productivity and competitiveness.

However, the drive to develop the west of the country does not mean growth in coastal areas will slow, he said, as these regions are the engines of economic growth in the Mainland.

Mr Wang encouraged Hong Kong companies to share their professional knowledge, their management experience, and their strength in fund raising capabilities to expand their involvement in the Mainland's future economic development.

Although over 90 per cent of Hong Kong companies are small- and medium-sized enterprises, Mr Wang told the delegation that SMEs account for the majority of the 390,000 foreign enterprises in the Mainland. As such, he encouraged Hong Kong SMEs to go to the West to discuss possible business cooperation and investment projects with local enterprises.

Vice Premier Li also told delegates that environment protection will feature prominently in the country's development plans, and that it has already entered into many cooperation projects with foreign enterprises to utilise advance technologies to help protect environment in the Mainland.

### CHINA'S ENTRY INTO THE WTO

On the issue of China's WTO accession, Vice Premier Li said that the Mainland economy was basically well prepared to face the opportunities and challenges expected to arise upon its entry into the world trade body. He therefore expressed his hopes that China will soon be admitted into the organization.



Chamber Chairman Christopher Cheng (left) discusses trade issues with China Council for the Promotion of International Trade Chairman Yu Xiaosong.

總商會主席鄭維志(左)與中國國際貿易促進委員會會長俞曉松談論貿易事項。

MOFTEC Minister Shi Guangsheng said that China has already reached consensus with the United States on previously sticky issues, including agricultural subsidies, insurance, distribution, and foreign trade rights. China will start talks with the EU on June 18 on related issues in preparation for the 16th meeting of the WTO Working Party on China's admission, scheduled for June 28. He expects all unresolved multilateral issues will be finalized at the meeting, which would make it possible for the Mainland to formally enter the WTO by the end of the year.

### LONG-TERM MULTIPLE VISA FOR EXPATRIATES IN HONG KONG

In their meetings with Vice Premier Li Lanqing and Deputy Director Chen Zuor of the Hong Kong and Macao Affairs Office, members of the delegation suggested that expatriates with permanent resident status in Hong Kong be granted either visa-free permits or a longer-term multiple entry visa. The Vice Premier said the suggestion would be given paramount consideration. Deputy Director Chen also told the delegation that his office would forward details of the proposal to the Ministry of Public Security – the responsible ministry – and would embark on a feasibility study of the proposal. **B**

◀ This year's Beijing mission, made up of General Committee members, 16 international chambers' chairmen, and local business people, clearly reflected the international nature of HKGCC.

本會今年的訪京團由理事會成員、16個國際商會主席和本地商界人士組成，充分展示香港總商會的國際化特色。





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

李嵐清副總理向訪京團表示，雖然中美關係近期發展不太順暢，但到目前並未看到因此對中美的商貿關係有任何影響。反而，他關注到美國經濟放緩可能會對中國的對美貿易帶來負面影響。不過，李嵐清對兩國經濟發展仍感樂觀，他相信美國僅處經濟調整期，出現經濟危機的機會甚微。中國能順利過度亞洲金融風暴，中國出口現時所受的壓力只會刺激中國企業增強本身實力。

與中國國際貿易促進委員會會長俞曉松會晤時，訪京團瞭解到雖然北京、上海、珠江三角洲等地現正蓬勃發展，西部城市的發展步伐仍然較慢。

他預計，中國西部偏遠地區還須 20 年時間，才可追上城市區域的發展速度，所以十五計劃的焦點是西部開發。

國家計劃發展委員會副主任王春正向訪京團解釋，十五計劃的關鍵在於調整及平衡國家的經濟結構。

20 年來來的經濟發展，西部地區持續落後於沿海區域，其傳統產業始終未能實行結構性的轉型，在自由市場經濟中比

拚，同時使用科技的比率亦低。基建發展未能配合長遠經濟發展需求。有鑑於此，十五計劃提出了調整經濟結構不平衡的策略。

由於中國入世後，內地經濟勢必面臨激烈的國際競爭，故此西部開發計劃對內地的發展更顯重要。比對沿海公司，西部企業須面對更多的挑戰，預期他們所面臨的競爭將更為熾烈，必須著力提升生產力和競爭實力。

王春正稱，然而，大力開發西部並不表示沿海地域發展將會減慢，原因是這些區域是內地經濟繁榮的驅動力。

王氏鼓勵香港公司分享它們的專業知識、管理經驗，以及集資能力，藉以在內地經濟發展中發揮更顯要的作用。

香港逾九成企業為中小型企業。王氏向代表團說，在中國的 39 萬外資企業中，亦是中小企業佔大多數。他希望香港中小企業可以到西部，與當地企業商談合作和投資項目。

李嵐清亦指出，環境保護在國家的發展計劃中擔綱主要位置，中國已與外資企業

達成許多合作項目，冀能藉先進技術有助保護內地環境。

## 中國入世

談到中國入世進程時，李嵐清表示，內地經濟基本上已準備就緒，迎接加入世貿所帶來的機遇和衝擊，他期望中國可儘快入世。

外經貿部部長石廣生說，中國已與美國在農業補貼、保險、分銷和外貿權等棘手問題上達成共識，將於 6 月 18 日與歐盟磋商有關事項，為 6 月 28 日的中國加入世貿工作小組第 16 次會議作好準備。他期望是次會議能總結未能在中國入世多邊談判中解決的事宜，以便中國有可能於年底前正式加入世貿。

## 簽發長期中國簽證予香港外籍居民

拜會副總理李嵐清和港澳辦副主任陳佐洱時，訪問團提出了給予外籍香港永久居民免簽證或長期中國簽證的建議。李嵐清表示會慎重考慮。陳佐洱則表示港澳辦會把有關詳情呈遞負責機關公安部，並同時積極研究其可行性。

# China's entry into the WTO within sight

By Ellen Liu

China and the United States announced on June 9 that they had reached agreement on major outstanding issues concerning China's accession to the WTO during June 4-8 bilateral talks in Shanghai. United States negotiators, led by United States Trade Representative Robert B Zoellick, and Chinese negotiators, led by Minister of Foreign Trade and Economic Cooperation Shi Guangsheng, capped 15 years of negotiations on areas including domestic support for agriculture, services and trading rights.

Just 11 days later, Minister Shi and his European Union counterpart, EU Trade Commissioner Pascal Lamy, announced on June 20 in Brussels that they, too, had reached consensus on China's WTO entry.

Speaking on the agreement, WTO Director-General Mike Moore said, "The Sino-EU accord is another step towards China gaining membership in the World Trade Organisation. Together with the Sino-U.S. agreement reached earlier this month, this adds new momentum to China's bid for WTO membership. I hope a decision can be made on the admission of China at our Ministerial Conference in Doha, Qatar, this November."

Details of the Sino-EU accord have yet to be released, but we can gain a general idea of China's commitments from what has been revealed of the Sino-U.S. agreement.

## AGRICULTURE

China has agreed to a de minimis exemption of 8.5 per cent, which means that China's subsidies will be capped at this amount, both for general support and for each specific product. The agreement also grants China an 8.5 per cent subsidy for programmes intended to encourage agricultural and rural development for resource-poor farmers, in particular investment subsidies programmes, input subsidies programmes, and programmes for diversification from narcotic crops.

China reiterated it would forego all export subsidies for agriculture, and that it would improve implementation of its bilateral agreement with the United States on grains, meat and citrus fruits. For example, China has established an e-mail hotline to help exporters when their goods encounter problems entering Chinese ports.



The United States and China agreed to a solution on domestic support, the last major outstanding issue, for agriculture. 中美兩國已就農業補貼這主要遺留問題訂定解決方案。

## WTO WATCH

### MILESTONES OF CHINA'S WTO BID

1986 China applies to re-join GATT.

1995 WTO replaces GATT.

November 15, 1999 China and the United States sign a bilateral WTO agreement in Beijing.

November 27, 1999 China and Canada sign a bilateral agreement on China's entry into World Trade Organization.

May 19, 2000 China and EU reach a bilateral agreement on China's accession into the WTO.

September 20, 2000 U.S. Senate votes to grant China PNTR status

September 26, 2000 China and Switzerland reach a bilateral agreement on China's WTO entry.

October 10, 2000 U.S. President Clinton signs legislation granting PNTR status to China.

May 30, 2001 U.S. President Bush said he will notify the U.S. Congress of his decision to support China's NTR status for another year.

June 9, 2001 China and the U.S. announce that they have reached agreement on major outstanding issues.

June 20, 2001 China and the EU announce they have reached consensus on China's WTO entry.

June 28-July 3, 2001 The 16th meeting of the WTO Working Party on Accession of China.

July 16-20, 2001 The next meeting of the WTO Working Party on Accession of China.

Mid-September, 2001 Meeting of the WTO Working Party on Accession of China (It is expected that this will be the conclusive meeting).

November 9-13, 2001 The 4th WTO Ministerial Conference in Doha, Qatar.



# 中國入世 指日可待

劉瑾

## 中國入世里程碑

1986年 中國申請再次加入關貿。

1995年 世貿取代關貿。

1999年11月15日 中、美在北京簽訂雙邊世貿協議。

1999年11月27日 中國與加拿大就中國加入世貿簽訂雙邊協議。

2000年5月19日 中國與歐盟就入世達成雙邊協議。

2000年9月20日 美國參議院投票通過給予中國的「永久正常貿易關係」。

2000年9月26日 中國與瑞士就中國加入世貿達成雙邊協議。

2000年10月10日 美國總統克林頓簽署法案，給予中國「永久正常貿易關係」地位。

2001年5月30日 美國總統布殊稱，他將知會國會，決定支持延續中國正常貿易關係地位一年。

2001年6月9日 中美兩國同時宣佈，雙方已就中國加入世貿的遺留問題達成共識。

2001年6月20日 中國與歐盟宣佈，已就中國加入世貿達成共識。

2001年6月28日至7月3日 中國加入世貿工作小組第16次會議。

2001年7月16至20日 中國加入世貿工作小組另一次會議。

2001年9月中 中國加入世貿工作小組會議(預期待為最後一次會議)。

2001年11月9至13日 世貿第四次部長會議於卡塔爾多哈舉行。

中 美兩國於6月9日同時宣佈，中國外經貿部部長石廣生和美國貿易談判首席代表策利克在上海幾經磋商後，已就中國加入世貿多邊談判的遺留問題達成全面共識。緊接著，6月20日在布魯塞爾，石廣生與歐盟貿易委員拉米也就遺留問題達成共識。無疑，中美在上海、中歐在布魯塞爾達成的共識，為中國加入世貿掃清了最後的障礙。正如世貿總幹事摩爾說：「中歐共識令中國加入世貿的進程又加快一步，中歐共識與六月早些時候達成的中美共識，將為中國加入世貿帶來新的契機。我依然希望中國能在今年十一月的多哈部長會議上加入世貿。」

中歐共識的內容迄今尚未向外界公佈，而據有關資料披露，中美達成共識的主要協議內容如下：

## 農業

農業補貼的最高水平定為8.5%。整體補貼和特別產品的補貼均不超過農產品價值的8.5%；其他對農業生產資助項目的補貼水平也將不可超過8.5%，例如對鼓勵資助貧困農戶的農業和農村發展項目，包括投資補貼項目、農業投入補貼項目、對放棄種植毒品的補貼項目等。中方重申將致力取消對農產品的所有出口補貼，並加強執行中美關於穀物、肉類和柑桔等農產品的雙邊協議，如設立電子信箱，以便出口商在中國港口遇到困難時使用。

## 服務業：保險和分銷

保險：澄清了有關允許外國保險公司承包商業險的定義；設立了一個明確的時間表，在五年內，逐步取消中國再保險公司20%的市場特許權；議定國民待遇不適用於法定或強制性保險的豁免範圍，只有對巴士和其他商用交通工具的司機和營業員的第三者責任險，才可將豁免納入國民待遇的範疇；中方取消去年在世貿工作小組報告中加入關於開放保險業承諾的條文，並加入新的條文，承諾將漸進式的開放保險市場。

分銷：澄清中方有關開放連鎖店的承諾。只有銷售來自不同供應商的不同類別產品和品牌，並且擁有30間以上分店的連鎖店才受到一些限制。



Chinese Minister for Foreign Trade and Economic Cooperation Shi Guangsheng (right) and EU Trade Commissioner Pascal Lamy announced on June 20 in Brussels that they had reached consensus on China's WTO entry.

中國外經貿部部長石廣生(右)與歐盟貿易委員拉米於6月20日在布魯塞爾宣佈，已就中國入世達成共識。

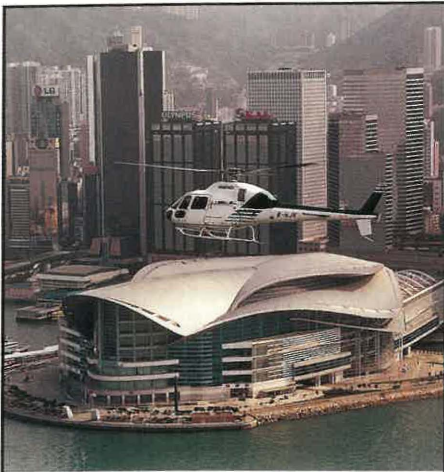
## 貿易權

確保給予在中國的外國投資企業和產品銷往中國的外國公司擁有進出口權，將在三年內逐步擴大對外國投資企業進出口權的開放。中國加入世貿一年後，擁有合資企業少數股權的外商可以擁有進出口權，而擁有合資企業多數股權的外商和獨資的外商，將分別在兩年或三年後獲得進出口權。中美亦協商時間安排及外商企業在獲得進出口權之前的分銷權問題。至於尚未在中國投資的外國公司，中美雙方協商了中方在何種條件下才可限制這類公司取得進出口權。中方承諾將在非歧視和非酌情的基礎上給予這類外國公司進出口經營權。

## 成功在望

在中美、中歐達成共識以後，中國加入世貿的進程，接下來還剩下最後一段路程要走。

首先，6月28日至7月4日，第16次中國加入世貿工作小組會議將在日內瓦召開。這是自今年一月有關農業等談判陷入僵局以來，首次在世貿總部舉行的中國工作組會議。美國駐華使館於6月9日發表聲明：「中美雙方同意在日內瓦舉行會議時攜手合作，以便完成中國加入世貿組織的進程。」拉米於6月20日也表示：「我們將在日內瓦一起為加快最後協議的達成而努力。」7月3日，中國首席談判代表龍永圖



## View Asia's Most Scenic Cityscape by Helicopter!

Popular flights include soaring over Victoria Harbour, the giant bronze Buddha, one of the world's longest suspension bridges, and the outlying islands.

Call us for exclusive corporate packages or tailor-made itineraries for special occasions. Our "Flightseeing" package is the ideal gift for weddings, birthdays or any special occasions.

*Don't forget to bring your camera!*

**Call us now to reserve your flight.**  
**Tel: 2802-0200**  
**Fax: 2824-2033**

 **HELISERVICES (HONG KONG) LTD**

### SERVICES – INSURANCE AND DISTRIBUTION

**INSURANCE:** China clarified its commitments towards allowing foreign insurers to write large scale commercial risk in the country. A specific timetable was set to phase-out the compulsory 20 per cent concession to the state-invested China Reinsurance Company to zero within five years after WTO accession.

China exempted "statutory" or compulsory insurance from national treatment in 1999. A definition was negotiated to narrow the exemption only to third party liability insurance for drivers and operators of buses and other commercial vehicles. In addition, China eliminated the provisions on its insurance commitments included in the draft WTO Working Party report last year and inserted a commitment that would progressively liberalise insurance services.

**DISTRIBUTION:** China clarified its commitment on chain store operations in a way that restricts the kinds of stores that will have equity limitations. Only those stores that sell a large variety of commodities and brands from multiple suppliers will be restricted and only for 30 or more stores.

### TRADING RIGHTS

China has promised to grant import and export rights to both foreign-invested companies in China and foreign companies that export goods to China. The country will phase-in trading rights for foreign-invested enterprises over a three-year period, starting with minority foreign-invested joint ventures qualifying for trading rights one year after accession, majority foreign-invested qualifying after two years and wholly foreign-owned enterprises qualifying three years after China's accession. The timing is coordinated with the phase-in on distribution, so that three years after accession, a wholly-foreign owned enterprise can import and distribute almost all products.

For foreign enterprises without a presence in China, the agreed text limits the types of requirements that China can impose as a condition on obtaining trading rights and provides that trading rights will be granted in a non-discriminatory and non-discretionary way.

### THE FINAL STEPS

Now that China has reached consensus with the United States and the EU, a few

important steps remain to be taken before the country can become a WTO member.

First of all, the 16th meeting of the WTO Working Party on the Accession of China was held in Geneva from June 28 to July 4. This was the first meeting to be held at the WTO headquarters since negotiations on agriculture subsidies came to a standstill in January.

Before the meeting, a statement released by the U.S. Embassy in Beijing on June 9 said: "China and the United States agree to work together in Geneva to complete China's WTO accession."

On June 20, EU Trade Commissioner Pascal Lamy welcomed the Sino-EU consensus: "We will work together in Geneva to accelerate the pace of reaching a final agreement."

On July 3, chief Chinese negotiator Long Yongtu told reporters that, "All major issues have been resolved." The working group will meet again on July 16, and then again in mid-September when the overall agreement is expected to be completed.

As such, it is expected the Sino-U.S. and Sino-EU agreements will be realised at the forthcoming meeting.

After the working group meetings, China and all other parties involved in the negotiations will have to submit to the WTO Secretariat their lists of commitments so that member nations can verify the technical details and finalise the terms for China's accession. As of early July, about 20 member nations had yet to forward their lists. The submission and verification process is expected to take two to three months to complete.

Moreover, the terms on China's admission must be compiled into three documents: a report, a draft membership treaty (protocol of accession) and a list of commitments (schedule). The package will be presented to the WTO General Council or the highest authority of the WTO – the Ministerial Conference – for approval. China will then need a two-third majority vote to become a WTO member.

The last stage involves the National People's Congress – China's legislative body – ratifying the final agreement. China will become a WTO member 30 days after filing its notice of acceptance with the WTO.

While the technical points seem straightforward, it is still uncertain whether a new round of multilateral trade talks will be on the agenda of the 4th WTO Ministerial Conference, to be held in Doha, Qatar, from November 9 to 13. Despite strong appeal from

WTO Director-General Mike Moore, the topic has been opposed by trade projectionist forces.

If a new round of multilateral trade talks fails to materialise, China's WTO accession will probably become the theme of the conference and allow the WTO Secretariat in the coming months to focus on its entry.

Nevertheless, it is possible that the Ministerial Conference will give rise to a new round of multilateral trade talks and the WTO Secretariat is speeding up its preparation for the conference.

China, of course, hopes to be able to have obtained a formal status in the trade talks by then, and Mr Moore has reiterated his support for China's participation in the new round of negotiations on global trade liberalisation. Without China, the results of the negotiations would be incomplete, he said.

Although Mexico has yet to conclude talks with China, it said it would not block China's entry when the final documents come before the WTO General Council for approval. Success in the Sino-U.S. and Sino-EU negotiations have laid a solid ground for us to believe China's WTO accession is right around the corner. Unless unexpected disputes or incidents arise, it is possible for China to gain its formal WTO membership by November.

We will continue to provide up-to-date news on the meeting and the progress of China's WTO accession through the Chamber's Web site: [www.chamber.org.hk](http://www.chamber.org.hk).



China's agreement to liberalize wholesale, retail, franchising, and direct sale services generally over a three-year period from 1999 has given foreign retailers direct access to Mainland consumers.

中國同意於1999年起三年內逐步開放批發、零售、特許經營和直銷市場，讓外國零售商得以直達內地消費者。

向記者表示：「一切主要問題經已解決。」工作小組將於7月16日以及九月中旬再次召開會議，預計最後協議將於屆時塵埃落定。由此可以預料，「中美共識」和「中歐共識」將會在第16次中國加入世貿工作小組會議上得到體現。

其次，第16次中國加入世貿工作小組會議後，中國和參與談判的各方需把各自的承諾清單交給世貿組織秘書處，提請各成員國核實協議的技術細則，並最後敲定中國的入世條款。但值得注意的是，迄今還有20多個參與談判的國家尚未將承諾清單交到世貿組織秘書處。如若按部就班地進行，這項工作約需時二到三個月。

再者，在確定中國入世條款的基礎上，中國加入世貿工作小組將把申請的有關事項分別編寫成報告、條約草案和列載申請成員承諾清單的附件，再將三份文件提交世貿理事會或世貿的最高組織機構部長會議討論。若三分之二投贊成票，中國即可成為世貿成員。

最後，中國加入世貿的協議還需提交中國的立法機構——全國人民代表大會常務委

員會批准。世貿組織接獲人大批准的協議30天後，中國便自動成為世貿組織的正式成員國。

值得指出的是，十一月在卡塔爾的首都多哈舉行的世貿組織第四次部長會議，能否把啟動新一輪的全球貿易自由化談判列為會議的主題，目前尚未確定。儘管世貿組織總幹事摩爾強烈呼籲，借此次部長會議啟動新一輪的多邊貿易談判，但仍受到來自貿易保護勢力的阻力。如若不成，中國加入世貿問題

也有可能被列為會議主題，世貿組織秘書處這幾個月的工作就將圍繞中國加入世貿來展開。由此可見，中國能否於今年加入世貿組織，還或多或少取決於世貿組織此後幾個月工作重點的安排。

當然，世貿組織第四次部長會議發起新一輪多邊貿易談判的可能性甚大，世貿組織正在為此加緊會議的籌備工作。中國當然希望屆時可以擁有正式參與談判的席位。摩爾也在不同場合表示，新一輪的全球貿易自由化談判希望有中國的參與，否則，其談判結果將是不完整的。

雖然中國尚未完成與墨西哥的雙邊談判，但墨西哥已明確表示不會阻撓中國加入世貿的進程。現在中美共識及中歐共識的達成，令人們有理由相信，中國加入世貿指日可待。如若沒有新的分歧或突發事件出現，中國在今年十一月加入世貿組織不是沒有可能的。

有關第16次中國加入世貿工作小組會議和及後中國入世的最新消息，香港總商會網站將繼續報道，歡迎訪問。



**LGT Bank in Liechtenstein**  
A Member of Liechtenstein Global Trust

## Confidentiality

## Stability

## Performance

For 80 years we have been offering our discerning international clientele a full range of premium quality financial services including alternative investments through LGT Bank in Liechtenstein, LGT Capital Management and LGT Treuhand.

**LGT Bank in Liechtenstein AG, Representative Office Hong Kong**  
Suite 2908, Two Exchange Square, 8 Connaught Place, Central, Hong Kong

**Dr. Henri W. Leimer**

**Mr. Beat M. Müller**

**Mr. Rolf Widmer**

**Phone: (852) 2523 6180**

**Fax: (852) 2868 0059**

**Email: [lgthk@lgt.com](mailto:lgthk@lgt.com)**

# Re-kindling the 'can-do spirit'

*In his first public speech since taking up the post of Financial Secretary, Antony Leung told the audience at a Chamber luncheon that he believes Hong Kong is on the cusp of another exciting new era in its remarkable success story*

“Hong Kong must re-ignite the can-do spirit to meet the opportunities and challenges ahead,” HKSAR Financial Secretary Antony Leung said. “We have done this throughout our history. There is no reason why we can’t continue doing it now.”

Speaking at the Chamber’s June 6 luncheon, Mr Leung told the audience that he believes Hong Kong is about to embark on a new chapter of its remarkable success story.

“I base this belief on the role we can play as a sophisticated knowledge-based economy and the unparalleled scope for developing trade, investment and jobs in the opening up of the Mainland economy,” he said.

But he cautions that to a certain extent Hong Kong has not been preparing itself to take advantage of the opportunities the knowledge-based economy will present. Luckily, so far, not that many economies outside of the U.S. have either, but businesses must seize the initiative or risk being left behind.

Education plays a key role in Hong Kong’s future economic well-being, and steps must be taken to raise the current 30 per cent rate of students continuing on to higher education.

“If you look at our neighbouring cities, regions, and also comparing ourselves with the OECD countries, they have a participation rate of well over 80 per cent. Even Shanghai, today, is 68 per cent. So if our future competitive edge is on knowledge and knowledge workers, with a participation rate of only 30 per cent in the past, it clearly does not prepare us well for going forward,” Mr Leung said.

“That is why the Chief Executive has assigned so much importance to education reform, declaring an increase, actually a doubling, of the participation rate in higher education for the next 10 years,” he continued. “That, really, is our biggest challenge, meaning, how do we provide jobs to all of our people in Hong Kong when we are changing into a knowledge economy, when the competitive advantage is really knowledge.”

Education, retraining and life-long learning are long-term measures, but for the present, Hong Kong must attract talent from around the world, including from the Mainland, to help develop those higher value-added industries, Mr Leung told the audience.

Tourism is another area that the government believes offers great potential, and is an industry that creates lots of jobs.

Last year, Hong Kong people made over 30 million visits to the Mainland. By comparison, only 3 million Mainland Chinese visited Hong Kong. If the HKSAR could increase the flow of Mainland tourists coming to the territory, this would greatly increase employment and other opportunities here, he said.

Local businesses should also be looking at what more can be done to capitalise on the growing Chinese market.

Hong Kong entrepreneurs are already the largest investors in every Mainland province.



HKSAR Financial Secretary Antony Leung answers questions from the audience at the Chamber’s June 6 luncheon.

香港特區財政司司長梁錦松於6月6日午餐會上回答與會者的提問。

According to one recent report, at the end of 1999 there were over 184,000 Hong Kong-funded projects throughout the country. And China’s own statistics puts the cumulative value of Hong Kong’s realised direct investment in the Mainland at US\$162 billion in June last year, Mr Leung said.

“This involvement should give our enterprises a head start when China finally becomes a member of the World Trade Organisation. Our investors, particularly in manufacturing, have been a driving force in China’s externally-oriented economy. This role should be maintained and even strengthened in the post-WTO era,” he said.

At the same time, the Mainland’s trade is expected to double within five years after it joins the WTO. This opens the opportunity for Hong Kong companies and their partners to sell their products to the world and the huge Mainland domestic market.

Many smaller companies from around the world will want to do business with a more open China and establish a presence here in Hong



# 重拾一定得的 港人精神

財政司司長梁錦松應本會之邀，在午餐會中首度發表自上任以來的向外正式演說。他認為香港正致力開拓新紀元，延續港人的成功故事

**香** 港特區財政司司長梁錦松說：「香港定要重拾一定得的精神，勇敢迎接面前的機遇和挑戰。我們以前可以做得好，現在沒有理由不能繼續。」

梁錦松於6月6日在本會舉行的午餐會中向與會者表示，港人正後繼超卓的往績，著力為香港的輝煌成就揭開新一頁。

他說：「我有這個想法，是看到香港具備發展知識型經濟的優厚潛力，同時可乘內地經濟的開放，為貿易、投資和就業機會，帶來獨一無二的發展無間。」

然而，他亦提醒，在某程度上，香港仍未準備就緒，在知識型經濟中早著先鞭。幸好，除美國外，現今仍未有多個國家可充分把握先機。他認為，縱然如此，香港商界須積極採取主動，否則便會墮乎其後。

教育對香港未來的經濟繁榮起著主導作用，故有必要採取措施，把接受高等教育的學生比例，由現時的30%向上調升。

梁氏說：「環顧鄰近國家和地區，甚至與經濟合作發展組織會員國相比，它們接受高等教育的學生比率超過80%。即使是今日的海，亦有68%。所以，若我們未來的競爭優勢取決於知識和知識勞動力，單憑過往30%接受高等教育的學生比例，顯然不足以讓我們順利向前邁進。」

他續說：「有見及此，行政長官非常重視教育改革，訂出在未來10年，把接受高等教育比率提升一倍的目標。這是一項極大的挑戰，我們如何在轉型至知識經濟期間，在知識代表競爭優勢的年代，為港人分配充足的就業機會。」

梁錦松告訴與會者，教育、再培訓和終身學習是長遠的發展措施，但就目前而言，香港必須羅致全球各地的人才，包括內地人才，協助發展高增值產業。

此外，政府認為旅遊業亦具備高度發展潛力，且能締造大量就業機會。

梁氏說，去年，前往內地的港人逾3,000萬，但訪港的內地人士則只有300萬。若特區政府能增加訪港內地人數，將大大促進港人的就業和其他機遇。

本地商界亦應加緊行動，以充分利用不斷擴充的中國市場。

梁錦松表示，香港企業家現是內地各省市的最大投資者。根據最近一項報告指出，截至1999年底，香港投資的內地項目超過184,000個。中國統計數字顯示，去年六月香港在內地實際直接投資的累計值達1,620億美元。

他說：「香港參與內地投資，將有利本地企業在中國入世後捷足先登。中國的經濟以外貿為主，香港投資者，尤其是製造廠商，對中國經濟發展一直起著推動作用。入世後，這個角色必須持續，並進一步強化。」

同時，內地的貿易額可望於中國入世後五年間增加一倍，為香港企業及其業務夥伴帶來更多機會，有助他們向全球和龐大的內地市場推銷產品。

梁氏說，全球有不少小型公司有意與更為開放的中國市場建立商務聯繫，而在港設立據點，將有助它們打入中國市場。

## 亞洲國際都會

梁先生期望香港能於未來五至七年內，重燃信心，成為真正服務內地和東亞地區的國際都會。

但他亦坦言，期間還須多下苦功。

被與會者問及香港要成為亞洲國際都會，需要在哪些方面下功夫，梁錦松回應道，無所謂靈丹妙藥可取，但推行改革卻可以打開新局。

他說：「除改善經濟，協助整體經濟朝向高增值的知識經濟前進外，我認為，全體市民應協力齊心，共同培養港人的歸屬感、方向感和成就感。」

Kong to make that possible, Mr Leung said.

## ASIA'S WORLD CITY

Mr Leung said he hopes that in the next five to seven years' time, Hong Kong would have regained its confidence and have become a truly world city that serves both the Mainland and East Asia.

But he admits much needs to be done between now and then.

Responding to a question from a member of the audience on what needs to be done to make Hong Kong a world city of Asia, Mr Leung said there are no silver-bullet cures, but a number of changes could make a world of difference.

“Besides improving the economy – besides really helping the entire economy restructure into a high value-added knowledge economy that we have been talking about for so long – I think the entire community has to work together to see how we can inculcate in our people three senses: a sense of belonging, a sense of direction, and a sense of achievement,” he said.

# Exposing the myths of the knowledge economy

*Following are excerpts from a speech given by Taiwan Semiconductor Manufacturing Company Chairman Dr Morris Chang at a 140th Anniversary Distinguished Speakers Series luncheon held on May 31.*

A lot has been said about the knowledge economy, mainly because the United States has had an unprecedented period of strong growth in the last five years. And of course in the last six months a lot has happened and the economy in the United States has plunged. Then there is still a lot of talk that the knowledge economy is just fiction, a figment of imagination in people's minds, and that it has collapsed, etc.

Now, in thinking about my life and career, I have actually spent all of my career in the so-called knowledge economy. I had the fortune of joining the semiconductor industry when it was in its infancy back in 1955 – 46 years ago. At that time, the high-tech industry in the United States was very, very small. In fact, the semiconductor industry, along with the computer industry, at that time were considered the main segment of the burgeoning, but still very young, high-tech industry in the United States.

Since we've started talking about the knowledge economy, a lot of myths have arisen. Today, I would like to spend a few minutes exposing some of those myths.

**MYTH NUMBER ONE:** The economic prosperity in recent years in the United States is primarily due to the knowledge economy. I consider that to be a myth. I don't think that the recent prosperity mainly in the past five to ten years in the United States has been primarily due to the knowledge economy.

I think that in the last five years the prosperity has been due primarily to four reasons. First, I think the U.S. has had a sound fiscal policy. Remember the huge budgetary deficit the U.S. was running every year, in ever increasing fashion? But in the last five years it has fast diminished, and has quickly turned into a large surplus, which has of course made the Bush tax cut possible. And during this period, you have to admit that the fiscal policy has been sound.

The second reason we have to attribute to the federal reserve's well-managed monetary policy.

The third reason, is the rapid globalisation of the economy in the last 10 years. The U.S., I think, has been a very important beneficiary of globalisation.

And the fourth, I would attribute to the knowledge economy, but only as the fourth sector and not the most important one.

So the knowledge economy, in my view, is partially responsible and can take some of the credit for the economic prosperity of the U.S. in the



last five years, but certainly it is not the primary cause for the prosperity.

Now, actually, when you think about it, as I said a little while ago, the knowledge economy has existed for a long time except it has grown bigger.

Now what is the knowledge economy? I happen to like former President Clinton's definition. He said at the April conference on the new economy, or knowledge economy, over a year ago that, 'the new economy is rooted in technology. It is fuelled by innovation. And is driven by entrepreneurs.' Three key words: technology, innovation, and entrepreneurialism.

I think that is a pretty good definition. And I think you can find those three characteristics have

been in the high-tech industry in the U.S. for the last 50 years. That is why I said the knowledge economy was first small, then it grew to become bigger and bigger, but it has been with us all the time.

**MYTH NUMBER TWO:** The recession or drama in the U.S. economy means that the knowledge economy has disappeared. I think that is a myth, too. The knowledge economy has not disappeared. I think those three characteristics that President Clinton used in characterising the knowledge economy – technology, innovation, entrepreneurialism – will continue to be more and more important in the future as the driving forces of the economy and as a way for an individual or organisation to get rich. That is what the economy is all about. The driving forces of the economy are the same things that will make individuals or companies rich: technology, innovation, and entrepreneurialism.

So the knowledge economy has not disappeared just because the economy in the U.S. has become weaker. The same forces that drove the knowledge economy will continue to drive the future economy.

**MYTH NUMBER THREE:** The knowledge economy is about knowledge. That is a very big myth. The knowledge economy is not about knowledge. The knowledge economy is about converting knowledge to profit. There is a huge distinction there. You might say why? Well, I will prove to you that the knowledge economy is not about knowledge by giving you just one example: teachers. Teachers are about knowledge. Teachers are our main purveyors of knowledge, but the teachers' compensation is not significantly better now in the U.S. than it was 20 to 30 years ago. Teachers do not convert knowledge to profit, while entrepreneurs and innovators do. The knowledge economy is all about converting knowledge to profit. It is not about knowledge economy per se.

**MYTH NUMBER FOUR:** The knowledge economy applies only to technology industries and not to the so-called traditional industries, or anything else. That of course is a myth. I'll give you an example. The Internet. The Internet was of course a very important technical



# 解讀知識型經濟



Dr. Chang delivers his riveting speech at a 140<sup>th</sup> Anniversary Distinguished Speakers Series luncheon on May 31. 張忠謀博士於5月31日的「140週年特邀貴賓演說」午餐會上發表精彩演說。

台灣積體電路製造股份有限公司董事長張忠謀博士於5月31日應邀擔任本會「140週年特邀貴賓演說」午餐會的演說嘉賓，以下為演說的節錄內容。

**知**識型經濟成為談論焦點，主要是由於美國經濟在過去五年間經歷空前的強勁增長，然後在最近多事之秋的半年間，美國經濟驟然下滑，但談論知識型經濟之聲仍然不絕於耳，有些說法指知識型經濟只是空中樓閣，又有人認為知識型經濟不外乎是人的憑空想像，如今已徹底破滅。

想到自己的人生和事業，方發覺我個人事業的發展，原來全都繫於知識型經濟。1955年，即46年前，正是半導體業的萌芽階段，我很幸運能投身這個行業。那時，美國的高科技業規模仍相當細小，半導體和電腦生產雖被視為這門新興行業的骨幹，但還是剛剛起步。

談到知識型經濟，有關方面的無稽之說確不少。今天，我想用少許時間，破解當中一些訛言。

訛言一：美國經濟近來一片繁榮興旺，乃是知識型經濟一手促成。我認為這實屬荒謬。我並不認為，美國過去五至十年間的繁榮昌盛主要是由知識型經濟導致的。

在我看來，過往五年的經濟好景主要有以下四個原因。第一，美國擁有穩健的財政政策。還記得往時美國每年必出現不斷遞增的

龐大財政赤字嗎？但財赤在最近五年間迅速遞減，並在瞬間轉化為龐大盈餘，令布殊政府能落實減稅措施，所以不容否認，期內有這成果，是穩健財政政策的功勞。

第二，聯邦儲備局完善的貨幣管理政策應記一功。

第三，過往10年間經濟迅速全球化，美國受惠最多。

第四，也須歸功於知識型經濟，但這只是四個因素之一，而非最主要的成因。

我認為，美國過往五年來的經濟好景，知識型經濟是部份成因，的確立下了一些功勞，但卻不足以構成繁榮景象的主要因素。

事實上，當你再細想我剛才所提及的，便會知道，知識型經濟其實存在已久，只是現在愈見規模。

那麼，究竟何謂知識型經濟？我喜用前美國總統克林頓的定義。他於去年四月在一個有關新經濟或知識型經濟的會議中提到：「新經濟建基於科技，由創意帶動，由企業家全力推進。」三個重要的齒輪互相配合—科技、創意，以及企業精神。

我認為這個定義相當恰切，但美國這50年來的高科技業務發展也充分體現這三大特性。所以我認為，知識型經濟初時的規模雖然細小，但卻不斷擴大，並一直以來伴在我們的左右，也就是這個原因。

訛言二：美國經濟的衰退或期間經歷的大幅轉變，意味知識型經濟不復存在，這也是訛言。知識型經濟並沒有消失。我認為克林

innovation, but who did it benefit? Who made a lot of money because of the Internet? It wasn't the inventor of the Internet. I know the inventor of the Internet. He is at MIT now. I think he has made some money but he hasn't become rich. Look at all those other people that have become rich through the Internet. Just as Steve Case of AOL said, 'the Internet is not about technology, it is about marketing. So if you think the knowledge economy is all about high-tech industries, you cannot be more mistaken. The knowledge economy is about applying technology for profit and anybody can do that, certainly not just the people in the high-tech industries.



I'll give you another example. Dell Computers. Dell Computers is sometimes considered as a computer company, and a technology company because it markets computers. But it became successful really when it applied technology to its marketing. It is less a generator of technology than a user of technology; therefore the knowledge economy should impact everybody. It should benefit everybody that uses knowledge for profit. It certainly does not benefit only those that generate technology or knowledge.

**MYTH NUMBER FIVE:** The knowledge economy is like the rising tide that lifts all boats. That is a myth. Look at the U.S. – I keep using the U.S. as an example because the U.S. is the only economy that can even be said to be partially knowledge economy. Look at the U.S., has the last five years, when the knowledge economy was considered to have grown, has that lifted all boats like a rising tide? No. What has resulted is still a very small circle of winners. The vast majority of people – white collar and blue collar – have not been effected. Their real income has not gone up. So to think that the knowledge economy would benefit everybody is a myth, and a dangerous one, too.

**MYTH NUMBER SIX:** The Chinese are very good at becoming entrepreneurs, they are rich in entrepreneurialism, therefore they are excellent at developing in the knowledge economy. That, I think is a myth. You know the Chinese saying, 'rather be a head of a chicken [a boss] than the tail of a cow [an employee].' That is usually taken as the representation of Chinese entrepreneurialism and is indeed true. But, that kind of entrepreneurialism is not the kind of entrepreneurialism that President Clinton meant when he said that it is one of the three main factors in the new economy. The Chinese type of entrepreneurialism sometimes falls into the category of duplicating enterprises. Everyone, I think, knows perhaps a former employee of a grocery store that you have often visited, and this employee has now gone out to open another grocery store just like the one where he was an employee in order to compete with his former boss. That is entrepreneurialism, but it is not new economy. It would be knowledge economy, however, if the new grocer tries to use new technology or new business model like the Internet, for instance, to expand his business. Well lots of people have done that, unsuccessfully. But to go out from your employer to open another store or another company which is very much like your old

頓定義知識型經濟的三大特點—科技、創意、企業精神，將在未來發揮更重大的作用，賦予推動經濟的力量，引領更多個別人士或機構踏上致富之途。這就是知識型經濟，其推動力正是造就每個致富例子的元素—科技、創意和企業精神。

所以知識型經濟並沒有因美國經濟疲弱而就消失，令知識型經濟向前邁進的力量將繼續推動未來經濟的發展。

訛言三：知識型經濟是對著知識而言，這也是一派訛言。知識型經濟不是指知識，而是把知識轉化成收益，兩者區別甚大。你或會問原因何在，且讓我引用教師這個例子，向大家闡明知識型經濟並不光指知識。教師涉及知識，是知識的供應者，然而，在美國，教師的工資與20至30年前相比，卻不見得較為優厚。教師不能把知識轉化為收益，但企業家和富有創意的經營者卻能夠。知識型經濟是指將知識轉化成收益，而不是對著知識型經濟本身而論。

“To think that the knowledge economy would benefit everybody is a myth, and a dangerous one, too.”

「認定知識型經濟可使各人受惠確是無稽的想法，且是危險的想法。」

訛言四：知識型經濟只適用於科技行業，而不適用於所謂傳統或其他行業，這當然是訛言，我以互聯網作例子加以說明。互聯網無疑是一項非常重要的技術性新猶，但惠及何人呢？有誰可藉著互聯網而發大財？這絕不是互聯網的發明者。我認識互聯網的發明者，他現在麻省理工學院，相信他也掙了點兒錢，但不至成為富翁。試看看那些因互聯網致富的人士，正如美國在線的凱施所描述：「互聯網並不是指科技，而是市務推廣，所以

如果你認為知識型經濟就是指高科技業務，便大錯特錯。知識型經濟是如何應用科技求利，任何人均可做到，當然不僅限於從事高科技業的人。」

我以戴爾作為另一個例子，戴爾電腦因專門推銷電腦，一度被視為電腦公司、一間科技公司；但直至公司借助科技進行市務推廣，業務才真正如日初升。與其說戴爾是科技生產商，倒不如說它是科技應用者，這會更為貼切。知識型經濟必須令每一個應用知識謀利的人受惠，而不啻惠及創新科技和引進新知識的人士。

訛言五：知識型經濟如載舟之水，起水漲船高之勢，這是訛言。我繼續以美國作為例子，因為唯有美國的經濟，才談得上具備知識型經濟的一鱗半爪。美國在這五年間，正值知識型經濟被視為發展成熟之時。知識型經濟有否起水漲船高之勢？答案是否定的，當中的贏家為數甚少，而對絕大部份的人士，包括白領和藍領，並無起多大作用，他們的實質收入沒有因而提升，故認定知識型經濟可使各人受惠確是無稽的想法，且是危險的想法。

訛言六：華人擅於做生意，富有積極進取的企業精神，所以他們在知識型經濟領域發展，自當表現卓越。這並不盡然，中文有一句諺語：「寧為雞首，不為牛後」，用來形容華人的企業精神可謂貼切不過。但這種企業精神有別於克林頓用以解釋新經濟三個主要因素之一的描述。華人的企業精神是「樣板」創業，譬如，你會發覺經常光顧的那間雜貨店，其夥計現已另起爐灶，自成新店，與舊老板較量一番。這是企業精神，但不屬於新經濟。不過，若新雜貨店老板借助新科技，或全新的經營模式如互聯網，以擴展業務，這便可說是知識型經濟。不少人曾這樣努力嘗試，但並未成功。所以，由樞員搖身一變

成為僱主，另成立一家新店或新公司，但脫離不了舊公司的影子，這縱然可算是企業家精神，但卻談不上是新經濟。

事實上，中國人較擅長於前者，慣於步人後塵，卻並不十分擅於以創新的角度，開拓新的領域，大機構亦然。

訛言七：知識型經濟的推動或發展，不受政治、人力資源、法制和社會環境等條件所限，這也是訛言。你要推動知識型經濟，只須說出內心所想，政府說既然大家都想推動知識型經濟，那麼不管環境條件為何，知識型經濟必可大力推展，這當然是一大訛言。

經濟是政治、人力資源、法制和社會環境的產物。試想想，一個極權地方不會出現很多成功的民營私辦機構，對嗎？一個極權和獨裁地方能否容納多間具競爭力的私營機構？不能，我想不出有這樣的例子。一個諸多制肘的經濟體系不能孕育具競爭力的機構，躋身國際市場，對嗎？我認為這是不可能的，也找不到任何能證明其可能性的實例。一個奉行自由市場經濟的環境，才能孕育具競爭力的機構。知識型經濟亦有異曲同工之妙。知識型經濟誘發經濟發展的動力，造就不少成功故事，當中計有創新者和企業家。美國可謂典型例子。

我最喜歡用休利特和帕卡德的致富例子與一些互聯網億萬富翁的致富故事兩相比較。休利特和帕卡德兩人分別花了多少時間，才能晉身美國億萬富豪？大約是50年。他們於1939年創辦公司，直至1989年才分別成為坐擁逾10億美元身家的富翁。

而九十年代的例子，我會用雅虎的創辦人楊致遠。他成為億萬富豪，其間花了多長時間？是三年，這樣看來，時間壓縮了，知識型經濟給創新者和企業家極大的鼓勵。不過，若缺乏完善的客觀條件、公平競爭的環境、健全的現行法則，即使企業精神獲得刺激和鼓勵，最終也會陷入錯綜混亂的局面。

所以要建立知識型經濟，實需適切的條件配合，包括教育、社會、經濟法規等，才能避免落入紊亂的殘局。

訛言八：最後的訛言，指知識型經濟是我們無可選擇的必經之路。我認為，我們是有選擇的。而事實上，我們的選擇也是顯然而見的。在不影響社會正常運作的情況下，若我們不先營造各項有利知識型經濟蓬勃發展的先決條件，我們就不宜揠苗助長。當你開始集結各項先決條件，將發現當中的社會行為、核心理念、經濟資源，以及對知識型經濟所灌輸的價值觀是大相逕庭的。舊經濟所稱的知識，在新經濟或知識型經濟領域中，已不僅是知識本身，而是一種思考和創新的能力，以及終身學習的態度。

我認為，知識型經濟只是一句口號，但卻是暗藏危機的口號。B

“You have to have the right conditions – education, social, economic rules – before a knowledge economy can develop without degenerating into a jungle.”

要建立知識型經濟，實需適切的條件配合，包括教育、社會、經濟法規等，才能避免落入紊亂的殘局。

You can listen to the full speech and Q&A session of Dr Chang's presentation on the Chamber's Web site, [www.chamber.org.hk/streaming/morrischang.ram](http://www.chamber.org.hk/streaming/morrischang.ram)

張忠謀博士演說全文和答問環節內容可於本會網站

[www.chamber.org.hk/streaming/morrischang.ram](http://www.chamber.org.hk/streaming/morrischang.ram) 收聽。

company, that may be entrepreneurialism, but it is not new economy.

Now the Chinese, actually, are good at the former – opening up similar stuff – but the Chinese, in my observation, are not very good at really being truly innovative and opening up a new frontier, even for large organisations.

MYTH NUMBER SEVEN: The knowledge economy can be promoted, or pushed, independently of the environment – political, human resources, legal, social environment. The myth is that all you have to do to push knowledge economy is just to say you want it. The government would say I want it, we want it, let's have knowledge economy that can be pushed independently of the environment. That of course is a huge myth.

The economy is a result of the political environment, the human resources environment, the legal environment and the social environment. Just imagine, in an authoritarian place you don't have very many successful civilian run private sector companies, do you? In an authoritarian place, in a dictatorial place do you have a lot of competitive private sector companies? No, I don't know of any example where you have that? In a controlled economy you can't breed competitive companies, competitive in the world market, can you? I don't think you can and I don't know of any real examples where you can. You have to have a free market economy in order to generate competitive companies; the same is true of the knowledge economy. The knowledge economy provides rich economic incentives for people to succeed. It provides rich incentive for those innovators, those entrepreneurs to succeed. And the U.S. record has proven that.

My favourite example is a comparison between how Hewlett and Packard became rich and how some of the Internet billionaires became rich. How long did it take for Hewlett and Packard, for each of them to become a U.S.-dollar billionaire? Approximately 50 years. They founded the company in 1939, and I figured that it took until about 1989 for each of them to become worth US\$1 billion.

Now in the '90s, I'll just give you an example, Yahoo! Jerry Yang, one of the founders of Yahoo! How long did it take him to become a billionaire? Three years. Time has been compressed, so the knowledge economy provides rich incentive to the innovators and entrepreneurs. But if you don't have a well-laid environment, if you don't have a level playing field, if you don't have good rules of the game that already exist, then when you provide that kind of rich incentive, when you encourage that kind of entrepreneurialism what will you get? You will get a jungle.

So you have to have the right conditions – education, social, economic rules – before a knowledge economy can develop without degenerating into a jungle.

MYTH NUMBER EIGHT: That comes to the last myth that I want to expose, that is the knowledge economy is a route we must go down, that we must seek, we have no choice. I think we have a choice. In fact, I think the choices are very clear. Unless you first build up the requisite conditions for a knowledge economy to flourish, without society collapsing, don't deliberately push for it. Also, the values that education places in the knowledge economy are quite different, from the old economy. In the new economy or knowledge economy, it is not the knowledge perse, it is the ability to think, it's the ability to innovate, it is the life-long learning habit.

I think the knowledge economy is just a slogan and a dangerous one. B

A new set of policies on domain name registration containing the “.hk” country code were initiated on June 1 to better serve local market needs. The new policies also aim to boost registration of local domain names by providing a more open operating mechanism and comprehensive registration services.

“The previous mechanism, which contained lots of restrictions for doing business, is obsolete,” said Hong Kong Domain Name Registration Company (HKDNR) CEO Dr Francis Chin at the Chamber’s roundtable luncheon on May 30.

“The new rules allow greater flexibility for companies to register more than one domain name and to transfer the name on their own initiative. In addition, the cost-effective and efficient arbitration service facilitates prompt resolution of any disputes over the ownership of domain names that might arise,” Dr Chin said.

He said companies that offer a wide array of products can now set up different Web sites to better target diverse sectors of clients. They can also re-allocate their Web site addresses to meet specific demands in their on-going business operations.

Other new measures include a revised charge scheme which requires domain name registrants to pay a registration fee and an annual renewal fee, both of HK\$200, instead of the original one-off payment of HK\$200 for each registration. The fees should help sustain HKDNR, a non-profit domain name registry.

Previously, the Joint University Computer Centre (JUCC) was responsible for registering and assigning “.hk” domain names. Now the task has been taken up by HKDNR as a transitional measure until a permanent Internet registration authority is set up.

Existing “.hk” domain name holders can opt to retain their original agreement or enter into a new contract. But regardless of their decision, anyone who registered their domain name before June 1 must re-register not later than May 2002.


“As the new system is financially viable, about 85 per cent of the over 3,000 re-registrations so far have switched to it to take advantage of the new services provided at a low cost,” Dr Chin said.

Presently, around 50,000 domain names end with “.hk” but the number remains small compared with the 300,000 SMEs in Hong Kong.

“I expect around 70 to 80 per cent of the local SMEs will set up their own Web sites in the coming six to seven years. So you can see a great business potential there,” Dr Chin added.

“In addition to registrations under ‘.com.hk,’ ‘.edu.hk,’ and ‘.org.hk,’ HKDNR is working on other alternatives such as ‘.name.hk,’ ‘.number.hk’ which are projected to be ready for use in less than a year. Meanwhile, we will also study the feasibility of Chinese domain name registration.”

Dr Chin revealed that domain names ending with “.hk” provide unique choices for local companies among countless “.com” domain names and help Hong Kong-based companies establish business contact by showing clearly their identity.

Regarding domain name speculation which is already a hot topic in Hong Kong, Dr Chin said the abuse of domain names is an inevitable side-effect of allowing unlimited domain name registration and transfer. Also, cybersquatting will likely soar in light of the growing popularity of “.hk.” Yet, Dr Chin believes that while domain name registration continues on a first-come-first-served basis, disputes could be resolved by arbitration. 

## .hk registration rules simplified

*New rules are expected to facilitate commerce and e-enabling development of SMEs*



“The new rules allow greater flexibility for companies to register more than one domain name and to transfer the name on their own initiative,” said Dr Chin.

錢博士說：「在新制度下，企業可享有靈活彈性，註冊多個.hk域名和進行轉讓。」

新政策冀能利便營商、促進本港互聯網發展

香港域名註冊規章已予簡化

香港已於6月1日起實施新的.hk域名註冊機制，期望藉較開放的運作措施和更周全的登記服務，迎合市場需求，推動.hk地區編碼網址的註冊工作。

香港域名註冊有限公司行政總裁錢玉麟博士，應邀於5月30日本會小型午餐會上向會員闡述本港域名註冊的新安排。他表示：「舊的體制給營商帶來諸多制肘，已不合時宜。」

錢博士說：「在新制度下，企業可享有靈活彈性，既可註冊多個.hk域名和進行轉讓，而在遇到有關域名擁有權的爭拗時，亦可採用較具成本效益和快捷的仲裁方法解決。」

他說，企業可為旗下不同的產品設立網站，以針對不同的目標客戶。同時，企業可自行調配轄下的網址，配合營運需要。

其他新的措施包括修訂註冊費用，由原來的每一域名一次過繳付200港元，改為徵收首次登記費和續期年費200港元，以支持香港域名註冊公司的非牟利運作。

.hk域名登記和編配工作原由大學聯合電腦中心負責。在香港設立永久的互聯網註冊機構前，香港域名註冊公司負責過渡期內的有關工作。

原與聯大電腦中心簽約的.hk域名持有人，可選擇保留舊約或轉行新制。凡於本年6月1日前註冊的域名均須重新登記，限期為2002年5月。

錢博士稱：「至現時為止，在3,000多個重新登記的域名中，約八成半持有人選擇轉用新制，原因是所費無幾，便可享用新的服務。」

目前以.hk方式註冊的域名約為50,000個，相對於本港現有的300,000家中小企而言，為數不多。錢博士預期：「未來六至七年間，七至八成的中小企都會自設網址，由此可見，其中蘊含的商業潛力相當龐大。」

「除現有的.com.hk、.edu.hk和.org.hk等註冊模式外，香港域名註冊公司計劃於數月或一年內推出的新的域名產品，包括.name.hk、.number.hk等；同時，亦會詳細研究中文域名的註冊方式。」

他指出，.hk域名能為本地企業帶來選擇，因為以.com方式註冊的網址已不計其數；另外，扎根於香港的公司如採用.hk形式，也能清楚顯明其業務據點和特色，利便建立商務聯繫。

談及域名炒賣這熱門話題，錢博士說，本地公司可無限登記和轉讓域名，難免會引致域名濫用，而隨著.hk應用愈趨普及，有關域名擁有權的紛爭亦會遞增。但他相信，域名註冊沿用先到先得的準則，這問題可藉仲裁予以解決。

B

## www.chamber.org.hk

HKGCC hosts dozens of events every month, many of which you can listen to on the Chamber's Web site. Following is a list of last month's highlights.

### IMPROVING PRODUCTIVITY & COMPETITIVENESS BY THE 5-S TECHNIQUE

Dr Sam Ho, founder of the Hong Kong 5-S Association, spoke at the Chamber's June 21 roundtable luncheon on "Improving Productivity and Competitiveness by 5-S Technique." (Cantonese)  
[www.chamber.org.hk/streaming/thin.ram](http://www.chamber.org.hk/streaming/thin.ram)

### GLOBAL SLOWDOWN: THE IMPACT ON CHINA & HK

Ken Davies, chief economist and bureau chief, Economist Intelligence Unit Asia, shared his insights at the Chamber's June 18 roundtable luncheon on the seriousness of the economic slowdown in the United States, and how it will affect the economic outlook of Asia. [www.chamber.org.hk/streaming/eiu.ram](http://www.chamber.org.hk/streaming/eiu.ram)

### FINANCIAL SECRETARY ANTONY LEUNG

Antony Leung told members at the Chamber's June 6 luncheon that Hong Kong must rekindle its "can-do" spirit to meet the challenges and opportunities ahead.  
[www.chamber.org.hk/streaming/antony\\_leung.ram](http://www.chamber.org.hk/streaming/antony_leung.ram)

本會每月均舉辦多項活動，當中不少活動錄音可於本會網站收聽，以下為上月活動提要。

### 五常法：提升生產質素及競爭力的竅門

香港五常法協會創會主席何廣明教授於6月21日小型午餐會中以「五常法：提升生產質素及競爭力的竅門」為題發表演說。（粵語）  
[www.chamber.org.hk/streaming/thin.ram](http://www.chamber.org.hk/streaming/thin.ram)

### 全球經濟放緩對中國和香港的影響

《經濟學人》信息部亞洲首席經濟師及部門主管戴維思出席本會於6月18日舉辦的小型午餐會，分析美國經濟放緩對亞洲經濟前景的影響。  
[www.chamber.org.hk/streaming/eiu.ram](http://www.chamber.org.hk/streaming/eiu.ram)

### 財政司司長梁錦松

財政司司長梁錦松於6月6日本會舉行的午餐會上表示，港人須重拾「一定得」的自信心，才能面對挑戰，抓緊眼前機遇。  
[www.chamber.org.hk/streaming/antony\\_leung.ram](http://www.chamber.org.hk/streaming/antony_leung.ram)

### CAN JAPAN'S ECONOMY LIFT THE REGION?

Geoffrey Barker, HSBC's chief economist for the Asia-Pacific region, spoke at the Chamber's June 1 roundtable luncheon on how Japan's economy may influence the Asia-Pacific region.  
[www.chamber.org.hk/streaming/japanecon.ram](http://www.chamber.org.hk/streaming/japanecon.ram)

### TSMC CHAIRMAN DR MORRIS CHANG

Speaking at a 140th Anniversary Distinguished Speakers Series luncheon on May 31, Taiwan Semiconductor Manufacturing Company Chairman Dr Morris Chang delivered a very thought provoking speech on the myths of the knowledge economy.  
[www.chamber.org.hk/streaming/morrischang.ram](http://www.chamber.org.hk/streaming/morrischang.ram)

### THE HARBOUR & METROPLAN

Ava Ng, deputy director for planning Ava Ng, gave a brief overview of problems, possible solutions, and ideas for developing Hong Kong's harbour as the government begins its study on re-viewing Metroplan.  
[www.chamber.org.hk/streaming/metroplan.ram](http://www.chamber.org.hk/streaming/metroplan.ram)

### 日本能否振興亞太區經濟？

匯豐經濟研究及投資策略部（亞太區）首席經濟師彭捷輝為6月1日小型午餐會發表演說，題為「日本能否振興亞太區經濟？」。  
[www.chamber.org.hk/streaming/japanecon.ram](http://www.chamber.org.hk/streaming/japanecon.ram)

### 台灣積體電路董事長張忠謀博士

台灣積體電路製造股份有限公司董事長張忠謀博士於5月31日的「140週年特邀貴賓演說」中解讀知識型經濟，發表他個人的獨特見解。  
[www.chamber.org.hk/streaming/morrischang.ram](http://www.chamber.org.hk/streaming/morrischang.ram)

### 海港與都會計劃

規劃署副署長伍謝淑瑩女士在本會午餐會上，簡述發展香港海港的難題、可行解決方案和構想。  
[www.chamber.org.hk/streaming/metroplan.ram](http://www.chamber.org.hk/streaming/metroplan.ram)

# Face to Face

with Deputy Director for Planning  
Ava Ng

METROPLAN WAS APPROVED IN 1991 TO GUIDE DEVELOPMENT OF THE METRO AREA. It seemed to be forgotten about until March 1999, when it was dusted off and the Planning Department began to review it in tandem with the Planning Study on the Harbour and its Waterfront Areas. As part of the government's public consultation on Metroplan, Deputy Director for Planning Ava Ng outlined the framework of the plan at the Chamber's June 8 roundtable luncheon. Following are excerpts from the Q&A session following her talk.



In terms of this question of commercial premises, and planning at the fringe, to what extent have you allowed for the transfer of back office functions across the boundary into Shenzhen in your planning?

Looking at the larger scope of development of businesses in Hong Kong, such as businesses moving to Shenzhen, that will be covered by another study.

Can you then really look at the Metroplan in isolation? Shouldn't you be looking at all of the territory and north of the boundary as part of this study? Aren't you in danger of creating artificial boundaries when there are none there?

If you look at Hong Kong it is very difficult to define metro or New Territories, but for the sort of infrastructure planning we just identify different catchment areas to assist our planning.

## Potential Tourist Attractions For The Harbour



為都會區發展提供指引的都會計劃於1991年通過，至1999年3月才正式展開。規劃署現已開始就這項計劃與海港及海旁地區規劃研究一併作出檢討。規劃署副署長伍謝淑瑩於6月8日出席本會小型午餐會，概述都會計劃的綱要，以便進行公眾諮詢。以下為演說後答問環節的節錄內容。

就計劃中邊緣地區的商業樓宇問題和規劃而言，當中你對公司把後勤支援業務北移深圳有多大考慮？

研究香港較大範圍的商貿地帶發展，如業務北遷深圳，將載於另一個研究計劃。

這樣看來，你只是針對都會計劃覆蓋的範圍，其實是否應該把全港整體和北部的邊境地區納入研究中。這是否無形中架設了不必要的分界線？

當你看香港全境，實是很難界分哪處屬都會區，哪處屬新界。但基建規劃進行時，我們以不同地域範圍來劃分，幫助規劃。

既然1990年初的人口研究已有策略上的錯誤，我們對2016年的人口研究數據又應有多大把握？第二，有指污水排放量在短期及中期內無法改善，令我有些擔憂，你可加以闡明嗎？

人口的數據，我們是採用統計處的預測，作為規劃的參考指標。不過，我們把預測水平向上或下調整10%，根據這段預設的範圍，定下不同的基礎建設規劃方案。希望這個方法能夠顧及超出預測的人口增長。同時，我們亦會每年或每五年作出檢討，修正任何估計過低的數字。

回應第二個問題，污水排放建設其實可分為多個層次。而我們

## 海港可能開關的旅遊景點



正談及的是涉及深層隧道的策略性污水排放計劃。由於隧道經已建成，限於隧道本身的特性，實難以在短期內作出改善。至於本地其他污水輸送網絡，我們是可以改善的。但所有輸送網絡的污水最終也會流入深層隧道，牽涉容量的問題。若然要擴充研究的範圍，便需要大量的工作。

你提及海港活動與你理想中的海旁用途存在不協調的問題，這似乎是問題的關鍵，而你的研究亦似乎沒有針對這方面。

用途不協調是規劃上的一大難題。我們不得不承認，這麼多年來，散貨碼頭公司一直活躍於海面，所以我們要為他們另覓新據點，便必須聽取他們的意見，但我們亦認為有必要把問題拿出來給公眾討論，以聽取不同的意見和訴求。

要達致目標，這個做法相比勒令他們搬遷的激進手法，較為循序漸進，避免營造緊張局面。當我們要蒐集民意，我們會與這些公司召開會議，以游說方式勸服他們，而不會迫遷。

問題會否出在這兒？你會否太過仁慈？在這些情況下，你們的表現是否需要更為強硬？

若果我們收到的意見明確地指出，大部份人士期望散貨碼頭業的活動能從維港外移，我們便會在高層決策時，在報告中反映閣下的意見。

經過這次經驗，我們是否不應在這個計劃踏入第10年，才來一次檢討？我們是否應恆常檢討都會計劃？

有道理。香港轉變得太快，10年時間的確很長，我同意經常檢討。

# 伍謝淑瑩

規劃署副署長

We got our population studies strategically very wrong in the early 1990s. To what degree of certainty are we looking towards our 2016 population studies? Secondly, the statement that sewage capacity cannot be improved in the short or medium term worries me a little bit. Can you clarify that?

On the first point on population, we use the Census and Statistics Department's projections as a reference point for our planning. But we make different scenarios, such as a 10 per cent decrease, or a 10 per cent increase over the projected level as our basis for our infrastructure planning. So we hope that such an allowance would be able to cover the underestimated population growth. But we also review the population growth every year or every five years to ratify the underestimation.

On the second point, there are many levels of sewage infrastructure. What we are talking about is the deep tunnel, the strategic one, because the tunnel has been constructed, because of its special nature, it would be very difficult for us to offer improvement in the short term. But for local network for other sewage, yes we could improve, but you have to remember that all the sewage from that network would then flow down to the deep tunnel, and there is a capacity limit.

You mentioned there were conflicting demands between the port activities and your artistic impressions of lovely waterfront activities. That really seems to be the crux of the problem, and it seems your study is not addressing that.

Competing uses present big problems for planners to handle. We must admit that for historical reasons all those cargo operators have been working on the water for many years, so we must draw voices from these associations to find alternative sites. But we think we need to take this issue out to public debate; to listen to different opinions and needs.

The mechanism is to achieve a more gradual rather than a radical way of telling cargo handlers that they must go, which could create tension. When we consolidate our public views, we will organise meetings with these companies to persuade rather than forcing them to move.

Isn't that the crux of the problem? Aren't you too nice? Haven't we got to get tough in some of these cases?

If views are clear, in that most people want this type of activity to be moved away from the inner harbour, your views will feature on our report when we go to high level a for decision.

Isn't one of the lessons of this perhaps that we shouldn't wait 10 years before reviewing Metroplan? Isn't it an ongoing process and Metroplan should be turned over every day of the week so to speak?

That is true. Because Hong Kong is really fast moving and 10 years is really a long time, yes I agree with you that we should look at it more often.

You can listen to Ms Ng's entire presentation and the Q&A session on the Chamber's Web site at, [www.chamber.org.hk/streaming/metroplan.ram](http://www.chamber.org.hk/streaming/metroplan.ram)  
伍女士致辭全文與演說後答問環節錄音，可於本會網站收聽 [www.chamber.org.hk/streaming/metroplan.ram](http://www.chamber.org.hk/streaming/metroplan.ram)。

# Hong Kong's port is busier than ever

By Ian Perkin

The dollar value of Hong Kong's external merchandise trade may have been relatively flat in the opening months of this year, but the world's busiest container port is still working harder than ever.

Official merchandise trade figures for the first quarter, for example, showed the value of SAR exports up just 2.3 per cent to HK\$347 billion and imports 3.6 per cent higher at HK\$377 billion.

New Marine Department figures for volumes of cargo passing through the port for the same period, however, show total cargo handled by the port up 8 per cent to 43.1 million tonnes.

Outward cargo was up 9 per cent to 16.3 million tonnes and inward cargo up 8 per cent to 26.8 million tonnes.

Part of the explanation of the difference between the two measures would lie in any change in the mix of cargo moving through the port, but part is clearly also due to the general decline in export and import prices compared with a year ago.

The Marine Department figures, for example, show big increases in bulky materials such as coal, iron and steel, cement, metal ores and plastic materials, all of which would have contributed to the volumes moving through the port.

On the other hand, government figures on price changes in the first three months of the year compared with 12 months earlier show that prices of re-exports of goods fell 1.5 per cent and those of domestic exports by 2.6 per cent.

Taken together, the prices of total merchandise exports dropped 1.6 per cent in the first quarter compared with a year earlier, while import prices fell 1.7 per cent. Both would have been reflected in the values of cargo passing through the port.

Despite this pricing weakness, virtually

all measures of the level of port activity in the opening months of the year were above those of a year earlier.

In the first quarter of the year, 8,990 ocean vessels with a total capacity of 62.3 million net registered tons entered Hong Kong, up 3 per cent on a year earlier in terms of ship numbers and 10 per cent in terms of overall capacity.

A similar growth pattern was observed for river vessel arrivals, with a 1 per cent increase in number to 42,770 and a 13 per cent increase in capacity to 14.7 million net registered tons.

Also in the first quarter, the Hong Kong port handled 4.2 million TEUs of containers, representing a 4 per cent increase over a year earlier. Laden and empty containers were both up 4 per cent to 3.3 million and 0.8 million respectively.

Seaborne laden containers were up by 2 per cent to 2.6 million TEUs, and river laden containers even more, by 13 per cent to 0.7 million TEUs.

On a seasonally adjusted quarter-to-quarter comparison, the laden container throughput showed a small increase of 1 per cent in the first quarter. Inward laden containers rose 4 per cent, while outward laden containers fell by 1 per cent.

Within overall port cargo, seaborne cargo amounted to 31.8 million tonnes in the first quarter, for an increase of 7 per cent over a year earlier. The tonnage of river cargo rose by an even greater 13 per cent to 11.3 million tonnes.

Seaborne cargo refers to cargo transported by vessels operating beyond the river trade limits, while river cargo refers to cargo transported by vessels operating exclusively within the river trade limits.

The river trade limits mean the waters in the vicinity of Hong Kong, which broadly include the Pearl River, Mirs Bay and Macau, and other inland waterways in Guangdong



and Guangxi which are accessible from waters in the vicinity of Hong Kong.

Within inward port cargo, imports increased 4 per cent over a year earlier to 18.7 million tonnes in the first quarter, with seaborne and river imports rising by 2 per cent and 13 per cent respectively.

Transshipment continued its rapid growth in the opening quarter. Inward transshipment of port cargo surged 19 per cent to 8.1 million tonnes, made up of increases of 21 per cent and 10 per cent respectively for seaborne and river inward transshipment.

For outward port cargo, exports (including domestic exports and re-exports) reached 7.8 million tonnes for the quarter, virtually unchanged from a year earlier. Within this total, seaborne exports fell 1 per cent but river exports increased 2 per cent.

As far as transshipment is concerned, outward cargo showed a significant growth of 18 per cent to 8.5 million tonnes, with seaborne outward transshipment and river outward transshipment up by 12 per cent and 29 per cent respectively. **B**

*Ian K Perkin is the Chief Economist of the Chamber.*



# 香港港口日益繁忙

冼柏堅



**香**港對外商品貿易價值於年初數月表現呆滯，但作為世界最繁忙的貨櫃港，香港港口的繁忙程度與日俱增。

根據官方發表的本年首季商品貿易數字，香港特區的商品出口價值只增加2.3%至3,470億港元，商品進口值則上升3.6%，達3,770億港元。

不過，海事處最新發放有關同期內運經本港港口貨物的統計數字顯示，經本港港口裝卸的貨物總數卻有8%的增長，至4,310萬噸。

此外，輸出貨物增加9%至1,630萬噸，進口貨物上升8%至2,680萬噸。

構成雙方數字差距的部份原因是，對運經本港港口貨物的組合不同，而另外亦明顯由於相較去年，進出口貨物價格普遍下滑。

舉例來說，海事處的數據表示，重型物料包括煤、鐵鋼、水泥、金屬、塑膠等的數量大增，令經本港港口運載的貨量有顯著增加。

另一方面，按港府發表本年首三個月與過去12個月比較的貨值變動數據，轉口貨值下降1.5%，本地出口值則下跌2.6%。

總計上述數字，本年首季與過往12個月相比，總出口商品的價格下調1.6%，總進口商品的價格則有1.7%的跌幅。兩者均已從運經本港港口的貨物價值反映出來。

縱使在貨值上呈現弱勢，年初數月關於港口運作的所有數據均較上年為高。

是年首季，合共有8,990艘遠洋貨輪進入香港，總運載量為6,230萬淨註冊噸，按船隻數量計算，比去年增加3%，以整體容量來說，則上升10%。

內河貨輪抵港增長情況相若，貨船數量增加1%至42,770艘，運輸量的增幅為13%，達1,470萬淨註冊噸。

另外，首季度內，香港港口合共處理420萬個標準貨櫃，比對上年增加4%。滿載和空置貨櫃數量同樣上升4%，分別達到330萬和80萬個。

經海運的滿裝貨櫃數量增加2%至260萬個，而經河道運送的滿裝貨櫃數量更有較大幅的增長，為13%，達至70萬個。

以經季節性調整的按季數據作比較，本年首季的滿載貨櫃吞吐量輕微上升1%。進入本港的滿載貨櫃量增加4%，運出滿載貨櫃量則下降1%。

總覽港口整體處理貨物，今年首季海運貨量較上年增加7%至3,180萬噸。至

於河運貨量則大幅提升13%，到1,130萬噸。

海運貨物乃指在河道貿易限制範圍以外由貨輪運載的貨物，而河運貨物則為只限在河道貿易限制範圍以內由貨輪運輸的貨物。

河道貿易限制範圍意指香港鄰近廣闊水域，包括珠江三角洲、大鵬灣和澳門，以及可由香港經水道前往的廣東和廣西內港水域。

經港口進口貨物方面，是年首季的進口貨量比上年增加4%至1,870萬噸，海運和河運進口量分別上升2%和13%。

貨物轉運於是年第一季持續急速增長。進入轉運貨量激增19%至810萬噸，已計入海運和河運進入轉運貨量分別所得的21%和10%增幅。

至於經港口輸出貨物，首季度的出口量(包括本地出口和轉口)為780萬噸，與上年比較並無變動。其中，海運出口下降1%，河運出口上調2%。

就轉口而言，輸出貨量有18%的強勁增長，至850萬噸，海運和河運轉運量分別增加12%和29%。

冼柏堅是本會首席經濟師。

*Hong Kong must reverse the decline in English-language standards if it is to become the world-class city it aspires to be, writes*

**SIMON NGAN**

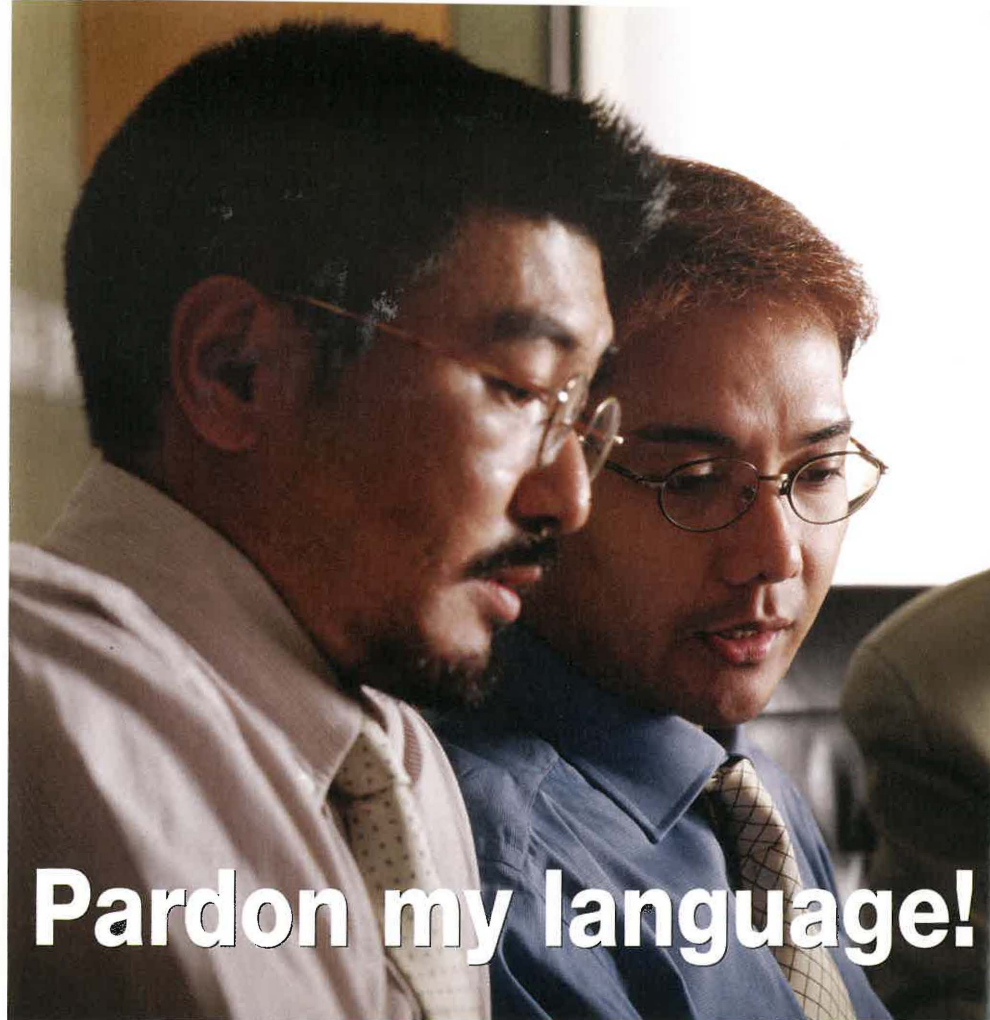
*“Simon Says” is the first of several new regular sections that will be appearing in The Bulletin in the coming months. Written by our contributing writer Simon Ngan, “Simon Says” will focus on topical issues of the day. He can be contacted at [simon@chamber.org.hk](mailto:simon@chamber.org.hk)*

**H**ong Kong is exhibiting the classic symptoms of having an identity crisis. On the one hand it is now part of the motherland, while on the other it aspires to become a world-class city. With language synonymous to national identity and pride, and because the ability to operate in the international language of business is vital to our economic well-being, it is little wonder that the debate on whether English or Chinese should prevail has raged on for so long.

Taking the lead in asserting our Chinese identity is the SAR Government. For example, the formulation of a language policy ahead of the return of sovereignty to China now requires civil servants to be bilingual and even trilingual in English, Cantonese and Putonghua. Although English and Chinese are equally important, there is no doubt that Chinese will eventually overtake English as the primary language of administration. This has already manifested in the growing number of public notices and announcements issued in Chinese only.

And then there is the imposition of “mother-tongue” instruction on Hong Kong’s secondary schools. Officially, the reason given is that teaching classes in English has caused education standards to fall. However, there are those who think Chinese nationalism is the prime motive for such a change.

To be fair, English standards in Hong Kong have always been low and the number of locals who speak English fluently remains small, despite more than 150 years of British



**Pardon my language!**

rule and the tremendous amount of resources that have been devoted to teaching it. This is because in Hong Kong students think of English only in terms of examinations. English is taught like a dead language. Students are expected to know how to read and write it, but are not expected to speak it. So students study English because they will be tested on it. The offshoot is that most dislike and cannot see any benefit in learning it. Compounding the problem is that schools still follow the age-old method of group teaching, with the teacher standing in front of the classroom, overanalysing grammar and talking about English rather than speaking it.

For those already concerned about the noticeable drop in the English proficiency in recent years, the post-1997 moves by government to place greater emphasis on the use of Chinese may harm Hong Kong’s standing as a pre-eminent centre for trade and finance. This is a valid concern because Hong Kong achievements to date are due in no small part to its people being able to communicate in English.

Certainly, English was traditionally linked to British rule, but as an international “lingua franca” of the global trade community, it is an important asset to have if Hong Kong is to maintain its status as an international finan-

cial centre and to achieve world-class city standing. After all, English allows us to interact with people from other parts of the world. It enables us to access new business ideas, technology and information in real time (without having to have it translated). The fact that foreigners with no knowledge of Chinese can get by in English in Hong Kong should be seen as an advantage, for this attracts them to come here, invest and stay. As Hong Kong’s economic health becomes increasingly dependent on the success of its services industry, the ability to communicate in English becomes even more important.

But how can the decline in English competency be reversed? For secondary schools, the government has implemented a scheme which involves employing native-speaking English teachers to teach the language. For those already working, a programme to brush up their English skills was introduced last year. Whether these will be effective in boosting English skills remains to be seen. For some, however, the problem will not be resolved until we change our language policy which dictates English be taught as a second language.

The argument for teaching English as a foreign language is based on the observation that Hong Kong people do not use English in ev-



# 請勿見笑！

香港要躋身國際都會，必須扭轉英語水平下降的頹勢

顏偉業

《工商月刊》將於未來數月陸續增設多個嶄新專欄。「顏兄時論」為這行動打響頭炮，筆者顏偉業將論盡當今焦點時事，他的郵址是 [simon@chamber.org.hk](mailto:simon@chamber.org.hk)。

香港正浮現典型的身分危機癥狀，一面已回歸祖國，另一面又矢志成為國際都會。語言固然是國家身分和尊榮的象徵，但在經濟範疇，擁有駕馭國際商業英語的能力對促進本港繁榮卻無疑十分重要，無怪乎香港長久以來為著重英文，還是中文而爭論不休。

香港特區政府率先帶頭以行動維護我們的華民身分，在回歸前推行的語文政策便是一例。這項政策要求公務員能通中、英雙語，甚至中、英及普通話三語。雖然中英文地位不相伯仲，但中文最終還是會取替英文，成為主要的行政用語。政府只以中文刊登公告和公佈的趨勢愈益顯著。

及後，政府以英語施教導致教育水平下降為由，在香港中學施行「母語」教學，但有些人認為，國家民族意識才是新措施背後的最大動機。

平心而論，香港在英國 150 年的殖民統治下，縱然在英語教學方面著力不少，但香港的英語水平一向偏低，能操流利英語的本地人士一直是區區之數。究其原因，是香港學生視英語僅為考試科目之一，老師亦視英語為死的語言來施教，只求學生能讀寫英文，卻不著重會話。所以，學生學習英語是為應付測驗考試。衍生的後果，便是大部份學生不愛英語，亦不明白學習英語的好處。令問題激化的是，有學校仍然因循古老的集體教學方法，老師往往站於全班學生面前，把英文文法說得累贅冗長，但卻少說英語。

關注到近年香港英語水平明顯下降的人士，均認為政府在 1997 年回歸後推行一連串著重中文運用的措施，可能有損香港作為貿易和金融中心的顯要地位。這實在是是有道理的，因為香港有今日的成就，很大程度上歸功於港人能以英語作為溝通媒介。

當然在傳統上，英語與英國管治有密不可分的关系，但正因英語亦是全球貿易的國際「通用語」，所以香港若要穩守國際金融中心的地位、力求晉身國際都會，英語無疑是香港一項重要資產。畢竟，英語是我們與世界各地人士相互交流的工具，讓我們即時接達最新的營商理念、科技和資訊（無須透過翻譯接收）。不懂中文的外籍人士可以在香港使用英文，實是吸引他們留港投資的一大優勢。香港經濟的穩健成長愈益倚重服務業能否取得成功，英語溝通技能將更形重要。

不過，如何扭轉英語水平下降的頹勢？在教育方面，政府已在中學實施計劃，聘用外籍教師教授英語。對在職人士來說，政府去年亦引進一項提升在職人士英語水平的新計劃。這些計劃能否收到預期的成效且還要拭目以待，但有些人認為，政府一天未改變現行策略，申明以英語作為第二語言來教授的話，問題始終未能完全解決。

主張以英語作為外語教授的論調，是基於港人日常少說英語的觀察所得。香港人只與不懂中文的人溝通時，才用英語。再者，有說法指出，混合雙語教學，到頭來反令學生的中文不精、英文不通。可能是這個原因，港府於 1998 年強制各中學轉而施行母語教學，但轉變能否改善現況仍有待公論。

要成功推行一套既能確認我們華人身分，又能保持港人競爭優勢的語言政策，可能性如何？只要我們有明確的目標，這是極有可能的。事實上，要精通英語不等於要捨棄中文，看看內地學生，他們熟諳英語，但母語並不因此遜色。內地同胞的英語水平能不斷提升，背後的驅動力是他們擁有與港人的共同想法，認為可靈活駕馭這種語言是邁向成功的關鍵。政府的政策所作為有限，最重要的還是我們此時坐言起行。

顏偉業是本會高級經理。文章內容純為筆者意見，不代表本會立場。

eryday conversation except when interacting with non-Chinese speakers. In addition, it is claimed that concomitantly teaching in two languages results in students failing to achieve competence in either English or Chinese. This may, perhaps, be the reasoning behind 1998's forced switch to mother-tongue instruction in secondary schools. Again, the jury is still out on whether such a change will bring about improvement.

What are the odds of successfully reconciling a language policy that satisfies the desire to affirm our Chineseness while maintaining our international competitiveness? They should be very good, but only if we are clear on our goals. After all, proficiency in English does not have to be at the expense of Chinese. Just look at Mainland Chinese students. Those who are skilled in English are not necessarily weak in their local tongue. The driving force behind the rising English standard of our Mainland cousins is the recognition that mastery of the language is a crucial element of success – a view that Hong Kong shares. But this time we need to walk our talk. Government policies can only do so much.

Simon Ngan is a senior manager at the Chamber. The views expressed here are his own and do not necessarily imply endorsement by the Chamber.



Forward Winsome Industries Managing Director Jeffrey Lam says that despite the barrage of gadgets now flooding the market, traditional toys will still be around for many more years to come.  
永和實業董事長林健鋒說，縱使新興的小玩意成行成市，傳統玩具仍受小朋友歡迎。

## Forward Winsome Industries

Jeffrey Lam is in the business of making people happy: he makes toys, and toys make him happy, he says.

Most of us can probably recollect many a happy hour spent playing with toys his company has made under the world's leading toy brands, from Corgi vehicles, to GI Joe, to teddy bears.

Founded by his father Mr L. T. Lam some 50 years ago, Forward Winsome Industries Limited originally manufactured basic household items such as soap boxes and plastic toys before it diversified into specialised manufacturing processes for plastics, die-cast, electronics, wood and sewing, among others.

Jeffrey Lam, 50, who is managing director of the company, said Forward Winsome

helped pioneer toy and plastic products manufacturing in Hong Kong. This long history has enabled it to build up solid relations with many well-known toy companies.

"In the old days, we were among the first to produce plastic dolls, which was about the same time Barbie was born," he said. "One of the dolls we produced at that time resembled a mannequin made in Germany, which was displayed in cigar shops and gift stores windows.

Mr Lam believes traditional toys, like dolls, will continue to be popular with children, despite the barrage of gadgets now flooding the market.

"Good as some of the latest toys can be, I think toys that stimulate children's imagina-

tion and create a land of make belief only like traditional toys can do will still be around for many, many more years to come," he said.

Nevertheless, more technology is finding its way into toy cars, dolls and activity centres, and toys are being designed to include more value-added functions. Despite this, toys are cheaper today than they were 20 years ago, he said.

Deng Xiaoping's economic reforms in the late 1970s played an important role in helping manufacturers reduce their costs and thereby boost Hong Kong's competitiveness, he said.

"If we turn the clock back to the '60s and '70s, Hong Kong had a limited supply of labour and property, which drove real es-

# 永和實業有限公司

## 林

健鋒從事的行業為人帶來不少歡樂，正如他本人所說，他製造玩具，亦從中覓得快樂的泉源。

我們幾可馬上重溫那些兒時的歡樂時光，總少不了Corgi模型車、GI Joe和玩具熊的份兒，這些風行全球的響噹噹名牌玩具，原來是他公司的產品。

1950年初，林健鋒的父親創辦永和實業有限公司。該公司起初生產家居日用品，如肥皂盒、塑膠玩具，及後擴充業務，專事生產塑膠、模鑄、電子、木和針線等。

現年50歲的林健鋒為永和實業有限公司董事長，他說，永和實業協助開啟香港玩具和塑膠製造業的先河，由於字號老，故能與不少家傳戶曉的玩具公司建立長期穩固的合作關係。

林氏說：「想當年，我們算是首批製造塑膠娃娃的廠商之一，那時芭比洋娃娃剛面世。我們生產的其中一款洋娃娃仿照德國的一種人型公仔，這種公仔常用來掛在雪茄和禮品店的櫥窗。」

縱然新興的小玩意成行成市，但林氏相信，傳統的玩具仍受到小朋友愛戴。

他說：「一些趣時的玩具雖然相當不俗，但只有傳統玩具能豐富孩童的想像空間，創造他們的夢想王國，這點足以令傳統玩具歷久常新。」

不過無可否認，如今的玩具車、洋娃娃和活動中心少不免結合了新科技的元素，玩具的設計亦加添了更多增值的功能。即使如此，現今的玩具卻比20年前還要便宜。

他說，鄧小平在1970年代末推行的經濟改革發揮了巨大的作用，有利減低生產商的成本，推高香港的競爭力。

他說：「還記起香港在60和70年代時，勞工和土地供應有限，令地產格價上升。但隨著中國開放，港人開始北移廠房，高租值和勞工問題頓時迎刃而解。」

但林氏卻不認為廠房遷移令香港的玩

具業落入真空狀態。他說，廠房雖然移至內地，但核心運作，包括研究及發展、財務等仍紮根香港。

他說：「大部份生產設施已遷至中國內地或泰國，只有小規模業務留港，但我不會因此說香港的玩具業不復存在。事實上，不少『中國製造』的玩具是由香港公司在內地生產的。」

## 時而勢易

在內地從事製造業，香港公司可說是先鋒。正因這樣，香港公司在遇上經濟危機，要面對眾多國家貨幣相應貶值的情況下，也能保持競爭力。

然而，營商潮流瞬息萬變，以及美國經濟放緩，會對本地出口造成不利。

他說：「我認為美國經濟正處於整固階段，但我絕不會視此為衰退期。不過，從第一及第二季出口數字下降顯示，現況迫令買家採取觀望態度。」

「情況還不至太壞，買家只是想確保能以最合理的價錢購入最理想的貨品，不至過量入貨，所以未到最後關頭，也不會輕易出擊。」

他說，第三季的出口應有顯著的回升，因為這段期間是聖誕節訂單開始付運的檔期。不過，留待最後一分鐘才訂貨的買家，將令生產商為拚命趕貨而出盡全力作最後衝刺。

供應鏈管理和準時運送是商業趨勢，令買家認為可於最後關頭才下訂單，但對生產商，事情並非這般簡單。

他說，零售家固然可以說：「我須於下星期起在舖內賣這批貨，若你無法及時送貨，我會找別家公司。」由於這個市場全由買家「話事」，生產商又怎可這樣做呢！

他說：「有部份零件需很長的時間才能起貨，如集成電路，不計運往內地的入口證申請時間，單就生產和付運，也得花不少天。所以擔子都落在生產商的肩膀上，若我們要投入供應鏈管理，便須儲存原料，這種模式使生產商承受較大的壓力，資金流動更易出現緊絀情況。」



Forward Winsome Industries was among the first companies to produce plastic dolls, such as this doll called "Lilli." 永和實業是率先生產塑膠娃娃的廠商之一，產品包括這款Lilli娃娃。



「及時付運可為有實力的買家慳錢，但卻增加生產商的負擔。」

他說同行過多，競爭難免劇烈，令市場由買家主導，但公司屬優屬劣，最終自有分曉。

面前的挑戰不但是要以低價取勝，還須為客戶提供優質、增值的產品，包括在研究及發展、設計、改良生產過程等方面。

林氏說：「我們須一天比一天進步，不能趕上科技發展和市場新趨勢的人自必被淘汰。」

## MEMBER PROFILE

tate prices up. But with the opening of China, people started moving their factories there, so suddenly high rental costs and labour problems were no longer major concerns," he said.

Mr Lam rejects claims that this migration has hollowed out Hong Kong's toy industry. Manufacturing facilities are moving to the Mainland, but the core functions such as R&D and finance remain firmly rooted in Hong Kong, he said.

"Most of our manufacturing facilities have been moved to China – we have some small-scale operations here – but even so I wouldn't say the industry here is disappearing. Many of the "Made in China" toys that we see are actually made by Hong Kong companies in China," he said.

## CHANGING TIMES

Hong Kong companies have taken the lead in manufacturing in the Mainland. This, despite the economic crisis which forced many countries to devalue their currencies, has helped their businesses remain competitive.

Changing business trends and the slowing of the economy in the United States, however, are expected to bite into exports.

"I think the U.S. economy is undergoing a correction period, but definitely I don't see it as a recession. This is forcing buyers to take a wait and see approach, which is reflected in the drop in exports in the first and second quarter," he said.

"But I think the situation is not too bad. Buyers just want to be sure that they have the right product at the right price and that they do not over order, so they are waiting until the last minute to order."

He said exports in the third quarter should start to pick up as buyers start shipping orders in time for Christmas. Waiting to order until the last minute, however, will stretch manufacturers' abilities to the limit as they try to meet orders.

Supply chain management and just-in-time delivery are among the business trends that are making buyers feel they can hold out until the last minute before ordering, but for manufacturers, it is not so simple.

Of course a retailer could say, 'I need to start selling this product in my stores next week, if you cannot deliver then I will go to another company' because it is a buyer's market. But can a manufacturer do that? he asks.

"Some parts need a long lead time. For example ICs take so many days to make and deliver, not to mention getting an import licence to bring them into China. So now the burden is on the manufacturer. If we want to be a part of this supply chain management, we need to stock up on raw materials. With this pattern, I see more manufacturers being put under greater pressure and their cash-flow will also be a lot tighter," he said.

"So just in time delivery may be cheaper for the number one buyer, but for the manufacturer it definitely is not."

Too many manufacturers competing for a piece of the same pie has sparked this buyer's market, which will ultimately separate the good companies from the bad ones, he said.

The challenge is not just about quoting the lowest price, it is also about quality and providing added value to customers, including R&D, design, improved manufacturing processes, etc.

"We really have to upgrade ourselves every day. Those who do not catch up with the technology and market trends will not survive," Mr Lam said. **B**

工商月刊  
BULLETIN

## SUBSCRIPTION RATES

## 訂閱價

1 Year (12 Issues 期)

Hong Kong 香港 HK\$360

Other 其他地區 US\$70

(Including postage 包括郵費)

## MAIL TO 寄予

The Hong Kong General  
Chamber of Commerce  
22/F United Centre, 95  
Queensway, Hong Kong

You can also subscribe online  
using your credit card at the  
Chamber's secure Web site  
[www.chamber.org.hk](http://www.chamber.org.hk)

香港金鐘道 95 號統一中心 22 樓  
香港總商會

閣下亦可透過總商會已安裝加密  
軟件的網站 [www.chamber.org.hk](http://www.chamber.org.hk)  
以信用卡辦理網上訂閱手續。

YES! I WANT TO SUBSCRIBE TO THE BULLETIN FOR 1 YEAR  
本人欲訂閱《工商月刊》一年

Mr/Mrs/Ms 先生 / 太太 / 女士 \_\_\_\_\_

Company 公司名稱 \_\_\_\_\_

Job Title 職銜 \_\_\_\_\_

Mailing Address 郵寄地址 \_\_\_\_\_

Tel. 電話 \_\_\_\_\_ Fax 傳真 \_\_\_\_\_

Email 電郵 \_\_\_\_\_

Please find enclosed my cheque for HK\$/US\$ \_\_\_\_\_ made payable  
to **The Hong Kong General Chamber of Commerce.**

隨函附上港元/美元 \$ \_\_\_\_\_ 支票，支票抬頭註明「香港總商會」。

For enquiries, call 2823-1243, or email, [bulletin@chamber.org.hk](mailto:bulletin@chamber.org.hk)

如有垂詢，請電 2823-1243，或電郵 [bulletin@chamber.org.hk](mailto:bulletin@chamber.org.hk)

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。





with SIMON TAM

# Wine Review

## 酒評特區

### Hollicks Sparkling Merlot 1998

HK\$220, Ponti Trading 2328 3218

Sparkling full-bodied red is probably Australia's only indigenous wine style. The quality end of these wines is mostly made with the labour intensive Champagne method. While most sparkling reds are made with Shiraz and sometimes even Cabernet, this sparkling Merlot captures and clearly reflects the flavourful yet approachable personality of Merlot. The fine, creamy bubbles add a refreshing and enjoyable dimension. The winemaker Ian Hollick regularly serves this wine with curry and roast duck.

酒質豐厚的氣泡紅酒堪稱是澳洲傳統佳釀的一大特色，多選用結合大量人力的香檳釀造法以達至臻品質。一般氣泡紅酒摻入Shiraz和Cabernet，但此佳釀卻蘊含Merlot葡萄的甜美精華和宜人果香，入口輕盈，清新送爽。釀酒家Ian Hollick常以此酒伴以咖哩和烤鴨進餐。

### Arnaldo Etchart 1997

HK\$125, Casella 2399 6680

The French have successfully elevated Cabernet to the stratospheric status, the Australians with Shiraz, and the Argentinians with the Malbec. This blended wine is made from 80 per cent Malbec while the 10 per cent Cabernet adds sturdiness and tannin structure, the balance of the 10 per cent Merlot gives the wine fragrance and lushness. This wine, made by the historical Etchart Winery, is one of the best-hidden Argentinean secrets. Affordably priced for everyday drinking, try with grilled pork chops.

繼Cabernet和Shiraz分別成功地登上法國和澳洲的佳釀殿堂後，Malbec亦成為阿根廷的名釀極品。這款酒的Malbec成分佔80%，另外Cabernet佔10%，令酒的

口感更為堅實，還有10% Merlot予以調和，使酒質均衡圓潤，散發馥郁芳香。這款酒由歷史悠久的釀酒商Etchart Winery精心泡製，為阿根廷不可多得的秘傳佳釀。價格相宜，可作每日餐飲，配以烤豬扒尤佳。

### Knapstein Riesling 2000

HK\$118, North East 2873 5733

Founded by the personable, yellow antique plane flying Tim Knapstein in the picturesque Clare Valley, today Petaluma is both the owner and the guardian of Knapstein wines. This is a refreshingly fruity wine ideal for those who are "chardonnayed out." The nose is pure and fragrant lime juice and the palate is deliciously fruity and crisp. While totally drinkable today, this Riesling can age further for another five years. A delightful partner with fresh boiled prawns on Lamma Island.

Petaluma釀酒廠由Tim Knapstein在南澳風景瑰麗的Clare Valley創辦，發展至今，已擁有一系列Knapstein酒類產品。這款充滿果香的葡萄酒為常飲Chardonnay的人提供新鮮的選擇，芳香撲鼻，甘醇愉悅，既可即時品嚐，亦可再藏五年。在南丫島上，一邊品嚐新鮮白灼蝦，一邊美酒相伴，其樂無窮。

### Champagne Pommery Brut Royal NV

HK\$369, Force-8 2527 6217

Champagne Pommery is a Negociant Manipulant (N.M.); it has the same legal classification as the likes of Moët & Chandon and Veuve Clicquot N.M. or a classification that describes the ownership of fine vineyards as well as the detail overseeing of the production process from harvest to labeling produces almost all the finest Champagnes. Champagne Pommery is a fuller style of Champagne and as such is ideal with light foods as well as



celebration. It is considered to be a less dry style. The wine displays aromas of apples and biscuits, the palate is creamy and fairly floss-like.

Champagne Pommery是香檳之家，與Moët & Chandon和Veuve Clicquot的分類方式相同。香檳之家作為一個主商標或分類號，表示香檳出自上等的葡萄園，由採摘以至標籤過程均精心嚴密，是香檳佳釀的標記。Champagne Pommery是香檳系列中較為濃烈的一種，適宜配以味道清淡的食物或作慶典場合的上選，甜味淡淡，散發蘋果和餅乾香氣，口感軟滑如絲。

### Montgras Carmenere 1998

HK\$118, Watson's WC 2606 8985

Carmenere was once upon a time as indispensable as Cabernet Sauvignon in the great wines of Bordeaux. In Chile, Carmenere's true identity is often confused with that of Merlot. Infact of the many commercial Chilean Merlots available on the Hong Kong market, most of which are blends of pure strain Merlot and the almost physically identical Carmenere. This is the first pure Carmenere to ever reach Hong Kong. Its taste is remarkably similar to Merlot. It is plummy but with a peppery edge characteristic of the grape. The palate is rich and smooth. A medium dry wine with plenty of cellaring potential. Try it with roast chicken.

Carmenere是著名的波爾多名酒之一，其顯赫地位曾與Cabernet Sauvignon不遑多讓。在智利，Carmenere常被誤認為Merlot，而事實上，香港市面上有不少智利Merlot，除含有純種的Merlot成分外，亦混有難以分辨的Carmenere。所以這款純Carmenere是在港首次面世的，味道與Merlot相似，濃稠，有葡萄皮的質感，口感濃郁，順滑宜人，甜度中等，適宜儲存，與烤雞為最佳配搭。



**The Hong Kong General Chamber of Commerce**

**Chamber Committees Chairmen**

**General Committee Chamber Council**

*Mr Christopher Cheng*

**Americas**

*Mr H Y HUNG*

**Asia/Africa**

*Ms Deborah ANNELLS*

**China**

*Mr Stanley HUI*

**Chamber Overseas Speakers Group**

*Mr Brian STEVENSON*

**e-Committee**

*Ms Cindy CHENG*

**Economic Policy**

*Mr George LEUNG*

**Environment**

*Mr James PEARSON*

**Europe**

*Mr David RIMMER*

**Hong Kong Franchise Association**

*Mr Eric CHIN*

**Hong Kong-Taipei Business Cooperation**

*Dr Lily CHIANG*

**Human Resources**

*Mr Alan LUNG*

**Industry and Technology Committee**

*Dr Lily CHIANG*

**Legal**

*Mr R T GALLIE*

**Membership**

*Ms Fanny LAI*

**Pacific Basin Economic Council**

**China Hong Kong**

*Mr David ELDON*

**Real Estate/Infrastructure**

*Mr Victor LI*

**Shipping/Transport**

*Mr Neil RUSSELL*

**Small & Medium Enterprises**

*Mr K K YEUNG*

**Taxation**

*Mr Kaushal TIKKU*

**HK Coalition of Service Industries**

**Executive Committee**

*Mr Stanley KO*

**Financial Services**

*Mr David RUAN*

**Information Services**

*Mr Tony AU*

**Professional Services**

*Mr Ian ROBINSON*

**Real Estate Services**

*Mr Nicholas BROOKE*

**Tourism**

*Mr James LU*

**CHINA**

**IFC World Bank Programme Manager Lizabeth N Bronder** and Tim Krause, portfolio & credit manager, East Asia & Pacific Dept. IFC, World Bank, spoke at the Chamber's May 17 roundtable Luncheon on "SMEs Development in the PRC using IT – a World Bank Perspective." Ms Bronder explained how SMEs could use technology to help penetrate emerging markets in the PRC, while Mr Krause talked about support that IFC provides to Hong Kong's SMEs interested in investing in China, particularly in the western provinces.



**HKGCC Director Dr Eden Woon** attended a preparatory working meeting on June 5 for the Symposium on Business Opportunities and Policies in China Western Development. The symposium, to be held on July 12, is organised by the Office of the Leading Group for Western Region Development of the State Council and State Information Centre, and the Chamber is one of the co-organisers.

**Thirty-six students** from the 80th Training Seminar on Hong Kong Industrial and Commercial Industry visited the Chamber on June 7. Organised annually by the Hong Kong Chinese General Chamber of Commerce, the programme allows staff from Mainland chambers of commerce in Hong Kong. HKGCC Director Dr Eden Woon and International Business Division Chief Eva Chow met the students.

**Stanley Hui and Jeffery Lam** were re-elected chairman and vice chairman respectively of the China Committee at its June 8 meeting. Following the meeting, David Chu was invited to brief members on opportunities in Heilongjiang Province in preparation for the Chamber's July visit to the area. Members also listened to Mr Hui and Mr Lam's briefing on Chief Secretary Donald Tsang's trip to Northwest China.

**Liu Yuelun, director, Economic Department Bureau, Guangzhou EPZ**, spoke on June 11 at the Chamber's roundtable luncheon en-

**POLICE COMMEND CIVIC-MINDED**

Forty people were commended as exemplary citizens by police and presented with Good Citizen Awards in a ceremony held at Ocean Terminal on June 14.

With their assistance, police arrested about 40 suspects involved in a variety of crimes including robbery, theft, wounding and indecent assault.

One of the awardees, film producer Chu Chi-hung, was blackmailed while he and his crew prepared to shoot a film in Wan Chai in March this year. The suspect called Mr Chu and claimed that the crew's parked vehicle was hindering his car jockey business. Mr Chu immediately called the police, which led to the arrest of the culprit for extortion, as well as the interception of another man who was connected to the case and was driving without a license.

Another award recipient, Lau Yin-wai, who

**Chamber 總商會**

titled "Guangzhou Export Processing Zone (EPZ) – a New Horizon for Foreign Investment." Mr Liu brief attendees on the functions and advantages of doing business in export processing zones in China, and compared EPZs to free trade zones.



**Yan Qi, vice director, China Council for the Promotion of International Trade Xiamen Branch**, visited the Chamber on June 18 to promote the 2001 China International Fair for Investment and Trade, which will be held in September in Xiamen. HKGCC Director Dr Eden Woon met the visitors and informed Ms Yan that the Chamber was planning to organise a study mission to participate in the fair in September.





is a magician, protected a woman from further attack during a family dispute. Last November, a woman was slashed with a beef knife at her Yuen Long home. On seeing the incident, Mr Lau immediately subdued the suspect by snatching his knife. The suspect was subsequently charged with wounding.

The biannual Good Citizen Awards is organised by the Police Public Relations Branch, and sponsored by HKGCC.

## 警方嘉許良好市民

40位市民於6月14日在海運大廈舉行的「好市民獎」頒獎典禮上，獲警方表揚為模範市民。

警方在這些好市民協助下，共拘捕約40名疑犯，分別涉及搶劫、盜竊、傷人和非禮等罪行。

其中一名得獎者是電影製作人朱志鴻。今年三月，朱先生與攝製隊在灣仔準備拍攝電影時遭勒索。疑犯致電朱先生，聲稱攝製隊停泊汽車的位置影響其泊車生意。朱先生立刻報警求助，其後警方以勒索金錢罪拘捕匪徒，並成功擒獲另一名男子。他涉嫌與一宗無牌駕駛案有關。

另外一位得獎者魔術師劉賢偉，在一宗家庭糾紛中成功保護一名女子免再受襲擊。去年十一月，一名女子在元朗寓所被牛肉刀斬傷。劉先生得悉事件後，立刻上前奪去行兇者所持的利刀並將其制服，交由警方處理。其後兇手被控傷人。

「好市民獎」頒獎典禮由警察公共關係科主辦，香港總商會贊助。

在6月8日中國委員會會議中，許漢忠和林健鋒分別再度膺選委員會主席和副主席。會議後，朱幼麟應邀向會員簡介黑龍江省商機概況，作為本會七月黑龍江之行的事前準備。許漢忠和林健鋒亦在會上簡報政務司司長曾蔭權率領的中國西北之行。

廣州出口加工區經濟發展局局長劉悅倫於6月11日在本會舉辦的「新的投資創業熱點—廣州出口加工區」小型午餐會中發表演說。劉悅倫向與會者介紹在中國出口加工區營商的作用和好處，並比較出口加工區和自由貿易區的分別。

貿促會廈門分會副會長嚴琪於6月18日到訪本會，宣傳九月在廈門舉行的中國投資貿易洽談會。本會總裁翁以登博士在接待到訪者時表示，本會正籌組考察團，參與九月的洽談會。

### 亞洲／非洲

薩卡爾率領孟加拉出口加工區管理局三人代表團於5月16日到訪本會，由本會主席鄭維志和總裁翁以登博士接待。薩卡爾向本會介紹孟加拉出口加工區目前發展概況和優惠政策，並表示歡迎港商前赴投資。

戴諾詩於6月1日召開的亞洲及非洲委員會會議中再度連任主席，高保利和文路祝亦再度獲選副主席。會議後，匯豐經濟研究

## 香港總商會

**委員會**  
主席

**理事會**  
諮議會  
鄭維志

### 美洲委員會

洪克有

### 亞洲及非洲委員會

戴諾詩

### 中國委員會

許漢忠

### 總商會海外講者團

施文信

### e-委員會

鄭輝菊芳

### 經濟政策委員會

梁兆基

### 環境委員會

彭占士

### 歐洲委員會

萬大衛

### 香港特許經營權協會

錢樹楷

### 香港—台北經貿合作委員會

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

李澤鈺

### 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

羅寶信

### 地產服務委員會

蒲祿祺

### 旅遊委員會

呂尚懷

# in Action 動態

### 中國

世界銀行國際金融公司策劃經理布龍德爾、東亞及太平洋業務部投資組合和信貸經理克勞斯於5月17日出席本會小型午餐會，就中小型企業借助資訊科技在中國發展業務的情況闡述世界銀行的意見。前者於會上剖析中小型企業如何借助科技打入中國新興市場，後者詳述該公司為有意投資內地，尤其是西部地區的香港中小企提供的支援。

本會總裁翁以登博士於6月5日出席中國西部開發商機與政策國際研討會的籌備工作會議。研討會定於7月12日舉行，由國務院西部地區開發領導小組、國家信息中心與香港總商會合辦。

第80期工商業研討班36位學員於6月7日到訪本會，與本會總裁翁以登博士和國際商務部主管周紫樺會晤。研討班由香港中華總商會每年舉辦，讓內地商會職員認識香港商會的運作。

## CHAMBER IN ACTION

### ASIA/AFRICA

**A Azia Sarkar** led a three-member delegation from the Bangladesh Export Processing Zones Authority (BEPZA) to visit the Chamber on May 16, 2001. HKGCC Chairman Christopher Cheng and Director Dr Eden Woon met the delegation. Mr Sarkar briefed the Chamber on current developments and incentive policies of the BEPZA, and welcomed Hong Kong businessmen to invest in BEPZA.



**Deborah Annells** was re-elected chairman of the Asia/Africa Committee at its June 1 meeting, while Barrie Cook and Manohar Chugh were re-elected as vice chairman. Following the meeting, Geoffrey Barker, the chief economist of HSBC, spoke at the Chamber's June 1 roundtable luncheon on "Can Japan's Economy lift the Region?"

**Zhang Liang-yen, managing director, Chung Hwa Travel Services**, paid a courtesy call to the Chamber on June 8 and was received by HKGCC Chairman Christopher Cheng, who briefed him on the work of the Chamber's Hong Kong-Taipei Business Cooperation Committee. He also told Mr Zhang that the Chamber was involved in the "Hong Kong-Taiwan Business Forum" which will be held in August.

### EUROPE

**David Rimmer** was re-elected Europe Committee chairman at the committee's June 12 meeting, while Paul Clerc-Renaud and Michael Lintern-Smith were re-elected as vice chairmen. The meeting was followed by a roundtable luncheon at which Michael Garvey (right), commercial counsellor, Embassy of Ireland in Beijing spoke on "Ireland: The most profitable location for high-tech business in Europe." Mr Garvey shed new light on the Irish economy which has become the largest exporter of software in the world in terms of value.



### AMERICAS

**Dr Michael Kless from the Instituto**

**Technológico Y de Estudios Superiores de Monterrey (ITESM)** of Mexico led a delegation of 13 executive MBA students to visit the Chamber on May 28. Eva Chow, chief, International Business Division, received the delegation and briefed them on the latest economic developments in Hong Kong. The delegation were very keen on learning more about the Hong Kong's role after China's entry into the WTO. ITESM is one of Latin America's largest and most prestigious universities.

**Steven Elmendorf, chief of staff to House Democratic Leader**, and **Charles O'Regan, senior advisor, United States-Asia Foundation**, led a 12-member U.S. congressional staffers' delegation to visit the Chamber on June 2. The delegates had visited Beijing before coming to Hong Kong and had a keen interest in the issue of U.S.-Sino relations.

### INTELLECTUAL PROPERTY

**Caroline Morgan of the Copyright Agency Ltd of Australia** visited the Chamber on May 23. HKGCC Assistant Director Dr Chan met Ms Morgan and the two exchanged views on copyright protection.

In response to a government consultation, the Chamber submitted its comments in support of liberalisation of parallel importation of computer software to the government on June 15.

### SME

**Deputy Secretary for Education and Manpower Philip Chok** participated in an informal roundtable discussion on May 28 to discuss the supply of manpower for manufacturing industries. As a result of the discussion, the views of Chamber members on the Supplementary Labour Importation Scheme were reflected to the Chamber's representative on the Labour Advisory Board on June 7.

### SERVICE INDUSTRIES

**Simon Galpin and Philip Kung** of Invest Hong Kong met with members of the Professional Services Committee on June 6 to discuss promotion of the professional services sectors in Hong Kong.

**Rex Chang of the Information Technology and Broadcasting Bureau** met with members of the Information Services Committee on June 13 to discuss the government's "Digital 21" strategy. B

及投資策略部(亞太區)首席經濟師彭捷輝為小型午餐會發表演說,題為「日本能否振興亞太區經濟?」。

**中華旅行社總經理張良**任於6月8日到本會作禮節性拜訪,由本會主席鄭維志接待。鄭氏向張良任簡報香港-台北經貿合作委員會的工作,與本會參與八月港台經貿論壇的消息。

### 歐洲

在6月12日歐洲委員會會議中,萬大衛再度獲選委員會主席,副主席祁浩能和史密夫亦一同連任。同日,本會舉行小型午餐會,題為「愛爾蘭成為歐洲高科技產業勝地」。現時,按價值計算,愛爾蘭已成為全球最大軟件出口商,應邀講者愛爾蘭駐北京大使館商務處商務參贊葛偉就此作出剖析。

### 美洲

**墨西哥ITESM商科學院克勒斯**博士於5月28日率領13位工商管理碩士課程學員到訪本會,由國際商務部主管周紫樺接待。她向代表團介紹香港最新的經濟發展概況,而代表團最表關注的,是中國入世後香港的定位。ITESM商科學院為拉丁美洲規模最大且極負盛名的學府。

**美國眾議院民主黨領袖幕僚長埃爾門多夫**、**美國亞洲基金高級顧問奧里甘**於6月2日率領由12位美國國會幕僚組成的代表團到訪本會。代表團經北京抵港,對中美關係甚表關注。

### 知識產權

**澳洲版權代理有限公司摩根**於5月23日到訪本會,與本會助理總裁陳偉群博士交換保護版權的意見。

本會回應政府諮詢,於6月15日向政府提交本會對放寬「水貨」軟件進口的意見。

### 中小型企業

**教育統籌局副局長祝建勳**於5月28日出席本會舉行的非正式小型研討會,磋商製造業的人力資源供應事項。本會隨後於6月7日向本會勞工顧問委員會代表,反映會員對補充輸入勞工計劃的意見。

### 服務業

**投資推廣署賈沛年**和**鞏連全**於6月6日會晤專業服務委員會會員,商議專業服務在港宣傳推廣的事項。

**資訊科技及廣播局鄭偉源**於6月13日會晤資訊服務委員會會員,商討政府「數碼21」資訊科技策略。 B

# Welcome new members

## 加入商會 盡享權益

### **Asia Pacific Properties Ltd**

**Ms Beverly L W Sunn**

*Director  
Services*

### **Aspire Gems and Jewellery**

**Ms Apsara Sheth**

*Director  
Trading*

### **Au Mei Chemicals Co Ltd**

歐美化工有限公司

**Mr Hing-yuen Tse**

謝慶源先生

*Manufacturing, Trading*

### **Banca Popolare di Vicenza**

#### **Hong Kong Representative Office**

**Ms Donatella Oliboni**

*Chief Representative  
Services*

### **Benice Creation Jewellery Co**

駿強珠寶創作公司

**Mr Benson Chi-keung Yip**

葉志強先生

*Director  
Trading*

### **BeXcom Hong Kong Co Ltd**

仲訊香港有限公司

**Mr Voonfee Yong**

楊文輝先生

*Chairman and Director  
Services*

### **Borland (HK) Ltd**

寶蘭(香港)有限公司

**Mr Andrew Wong**

黃錫強先生

*General Manager  
Distribution, Services*

### **CIIC Magnetech Hong Kong Ltd**

中智香港美唐有限公司

**Mr Kin-ming Chan**

陳建明先生

*Managing Director  
Services*

### **CSX World Terminals Asia Ltd**

環球貨櫃碼頭亞洲有限公司

**Mr William McHugh**

*Vice President, China Investment  
Services*

### **Drake International**

#### **o/b Drake Overload Ltd**

**Ms Waimen Wan**

溫慧敏小姐

*General Manager  
Services*

### **Eurodrug Laboratories Ltd**

**Mr Moo-chee Kwan**

Director

*Trading*

### **iASPEC Services Ltd**

永泰信息技術服務有限公司

**Dr C K Wong**

黃仲翹博士

CEO

*Services*

### **iManna Ltd**

**Mr C L Lam**

林俊烈先生

*Vice President - Business Development*

*Services*

### **Intcera High Tech (HK) Ltd**

大陶精密科技(香港)股份有限公司

**Mr Mike Koh**

許達利先生

CEO

*Manufacturing, Trading*

### **L P Lammas Asia Ltd**

豐裕興業有限公司

**Mr Louis Wai-yan Pong**

龐維仁先生

*Investment Company*

### **Pacific Natural Energy (China) Ltd.**

**Mr Louis Sun-kiu Wong**

Director

*Services*

### **PacificNet.com Ltd**

太平洋商業網絡有限公司

**Mr Tony I Tong**

唐儀先生

*Chief Executive Officer  
Services*

### **Schindler Management**

#### **Asia/Pacific Ltd**

**Mr Juergen Tinggren**

President - Asia Pacific

*Manufacturing*

### **Success Eternity International**

#### **Consulting Ltd**

衡卓國際顧問有限公司

**Ms Daisy F Y Yeung**

楊鳳英女士

Director

*Services*

### **Symantec Hong Kong Ltd**

**Mr Daniel Cheng**

鄭裕慶先生

*Managing Director, China & HK*

*Services*

### **Taisheng International Ltd**

太盛國際洋行有限公司

**Mr Zeqiang Zhuang**

莊澤強先生

Director Manager

*Manufacturing, Trading*

### **TUV Rheinland Hong Kong Ltd**

香港德國萊茵技術監護顧問股份有限公司

**Mr Jorg Mahler**

梅約克先生

Managing Director

*Trading*

### **ZXH Cyber (HK) Software**

#### **Engineering Co**

志華環訊(香港)軟件工程公司

**Mr Chi-yip Hung**

洪志業先生

General Manager

總經理

*Services*

## CONTACT US

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

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



HKGCC Deputy Chairman Anthony Nightingale (left), thanks Financial Secretary Antony Leung for his speech at the Chamber's June 6 luncheon.  
總商會常務副主席黎定基(左)感謝財政司司長梁錦松在6月6日午餐會上演講。

## Eye Spy 活動花絮

HKGCC Vice Chairman Lily Chiang (right) presents TSCM Chairman Morris Chang with a souvenir following his speech, as part of the Chamber's 140th Anniversary Distinguished Speakers Series, on May 31.  
本會副主席蔣麗莉博士(右)向台灣積體電路製造股份有限公司董事長張忠謀博士致送紀念品，謝謝他擔任5月31日「140週年特邀貴賓演說」的講者。



Chamber Vice Chairman and PBEC Hong Kong Chairman David Eldon (4<sup>th</sup> from right) met with Secretary General of PBEC Robert Lees (3<sup>rd</sup> from right) at the PBEC AGM on June 19.  
本會副主席、太平洋地區經濟理事會中國香港委員會主席艾爾敦(右四)於6月19日太平洋地區經濟理事會週年大會上，會見該會秘書長利斯(右三)。

## BEIJING MISSION SPY 北京訪問團花絮



Chamber Chairman Christopher Cheng thanks the Beijing mission hosts at the HKGCC return banquet at the Diaoyutai State Guest House.  
本會主席鄭維志於釣魚台國賓館設答谢宴，答谢訪京團接待團體。



Some Beijing mission members at the HKGCC return banquet.  
出席總商會答谢宴的其中多位訪京團成員。



Delegates at the meeting with State Leader Li Nanqing in Ziguangge, Zhongnanhai.  
代表團於中南海紫光閣與國家領導人李嵐清會面。



Chamber staff with MOFTEC Minister Shi Guangsheng.  
本會職員與外經貿部部長石廣生。

# CHAMBER FORECAST

## UPCOMING EVENTS

- 20 July ~ 5 October**  
Workplace English Programmes – English for Office Skills (Level 2)
- 20 July ~ 5 October**  
Workplace English Programmes – English for Business Communications (Level 1)
- 21 July**  
Heart Health at Work – Health Check and Educational Talk (Cantonese)
- 21 & 28 July**  
培訓班：五常法審核領袖培訓課程 (廣東話)
- 24 July**  
SME Town Hall Session (Cantonese) with the Chamber LegCo representative, the Hon James Tien
- 3 & 4 August**  
Training: “Inter-cultural Negotiation Skills” (Cantonese)
- 4 August ~ 8 September**  
Training: “Practical Business Oral Skills” (English)
- 6 August**  
Training: “Requirement on Representative Officers in China” (Cantonese)  
常駐大陸代表處應注意的操作規範
- 7 August**  
培訓班：大陸消費權益保護規範 (廣東話)
- 9 August**  
Training: “Credit Management” (Cantonese)
- 10 & 11 August**  
Training: “Presentation Skills Workshops for IT Professional and Engineers” (Cantonese)
- 13 August**  
Training: “Saving Taxes in China” (Cantonese)  
大陸經商節稅之道
- 14 August**  
Training: “China’s Entry into the WTO and the Changes and Amendments on the PRC Accounting System” (Cantonese)  
中國加入世貿(WTO)後，會計制度的變革
- 15 August**  
Hong Kong-Taiwan Economic Forum 2001  
第五屆港台經貿論壇 (Mandarin)
- 18 August**  
Heart Health at Work – Health Check and Educational Talk (Cantonese)
- 21 August**  
New Members’ Briefing (English)

## COMMITTEE MEETINGS

**23 July**  
General Committee Meeting

**25 July**  
e-Committee Meeting

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

## OUTBOUND MISSIONS

**7-9 September**  
Mission to Xiamen for China’s International Fair for Investment & Trade

**Late September**  
Eastern Europe Mission to Poland, Hungary and the Czech Republic

## 140<sup>TH</sup> ANNIVERSARY

### Distinguished Speakers Series

**27 July**  
Luncheon with the Hon Donald Tsang, Chief Secretary for Administration of the HKSAR

**30 August**  
Luncheon with Michael Eisner, Chairman, Walt Disney

**24 September**  
Luncheon with John Bond, Chairman, HSBC Holdings Plc

*Date to be confirmed*  
Luncheon with Chen Yuan, Governor, China Development Bank

*Date to be confirmed*  
Luncheon with Dai Xianglong, Governor, The People’s Bank of China

TRAVEL

**Air France Online Booking**

Air France's Cybairfrance online booking engine is available on its Hong Kong Web site, [www.airfrance.com.hk](http://www.airfrance.com.hk), and offers customers the added convenience of booking and purchasing tickets online from 5 days to 10 months prior to their departure. Tickets purchased can be mailed directly to passengers, or be picked up at Air France downtown or airport office\*.

\* The mailing and pick-up service is made available only to customers staying or residing in Hong Kong

**Air New Zealand Ski Promotion**

Escape the City heat. Hit the slopes of Air New Zealand from just HK\$9,999

Period: From now until 30 September

This ultimate ski package includes:

- Return Pacific class tickets to Christchurch
- Four nights' accomodation (twin share)
- A three-day ski lift pass at Mt. hutt
- Airport/hotel/ski field transfers
- Insurance

All for just HK\$9,999.

**Diamond Fare Promotion**

Good fortune for the over 60s: fly to Australia for just \$3,999 and New Zealand for \$4,999

Period: 01 August to 31 October 01

**Special Fare to Australia for JUST HK\$3,999:**

- Passenger aged 60 and above
- To Sydney, Melbourne, or Brisbane
- Validity of ticket is up to 21 days

**Special Fare to New Zealand for JUST HK\$4,999:**

- Passenger aged 60 and above
- To Auckland, Wellington or Christchurch
- Validity of ticket is up to 21 days

Call (852) 2527 7883, and drop in on your friends & family with this terrific offer.

SERVICES

**IWC courses and seminars focus on developing our senses and accelerate tasters' learning by offering a complete sensory experience.**



International Wine Centre

Tel: 2549 0181

Email: [admin@lwinecentre.com](mailto:admin@lwinecentre.com)

Address: 20/C, Right Emperor Commercial Building  
122-126, Wellington Street, Central

**Punjab House**

Ladies & Gents Custom Tailors

Established in 1889, Punjab House has over 100 years of experience in the tailoring business.

**Reasonable Prices**

**Guaranteed fittings**

**Shanghainese workmanship**

**Excellent service**

Shop J, G/F, & Flat C, 5/F, Golden Crown Court, 66-70 Nathan Road, TST, Kowloon, Hong Kong

Tel. 2366 5635, 2368 8625 Fax. 2722 7096

Web site [www.punjabhouse.com.hk](http://www.punjabhouse.com.hk)

**Want to Attract More Business?**

**Advertise in The Bulletin**

Call 2375 2311 for details, or e-mail [bulletin@chamber.org.hk](mailto:bulletin@chamber.org.hk)





Taking your business online has never been easier

[www.chamber.org.hk](http://www.chamber.org.hk)

# A free ticket for your companion!



**Buy a round trip ticket from Hong Kong to Europe in l'Espace Affaires (Business Class) and get an absolutely FREE ticket for your companion. Choose one city from any of the 108 European destinations on our network from Paris, Charles De Gaulle...**

1. Both passengers must travel together on the same flights with the same itineraries
2. Fréquence Plus Mileage accrual applies
3. Validity of this promotion: Departure from Hong Kong between 9th July & 25th August inclusive
4. The whole journey must be completed by 27th August 2001
5. Taxes and Security Charges are not included



Other terms and conditions apply, for more details, please contact Air France at 2524-8145 or your travel agent or [www.airfrance.com.hk](http://www.airfrance.com.hk).