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# THE Bulletin

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

一九九六年六月

JUNE 1996

## Zhu Rongji exudes confidence in HK



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Chamber's AGM

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PRODUCED BY  
**The Publisher,  
(address below) and  
Printline Ltd**

Unit A, 18/F Harvard Comm. Bldg.,  
105-111 Thomson Road,  
Wanchai, Hong Kong

Tel: 2838 7282 Fax: 2838 7262

PRINTED BY  
**Kadett Printing Co**

16/F Remex Centre,  
42 Wong Chuk Hang Road, Hong Kong

PUBLISHED BY  
**The Hong Kong General  
Chamber of Commerce**

22/F United Centre,  
95 Queensway, Hong Kong  
Tel 2529 9229

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製作 : Printline Ltd.

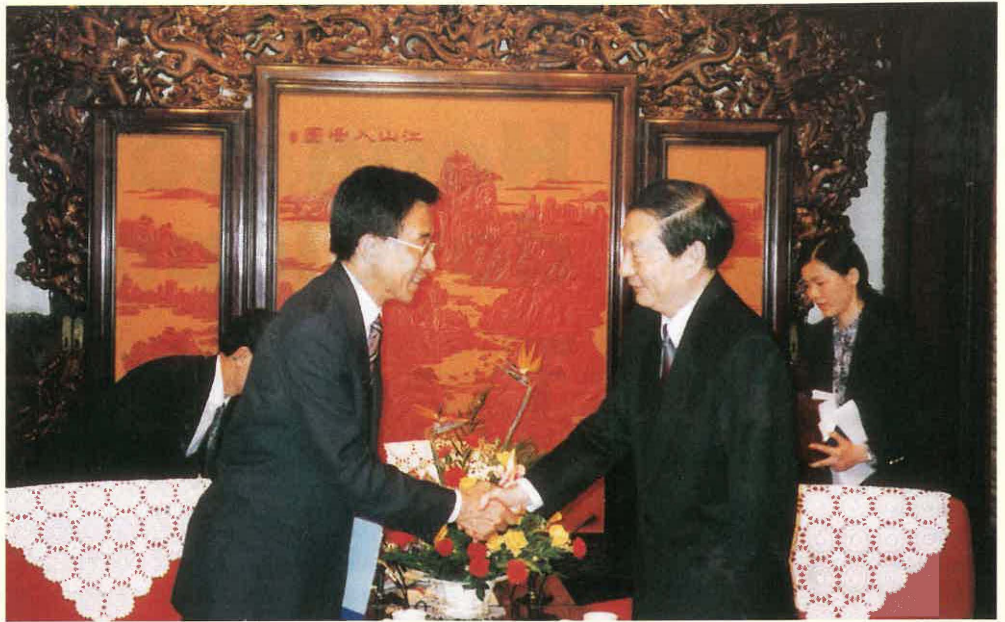
Tel: 2838 7282

承印 : 開達印刷公司

出版 : 香港總商會

金鐘道統一中心廿二樓

電話 : 2529 9229



**COVER STORY**

**Chinese Vice Premier exudes confidence in Hong Kong's economic future in a one-and-a-half hour interview on May 7 with a 20 member delegation from the Hong Kong General Chamber of Commerce that visited Beijing, led by Chamber Chairman, James Tien.** P.6

中國國務院副總理朱鎔基於5月7日與香港總商會訪京團進行的一個半小時會議中, 表達了他對香港經濟前景的信心。訪京團團長為本會主席田北俊。



**Chamber's AGM  
P.35**



**Richard Mueller P.79**

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### Hong Kong Franchise Association

#### Associate Organisation

Pacific Basin Economic Council Hong Kong Committee	Dr H SOHMEN, OBE
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# Survey reflects Hong Kong development

The latest Household Expenditure Survey (HES), covering the period October 1994 to September 1995 and issued by the Government at the end of April, continues to reflect the dramatic economic and social development of Hong Kong.

When compared with earlier surveys, extending back to the first of the series, conducted in September 1963 to August 1964, it gives a picture of how local lifestyles have changed as community wealth has increased.

For its part, the Chamber believes the HES' findings provide a further basis for confidence in the future of Hong Kong - a growing middle class affluence and a broader individual stake in the economy through wider home ownership.

The two most dramatic changes in the survey remain the decline in the share of expenditure going to foodstuffs and the continued rise in the share of expenditure on housing.

The trend in both these items of expenditure is typical of an economy moving up the economic development ladder with average incomes increasing substantially.

As people get richer, they need not eat more, although they might eat different and perhaps higher quality (and thus more expensive) foods. Thus expenditure on food declines as a proportion of overall income.

With housing, the reverse is true. As a community's average incomes increase, individuals tend to spend more on housing - and housing of a better quality in particular.

In Hong Kong's case, this factor has been exacerbated by the high cost of property which has helped push up the price of housing (rentals and imputed rentals in the HES) quicker than it might otherwise have occurred.

The interesting aspect of the Hong Kong HES in the last 15 years is the fact that the share of expenditure on "necessities" - food, shelter and fuel - has remained static or even increased a little.

Again, this is because the share of housing in overall expenditure has risen so rapidly as to keep pace with, or even outpace, the decline in the food and fuel components of the expenditure survey.

It is true, however, that the "necessities" element within total expenditure has declined from the earlier surveys in 1973-74 and 1963-64.

The failure of the expenditure on necessities to decline much in recent years, however, may be due to the inclusion within the foodstuffs category of meals eaten away from home, that is, at restaurants.

This category, which might be regarded as luxury expenditure in some economies, is really a necessity in the territory, having been a part of everyday lifestyles for such a long time.

In any case, the HES remains a valid reflection of how lifestyles have changed in the territory over the past 30 years.

Back in 1963-64, for example, the share of expenditure on foodstuffs for the bulk of the population [that is the 50 per cent of households included in the CPI(A)] was 55.6 per cent. Today it is 37.3 per cent.

On the other hand, the share of expenditure on housing (that is, rentals) back in 1963-64 was just 12.9 per cent and today it is almost double that at 25.34 per cent.

For wealthier families, included in the Hang Seng CPI, the share of expenditure on foodstuffs has more than halved from 48.3 per cent to just 20.38 per cent, although it has also dropped markedly in the past five years.

Expenditure on housing (rentals) on the other hand has more than doubled from 15.2 per cent to 34 per cent.

The HES is used to establish the weights for each of the four consumer price index measures of inflation now published in Hong Kong.

Given that there are four such measures, it is perhaps disappointing that the Government does not use at least one to reflect changes in mortgage payments for housing, rather than rents.

With around half of Hong Kong's households now in owner-occupied accommodation, the inclusion of mortgage payments in one index, rather than the "imputed rent" of such dwellings might be a step forward.





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# 住戶開支模式反映 香港經濟發展狀況

港府剛於4月底發表的最新一期住戶開支統計調查結果(1994年10月至1995年9月)繼續反映出香港的經濟及社會發展狀況。

追溯本，首次的住戶開支統計調查是在1963年9月至1964年8月間進行。跟之前的一系列調查一樣，最新的結果仍然反映了市民的生活模式如何隨著社會財富增加而轉變。

本會認為，調查結果再次顯示我們有理由對香港的未來抱有信心 - 漸趨富裕的中產階級，以及越來越多人透過擁有自置物業而分享經濟的成果。

住戶在糧食方面的支出比例減少，但住屋所佔的開支比例卻繼續增長，兩者依然是變動幅度最大的項目。

兩種開支的走勢典型地反映出一個經濟迅速發展的社會的狀況，平均收入大幅度上升。

隨著生活漸趨富裕，飲食模式亦不斷轉變，食物的質素固然提高了(售價當然較高)，但市民卻不一定吃得更多。因此，糧食在整體支出中所佔的比例也相應下降。

住屋卻剛好相反。市民的平均收入增加，個人在住屋上的開銷(特別是質素較佳的居住環境)亦會相應向上。

以香港而言，這一點尤其明顯。高企的物業成本推高了住屋的價格(住戶開支統計中的租金及推算租金)。

回顧過去15年的住戶開支統計調查結果，有一個有趣的現象：糧食、住屋及燃料等「必需品」所佔的開支比例一直維持穩定，甚至有少幅度增加。

這是因為住屋在整體開支中的比例迅速增加，不但抵銷了，甚或超越了糧食及燃料開支比例的跌幅。

不過，「必需品」在總開支中所佔的比重卻較早期的(1973-74及1963-64)為輕。

然而，「必需品」的開支卻不見得有重大跌幅，這可能是由於糧食項目包括了市民出外用膳的支出，尤其是在酒樓餐廳的消費。

在部分國家，出外用膳可能會被視作「奢侈品」，但卻是香港人的必需品，早已成為生活的一部分。

無論怎樣，住戶開支統計調查的結果依然充分反映出港式生活在過去30年的改變。

以1963至64年為例，大部分市民(相等於甲類消費物價指數所涵蓋的一半住戶)在糧食方面的支出為55.6%；現時則僅為37.3%。

另一方面，市民在1963至64年的住屋開支比例(租金)僅為12.9%，現時卻已高至25.34%，增幅幾達一倍。

對於較富裕的家庭而言(涵蓋於恆生消費物價指數內)，糧食支出所佔的比重從48.3%減至20.38%，跌幅超過一半，雖然這方面的支出只在最近5年才出現較顯著的跌幅。

另一邊廂，住屋(租金)的開支卻差不多跳升1倍，從15.2%激增至34%。

住戶開支統計調查是現時本港4個反映通脹的消費物價指數的主要構成部分。

令人失望的是，政府卻未見應用任何一個消費物價指數反映住屋按揭供款(而非租金)的轉變情況。

香港現時約有一半住戶均居於自置居所之內，與其計算這些住戶應繳交的「推算租金」，把按揭供款納入其中一項消費物價指數的計算範疇大抵是較進步的做法。



# Zhu Rongji exudes confidence in HK

Vice Premier says China has achieved a 'soft landing'

**V**ice Premier Zhu Rongji, in a one-and-a-half hour meeting with the Hong Kong General Chamber of Commerce delegation on May 7, exuded confidence in the economic future of Hong Kong.

A press release on May 8 on the Chamber delegation's return said: "Impressing his visitors as an economic manager in full control, the Vice Premier stressed that China has achieved a "soft landing."

"Inflation for the first quarter was 7.7%, indicating that inflation for the year 1996 is likely to be below the target of 10%. "GNP growth for the first quarter was 11.2%, the same as for the year 1995," the press release said.

## Bodes well

Chamber Chairman James Tien, who led the 20-strong mission to Beijing quoted Zhu Rongji as saying this bodes well for Hong Kong.

"When China prospers so will Hong Kong due to the integration of the two economies," he said.

The press release said: "The (PRC) State Planning Commission anticipates a steady economic growth of 8% (GNP) in the two decades from 1980 to the year 2000 and a 7.2% annual increase in GNP for the years 2000 to 2010," James Tien reported.

He said: "These are very impressive figures which will have a positive influence on Hong Kong's economy. This is an excellent forecast and confidence booster for both Hong Kong and foreign investors."

## Convertibility

"Zhu Rongji also told Chamber delegates there was a possibility of achieving Remenbi current account convertibility as early as the second half of this year."

The press release said: "During their discussion with Vice Minister Sun Zhenyu of the Ministry of Foreign Trade and Economic Cooperation (MOFTEC), Chamber delegates were pleased to learn that China was keen to utilise Hong Kong's management and technological expertise to develop the PRC's own service sector industries, as well as to transfer Hong Kong experience in establishing and operating Small and Medium Enterprises."



Group photo of the HKGCC delegation with Director Lu Ping of the Hong Kong and Macau Affairs Office.

總商會訪京團與港澳辦主任魯平合照

## 朱鎔基對香港充滿信心

副總理談中國經濟的「軟著陸」

**中**國國務院副總理朱鎔基於5月7日與香港總商會訪京團進行的一個半小時會議中，表達了他對香港經濟前景的信心。

本會於5月8日就訪京之行發表了新聞稿，其中提到：「全盤掌管經濟的朱鎔基副總理強調，內地經濟已成功達致『軟著陸』。」

「國內首季的通脹率僅為7.7%，顯示全年(1996年)的通脹率很可能會低於10%，達致預期目標。」

「首季的國民生產總值增幅為11.2%，與1995年同期相若。」

### 走勢良好

率領一行20人訪問北京的本會主席田北俊引

述了朱鎔基的談話，指出這亦會使香港受惠。

他說：「由於兩地經濟融合，內地經濟搞好了，香港經濟自然亦能搞好。」

新聞稿引述了田北俊的說話：「國家計劃委員會預期1980至2000年間的經濟(國民生產總值)將以8%的速度穩步增長；此外，2000至2010年間，每年的國民生產總值增幅將為7.2%。」

「這些數字將可為香港經濟帶來正面的益處，有助提高港商及外來投資者的信心。」

### 自由兌換

新聞稿同時指出：「朱鎔基副總理向訪京團





Director Lu Ping gives his assurances.  
魯平主任細說保證



Xiang Huai Cheng, Vice Minister of the State Administration of Taxation, told the delegation the Chinese Government will not interfere with Hong Kong's low tax system. The SAR will adopt its own tax policies and pass its own tax legislation.

國家稅務總局副局長項懷誠向代表團表示，中國不會干擾香港的低稅率政策。香港特別行政區將實行本身的稅務政策，並制訂有關稅務的法律。



Sun Zhen Yu, Vice Minister of MOFTEC, told delegates cooperation between China and the Hong Kong Service Industries would be strengthened. James Tien presents a memento.

對外貿易經濟合作部副部長孫振宇向訪京團表示，中港兩地的服務業將加強合作。田北俊向孫氏致送紀念品。



Zhu Rongji with some of the delegates.  
朱鎔基與部分團員



James Tien presents a souvenir to Zhu Rongji.  
田北俊向朱鎔基致送紀念品



## BEIJING VISIT

James Tien recalled the delegation's meeting with Director Lu Ping of the Hong Kong and Macau Affairs Office on May 6 when Director Lu gave assurances that:

### Assurances

- There would not be two LegCos simultaneously nor two centres of power.
- The Provisional Legislature will not be a rubber stamp and that laws will be properly discussed before final drafting.
- The Chief Executive of the SAAR will not rule by decree.
- The first SAR Legislative Council will be formed before the end of 1998 in accordance with the Basic Law.

"As already widely reported by the media, Director Lu said that the Provisional Legislature will prepare laws by June 30, 1997, to be signed and enacted on July 1, 1997, and that such laws will be restricted only to those essential to enable the SAR to operate constitutionally."

The Chamber mission was led by Chamber Chairman, James Tien and Second Vice Chairman C C Tung. Other delegates were Pater Barrett, Simon Lee, Victor Li, Joop Litmaath, David Rimmer, Brian Stevenson, Alex Ye, Martin Barrow, Anthony Griffiths, Stanley Ko, Fanny Lai, Neville Schroff, G J Terry and Ian Christie. ■

表示，中國有可能提前於本年下半年實現人民幣經常帳的自由對換。

「代表團亦拜會了對外貿易經濟合作部副部長孫振宇，獲知內地亟希望應用香港的管理及科技專長發展本身的服務行業，並借鏡香港的經驗成立及管理中小企業。」



The HKGCC delegation hosts a return banquet.  
香港總商會訪京團設答謝宴

田北俊表示，在5月6日與港澳辦公室主任魯平的會面中，魯平主任作出了以下保證：

### 保證

- 不會同時出現兩個立法機構或兩個權力中心；
- 臨時立法會不會成為「橡皮圖章」，而所有法例在最後草擬前均會經過適當的討論；
- 特區行政長官不會隨便發出指令干擾香港未來特別行政區的法制；
- 特別行政區首屆立法會將按照《基本

法》於1998年底前組成。

新聞稿續稱：「一如傳媒的廣泛報導，魯平主任表示，臨時立法會雖然在97年7月前成立，但所通過的法律待97年7月1日由行政長官簽署後才能生效，而範圍只限於那些令特別行政區得以合法運作所必須的法律。」

香港總商會訪京團由主席田北俊及第二副主席董建成擔任團長，團員包括：畢烈、李國賢、李澤鉅、李馬、萬大衛、施文信、葉龍蜚、鮑磊、祈雅理、高鑑泉、黎葉寶萍、羅立維、鄧雅理及祈仕德。 ■



Gian i Yu, Vice Minister of the State Planning Commission said the next 15 years should be a period of sustained rapid and healthy economic growth for China that would impact on Hong Kong. James Tien presents a souvenir.

國家計委副主任甘子玉表示，中國經濟在未來15年將以快速及健康的步伐增長，這對香港亦會帶來好處。田北俊向他致送紀念品。



Guo Dong Po (right), Chairman of the CCPIT, told James Tien, C C Tung and the delegation that China plans to participate in the international CSI movement and would send an observer to the Geneva CSI meeting in July if invited to do so.

中國貿促會會長郭東坡(右)向田北俊、董建成及其他訪京團團員表示，中國正計劃參與國際服務業聯盟的活動，如獲邀請，將以觀察員身份出席本年7月在日內瓦舉行的服務業聯盟會議。



## Diary Dates

July 3-5, 1996

### Study Mission to Pearl River Delta (East) on Industrial, Processing & Free Trade Zones

The Chamber is organising a three-day study mission to the Guangzhou Free Trade Zone in Huangpu, the Xintang Processing Zone, Guangzhou Economic & Technological Development Zone, and Zhongkai High-Tech Development Zone. Participants will be received by senior officials of these zones and will inspect infrastructure and facilities there. Arrangements have also been made for the delegates to call on senior officials of Huizhou.

*Details & Bookings: Phoebe Lee, tel 2823 1203, fax 2527 9843.*

July 9, 11 & 17, 1996

### Strategic Marketing Series

The Chamber, in conjunction with Organisation Development Ltd, offers a three-day workshop to help experienced executives, managers and business owners to achieve strategic targets. The programme not only teaches participants the principles of marketing theory, it also trains them in the skills of marketing practice. It is intensive and participative, combining case studies, exercises, input sessions and self-development activities to explore the realities of marketing excellence.

The workshop is unique in that participants have an option for per day registration of the three-day programme. Day 1 deals with Strategy for Establishing New Businesses; Day 2 focuses on Strategy for Analysing Competitors; and Day 3 on Strategy for Evaluating and Controlling Marketing Performance.

*Enquiries: Sylvia Cheung, tel 2823 1200, fax 2527 9843.*

# Chamber Forecast

Date	Time	Events & Meetings
Jun 5	12.30 pm	ROUNDTABLE LUNCHEON: Training & Sourcing through the Employees Retraining Board (Cantonese)
Jun 5	2.00 pm-6.00 pm	TRAINING: Professional Telephone Skills (Cantonese)
Jun 6	9.00 am-1.00 pm	TRAINING: Telephone English for Frontline Staff
Jun 6	12.30 pm	ROUNDTABLE LUNCHEON: Main Features on Sex Discrimination Ordinance
Jun 6	2.00 pm-6.00 pm	TRAINING: Telephone English for Frontline Staff
Jun 7		Study Mission to Zhuhai (Cantonese & Putonghua)
Jun 7	12.30 pm	ROUNDTABLE LUNCHEON: How you may fully benefit from the efficiency of the Post Office
Jun 7	6.00 pm-9.00 pm	TRAINING: Processing Material Supplied by Foreign Customers in Mainland China (Cantonese)
Jun 10	12.30 pm	ROUNDTABLE LUNCHEON: Doing Business in Vietnam - Realising the Opportunities
Jun 11	9.00 am-5.00 pm	TRAINING: Commencement of Effective English Writing Course
Jun 11	6.30 pm	JOINT SUBSCRIPTION DINNER: Dr G J Wijers, Dutch Minister for Economic Affairs
Jun 11	6.30 pm-9.30 pm	TRAINING: Commencement of HK Company Law & Company Secretary Practice Course (Cantonese)
Jun 12	9.00 am-5.00 pm	TRAINING: Time Management for Executive & Business Owners (Cantonese)
Jun 14	12.30 pm	JOINT CHAMBER/PBEC LUNCHEON: The Rt Hon Bill Birch, Minister of Finance, New Zealand
Jun 18	4.00 pm	General Committee meeting
Jun 19	6.30 pm-9.30 pm	TRAINING: Commencement of Training Workshop for the Sun Tzu Model of Corporate Development (Cantonese)
Jun 22		Morning Mandarin Examination
Jun 24-29		Business/Study Mission to Vietnam
Jun 27	9.00 am	Legal Committee meeting
Jul 2	6.30 pm-9.30 pm	TRAINING: Commencement of Professional Sales Training Course (Cantonese)
Jul 3-5		Study Mission to Pearl River Delta (East) on Industrial, Processing and Free Trade Zones
Jul 3	6.30 pm-9.30 pm	TRAINING: Commencement of Supervisory Skills Advanced Course (Cantonese)
Jul 9	9.00 am-5.00 pm	STRATEGIC MARKETING SERIES: Day 1: Strategy for Establishing New Business (Cantonese)
Jul 11	9.00 am-5.00 pm	STRATEGIC MARKETING SERIES: Day 2: Strategy for Analysing Competitors (Cantonese)
Jul 17	9.00 am-5.00 pm	STRATEGIC MARKETING SERIES: Day 3: Strategy for Evaluating & Controlling Marketing Performance (Cantonese)

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## THE CHAMBER IN ACTION



### Ian Christie Reports

#### DIRECTOR'S REPORT FOR APRIL/MAY 1996

#### SERVICE INDUSTRIES DIVISION

#### HONG KONG COALITION OF SERVICE INDUSTRIES

##### Committees

On 24 April, the Statistics Committee met and held an informal discussion with Commissioner for Census and Statistics, Mr Frederick Ho, and Government Economist, Mr K Y Tang, on progress of the development of services statistics.

On 2 May, the Executive Committee met to review the Coalition's work and discuss the tasks ahead, following the government launch of the campaign to promote services and the CSI's visit to China.

On 9 May, the Professional Services Committee met to hear Mr Horace Wong of the Institute of Company Secretaries describe their experience in China. The Committee also met with Mr Charles Heeter of the USCSI to discuss liberalisation of professional services under the WTO.

The Management Consultants Group met on 15 May with representatives of the Hong Kong Productivity Council to exchange views on HKPC's services in the

areas of consultancy and on division of labour and collaboration between HKPC and the private sector.

##### Representation

In response to the paper "Legal Services in Hong Kong - A Report on the Consultation Exercise and Proposals for the Way Forward" published by the Attorney General's Chambers, the Coalition submitted a paper to the Attorney General on 22 April detailing its comments on the government report.

Following consultation with the Transport/Distribution Services Committee, Infrastructure Projects Committee and the Travel/Tourism Core Group, the Coalition submitted its comments on the Aviation Security Bill to government on 26 April. In its response, the Coalition called for a balanced and representative "Aviation Security Committee" to be established.

On 27 April, the HKCSI Secretary General, Dr W K Chan, attended a meeting of the Users and Consumers Advisory Committee of the Office of Telecommunications Authority. A wide range of issues were discussed, including the Consumer Council report on competition in the telecom market, review of fixed network telecom charges, universal service obligations, amongst others.

On 9 May, the Trade Department presented a seminar on trade liberalisation in preparation of the Singapore Ministerial

## 本會動態

### 服務業部

#### 香港服務業聯盟

##### 委員會活動概況

4月24日，數據統計委員會與政府統計處處長何永煊及港府經濟顧問鄧廣堯就整理服務業統計數據的進展作非正式的討論。

5月2日，香港服務業聯盟執行委員會舉行會議，檢討自政府展開服務業推廣運動及聯盟訪問北京後委員會的工作進展，並商議未來的工作大綱。

5月9日，專業服務委員會舉行會議，聽取秘書公會的王皓明先生在中國的經驗。委員會亦曾會見美國服務業聯盟的黑斯特斯，討論世界貿易組織有關專業服務自由化的問題。

5月15日，管理顧問小組與香港生產力促進局的代表會面，雙方就生產力促進局提供的諮詢服務，以及該局與私營環節間的分工及合作問題交換意見。

##### 發表意見

香港服務業聯盟已於4月22日，就《香港的法律服務-諮詢工作報告書及關於未來路向的提議》文件向律政司遞交意見書，詳述對該報告的觀感。

諮詢過運輸/分發服務委員會、基建工程委員會及旅遊/招待服務核心小組後，聯盟於4月26日向政府提交對《航空保安條例草案》的意見，建議成立一個持衡及有代表性的「航空保安委員會」。

4月27日，服務業聯盟秘書長陳偉群博士出席電訊管理局轄下，電訊服務用戶及消費者諮詢委員會召開的會議。討論範圍包括：消費者委員會就電訊市場競爭情況發表的報告；固定電話網絡收費檢討；環球服務承諾等等。

貿易署在世界貿易組織星加坡部長會議召開前，率先於5月9日舉行貿易自由化研討會。陳偉群博士代表香港服務業聯盟出席。美國服務業聯盟代表黑斯特斯在有關烏拉圭回合會議成果的環節上就服務貿易發表演說。

##### 海外訪客

4月29日，歐洲議會成員欣德利到訪，雙方就香港在多邊經濟政策中所扮演的角色作意見交流。

## Acting Governor

A smiling Mrs Anson Chan, Chief Secretary and Acting Governor, met the Chamber Council on May 10, chaired by Chamber Chairman, James Tien. She briefed Chamber Council members as is customary for the Governor once each year.



Mrs Anson Chan and Chamber Chairman, James Tien. 陳方安生與本會主席田北俊

## 署理港督

5月10日，布政司陳方安生以署理港督的身份會見本會諮議會成員。諮議會主席由本會主席田北俊兼任。根據慣例，港督每年均會到訪本會，與諮議會成員會面。



The Chamber Council meeting. 會議情況

## Arise, Sir Joop!

Queen Beatrix of The Netherlands conferred a Knighthood in the Order of Orange Nassau on Chamber General Committee member, Joop Litmaath, on Holland's National Day, April 26. Chris Sanders, Consul General for the Netherlands, presented the insignia at the National Day celebrations at his Hong Kong residence. Besides serving the General Chamber, Joop Litmaath took the initiative to found the Hong Kong Dutch Business Association to promote cooperation between the numerous Dutch companies and other businesses in Hong Kong. He was Vice Chairman from 1990 to 1994.

In the General Chamber he was the first to speak up in the Small and Medium Enterprises (SME) Committee against rising costs in Hong Kong that threatened the 80% of SMEs that comprise the business sector. His initiative has led to a Government inquiry.

A Netherlands Consulate General press release says: "In everything he undertakes, Joop Litmaath tries honourably to represent The Netherlands and its culture. Since 1963 he has been involved in the Hong Kong Dutch Association, its social activities and its integration in the community. In 1976 and 1977 he was Chairman of the Association and became its Honorary Member in 1983 and again in 1990. The Dutch Community often calls on him for his contribution or help to a fellow Dutchman who has suffered a personal loss."

Besides serving as a twice-elected member of the Chamber's General Committee and first representative on the Committee of the SMEs, Joop Litmaath is on the Board of the charitable Hong Kong Sea School. He is an active Rotarian and from 1992-1993 was president of the "mother" Club of more than 40 Rotary Clubs in Hong Kong and since 1995 is also Public Relations Ambassador for Rotary International District 3450 in Hong Kong and Macau.

Joop Litmaath is Managing Director of Scarfell Enterprises Ltd. The Consulate General press release says: "In his contacts with people, Joop Litmaath is known for his integrity and initiative and largely contributes to the high respect enjoyed by the Dutch community in Hong Kong."



Joop Litmaath is an accompanied Dixieland pianist with his own band that played at the Chamber's 13th Anniversary Ball last December. For years in Hong Kong he has appeared regularly at popular nightclubs and more recently chosen for engagements at Government House.

李馬是一位業餘鋼琴家，亦是迪克西蘭爵士樂隊的領班，以往經常在夜總會表演，最近更應邀在港督府獻藝。圖為李氏在本會 135 週年紀念舞會上表演的情況。

## 獲授殊榮

本會理事李馬於 4 月 26 日 (荷蘭國慶日) 獲荷蘭女王比阿特麗斯頒授奧蘭治王室勳章。授勳儀式在該國駐港總領事辛達士的官邸進行。

除擔任本會理事外，李馬是荷蘭商業協會的創會成員，並於 1990 至 1994 年出任該會副主席，促進荷蘭公司與本港商界的合作。

李馬是本會首位呼籲各界正視經營成本上漲對中小企業造成威脅的人。中小企業的數目佔本港公司總數的八成。他的努力令政府開展在這方面的研究。荷蘭駐港總領事館在新聞稿中指出：「李馬在各方面均致力促進荷蘭的權益及文化發展。自 1963 年起，李氏即參與香港荷蘭協會的活動，積極融入社會。1976 至 1977 年，他出任該會主席，並於 1983 及 1990 年兩度成為該會的榮譽會員。對於協助在港的荷蘭僑民，李氏更是不遺餘力。他為人剛正熱誠，擁良好的人際關係，在協助留港荷蘭僑民建立良好的聲譽方面居功至偉。」

除了兩度當選總商會理事及參加中小型企業委員會外，李馬亦為香港航海學校董事局成員。

李馬是資深扶輪會會員，曾於 1992 至 93 年間出任香港扶輪會會長，並自 1995 年起擔任國際扶輪會港澳 3450 區公關大使。

李馬現任馬得利洋行董事總經理。

Conference of the World Trade Organisation. The CSI was represented by Dr W K Chan and USCSI representative, Charles Heeter, who spoke jointly on trade in services in the session on Uruguay Round-introduced issues.

## Overseas Guest

On 29 April, the CSI received Mr Michael Hindley, Member of European Parliament, and exchanged views with him on Hong Kong's role in multilateral economic policy.

## HONG KONG FRANCHISE ASSOCIATION

### Overseas Mission

Ms Charlotte Chow, Senior Manager of HKFA, made a brief visit to Sydney, Australia from 4-8 May. During her stay, she visited the franchise exhibition and made contacts with various franchisors and the publisher of the franchising magazine to have a better understanding of franchising activities in Australia.

### Roundtable Luncheon

At a roundtable luncheon organized by the Association on 15 April, Mr Ronald Cheung, Principal Consultant, Computer Services Division of the Hong Kong Productivity Council, examined the current development of multi-media and CD-ROM technology. Through demonstration, he told the audience how multi-media applications can improve retailing and franchising productivity.

## LOCAL AFFAIRS AND ECONOMICS DIVISION

During the past month, activities within the Division continued to focus on discussions with Government on details of the proposed Mandatory Provident Fund (MPF), as well as studies on the potential impact on Hong Kong and China of Sino-US trade disputes. The Division has also been assessing the recent slow down in the Hong Kong economy - its causes and effects - and the potential future trend.

Apart from the usual media interviews, the Chief Economist delivered three speeches during the month, to a human resources seminar, to the International Hides and Leather Seminar and to the International Zinc Association's annual meeting. He also attended the "Asia-Pacific Growth and the China Factor" seminar and the Chamber's annual meeting.

Visitors to the Division for economic briefings included bankers, academics and business economists from Europe, Taiwan and the United States.

## COMMITTEES

### Taxation Committee

A meeting of the Taxation Committee was

## 香港特許經營權協會

### 海外考察

高級經理周育珍於 5 月 4 日至 8 日訪問澳洲悉尼，除了參觀在當地舉行的特許經營博覽外，更拜會多位特許經營商及有關雜誌的出版人，深入了解特許經營業務在澳洲的發展狀況。

### 小型午餐會

4 月 15 日，協會舉辦了一個有關多媒體及唯讀光碟科技發展現況的小型午餐會，香港生產力促進局電腦部首席顧問張偉賢應邀擔任

主講嘉賓。透過現場示範，張氏向會員解釋如何應用多媒體科技改善零售及特許經營業務的生產力。

## 本地及經濟事務部

該部的工作重點仍然是與政府就建議中的強制性公積金計劃細則展開討論，並研究中美貿易糾紛對香港及內地的潛在影響。該部不但致力研究香港經濟放緩的原因及其影響，而且積極評估未來的經濟發展趨勢。

一如往常，首席經濟學家忙於接受傳媒的訪問，並分別在 3 個研討會/年會上發表演說。此外，他亦出席了「亞太經濟增長與中



postponed and re-scheduled because of so many members being out of town on business.

### Legal Committee

The Legal Committee met on 24 April to discuss the current legislative programme, the Companies Ordinance Review and other matters.

## INTERNATIONAL AFFAIRS DIVISION

### HIGHLIGHTS

A high level delegation led by the new Chamber Chairman, the Hon James Tien, returned on 7 May following a three-day visit to Beijing. The delegation consisted of 22 members of the Chamber's General Committee, Chairmen of other Chamber Committees and two representatives from the NCNA, Hong Kong Branch. As in previous

annual visits to Beijing, the purpose of the delegation was to maintain regular dialogue with senior government officials and exchanged views with them on economic developments in China and other issues relevant to the smooth transition of Hong Kong.

During its visit, the delegation met with Vice Premier, Mr Zhu Rongji; Director of the Hong Kong & Macao Affairs Office, Mr Lu Ping; Chairman of the China Council for the Promotion of International Trade, Mr Guo Dong Po; Vice Minister of the State Administration of Taxation, Mr Xiang Huai Cheng; Vice Minister of the Ministry of Foreign Trade and Economic Cooperation, Mr Sun Zhen Yu; and Deputy Director of the State Planning Commission, Mr Gan Zi Yu.

The Division provided secretarial and logistics support for the above delegation which attracted a wide media coverage

國因素」研討會及總商會的週年會員大會。到該部聽取經濟資料簡介的訪客包括來自歐洲、台灣及美國的銀行界及商界人士和學者。

## 委員會活動

### 稅務委員會

由於多位成員出外公幹，委員會會議須另擇日子舉行。

### 法律委員會

委員會於4月24日召開會議，討論範圍包括現時的立法進度、《公司條例》的檢討及其他事項。

## 國際事務部

### 重點活動

本會新任主席田北俊於5月初率團訪問北京。代表團一行22人，包括本會理事、屬下委員會的主席，以及兩位來自新華社香港分社的代表。一如以往的訪京之行，此行的目的是與中國政府高層官員保持對話，並就國內的經濟發展及與香港順利過渡有關的事項交換意見。

訪京期間，代表團拜會的領導人及官員包括國務院副總理朱鎔基、港澳辦公室主任魯平、中國貿促會會長郭東坡、國家稅務總局副局長項懷誠、對外貿易經濟合作部副部長孫振宇及國家計劃委員會副主任甘子玉。

國際事務部為代表團提供秘書及後勤支援服務。是次訪京行獲得本港及內地傳媒廣泛報導。

### 委員會活動概覽

### 美洲委員會

5月8日，本會主席田北俊設午宴款待到訪的美國助理貿易代表桑茲。主管中國及日本事務的他向與會者簡介了中美現時的貿易情況。美洲委員會主席杜勳明亦有出席是次午宴。

5月10日，美國華盛頓州斯諾霍米什郡代表團到訪本會，介紹將於9月9日至10日在當地舉行的高科技國際貿易論壇，並要求本會協助宣傳上述活動。論壇的目的是介紹當地經營高科技產品，並尋求與港商建立貿易聯繫的公司的資料。來訪者包括斯諾霍米什郡官員雷德盧及南斯諾霍米什商會會長科斯。

### 亞拉伯及非洲委員會

5月8日，委員會接待來自非洲多哥的工業部長布佩西。布氏此行的目的是促進多哥與香港的商業合作，吸引香港商人踴躍參加於6月4日至7日在洛美（多哥首都）舉行的國際會議。會議以「多哥自由貿易區及促進私人投資」為主題。

## Korea

Park Yang-chun, newly-appointed Consul General for the Republic of Korea in Hong Kong called on April 24 on Chamber Director Ian Christie and discussed the thriving trade relationship with both Ian Christie and Sidney Fung, Chamber Assistant Director for International Relations.

## 南韓新任駐港總領事

新任南韓駐港總領事朴楊千於4月24日拜會本會總裁祈仕德。兩人與國際事務部助理總裁馮棟澤暢論港、韓的雙邊貿易情況。



Consul General Park Yang-chun.  
朴楊千

## Study Group.

The first study group from the All-China Federation of Industries and Commerce, organised by the Chinese General Chamber of Commerce, visited the Hong Kong General Chamber of April 29. Sidney Fung, Assistant Director for International Affairs, welcomed and briefed the group on the structure and functions of the General Chamber.



The group takes notes.  
現場情況

## 國內考察團

由中華總商會組織的中華全國工商業聯合會考察團於4月29日訪問本會，獲國際事務部助理總裁馮棟澤接待。



Sidney Fung addressing the group.  
馮棟澤向考察團簡介本會的組織結構及會旨

locally and in China.

## COMMITTEES

### Americas Committee

The Chamber Chairman, the Hon James Tien hosted a lunch reception on 8 May for Mr Lee Sands, Assistant US Trade Representative for China and Japan. Mr Sands briefed the meeting on the current US-China trade relations. Mr Robert Dorfman, Chairman of the Americas Committee, also attended the meeting.

A small delegation from the Snohomish County, Washington State, USA visited the Chamber on 10 May to introduce the Advanced Technology International Trade Forum and request Chamber assistance in promoting the Forum to be held in the county on 9 and 10 September. The objective of the Forum was to provide information about the advanced technology companies in Snohomish seeking new business relationships with Hong Kong companies. Guests included Mr Bob Drewel, Snohomish County Executive, and Ms Pam Koss, President of the South Snohomish Chamber of Commerce.

### Arab and African Committee

The Chamber received Mr Payadowa Boukpepsi, Minister of Industry, Public Societies and Free Trade Zone Development of Togo, on 8 May. The objective of the visit was to promote business cooperation between Togo and Hong Kong and to encourage Hong Kong participation in the international conference to be held in Lome from 4-7 June, with the theme on "Free Zones and the Private Investment Promotion in Togo".

The Committee held a meeting on 9 May, at which Mr N S Shroff was re-elected as Chairman, and Mr Lawrence Fung and Mr Barrie Cook were elected as Vice-Chairmen. Members at the meeting planned ahead the committee activities for the second half of this year, including the organisation of joint functions with other business associations and social activities.

### Asia Committee

A meeting was held on 6 May between members and an incoming trade delegation from the Incheon Chamber of Commerce and Industry, Korea. Incheon is one of the main industrial and port cities in Korea. The delegation was interested in the Chinese market and was looking for trade and joint-venture partners with Hong Kong.

### China Committee

The China Committee met on 2 May. Mr Tony Fung was elected Chairman of the Committee and Ms Lily Chiang was elected Vice-Chairman.

Led by the Chamber Chairman, the Hon James Tien, the 22-member General Committee Delegation visited Beijing from

委員會於5月9日舉行會議，席上通過由羅立維連任主席，馮伯榮及高保利為副主席。會員制訂了本年下旬的活動大綱，當中包括與其他商界組織合作，以及籌辦一系列的社交活動。

### 亞洲委員會

5月6日，委員會接待來自韓國的仁川商工會議所代表團。仁川是韓國主要的工業城市及港口之一。代表團對開拓神州市場興趣甚濃，並希望在香港尋找貿易及合資夥伴。

### 中國委員會

委員會於5月2日召開會議，馮永祥及蔣麗莉分別獲選為委員會的正副主席。

在總商會主席田北俊的率領下，一行22

人的理事會代表團於5月5日至7日訪問北京。留京期間，代表團獲國務院副總理朱鎔基，以及多位來自國家計委、對外貿易經濟合作部、國家稅務總局、港澳辦公室及中國貿促會的高級官員接待。

4月18日，總商會屬下的世貿組織專家小組與中國外經貿部官員在香港舉行第2次會議。雙方就中國的貿易自由化計劃交流意見。一行五人的外經貿部代表團由港澳司司長安民擔任團長。會議主席是怡和太平洋董事高鑑泉。

本會於7月3日至5日舉辦的珠江三角洲東部考察團現已開始接受報名。此行的目的是聽取有關官員對稅務優惠及遷移生產基地至保稅區的意見。

4月19日，委員會籌辦了一個關於廣州

## PBEC

John Strickland, Chairman (Designate) of the Hong Kong and Shanghai Banking Corporation, was elected a Vice Chairman at the annual general meeting on April 30 of the Hong Kong Committee of the Pacific Basin Economic Council (PBEC). Dr Helmut Sohmen was re-elected Chairman as was J P Lee as Vice Chairman. The Executive Committee at a meeting that followed the AGM discussed issues that concerned the Hong Kong Committee expected to arise at PBEC international general meeting in Washington from May 17-22.



Dr Helmut Sohmen receives the report for the year to the AGM from Ian Christie, Director General of the Hong Kong Committee.

香港委員會總幹事祈仕德向蘇海文博士呈交該會的年度報告

## 太平洋地區經濟理事會

在4月30日舉行的太平洋地區經濟理事會香港委員會年會上，香港上海滙豐銀行候任主席施德論獲選為副主席。蘇海文博士及李澤培分別成功連任主席及副主席。太平洋地區經濟理事會國際會議將於5月17至22日在華盛頓舉行。香港執委會成員就大家共同關注而又可能在國際會議中提出的事項先作討論。

## Michael Hindley

Michael Hindley MP (Labour) and a member of the European Parliament, met on April 29 a team of HKCSI members, chaired by Nicholas Brooke, Chairman of the HKCSI Real Estate Services Committee. There was a lively discussion on Hong Kong's role in multilateral economic policy.



From left: Michael Hindley and Nicholas Brooke.

左起：欣德利及蒲祿祺

## 歐洲議會成員

歐洲議會成員欣德利於4月29日與香港服務業聯盟的部分成員會面。會議由聯盟屬下的地產服務委員會主席蒲祿祺主持。雙方就香港在多邊經濟政策中所擔當的角色坦誠交換意見。



## EU visitor

David Rimmer, Chairman of the Chamber's Europe Committee, and members received on April 25 Mogens Peter Carl, Counsellor in the Directorate General of External Economic Relations in the European Commission. Useful views were exchanged on topical issues such as the current political situation in Hong Kong, EU quotas, anti-dumping, China's WTO accession, and trade between Hong Kong and EU countries.



Mogens Peter Carl and David Rimmer.

卡爾及萬大衛

## 歐盟訪客

4月25日，歐洲委員會主席萬大衛及其他成員接待遠道而來的歐洲委員會對外經濟關係理事會顧問卡爾。雙方就香港現時的政治形勢、歐盟配額、反傾銷、中國加入世貿組織、港歐貿易等問題交流意見。



Vice Governor Cong and James Tien  
叢福奎與田北俊



The meeting  
會議情況

## Hebei Vice Governor

James Tien, in his capacity on March 27 as Chamber Second Vice Chairman (and now Chamber Chairman), received Hebei Executive Vice Governor Cong Fu Kiu. The Vice Governor was in Hong Kong to promote the '96 Hebei Investment and Trade Fair held in Hong Kong on March 26-30 last.

## 商貿良機在河北

3月27日，當時為本會第二副主席的田北俊（現任主席）接得到訪的河北省常務副省長叢福奎。叢氏此行是為了推廣剛於3月26至30日舉行的「96河北省投資貿易洽談會」。

保稅區的小型午餐會。講者是廣州保稅區管理委員會主任助理李德忠及該區經濟發展局副局長沈奎，有37位會員出席。

4月29日，一行40人的中華全國工商業聯合會考察團到訪，藉此了解本會的宗旨及角色。

## 歐洲委員會

委員會於4月16日舉行會議，討論組織商務考察團到波蘭及捷克共和國的建議，以及在未來推廣商務團的最適當策略。

為歐洲國家駐港領事館官員而設的晚宴緊隨委員會會議後舉行。出席者不但有比利時、英國及荷蘭的駐港總領事及貿易專員，還包括歐洲委員會香港辦事處總監駱一德。

## 香港國際委員會

本港14個國際商會的主席於5月1日聯署了

一封致美國國會議員的函件，游說美國無條件延續中國的最惠國待遇。

4月25日，歐洲委員會主席萬大衛與香港國際委員會的其他成員接待到訪的歐洲委員會對外經濟關係理事會顧問卡爾。雙方就香港現時的政治形勢、歐盟配額、港歐貿易等問題交換了意見。

## 太平洋地區經濟理事會

理事會屬下的貿易行政障礙特別委員會主席鮑磊於4月22日召開核心小組的首次會議。席上，核心小組確立了「進入市場的限制」為委員會的主要研究事項。其他應予研究的包括透明度、商業發展、個人遷移及移民的限制。

太平洋地區經濟理事會香港委員會於4月30日召開第7屆年會，主席蘇海文及副主席李澤培雙雙成功連任。由於副主席葛賚榮

5-7 May. During the three-day visit, the Delegation was received by Vice Premier Zhu Rong Ji and other senior officials from the State Planning Commission, Ministry of Foreign Trade and Economic Cooperation, State Administration of Taxation, Hong Kong and Macau Affairs Office and the China Council for the Promotion of International Trade.

The Chamber WTO Expert Group held its second meeting with MOFTEC officials on 18 April in Hong Kong, in which useful information and views relating to China's liberalisation programme were exchanged. The 5-member MOFTEC delegation was led by Mr An Min, Director-General of the Department of Taiwan, Hong Kong and Macao Affairs. Mr Stanley Ko, Director of Jardine Pacific Ltd, was in the chair.

The Chamber commenced recruitment for a study mission to the eastern region of Pearl River Delta to be held from 3-5 July. The objectives will be to seek advice from officials on tax incentives and business opportunities for relocating manufacturing bases into some economic development and free trade zones on the Delta.

A roundtable luncheon on Guangzhou Free Trade Zone was organized on 19 April. Mr Li De Zhong, Assistant Director of the Free Trade Zone, and Mr Shen Hui, Deputy Director, Economic Development Council, Guangzhou Free Trade Zone, were speakers for the luncheon. 37 members attended the luncheon.

A 40-member study group from the All China Federation of Industries and Commerce visited the Chamber on 29 April. The group was briefed on the role and functions of the Chamber.

## Europe Committee

A meeting of the Europe Committee was held on 16 April to discuss, among other things, the proposed business mission to Poland & the Czech Republic and the best ways in which to promote future missions.

A dinner reception for European Consular officials was held on 16 April immediately following the Committee meeting. Consuls General and Trade Commissioners from Belgium, Britain and the Netherlands, as well as Mr Etienne E Reuter, Head of Office of the European Commission in Hong Kong, attended the function.

## HONG KONG INTERNATIONAL

A joint letter signed by the Chairmen of 14 International Chambers of Commerce in Hong Kong was sent on 1 May to the members of the Congress in Washington lobbying for unconditional renewal of China's MFN status.

Mr David Rimmer, Chairman of the Europe Committee, and other HKI members received Mr Mogens Peter Carl, Counsellor of the Directorate General for External

休，香港上海匯豐銀行的候任主席施德論獲選繼任葛氏的空缺。

執行委員會會議緊接著週年會員大會舉行。討論的內容計有：將於5月17至22日在華盛頓舉行的國際理事會會議；各特別委員會的工作進展（包括由香港出任主席的貿易行政障礙委員會）；香港委員會的會員事務、會計帳目及活動概況。

## 工業及行政事務部

### 委員會活動概覽

#### 環境委員會

委員會於4月16日舉行會議，席上，香港大學的赫德利教授及巴龍博士談到香港的空氣素質及可行的改善方法。

#### 中小型企業委員會

委員會於4月19日召開聯合工作小組會議，討論如何制訂總商會的中小型企業政策。

#### 會員關係委員會

於4月30日舉行會議，就各項有關會員招募及挽留的建議展開每年一度的討論。

#### 活動點滴

- 3288晚飯會的第4次聚會於4月16日舉行，吸引了123位嘉賓出席。下一次聚會將於5月21日舉行。

- 以「強制性私營公積金條例對商貿的寓意」為題的小型午餐會分別於4月16及30日舉行，共吸引了72位會員參加。講者祈雅理在席上簡介了《強制性公積金計劃》的內容，以及其可能對商界構成的影響。

- 4月19日，美國高特兄弟律師事務所執業律師尤瀚瑞為一個以中國仲裁慣例為題的小型午餐會擔任主講嘉賓，當日共有28位會員出席。

- 4月26日，共20位會員出席了由伯賴雅主講的小型午餐會－「利用『時間/系統』的觀念及工具管理實行商業重整工程及ISO 9000的標準」。講者指出，「企業再造」就是透過基本概念的重組及大力開斧的變革，以求在成本、品質、服務水平及速度各方面取得快速的進步。午餐會的內容不但豐富有趣，而且極具啟發性。

- 5月1日，斯托克斯主持了一個以香港野外風光為題的小型午餐會，並透過幻燈片進行簡介。出席的會員共24人。

- 5月2日，布政司署效率促進組首席行政主任潘胡金燕為一個名為「認識公開資料守則」的小型午餐會擔任主講嘉賓，出席者共21人。

- 一個有關中國大陸來料加工稅務問題的培訓課程於5月10日晚舉行，參加者共21人。

- 為期一天半，為非專責管理財務的行政人員而設的「財務信貸管理課程」吸引了

## Reception for Consular Corps

The second of a series of three dinner receptions organised by the Chamber's Europe Committee for European officers in the Hong Kong Consular Corps was held at the Hong Kong Club on April 16. Guests invited were from Belgium, the United Kingdom and the Netherlands. Those who attended included Piet Steel, Consul General for Belgium, Guy Bertrand, Trade Commissioner for the Walloon region of Belgium, Bernard de Guchteneere, Trade Commissioner for the Flemish region, Francis Cornish, Senior Trade Commissioner for the UK, C C Sanders, Consul General for the Netherlands and Etienne Reuter, head of the Office of the European Commission in Hong Kong.

### 領事晚宴

由歐洲委員會籌辦的第二次歐洲國家駐港領事晚宴於4月16日在香港會所舉行。應邀出席的嘉賓包括：比利時駐港總領事施德耀；比利時領事館瓦隆區外貿處商務專員祈博湛；比利時領事館法蘭德斯區外貿處商務專員狄固靈；英國駐港高級商務專員鄭富勁；荷蘭駐港總領事辛達士；歐洲委員會香港辦事處總監駱一德。



From left: Bernard de Guchteneere, Chamber Director Ian Christie, Piet Steel, Assistant Chamber Director for International Affairs Sidney Fung, Guy Bertrand and Juergen Karcht, a member of the Chamber's Europe Committee.

左起：狄固靈、本會總裁祈仕德、辛達士、國際事務部助理總裁馮棟澤、祈博湛、歐洲委員會成員葛友勤

Economics Relations, European Commission, on 25 April. Useful views were exchanged on topical issues such as current political situation in Hong Kong, EU quotas, trade between Hong Kong and EU countries.

### PACIFIC BASIN ECONOMIC COUNCIL

Mr Martin Barrow, Chairman of the PBEC Special Committee on Administrative



David Rimmer (left) who hosted the dinner with C C Sanders.

晚宴主人葛大衛（左）及荷蘭駐港總領事辛達士



John Wong (left) Tom Masterson and Etienne Reuter. 黃忠建（左）、馬德勝、駱一德



Mrs Miles Jackson-Lipkin and Francis Cornish. 李柏儉夫人及鄭富勁



The dinner 晚宴情況

Barriers to Trade, convened the first meeting of the Committee's Core Group on 22 April. During the meeting, the Core Group identified "restrictions on market access" as the main issue to be studied by the Committee. Sub-headings of the study should also include transparency, right of establishment and non-establishment, restrictions on commercial presence, and restrictions on personnel movement and immigration.



The PBEC Hong Kong Committee held its seventh Annual General Meeting (AGM) on 30 April, during which Dr H Sohmen and Mr J P Lee were re-elected respectively as Chairman and Vice-Chairman. With the retirement of Mr John Gray, Mr John Strickland, Chairman (Designate) of the Hongkong and Shanghai Banking Corporation, was elected as the Vice-Chairman.

An Executive Committee meeting was held immediately after the AGM on 30 April. Issues discussed included the forthcoming International General Meeting to be held in Washington DC from 17-22 May, progress of PBEC special committees (including the one on Administrative Barriers to Trade, of which Hong Kong is the chair), as well as membership, accounts and activities of the Hong Kong Committee.

## INDUSTRIAL AND CORPORATE AFFAIRS DIVISION

### COMMITTEES

#### Environment Committee

A meeting was held on 16 April, at which Prof Anthony Hedley and Dr Bill Barron of Hong Kong University spoke on air quality and possible improvements to be made.

#### Small & Medium Enterprises Committee

A joint working group meeting was held on 19 April to discuss the drafting of a Chamber policy for SMEs.

#### Membership Committee

The Committee met on 30 April to discuss the annual recruitment and retention proposals. EVENTS

- Dinner Club 3288 - The fourth Club Dinner held on 16 April attracted 123 guests. The next dinner will be held on 21 May.

- A roundtable luncheon on "Mandatory Provident Fund - Its Implications for Business" by Mr Anthony Griffiths, was held on 16 and 30 April with a total of 72 members attending the two talks. Mr Griffiths outlined the main features of the Mandatory Provident Fund (MPF) Scheme and provided an insight to the members of MPF's effect on the private sector.

- Mr Henry Uscinski of Coudert Brothers spoke on arbitration practice in the PRC at a roundtable luncheon on 19 April. 28 members attended the briefing.

- A roundtable luncheon on "The Application of Time/System Concepts in Business Process Re-engineering & ISO 9000 Series Standards" by Mr Peter Bryar, was held on 26 April with 20 members attending the presentation. Mr Bryar pointed out that Business Process Re-engineering is the fundamental re-thinking and radical redesign to bring about dramatic improvements of performance in

areas of cost, quality, service and speed. The talk was thought-provoking and very interesting.

- A roundtable luncheon was organised on 1 May, at which Mr Edward Stokes, a photo-journalist provided a slide presentation on Hong Kong's wild places. The event was attended by 24 members.

- Mrs Grace Poon, Head of Efficiency Unit, Government Secretariat, gave a talk to 21 members on "Code of Access to Information" in a roundtable luncheon on 2 May.

- A training workshop on the taxation aspects of the supply of processing materials by foreign companies to China was held in the evening of 10 May. 21 members subscribed to the event.

- A one and half day training programme was held on "Finance & Credit Control for Non-financial Executives" and was attended by 15 participants.

- There were 17 members who participated in the Customer Service Workshop while 15 attended the Advanced Supervisory Skills training. 12 and 7 members enrolled respectively in the Elementary and Intermediate Putonghua Course for Expatriates. 8

executives attended the Leadership and Teamwork training.

- Employment Information Post. Co-organized by the Chamber, together with the Chinese Manufacturers' Association, Federation of Hong Kong Industries, Chinese General Chamber of Commerce and the Labour Department, the Employment Information Post held on 17 April at the City Hall was well-received by the public. A record of 2,600 job-seekers visited the event to collect and enroll in the vacancies of the participating companies. ■

15位學員參加。

- 培訓課程：「待客之道課程」，參加者共 17 位；「溝通管理學高級課程」，參加者共 15 位；「專為外國人而設的初級及中級普通話課程」，參加者分別有 12 位及 7 位；「領導才能與群體工作管理課程」，參加者共 8 位。

- 「求職資訊站」職業展覽：由香港總商會、中華廠商聯合會、香港工業總會、中華總商會及勞工處合辦，於 4 月 17 日在大會堂舉行的「求職資訊站」職業展覽吸引了 2,600 名求職者到場，申請參展公司提供的職位空缺。 ■

## 荷蘭訪客

3月26日，理事會理事李馬接待遠道由荷蘭而來的國際經濟關係組織總幹事昂傑蘭。昂氏來港是為了參加由經濟合作發展組織舉辦，一個有關外來直接投資的兩天研討會，並藉此機會到本會聽取會員的意見。

## Netherlands

J (Joop) B M Litmaath, a member of the Chamber General Committee chaired a meeting on March 26 with Frans Engering, Director General of International Economic Relations for the Netherlands. Frans Engering participated in a two-day OECD workshop on foreign direct investment in Hong Kong and took time to visit the Chamber and hear members' views.



Frans Engering and Joop Litmaath.  
昂傑蘭與李馬

## Robin Cook

Martin Barrow, Chairman of the Chamber's Economic Committee, hosted a breakfast meeting on April 30 for Chamber officebearers with Robin Cook, the UK Labour Shadow Foreign Secretary during his visit to Hong Kong.

## 影子外相

4月30日，經濟政策委員會主席鮑磊聯同本會其他負責人與到訪的英國工黨影子外相郭偉邦舉行早餐會。



From left: James Tien, Robin Cook and host, Martin Barrow.  
左起：田北俊、郭偉邦、鮑磊



# The Legco Brief

by The Hon Paul M.F.Cheng



reading on 29 May.

### **Employment (Amendment) Bill 1996**

Increases maternity leave pay from two-thirds of salary to 80%. First reading on 29 May.

### **Employment (Amendment) (No. 2) Bill 1996**

Amends the definition of wages and long service payments. First reading 29 May.

### **On the horizon:**

- ✓ Trade Descriptions (Amendment) Bill 1996
- ✓ Import and Export (Amendment) Bill 1996

### **• Questions**

I enquired about the relative value to Hong Kong if we were to negotiate a trade and cooperation agreement with the European Union similar to that enacted between Macau and the EU. Secretary for Trade and Industry Denise Yue said that the government would brief Legco once a study was completed.

### **• Motion Debates**

Upcoming motion debates of special interest to the Chamber:

- **Legislation on fair trade--Urges Hong Kong to adopt more stringent anti-cartel legislation like that of the United States and Western Europe, and establish a "Fair Trade Commission".** While we all support fair trade, this type of action goes against Hong Kong's laissez faire system and policy of non-intrusive government. Our open markets encourage fair trade. Enacting legislation and establishing a fair trade commission would create unnecessary bureaucratic and regulatory obstacles.
- **Setting up of a central insurance compensation authority**
- **Transition problem of the Hong Kong judicial officers**
- **Political neutrality of civil servants**

### **• Of Special Notice**

I would also like to hear members' opinions about the newly established Supplementary Labour Scheme. How is it working? How can it be improved? Your feedback on this issue would enable me to better represent business in the future.

Please contact me on this and other issues through my Legco office at Room 312, Central Government Offices, West Wing. Telephone numbers there are: 2537-2106/2107, and the fax number is: 2530-3451. ■

--Paul M. F. Cheng

**A**s we approach the 12-month "countdown" to June 30, 1997, I would like to clarify some points that have arisen amidst the row between Governor Chris Patten and Hong Kong's business community. This is not the first time that the Governor has questioned the integrity of the business community--the very people who have helped make Hong Kong the success it is today. Secondly, the provisional legislature is not something of the business community's making. Unfortunately, it is a direct consequence of the Governor forcing his political reform package through the Legislative Council, something, incidentally, he achieved only with the help of three Government votes. The provisional legislature is not ideal, but it is the best option under the circumstances. Thirdly, from the many business people I speak to, it is clear that the business community at large remains confident about Hong Kong's future, and has faith in the Basic Law and the "One Country, Two Systems" principle.

### **Securities and Futures Bill**

It is very important that the voice of business, especially that of the financial service industry, be heard during the public consultation period, which lasts until mid-July. For this reason, I invite any interested members to pass along their suggestions or advice on a Bill which has significant implications for Hong Kong's role as a leading financial centre.

### **China-U.S. Tension**

With U.S. President Bill Clinton and presumptive Republican presidential nominee Bob Dole both publicly supporting China's MFN status, the issue is likely defused, although a debate before the U.S. Congress awaits. In the meantime, we must focus on another issue that has arisen between the U.S. and China--intellectual property rights and the potential damage to Hong Kong if sanctions were imposed. U.S. sanctions are focused on the garment business and other goods produced in Guangdong province--where the bulk of the pirating occurs--but also where our business interests are the largest.

Luckily, the outlook is not as bleak as it might first seem. Both sides have made conciliatory gestures to the other since the

announcement of sanctions. As a 30-day consultation and public hearing exercise is required under U.S. law after sanctions are announced, there is still the hope that an eleventh hour solution can be reached.

Our long term challenge is to communicate to our two largest trading partners the damage that such sabre-rattling would do if it were to escalate to a full scale trade war. Hong Kong's business community--because of our close contact with both the Chinese and American sides--should continue to foster a more stable relationship between the U.S. and China.

### **Compromise on the MPF**

The Government has now accepted that retirement schemes already in existence will not be affected by the new MPF scheme. Although legislation on the MPF is not expected until early next year, this decision bodes well for progress on such outstanding issues as risk and protection criteria for the management of the fund.

### **Proposed Amendments to the Employment Ordinance**

In consultation with the Labour Advisory Board, the government intends to address complaints of unreasonable dismissal and variations of contract.

### **• Legislation**

#### **Inland Revenue (Amendment) No. 4.**

The government has heard depositions from effected industries, but due to the unanimous lack of support from members of the Bills Committee, the way forward is not yet known. It will come before the House Committee on 31 May.

#### **Factories and Industrial Undertakings (Amendment) Bill 1996**

Empowers the Commissioner of Labour to issue improvement notices and create the offence of not complying with such notices. First reading on 22 May.

#### **Immigration (Amendment) (No. 2) Bill 1996**

Targets illegal employment by imposing a duty on the employer to inspect the valid identification and travel document of any person except permanent Hong Kong residents, before employing them. First



# 立法局 工作簡報

鄭明訓



**際**此距離 97 回歸只有一年的時候，我想借此機會就港督及本港商界之間的紛爭作出數點澄清。港督已非首次質疑協助締造香港今日繁榮局面的本港商界的誠信。其次，臨時立法會亦非由商界人士催生，而是港督在立法局推行其政改方案的直接結果。政改方案只僅以政府官員的三票險獲通過。成立臨時立法會雖非最理想的安排，但卻是現實情況下的最佳選擇。就我本人接觸過的商界人士而言，大部分仍然對香港的未來充滿信心，信賴《基本法》及「一國兩制」的原則。

## 證券及期貨條例草案

在上述草案諮詢公眾意見期間（直至 7 月中），我們必須聽取商界，尤其是金融服務業的聲音。有鑑於此，我誠邀任何對此關心的人士，就這一條對香港作為國際金融中心有著深遠影響的條例表達意見。

## 中美關係

隨著美國總統克林頓及可能角逐總統的共和黨候選人多爾，雙雙公開支持延續中國的最惠國待遇，雖然美國國會的辯論尚未開鑼，但此事看來已問題不大。現時，我們反而須把焦點轉移到中美有關知識產權的交鋒，以及如一旦實施貿易制裁，香港可能受到的影響。美國的制裁重點針對廣東省生產的成衣及其他貨品。然而，該省不僅是大部分冒牌貨品的來源地，也是港商設有大量投資的地區。值得慶幸的是，前景並不如最初看來般惡劣。自制裁行動的聲明宣布後，雙方均有擺出和解的姿態。根據美國法律，制裁聲明公布後仍需進行為期 30 天的諮詢，聽取公眾意見，因此，此事尚有在最後關頭獲得解決的希望。

長遠說來，我們的挑戰反而是提醒本港的兩大貿易夥伴，將威嚇升級至全面貿易戰而帶來的損害。跟中

美雙方均有密切聯繫的香港商界將竭盡所能，為建立較穩定的中美關係而努力。

## 強制性公積金

港府終於肯首現存的退休計劃將不受新推行的強制性公積金計劃的影響。雖然有關立法工作預期要直至明年年初才會就緒，這個決定對如基金管理的風險及保障要求等未定事項起了良好的領頭作用。

## 對《僱傭條例》擬作出的修訂

諮詢勞工顧問委員會的意見後，政府有意藉此回應有關不公平解僱及修改合約的投訴。

## 立法工作

### • 1995 年稅務（修訂）（第 4 號）條例草案

政府已聽取過受影響行業代表的意見，但由於缺少條例草案委員會成員的一致支持，事件發展尚未可知。上述條例草案將於 5 月 31 日呈交內務委員會。

### • 1996 年工廠及工業經營（修訂）條例草案

授權勞工處處長簽發改善通知書及檢控不遵守此等通知書的人士。草案將於 5 月 22 日首讀。

### • 1996 年人民入境（修訂）（第 2 號）條例草案

根據草案的內容，僱主有責任在聘用非香港永久居民前查核其有效的身份證明文件及旅行證件，草案將於 5 月 29 日首讀。

### • 1996 年僱傭（修訂）條例草案

將產假期間的薪金由原薪的三分之二增至八成，將於 5 月 29 日首讀。

### • 1996 年僱傭（修訂）（第 2 號）條例草案

修訂「工資」及「長期服務金」的定義，將於 5 月 29 日首讀。

## 進行中：

✓ 1996 年商品說明（修訂）條例草案

✓ 1996 年進出口（修訂）條例草案

## • 提問

我的問題是：如香港跟歐盟磋商一條類似現時澳門與歐盟簽訂的貿易合作協議，這對香港有何價值？工商司俞宗怡回答，一待研究完成，政府即會向立法局簡介有關情況。

## 議案辯論

即將進行而又跟本會息息相關的議案辯論包括：

### • 就公平貿易進行立法

促請香港仿效美國及西歐，訂立較嚴格的反壟斷條例，並成立「公平貿易委員會」。雖然我們支持公平貿易，這類型的行為卻違反了香港一貫奉行的自由不干預政策。我們開放的市場素來鼓勵公平貿易。立法及成立公平貿易委員會將製造不必要的官僚架構及管制。

- 成立中央保險賠償機構
- 香港司法人員的過渡問題
- 公務員的政治中立

## 特別事項

本人希望聽取會員對《補充輸入勞工計劃》的意見。這個計劃的運作情況如何？有什麼值得改進的地方？你的意見有助我們更佳保障你的權益。欲就上述計劃或其他事項發表意見，歡迎與我聯絡，地址是中區政府合署西翼 312 室。（電話：2537 2106/2107；傳真：2530 3451） ■

鄭明訓



Cheerful and foreful. 輕鬆幽默，兼具說服力

# What I'll say for unconditional MFN

Importance of continued free trade, jobs and incomes

**H**ong Kong represents the sort of Asia that America wants to see: open markets, open minds and ideas, Governor Chris Patten told a Chamber business lunch on April 26.

The Governor, a week before he embarked in May on his visit to the US to lobby for unconditional renewal of MFN trading status for China, said a lot of Americans will be watching closely what happens to Hong Kong.

Hong Kong's continued success as a two-way bridge from China to the outside world matters enormously to everyone's relationship with China in the next few years, not just the US, he said.

"I think the relationship between Beijing and Hong Kong goes right to the heart of a lot of the issues which are going to decide what sort of country China is in the next generation."

## Congratulations

The Governor began by congratulating his host, new Chamber Chairman James Tien. He said it was a vote of confidence in "your experience and leadership."

"I wish you very great success in continuing the Chamber's tradition of combining a spirit of commercial enterprise with a commitment to public service. I would also like to congratulate your outgoing Chairman, William Fung, on a job exceedingly well done during his

term of office."

Chris Patten said he would have no private nor secret agendas while in the US and Canada. He would argue in the US for the preservation of the principle of free trade and he would argue for the preservation of jobs and incomes in Hong Kong.

He said there had been two great free trade revolutions in the past 150 years. The first in 1846 was under British leadership and during the following 30 years international trade increased 300%. History repeated itself when the second free trade revolution occurred after 1946 under American leadership. The value of international trade increased by more than 300% in the following 30 years.

## Consequences

"The economic, the social and political consequences of America's free trade leadership have been profound," the Governor said. "Hong Kong is not the only community in Asia which owes much of its success to free trade and post-war free trade would not have been possible without American leadership."

"Of course, the hard work and enterprise of the Hong Kong workforce and business community were also vital. But it was free trade -- access to the US market in post-war years -- which gave Hong Kong and many of our neighbours in Asia their

big break."

The Governor said withdrawal of MFN would create an abnormal trading relationship between the US and China and that, in no one's interests, certainly not in Hong Kong's.

But in defending the principle of free trade he would also be making it clear to American friends and supporters that we are not trying to lecture the US or any other country with which we have common values on how they should conduct their foreign and strategic policy. That sort of lecture would be offensive and counterproductive.

## No weapon

But he believed that MFN should not be used as a bargaining counter for progress on other issues. Hong Kong and its Governor believed in free trade absolutely.

"We also believe that the policy of engagement with China adopted by the US is the only policy which offers the possibility of making progress on the full range of issues in the relationship between these two countries," he said.

Chris Patten said it must surely be one of history's most curious ironies that the annual debate over China's MFN status has its origins in a legislative amendment (Jackson/Vannick Amendment) designed to assist the emigration of Russian Jews.





Congratulatory and grateful. 港督向田北俊致賀

## 無條件延續 中國最惠國待遇

維持自由貿易、保障就業機會及鞏固收益的重要

**港督彭定康**於4月26日在總商會舉辦的商務午餐會上強調，香港正是美國所看見的亞洲模式，擁有自由的市場、開放的思想及自由發表意見的空間。

港督在午餐會上指出，很多美國人正密切注視香港的情況。港督於5月份（即午餐會後一星期）便會啟程前往美國，游說美國政府無條件延續中國的最惠國待遇。

他表示，香港能否在未來數年內繼續成功作為中國與世界各地的橋樑，不僅對美國十分重要，對所有與中國有關的人都十分重要。

他說：「我想北京與香港的關係是很多事情的核心所在，而這些事情將決定中國在下一個年代是一個怎樣的國家。」

### 謹此致賀

港督在開始致辭時向總商會新任主席**田北俊**致賀，指出憑田氏的經驗及領導才能，足以使人投下信心的一票。

他祝賀田氏說：「本人謹祝閣下能秉承總商會的傳統，把商業上的進取精神與承擔公務責任的意向合而為一。此外，我亦在此向剛卸任的主席**馮國綸**致意，他於在任期間表現出色。」

彭定康稱，此行到美國及加拿大並沒有帶同甚麼私人或秘密議程。他在美國會極力維護自由貿易的原則，在加拿大則會談及維持香港就業機會和收入的問題。

他指出，在過去150年裡，曾發生兩次自由貿易革命；首次由英國於1846年發起，其後30年，國際貿易增長達300%。1946

年，歷史重演；在美國鼓吹下，國際貿易於往後30年亦增長300%之多。

### 貿易革命的影響

彭督續說：「美國領頭倡議自由貿易，對經濟、社會及政治的影響深遠。香港不是亞洲內唯一一個依賴自由貿易而獲取成功的地區；若沒有美國的大力鼓吹，戰後亦難以實現自由貿易。」

He quoted Jackson as having advocated a "constructive, enduring relationship" with China and said it is in all our interests to see the establishment of that sort of relationship.

The Governor said he made no apologies for his special pleading for MFN renewal in his second argument. He would explain that Hong Kong is now so closely integrated with the Chinese economy that anything which threatens the trade relationship between China and the US threatens livelihoods in Hong Kong. If MFN is not renewed Hong Kong stands to lose 90,000 jobs and up to half of Hong Kong's forecast annual growth in GDP.

### Mistake

He thought it would be a serious mistake for those in the US who wish Hong Kong well who argued that placing conditions on renewal would in some way help Hong Kong make a success of its future as special



The packed luncheon. 午餐會盛況



economic region of China.

"I will be saying to anyone who thinks this way, thanks, but no thanks. I will make the point that Hong Kong itself is not proposing any such move. Quite the opposite. I shall be saying that I know of no responsible community leader who advocates other than renewal without conditions."

Answering questions from the floor, Chris Patten said it didn't seem to him that turning the economic relationship with China into an annual battle (Jackson/Vannick Amendment) is the best basis for any trading relationship, particularly one which matters so much to the rest of the world, not just Hong Kong.

### No scold

But he did not want to appear in the US as a finger-wagging scold. He thought the US Administration and US Congressmen are perfectly capable of working out what is in their own national interest. Looking as a well-wisher from outside, he thought that it should be in their own national interest to see China as a full and fully committed member of the WTO and a normal trading relationship.

"The sooner we can get that the better for all of us, he said."

The Governor told another questioner he realised some interpretative comment on President Yeltsin's successful visit to China will be used to stir up ancient anxieties and antagonisms but he really did not think it should make people too worried or anxious.

Europe, in the West, needs to find the basis for a good relationship with Russia and is still struggling with the future of NATO to do that. It is reasonable that China should sort out a reasonable relationship in the East as well.

### Impact

Chris Patten told yet another questioner there were two particular areas where the business community can make a strong and important impact with their friends in Beijing.

First, he said it is very important that the business community, whatever their views about other matters, should be up front in arguing the imperative of safeguarding Hong Kong's autonomy as an economic city.

Second, the business community can and should make the case again and again about the fundamental importance of the rule of law for Hong Kong's way of life and or Hong Kong's success.

He said: "One of the reasons why this great city has reached these undreamed of levels of prosperity is the effect of the rule of law. All of us must want to see that continuing and must speak out for it as well." ■



The press. 新聞界採訪一景

當然，市民及商界的辛勤和進取精神對本港的成功十分重要，但不可抹煞的，是自由貿易（即指戰後進入美國市場）確實為香港及很多鄰近亞洲地區帶來一個大好的機會。」

港督表示，撤銷中國的最惠國待遇，會令美國及中國出現不正常的貿易關係，這並不符合任何人的利益，肯定亦不符合香港的利益。

彭督強調，在維護自由貿易的原則時，他會清晰地向美國的友好及支持者指出，港人並不是要以本身共同的價值觀念，教導美國或任何其他國家應如何施行對外及重要的策略，因為這種做法令人反感，而且於事無補。

### 不是威脅的武器

彭定康相信，最惠國待遇不應被視作一種武器。它不應作為在其他事項上取得進展的談判籌碼。香港及港督均絕對相信自由貿易。

他表示：「我們相信，美國採取與中國接觸的政策，是兩國促使在一整系列事宜上取得進展的唯一方法。」

彭定康說，每年為是否延續中國最惠國待遇進行爭辯，實源於一項協助俄羅斯猶太人移居的修訂法例（傑克遜／萬尼修訂擬案），這確實是歷史上最稀奇的諷刺。他指傑克遜倡議與中國維持「有建設性及長久的關係」，並說若與中國建立這方面的關係，對任何人都利益。

彭定康指出，香港現時與中國的經濟體系息息相關，因此，任何對中美貿易關係構成威脅的事情，均會對香港的民生造成莫大

的打擊。如果最惠國待遇不獲延續，香港將喪失9萬個職位，每年的本地生產總值增長亦可能會減少一半。

### 謬誤之談

他表示，有些人在美國發表演論，認為若在延續最惠國待遇時附加一些條件，有助香港將來成為中國的經濟特區時取得成功，這樣的言論其實犯了嚴重的錯誤。

彭定康指出：「我會對發表這些言論的人說：『你們的好意，我心領了！』我會指出香港本身不會贊同此舉，相反，我會跟他們說，一個負責任的社會領袖不會在倡議延續最惠國待遇時，提出附帶條件。」

彭定康回答台下與會者的發問時強調，若每年就美國與中國的經濟關係進行辯論，對任何貿易關係而言，並不是好事，特別是延續最惠國待遇這件事情，它不僅對香港，甚至對全球其他地區也有影響。

### 絕非譴責

彭督不欲對美國加以譴責。他認為美國政府的高層官員及美國國會議員應有足夠的能力，知道怎樣做才能維護國家本身的利益所在。外界認為彭督此行是以好心的局外人身份進行游說。他認為，美國政府及國會議員應該知道，中國成為世貿組織成員，以及維持中、美貿易關係正常，兩者對美國本身均有利益。

港督說：「上述兩項愈早達成，對我們愈有利。」

彭定康回答另一位提問者時表示，他發現一些人意圖曲解葉利欽總統成功訪問中國



一事，以挑起中美之間過去的猜疑與仇恨，可是，港督認為這些言論不應使人過份憂慮。

在西方，歐洲欲找尋一個與俄羅斯建立良好關係的基礎，因此，歐洲各國正努力尋求北大西洋公約組織未來能擔當這個角色。同樣地，中國亦應在東方與鄰國建立合理的

關係。

### 商界影響力

彭定康告訴另一位提問者，商界在兩方面能發揮重大的影響力。

首先，不論商界對其他事項有何意見，應挺身維護香港作為經濟貿易中心的自主

性，這一點十分重要。

第二，商界有能力，亦應重申法治對香港的生活方式及香港的成功有著基本的重要性。

他最後總結時指出：「香港這個大都會能達致現在意想不到的繁榮盛況，法治乃原因之一。我們必須力保香港的繁榮得以繼續，亦得為此而力陳己見。」 ■

## 'Lose-lose situation'

**T**he 10 Chairmen and four Presidents of Hong Kong's 14 international private sector trade bodies have signed an open letter to "American supporters of free trade" expressing their concern at the threat to the extension of MFN trade status for China caused by deteriorating Sino-US relations.

The group, known as the International Chambers of Commerce (Intercham), said that revocation of MFN would be a "lose-lose situation." And they asked all supporters of free trade to make their support known now!

The letter has been sent to the governments of the 14-member Intercham group, urging them to press the US on the issue, as well as to the leadership of the US Administration and members of the US Congress.

Loss of MFN for China would cause substantial harm not only to the economies of the US and China but would also have

knock-on effects on the rest of the world, particularly the Asia-Pacific region, the letter said.

Hong Kong would be particularly hard hit. It would cause serious damage to Hong Kong's economy.

"However, our concern is not just trade and the economy. The adverse impact on the economy would jeopardise our prospects for maintaining Hong Kong's way of life, with its values as an open, rule-based society, values which we share with the US. Taiwan, given its close economic relations with China and Hong Kong, would also suffer."

### Not a favour

The letter said the Group seeks the support of like-minded people with long term vision for a durable, constructive relationship between two of the world's greatest economies, in the interest of the US, China and the global economic and social

development and stability.

"The term 'Most Favoured Nation' is misleading. MFN is not a favour but the universal principle for multinational trade and the normal basis for bilateral relations," the letter said.

"The US has been extending MFN to virtually all its trading partners, including South Africa at the height of apartheid. The annual debate on China's MFN therefore does not provide a normal basis for development of relations in trade and other equally important areas between the US and China. It adversely affects not only US trade but also other US objectives in its relationship with China.

"MFN has been one of the cornerstones for stability and development of the world in trade and other areas in the last 50 years. It is time that permanent MFN becomes the cornerstone of the US relationship with China." ■

## 「兩蒙其害」

**本**港14個國際商會的10位主席及4位會長最近聯署了一封致「美國的自由貿易支持者」的公開信，表達他們對中國最惠國待遇可能受中美關係惡化而影響的關注。

國際商會表示，撤消中國的最惠國待遇將導致「兩敗俱傷」的局面，並呼籲所有贊成自由貿易的人士表達他們對延續中國最惠國待遇的支持。

除了致函14個國際商會所屬的政府，促請後者就有關問題向美國游說外；國際商會致函的對象還包括美國政府的領袖及國會議員。

公開信中指出，中國喪失最惠國待遇不但會對中美兩國的經濟構成傷害，對其他國家，特別是亞太地區亦會做成衝擊。

香港經濟所受的打擊將特別嚴重。

信中同時指出：「我們所關注的不僅是貿易與經濟。經濟上的不良影響更會對港式生活的維持構成障礙。香港是一個奉行法治的開放社會，在這方面，我們跟美國的信念是一致的。與中、港有著密切經濟聯繫的台灣亦會深受影響。」

### 並非恩惠

信中指出，國際商會正尋求抱有相同意見的人士的支持。這些人都盼望全球其中兩個最大的國家能建立有建設性的長期關係。這既符合中、美雙方的利益，亦有助全球經濟與社會的發展及穩定。

信中言道：「『最惠國』是一個令人誤解

的字眼。『最惠國』待遇並非一種恩惠，而是放諸四海適用的國際貿易基本原則，以及維繫雙邊關係的正常基礎。

「一直以來，美國幾乎給予所有貿易夥伴最惠國的待遇，包括當時仍然實行種族隔離政策的南非。因此，美國國會每年就延續中國最惠國待遇所進行的辯論，根本未有為中美的貿易關係及兩國間其他同樣重要的事項提供正常的發展基礎。這不僅窒礙了貿易的發展，對中美關係裏其他事項亦構成不良影響。

「過去50年，最惠國待遇是促進全球貿易及其他方面穩定發展的基石之一。現在，永久延續中國最惠國待遇將是維繫中美關係的基石。」 ■

# Uscinski on arbitration

Defines resolution process and warns of pitfalls

**H**enry J Uscinski, a practising lawyer with Coudert Brothers specialising in arbitration in China and in the other countries of the Southeast Asian region, began his Chamber round table luncheon address on April 19 by giving a "snapshot" of what arbitration is all about.

He said: "Arbitration is a private dispute resolution process by which the parties select the individuals, who are called arbitrators, to decide an issue that is in dispute. Arbitration is final and binding, which means it is not subject to an appeal and its decision can only be challenged on fairly narrow grounds."

Henry Uscinski said arbitration is different from litigation in that it is private and non-public. It takes place in a court system that is quite formalised. Arbitrations take place before private centres that exist and operate in different countries or exist and operate in one particular country, like the International Chamber of Commerce, that services the needs of clients around the world. The centres tend to be non-government sponsored, though some are government-sponsored like the centre in Thailand that is sponsored by the Ministry of Justice.

Those centres that are sponsored are disfavoured because they are perceived

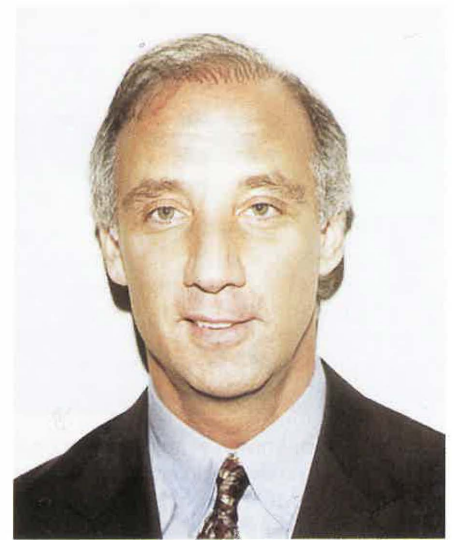
to have a certain bias. If the government is sponsoring a centre and you have to arbitrate a case against a State enterprise there is a perceived bias that the Centre will have against the foreign party, he said.

## CIETAC

Henry Uscinski said that is not the case in China, strictly speaking, though the arbitration centre, which is formally known as the Chinese International Economic and Trade Arbitration Commission (CIETAC), is an official entity in the PRC and all entities in the PRC trace their origins back to the Government.

"I can tell you, having practised before CIETAC for years, that there is not an overriding Government influence such as you would find in a country like Thailand," he said.

• Arbitration is different from conciliation. Conciliation is also a private dispute resolution process where a dispute is submitted to either one or three individuals, called conciliators, for them to make a recommendation to the parties to reach a settlement. It is not binding. The parties can accept that recommendation or reject it. The purpose is to try to bring the parties together so that they can settle the case



Henry Uscinski 尤瀚瑞

between them.

• He said mediation was a process whereby the mediator or mediators will make a recommendation to the parties. The parties then can adopt that recommendation, settle their dispute or they can reject it.

## Distinct characteristics

Henry Uscinski said the three processes

## 尤瀚瑞談仲裁

分析仲裁過程、指出制度漏洞

**美**國高特兄弟律師事務所開業律師尤瀚瑞於4月19日的小型午餐會上，向與會者簡介「仲裁」的含義。尤氏專門研究中國及其他東南亞國家的仲裁制度。

他說：「仲裁是指發生合同糾紛的當事人把爭議提交給雙方指定的仲裁員進行裁決。仲裁的裁決乃最終及具約束力的；換句話說，除非在極例外的情況下，任何一方不得就裁決上訴。」

尤瀚瑞說，仲裁與訴訟的分別在於仲裁是一種非公開的裁決程序，但卻在近乎正式法庭的情況下進行。仲裁制度是由現存於不同或某一國家的私人機關執行，如國際商會。這類機構大多是非政府資助；但亦有例外，如泰國

的仲裁中心乃由政府的司法部資助。

他說，商人認為由政府資助的機關在仲裁時多存偏倚，因此不大受到歡迎。當尋求仲裁的其中一方為國營機構時，外界難免會認定這類仲裁中心會心存偏私，對另外一方不利。

## 中國國際經濟貿易仲裁委員會

尤瀚瑞卻認為中國的情況有點不同。雖然嚴格上來說，這個以往名為中國國際經濟貿易仲裁委員會的仲裁機關屬中國官方組織，而所有官方組織均源於政府架構。

他說：「我可以跟你說，就我在那兒辦事多年所見，中國政府對仲裁委員會的影響

力還不如泰國政府呢！」

• 仲裁有別於調停。調停亦是私下排解糾紛的方法；當事人將爭議向一個或三個調停人提出，調停人向爭議雙方建議解決方法，惟建議並無約束力，當事人可選擇接納與否。調停的用意是使合同當事人以協商方法解決問題。

• 尤瀚瑞亦提到調解。進行調解時，可由一人或多人擔任調解員，為爭議雙方提供建議，排解糾紛。採納建議與否完全取決於當事人。

## 特色

尤瀚瑞說，三種解決方法各具特色，同時亦



have distinct characteristics but they also share common characteristics. The decision is binding in the case of arbitration and unbinding in the cases of conciliation or mediation. It is out of the courts, out of the newspapers and exempted from public view. The process chosen depends upon the parties election.

The best known arbitration institution in the world is the International Chamber of Commerce Court of Arbitration in Paris and it has a body of rules that are called the Arbitration and Conciliation Rules of the ICC.

China also under the CIETAC Rules has a process for conciliation if the parties chose to elect that.

He said arbitration and conciliation began in China about 1950. It is an outgrowth of what many people recognise as a preference to compromise disputes as opposed to having public hearings of grievances which is a common trait with Asians in general.

### Most cases

He said 905 cases were submitted to CIETAC in 1995. That remarkable number far outstrips any other arbitration centre in the world and more than the ICC by 300-400 cases filed.

Henry Uscinski said there were some good reasons why and some bad reasons why. One of the good reasons was that it is a Commission that provides fair resolutions to contracting parties. They can expect fairly even-handed treatment. There is no overt bias or prejudice for a Chinese party as opposed to a foreigner.

Parties were comfortable with CIETAC but the reason they are so comfortable is a negative feature. That is because the Chinese court system is so notoriously pro local interests. It means it is anti foreign interests and that is an outgrowth of Chinese political theory and culture.

"The courts tend to be in areas where if you are involved in a joint venture or trade contract with a Chinese party there is likely to be an element of bias in favour of the local party because the local party probably has very close connections to the judges and the traditional officers of the court and therefore is able to win the favour of a judge who may be deciding a case. I have seen that example many, many times.

### Favouritism

"It isn't so bad as overt bribery or anything like that. But there is a certain

favouritism that is given to the local party and that is an outgrowth of Chinese political theory which views all organs who hold entities in China as organs of the State, the traditional officer as an employee of the State or worker of the State.

"And therefore it is very hard with that sort of philosophical background to make a decision that is adverse to the interests of the State. It is a real tug-of-war. It isn't so much a question of corruption as it is favouritism. That is an outgrowth of a deep sense of pride, nationalism and belief in your own country.

"Unfortunately it works to the disadvantage of foreign parties sometimes. One reason the court system is not favoured by contracting parties is that they don't believe they will get fair treatment in China."

He said the most dramatic revision of the CIETAC rules took place in June of 1994, to what is commonly referred to as simplified arbitration procedures. It allowed for what is called a fast track.

### Two years

The typical time for an arbitration award is one to two years and many parties believe that is too long. CIETAC is doing a great job of moving cases through the system and it does so of necessity because there is a backlog of cases coming in.

Henry Uscinski said one important ingredient of arbitration which he would grossly oversimplify is that arbitration is a contractual right and it could only take place if the parties agree. A party cannot be forced to go to arbitration, conciliation or mediation. It must be by agreement in writing and it is easier to reach such an agreement to arbitrate at the outset of a transaction than after you have had a problem.

"Contracts, be they joint ventures agreements, licensing agreements, sale of goods contracts, typically have what is called an arbitration clause. It is a provision in a contract which says in the event of any dispute, claim or controversy between the parties, they agree to submit it to arbitration under specified rules. It is important that it is in writing and that you specify the governing rules and where the arbitration is going to take place, the number of arbitrators --- and an important point is that it must always be an odd number."

Henry Uscinski said as obvious is that may seem, he had a case in Taiwan where there are two arbitrators and they

不乏共通之處。不同者在於仲裁的裁決有約束力，而調停及調解則沒有。同者在於三種方法都不在法庭進行、不為新聞報導、不受公眾監察。

現時全球最著名的仲裁機關是巴黎的國際商會仲裁法庭；其仲裁規則名為國際商會仲裁及調停規則。

中國國際經濟貿易委員會亦有一套法則監管調停過程。

尤瀚瑞指出，早約1950年，中國已開始設立仲裁及調停機制，原因是當時的社會已意識到人民較喜歡以協商形式解決糾紛，而漸捨聽證會形式。聽證會乃當時亞洲國家普遍採用的模式。

### 案例

尤瀚瑞指出，中國國際經濟貿易仲裁委員會在1995年接獲905宗個案，數字遠遠高於世界上任何一個仲裁機構，更比國際商會所接辦的多300-400宗。

尤氏認為此現象背後有兩個原因：好的一方面是反映了委員會能給予合同糾紛當事人公平的裁決、平等的對待；沒有明顯偏袒中方、對外商不利。

商界均樂於尋求委員會的協助，但這亦反映了一個負面現象。中國法庭素以袒護本地利益、抗拒外來經濟利益參與而聲名狼藉。此乃中國政治理論及中國文化的產物。

「若你的合夥人或貿易合同夥伴是中國人的話，法庭多會偏幫中資的一方，因為中國經商者多與法官或法庭官員有密切關係，因而連帶影響法官的決定。這種情況我曾目睹無數次。

### 偏己政策

「為一己利益私相授受顯然是不難理解的。但在國內，中資的一方總是得到某程度的維護，這是中國政治理論的產物，認為中國所有實體機關皆為國家機關，當中的官員皆為國家僱員或工人。

「因此，在這種理論基礎下，要仲裁人作出有損國家利益的裁決實在談何容易。這可說是一場長期戰爭；與其說是貪污舞弊，倒不如說是偏己排外，是關乎國家尊嚴、民族主義和信念的戰爭。

「但是，不幸地，外資的一方有時會因這種情意結而蒙受損失。法庭制度不受合夥經營人歡迎的部份原因，正是他們不相信在中國可以得到公平對待。」

尤氏說，中國國際經濟貿易仲裁委員會守則於1994年6月作了前所未有的大幅修改，就是所謂簡化仲裁程序，提供處理捷徑。

### 需時兩年

裁決結果一般需時一至兩年才會頒佈。很多人都認為等候時間過長。由於個案不斷增加、積壓，故委員會現正加快處理案件的速

## ROUND TABLE

度，而且取得顯著的進展。

尤瀚瑞概略提到仲裁的一大特點，是採用仲裁與否乃合同權利，只有在當事人同意下才可施行，不能強迫對方接受仲裁、調停或調解，必定要雙方書面同意方可進行。此外，於交易前訂定仲裁協議，比出現問題後才作安排來得更為省事。

「無論是合資經營合同、專利轉讓/商標使用合同、還是銷售合同，都有一個特色，就是內含仲裁條款。合同條款訂明若合同雙方發生糾紛、出現經濟索償或爭論時，當事人同意把事件交給雙方都信任的、有權威的第三者，依據仲裁的程序進行裁決。條款中要確定採用哪一種仲裁程序、仲裁地點及仲裁員人數——必定要是單數。」

這種規定顯然並非隨意。他舉了一個在台灣的實例：一件仲裁個案中的兩名仲裁員不但分屬不同政黨，更互相仇視。他們不能同桌吃飯，甚至不能協議案件的審理日期。

### 蝶進

他說：「因此，一件在1991年備案的案件，到現今仍然以約6個月聆訊一次的進度處理。」

「仲裁員人數必須為單數，以防出現互相爭持不下的局面。而立約雙方亦必須於仲裁條款上註明單數仲裁員的人數。」

「另一項必須註明的是仲裁所依據的法律，是中國法、星加坡法，還是紐約法。」

「還有，仲裁語言也必須註明。」尤瀚瑞補充說：「中國盛行普通話，但合同雙方可自行訂明仲裁語言，亦可使用當事人通曉的語言。」

他亦小心指出「可能」及「應該」的分別。他說「應該」是強制性的，而「可能」是非約束性的。

### 謹慎

「因此，制訂條款時必須非常謹慎，以致在糾紛出現時，你不必再跟對方糾纏，只須直接將事件交由仲裁機關審理便可。」

「將事件交與指定的仲裁機關，自然會得到處理。」尤瀚瑞說。

尤瀚瑞指出由於中國現時是國際商會的會員，因此，在中國境內可以運用國際商會的仲裁規則進行仲裁。訂約雙方除可用中國國際經濟貿易仲裁委員會的仲裁程序外，又可多一個選擇。國際商會駐中國的仲裁機關由巴黎的總部管轄，基本上採取中立立場。

### 駐港國際商會辦事處

國際商會正籌備在香港成立辦事處，預期於明年年中實現。商會辦事處成立後，合同當事人可選擇於香港以外的成員國進行仲裁(越南、柬埔寨、和老撾除外)。

中國的仲裁程序跟世界其他國家的仲裁程序的一大分別是，中國採用審問制而非辯護制。中國的仲裁人主導整個程序。 ■

hated each other and were in opposing political parties. They could not agree on lunch, they couldn't agree on a time to conduct hearings.

### Inching

"So we have a case that was filed in 1991 and we are still inching along with hearings about once every six months," he said.

"You must have an odd number of arbitrators who can break a tie. And the parties must specify that odd number in their arbitration clause."

"It is also important to state what the governing law is going to be. Chinese law, Singapore law? Or New York law?"

"And also state what the language is going to be," Henry Uscinski advised his audience. "In China there is a preference for Mandarin but it will accommodate any other language that the parties agree or are only capable of speaking."

He warned against using the word "may" as opposed to "shall." He said "shall" is mandatory, "may" is a permissive term.

### Careful

"So the clause must be prepared very carefully so that when a dispute arises you don't have to deal with the bad guy on the other side who doesn't want to pay you. You can simply just file your notice of arbitration and proceed with the process."


"File your notice of arbitration with the appropriate arbitration centre and the case will start on its own," he said.

Henry Uscinski said that China is now a member of the ICC and it is now possible to conduct ICC arbitrations in China under the rules of the ICC. It gives parties an alternative to CIETAC arbitration. ICC arbitrations in China are administered from Paris and are basically neutral.

### ICC in Hong Kong

The ICC is in the process of setting up a branch in Hong Kong, probably within the next year. It will give parties the opportunity of having arbitrations out of Hong Kong and conducted in any country that is a member of ICC, except Vietnam, Cambodia and possibly Laos.

One of the major differences in the way arbitration is conducted in China and the way they are conducted in other countries in the world is that in China they use, not the advocacy system but the inquisitorial system, Henry Uscinski said. The arbitrators act as the controlling force. ■



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# Process re-engineering

Consultant Peter Bryar on business fundamental rethinking and ISO 9000

**P**eter Bryar, with Time/System Australia and PJB Consulting, quoted to a Chamber round table lunch on April 26 what he thought was the best definition of Business Process Re-engineering:

"The fundamental re-thinking and radical design of business processes to bring about dramatic improvements in critical contemporary measures of performance, such as cost, quality, service and speed."

Peter Bryar picked out the key words in his definition and said:

- Dramatic improvement through re-engineering is not about making marginal or small-step improvements in one's business. Five to 10% improvement is not enough. It was about making quantum leaps in performance. Achieving breakthroughs.

- Radical means going to the root of things. Re-engineering is not about improving what already exists.

- There is no product and/or service without a process. Process is a group of related tasks that together create value for a customer who is only interested in the end result -- the delivered product or service. They are not concerned with the actions which occur prior to delivery.

- Re-engineering is about the design of how work is done. It is based on the premise that the design of processes -- how work is

done -- is of essential importance.

## Why?

He added: "Business process re-engineering is about asking the question: Why do we do what we do, at all?"

Peter Bryar asked: Why focus on the business processes? He listed 11 reasons and said processes left unregulated will change but that change will be for the convenience of the people in the process rather than for the best interests of the customer and hence the organisation.

He listed the elements of success were: Strong leadership and commitment. Having clear objectives. Undertaking a baseline assessment of current processes. Appointing process owners. Monitoring progress continuously.

## Dramatic

Re-engineering does produce results that by any measure must be considered dramatic. For instance:

- Ford Motor Company achieved 75% reduction in personnel in the accounts payable department with no loss of service.

- Kodak cut development time of new products by about 50% and reduced tool and manufacturing costs by 25%.

- American Express reported reducing annual costs by over USD1 billion through

re-engineering.

- AT&T's Global Business Communications Systems unit turned a nine-figure loss into a nine-figure profit by re-engineering its processes for manufacturing, servicing and order fulfilment.

- Re-engineering has enabled the semiconductor group of Texas Instruments to reduce the cycle time of the order fulfilment process for integrated circuits by more than half and helped achieve record financial results.

- Progressive Insurance reduced the cycle time of its claims process from weeks to days, dramatically improving customer satisfaction while considerably reducing costs, fraud and litigation. Re-engineering has helped the company increase its revenue per employee by over 70%.

## Failures

Peter Bryar said it was suggested between 50-70% of re-engineering efforts were not successful in achieving the desired breakthrough. He said this failure was caused by people who didn't know what they were doing and who didn't pursue re-engineering the right way. He listed nine mistakes and gave a four-step model useful in explaining re-engineering (see chart).

He explained that once an organisation has completed re-engineering there is a

## 企業再造

伯賴雅論重整企業體系及 ISO 9000 之標準

**4**月26日，時間／系統澳洲有限公司及 PJB Consulting 的伯賴雅在總商會的小型午餐會上談到何謂企業再造的問題。

伯賴雅指出：「企業再造是指重新檢討企業基本體系及為商業製程進行根本設計的一套概念，推行這套概念的主要目的，是使公司能在成本、品質、服務質素及效率各方面的表現均取得長足的改進。」

伯賴雅就上述的定義詳加解釋：

- 所謂「透過企業再造以取得長足的改進」，並不是指公司在業務改善的工作上獲得小許成績便算了事。從企業再造的角度來看，5%至10%的改善幅度並不足夠，公司的表現必須取得重大的改進或突破，這樣才算符合企業再造的標準。

- 顧名思義，「根本」一詞是指事物的

根基；換言之，企業再造並不是指改善現行的制度。

- 提供產品或服務時，必須經過製程的階段，無可避免。所謂製程，就是當一系列有關連的工作一起進行時，便會為客戶帶來有價值的貨品或服務。在整個過程中，客戶只會對最終所提供的產品感到興趣——即指給予客戶的貨品或服務，他們對之前所進行的工作程序是絕不理會的。

- 企業再造是設計如何執行工作的一套策略。在企業再造這套概念裡，製程的設計（即指如何執行工作）是不可或缺的重要一環。

## 為何如此

伯賴雅補充：「簡而言之，企業再造的整套

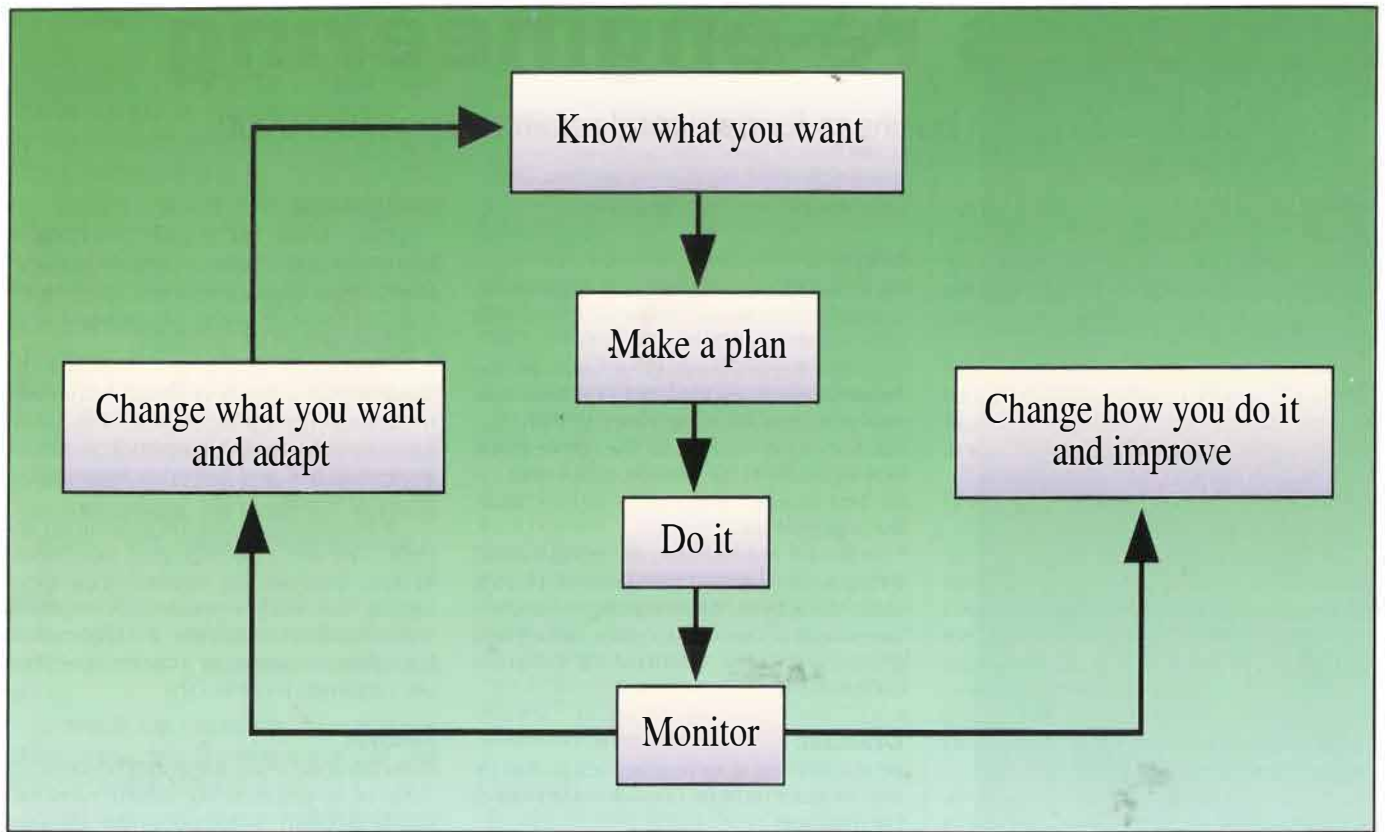
概念其實就是環繞著一個問題：『我們為何要這樣做？』

伯賴雅問道：「為何我們須集中處理企業的製程？」他為此列舉了11項理由，並指出若企業的製程不受監管，最終會發生改變，而這些改變只會為製程裡的人帶來方便，對客戶及機構本身卻無益處。

他認為領導有方及悉力以赴兩者皆是成功的主要因素。在行事前，必須擬定明確的目標，並就現行的製程制訂評審標準；此外，亦須委聘製程主管，監察製程的進行情況。

## 成績驕人

過去，企業再造計劃曾為不少機構帶來驕人的成績。例如：



Simple four-step business process re-engineering model. 企業再造簡易四部曲

- 福特汽車推行企業再造計劃後，應付帳款部門在無損公司服務質素的情況下把人手縮減了75%。

- 柯達公司把新產品的研製時間縮短50%，而工具及生產的成本亦得以節省25%。

- \* 美國運通宣佈推行企業再造計劃後，每年的經營成本得以節省10億美元。

- AT & T的環球商業資訊系統在生產、服務及履行訂單三方面實施企業再造計劃後，轉虧為盈，把公司9位數字的虧損額轉為9位數字的盈利額。

- Texas Instruments屬下的半導體集團實行企業再造計劃後，綜合電路的訂單履行週期縮短了一半，而公司的業績亦為歷年之冠。

- Progressive保險公司的索償週期由數星期縮減至數天，除了使顧客感到滿意之外，更顯著地把經營成本、詐騙及訴訟的數字降低。此外，企業再造計劃亦有助公司增加收益達70%（每位僱員計算）。

### 為何失敗

伯賴雅指出，不少人士認為在推行企業再造時，約有50%至70%的力量是白費的，因為公司不能獲得預期中突飛猛進的成績。伯賴雅認為，導致失敗的原因是由於提出批評的

人不了解自己的工作，亦沒有循正確的方法實施企業再造計劃所致。他列舉了人們常犯的9項錯失，並提出4個步驟，解釋應如何推行企業再造（見圖）。

他解釋，一旦完成企業再造計劃後，有關機構必須突擊檢查新產品或服務的現況，並妥善記錄新的製程，然後修改或重新編排工作的程序或指引。伯賴雅強調，這些機構可參考ISO 9000的標準，以準確地記錄製程的最終結果，並藉此推行企業再造，以及計劃未來的工作。他指出，ISO 9000系列提供周密的機制，使各方面的製程得以不斷改進。

伯賴雅在午餐會上亦提及自己的「時間／系統」商業概念。他表示，這個系統主要針對企業的困難，並提供解決方法，以增加經營的效益。

他說：「為了增加客戶的經營效益，我們致力協助客戶機構計劃及推行企業再造，並使有關概念貫徹整個機構、小組及個人。設計精密的紙上計劃工具、顧問服務與培訓，以及用以計劃的軟件及電子器材，皆是『時間／系統』概念裡的基本配套工具。」

他總結：「我們提供足夠的工具，使閣下能輕易把概念轉為計劃，再把計劃付諸實行，獲取成果。有了這些工具，閣下定能事半功倍，免卻費時塞車之誤。」

need to take a snapshot of the new product or service status quo, to document the new processes, to amend or to rewrite procedures or work instructions. He said ISO 9000 standard requirements are a means of documenting the end result and re-engineering and providing an accurate picture of how activities are going to be managed in future. He said ISO 9000 series standards provide a dynamic mechanism for continuous improvement in all processes.

Peter Bryar also explained his time/system business concept. He said it was to specialise in total solutions to increase efficiency.

"We achieve this by helping our clients focus on planning and implementation as an on-going process for the entire organisation, the team and the individual. Well-designed paper-based planning tools, consultancy services and training, combined with planning software and electronics are the cornerstone of this concept," he said.

"Our approach is to make it easier for you to move from idea to plan and plan to result by providing you with efficient tools. In this way we help you shorten the distance and along the way you reduce waste."



# Media handling

## Four experts explain the skills

**M**edia interviewers have five main approaches, according to four experienced members of PA Professional Consultants Ltd. who addressed 106 representatives of corporate Chamber members on May 7.

The four spoke at a seminar on Skills in Effective Media Handling, organised by Connie Kwok, general manager of Chamber Services Ltd.

They said the five basic types of interviews are:

- Funnel interview, in which the search begins with a general idea and narrows to the important, necessary set of facts or observations. It is similar to courtroom questioning. The approach narrows the interviewee's alternatives so that eventually the interviewee cannot avoid the specific questions.

- Inverted funnel interview, where the discussion begins with a narrow topic and broadens to a wider subject. The purpose of an inverted funnel interview is to reach an opinion based on a foundation of gradual expansion from a specific incident or fact.

### Tunnel

- Tunnel interview is meant for quick observations about a specific incident and is useful for on-the-scene reactions. It strings together a series of questions about the same topic. Usually the questions are all open-ended or all closed-ended.

- Covertly sequenced interview is when the interviewer is trying to trick the interviewee by interspersing difficult and simple questions, open-ended with closed-ended questions and friendly with antagonistic questions. The interviewer hopes to surprise the interviewee into an unexpected response. The interviewee may forget what was said at the beginning of the questioning and the interviewer uses this to juxtapose earlier responses with the answer to a later question.

- Free-form interview is a valuable approach for doing a profile or when time is limited. The interviewer tries to test the interviewee's intellect, understand the interviewee's reasoning and judge the intensity of the interviewee's opinions.

The seminar audience learned the Golden Rules in handling an interview. These were said to be: Know your facts. Prepare and rehearse your key messages. Do not use technical jargon. Stay calm. Return to your key messages when you are lost or do not know what to say.



Andy Ho 何安達

## 應付傳媒的策略

### 四位資深傳媒工作者與你分析箇中技巧

**總**商會服務有限公司總經理郭陳相燕女士於5月7日籌辦了一個名為「應付傳媒策略講座」的活動，邀請PA公共事務專業顧問有限公司的4位資深傳媒工作者擔任主講嘉賓，出席的會員達106位。

講者指出，傳媒常用的採訪形式共有5種，現分述如下：

- 「漏斗式」訪問：採訪者先以天南地北的形式打開話匣子，然後縮窄範圍，轉入正題，形式就像法庭審訊一般。這種訪問形式的特點是令被訪者不能迴避回答指定的問題。

- 「倒轉漏斗式」訪問：以某個題目為起點，再將訪問內容擴闊至其他領域，目的是在個別事件的基礎上引申出被訪者的概括意見。

### 連珠炮發

- 「連珠炮發式」訪問：以此觀察被訪者對某些事情的即時反應，妙用無窮。採訪者圍繞同一主題，以連珠炮發的形式向被訪者提出無確定答案或有確定答案的問題。

- 「混淆視聽式」訪問：採訪者以梅花

間竹的方式向被訪者提出簡單／複雜、有確定答案／無確定答案、友善或不友善的問題，目的是令被訪者無所適從。被訪者往往會忘掉先前所說的話，採訪者便抓緊機會向其提出另一個問題。

- 「自由式」訪問：這種訪問形式適用於人物專訪，在時間不足的情況下亦能大派用場。採訪者透過這種訪問形式考驗被訪者的才華、了解被訪者的分析能力及對某些事情的看法。

要得體地應付傳媒，當務需緊記以下的金科玉律：清楚了解自己的立場；組織及重申自己的主要訊息；切勿運用術語；保持鎮定；一旦失去重心或不知如何應對時，重申自己的觀點。

### 金科玉律

其他應注意的事項包括：為那些自己不願意回答的問題準備答案；禮貌地即時更正任何不正確的訊息；盡量提供有關資料，如時間、地點和人物；保持親切態度，但提高警覺性；確保採訪者重覆你的說話時準確無

### Silver Rules

The speakers added a set of Silver Rules: Prepare answers to questions which you don't want to answer. Correct any wrong statements or facts immediately but politely. Provide as much information as possible: Time, place, people. Look friendly but alert. If the interviewer rephrases your statements make sure he's got them right. If not, put them right at once. Don't feel you have to fill embarrassing silences. That's the interviewer's job. Don't end with so on and so forth or etc. They sound evasive. Don't lie or pretend to know. Don't trust an off-the-record promise. Don't volunteer irrelevant information.

The speakers advised on techniques. They mentioned:

- Bridging: That is turning negative into positive by using transition phrases, such as "I understand this is one of your concerns but what is more important is that..."
- Flagging: Number the few points you want to make and go through them one by one. "There are three factors to consider. The first one is..."
- Bull's Eye: Bring up the key point/statement at the very beginning.

### Checklist

In a checklist for a TV interview they advised on at least an hour's preparation. They advised on dress and appearance. In the studio they said let them do all the fussing. They advised on appearance and manner, telling the interviewee to sit forward in the seat, leaning slightly forward. Look at the interviewer throughout. Speak clearly and distinctly. Don't forget good manners. Use your hands as much as you want but avoid fussy or nervous movements. Have your notes with you if you want.

The seminar gave guidelines for a radio interview: Time is the important factor. Be

brief and concise. Try to prepare "sound-bites" of about 30 seconds for each key message. Stick to two or three key points. Facts and statistics are crucial and so are examples.

They added: be well rehearsed. Sound sincere and enthusiastic. Pay attention to your vocabulary and pronunciation, etc.

They also gave advice on preparation for a press conference, asking: Do you really need to call a press conference? Do you have a story to tell? Does your subject demand a question and answer session? Does your press kit cover all the angles, therefore making a question and answer session unnecessary?

### Visual aids

Other points: Use visual aids. Prepare three or four simple, terse sentences that are your key points and likely to survive editing. Opening remarks should not last more than five minutes. Prepare answers for negative questions. Rehearse bridging over to positive or safe areas. Test and check the audio-visual equipment personally. Keep your answers to about 20-30 seconds. Most important, stay calm.

The seminar got a checklist of 16 points on tackling controversy.

The speakers were Dr Lo Chi-kin, a well-known political and current affairs analyst and public relations consultant. Andy Ho On-tat, a political editor of the South China Morning Post before establishing PA Professional Consultants Ltd in 1991. Ng Ming-lam a veteran journalist and broadcaster for 25 years. Peter Lam Yuk-wah current co-host of the daily talk show, Tea Cup in the Storm on Commercial Radio and co-host of productions for RTHK. He was also one of the chief planners and presenters of elections programmes in 1995.



Lo Chi-kin 盧子健

誤；沉默是金，在適當時不妨保持緘默，讓採訪者自行處理；切勿以「等等」這類含糊用詞作結話語；切勿說謊或假裝知曉；切勿信任非正式的承諾；切勿提供不相關的資料。

應付傳媒的技巧如下：

- 正面表達：使用如「我明白這是你所關心的，但我認為... ..比較重要。」等語句，將反面的意思以正面的方式表達。
- 逐點列舉：逐點列舉論證。「我們要考慮三個因素。第一，... ..」。
- 一矢中的：一開首便帶出重要訊息。

### 其他重點

講者認為，接受電視節目訪問要注意下列要點：最少花一小時做準備工夫；注重衣著及儀容；切勿顯露緊張不安的情緒；坐姿微微向前傾；與採訪者保持目光交流；清楚地表達訊息；保持禮貌；盡量使用手勢作輔助語言，但避免流露緊張不安的舉動；如有需要，可攜帶演講稿。

以下是接受電台訪問時的要訣：分秒必爭；內容簡單清晰；主要訊息簡明扼要；要點不宜過多；列舉事例、數字及例子。

其他要點：作好準備；表現出自己的誠意；注意用詞及發音。

如需召開記者招待會，務必注意下列數點：是否有必要召開記者招待會？有充足的內容嗎？有需要進行答問環節嗎？記者參考資料是否齊備，藉此省卻進行答問環節？

### 影視器材

其他要點包括：使用輔助影視器材；以簡明扼要的句子表達主要訊息；開場白必須簡潔（不應超過5分鐘）；替負面問題預先準備答案；將反面的意思以正面的方式表達；親自檢查並試用有關器材；將答案維持在20至30秒；保持鎮定。

講者提出16項應付富爭議性訪問的要點。

四位講者分別為資深時事分析員及公共關係顧問盧子健博士；PA公共事務專業顧問有限公司董事總經理及南華早報前政治編輯何安達先生；資深傳媒工作者吳明林先生；商業一台「風波裡的茶杯」節目主持人及95選舉節目主要策劃人及報導員林旭華先生。



The seminar 研討會情況



# Improving Franchising Productivity

## Applying Multi-media Technology to Improve Retailing and Franchising Productivity

Charlotte Chow

**A**t a roundtable luncheon organised by the Hong Kong Franchise Association on 15 April 1996, Ronald Cheung, Principal Consultant, Computer Services Division of the Hong Kong Productivity Council examined the current development of multi-media and CD-ROM technology. Through demonstration, he told the audience how multi-media applications can improve retailing and franchising productivity.

"Multi-media consists of text, graphic, together with image, sound, video, animation, etc." Ronald Cheung said. In this modern society, multi-media will naturally become a widely adopted way of communication. When we say multi-media technology, we actually mean a combination of technologies including video & image handling, sound technology, media digitisation and compression, storage and authoring tool, etc, said Ronald Cheung.

One very obvious advantage of CD-ROM is its enormous capacity - one CD-ROM can store 1,300 pages of colour A4 paper or 10,000 pages of b/w A4 paper (more trees could be saved!) or 650 MB or 4 hours of audio or 30 minutes of video. Tedious searching of information could be

replaced by the press of a button and its usage is getting more and more user friendly. It is a handy tool for business presentation or publishing and more importantly, at affordable rates. Of course, production costs vary according to degree of sophistication and complexity.

Ronald Cheung feels that better retailing and franchising productivity can be achieved by applying multi-media technology together with CD-ROM. Franchisors can promote their systems to potential franchisees or put their operation manuals in a CD-ROM. Through this, franchisors would be able to have a better control of accounting process and the whole franchise system. Retailers can put their product catalogues in a CD-ROM and present them in a very interesting manner.

Customers can find the locations of shops and facilities in shopping malls through self-service computer kiosks. As a



Ronald Cheung speaking to participants  
張偉賢向與會者講解多媒體技術的應用情況

result, the number of staff can be minimised. The visual aided interactive characteristics of CD-ROM is useful in training, education and entertainment such as games, music, movies and karaoke.

Examples of usage of CD-ROM technology include: the Housing Authority making use of information kiosks to minimise labour and to monitor the types of enquiries handled, promotion of Hong Kong making use of voice annotated image database by the Hong Kong Tourist Association, product information kiosks by Hong Kong Telecom CSL, etc. ■

## 改善特許經營的生產力

如何應用多媒體技術改善零售及特許經營的生產力

周育珍

**香**港特許經營權協會於4月15日舉辦了一個小型午餐會。會上，香港生產力促進局電腦部首席顧問張偉賢先生就現時多媒體及唯讀光碟科技的發展發表意見，並為與會者示範如何應用多媒體科技改善零售及特許經營的生產力。

張氏說：「多媒體包括文字、圖形、影像、聲音、錄像、動畫等等。」多媒體將成為現代社會廣泛採用的通訊模式。張說：「其實，我們所說的多媒體科技，包含了錄像及影像處理、音響科技、媒體數碼化及壓縮、儲存及編輯工具。」

唯讀光碟的一大優點是容量龐大 - 一張

光碟可儲存1,300頁彩色A4紙、10,000頁黑白A4紙(可挽救不少樹木)、650兆位資料、四小時聲帶，或三十分鐘錄像帶。尋找資不用大費周張，只須按鈕操作，簡易快捷，適用於商務計劃講解或出版作業。最重要的是價錢相宜。不過，生產費用當然要視乎製作的複雜及專門程度而定。

張氏認為多媒體科技配合唯讀光碟應用可改善零售及特許經營的生產力。特許經營權授予人可藉此向有潛質的經營者推銷其產品系統，或將運作手冊儲存於唯讀光碟內，因而能更有效地監控會計系統甚或整個特許經營系統；零售商則可將產品

目錄輸入光碟內，以別開生面的形式呈現於用者眼前。

此外，顧客可透過商場內的自助電腦指南查詢商店位置及商場內設施，減省場地管理所需的人手。唯讀光碟的視覺互動特性適用於培訓、教育及多種娛樂，如電腦遊戲、音樂、電影及卡拉OK。

現時應用唯讀光碟科技的機構包括：房屋委員會應用電腦資訊系統減省人手及處理不同類別的諮詢；香港旅遊協會使用音頻影像資料庫協助推廣本地旅遊業；香港電訊透過電腦諮詢服務台為客戶提供產品資料。 ■

# Liberalisation of Trade in Services

Dr W K Chan and Charles Heeter on GATS

In preparation of the Singapore Ministerial Conference of the World Trade Organisation, the Trade Department organised a seminar on 9 May 1996 to inform the business community of the issues under consideration in the WTO agenda. The Chamber was a sponsor of this seminar.

The HKCSI was invited to address the seminar on the General Agreement on Trade in Services (GATS). The HKCSI speaker was Secretary General Dr W.K. Chan, representing the Chairman T Brian Stevenson. Through the HKCSI, a representative of the USCSI, Charles Heeter of Andersen Worldwide, was also invited to speak. Their presentations are as follows.

## The General Agreement on Trade in Services - "An Amateur's Introduction" W K Chan (for T Brian Stevenson) Hong Kong Coalition of Service Industries

Brian Stevenson has asked me to send his apologies. Being the Chairman of a service organisation, he has insisted that the service which he has promised must be delivered, so he has asked me to represent him.

On behalf of Brian, I am going to try the mammoth task of introducing what has been described as the biggest achievement of the Uruguay Round, namely, the General Agreement on Trade in Services, GATS, in five minutes.

GATS came into effect in 1995 and is the only comprehensive multilateral agreement governing international trade in services. The most important areas of GATS can be summed up in four aspects.

First, transparency of rules and regulations. This is especially important for trade in services as there is a much wider proliferation of rules and regulations for services than for goods.

Secondly, MFN, the most-favoured nation treatment. This ensures that countries will not be able to discriminate among its trading partners.

Thirdly, national treatment, i.e. to treat foreign firms as if they are local.

Fourthly, progressive liberalisation. Trade in services is not going to be liberalised overnight, but through GATS



Dr W K Chan 陳偉群博士

an ongoing process has been established whereby parties open up specific service sectors through exchanging requests and offers.

This last point is important in that it crystallises the other principles into concrete commitments. Through the request/offer process, more and more service sectors will be opened for trade. Because the nature of services are so wide-ranging, there are more ways than one through which services are delivered. Specifically, there are four ways through which services are traded, and they apply to all service sectors. They are:

First, cross border trade, in the traditional sense of selling something abroad. I have a UK bank account so some bank in the UK has sold its service to me through cross border trade.

Then, secondly there is consumption abroad. Some services can be sold by getting the foreigner to come here. Tourism is a fine example.

Thirdly, and I consider most importantly, commercial presence. To sell service through commerce presence means being able to establish a branch or a subsidiary abroad in order to provide your service. Often this is similar to having the right to invest.

Finally, movement of personnel, i.e.

selling the service through sending someone over.

In many ways the greatest value of GATS is to have opened the way for liberalisation according to these four ways of selling services, or "modes of delivery" as they are called in GATS terminology.

So, in the negotiations there are countries, there are sectors, and there are modes of delivery. The challenge is for us to liberalise as many sectors and as many modes of delivery in as many countries as possible.

I hope this brief introduction will prepare the way for the one that follows. I have titled my presentation "an amateur's introduction" because I am going to pass on to my colleague Charles Heeter of the USCSI to give you the expert's introduction.

## Remarks by Charles P Heeter Jr Partner Andersen Worldwide

### Introduction

Dr Chan, as an "amateur" you put us so-called experts to shame with your economy of words and clarity of expression. That was one of the best, most succinct descriptions of the GATS that I've heard!



I'm one of those people who subscribes to the view that the GATS is potentially the biggest achievement of the Uruguay Round. I say this for two reasons.

1. First, the Agreement brings, for the first time, some common rules to the conduct of more than \$1.1 trillion of international commerce. This is about 20 percent of world trade that has been outside the multilateral system, has not benefitted from a common core set of principles, and, thus, has been uncommonly vulnerable to trade restrictions and distortions. This has got to be significant for an economy like Hong Kong's where more than 80 percent of economic activity is in services.

2. Second, the Agreement extends the definition of what activities constitute trade and subjects them to nondiscriminatory rules. It covers traditional cross-border transactions, but goes further to encompass investment and the movement of people—both of which are critical to service industry operations. It also recognizes that domestic regulations—not just those at the border—can have a profound effect on trade.

#### Assessment

I said at the outset that the GATS is potentially the biggest achievement of the Uruguay Round. I used the word "potentially" because I don't think we know yet whether it will actually open markets and create business opportunities—or whether it's just some high-minded principles with little commercial value.

As I see it, there are three areas of concern.

1. First, the Agreement is not user-friendly. As Brian pointed out, the schedules of commitments made by each country are what bring the rules and principles down to commercial reality—and they are almost unintelligible. It's extremely difficult to figure out what's there. If you doubt me, I simply urge you to have a look.

Now big companies already operating internationally might be able to cope with this, but I think it creates a real hurdle for small and medium-sized firms and those who are new to exporting.

2. Second, to the extent the schedules can be understood, the almost universal conclusion is that they don't change very much. Here and there, we find new market openings, but, for the most part, the schedules simply codify the status quo.

Now this is not all bad. The schedules have captured some of the unilateral liberalization and privatization of markets that has taken place around the world over the past decade. And then make it difficult for governments to turn more restrictive or protectionist.

Already this has paid dividends, where threatened new restrictions, for example, in accountancy in Greece and the audio-visual sector in India have been resisted on the basis of GATS commitments.

Having said this, the schedules hardly set the hearts of free traders aflame!

3. Which brings me to my third point: the prospects for liberalization anytime soon do not look very good. At the end of the Uruguay Round, it was agreed to

continue negotiations on the movement of people, financial service, telecommunications and maritime transport, as well as to begin a work program on professional services.

Three of the four negotiations have ended. And while not failures, we would be hard-pressed to call them successes. In fact, rather than declare failure, the negotiators on financial services and telecoms set new deadlines for next year. The fourth negotiation on maritime transport ends in June, and looks dead in the water. And the work program on professional services, while up, is hardly running.

#### Suggestions

So with that rather sober assessment, where do we go? How do we achieve the potential of the GATS? Let me try out several suggestions for what might be done at the Singapore ministerial. These range from the philosophical to the mundane.

1. First, on the philosophical side, I think the trade ministers need to make the case for free trade to the world's voters and citizens. Public support is eroding and it needs to be shored up. We need to reinforce the lessons of the past 50 years—and especially the successes of the past decade. If this message is not delivered clearly and convincingly, support for free trade and the multilateral system will continue to erode.

2. Second, the ministers, in my view, should recommit their governments to getting acceptable agreements in key service sectors. As I mentioned, the book is not closed on financial services and telecoms, which face new deadlines next year. These sectors are critical. There also is a wonderful opportunity right now to make a success of the Working Party on Professional Services and to harvest its first recommendations, at Singapore.

3. Third, on the mundane side, the GATS schedules need to be translated into commercially relevant terms. Perhaps, the ministers could commit some resources through the World Bank or the OECD or UNCTAD to clean up this mess and provide some useful guidance to the private sector.

4. And finally the GATS broke the ice in terms of bringing investment and the movement of people into the rules of the trading system. Now is the time for ministers to begin thinking how the benefits of this reform can be extended beyond services to producers of goods ■



Charles Heeter 黑斯特斯



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# 1996 GDP growth down to 4.5%-to-5% range?

Chairman William Fung in his Annual Address says easing in growth means inflation is coming down, wage increases are moderating yet employment growth remains firm.

**W**illiam Fung, completing his second year as Chairman, told the Chamber's Annual General Meeting on April 23 the Chamber now believes that Hong Kong's GDP growth for 1996 is more likely to be in the 4.5-to-5% range rather than 5%-or-above.

He explained in his Annual Address Chamber Business Summit forecasts last December of steady GDP growth in 1996 or slightly better than 5% with inflation averaging down to 8% were made before the disappointingly low GDP growth of just 3.1% for the final quarter of last year was announced.

William Fung said the positive side of this easing in growth is that inflation is coming down, wage increases are moderating and, despite the slow down, employment growth remains firm.

## Next boost, 1997

"It does seem, however, the Territory will have to look to 1997, the final year of the transition of sovereignty, for its next boost to growth," he said.

He said at 4.6% economic growth in 1995 was well down on 5.4% in 1994 and the better than 6% recorded in both 1993 and 1992. Quarterly growth trends in 1995 were also worrying with a slippage from a peak of 6.1% in the first quarter to a disappointing 3.1% in the final quarter.

At the heart of the decline was a slow down in domestic consumption which manifested itself in the real decline in retail sales.

Unemployment also rose throughout the year at 3.6% in December, though the average for the whole year was a more modest 3.2%.

"This caused understandable concern in the whole community, a level of concern that is being addressed in both business and government. It should be noted however that employment also reached record levels during 1995, peaking at over three million jobs at year's end.

## Real cause

"The real cause of the problem in the labour sector is that population growth, and more

importantly, workforce growth, have been extremely rapid, exceeding the slower growing economy's ability to absorb this additional available labour. This should hopefully be a temporary problem resulting, as it does, from the changing age profile of the population and substantial net immigration."

William Fung said the difficulties of Hong Kong during the year should not be allowed to overshadow the continued successes of Hong Kong.

"Merchandise trade growth continues to be strong, though down on the average rates of increase of the last decade. More importantly, reflecting the dramatic shift in structure of the local economy from manufacturing to services, trade in services continued to make strong progress.

"Unfortunately, a substantial increase in



William Fung, delivering his Annual Address to the AGM. 馮國綸在週年會員大會上致辭

## 96年香港經濟增長率 調低至4.5% - 5%

總商會主席馮國綸在週年會員大會上指出，經濟增長放緩使通脹回落；縱使工資增長幅度溫和，但就業增長仍保持強勢

**完**成第二年主席任期的馮國綸於4月23日的總商會週年會員大會上指出，香港的1996年本地生產總值增幅將介乎4.5%至5%之間，而不是較早前所公佈的5%或以上。

馮氏在週年大會上為上述的修改作出解釋，他表示，在去年12月舉行的香港商業高峰會上，總商會有信心認為1996年的經濟增長率會稍高於5%，而通脹率則會低於8%。可是，這些預測是本會在政府公佈去年最後一季的本地生產總值前發表的。去年最後一季的本地生產總值增幅僅為3.1%，可謂強差人意。

馮國綸強調，經濟增長放緩所帶來的正面影響是通脹回落、工資增長溫和，以及就業率仍然緩緩上升。

## 另一高峰

馮氏認為：「本港似乎要待1997年（主權移交的最後一年）才有機會攀上另一個增長的高峰。」

他表示，1995年香港的經濟增長率僅為4.6%，固然較1994年的5.4%為低，更遠遠不及1992及1993年高於6%的經濟增幅。此外，本港的季度經濟增長亦由首季的6.1%滑落至第四季的3.1%，情況令人憂慮。

導致經濟放緩的原因是本地消費力減弱，而後者則可從零售業衰退中反映出來。

另一方面，本港的失業率亦在過去一年不斷上升。儘管全年的平均失業率為3.2%，但12月份的失業率卻曾達到3.6%的高峰。

馮氏認為，失業問題引起了社會各界（包括政府和商界）的廣泛關注，是可以理解的，但值得注意的，是1995年就業人數同時



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merchandise imports during the year resulted in an overall goods and services deficit of HKD25 billion for the year, the first such deficit since 1982. We hope this is temporary as the deficit was caused in 1995 by big increases in capital goods imports and imports of raw materials and manufactures.

### Fundamental change

"However, we must recognise that there has been a fundamental change in our external trade structure. As industry moves north and into the region, Hong Kong exports will increasingly turn into re-exports.

"The definition of re-exports is a tenuous one and if more containerisation is performed in China, a substantial part of our re-exports can be transformed into transshipment figures. For the future, we feel that Hong Kong's export earnings will come increasingly in the form of 'visible' earnings and the old method of taking Hong Kong's economic temperature by looking at traditional merchandise trade figures will no longer be valid."

William Fung said there was better news on the inflation front.

"Inflation continued to come down during the year and by December had reached an annualised rate of 6.6% (CPI A), though average inflation for the year was still 8.7%. Lower inflation helped take some pressure off costs and the increase in wages for the year was at, or a little below, the inflation rate.

"The lagged impact of higher interest rates experienced throughout 1994 and into the first quarter of 1995 also had an impact

on property prices and rentals. While hardly welcomed by property owners and developers, this brought some welcomed relief to property users in the business community by further moderating cost increases."

William Fung went on to ask, "What does all this mean for the current year?" (Summarised in opening paragraphs). ■

打破 300 萬大關。

### 失業率高企的真正原因

導致失業率高企的真正原因是人口增長，更重要的，是勞動人口的增長速度超越了經濟增長的速度，經濟無法吸納額外的勞動力所致。失業問題只是人口的年齡結構轉變及抵港移民人數增加所引致的暫時現象，可望盡快得到解決。

馮氏表示，香港在過去一年所經歷的困難不應掩蓋其成功的一面。他指出：「去年的商品貿易增長率雖然不及過去十年的平均增長速度，但仍堪稱強勁。更重要的，是服務貿易的增長幅度一直維持強勁，顯示本地的經濟結構已逐漸由製造業轉向服務行業。

「可惜，本港由於在過去一年的進口商品大增，以致自 1982 年以來，首次出現逆差 (250 億)。由於逆差是因大量進口資本貨物、原料及製品所致，我們相信有關問題只屬暫時性質。」

### 對外貿易結構改變

馮氏說：「我們必須承認，本港的對外貿易結構已有所改變。由於工業北移，香港的出口貨品逐漸變為轉口貨品。」



The AGM. 週年會員大會

他又強調：「所謂『轉口貨品』，定義其實十分含糊；若中國自行把更多貨物裝箱付運，則不少轉口貨品便變成轉運貨物。今後，我們認為『無形收益』會逐漸變成香港出口收益的主要來源。以商品貿易數字來評估香港經濟冷熱的傳統觀念，相信將變得不合時宜。」

馮國綸表示，香港的通脹情況有所改善，令人鼓舞。

「香港的通脹情況有所改善，令人鼓舞。本港的通脹率在過去一年持續回落。雖然 1995 年的平均通脹率仍維持在 8.7% 的水平，但甲類消費物價指數平均已降至 6.6%。通脹放緩減輕了生產成本及工資上漲的壓力。」

「1994 至 1995 年首季的息率高企，有助遏止物業樓價及租金上升。雖然這種情況不為業主及發展商所樂見，但卻受到商界的物業使用者歡迎，有助減輕經營成本。」

接著，馮氏闡述以上各點對來年的啟示 (見本文第一、第二及第三段)。 ■

# 'A bit disappointing'

William Fung reacts to HKCSI not being given leading part in promotion of export of services

Chamber Chairman William Fung, turning from the economy to other important issues in his AGM Annual Address, said it is "a bit disappointing" that, given the leading role of the Chamber's Hong Kong Coalition of Service Industries (HKCSI) in influencing the Government's approach, the HKCSI was not given a leading part in the promotion of export of services.

"Nevertheless, the HKCSI will continue to play a key private sector role in the expansion and promotion of Hong Kong's vibrant services sector,"

He told Chamber members during the year under review the Chamber took strong stands on several contentious local issues on

behalf of the Hong Kong business community and will continue to do so in the year ahead. He placed the promotion of the exports of the services sector third among these issues. He led his contentious list in this order:

\* On labour matters, William Fung said the Chamber had led the process of seeking to moderate wage demands through its annual wages recommendation, delinking it from inflation. While the 8% wage increase guideline was controversial the Chamber leadership felt that if Hong Kong is to remain competitive it must continue to restrain cost increases where they could be tackled.

The Chamber attended both of the Governor's Employment Summits and fought

long and hard for the maintenance of the scheme allowing imported labour. Unfortunately under political pressure the Government replaced the General Import Labour Scheme with the new and more restrictive Supplementary Scheme. The Chamber, he said, will continue to lobby for a more flexible and an open labour import scheme that addresses the needs of the market.

### MPF

• On the Mandatory Provident Fund (MPF), William Fung said throughout the last 12 months the Chamber continued to liaise with Government both before and since the enabling legislation was passed by the



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Legislative Council. The Chamber seeks to ensure that the details of the MPF to be included in the subsidiary legislation on ORSO funds and long service awards will be acceptable to businesses. William Fung began his list of important issues with:

- The transition process, saying business interest and concern had heightened. For its part the Chamber had steadfastly maintained its non-political stance while advancing the business community's interest in a smooth transition. The Chamber generally welcomes the recent progress made between the British and Chinese sides, following the sometimes uneasy relationship between the two. With the appointment of the Preparatory Committee and the imminent selection of the new SAR's first Chief Executive, the Chamber looks forward to substantial progress in the remaining months of the transition.

- The Chamber was especially pleased to see the approval of the Court of Final Appeal with the passage of the CFA Bill, as well as the agreement between the British and Chinese sides on the financial support for the Airport and the passage of the Airport Authority Ordinance. It was also pleased to see the greater measure of progress on other matters before the Joint Liaison Group, though further progress is necessary in the months ahead.

## US and China

- Over recent years, the Chamber has worked tirelessly to ensure that there are better trade and investment relations between Hong Kong's two biggest trading partners, the US and China. It was therefore particularly, pleased to see agreement between the two sides last year on the Protection of Intellectual Property Rights and the decision by the US President to renew China's Most Favoured Nation (MFN) status unconditionally in June last year. Though Christopher Warren has already indicated that the US Government will extend MFN to China for another year, there is still some concern with the Republican-controlled US Congress.

Hence the Chamber has initialled through the 14 members of the Intercham body a letter setting out Hong Kong's concerns about the need for unconditional renewal of MFN status for China. This letter is being sent to the governments of the Intercham Chambers urging them to press the US on the issue, as well as to the leadership of the US Administration and to members of Congress.

- Another issue that deserves noting is the successful conduct of the Legislative Council elections in September and he congratulated Paul Cheng on his success in the First Commercial Functional Constituency, which represents Chamber members.

In a brief comment on the Chamber's accounts, William Fung said he was pleased to report the Chamber's financial position

continues to be sound and that 1995 saw a healthy surplus. This is despite some increased expenditure during the year related (1) to the new business centre at Kowloon Bay (2) upgrading the Chamber's computer capabilities including those within the Certificationm Division and (3) full provision against its investment in Tradelink in keeping with the Chamber's prudent investment practice.

He commended the Director and all his staff in making the Chamber's work very cost effective and efficient. ■



Chairman William Fung. 馮國綸

## 「叫人有點失望」

馮國綸對香港服務業聯盟未獲政府邀請在推廣服務出口方面擔當領頭角色作出回應

**總**商會主席馮國綸在週年會員大會上繼續報告其他重要的事項。他指出，雖然總商會屬下的香港服務業聯盟在促使政府採納推廣服務業的策略時，擔當了一個重要角色，但令人失望的是，在推廣服務出口方面，該組織並未獲邀請擔任領頭的角色。

馮國綸指出：「無論怎樣，香港服務業聯盟會繼續在私營環境內擔當重要的角色，為香港蓬勃的服務業進行拓展及推廣的工作。」

他對商會會員表示，在過去一年，商會就數項引起爭議的本地事務代表商界採取堅定的立場。來年，總商會將竭盡所能，繼續為商界服務。以下為有關事務的詳情：

- 在勞工問題上，馮氏認為總商會建議把每年的工資加幅與通脹脫鉤，有助減緩工資增長。商會提出 8% 的加薪幅度指引雖然引起爭議，但香港若要維持現有的競爭力，就必須盡可能繼續遏止成本增長。

商會亦曾兩度參與港督召開的就業高峰會，盡力要求政府保留輸入外勞計劃。可惜，在政治的壓力下，政府以限制較多的「補充輸入勞工計劃」取代了「一般輸入勞工計劃」。馮氏指出，總商會將繼續進行游說工作，希望政府採用更具彈性、更寬鬆的輸入勞工計劃，以配合市場所需。

## 強制性公積金

- 馮氏表示，在過去 12 個月裡，商會不斷就強制性公積金計劃與政府磋商，而這項工作早在立法局通過強制性公積金計劃的法例前已經開始，且於其後仍有跟進。總商會希望政府把強制性公積金的細則納入《職業退休計劃條例》的附屬法例之內，並確保長期服務金的安排為商界人士接納。

在週年會員大會上，馮國綸談到以下各點重要事項：

- 在這過渡期內，商界的利益及事務最為人關注。總商會堅決保持政治中立之餘，亦致力促進商界權益，力求平穩過渡。對於近日中英雙

方所達成的進展，本會表示歡迎。隨著籌委會誕生及即將選出首任特區首長，本會期待在過渡期餘下的日子裡，有關工作會取得重大進展。

- 商會喜見《終審法院條例草案》終於獲得通過，終審法院得以成立；中英雙方就新機場的財務問題達成協議，《機場管理局條例》又獲通過。此外，中英聯合聯絡小組就有關過渡的問題取得了長足的進展，實乃可喜的現象。雖然如此，但雙方仍須在未來取得更進一步的成果。

## 中美關係

- 近年，總商會不遺餘力，確保香港兩大貿易夥伴美國及中國之間保持良好的貿易及投資關係。令人欣慰的是，中美去年已就保護知識產權一事達成協議，美國政府在去年 6 月又決定無條件延續中國的最惠國待遇一年。雖然美國國務卿克里斯托弗曾表示，美國政府會在下一年繼續給予中國最惠國待遇，但我們對於由共和黨控制的美國國會仍感憂慮。

- 有見及此，商會便與聯合商會的 14 個成員一同去信各商會所屬的政府、美國官員及國會議員，說明香港對無條件延續中國最惠國待遇的關注，游說他們促使華府支持此事。

- 值得一提的，是立法局成功在 9 月份進行了選舉，馮氏在週年會員大會上祝賀鄭明訓議員在商界第一組功能組別當選；鄭氏將在立法局內代表總商會會員的權益。

談到總商會的財政狀況時，馮國綸表示商會的財政十分健全。在 1995 年，雖然商會的開支由於以下原因增加，但仍出現可觀的盈餘。

(1) 九龍灣商務中心開幕，

(2) 更新本會辦事處及簽證部的電腦設備，以及

(3) 在秉承本會審慎的投資傳統的時，預留足夠資金發展《貿易通》計劃。

馮氏在會上讚揚商會總裁及所有員工的努力和卓越貢獻，全憑他們的努力，商會才可在執行工作時，符合成本效益及達致高效率。■





Jardine Pacific wishes all members of the new General Committee of the Hong Kong General Chamber of Commerce every success in the years to come. Jardine Matheson was one of the founder members of the Chamber in 1861. As the trading and services arm of the Jardine Matheson Group, Jardine Pacific looks forward to continuing its successful relationship with the Chamber in the future.



**Jardine Pacific**

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# More needed on business friendly Government

Paul Cheng speaks on three key issues

**P**aul M F Cheng, the Chamber's elected representative in LegCo, told the AGM the few largely cosmetic concessions and initiatives offered in the 1996-67 Budget on the Government's pledge to become "business friendly" are only a beginning -- much more is needed.

He said the Government's pledge is very welcome. But he added:

"With Hong Kong undergoing dramatic economic changes (not to mention the challenges concerning 1997), the Government should continue its non-interventionist stance while at the same time assuming a more active leadership role in creating an environment that will allow us to compete more effectively in an increasingly competitive region and world," he said.

"I will do what I can to ensure "business friendly government" becomes



Paul Cheng 鄭明訓

a reality.

This was the first of three key issues Paul Cheng said he wanted to comment on rather

than reading out a list of speeches he had made in LegCo, questions he had asked and bills he had debated.

## Factional politics

Paul Cheng's second key issue was factional politics.

"Like me, you as businessmen, are probably despairing at the emergence of factional politics. Even quite simple issues becoming complicated and held hostage to the political agendas of various groups.

"In the end, it is essential that Hong Kong does not become overly political and should concentrate on what it does best - business, because that is what has made Hong Kong the success it is today," he said.

On his third key issue, co-operation, Paul Cheng said: "Signs of political conflict and instability have a damaging effect on our image overseas -- and on investment decisions made in New York, London, Tokyo and across the globe.

"At the current time, Hong Kong's interests would be better served by co-operation and communication -- and not confrontation. "Let me clarify that I do not limit this observation to LegCo but all parties involved in the transition.

## Co-operation

"In terms of co-operation within the Chamber, I have already seen this working well and trust this will continue," he said.

Paul Cheng said the general pace of legislation will increase as this LegCo session continues and many of these bills could have a direct, or indirect, impact on the business environment in which all members are operating.

He said important issues that lie ahead include the establishment of the Mandatory Provident Fund (MPF), the creation of a mortgage corporation in the Territory and the drafting of a composite Securities and Futures Bill.

"The benefits of a clear and open channel of communication between my office and Chamber members was evidenced by our successful motion on Hong Kong's status as a leading centre of international finance," he said.

"In short, communication allows your views to be better represented and access to

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# 香港亟需一個「便利工商界發展」的政府

鄭明訓暢談有利工商界發展的三大要點

**總**商會的立法局代表鄭明訓在週年會員大會上表示，政府藉 1996 至 97 年度財政預算案所提出的數項寬減優惠僅是開端而已，當局若要履行締造一個「便利工商界發展」的政府的承諾，便需要為本港的工商界提供更多實質的支持。

鄭氏雖然歡迎政府所作出的承諾，但他補充：「隨著香港經濟出現重大轉變（暫且不談有關 1997 年回歸問題的各項挑戰），政府在繼續維持不干預政策之餘，亦應採取積極行動，好讓我們的工商業能在競爭日趨激烈的地區及世界市場上佔一席位。」

他表示：「本人會竭盡所能，使『便利工商界發展的政府』成為事實。」

以上為鄭明訓所提出的首項要點。他表示自己不會在總商會的週年大會上重複以往在立法局上曾發表的演辭、曾提問的問題、或曾辯論的條例草案。

## 派系政治

鄭氏在大會上提出的第二點是派系政治。

他向與會人士強調：「在座的商界人

士相信一如本人，對派系政治感到失望；縱使是異常簡單的建議，都會因派系的政治立場不同而變得複雜，最後被迫胎死腹中。」

他說：「最重要的，是香港不能過於政治化，相反，本港應集中發展自己的強項——那就是工商業了，因為香港全憑過往努力發展工商業，才擁有今天的成就。」

鄭氏提出他的第三點建議時指出：「政治衝突及不穩使香港的國際形象受損；此外，紐約、倫敦、東京及全球各地在本港的投資決定亦因而受到影響。」

「現時，維護香港利益的良方不是對抗，而是合作和溝通。」

鄭氏與會者解釋：「容我澄清，上述意見所針對的不僅是立法局，更與過渡期內各界人士有關。」

## 合作

鄭明訓指出：「總商會內部成員合作無間，我深信這種情況會維持下去。」

鄭氏預料立法局通過法例的速度會普遍提高，而當中有不少條例草案更會直接或間

接地對商界構成影響。

他透露，立法局行將辯論的重要議題包括成立強制性公積金、成立按揭證券公司，以及草擬《綜合證券及期貨條例》。

鄭氏續說：「我在立法局提出的動議——《維持香港作為主要國際金融中心的競爭力》——獲得立法局同寅支持，這得歸功於總商會會員與本人作出坦誠開放的溝通。」

他對與會的嘉賓說：「總括而言，溝通使閣下的意見更能如實地反映出來，而閣下所提出的高見亦使我們的同僚裨益不淺。」

「有鑑於此，我希望在座各位能與本人的辦事處聯絡，提出自己的意見，好讓我在立法局上能全面反映你們的心聲。」

the kind of 'expert' advice you can offer might even make it possible to share the spotlight with some of my more flamboyant colleagues.

"Therefore, I would like to urge all of you to contact my office to voice your opinions and suggestions on other issues so that I may better represent you in LegCo."

## Critical to have private sector actively involved

Brian Stevenson on services promotion also says important to have proper management structure for service promotions coordination

**B**rian Stevenson, Chairman of the Hong Kong Coalition of Service Industries (HKCSI), reporting to the AGM, said in the view of the HKCSI it is important to have a proper management structure to coordinate services promotion, such as an institution within the Government Secretariat.

He said equally, the HKCSI feels it is critical to have the private sector actively involved.

Brian Stevenson began his report by saying in 1995 and 1996 "services" has become a key word in economic policy-making.

He said in the March 1995 Budget former Financial Secretary, Sir Hamish Macleod, established as a major policy the promotion of Hong Kong's trade in services.

In September, his successor, Donald Tsang, took this further by establishing a task force on services promotion. The HKCSI supported this task force and following a

series of consultation among its constituents, the HKCSI made several submissions of recommendation to Donald Tsang.

## Budget speech

He said: "This process continued well into the early part of this year and culminated in Donald Tsang's first Budget speech in which he published a supplementary booklet detailing his plans for promoting the service industries. We are happy to see that many of



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# 私營環節積極參與至為重要

施文信認為有必要設立適當的管理架構統籌推廣服務業的工作

在週年會員大會上，香港服務業聯盟主席施文信匯報工作時指出，本港有必要設立適當的機構（如在港府決策科內）統籌推廣服務業的工作。

他並強調，香港服務業聯盟認為私營環節的積極參與同樣重要。

施文信在報告的開頭表示，在95和96年，「服務」已成為制訂經濟政策時的關鍵字眼。

他續稱，在95年3月發表的財政預算案中，當時的財政司麥高樂爵士已將推廣服務行業確立為港府的主要政策。

同年9月，新任財政司曾蔭權更就推廣服務業成立了工作小組。香港服務業聯盟對此表示支持。經諮詢成員的意見後，聯盟向財政司呈交了多份建議。

## 財政預算案

施文信認為：「直至本年年初，上述的工作一直進展良好。財政司在他的首份預算案中，更特別印製了一份附件，詳細說明推廣服務業的計劃，其中不少建議都是在考慮香港服務業聯盟的意見後而提出的，我們對此深感欣慰。

「我們認為，財政司選擇貿易發展局及生產力促進局等機構肩負推廣服務業的重責，是一個明智的決定。與此同時，私營環節的積極參與亦同樣重要。」

香港服務業聯盟認為，有必要設立適當的機構（如在港府決策科內）統籌推廣服務業的工作。

## 積極參與國際事務

1995年，香港服務業聯盟繼續積極參與世界貿易組織及聯合國貿易及發展理事會有關的討論。

當世界貿易組織就金融服務展開的討論差不多陷入僵局時，香港服務業聯盟首倡世界服務業聯盟就此事向世貿組織呈交聯合聲明。有關協議終於在去年7月達成，體驗了群策群力的成果。

施文信同時透露，聯盟於去年11月成立地產服務委員會，進一步增強服務業聯盟的代表性。

聯盟屬下的委員會繼續就廣泛事項提供意見，例如企業管理、改革法律服務、監管國際電腦網絡、交通等，協助制訂有關政策。

最後，施文信向那些與委員會一起工作的港府官員、各成員及服務業聯盟秘書處的職員致以衷心謝意。

his proposals reflected the views of the HKCSI.

"We believe Donald Tsang has correctly identified bodies, such as the Trade Development Council and the Productivity Council, as having an important role in implementing services promotion. Equally, we feel it is critical to have the private sector actively involved.

"In our view it is important to have a proper management structure to coordinate services promotion, such as an institution within the Government Secretariat."

Brian Stevenson said the emphasis on promoting services underlines the importance of an international outlook.

## High profile

In 1995 the HKCSI continued to maintain



Brian Stevenson 施文信

high-profile participation in forums, such as the World Trade Organisation and the United Nations Council for Trade and Development.

In the WTO negotiations on financial services, the HKCSI took the lead in launching a joint CSI statement to the WTO when negotiations were close to failure. These joint efforts of the world CSI movement paid off with an agreement reached in July 1995.

Brian Stevenson said a new Committee on Real Estate Services was established in November 1995 further expanding HKCSI representation.

HKCSI Committees continued to contribute to a wide range of policies such as corporate governance, reform of legal services, regulation of Internet, traffic congestion, to name a few.

Finally, Brian Stevenson expressed a word of thanks to counterparts in government, its constituent bodies and the CSI Secretariat for their continual support. ■

# SME study leads to Ordinance review

Maria Cheung reports on work of Committee

**M**rs Maria Cheung, Chairman of the Chamber's Small and Medium Enterprises Committee (SME), reported to the AGM that, as an extension of its study into spiralling costs, the Committee is engaged in the review of the Companies Ordinance now being conducted by the Government.

"Through our representative involved in the review process, we hope to be able to influence the final product, so to speak, which would be structured to take into account the characteristics and needs of small businesses," she said.

The Committee, she explained, in promoting small business domestically

and to some extent internationally over the past 12 months, undertook a study into the impact of escalating costs in Hong Kong on local companies.

## Wide interest

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SME Committee managed to raise awareness within the Government, LegCo and the business community of the important role that SMEs play in maintaining a healthy economy and, at the same time draw attention to the special needs and circumstances of small businesses.

In its report on rising operating costs, the Committee singled out high staff turnover and rising salary bills as a major problem faced by entrepreneurs in the day-to-day running of a business in the Territory.

Mrs Cheung said as a result the Committee formulated and submitted a proposal to Government on an alternative labour importation programme which would be more business-friendly and better match with demand. Unfortunately, while incorporating some of our ideas, the Government also chose to impose an unwelcome ceiling of 2,000 workers in an amended supplementary labour scheme introduced in February.

Other than the work of lobbying Government, the SME Committee was actively involved in the organisation of informative round tables and practical training workshops on a wide range of topics. These included finance, strategic management, human resources and the China market. In total there were 18 round tables and 11 training courses. More recently the SME Committee organised a seminar to examine ways of rebuilding the competitiveness of Hong Kong SMEs.

### Social activities

"I believe that part of the reason for the Committee's success lies with the social activities that it organises for members. These included the culinary visit to Zhaoqing last October and the third annual Spring Dinner in March this year. The Spring Dinner has continued to grow in popularity year after year. This year it set another record with an attendance of over 900 participants.

Maria Cheung concluded: "I am most encouraged to see that the work and activities of the SME Committee have continued to receive strong and widespread support from Chamber members and the Chamber General Committee. We shall make ongoing efforts to further develop products and services which meet members' needs. We are always on the look out for ideas and suggestions and would therefore welcome your comments on the work that we do."

# 中小型企業委員會 研究報告促使港府 對現行條例 進行檢討

張黃莉淳匯報委員會工作

**總**商會中小型委員會主席張黃莉淳女士在週年會員大會上匯報委員會的工作，她表示，委員會去年的研究報告指出中小型企業在維持健全的經濟方面實在功不可沒，正因為這樣，港府及商界人士更應正視中小型企業的独特需要。此外，委員會在過去亦積極參與現時由政府進行的《公司條例》檢討工作。

張女士強調：「參與檢討工作的委員會代表將竭盡所能，務求在制定最終版本前，中小企業的特色及需要能獲得充分考慮。」

張女士稱，為了促進中小型企業在本地，甚或在海外的發展，委員會在過去一年特別就經營成本上漲對香港公司所構成的影響進行研究。

### 廣泛關注

研究報告的發表，引起社會人士的廣泛關注。委員會得以藉此提醒政府、立法局及商界人士：中小型企業在維持健全的經濟方面實在功不可沒。正因如此，上述人士更應正視中小型企業的独特需要。

委員會在有關經營成本上漲的報告中指出，高企的工資和員工流失率是僱主在經營時面對的主要難題。

張女士說，委員會草擬了一份意見書，建議政府採納一個更有利商業發展及更能配合市場供求的輸入勞工計劃。令人遺憾的是，儘管接納了我們的部分建議，但港府在本年2月公布的「補充輸入勞工計劃」中仍然附加了2,000名這個不受歡迎的



Mrs Maria Cheung.  
張黃莉淳

限額。

除游說政府外，委員會更積極舉辦各類小型午餐會及實務培訓課程，內容涉及財務、策略性管理、人力資源及中國市場。去年，委員會共舉辦18個小型午餐會及11個培訓課程。剛於日前舉行的研討會就是探討如何重建本港中小型企業的競爭能力。

### 聯誼活動

張女士認為：「本人相信，委員會的成功，會員間的聯誼活動實在應記一功：這包括去年10月的肇慶及三水禾花雀美食團及剛於上月初舉行的第3屆春茗聯歡晚會。今年，參加春茗聯歡的會員達破記錄的900人，足證這項活動的受歡迎程度與日俱增。」

最後，張女士總結：「對於廣大會員及理事會的大力支持，本人深感鼓舞。本會將繼續推出更多產品及服務，以配合會員的需要。歡迎會員就委員會的工作發表意見。」





# Expert group discusses China's WTO application

C C Tung reports on the work of the China Committee

An expert group formed by the Chamber's China Committee has twice met officials of China's Ministry of Foreign Trade and Economic Cooperation (MOFTEC) to discuss trade liberalisation and China's application for membership of the World Trade Organisation.

C C Tung, China Committee Chairman reporting on China-related issues, at the Chamber's AGM, said the expert group had met the MOFTEC officials for discussions once in Beijing and recently in Hong Kong.

He said the roles of the China Committee are to advise and assist the Chamber in formulating policy, enhancing economic relations, strengthening trade performance between Hong Kong and China and to promote and to protect the business interests of Hong Kong through representations, lobbying and visits to China.

It plays a unique role in trade and investment in China, he said. It carried out a number of projects within the last year to assist Chamber members in establishing an effective business network in the country.



C C Tung, now a Chamber Vice Chairman.  
總商會現任副主席董建成

## Outgoing missions

Its outgoing missions included in 1995 a goodwill mission to Beijing, five study missions to the Pearl River Delta, Shanghai, Xiamen and Chengdu and two one-day visits to Zhuhai Airport and Guangzhou Economic and Technological Development Zone. A total of 177 members joined the missions and were given the opportunity to meet with

senior government officials in various provinces and cities.

The delegation to Beijing has become an annual event for the Committee for many years, C C Tung told the AGM. The programmes usually included meetings with a Vice Premier and Vice Ministers from various Ministries and Commissions.

The purposes of the visits are to maintain goodwill and to exchange and update information on current economic developments with senior officials. Last year the Committee had MOFTEC as its host organisation again. Vice Minister Mdm Li Guo Hua received the China Committee delegation and hosted a very constructive session. C C Tung said besides outgoing missions, the China Committee continued to host meetings and organise luncheons for a large number of incoming guests from the Mainland. VIP visitors included Xiang Huai Cheng, Deputy Director of the State Administration of Taxation; Zheng Wan Tong, Deputy Head, United Front Work Department, Guo Dong Po, Chairman of the China Council for the Promotion of

## 專家小組與中方官員 談中國加入世貿組織

董建成報告中國委員會的工作情況

總商會的中國委員會專家小組，兩度與中國對外貿易經濟合作部的官員商討貿易自由化及中國申請加入世貿組織的事宜。

中國委員會主席董建成在總商會的週年會員大會上報告委員會的工作時指出，專家小組曾在北京及香港與外經貿部的官員會晤。

他表示，中國委員會的主要工作是協助總商會制訂政策、促進中港之間的經濟合作，以及加強兩地的貿易往來；此外，該會亦透過組織代表團、游說行動及訪華活動來促進及保障香港的商業利益。

董氏又強調，香港在中國貿易及投資方面擔當了一個獨特的角色。委員會在過去一

年籌辦了不少活動，以協助會員在國內建立聯繫網絡，促進商業發展。

## 對外訪問團

在1995年，委員會組織了北京友好訪問團及5個分別前往珠江三角洲、上海、廈門及成都的考察團，並曾兩次組團往珠海機場及廣州經濟技術開發區參觀。共177名參加訪問團的成員有機會與各省市的高級政府官員會面。

董建成向與會者表示，過往多年裡，委員會每年均組織代表團到北京訪問，團員一般有機會與一位副總理及各部門和委員會的副部長會面。

籌辦訪京團的目的，是希望藉此維繫友

誼，並就當時的經濟發展情況與中國的高級政府官員互相交流。去年，委員會再度獲得對外貿易經濟合作部接待。該部副部長李國華更與代表團團員進行了有建設性的會談。董氏補充，中國委員會籌辦對外訪問團之餘，亦為不少訪港的國內來賓舉辦會議及午餐會，其中包括國家稅務總局副局長項懷誠、中共中央統戰部副部長鄭萬通、中國國際貿易促進委員會會長郭東坡、江蘇省常務副省長王榮炳、河北省常務副省長叢福奎及陝西省人民政府副秘書長蔡肇發。

去年，委員會曾邀請當時的地政工務司及中港基建協調委員會召集人伊信出席午餐會，向會員解釋中港基建的進展。

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## 法律

委員會亦曾邀請城市大學法律系講師梁美芬講解中國法律改革的最新發展。中國近日制訂的商業法中，不少是引進了其他法制的概念。最令人關注的，是1991年起中國各級法院所審理的重要案件，皆已由中國最高人民法院輯錄後刊行。在中國政府的協助下，1991年刊行的報告已由城市大學翻譯為英文。

董建成強調，中國委員會是商會裡規模最大的委員會，日後定當繼續努力，促進中港兩地的商業往來。

最後，他感謝總商會會員在過去一年對委員會的支持，並歡迎各會員就改善委員會的工作提供意見；此外，亦希望與會人士積極參與委員會日後籌辦的各項活動。 ■

International Trade (CCPITT), Wang Rong Bing, Executive Vice Governor, Jiangsu Province, Cong Pu Kui, Executive Vice Governor, Hebei Province and Cai Zhao Pa, Deputy Secretary General, Shaanxi Province.

Tony Eason, when he was Secretary for Planning, Environment and Lands and Convenor of the Sino-Hong Kong Infrastructure Coordination Committee, briefed China Committee members on cross-border infrastructural development.

## Law

The Committee was also briefed by Law Lecturer, Priscilla Leung of the City University on recent legislation on commercial laws in China, many of which

incorporated concepts from other legal systems. Of particular interest was the fact that since 1991 significant court cases heard in different levels of courts in China and reported and published by the Supreme People's Court of the PRC, have been translated into English by the City University with the support of the PRC Government.

C C Tung said as the biggest Committee within the Chamber, the China Committee will continue its efforts in promoting business connections between Hong Kong and China.

He thanked Committee members and said he will be pleased to receive comments from members on how to improve the work of the Committee. He invited members to the Committee's China activities and functions that it may organise in future. ■

# Quiet achiever

## Roderic Sage reports on the work of the Taxation Committee

**R**oderic Sage, Chairman of the Chamber's Taxation Committee, told the AGM he would like to assure all Chamber members that his Committee will continue to work to protect their interests in the future and defend Hong Kong's simple, low and predictable tax system.

He described the Taxation Committee as one of the "quiet achievers" in the Chamber's committee structure.

"As Chamber members know only too well one of the key factors in Hong Kong's long term business and economic success has been its simple, low and predictable taxation system.

"One of the Taxation Committee's major tasks -- indeed, its primary task -- is to ensure that this remains the case -- that Hong Kong retains and enhances its competitive advantage in terms of taxation policy.

"It is for this reason that the Committee tends to be a 'quiet achiever.' Ensuring that the Territory's taxation system remains simple, low and predictable is not the stuff that a high profile, media-grabbing image is made of.

### Business friendly

"Instead the Committee and its dedicated, professional membership works predominantly behind the scenes to ensure the taxation system maintains its existing 'business friendly' status."

Roderic Sage said the Committee does so by monitoring legislation (and any legislation with a potential tax effect) brought

before the Legislative Council, by monitoring other measures taken by the Inland Revenue Department (such as Practice Notes), by monitoring the activities of the Joint Liaison Committee on Taxation and by the continuous contact of its individual member specialists with Inland Revenue officers, from the Commissioner down.

"By doing so, it seeks to safeguard the interests of all Chamber members from a taxation perspective.

"Of course, there are matters in which the Taxation Committee plays a more active role in determining Government policies that it believes should be conducive to business and economic growth. "Every year the Taxation Committee plays a prominent part in drafting for General Committee approval, the Chamber's Budget Submission, with special attention given to the revenue side of the Budget.

### Positive response

Roderic Sage said in recent years the Chamber's expanded submission has received generally positive response from the Government with the Financial Secretary acknowledging the Chamber's valuable input.

He said another annual Taxation Committee exercise related to the Government's own finances is the Budget Review held immediately after the Financial Secretary delivers his Budget address in early March.

Strong attendance by Chamber members is now a feature of this assessment of the



Roderic Sage 薛樂德

Budget's likely impact on the business sector.

Roderic Sage said the Taxation Committee also attempts to hold other seminars and roundtables on current taxation matters throughout the year.

### China Tax Group

An innovation by the Committee is the past year has been the establishment of the China Tax Group chaired by Taxation Committee member, Rex Young.

"The China Tax Group involves a regular gathering of experts on Mainland tax matters and with the recent changes in some rules and regulations across-the-board, the Group have been relatively busy."

Roderic Sage thanked fellow members of the Taxation Committee and China Tax Group for the work they put in during the year and the efforts they make to regularly attend meetings. ■

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# 默默耕耘

薛樂德報告 95 年度稅務委員會工作概況

**稅**務委員主席薛樂德在週年會員大會上向與會者保證，稅務委員會將繼續努力，保障會員的權益，並捍衛香港簡單、穩定的低稅率制度。

他形容稅務委員會是總商會眾多委員會中「默默耕耘」的一份子。

薛氏指出：「眾所周知，香港在商業及經濟上的成就，與我們實行簡單、穩定的低稅率制度息息相關。

「稅務委員會的工作重點一也可以說是首要任務一是確保這套稅制延續下去，讓香港在稅務方面繼續享有競爭上的優勢。

「這也是委員會傾向『默默耕耘』的原因。要確保香港維持簡單、穩定的低稅率政策，並不需要我們以高姿態的形象出現，吸引傳媒注意。」

## 確保香港稅制有利商界發展

薛樂德指出：「委員會及其熱誠投入的專業

人士成員選擇在幕後辛勤工作，以確保本港的稅制有利商界發展。」

他表示，為了達致上述的目標，委員會密切注視所有送交立法局審閱的稅務條例草案（以及任何對稅務有潛在影響的法例）、稅務局採取的其他措施和稅務聯合聯絡委員會的種種動向，並透過委員會成員與自稅務局長以下的有關官員保持聯繫。

薛氏說：「委員會希望藉此從稅務的角度保障商會會員的權益。」

他表示：「當然，委員會亦有其主動的一面。舉例說，我們常常促請政府制訂對經濟及商業發展有利的政策。」每年，總商會均會在財政預算案發表前向政府呈交意見書。在草擬的過程中，稅務委員會擔當了一個十分重要的角色。」

## 意見備受重視

薛樂德表示，近年來，總商會的意見書均獲

得有關當局的重視，財政司更讚揚商會在這方面的貢獻。

他指出，「預算案檢討」是委員會另一個每年必定舉辦的活動。時間是財政司於三月初發表其預算案演說之後。

上述活動的目的是評估預算案可能對商界帶來的影響，出席的會員人數極眾。

薛樂德指委員會在去年不時為會員舉辦有關稅務問題的研討會及小型午餐會。

## 中國稅務小組

去年，委員會成立了中國稅務小組，由委員會成員之一的楊益之先生擔任主席。

他介紹該小組時指出：「小組內的中國稅務專家會定期舉行會議。最近，由於國內的稅務規定有所變更，小組一直甚為忙碌。」

最後，薛樂德在會上向稅務委員會及中國稅務小組的成員致意，感謝他們在過去一年的辛勤工作，並盡量抽空定期出席會議。 ■

# Thank you William Fung

Henry Tang expresses the General Committee's and whole Membership's appreciation for William Fung's two years as Chairman

**L**egislative Councillor Henry Tang, before the AGM closed, expressed the appreciation of the General Committee and of the whole Chamber Membership to William Fung for his two years of tenure as Chamber Chairman.

"And, especially today, your valiant attempt to streamline your Chairman's Address."

Henry Tang said: "The office of Chairman of the Chamber is no sinecure at the best of times. I suspect that no one outside the General Committee truly appreciates what a task master the office is in terms of policy direction, media profile, co-ordination, committee work, representational commitments and overseas visits.

"The past year of economic difficulties and transitional issues has not made this load lighter. The old adage, 'If you want a difficult job done well and done quickly, then get a busy man to do it,' holds especially true in your case," he told William Fung.

"Despite major business commitments in

your own company and several important public obligations throughout the period, you have been a decisive, hands-on Chairman exercising leadership and steering the Chamber with skill through a number of high-profile and contentious issues. At the same time you have kept a watchful eye and close interest on a wide range of Chamber activities.

"I am confident I speak for all here today in expressing our heartfelt gratitude for your major contribution to the standing and work of the Chamber and its future direction.

"I hope we shall continue to be able to call on your counsel and advice as a Council Member of the Chamber."

Henry Tang then called on members to show their appreciation in the normal way. There was prolonged applause.

## Exhilarating and demanding

William Fung said, after his Annual Address: "Before handing over for the last time as Chairman I would also like to take this



Henry Tang  
唐英年

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# 向主席致意

唐英年代表理事會及全體會員向馮國綸致謝

**週**年會員大會結束前，立法局議員唐英年代表理事會同寅及全體總商會會員向馮國綸致意，感謝他在兩年主席任期內所作出的貢獻。

唐英年說：「我們得特別感謝你在精簡主席演辭方面的努力呢。」

「總商會主席可不是一份優厚的閑職。理事會以外的人難以完全理解主席在制訂政策、面對傳媒、統籌協調、委員會工作、代表商界的權益及出外訪問方面所付出的努力是何等巨大！」

「去年經濟不景，加上過渡期間的種種事宜，使主席肩負的責任更形重大。諺言說得好：『要盡快完成一件艱巨的工作，找個大忙人幹之倒是最佳方法。』用這句話形容你，真是最貼切不過。」

「在任期間，你既忙於處理本身的業務，更要擔任多個重要的公職。儘管如此，作為主席的你仍然親力親為，有技巧地領導本會處理一系列惹人關注及富爭議性的事項。與此同時，你不但密切留意商會舉辦的各類活動，而且表現了濃厚的興趣。」

「我謹代表現場所有會員，對你在會務及啟迪商會未來動向方面的貢獻致以由衷敬意。」

「希望作為諮議會成員的你能繼續為我們提供寶貴的意見。」

唐英年提議會員以一貫的方式表達他們對馮國綸的謝意。會場隨即響起不絕於耳的掌聲。

## 深感榮幸

馮國綸在匯報工作進展後表示：「卸任主席

之前，我希望藉此機會感謝各位的支持。能在過去兩年擔任總商會的主席，本人深感榮幸。」

「雖然本會在拓展會務、加強影響力，以及促進商界在香港及海外的利益上花了不少功夫，但我們的成就確令人鼓舞。」

「香港繼續繁榮發展，與內地建立更密切的關係，總商會都曾為此作出積極貢獻。我相信總商會在日後亦會延續這方面的工作。」

「在結束前，我謹此多謝總商會所有會員及理事會成員在過去兩年的辛勤工作。此外，我亦須在此特別感謝兩位副主席邵偉志先生和冼北俊先生，以及立法局代表鄭明訓議員在過往所提供的協助。邵偉志先生將返回澳洲出任當地萬國商業機器的行政總裁一職。」

「此外，我亦衷心感激各委員會主席、副主席及成員不斷付出時間及努力，提供專業意見，為會務悉力以赴。最後，我謹代表會員向總商會秘書處的全體員工致意，全賴他們，會務才得以須利開展。」

opportunity to say what a pleasure and privilege it has been to lead the Chamber for the past two years.

"It has been an exhilarating if somewhat a demanding time, during which the Chamber has expanded its activities and influence substantially and has continued to promote the interests of the business community in Hong Kong and overseas.

"Hong Kong has continued to develop and prosper and to build on its relationship with the Mainland and the Chamber has played a significant role in that. I am sure it



William Fung 馮國綸

will continue to do so in the future.

"Before closing, I want to record my sincere thanks and appreciation to all members, the Chamber Council and the General Committee for their strong support during the past two very busy years. My special thanks go to my two Vice Chairman, Robert Savage and James Tien and our Legislative Councillor, Paul Cheng, for their advice and assistance.

Robert Savage, as you might know, unexpectedly has returned to Australia to take up the appointment of Chief Executive of IBM there.

"My sincere appreciation also goes to all the Chairmen, Vice Chairmen and Members of our many special interest Committees for their continuing time, hard work, expertise and commitment.

"Lastly, I know Members will wish to join me in thanking the Chamber staff for providing the sound framework around which the Chamber operates."

# From the floor

## Veterans propose and second motions

**T**hree stalwart veteran Chamber members, who often chair or attend numerous members' meetings with foreign delegations when they visit the Chamber, spoke appropriately from the floor at the AGM:

- H M G (Gerry) Forsgate (a Chamber Council member), seconded from the floor the Chairman's motion to adopt the Annual Report and of the Accounts of the Chamber

for 1995.

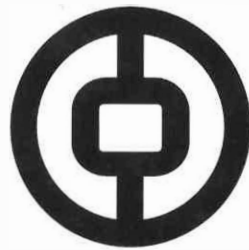
He said the Annual report, together with the Chairman's Address to the AGM and the short reports of four Specialist Committee Chairmen, give a clear indication, despite slower economic growth and reduced consumer confidence in 1995, that Hong Kong maintained a strong international economic standing during the year.

"For its part, the Chamber also



H M G Forsgate 霍士傑

*With Compliments*



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致 意



# 台下發言

資深會員在週年會員大會上提出建議及和議

二位熱心會務，經常主持或參加外來商團  
一接待會的資深會員，不約而同地以台下聽眾的身份在週年會員大會上發言：

• 霍士傑（諮議會成員）和議主席提出採納理事會報告及1995年度會計帳目的動議。

他說，理事會報告，加上主席及4位委員會主席在週年會員大會上的致辭，清楚顯示香港在95年度的經濟增長雖然放緩，消費者信心亦有減弱之勢，但在國際經濟上仍可維持強勢地位。

「總商會本身亦繼續在支持本港商業發展方面擔當一個領頭的角色，無論在會員事務及整體活動方面的成績同樣驕人。」

## 備受推許

霍士傑表示，總商會一直受到外界的推許及注視；際此過渡期間，應該可在香港的商業及經濟事務上扮演一個有建設性的角色。

會計帳目反映出總商會的財務狀況整體令人滿意。假如缺乏健全的財政支持，總商會就不可能舉辦如理事會報告內所描述範圍

如此廣泛的各類活動。

• 張有興（總商會屬下多個委員會的成員）建議延聘畢馬域會計師行為本會的核數師，任期直至下一屆週年會員大會，酬金由理事會決定。

• 布洛烏（美洲及歐洲委員會的活躍成員）為張有興提出的動議擔任和議人。 ■

maintained its position as a leading proponent of Hong Kong's business affairs and its record of achievements in terms of membership and overall Chamber activities.

## Respect

He said the Chamber continues to command respect and attention and seems well poised to play a constructive role in Hong Kong's business and economic affairs over the transition period.

Its accounts continue to reflect a generally satisfactory financial situation. Without this, the Chamber could not undertake the wide range of activities in the



Hilton Cheong-leen

張有興

Report described today.

• Hilton Cheong-leen (a member of several Chamber Committees) proposed the appointment of KPMG Peat Marwick as auditors until the next AGM at a fee to be agreed by the General Committee.

• A C W(Bill) Blaauw (a prominent member of the Americas and Europe Committees) seconded the motion, which was carried. ■

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# Politics free

Getting balance right between larger companies and SMEs on General Committee

Chairman William Fung, chairing a press conference prior to the AGM, told a media questioner he thought that the AGM would not be the same as was experienced perhaps several years ago when it was political in some respects.

He said he thought the AGM this year would be "politics free." Seven contestants would contest the six seats available on the General Committee. But the issue would be more a matter of the membership deciding whether it would like to have more representatives from the larger businesses or more representatives from the small and medium businesses in Hong Kong.

Paul Cheng, the Chamber's elected LegCo representative, who sat beside William Fung together with Second Vice Chairman, James Tien and Chamber Director, Ian Christie, said the Chamber had always tried very hard to balance the General Committee in reasonable proportion between the larger and the small and medium sized companies. The Chamber had been very successful in achieving that balance in the past.

Just because Anthony Nightingale happens to come from Jardines he didn't see anything controversial in his nomination. Jardines is one of the biggest employers in Hong Kong. If Anthony Nightingale is successful we would be delighted to welcome him on to the General Committee.

## Cooperative

He said he would like to see the Chamber more cooperative in spirit rather than having factions fighting over various issues or seats



William Cheng, in the chair  
馮國綸



The press conference 記者招待會

## 非政治化

持衡大公司與中小企業在理事會的代表性

馮國綸在週年會員大會前的記者招待會上回答一位提問的記者時說，今屆大會應不像數年前般帶有政治意味。

他認為本年度的週年會員大會將是「非政治化」的一次。

七位候選人將競逐6個理事空缺。結果大抵將反映會員的取向 - 希望理事會內較多大公司的代表還是中小企業的聲音。

與第二副主席田北俊、總裁祈仕德一起坐在馮國綸身旁的本會立法局代表鄭明訓表示，總商會一向致力持衡大公司與中小企業在理事會內的代表性。從以往的經驗來看，這方面的成績十分理想。

候選人之一的黎定基碰巧來自怡和集團，但鄭明訓並不認為這有何值得爭議之處。怡和是香港最大的僱主之一。如黎定基當選，本會自然歡迎他加入理事的行列。

## 表誠合作

鄭明訓表示，他自然希望看到總商會團結一致，而不是分成派系，為各項問題或理事職位互相爭鬥。

他說：「我認為大家都懷著同一意願，為保障本港及商界的利益而努力。」

鄭氏在回答另一名記者的提問時說，理事會選舉是在開放及民主的情況下進行的。

他說：「將舉行的會員週年大會即可說明一切。」

馮國綸說：「讓我重申鄭明訓議員剛才的說話。怡和是本會的創始會員（1861年），一向在本會享譽甚佳，加上作為香港的大企業和大僱主，怡和代表參事選舉自然是順理成章的事。」

被問及有關最惠國待遇的問題時，他這樣回答：

## 最惠國待遇

「上週末，美國國務卿克里斯托弗已在電視上證實，美國政府有意延續中國的最惠國待遇。不過，這仍有待美國國會通過，而國會的反應卻是未知之數！

「我們尚難肯定美國國會會在延續最惠國待遇時附加條件。為了爭取中國獲無條件延續最惠國待遇，本會在這方面的工作一直沒有鬆懈。

「本會跟其他國家的駐港商會聯署多封函件，呼籲這些商會所屬的政府促請美國延續中國的最惠國待遇。我們亦同時去函美國政府、國會議員及有關人士，盡力進行游說。」

鄭明訓說，本港六大商會每年均會在4月組團到華盛頓進行游說工作。

「今年的規模更加龐大，包括部分主要的



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WITH THE COMPLIMENTS

OF



**Sun Hung Kai & Co. Limited**

3rd Floor, Admiralty Centre, 18 Harcourt Road, Hong Kong.





Paul Cheng 鄭明訓

on the General Committee,

"I think we are all in it together to work in the interests of Hong Kong and the general business community," he said.

Paul Cheng told another questioner the election to the General Committee was a very open and democratic process.

"You will see that unfold later on at the AGM."

William Fung: "May I just reiterate what Paul Cheng has said. Jarines is, of course, a founding member of the Chamber (in 1861) and as a very large employer in business in its own right in Hong Kong and, a Chamber member of good standing since the beginning, its representative has every right to stand for election to the General Committee."

He was asked a question about the renewal of MFN for China and replied:

### MFN

"Well as you know last weekend US Secretary of State Christopher has confirmed at least on TV that the US Administration intends to renew MFN status for China. Unfortunately, that still has to pass Congress and Congress is unpredictable on this.

"Whether any conditions will be attached at that time it comes before Congress we don't know. The Chamber is not relaxing in its efforts to make sure MFN is passed unconditionally.

"We have, through cooperation with the other Chambers of Commerce in Hong Kong (Intercham, which is a confederation of all the chambers of other countries in Hong Kong) sent letters to the respective home governments of these Chambers asking them to urge the US to renew MFN. We have as well sent letters directly to the US Administration, members of Congress and so on, urging them to renew MFN for China unconditionally.

Paul Cheng said in the past the six largest trade or business organisations in Hong Kong have been going to Washington around April each year to lobby on MFN for China.

"This year we decided to enlarge the scope to include some of the major international chambers. We had several meetings and the resulting action was we sent our letter jointly signed by the Chairmen of the 14 chambers and business associations to all the politicians on the Hill, senior members of the Administration in Washington and to various other sectors that we felt would help in our lobbying effort.

### Washington

"So far we have had one group, led by C H Tung, that went in March to Washington. You have Denise Yu, Secretary of Trade and Industry who has been there recently. You have Anson Chan and the Governor going. And you have the American Chamber also planning to go in May.

"We felt that, rather than adding another delegation to Washington at this time, we ought to wait and see how the situation is. The way I predict the situation will unfold - and this is strictly a personal view having lobbied MFN for the last 10 years -- that the Administration has already come out and said there's no problem. In the interests of the two countries we will probably renew. But it is not that simple in a Presidential election year.

"The Congress and the Senate will play this card against President Clinton. They will either attach conditions or basically say we'll not renew unless China gives in on certain issues. It remains to be seen how this thing is going to unfold and it is very likely that President Clinton may end up having to use his veto sometime towards the end of June or mid-June.

"In the House of Representatives he will then lose (the override) but in the Senate I don't think there will be enough votes to override his veto. I think that is the scenario now.

"Among our 14 Chambers what we have decided to do is to lobby through our letter. But we are waiting to see the situation. If the situation requires us to send a delegation at short notice we are prepared to do that sometime in the early part of June."

### Interim impact

Paul Cheng told another questioner the Hong Kong visits would have some interim impact on the psychology and uncertainty for Hong Kong. But after all the political manoeuvres in Washington he personally believed in the end MFN will be renewed, may be with some minor conditions.

"Generally it should be okay for Hong Kong, but while we are going through the political manoeuvres in Washington there obviously will be some uncertainties created

國際商會。經過數次會議後，我們決定由 14 個商會的主席 / 會長聯合致函國會山莊的所有議員、華府高級官員，以及所有有助游說工作的人士。

### 華盛頓

「本年三月，首個代表團到華盛頓進行游說。工商司**俞宗怡**最近也到訪美國，布政司**陳方安生**和港督亦將啟程赴美。香港美國商會也計劃在 5 月份成行。

「與其此時組團到華府進行游說，我們認為暫時靜觀事態發展是較佳的做法。綜合過去 10 年的經驗，我個人認為，美國政府若考慮到兩國的實際利益，多半還是會延續中國的最惠國待遇。不過，在大選年內，這件事便不那麼簡單！

「參眾議院將運用『最惠國牌』與**克林頓**總統周旋，一是在最惠國待遇上附加條件，二是要求中國政府在若干問題上作出讓步，以換取最惠國待遇。結果尚在未知之數。克林頓總統很可能在 6 月中或月底運用否決權以了結此事。

「雖然可能在眾議院失利，參議院卻不見得有足夠的票數推翻總統的決定。現在的形勢大抵如此。

「14 個國際商會決定以聯署方式進行游說。我們還在觀察事態的最新進展；如情況需要在短時間內組團赴美，我們會在 6 月初成行。」

### 中期影響

鄭明訓在回答另一個提問時說，游說活動會對香港產生一定程度的心理影響。不過，隨著一切外交及政治上的動作過去，他個人相信中國（可能在附加少許條件的情況下）始終會獲延續最惠國待遇。

他說：「雖然這段期間會造成若干不穩定因素，但香港的情況還是可以的。我們希望這些不穩定因素的影響會減至最低。」



Ian Christie 祈仕德



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in Hong Kong during that period," he said. "But let's hope it will be kept at a minimum."

Replying to a question on the Chamber's decision writing off its investment in Tradelink, William Fung said that the Chamber in its heart felt that EDI has got to be the future for Hong Kong.

"We were just being conservative in terms of our accounting policies because it obviously is well-known there were delays in the implementation of EDI and we have not gone into a good operation yet. The capital has been somewhat depleted. However the Government has given us very firm assurances of their support to the extent that the Secretary for Trade and Industry, Denise Yu, will actually become chairman of Tradelink.

"While on the one hand we are still confident about the prospects, in terms of being conservative and strictly according to accounting rules because of the net worth of the company, we have decided to write our investment down to zero."

### Consultancy

He asked Chamber Director Ian Christie to elaborate.

Ian Christie said: "That is absolutely correct and indeed the Government has commissioned a consultancy study to take the project forward. The consultant has now reported and the Government and the Board are now considering the report.

"But Tradelink still hopes to mount a service by the end of this year."

"We are looking at a major step into the dark. A number of States within the region have been embarking on similar programmes. The programme which Tradelink embarked on is perhaps the most ambitious of all of them. It has taken slightly longer than we had anticipated.

"But, as I said, we still hope a service will be up and running by the end of this year."

William Fung: "If I could add to that, Tradelink is one of the few companies in the region, acting on behalf of countries or territories that at least tries to be bilingual. One of the difficulties it faces is that we wanted it to be a bilingual system right from the start. Singapore was fairly straightforward because it was in one language."

Ian Christie: "I think a final comment might be that in Hong Kong we tried to do it by the private sector alone. We have had to recognise at the end of the day we do need more government participation than we had anticipated."

### Next year

Replying to question on employment and the economy, William Fung said: "We think that part of the problem is caused by the recent influx of returnees. We think that part of the problem is caused obviously by the

traumatic change in Hong Kong from a more industrial to a less industrial economy. And we think that all these problems are all in the process of being resolved.

"It is not in my speech to the AGM, but I actually personally think that China will have recovered if not at the end of this year then by early next year. You know that they have been under macro economic control for a while. Inflation now is well under control, growth will resume quite well in the third or fourth quarter of this year.

"That is my personal view not with the blessing of my Economist sitting here. But if that is the case then obviously Hong Kong will be affected. The Hong Kong and Chinese economies are very much interrelated and I think we depend certainly for our prosperity on everything going well with the Chinese economy.

"I think there has been some adjustment period and that should be working itself out by now."

He said he was not sure about job increases. That rate depends on our economic growth. Though I'm not too optimistic this year, I think actually things towards the end of this year will start to pick up. As I said in my speech to the AGM I think 1997 will be a more robust year for us.

"As James Tien was saying in Chinese, our job growth has been quite fast. We are now looking at a work force of 3.1 million which is an historical high. So you must look at our unemployment rate against that. Comparing our economy with the other more advanced economies and Hong Kong looks very good. ■

馮國綸談到商會決定就有關貿易通電腦服務的投資進行撤帳時，始終強調香港須發展其電子數據聯通系統的重要。

馮說：「眾所周知，由於貿易通遲遲未投入服務，按照謹慎的會計原則，我們只好進行撤帳。不過，港府在這方面已向我們作出堅定保證。工商司俞宗怡將出任貿易通服務有限公司的主席。」

「雖然我們對貿易通的前景仍有信心，但為了符合有關公司淨值的會計規定及審慎起見，我們已決定進行撤帳。」

### 顧問報告

本會總裁祈仕德對此加以闡述。

祈仕德指出：「這是絕對正確的做法。事實上，政府已延聘顧問公司研究繼續貿易通計劃的可行性。港府及公司董事局正研究有關報告的內容。」

「我們仍然希望貿易通在本年底開始投入服務。」

「我們期望在黑暗中跨出一大步。區內數個國家已開始推行類似的計劃。貿易通可能是其中最具雄心壯志的一個，只是它所需的試驗時間較我們預期中略長。」



James Tien 田北俊

「正如剛才所言，我們仍然希望貿易通可於本年底投入服務。」

馮國綸表示：「讓我補充一點，貿易通是區內少數嘗試以雙語運作的系統。我們期望系統由開始起便以雙語運作，這也是困難之一。星加坡的系統較為直接，因它只使用一種語言。」

祈仕德指出：「最後值得補充的一點是，香港嘗試由私營環節發展上述系統。我們得承認較預期中更需要政府的參與。」

### 寄望明年

在回答有關就業及經濟的問題時，馮國綸表示：「這方面的難題是由於移民海外的港人最近大量回流，工業轉型也是原因之一，但這些問題已逐漸獲得改善。」

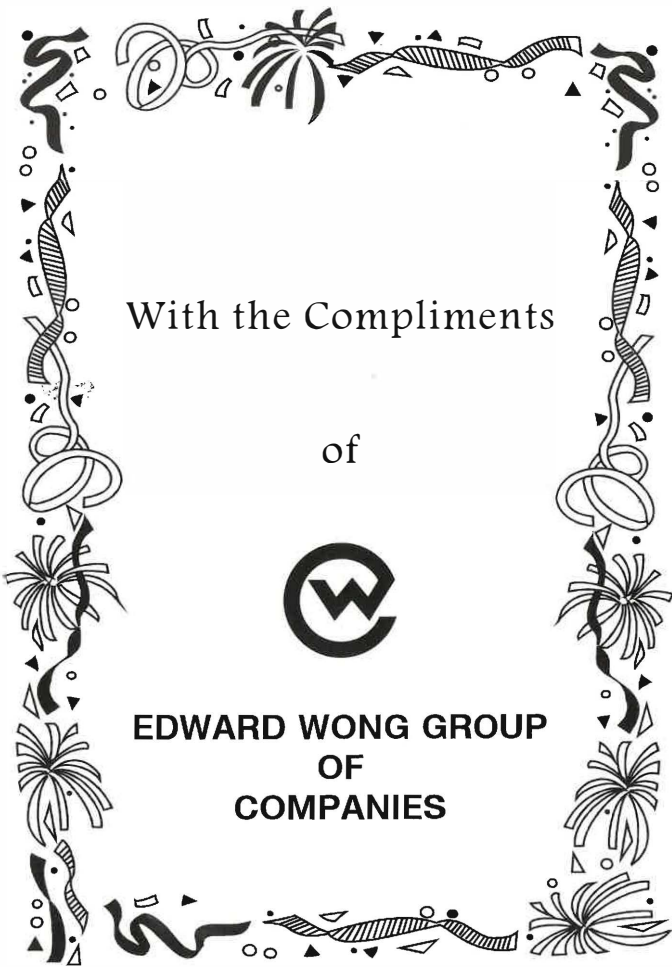
「雖然以下的意見並不包括在我的週年致辭範圍內，但我個人認為，中國在本年底或明年初將恢復正常。國內實行宏觀調控政策已有一段日子，通脹率現已受到控制，經濟在本年第3或第4季將回復不錯的增長。」

「這是我的個人意見，本會的經濟學家可不是這般想法。假如真的如此，香港肯定會受到影響。中港經濟的聯繫十分密切，香港經濟繁榮與否，與內地經濟的表現息息相關。」

「我相信適應期已經過去，現時應該是重新開始的時候。」

談到就業情況，他表示主要視乎經濟增長速度而定。雖然對本年的情況不太樂觀，但馮國綸預料本年底將開始好轉。正如他在週年會員大會上的致辭所言，1997將是較蓬勃的一年。

「正如田北俊所言，香港的就業率以頗高的速度上升。勞動人口現時已達到歷史性新高的310萬人。在研究失業人數時，必須以此為標準。若跟其他先進國家比較，香港的情況可說十分理想。」 ■

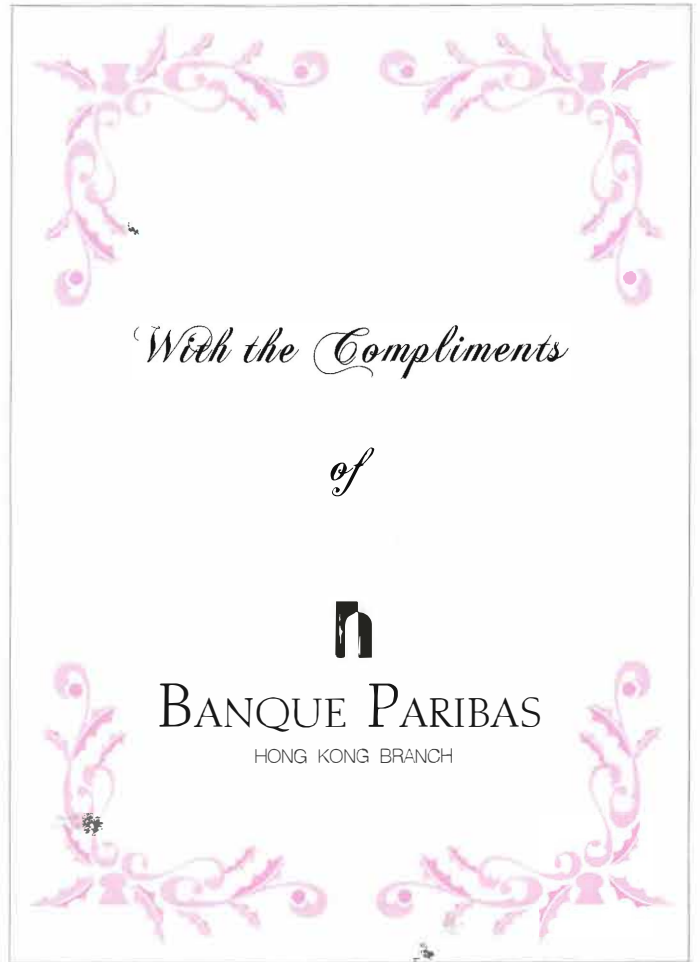


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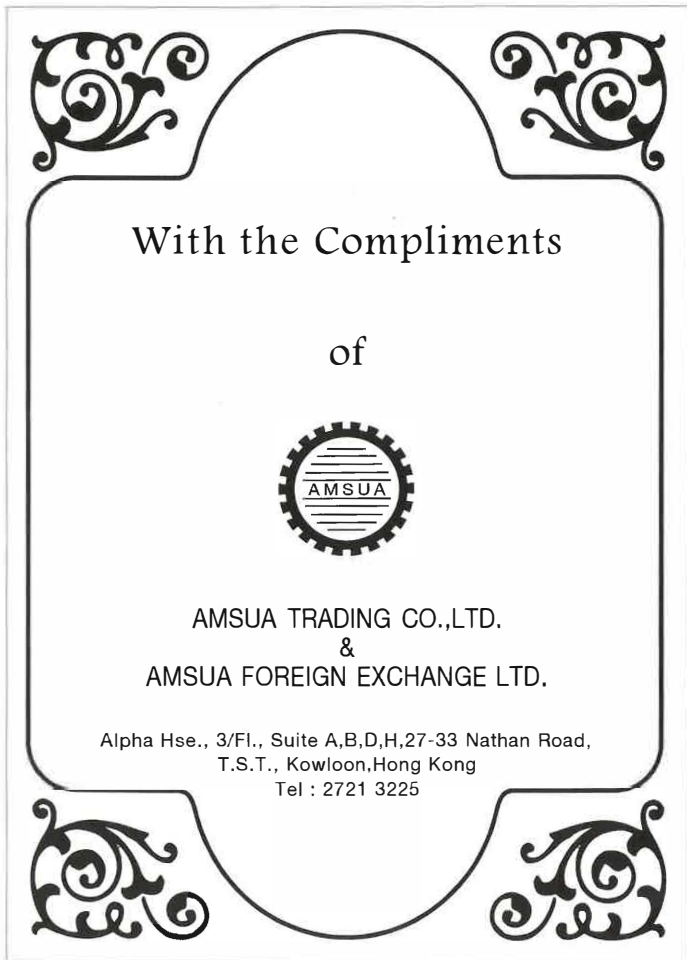


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# The General Committee

## 理事會成員簡介



**The Hon James Pei-Chun  
TIEN, OBE, JP  
Chamber Chairman**

James Tien, born in Shanghai, brought up in Hong Kong and educated in the USA, is Chairman and Managing Director of Manhattan Garments (International) Ltd, Manhattan Realty Ltd and Manhattan China Investment Ltd.

A Legislative Councillor since mid 1993, James Tien is very active in the community and serves on government bodies and committees, as well as non-

government boards and committees. He is Chairman of the Legislative Council's Constitutional Affairs Panel and he also serves on Legco's Trade and Industry Panel, Manpower Panel and Panel on Welfare Services. James Tien is also Vice Chairman of the Textile Council of Hong Kong, a General Committee Member of the Federation of Hong Kong Industries, Chairman of the Yan Chai Hospital Advisory Board, a Court Member of the Hong Kong Polytechnic, a member of the Garment Advisory Committee of the Hong Kong Trade Development Council, and a member of the Securities & Futures Appeals Panel. He is also a Hong Kong Affairs Adviser to the People's Republic of China.

### 田北俊 (主席)

生於上海，在香港及美國接受教育，現任萬泰製衣國際有限公司、Manhattan Realty Limited、萬泰中國投資有限公司主席兼董事長。

田氏於1993年中開始出任立法局議員，一直積極服務社會，是多個政府組織及委員會，以及非政府組織及委員會的成員。他現為立法局憲制事務委員會主席、貿易及工業事務委員會、人力事務委員會及福利事務委員會委員。此外，田氏亦是香港紡織業聯會副主席；香港工業總會理事；仁濟醫院顧問局主席；香港理工大學創會委員；香港貿易發展局成衣業諮詢委員會委員；證券及期貨事務上訴委員會委員及港事顧問。

### Peter D A SUTCH, CBE First Vice Chairman

Chairman of the Swire Group in Hong Kong since June 1, 1992, Peter Sutch joined the Group in 1966 and since then has held various positions in the shipping and aviation fields. He was managing director of Cathay Pacific Airways from 1984 and Deputy Chairman of the Group from 1988.

Outside the Swire Group, Peter Sutch holds numerous appointments, including board member of the Hong Kong and Shanghai Banking Corporation Ltd, Lee Gardens International Holdings Limited, Lee Gardens Hotel Co Ltd, The Community Chest of Hong Kong, Aviation Advisory Board, member of the Governor's Business Council, The University of Hong Kong, Hong Kong Trade Development Council, etc.



### 薩秉達 (第一副主席)

1992年6月1日起出任太古集團主席。他在1966年加入太古集團，先後在船務及航空部門擔任不同職務，1984年起出任國泰航空公司董事總經理，1988年成為國泰集團副主席。

他在太古集團以外參與的機構/組織包括：香港上海滙豐銀行董事局；利園國際控股有限公司；利園酒店有限公司；香港公益金；航空業諮詢委員會；總督商務委員會；香港大學；香港貿易發展局等等。

### Chee-Chen TUNG Second Vice Chairman

C C Tung is Vice President and Director of Orient Overseas International Ltd (OOIL) and Chairman of Island Navigation Corporation International Ltd (INCIL).

Educated at the University of Liverpool, England, where he

### 董建成 (第二副主席)

現任東方海外國際有限公司副總裁及董事、金山輪船國際有限公司董事長。



received his Bachelor of Science degree, C C Tung later studied for a Master degree at the Massachusetts Institute of Technology in the United States.

C C Tung served as Chairman of Hong Kong Shipowners' Association 1993-95. He is a Vice Chairman of the International Association of Independent Tanker Owners (Intertanko). He also chairs the Merchant Navy Training Board of the Vocational Training Council and the Port Welfare Committee of Hong

Kong. C C Tung is also a member of the Port Development Board and the Shipping Consultative Committee of the Hong Kong Register of Shipping (Marine Department).

董氏畢業於英國利物浦大學，獲理學士學位，隨後在美國麻省理工學院深造，獲碩士學位。

他於 1993 至 95 年間擔任香港船東會主席，現為國際獨立油輪船東協會副主席；香港職業訓練局屬下之商船海員訓練委員會主席；香港港口福利委員會主席；香港港口發展局委員；香港船務諮詢委員會成員。

### Peter BARRETT

In his 20 years in Hong Kong, Peter Barrett was Executive Director of Hutchison Whampoa Ltd (1976-1981), and a General Manager of Hong Kong Telecommunications (1981-1988). Since 1988, he has been Chairman of Organisation Search Limited and Managing Director of Organisation Development Limited.

Peter Barrett is an active member of the Chamber. He represented the Chamber on Management Development Centre for the last 12 years and chairs the Human Resource Committee since its inception.

He is currently an Executive Council Member of the Employers' Federation of Hong Kong, Executive Council Member of the Hong Kong Institute of Human Resource Management, an Executive Committee member of the Hong Kong Institute of Directors, and an Honorary Advisor to the Hong Kong Institute of Marketing.



### 畢烈

在港生活已有20年，曾任和記黃埔有限公司執行董事（1976-1981）及香港電訊總經理（1981-1988）；1988年起出任 Organization Search Ltd. 主席及機構發展顧問有限公司董事長。

畢烈熱心參與本會會務，在過去12年一直代表本會列席管理發展中心，並於人力資源委員會成立後擔任主席至今。

他現時是香港僱主聯合會執行委員會委員；香港人力資源管理學會執行委員會委員；香港公司董事學會執行委員會委員；香港市務學會名譽顧問。



### CHAN Wing Kee, OBE, JP

Managing Director of YangtzeKiang Garment Manufacturing Co Ltd, Chan Wing Kee graduated in 1970 from Purdue University, USA, with a Bachelor of Science Degree in Industrial Engineering. He was a member of the Basic Law Consultative Committee both in Hong Kong and Macau. In 1995, he was appointed as a Member of the Preparatory Committee for the Hong Kong Special Administrative Region of the National People's

Congress. In 1993, he was elected as a Hong Kong Deputy to the 8th National People's Congress of China and a Hong Kong Affairs Adviser.

Chan Wing Kee is Chairman of the Hong Kong Shippers' Council, Chairman of the Federation of Hong Kong Garments Manufacturers, Vice Chairman of Business and Professionals Federation of Hong

### 陳永棋

長江製衣廠董事總經理，1970年於美國普渡大學取得工業工程學士學位，曾任港澳區基本法諮詢委員會委員。1995年，他獲委任為全國人民代表大會香港特別行政區籌備委員會委員；1993年獲選為中國第八屆全國人民代表大會香港區代表，現任港事顧問。

陳氏的其他主要公職包括：香港付貨人委員會主席、香港製衣業總商會會長、香港工商專業聯會副主席、香港中華廠商聯合會副會長、香港貿易發展局理事會理事。



Kong, Assistant to the President of the Chinese Manufacturers' Association of Hong Kong, and Council Member of the Hong Kong Trade Development Council.

### The Hon Paul M F CHENG

Paul Cheng is the Chamber's representative in the Legislative Council. He served as Chamber Chairman for two years from April 1992 to April 1994, heading several business missions to China and overseas, and leading the Hong Kong business lobby on MFN. He continues to chair the Hong Kong-Taipei business Cooperation Committee as well as Hong Kong International.



Paul Cheng is Chairman of Inchcape Pacific Limited - the regional arm of international distribution group Inchcape plc, covering Hong Kong, China, Taiwan, Macau and the Philippines - and a main board director of Inchcape plc. He is also Chairman of N M Rothschild & Sons (Hong Kong) Limited, and a non-executive director of Sino Land Co Ltd, Sino Hotels (Holdings) Ltd, the Union Insurance Society of Canton Limited and Varsity Corporation (a NYSE listed company).

In addition to his corporate responsibilities, Paul Cheng is a member of the Preparatory Committee, appointed by the Chinese Government to prepare for the establishment of the Hong Kong Special Administrative Region of China on July 1, 1997; and a Hong Kong Affairs Adviser to Beijing. He is also a member of the Governor's Business Council, a Council Member of the Trade Development Council, and a member of the Executive Committee of the PRC-based All China Federation of Industry and Commerce.

An active community leader, Paul Cheng also supports the development of higher education by serving on the Chinese University of Hong Kong Council and on the Court of the University of Science and Technology in Hong Kong.

### 鄭明訓

鄭明訓是現任立法局的總商會代表，之前曾連任兩屆總商會主席。1992年4月至1994年4月期間，他親自率領數個商務代表團到中國大陸及海外地區訪問，並率領本港商界代表游說延續中國的最惠國待遇。鄭氏現時仍然身兼本會香港台北經貿合作委員會及香港國際委員會的主席。

鄭氏現職英之傑太平洋有限公司主席，該公司是國際經銷集團—英之傑的亞太區分部。他負責主管集團在香港、中國、台灣、澳門、菲律賓等地區的業務。他同時亦是英之傑集團董事局成員。此外，他兼任羅富齊父子（香港）有限公司主席、信和置業有限公司及信和酒店（集團）有限公司、於仁保險有限公司及 Varsity Corporation（紐約聯合交易所上市公司）的非執行董事。

鄭氏亦服務多個諮詢及商業發展機構。他現時是香港特別行政區籌備工作委員會委員、中國政府港事顧問、香港貿易發展局執行委員會委員、中國全國工商聯會理事會理事。他同時是總督商務委員會委員。

鄭氏是活躍的社團領袖，積極協助發展專上教育，現時是中文大學校董會校董和香港科技大學顧問委員會委員。



### Linus Wing Lam CHEUNG, JP

Linus Cheung was appointed Chief Executive and an Executive Director of Hong Kong Telecommunications Ltd in March 1994, with overall responsibility for the company's operations in Hong Kong, China and the region. In January 1995, he was appointed as a Director of the Board of Cable and Wireless plc, Hong Kong Telecom's largest shareholder.

An honours graduate in Social Sciences from the University of Hong Kong, Linus Cheung began his working life in 1971 with the Swire

Group as a management trainee for Cathay Pacific Airways. He held numerous posts within the Airline, including assignments in Tokyo and Taipei. He was Deputy Managing Director of Cathay Pacific before joining Hong Kong Telecom in 1994.

In 1989 Linus Cheung was invited by the Hong Kong Government to join the Central Policy Unit for a two-year secondment: he still maintains this relationship as an unofficial adviser. In May 1995, Linus Cheung was appointed one of two Hong Kong representatives on the Pacific Business Forum of the Asia Pacific Economic Cooperation (APEC). In December 1994,

### 張永霖

於1994年3月正式就任香港電訊有限公司行政總裁兼執行董事，負責香港電訊在香港、中國及亞太區的所有業務。1995年1月，他更獲委任為英國大東電報局的董事會成員。大東電報局是香港電訊的最大股東。

張氏於1971年在香港大學畢業，獲社會科學榮譽學士學位；同年加入太古集團，任職國泰航空公司見習行政人員；其後歷任多個職位，並曾被派駐東京及台北。加入香港電訊前，張氏為國泰航空公司副董事總經理。

張氏於1989年獲港府邀請，代表工商界借調到政府中央政策組，任期兩年。他現時仍然是該政策組的非官方顧問。1994年5月，他獲委任為亞太經濟合作會議太平洋商業論壇的兩位香港代表之一；1994年12月，獲委任為總督商務委



Linus Cheung was appointed to the Governor's Business Council. An appointment as an adviser to the Chinese Society of Macroeconomics of the State Planning Commission of the People's Republic of China followed in January 1995.

員會委員；1995年1月，獲中國宏觀經濟學會委任為特邀常務理事。該會是中國國家計劃委員會的機構。

### Dr Lily CHIANG

Executive Director of Chen Hsong Holdings Limited and Chief Executive of Hong Kong CAD-CAM Services Ltd and Hong Kong CAD-CAM Applications Ltd, Lily Chiang is a Chartered Mechanical Engineers in the United Kingdom and Hong Kong.



### 蔣麗莉

震雄集團有限公司執行董事、香港電腦輔助設計及生產服務有限公司總裁，擁有英國及香港特許機械工程師資格。

蔣氏現時是多個諮詢委員會的成員，其中包括交通諮詢委員會、廉政公署屬下的審查貪污舉報諮詢委員會及香港道德發展諮詢委員會、聯合交易所上市委員會等等。

教育方面，她現為職業訓練局成員及香港中文大學工程學院諮詢委員會主席。

她亦是蔣氏工業慈善基金行政董事、香港塑膠科技中心董事、香港工業總會理事及該會的分組主席。

Lily Chiang sits on various advisory committees such as the Transport Advisory Committee, Operations Review Committee and Hong Kong Ethics Development Advisory Committee of the ICAC, Listing Committee of the Stock Exchange of Hong Kong Ltd.

In the education field, Lily Chiang is a Council Member of the Vocational Training Council and chairs the Advisory Board of the Faculty of Engineering of the Chinese University of Hong Kong.

Lily Chiang is the Administration Director of the Chiang Industrial Charity Foundation Ltd, a Director and an Executive Committee member of Hong Kong Plastics Technology Centre Ltd, and a General Committee member of the Federation of Hong Kong Industries as well as chairing its Group 7.

### David G ELDON



Born in Inverness, Scotland, David Eldon is Chief Executive Officer of the Hong Kong and Shanghai Banking Corporation Ltd.

Having started his banking career with an Australian banking group in London in 1964, he joined The British Bank of the Middle East, a principal member of the HSBC Group, in 1968. In the same year he was posted to Dubai, the first of four consecutive postings to the Middle East. He was appointed Manager of Sharjah Branch in 1973 and Manager of

Ras Al Khaimah Branch in 1977.

David Eldon took up his first position in Hong Kong in 1979 as Manager Special Projects in HongkongBank's head office. He later became a District Manager, with responsibility for the Bank's branches in one of the busiest districts, Mongkok.

In 1984 he was appointed Deputy Managing Director of the Saudi British Bank, in Saudi Arabia. He returned to Hong Kong in 1987 to take up the position of Senior Manager International Corporate Accounts. At the end of 1988 he was appointed Chief Executive Officer Malaysia, and was promoted to General Manager in 1990. He returned to Hong Kong in June 1992 and after a temporary assignment as General Manager Hong Kong and China, he took up the position of General Manager in HongkongBank's international department. David Eldon was made an Executive Director of the Bank in January 1994 and became Chief Executive Officer on January 1, 1996.

### 艾爾敦

生於蘇格蘭延文禮士市，現為香港上海匯豐銀行有限公司行政總裁。

1964年，艾爾敦在倫敦加入一澳洲銀行集團，開始了他在銀行界的事業。1968年，他加入匯豐集團主要成員之一的中東英格蘭銀行工作，同年獲派駐杜拜，而隨後的4次調派均在中東地區。艾氏於1973年及77年先後出任阿拉伯聯合酋長國沙迦及哈伊馬角分行的經理。

1979年，艾爾敦首次獲調派到香港工作，於匯豐銀行總行擔任特別項目經理，其後成為地區經理，主管該行在旺角區內各分行的業務。

1984年，他獲委任為沙地英國銀行副常務董事，1987年回港出任國際工商客戶高級經理。1988年底，艾氏獲委任為匯豐銀行馬來西亞行政總裁，並於1990年晉升為總經理。1992年6月回港後，他曾短暫出任香港及中國區總經理，然後擔任匯豐銀行總經理，主管國際業務。艾氏於1994年1月成為該行執行董事，並於1996年1月1日起出任行政總裁。

艾爾敦於1972年成為英國特許銀行學會附屬

David Eldon became an Associate of the Chartered Institute of Bankers (ACIB) in 1972 and a Fellow of the Institute (FCIB) in 1986. He is Chairman of the Resource Management Board of the Hong Kong Arts Development Council and a Council Member of the Hong Kong Academy for Performing Arts.

會員，後於1986年成為該會資深會員。他是香港藝術發展局資源管理委員會主席，亦是香港演藝學院校董會成員。

### Tony Wing-Cheung FUNG

Educated in Hong Kong and Canada, Tony Fung, joined Sun Hung Kai Securities Ltd in 1973 and has had a career spanning 23 years in the securities industry and China trade.

Tony Fung is currently Chairman and Managing Director of Sun Hung Kai & Co Ltd, Chairman of Tian An China Investments Co Ltd, SHK Hong Kong Industries Ltd, SHK China Industrial Investments Ltd, and SHK Convertibles Ltd.

He is also a Member of the National Committee of the Chinese People's Political Consultative Conference, Council Member of the Stock Exchange of Hong Kong, Council Member of the Chinese University of Hong Kong and Vice Chairman of the Chinese University of Hong Kong three-year MBA Programme Advisory Committee.



### 馮永祥

在香港及加拿大接受教育，1973年加入新鴻基證券有限公司，從事證券業務及對華貿易達23年。

馮永祥現任新鴻基有限公司主席兼董事長，同時亦是天安中國有限公司、新鴻基香港工業有限公司、新鴻基中國工業投資有限公司主席。

他現時是中國全國政協國家委員會委員、香港聯合交易所有限公司理事、香港中文大學校董會校董、香港中文大學三年制工商管理學碩士課程諮詢委員會副主席。

### Dr Hari N HARILELA, OBE, JP

Chairman of the Harilela Group of Companies in Hong Kong and abroad, a leader of the Indian community in Hong Kong, Hari Harilela is very active in the community, serving on numerous boards and committees, such as the Better Hong Kong Foundation, the Hong Kong University of Science and Technology, the University of Hong Kong Foundation for Educational Development and Research.

He is also President of the Council of Hong Kong Indian Associations, the Hong Kong Association for the Mentally Handicapped, Friends of the Society for the Rehabilitations of Offenders Hong Kong, and Permanent President of the Indian Chamber of Commerce. He is also appointed Hong Kong Affairs Adviser to the People's Republic of China.



### 夏利萊

夏利萊集團主席，香港印度社團領袖。夏氏熱心服務社會，現時在多個組織及委員會擔任公職，其中包括香港明天更好基金、香港科技大學、香港大學教研發展基金。

夏氏目前是香港印度社團總會、香港弱智人士服務協進會及善導之友會會長；印度商會永遠會長。此外，他亦是中國政府委任的港事顧問。

### John T HUNG

John Hung is Managing Director of Wheelock and Co Ltd and Executive Director of Wheelock's major associate, The Wharf (Holdings) Ltd. In these capacities, he is responsible for corporate development for the Group, with special emphasis on worldwide institutional banking and investor relations.

Within the Group, he is also Managing Director of Wheelock Pacific Ltd, Vice Chairman of Wharf Cable Ltd, Deputy Chairman of Lane Crawford International Ltd, Director of The Cross-Harbour Tunnel Co Ltd and Marco Polo Developments Ltd (Singapore).

### 洪承禧

現職會德豐有限公司常務董事及九龍倉集團有限公司（會德豐主要聯營機構）執行董事，專責集團的整體發展，特別是有關全球機構融資及投資者關係的事宜。

他在集團內擔任的其他職務包括：會德豐亞





John Hung joined Wharf in 1967, following a legal education in London. Seconded to Singapore from 1975 to 1985, he headed up Wharf's joint-venture warehouse operations and the Group's hotel investment arm, and later became the Group's Singapore Chief Representative.

He is extremely active in promoting the economic future of Hong Kong in partnership with China. Apart from his Chamber position, he is also a member of the British and Australian Chambers of Commerce, a Fellow of the Hong Kong Management

Association, and a member of the Chartered Institute of Transport.

John Hung is Chairman of the Government-appointed Sports Development Board of Hong Kong. A former international cricketer, he was instrumental in inaugurating the highly successful annual Hong Kong International Cricket Sixes Tournament. He is the President of the Hong Kong Cricket Association, and a Vice President of the Hong Kong Rugby Football Union. He is a member of the Advisory Committee of the Eric Liddell Foundation, established to promote educational and cross-cultural links through sports for young athletes from Hong Kong, PRC and Scotland.

太有限公司常務董事、九倉有線電視有限公司副主席、連卡佛國際有限公司副主席、香港隧道有限公司董事及馬哥勃羅發展有限公司董事。

在英國修讀法律的他於1967年加入九龍倉集團；1975至1985年間被借調至星加坡，管理九龍倉在當地的合資企業所經營的貨倉業務及集團的酒店投資部門，稍後成為集團駐星加坡的首席代表。

洪氏熱心推動中港經濟的發展。除擔任本會理事外，他同時是英國及澳洲商會、香港管理專業協會及英國特許運輸學會會員。

他現任香港康體發展局主席。洪氏曾為國際木球員，大力促成現時每年一度的香港國際木球大賽。此外，他是香港木球會主席、香港欖球聯會副主席及埃里克·利迪爾紀念基金成員。基金會的宗旨是透過為香港、中國及蘇格蘭的青年運動員舉辦活動，加強教育及文化上的聯繫。

### Daniel S C KOO, OBE

Daniel Koo, a graduate of St John University in Shanghai, is Chairman and Senior Managing Director of the Shui Hing Co Ltd which was founded in 1926.

He transformed Shui Hing from a small family store into a successful international group of companies. He was the first Hong Kong retailer to bring together quality merchandise and products from Europe and Australia in the 1960s, and was presented with the honour of Cavaliere al Merito della Repubblica Italiana by the Italian President in 1964. He also won the Award in 1982 of the National Retail Federation (formerly the National Retailers' Management Association). In 1996, he was made an OBE.

Daniel Koo is Chairman and Senior Managing Director of the Shanghai Shui Hing Co Ltd, Honorary President of Shanghai Sanda University, a member of the National Committee of the Chinese People's Political Consultative Conference, Senior Consultant of Guangdong International Trust & Investment Corporation, and a member of the Standing Committee of The All-China Federation of Industry and Commerce.

Amongst his numerous appointments are: International Director of the National Retail Federation, Honorary President and International Advisor of the Hong Kong Retail Management Association, a Council Member of the Hong Kong Management Association, Life Honorary Chairman of the Chinese General Chamber of Commerce, Senator of the Hong Kong Junior Chamber of Commerce, and Permanent Honorary Chairman of the Hong Kong and Kowloon Provision Wine and Spirits Dealers' Association.



### 古勝祥

早年肄業於上海聖約翰大學，現任瑞興百貨公司主席兼高級董事總經理。

瑞興公司始創於1926年，在短短70年間，古氏成功將原本屬於家庭式店鋪的公司轉變成一間多元化的國際集團。他在60年代率先從歐洲及澳洲等國家入口名牌商品，1964年獲意大利總統頒授榮譽勳章；1982年榮獲美國零售業協會銀牌大獎；1996年更獲頒英帝國官佐OBE勳章。

他現任上海瑞興百貨公司董事長兼總經理、上海杉達大學名譽校長、中國人民政治協商會議全國委員會香港區委員、廣東國際信託投資有限公司高級顧問、中華全國工商業聯會第七屆執行委員會委員。

古勝祥服務多個公共委員會。他是美國零售業協會董事兼國際協會董事、香港零售管理協會名譽主席兼國際顧問、香港管理專業協會諮議會委員、香港中華總商會當然永遠榮譽會長、香港青年商會議員、香港罐頭洋酒商會永遠會長。





**Walter Ping-sheung KWOK, JP**

Chairman and Chief Executive of Sun Hung Kai Properties Ltd, Walter Kwok was educated at the Imperial College of Science and Technology, London University.

He is a Director of the Hong Kong Real Estate Developers' Association and of the Tsimshatsui East Developers' Association Ltd, Hon Treasurer of the Federation of Hong Kong Hotel Owners, a Board member of the Hong Kong Tourist Association, and a Committee

member of the Hong Kong/Japan Business Cooperation Committee.

Amongst his many community services, Walter Kwok is a member of the Governor's Business Council, Chairman of Former Directors Committee of the Community Chest of Hong Kong, a Board member of Lord Wilson Heritage Trust, and a member of the Young Presidents' Organisation (China Chapter). He is also active in the field of education, being a founding Court member of the Hong Kong University of Science & Technology, a founding member of the Hong Kong Polytechnic University, and a member of MBA Programmes Committee of the Chinese University of Hong Kong.

Walter Kwok is also a Hong Kong Affairs Advisor to the PRC Government, as well as a member of the National Committee of the Chinese People's Political Consultative Conference.

## 郭炳湘

新鴻基地產發展有限公司主席兼行政總裁，畢業於英國倫敦大學帝國學院。

他現任香港地產建設商會董事、東尖沙咀地產發展商聯會有限公司董事、香港酒店業主聯會名譽司庫、香港旅遊協會董事、香港—日本經濟委員會委員。

他擔任的公職包括：總督商務委員會委員、香港公益金董事、衛奕信勳爵文物信託委員會委員、青年總裁協會（中國分會）委員、香港科技大學顧問委員會創始會員、香港理工大學顧問委員會始創委員、香港中文大學工商管理碩士課程顧問委員會委員。

郭氏亦是港事顧問及全國政協委員。

## Denis Wing-kwan LEE

Managing Director of Kingscore Industrial Ltd and Kingscore Handbags Ltd, Denis Lee is a typical small business operator for the past 27 years, an active Chamber member for many years and Chairman of the Small & Medium Enterprises Committee since 1992. He is also a member of the Hong Kong-Taipei Business Cooperation Committee.

Denis Lee devotes a lot of his time promoting, representing and safeguarding the interests of small and medium enterprises in the Hong Kong business community and represented the Chamber at the first world assembly of the small and medium enterprises held in Beijing in 1993.



## 李榮鈞

勁億實業有限公司及勁億手袋有限公司董事長，過去 27 年一直是中小型企業東主，多年來積極參與本會會務，自 1992 年起更出任本會中小型企業委員會主席；此外，他亦是香港台北經貿合作委員會成員。

他在促進及代表本港中小型企業的權益方面一向不遺餘力，於 1993 年曾代表本會參加在北京舉行的第一屆世界中小型企業會議。

## Simon K Y LEE, MBE, JP

Born in 1927 and graduated in St Joseph College in 1941, Simon Lee is Chairman of the Sun Hing Group of companies (established in 1945) with over 400 employees. He has been in the shipping, insurance, warehousing and transportation-related business in Hong Kong for 50 years.

Simon Lee served quite extensively on Hong Kong Government marine-related committees, i.e. Port Committee,



## 李國賢

李國賢現任新興行船務有限公司主席。該公司於 1941 年創立，現有員工 400 多名。李氏從事船務、保險、倉務及與運輸有關的行業達 50 年。

李氏曾服務多個政府海港委員會，如港口事務委員會、領港事務諮詢委員會、港口事務委員會執委會、港口發展局貨櫃處理委員會等。他亦曾擔任香港總商會船務委員會及亞洲委員會主

Pilotage Advisory Committee, Port Executive Committee and Container Handling Committee of the Port Development Board, Past Chairman of the Chamber's Shipping Committee, and Past Chairman of its Asia Committee, leading several goodwill missions to Japanese prefectures and to South Korea. He is also Vice Chairman of the Hong Kong-Taipei Business Cooperation Committee.

His community service includes: District Governor of Lions Clubs International District 303 (Hong Kong & Macau) 1970-71; International Director 1987-89 and Board appointee 1990 of the Lions Clubs International at Oakbrook, Chicago, USA; Chairman of the Chinese Club 1983-86; current President of the Hong Kong Society for the Deaf; Chairman of the Hong Kong Liver Foundation; a member of the Court of the University of Hong Kong; a member of the Court of the Hong Kong Polytechnic University.

### Victor T K LI

A graduate of Stanford University, USA, Victor Li is Deputy Chairman and Deputy Managing Director of Cheung Kong (Holdings) Ltd, Chairman of Cheung Kong China Infrastructure Ltd, Chairman of Anderson Asia (Holdings) Ltd, Executive Director of Hutchison Whampoa Ltd, a Director of the Hongkong Electric Group, a Non-Executive Director of the Hongkong & Shanghai Banking Corporation Ltd and Hopewell (Holdings) Ltd.

Victor Li's community activities include his position as a Hong Kong Affairs Adviser, a member of the Governor's Business Council, a member of the Airport Consultative Committee. He is also Honorary Consul for Barbados in Hong Kong.



席，先後多次率領親善訪問團訪問日本及南韓。他目前是本會香港台北經貿合作委員會副主席。

他曾擔任的公職包括：國際獅子總會 303 區 (香港及澳門) 地區總監 (1970-71)；國際獅子總會國際總監 (1987-89)；華商會主席 (1983-86)。李氏現任香港聾人福利促進會會長、香港肝壽基金主席、香港大學校董會校董、香港理工大學校董會顧問委員會委員。

### 李澤鉅

畢業於美國史丹福大學，現任長江實業集團有限公司副主席兼副董事總經理、長江中國基建有限公司主席、安達臣大亞 (集團) 有限公司主席、和記黃埔有限公司執行董事、香港電燈集團有限公司董事、香港上海匯豐銀行及合和實業有限公司非執行董事。

他擔任的公職包括：港事顧問、總督商務委員會委員、機場諮詢委員會委員、巴巴多斯駐港名譽領事。

### LIANG Xiaoting

Liang Xiaoting is a member of the Board of Directors of the Bank of China (BOC), First Deputy General Manager of BOC Hong Kong Branch and Chairman of China Development Finance Co (HK) Ltd.

Born in China in 1951, Liang Xiaoting graduated from Hebei University, China, in 1976. He completed the East China Normal University's International Finance Programme in 1983.

Liang Xiaoting joined BOC Head Office in 1980. Prior to his present assignment, he had held various positions at the Bank, including: Deputy General Manager of the International Business Department, Beijing Head Office; Deputy General Manager and then Vice Chairman of China Development Finance Co (HK) Ltd.

He is also a member of the Hong Kong Monetary Authority Banking Advisory Committee, the Securities and Futures Commission (SFC) Advisory Committee, SFC Takeovers & Mergers Panel, SFC Takeovers & Appeal Committee, a Director of Hong Kong Interbank Clearing Ltd, and Hong Kong Securities Clearing Co Ltd.



### 梁小庭

梁小庭先生現任中國銀行董事會董事、中國銀行香港分行第一副總經理、中國建設財務 (香港) 有限公司董事長。

他於 1951 年在中國出生，1976 年畢業於中國河北大學，1983 年在上海華東師範大學完成國際金融系研修課程。

梁氏於 1980 年加入中國銀行總行工作，曾先後出任中國銀行北京總行國際業務部副總經理、中國建設財務 (香港) 有限公司副總經理及副董事長等要職。

他現為香港金融管理局銀行諮詢委員會委員；香港證券及期貨事務監察委員會 (證監會) 諮詢委員會委員；證監會收購及合併委員會委員；證監會收購上訴科委員會委員；香港銀行同業結算有限公司董事及香港中央結算有限公司董事。



## Joop B M LITMAATH

Born in the Netherlands in 1934 and a Hong Kong resident for 32 years, Joop Litmaath is a typical trader and was the first to campaign for a seat and as a representative of the Small & Medium Enterprises, and was successfully elected to the General Committee in 1991 and re-elected in 1994. He has been active in the Chamber for 28 years, twice as Chairman of the Europe Committee and as leader of several of the Chamber's overseas missions. He is also one of the Hong Kong International Ambassadors.

Managing Director of his own trading company, Scarfell Enterprises Ltd, established in 1974, Joop Litmaath is an exporter of a wide range of sundries and importer of timber and food products. He is a spare time pianist and leader of a Dixieland band. Past President of the Rotary Club of Hong Kong, Past Chairman of the Dutch Association, Found Member of the Dutch Business Association, Board Member and Food & Beverage and Entertainment Committee Chairman of the Hong Kong Country Club, Official in the Stanley Residents' Association and Board Member of the Hong Kong Sea School.



## 李馬

1934年在荷蘭出生，在港生活已有32年，1991年獲選加入本會理事會，並成功於94年連任。他形容自己是個典型的商人，能在本會理事會代表中小型企業的權益。他服務本會近28年，曾兩度擔任歐洲委員會主席，數次率領本會商團訪問海外，現時是香港國際委員會的大使。

李馬現職馬得利洋行董事總經理。馬得利洋行於1974年創辦，專營雜貨、進口木材及食品。李氏是一位業餘鋼琴家和迪克西蘭爵士樂樂隊領隊。他的公職包括：前香港扶輪會會長；前荷蘭協會主席；荷蘭商業協會創會成員；香港鄉村俱樂部飲食及娛樂委員會主席；赤柱龍舟比賽正式宣布員；香港航海學校董事局成員。



## Anthony J L NIGHTINGALE

Born in Yorkshire, England, and a graduate of Peterhouse, Cambridge, with an Honours Degree in Classics, Anthony Nightingale is Chairman of Jardine Pacific Ltd.

He joined Jardine Matheson in Hong Kong in 1969 and worked in a variety of positions in the financial, trading and property sectors of the Group in Hong Kong and Tokyo. In 1980 he was appointed a General Manager of Jardine, Matheson & Co, Ltd.

Two years later, in 1982, he was seconded to the Olayan Saudi Holding Co, an affiliate of Jardine Matheson in Saudi Arabia and in 1984 was appointed President.

In June 1987, he returned to Hong Kong to take up the post of Managing Director of Jardine, Matheson & Co, Ltd. In 1989 when Jardine Pacific was established, he was appointed the Managing Director of the company. In April 1994, he was appointed Director of Jardine Matheson Holdings Ltd. A year later, he was appointed Chairman of Jardine Pacific Ltd. He has Group responsibility for Jardine Pacific, Jardine International Motors, the Group's investment in Cycle & Carriage and for major business development.

## David J RIMMER

Born in Suffolk, England and educated at Stowe School and College of Law, London, David Rimmer was admitted as solicitor in England and Wales in 1966 and in Hong Kong in 1987.

After a career spanning 20 years in the UK, David Rimmer

## 黎定基

生於英國約克郡，曾在劍橋大學肄業，獲頒文學榮譽學士學位，現任怡和太平洋有限公司主席。

黎定基於1969年在香港加入怡和集團，先後在香港及東京擔任財務、貿易及物業服務方面等職務，1980年獲委任為怡和有限公司總經理，1982年奉派往沙地阿拉伯怡和聯號機構奧利安沙地控股公司工作，1984年獲委任為該公司總裁。

1987年6月，黎定基自沙地阿拉伯回港，出任怡和有限公司常務董事。1989年，怡和太平洋成立，他獲委任為該公司常務董事。1994年4月，他獲任命為怡和控股有限公司董事；一年後又獲委任為怡和太平洋有限公司主席，掌管怡和太平洋、怡和國際汽車及集團在馬來西亞合發集團之投資。此外，他亦負責策劃怡和集團之重大業務發展。

## 萬大衛

萬大衛生於英國薩福克郡，並於倫敦修讀法律，先後於1966年及1987年在英國/威爾斯及香





came to Hong Kong in 1987 to join Robert W H Wang & Co, a solicitors firm, as a partner. In 1994, he established his own firm of Rimmer & Co in association with Beiten Burkhardt Mittl & Wegener, a German law firm with offices in Beijing, Munich, Frankfurt, Berlin, London, Moscow, Prague and Budapest.

David Rimmer is an active member of the Chamber and currently chairs the Chamber's Europe Committee. He is also Council member of Inter Pacific-Bar Association and a Board

member of the Hong Kong Sea School.

### Ross E SAYERS

Ross Sayers is Managing Director and Chief Executive Officer of China Light & Power Co Ltd. He is also the First Deputy Chairman of Guangdong Nuclear Power Joint Venture Co Ltd which owns and operates the Daya Bay Nuclear Power Station. Other directorships held by Ross Sayers within the China Light Group of Companies include Chairman of Hong Kong Nuclear Investment Co Ltd, Director of China Energy Investment Co Ltd and Castle Peak Power Co Ltd.

Prior to working in Hong Kong, Ross Sayers had been Chairman and Chief Executive Officer of the State Rail Authority of New South Wales based in Sydney, Australia, for four years.

A native New Zealander, Ross Sayers had held a number of senior posts in the public and private sectors in New Zealand, including Chairman and Chief Executive of New Zealand Railways, Managing Director of New Zealand Breweries Ltd, General Manager-Operations of Feltex New Zealand Ltd, and Managing Director of Holeproof Industries Ltd. An accountant by training, he had also been a Partner of the Mcelroy Speakman & Co (Public Accountants).

He is currently a Council Member of the Employers' Federation of Hong Kong.



港取得律師資格。

在英國發展事業 20 年後，萬大衛於 1987 年來港，成為王惟翰律師樓合夥人。1994 年，他成立萬大衛律師事務所，跟德國拜托·布克哈特·密特及維根訥律師事務所成為聯營機構。後者在北京、慕尼黑、法蘭克福、柏林、倫敦、莫斯科、布拉格及布達佩斯均設有辦事處。

萬大衛積極參與本會會務，現任本會歐洲委員會主席。此外，他亦是太平洋區訟務律師協會執行委員會委員。

### 施以誠

現任中華電力有限公司常務董事及行政總裁，也是持有並經營大亞灣核電廠的廣東核電合營有限公司第一副主席。施以誠在中電集團以外的其他職務包括：香港核電投資有限公司主席、中電投資有限公司董事及青山發電有限公司董事。

施氏來港工作前，曾在澳洲悉尼新南威爾斯州鐵路局擔任主席及行政總裁 4 年。

他在紐西蘭出生，於當地一些私人及公共機構歷任要職，其中包括紐西蘭鐵路局主席及行政總裁；紐西蘭釀酒廠行政總裁；紐西蘭 Feltex 有限公司營運總經理；Holeproof 工業有限公司常務董事。此外，本身為會計師的他也曾是 Mcelroy Speakman & Co. (會計師事務所) 的合夥人。

施以誠現任香港僱主聯合會理事。



### Brian STEVENSON

Brian Stevenson, a chartered accountant with more than 26 years' experience in East Asia, principally in Hong Kong, is Chairman of the Hong Kong Coalition of Service Industries, the service arm of the Chamber.

He is Chairman of Ernst & Young's operations in Hong Kong, China, and Indo-China, responsible for coordinating and directing the firm's activities and 1,500 personnel in these territories. He is a member of the

### 施文信

施文信先生是一位特許會計師，在東亞（以香港為主）工作超過 26 年，現時是香港總商會轄下香港服務業聯盟的主席。

他現職安永會計師事務所首席合夥人，主管香港、中國及印支半島的業務及 1,500 位員工。他是安永會計師事務所執行委員會成員，實務上亦即安永集團的國際董事。

過去 10 年，他一直積極參與香港會計師公會的會務，自 1991 年起出任理事，現時為該會

Ernst & Young Executive Committee, effectively the main board of the firm worldwide.

Brian Stevenson has been active in the affairs of the Hong Kong Society of Accountants (HKSA) for the past decade, currently is President and has been a Council member of the HKSA since 1991.

His other community involvement includes positions as Council Member of the Hong Kong Vocational Training Council; a member of the Government's Trade Advisory Board, the Securities Appeal Panel, and the Hong Kong Federation of Insurers' Appeal Tribunal; and Vice President of the Hong Kong Rugby Football Union;

會長。

施氏的其他公職包括：職業訓練局諮議會委員；香港政府貿易諮詢委員會委員；證券及期貨上訴委員會委員；香港保險業聯合會上訴裁判署裁判員；香港欖球聯會副主席。

### The Hon Henry Ying-Yen TANG, JP

Henry Tang, educated in the USA, is Managing Director of Peninsula Knitters Ltd and a Legislative Councillor since 1991.

An Awardee of the Young Industrial Council in 1989, Henry Tang is Honorary President of the Hong Kong Woollen and Synthetic Knitting Manufacturers Association Ltd, Chairman of the Federation of Hong Kong Industries, a committee member of the Textile Council, and Vice Chairman of the Business and Professionals Federation of Hong Kong.



### 唐英年

於美國接受教育，現任半島針織廠有限公司董事總經理，並於1991年起擔任立法局議員。

唐氏於1989年獲頒青年工業家獎，現任香港羊毛化纖針織業廠商會名譽會長；香港工業總會主席；香港紡織業聯會會員；香港工商專業聯會副主席。

### Alex L F YE



Born in 1942 and raised in Shanghai, Alex Ye graduated with Bachelor of Science and Master of Science degrees from the Shanghai Fudan University.

Between 1968 and 1978, Alex Ye worked extensively in the electronics industry in Shanghai. In 1988, he was appointed the Executive Vice Chairman of the then newly formed Shanghai Foreign Investment Commission, which has authority to approve major foreign investment projects.

In 1991, Alex Ye was posted to Hong Kong as the Chief Executive of the Shanghai Desk based in Hong Kong. The Shanghai Desk is the result of a cooperation between the Shanghai Foreign Investment Commission and Arthur Andersen & Co. It provides services to existing enterprises in Shanghai and assists in promoting the flow of foreign investments into Shanghai.

Since September 1995, Alex Ye joined the Kerry Group and currently is the Vice Chairman of Kerry Holdings (China) Co Ltd. ■

### 葉龍蜚

1942年在上海出生，於上海復旦大學取得物理學學士及碩士資格。

在1968至1978年間，葉氏在上海從事電子業工作；1988年被派往組建上海市外國投資委員會。該會擁有審批主要外資項目的權力。

他於1991年調駐香港，出任"Shanghai Desk"行政總裁。"Shanghai Desk"乃香港安達信公司及上海外國投資委員會的一個合作項目，除了為在上海的企業提供服務外，同時負責促進外商在上海投資。

葉氏於1995年9月加盟嘉里集團，現任嘉里集團（中國）有限公司副董事長。 ■



# Interest in HK is very high

Canadian Commissioner say Governor's visit was 'enormous success'



Garrett Lambert. 林嘉嶽

**G**arrett Lambert, Commissioner for Canada in Hong Kong, describes Governor Chris Patten's visit in May to Canada as "an enormous success." He accompanied the Governor.

He says: "Canadian interest in Hong Kong is very high. In Vancouver the Board of Trade organised a lunch and 1,160 people paid good money to hear him. It was an enormous audience. In Toronto the Hong Trade Office had a dinner for 560 invited guests. It was a gala occasion.

"Governor Patten had calls on the Prime Minister, the Minister for Foreign Affairs, the Minister for Immigration, the Minister for Trade and officials from Ontario. He got a lot of media exposure and a lot of attention.

## Not spectacular stuff

Garrett Lambert says Hong Kong applications to emigrate to Canada are not spectacular stuff anymore.

"We cleared away in 1994 the last of the enormous backlog of applications (in the aftermath of 1989). Then we saw a rise of about 12% in 1995 over 1994. Probably it

## 加拿大關注香港情況

駐港專員認為港督加國之行成績美滿

**加**拿大駐港專員林嘉嶽以「成績美滿」形容港督彭定康在5月的加國之行。

林嘉嶽說：「加拿大對香港事務十分關注。溫哥華貿易署曾舉辦午餐會，結果吸引了1,160名聽眾購票出席，反應熱烈。此外，香港駐多倫多的海外貿易辦事處亦曾舉辦晚宴，應邀出席者達560位。

「港督彭定康訪問期間，曾先後與加國的總理、外交部長、移民部長、貿易部長及安大略省的官員會面，獲得傳媒的廣泛報導與注視。」

## 回復正常

林嘉嶽表示，香港人移民加拿大的申請已不再存在大量積壓的情況。

他說：「我們在1994年完成清理之前大

量積壓的移民申請。1995年的申請個案較94年約高出12%。本年的情況大概也會一樣。

「申請移民的類別亦有所轉變。申請獨立移民及投資移民的個案增幅甚大，反而家庭團聚的申請卻逐漸回落至以往的水平。

「我們尚未得出1995年的最終統計數字，大概是32,000人左右。我認為本年的數字跟95年應相去不遠，差別大約是數千人之譜。

「現時，移民至加拿大的香港人已逾500,000人，過去3年的總和便超過100,000人。

## 憂慮

「我們最憂慮的情況是：人們會像在3月底申領英國國民(海外)護照時一樣，在接近97年



is about the same this year.

"We also saw shifts around in the categories. The independent people, investors and so on, were up quite significantly and the family unification side was down to more traditional distribution.

"We haven't yet got the final figures for 1995 but I would think something like 32,000 people emigrated to Canada. This year I would think the number will be something in the same order, a couple of thousand more or less.

"Above 500,000 have emigrated from Hong Kong now, more than 100,000 of them in the last three years alone.

### Worry

"The big question now is will what Hong Kong saw in applications for BNO passports at the end of March, be reflected in people suddenly flooding into our Commission and the Australian Consulate General for immigration visas as we get closer to 1997.

"I'm hoping not. But I am a little worried having watched this phenomenon of BNO passport applications. We may well experience the same kind of surge."

Garrett Lambert says he imagines Beijing will start to loosen for purely domestic reasons some of the administrative controls

they have imposed in the high inflation period and probably some of the tight money controls as well.

"That will be very good for Hong Kong. I think people are less worried by the fact they won't loosen them than by a worry they might get too loose, because the high rates of inflation in China were not good for Hong Kong. So there is a hope that growth will be moderate and managed well so that China doesn't get back into those 30% inflation rates."

### Boost spirits

"Certainly looser controls will reflect on the Hong Kong economy and if controls loosen closer to 1997 it certainly will boost spirits somewhat. I guess very few people I talk to are particularly concerned about the economic picture of Hong Kong. I think most of them believe it is going to continue to be good.

"Their concerns tend to be more in the area of personal freedoms, civil liberties and human rights and I guess no one can see how that will go until it actually happens. Certainly at the level of the Chinese leadership they have made their commitments. They have said the right things when asked. But the proof is always in the

eating.

Garrett Lambert says Canadian trade with Hong Kong continues to improve in leaps and bounds.

"Our exports were up 49% in 1994, by 50% in 1995 and going up again this year.

### Movements promote business

"People in Canada have asked me to what do I attribute this? I say its consumptive, it's a great job. But in fact, immigration has led to an enormous number of people moving back and forth between Canada and Hong Kong. The movement was a couple of hundred thousand people last year -- and they do business.

"The consequence is that for the first time in history we now have a trade surplus with Hong Kong. Some was suggested last Christmas that Santa Claus must be a Chinese. I asked, "Why so?" and he replied, "Because all the toys come from China."

Garrett Lambert said in March he spent the best part of the four weeks touring the Province of Ontario, which is by far the biggest Province in Canada with 38% of the population and the industrial heartland.

### Toronto

He said the conurbation of Toronto is still

時一起湧至加拿大或澳洲領事館申請移民。

「我希望不會出現這種情況。不過，上述例子倒叫我有點擔心。我們可能也須面對同樣的問題呢！」

林嘉嶽認為，北京當局將基於內部因素而開始放寬部分為了打擊通脹而實行的行政及貨幣供應調控措施。

「香港將因此獲益良多。我個人認為，人們擔心控制過鬆較憂慮當局不放寬調制來得嚴重。如中國的通脹率偏高，對香港亦會做成不良影響。中國經濟有望穩步增長，不會再出現通脹率高達 30% 的日子。

### 提高信心

「放寬調控的好處自然會在香港經濟中反映出來。如在接近 97 年時放寬調控，肯定有助提高人們的信心。在我接觸的人當中，甚少對香港的經濟前景特別感到憂慮。大部分人在這方面均予看好。

「他們反對個人/公民自由及人權等較為關注。在事情實際發生前，大概沒有人可以預言箇中情況。當然，中國領導人已作出承諾。當被問及有關問題時，他們也作出適當的回應。不過，事情當然須經過實際試驗才可知結果。」

林嘉嶽表示，加拿大的對港貿易表現繼續有所改善。

他說：「我們在 1994 年的出口增長率達 49%，1995 年為 50%，預料本年將持續向上。

### 推動商業發展

「加拿大人曾經問我，是什麼因素促使出口增長呢？大量移民加國的港人（去年便達數十萬之譜）不斷往返加、港兩地，因而造就不少商業商機。

「因此之故，加拿大的對港貿易首次出現盈餘。甚至有人風趣地說，去年的聖誕老人一定是個中國人！原因是所有玩具都是從中國進口。」

談到 3 月份的加國之行，林嘉嶽表示，安大略省的行程既緊密又實用。安大略省是加國最大的省份，不但為該國的工業中心，而且佔全國人口 38%。

### 多倫多

他說，多倫多仍然是香港人移民的熱門地點。

「雖然不少人都在談論溫哥華，移民到多倫多市的香港人確實較到溫哥華的為多。我需要跟有華人聚居的城市的市長，以及華人社區的領袖進行長談，以便了解情況。

「我曾到 16 所大學，就香港的情況向學生演講，並與教員舉行有關中港事宜的研討會。我亦跟不少有意引進投資的城市工業發展官員，以及商界組織進行討論。

「總括而言，在安大略省的四星期行程極為緊密。事實上，我曾於去年 9 月到毗鄰大西洋的省份進行同類型的活動。在多倫多聚居的華人高達 350,000 人，約佔人口的一成。

「溫哥華約有人口 100 萬，據聞其中三成屬於亞裔。」

問：他們是否在當地擁有大量房產？

### 情況理想

林：「數量肯定不少！你甚至可以分辨出哪些是由亞裔人擁有，這些房屋較其他的大得多呢！考慮到移民的人數及速度，我認為現時的情況已甚為理想。

「這當然有問題存在，但請勿誤解我的意思。有關問題都能獲得適當的處理，這可不是一件易事！然而，麻煩的程度較一般人所想像的輕微得多。

「移民不但有本身的職業道德，而且富創業精神，又願意承擔風險，這一切對加拿大來說都是十分珍貴的。

「當他們大批湧至，自然會為所屬的社區帶來轉變，壓力由此而生。不過正如我之前所說，這些壓力已獲得舒緩。有關的市級官員往往擁有不錯的政治管理技巧，加上社區方面的努力，令問題迎刃而解。

### 轉變

「由於移民人數龐大，自然會為他們居住的社區帶來轉變。」

問：究竟是哪些方面的轉變？

林：「購物習慣是例子之一。移民令社區出現轉變的原因是他們引入了本身的文化。不少地區的居民往往屬於同一文化體系，歷時甚或超越百載，在 5 至 6 年間，卻突

## CANADA

the destination of choice of Hong Kong Chinese.

"Everybody talks about Vancouver but the reality is the absolute number of Hong Kong Chinese going to Toronto is larger than Vancouver. I wanted to go and talk to the mayors of those municipalities that have Chinese communities and talk to the leaders of those Chinese communities and get some feel for what is going on.

"I went to 16 universities and gave lectures on Hong Kong to students and held seminars with teaching staff in the facilities on Hong Kong and China issues. I talked to a lot of industrial development commissioners interested in attracting industrial development to their cities and spoke with a lot of business groups.

"Overall my four weeks in Ontario was a very quick, busy trip. It was a mirror of what I had done in September last year in the Atlantic Provinces. There are 350,000 Chinese in Toronto which is probably 10% of the population.

Vancouver is about one million population and I have heard it said that 30% of that population is now of Asian origin.

Q. *They own a lot of the houses?*

**Worked out well**

Garrett Lambert: "They certainly own a bunch. You can tell which ones because they are a lot bigger houses than the others. Considering the number that have made the move and the pace with which it has happened it was worked out very well.

"There are problems, don't misunderstand me. But the problems tend to be reasonably well managed. It hasn't been easy. But it has been surprisingly less problematic than one might have thought.

"They take their work ethic with them, their sense of entrepreneurship and their willingness to undertake risk, all of which is a great thing for us.

"But when they flood into communities they do change them. There are pressures that arise. But, as I have said, it is really remarkable that those pressures are bled off. Usually there is pretty good political leadership at the municipal level and a lot of community effort to make it work.

### Changing

"But they are changing the communities that they are moving into because they are going in such vast numbers."

Q. *Changing them in what way?*

Garrett Lambert: "Well, their shopping

habits, for example. The fact that they are moving in and changing neighbourhoods because they are bringing in a different cultural bias. A lot of these neighbourhoods are mono-cultural and have been so for a century or more. And all of a sudden, in a matter of five or six years, they have had a very large number of people moving in speaking a different language.

"I was at one school in Scarborough where 65 different languages are spoken. So the adjustment factor is there for the community and we have had good strong mayors and good politicians who have managed it quite deftly.

"And on the other side, we are getting a very good quality of person coming from Hong Kong. They tend to comport themselves pretty well." ■

然有大量操不同語言的移民湧至，轉變自然由此而生。

「我曾訪問斯卡伯勒的一家學校，校內的學生共操65種不同母語。社會自然要慢慢適應這種情況。令人欣慰的是，我們的市長和官員都非常幹練，在處理有關問題上表現甚佳。

「另一方面，香港移民的素質極佳，頗能適應新的生活環境。」 ■



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# Disinvest, if?

US Consul General appeals to possible Hong Kong interests

**R**ichard Mueller, the United States Consul General, says if there are Hong Kong interests involved in factories in China pirating US intellectual property rights he hopes they will find a way to disinvest as soon as possible.

In an interview with *The Bulletin* before he leaves his post in mid-July, Richard Mueller defended the new US rules of origin that will apply to Hong Kong in July and rejects the criticism that the US is no longer a strong proponent of open and free trade.

But first he gives his own report on Governor Chris Patten's recent visit to the United States. The Consul General was in the US for the visit.

He says: "From my perspective Governor Patten had extremely good access while he was in the United States, particularly when he was in Washington DC. He met with the President, the Vice President, and had breakfast with the Secretary of State. He met the Secretary of Commerce, and the Secretary of the Treasury.

"He also had very good meetings on Capitol Hill. He met with many of the leaders of Congress and he also met with quite a few editorial boards, think-tanks and so on.

## Great range

"So from my perspective he chanced to meet a great range of people. Actually he had two messages:

- One was Hong Kong is going through an important transition and he hoped the US will pay particular attention to that transition because he thought international attention and support can make a difference to having a good transition in Hong Kong.

- His second message was renewal of MFN for China is the right thing to do. And he certainly was a convincing advocate. The President, of course, has already said he would renew MFN and fight for its renewal.

He says: "The US response essentially to the Governor's message, in addition to saying it would renew MFN, was that the US does take a great deal of interest in the transition and has already talked about its interests here as well as its support for the transition -- and certainly its feeling that the unique institutions and traditions of Hong Kong should survive well post July 1, 1997. Then, the US believes Hong Kong's future is bright.

## Institutions and traditions

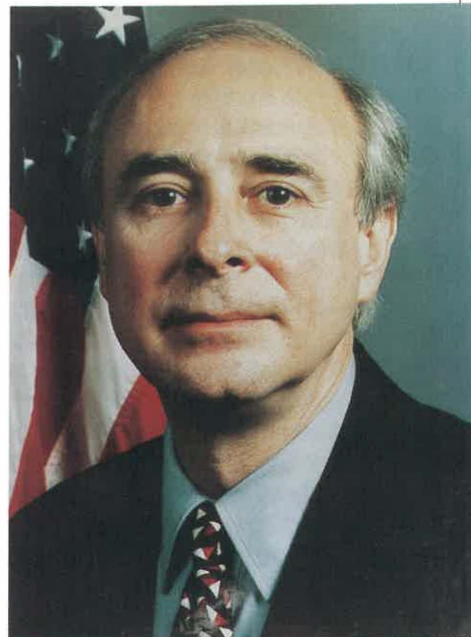
"Hong Kong's unique institutions and traditions certainly include its very strong legal system, independent judiciary,

protection of civil rights, openness to information, trade, finance and increasingly toward open and accountable forms of government. All are important in maintaining US business confidence here."

Richard Mueller said he would prefer not to comment directly on differences between the Chamber and the Governor.

He went on: "One of the things I have said to people publicly as well as privately is that as societies develop, as incomes go up, as they become better informed, they do take an interest in what goes on around them -- an interest in what their government does. So, increasingly people want to have a say in those decisions that their government makes.

"Whether those decisions have to do with land reclamation in their backyard or frontyard, or whether it has to do with welfare systems, people want to have a say in that. Society has to decide how to bring people into the decision-making process and I think very much Hong Kong's people do have an interest in what's going on. I think



Richard Mueller 穆奕樂

## 盡速解資？

涉及內地盜版活動的港商務須注意

**美**國駐港總領事穆奕樂表示，如香港商人在內地投資的工廠涉及侵犯美國知識產權，他們應盡快尋求解資的途徑。

穆奕樂將於7月中離任。他在接受本刊訪問時為將於7月起實施的美國新產地來源規例辯護，同時反駁外界指美國不再支持自由貿易的說法。

不過，他首先跟我們分享的是港督彭定康最近一次的美國之行。穆奕樂當時亦身在美国。

他說：「從我的觀察所得，彭督在美國（特別是首都華盛頓）的接觸面十分廣闊。他既有機會跟總統及副總統會面，與國務卿共晉早餐，亦會見了商務及財政部長。

「他在國會山莊的行程同樣緊密。除了跟多位國會議員進行會議外，他亦拜會了數個編輯委員會、智囊團等組織。

## 接觸面廣

「因此，我認為彭督在美國的接觸面非常廣闊。他宣揚的訊息主要有兩點：

- 第一，香港正處於重要的過渡時刻。

港督希望美國會對過渡期的香港加倍注視。港督認為，國際社會的關注與支持對香港順利過渡十分重要。

- 第二，促請美國延續中國的最惠國待遇。毫無疑問，他的說辭十分有力。當然，總統亦早已宣布有意延續中國的最惠國待遇，並尋求此事獲國會通過。」

穆奕樂指出：「港督的呼籲顯然已獲得美國的回應。除了表示會延續最惠國待遇外，美國政府是真的關注香港的順利過渡，亦早已在這方面作出表示。毫無疑問，美國認為香港必須在97年7月1日後仍保持其獨特的制度及傳統，這樣，美國相信香港的前途必一片光明。

## 制度和傳統

「所謂香港的獨特制度和傳統，自然包括其完善的法律制度、獨立的司法系統、對公民權的保障、信息的公開、貿易、金融，以及越趨開放和對市民負責的政府。要維繫美國商界對香港的信心，上述種種均十分重要。」

穆奕樂表示，不擬就本會與港督之間的



分歧置評。

他接著說：「無論在公開或私人場合，有一點是我曾經說過的。當社會進步，人民收入提高，並接收到更多資訊時，他們對周遭發生的事情亦更有興趣。也就是說，他們會越來越關心政府的施政。接著，他們會要求有權參與政府的決策。」

「無論這些決策是關於在人們的家居附近填海或社會福利制度，他們也希望有權參與。社會需要決定以何種方式把這些人納入決策的過程之中，我相信香港人在這方面的興趣是十分濃厚的。香港在97年前後都應該有聽取這些聲音的渠道。」

「市民也十分關心環境問題，如何才可在環保及經濟發展間取得平衡？這些都是市民關心的事項。」

「美國公民及在美享有居留權的人士（即綠卡持有人）均有納稅的義務。在我的印象中，大部分人均按規定繳稅。當然，稅務局內設有系統，能找出何人尚未繳稅。舉例說，一個多年來如常報稅的人為什麼會突然不寄回報稅表呢？」

「稅務局的職員會定期來港，與本地的美國僑民接觸，提供意見。我相信大部分人均會按規定繳稅。稅務局自然會努力找出那些不按例繳稅的人。」

## 產地來源規例

穆說：「本年7月1日起，我們將實施新的產地來源規例，受影響的包括床單、若干種類的成衣及產品。我不打算在這兒細談轉變的內容。轉變經常發生，產地來源規例自然要跟隨科技與貿易環境的改變而作出調整。」

「今次的調整其實是去年通過的『烏拉圭回合協議法案』的一部分。據我了解，這跟香港本身的產地來源規例亦頗為一致。規例在每段時期都會出現轉變。我們的最終目的是統一全球有關產地來源的規定，因此支持在世界貿易組織內繼續進行談判。」

「我認為沒有什麼國家比美國更堅定支持自由及開放貿易。回顧以往，美國一直支持建立更開放的貿易體系。說回近日，美國是烏拉圭回合談判的領袖之一。克林頓總統更堅定支持早日達成貿易協議，並力爭有關議案獲國會通過。時至今日，世界貿易組織終於成立。我們享有一個較自由的貿易體系，無論是現在或未來，相信均有助維持自由開放的貿易制度。」

## 開拓市場

「美國政府在締結《北美自由貿易協定》方面費盡不少努力，足證其對自由貿易的信念從未改變。假如在多邊貿易體系以外有其他實行自由貿易的方式，無論是透過雙邊、多邊及地區性的努力，我們也會竭盡所能，特別是那些未獲世貿組織解決的事項。美國當然希望跟其他國家商討如何消除貿易及投資的障礙。」

Hong Kong pre- and post-1997 has to find a way of listening to those voices.

"Also on the environment: What is the proper balance between the environment and economic development? Those are issues that individual citizens, a lot of people, are brought into and given a chance to debate.

He said that people obligated to pay tax in the United States are both people who have US citizenship as well as residents who are green card holders. Certainly my impression is the vast majority of people do pay their taxes. The IRS does have in place systems that can help identify people who have not paid taxes. For example, somebody who has filed for many years and suddenly stops filing his tax returns. The question is why is he no longer filing?

"We have IRS people who come to Hong Kong regularly to stay in touch with Americans and residents here offering advice and so forth. I think the vast majority do pay tax but those who don't IRS works hard to identify them."

## Rules of origin

"We are from July 1 this year putting into effect new rules of origin which apply to bedsheets and similar products and to certain types of apparel. I would not try to get into the details of exactly what the changes are. Let me make the point that nothing is ever set in concrete. Changing technology, changing requirements of the trade lead to changes, in this case to rules of origin.

"What we are going to do in this case was included in our Uruguay legislation which was passed last year. It is quite consistent to my understanding with Hong Kong's own rules of origin. The rules change periodically. We look forward eventually to a common agreement within the international system on rules of origin and we support continuation of discussions within the WTO framework.

"I think there is no nation that has been so consistently supportive of free and open trade as the US. You look back over the last years and the US has consistently supported more open and liberal trading regimes. Most recently the US was one of the leaders in the Uruguay Round negotiations. The Clinton Administration was a strong proponent of wrapping up and concluding those negotiations and fighting for them in the US Congress. So we have now in place a World Trade Organisation (WTO) and a much more liberal trading regime which, I think, provides more openness today and in the future will help to maintain a foundation of a free and an open trading system.

## Market access

The Administration also fought very hard for the North American Free Trade Agreement (NAFTA) and that is another very good example of the Administration's commitment

to free and open trade. If there are ways of going beyond the multilateral regime, doing it bilaterally, multilaterally, or regionally we will explore those possibilities and, particularly where the WTO does not provide specific remedies, we of course want to talk to other countries bilaterally about removing trade and investment barriers.

Obviously there are times when people criticise us or don't care for the tone of our specific approach but the reality always remains freer and more open trade by identifying market access issues that can be resolved with the hope that over the long run all economies will continue to move toward much more openness. So, I reject the criticism that the US is not a strong proponent of increasingly open and free trade. I think it will continue to be. I would be willing to match our record with anybody's around the world.

The US bilaterally with Hong Kong, according to our trade figures, does have something of a surplus. But I think it's less important to be focusing on surpluses or deficits than focusing on increasing exports and reducing barriers to exports. It seems to be there are many things that contribute to surpluses and deficits. Changes in consumer tastes, for example. But it is also certainly natural that political pressures come to bear in any country when it looks as though there are unfair practices or lack of market access, such as there are in US-China trade.

As far as China trade itself goes we focus less on deficits than on opening the markets there. I think the work that has been done by a variety of people which shows the overall deficit in US-China trade may be somewhat smaller. The reality is it is still a very, very large deficit. For example, USD23 billion as opposed to USD35 billion which is the official US figure, if you take Hong Kong as part of that equation.

## 8 per cent

The reality is that the deficits are quite large and they are getting larger. So our focus really is on how can China move toward an increasingly open market where US exports will have an opportunity to gain access to China. So, our real goal is not to reduce deficits as such but to make sure markets are open so that US exporters can take full advantage of the export opportunities.

Richard Mueller said he thought it was problematic to suggest US investors in China are contributing to the deficit. The reality is that about 70% of China's exports were produced by State-owned enterprises. That left 30% produced by foreign investors and the vast majority of foreign investment comes from Hong Kong. The US share of that was about 8% of the foreign investment.

So the exports that are attributable to US companies are really relatively small. So I don't think you can say that it is US companies manufacturing in China that are

the cause of the deficit.

In any case that is not the way to look at it. The way to look at it is: Is there openness within the China market so that American companies can export in the same way as China companies export? Again it comes down to a question of openness.

### Intellectual property

On intellectual property rights, Richard Mueller said he would like to say: "What we look for is good Chinese implementation of the commitments that China made last year in our Agreement on Intellectual Property Rights.

"It is an important area both for the US as well as for China. It is important for China because in order to attract investment, in order to attract the best foreign technology, companies have to know that their technology, their products will in fact be protected in China.

"The other side of the coin is that American companies are competitive in a lot of these areas, in software and music CDs. The rampant piracy that is taking place right now, literally undermines the financial health of these very, very competitive American companies.

### Compact disks

"So both China and the US have a stake in dealing with piracy. We believe that China has made good progress in terms of its laws, made good progress in implementing some parts of its commitments, for example, trying to work on the retail level to reduce availability. But China really has to work to clean up these huge factories producing enormous numbers of compact disks. That's what we have really asked China to focus on over the coming weeks.

"We announced on May 15 a list of possible sanctions -- a list of items that could be subject to sanctions within 30 days. The President has said he is committed by the middle of June on imposing sanctions if there is no agreement. We certainly hope that China will implement its commitments.

Q. Who owns these factories? Are there any Hong Kong interests?

Richard Mueller: "When, some weeks ago we had consultations, the Chinese informed us that there is definitely Hong Kong investment in many of these factories. So we have passed on the information we have received to the Hong Kong Government and have asked them to investigate, which they are doing. We hope certainly that Hong Kong interests, if they are involved, will find a way of disinvesting as soon as possible.

"Hong Kong passed a law just recently that makes it illegal for a Hong Kong firm or individual to invest in that type of illegal activity, that is pirate activity.

"So we think that Hong Kong has made good progress in the last couple of years in

「顯然，總有人對我們加以批評或不理解我們獨特的用意，但事實證明，解決了進入市場的問題後，貿易總是較以往更加自由開放。長遠說來，我們希望所有國家都會朝著開放的道路繼續向前邁進。

「因此，對於指美國不支持自由貿易的批評，我實在不敢苟同。美國在將來仍會是自由貿易的支持者。我十分樂意在這方面與其他地區作個比較。

「根據統計數字顯示，美國對香港享有貿易盈餘。不過，我認為增加出口及減少貿易障礙比計算順差或逆差來得重要。造成貿易盈餘或虧損的原因很多，顧客口味的轉變是其中之一。另外，政治壓力也是很自然的事，舉例說，現時的中美貿易關係便存在著不公平的措施及開拓市場的困難。

「談到中美貿易，我們對開放市場的重視多於實質的貿易虧損。我想，經過多人計算出來的美中貿易逆差已是比較低的數字，然事實並非如此。舉例說，如把香港計算在內，我們的官方統計數字 (350 億美元) 跟對方稱的 230 億美元便有很大的差別。

### 比重輕微

「事實是，貿易逆差不但十分龐大，而且有所上升之勢。因此，我們最關注的是如何令中國進一步開放市場，讓美國產品有機會在內地銷售。我們真正的目標並非如何縮減貿易赤字，而是確保中國開放市場，讓美國出口商充分掌握出口機會。」

穆奕樂說，很難將美中貿易逆差歸咎於在中國投資的美國商人。事實上，中國有七成出口產品均由國營企業製造，餘下三成來自在內地設廠的外商，外商中又以

香港資金為主。美國商人在外來投資中只佔約 8%。

「因此，直接由美資公司出口的商品為數不多，難以將美中貿易逆差歸咎於在中國投資的美國商人。

「無論如何，這也不是事件的核心所在。問題是，美國貨品能否像中國貨那樣自由地進入對方的市場？」

### 知識產權

談到知識產權時，穆奕樂表示：「我們期望中國能妥善執行雙方去年就知識產權所達成的協議。

「這對雙方同樣重要。對中國而言，要引進外資及外國的先進科技，就要讓別人知道他們的科技和產品會在中國受到保障。

「很多美國的軟件及鐳射唱片公司都有在內地推銷產品。現時猖獗的盜版行為大大影響了這些富競爭力的公司的財政收益。

### 鐳射唱片

「對付盜版行為，中美雙方均有責任。我們相信中國在制訂有關法例及執行部分承諾方面 (如打擊冒牌貨的銷售) 已取得良好的進展，

但中國必須掃除那些大量生產盜版鐳射唱片的工廠。這一點也是我們在未來數星期要求中國正視的問題。

「我們在 5 月 15 日公布了可能在 30 後受貿易制裁影響的產品清單。克林頓總統清楚表明，如未能在 6 月中達成協議，貿易制裁將在所難免。我們誠心盼望中國會落實執行之前所作的承諾。」

問：這些生產冒牌貨的工廠屬誰人所有？有香港人投資的嗎？

穆：「數週前，中方通知我們，這些工廠中有不少都是由港人投資。我們已將有關消息轉告香港政府，要求港府加以調查。調查現已展開。我們當然希望涉及盜版行為的港商會盡快結束這些業務。

「香港不久前通過了一條法例。任何投資進行這類型非法活動 (即盜版活動) 的香港公司或個人均會觸犯法例。

「過去數年，香港在制訂及執行有關法律方面表現良好，這確保香港不會淪為盜版活動及轉運冒牌貨的黑點。我相信港府在這方面的決心，美國亦會跟香港緊密合作，確保這個源於中國的問題不至蔓延到香港。」

### 美資公司在香港

穆奕樂表示：「談到美資在香港的發展，陸續到這兒來的美國企業為數不少。現時，在香港設有辦事處的美國公司超過 1,000 間，其中有三分之一均選擇香港為區域總部。

「美國在香港的投資繼續增加。調查結果顯示，總額最少在 140 億美元之數。這個數字只是歷史成本，而非以現價計算。此外，它也沒有包括房地產及組合投資呢！」

「美國商界對香港前景的看法一般頗為積極。我相信大部分美國公司都認為可在 97 年前後繼續留港發展。

「我們所作的調查結果顯示，他們相信香港將平穩過渡。因此，我們亦積極鼓勵美國商人繼續留港經商，並希望中英港三方致力保留這兒的制度及傳統不變，仍然是營商的好地方。」

### 民航協定

穆奕樂表示，美國已跟香港簽署了一項新的航空協定，目前只待中英聯合聯絡小組批准。新協定延續了 97 年後的航空安排，同時增加來往兩地的航線數目。美國的航空公司因此得享更大自由，香港的航空公司則可飛往美國更多城市。

「對雙方而言，新協定在權利及義務兩方面均取得平衡。此外，航空體系朝著開放的路向發展，消費者將真正獲益。」

市場對由美國直航內地的服務需求與日俱增。西北航空公司開闢到廣州的航線正好回應了市場需要。此外，該公司亦開辦了由北京直航美國的服務，無需再在東京停站。

穆奕樂說：「隨著中美在商務及旅遊方面的往還越加頻密，消費者需要更多的選擇。」

**保障**

穆說：「美國現時正與香港進行雙邊投資談判。我們稱它為『雙邊投資條約談判』。香港則稱之為『投資保障及推廣協議』。我們期望協議能提供足夠的保障，鼓勵美國商人在香港投資。」

問：那需要呈交聯合聯絡小組討論嗎？

穆：「要的！」

穆奕樂將於7月中離任，在私人假期及准假結束後，他將回復「私人」身份，加盟香港亞洲協會。

他說：「我跟內子都熱愛香港。我們在香渡過6載光陰，未來亦希望留在這兒，為香港在過渡期間稍盡棉力。」

「亞洲協會亦會研究如何加強中美兩國的聯繫。這是我們一個很重要的目標。我期待與很多曾經一起共事的朋友留在香港，他們不少現已是『自由身』呢！」 ■

putting in place a system of laws and enforcement that will help to make sure that Hong Kong is not a haven for pirates and is not a transshipment point. I think the Government here is committed to doing that. And we are committed to working with them to make sure that a problem that really stems from China does not become a serious Hong Kong problem.

**Over 1,000 firms**

He said: "In terms of US commercial business presence, we do have many American companies which continue to move into Hong Kong. We now have over 1,000 American firms that have offices in Hong Kong. Approximately a third of those companies use their offices as regional

headquarters.

"American investment continues to move up in Hong Kong. Our best survey suggests at least USD14 billion is invested here. That is on an historical cost basis not present value. It doesn't include such things as real estate and portfolio investment."

"The general mood in the American business community is quite positive. I think the great majority of American companies believe they can continue to do good work here up to and after July 1, 1997.

"The surveys we have done suggest they believe the transition will in fact be a stable transition. So we continue to encourage companies to continue to do business here and we hope Hong Kong and China as well as Britain will do everything to maintain the continuity of Hong Kong's institutions and traditions that have made this a good place to do business."

**Aviation**

Richard Mueller said the US has signed a new aviation agreement with Hong Kong. It is awaiting approval by the Joint Liaison Group. It provides continuity post July 1, 1997. It also expands the number of routes each side can fly into Hong Kong and the US. It increases the number of freedoms American carriers can have and gives Hong Kong carriers new access to gateways in the US.

"So from both sides we feel it has a balance of rights and responsibilities. Again, it is all moving toward a more open regime that will really benefit the consumer."

He said there certainly was increasing demand for service from the US directly into China. The opening of Guangzhou to

Northwest Airlines responds to that demand, together with a new route to America from Beijing as opposed to flying via Tokyo.

"As you have increasing interchange between the US and China for travel and business, the consumer needs more access," he commented.

**Protection**

The bilateral investment discussions are definitely under way in exchanges with Hong Kong. We call them bilateral investment treaty negotiations. Hong Kong calls them investment protection and promotion agreements. Our hope very much is that we can reach agreement on a good set of protections that will help to encourage Americans to invest here.

Q. Will that have to go before the JLG?

Richard Mueller: Yes.

Richard Mueller says he will be leaving as US Consul General in mid-July, taking some home leave and taking leave of absence from the Department of State. In a purely private capacity he will be taking up the position of running the Asia Society in Hong Kong.

"My wife and I are both great fans of Hong Kong. We have spent six years of our lives here and we are very interested in staying on in the future, contributing in whatever small way we can to the transition.

"Also, in terms of the Asia Society, seeing what we can do to build more bridges between the US and China. That's a very important goal of ours. So, I look forward to staying on in Hong Kong with many of the people I have been working with, now in a private capacity." ■



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