

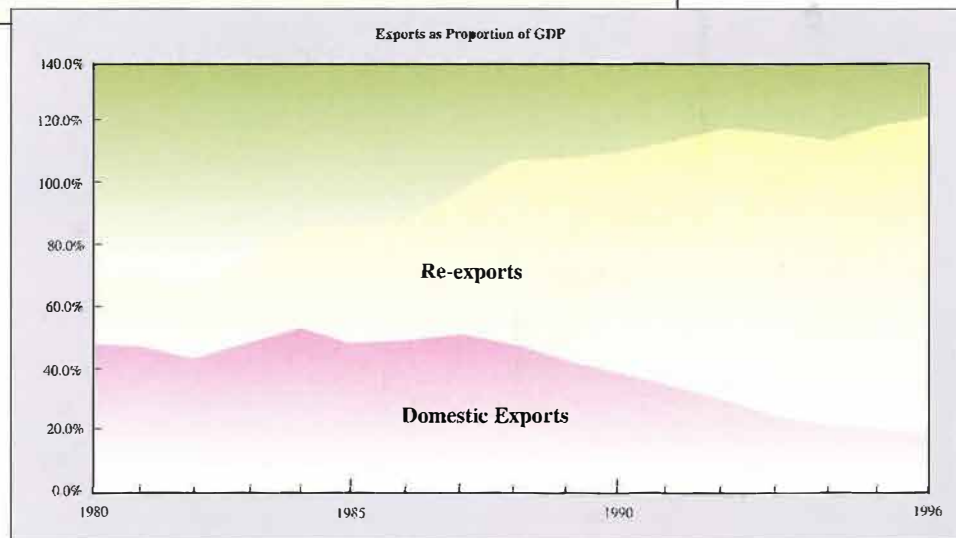
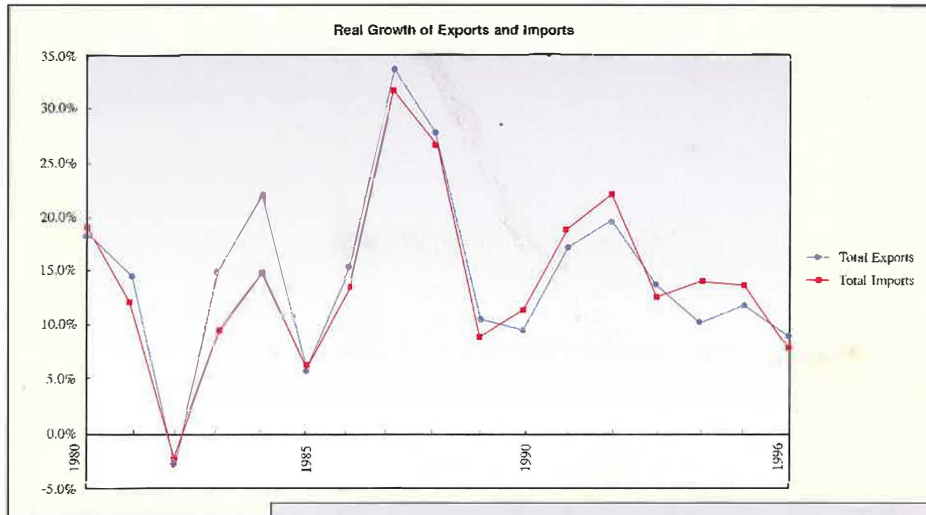
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# 工月商刊 THE Bulletin

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

一九九六年九月

SEPTEMBER 1996

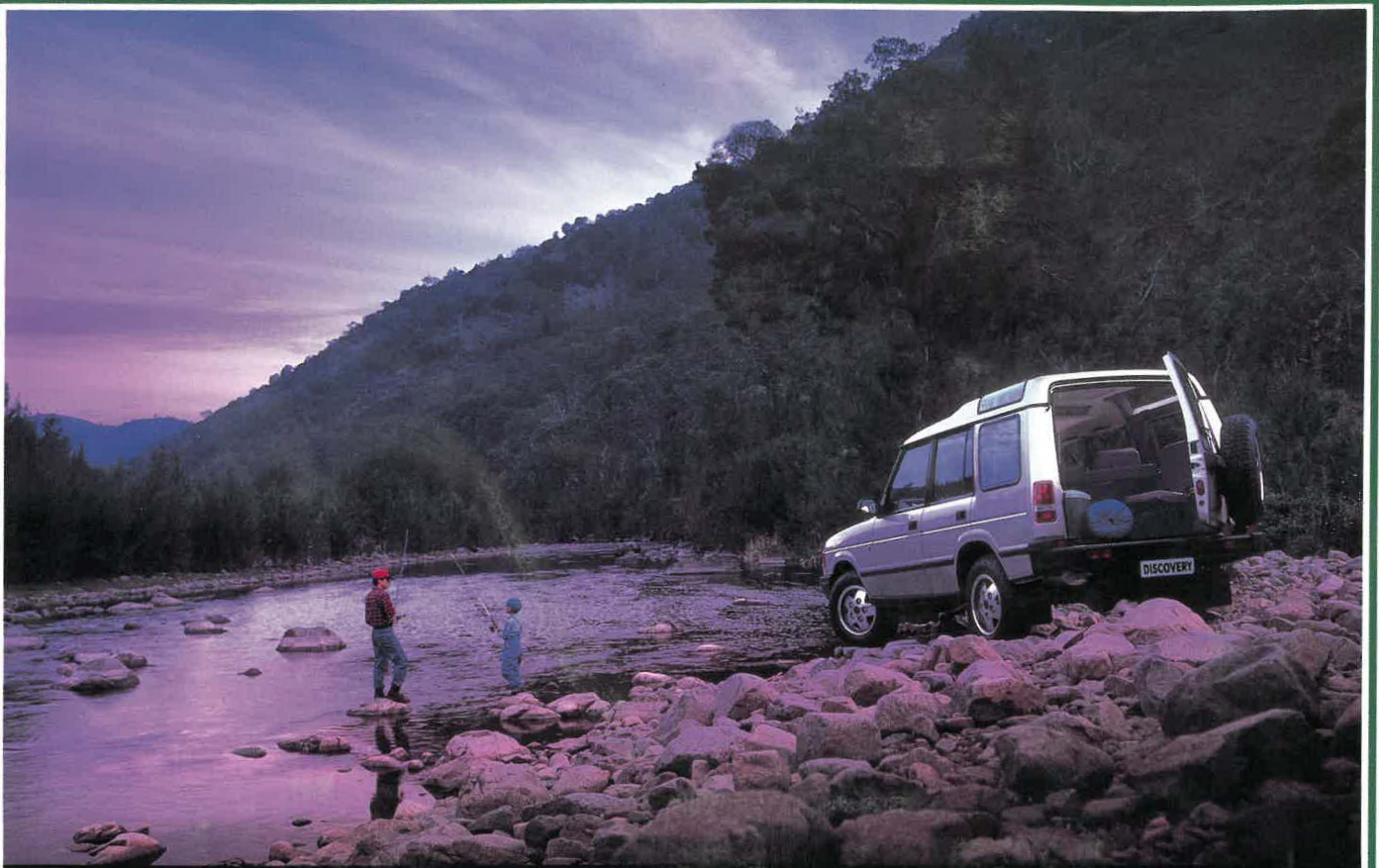


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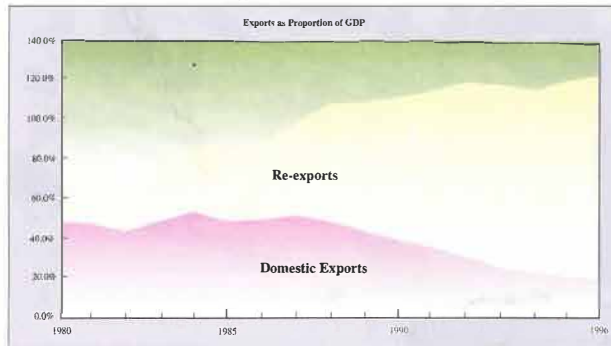
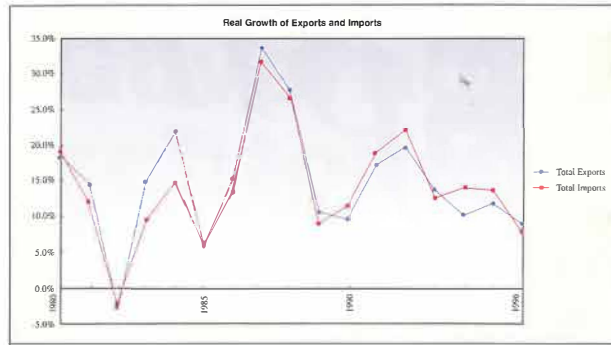
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**COVER STORY**

Hong Kong's adverse trade performance so far this year has caused some concern in the business community. Alan Lai, Director General of Trade, in an interview with *The Bulletin*, says the reasons for our diminishing trade performance will gradually dissipate and US demand will gradually pick-up. **P.8**

**Changing shipping pattern**  
**Terence Sit**  
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**at CSIs**  
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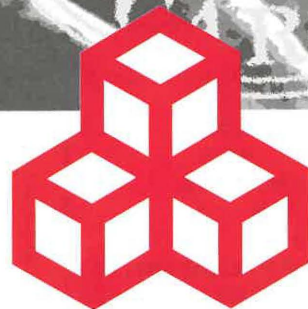
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# Governor should set tone for Legco session

**O**n the first Wednesday of next month (October 2) the British Governor of Hong Kong will stand in the Legislative Council to deliver for the final time his Government's Legislative programme to law-makers and officially declare a new session open.

For everyone present it will no doubt be regarded as an historic occasion, first, because it will be the last ceremony of its kind and, second, because it will mark the start of the final countdown to the creation of the first SAR Government.

For understandable reasons, it is likely that emotions will be running high, not just because it is the start of the last Legco session under British rule, but because of the political divisions that are represented in the legislative chamber.

Nor are these emotions likely to subside as the session proceeds, especially with the present Legco scheduled to be dissolved in June next year to be replaced by the Provisional Legislative Council of the new SAR immediately from 1 July 1997.

The temptation will be to play the political game to the utmost. In such circumstances, it will be up to everyone involved in the Chamber from the opening day until Legco's dissolution to exercise maximum restraint in the best interests of the future of the territory.

With the substantive decisions already taken on the structure and pace of the Territory's future political development, there seems little to be gained in the Legco traversing this ground again and taking a confrontational approach on the issues involved.

At the more practical level of real legislative activity, too, restraint seems called for. Throughout the session, members should be concentrating on the passage of that legislation necessary for the territory's immediate good government and not embarking on substantial new initiatives ahead of the return of sovereignty to China.

In this process, the Governor, Mr Christopher Patten, in the last opening address to the House by the official British representative, should take the initiative and lead by appropriately restrained gubernatorial example.

Mr Patten's previous four addresses to the openings of new Legco sessions have been memorable for the number of initiatives that have been advanced and the scorecards the Governor and Government have kept of their achievements, as well as their rhetoric.

In his 1996 address to the Legco we must hope Mr Patten will take a more restrained approach, easing back on the new initiatives, urging Legco to complete urgent business before it is dissolved and stressing the need for co-operation rather than confrontation in everything related to the sovereignty transfer.

For its part, the business community, with its own representation in the Legco and its hands firmly on the pulse of economic activity in the territory, is concerned that nothing further should occur to damage economic confidence in the remainder of the transition period.

Steady economic growth and the maintenance of business confidence, both local and international, will be one of the vital elements of a successful final period of transition to the sovereignty of the People's Republic of China.

Yet in the first half of this year there were continued signs of a slowdown in the local economy which will hopefully be reversed in this second half of the year and provide a good basis for growth into the transition year of 1997.

Whether this recovery occurs will not just be determined by the territory's trading performance, the growth of the global, US and China economies and Government investment in infrastructure projects.

More than anything else it will depend on the ongoing confidence of the resident population; whether consumers open their wallets to spend now because they are confident in their future earning capacity; and whether investors dig deep to fund projects that provide for Hong Kong's future growth.

Hong Kong is now embarked on the final stages of the historic enterprise of the return of sovereignty to China. All who value the territory's future must work together to ensure its success. As opinion-leaders in the community, Government servants and legislators must play their role.



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# 港督宜率先調和 來季立法局的會議氣氛

下月首個星期三（10月2日），英國駐港總督將最後一次站在立法局內，向議員發表港府的立法計劃，以及宣佈立法局新一季的會期正式開始。

對於每一位在場的人士而言，這無疑是歷史性的時刻：首先，同類型的儀式將是最後一次在港舉行；第二，這儀式正標誌著首屆特區政府產生前最後階段的倒數。

可以理解的是，議員屆時的情緒將更為高漲；這不僅是由於是次儀式為最後一個在英國統治下的立法局會期展開序幕，更是由於局內代表持有不同政見之故。

議員的情緒似乎不會隨著立法局會期逐漸過去而平伏，特別是本屆立法局將於明年6月解散，並在1997年7月1日開始被特別行政區的臨時立法會取代。

立法局內各人所面對的誘惑是把這場政治遊戲推至最高峰，在這種情況下，立法局內全體成員必須從會期開始至結束，均以極度克制的態度行事，以本港的未來福祉著眼。

香港未來政治發展的模式及步伐大部份已有定案，若立法局再次在這些問題上強行爭辯，並對有關問題採取針鋒相對的態度，似乎獲益不大。

從較實際的層面著眼，議員在真正立法的過程中也應盡量克制。在會期內，議員應集中通過有利於未來特區政府的法例，而不是在回歸中國前大量發掘新的構思。

在儀式上，當港督彭定康先生最後一次以英國官方代表的身份向立法局致辭時，應率先以首長的身份，適當地樹立克制的榜樣。

港督過去四次在立法局致開幕辭的時候，均以新構思的數目、他本人及政府執行有關議案的成績，以及其滔滔雄辯的技巧，使人印象難忘。

我們期望港督發表其96立法年度的開幕辭時，能採取較克制的態度，暫且收回新的構想，鼓勵立法局在解散前從速通過緊急的法案，並在每一件有關主權過渡的事務上，強調合作而不是對抗。

在立法局內擁有自己的代表，並緊貼本港經濟脈搏的商界希望，在過渡期餘下的日子裡，再沒有任何事情發生，損害人們對本港經濟的信心。

要在回歸中國前的最後階段成功過渡，維持穩定的經濟增長及保持本地與國際對香港的商業信心是不可或缺的重要因素。

然而，香港的經濟在本年首6個月仍有持續放緩的跡象，但這放緩的趨勢可望在下半年扭轉過來，為過渡到1997年奠定良好的基礎。

至於經濟會否復甦，不僅要看本港的貿易表現，全球、美國及中國的經濟增長幅度，以至港府在基建項目的投資策略均為決定性的因素。

經濟會否復甦，更重要的是市民的信心持續不減；消費者會否大破慳囊，全繫於他們對在未來賺取財富的信心，而投資者會否投入巨資，資助

對香港未來發展有利的工程，亦是影響信心的因素之一。

香港現正踏上回歸中國前歷史性的最後階段，所有珍惜香港前途的人士必須攜手合作，確保本港再創佳績。作為社會上的民意領袖，公務員和議員更應克盡本份，各司其職。







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# Gradual pick-up in US import demand?

Alan Lai gives six factors responsible for adverse trade performance and says the current half year may not be too bad

**A**lan Lai, Director General of Trade, on August 28 said his Department believes the factors responsible for Hong Kong's "rather volatile" trade performance in the first half of the year will gradually dissipate – and that there will be a gradual pick-up in US import demand before the end of the year.

Two days after Alan Lai spoke to The Bulletin, the Government in its half-yearly Economic Report on August 30 reduced its forecast for economic growth for the year to 4.7% from 5%. It said preliminary indications are that growth rebounded in the second quarter. It is forecast to pick-up further in the next two quarters.

But Ian Perkin, the Chamber's Chief Economist, was quoted as saying: "I think 4.7% is going to be difficult to achieve, unless you get 5-6% growth in the final half."

Ian Perkin said it would be difficult to achieve particularly if there were a US interest rate rise.

Breaking his silence on Hong Kong's recent adverse trade performance, Alan Lai listed six factors for The Bulletin that his Department thinks brought about the export slowdown.

And he went on: "We think the further strengthening of the US dollar is unlikely and the adverse affect of the strong US dollar should not continue," he says. "The situation may not be too bad in the second half of the year."

Alan Lai began by backgrounding The Bulletin on the actual details of the adverse trade performance. He describes Hong Kong's performance as being "rather volatile" in recent months, especially the first half of this year (see cover).

He says: "In the first two months of 1996 there was a notable increase in our export performance. However, in the third month (March) exports took an unexpected downturn. Exports dropped quite sharply, followed by a sharp pick-up again in April.

Export performance also remained rather weak in May and June.

## Up-and-down

"So the pattern has been rather up-and-down in the first six months, he concludes.

He continues: "It is difficult to give all the reasons. We in the Trade Department rely very much on the advice of the Government and the Government Economist as well.

"To possibly explain why the up-and-down pattern I would say, we think there are some fundamental factors. For example:

- "The first factor is the affect of the exchange rate. The strengthening of the Hong Kong dollar along with the US dollar after the second quarter of 1995 reduced our export competitiveness in the world market. This is a very fundamental question.

- "Another factor is that when you look at the export performance in the first part of the year (we compare first part of the year

## 美國市場對港貨的需求將逐漸回升

貿易署署長談導致外貿表現欠佳的六大因素

**貿**易署署長黎年表示，在本年上旬導致香港外貿表現反覆的因素將逐漸消除，而美國對本港貨品的需求亦會於本年底前穩步回升。

對於最近香港外貿表現疲弱一事，黎署長終於打破緘默，向本刊詳述該署認為是導致現況的六大因素。

他說：「我們相信美元的匯價不會進一步提高，對貿易的不良影響將漸次消除，下半年的形勢應有所改善。」

黎氏首先為筆者提供一些有關外貿表現的實質資料。他以「略為反覆」形容香港在近數月，尤其是上半年的外貿表現。

他說：「96年首兩個月，香港的出口有著明顯的增長；不過，3月份的出口卻大幅滑落，實在令人意外。到了4月，出口迅速回升；5月和6月的表現則顯得略為疲弱。」

### 起落不定

「一言以蔽之，香港在上半年的外貿表現實在

頗為反覆。

「要把導致這種情況的原因一一列舉，並非易事！貿易署一向極倚賴政府及經濟顧問提供意見。

「要解釋外貿表現反覆的原因，我認為還是有一些基本因素可尋。

- 「第一是匯率的影響。95年第2季後，港元匯價跟隨美元持續高企，嚴重削弱了港貨在世界市場的競爭能力。這是很重要的一點。

- 「第二，本港在95年上半年的出口表現強勁。在計算外貿增長時，由於我們是將本年的數字跟去年同期的基數比較，基數既處於高水平，要取得增長自然相對較難。

### 中國與美國

- 「第三點是主要海外市場的需求問題。96年的資料顯示，出口成績倒退主要跟中美兩大市場有關。由於兩地的需求減退，香港的出口自然受到影響。另一方面，港貨在日本、德國及英國等其他市場的表現卻維持穩定，與

去年同期相去不遠。因此，真正影響香港的其實只是中、美兩大市場吧了！

1. 不過，我們發現國內市場對港貨的需求繼本年首季後在近月出現了大幅增長。跟去年下旬比較，中國進口的港貨數量亦有溫和的升幅。

2. 美國方面，進口減少的原因之一，是當地較早時已輸入了一定數量的港貨，現時正是調節時期；正是由於早前進口的港貨過多，市場需要時間加以消化。

### 不獨香港為然

- 「出口逆轉並非香港獨有的現象，部分亞洲國家(如新加坡、韓國、台灣、泰國、馬來西亞、印尼等)亦有類似的經驗。事實非常明顯：由於美國國內的需求大幅下降，影響所及，大部分東南亞國家都出現類似情況。

- 「我們相信，電子產品的生產模式亦是原因之一。全球半導體市場正有供過於求的現象。這些產品往往在南韓及新加坡製造，再經



against the first part of the previous year) we had a high base in 1995. Growth in the first half of last year was very, very robust. So you are comparing our export performance in 1996 against a base in 1995 which is quite high when growth was rather exceptional.

### China and the US

- "A third factor has been demand in the major overseas markets. The figures show the setback so far in 1996 is concentrated mainly in the US and China markets. Hong Kong's trade is very much export prone and depends a lot on our two major markets, the US and China. Demand there has come down, as a result it affects Hong Kong's export performance. However, our export performance in other markets, for example Japan, Germany and the UK, remain more or less the same, roughly equivalent to the early part of last year. So, there are only two of our major markets that are of concern to us:

i). And, we find import demand in China has accelerated sharply in recent months, after particularly robust growth in the first quarter. Import growth also turned more moderate since the latter part of last year.

ii) In respect to the US, we believe that the slowdown in the import demand is partly the reflection of adjustment to their substantial build-up in inventory in the earlier period. In the earlier period they imported too much and, as a result. They will need time to digest what they have already imported.

### Not just HK phenomenon

- The downturn in exports was not just an Hong Kong phenomenon. It has happened to some other Asian countries. For example, Singapore, Korea, Taiwan Thailand, Malaysia, Indonesia, etc. They have all had the same problem. So basically, it is quite clear, that because the import demand in the US has come down so much, it has affected most of the major economies in East Asia.

- "We believe that one of the reasons is a downturn in the electronic products manufacturing cycle. There was an over-supply globally of semiconductors. These products, for example, are made in South Korea and Singapore but very often they may be exported through Hong Kong to the US. If the demand for these products has come down, then definitely re-exports through Hong Kong have come down.

- We also think that in the first part of the year there were some other factors affecting Hong Kong's exports, for example:

i) The recurring issue of China's renewal of MFN to the US.

ii) The Sino-US dispute over intellectual property rights under Special 301.

iii) The US has imposed some new origin rules on textiles and garments (See P.15)

iv) The Taiwan-China tension in the Taiwan Strait.

### Diversions and delays

"All these events will affect people's confidence, resulting in diversions and delays of orders placed with China and Hong Kong."

Alan Lai says a combination of all these (six) factors affected the export performance in the first half of the year.

"We think, looking ahead, the situation may not be too bad in the second half of the year. That the economy will pick up because:

i) It is unlikely that there will be a further strengthening of the US dollar.

ii) the whole adverse affect will dissipate gradually in due course.

"We don't think the adverse affect of a strong US dollar and Hongkong's adverse export performance should continue, Alan Lai says. We also believe there will be a gradual pick-up in US import demand." ■

香港轉口至美國。如市場對這些產品的需求減退，經香港轉口的貨品自然亦會相應減少。

- 「其他影響香港上半年出口表現的因素包括：

1. 美國是否延續中國的最惠國待遇。

2. 與《特別 301 法案》有關的中美知識產權糾紛。

3. 美國就紡織及成衣製品實施新的產地來源規例。

4. 海峽兩岸關係緊張。

### 影響所及

「以上種種均會影響人們的信心，令商人減少或延遲向中國及香港購貨。」

黎年總結說，以上六大因素均對本港上半年的出口表現構成影響。

「展望下半年，情況應該不會太壞。基於以下因素，經濟表現相信會逐漸好轉：

1. 美元匯價更上一層樓的可能性不大。

2. 已浮現的不良影響將隨著時間過去而減退。

「美元強勢對港貨出口的不良影響將不會持續下去，而美國對港貨的需求亦會漸漸回升。」 ■

	Forecast for 1996 as released on 31.5.96	Current update as released on 30.8.96
	(%)	(%)
<b>Growth rate in real terms:</b>		
Private Consumption Expenditure	4	4
Government Consumption Expenditure	5	5
Gross Domestic Fixed Capital Formation	7.6	9.2
Transfer costs of land and buildings	15	35
Building and construction	8.8	9.2
Private sector	2	2
Public sector	17	18.5
Real estate developers' margin	-2	-1
Machinery and equipment	8.6	9.8
Private sector	6.5	6.5
Public sector	60	100
Total Exports of Goods	9.8	6.5
Domestic exports	0	-5.5
Re-exports	12	9
Imports of Goods	7.6	5.7
Exports of Services	10	10
Imports of Services	7.5	6
Gross Domestic Product (GDP)	5	4.7
Per Capita GDP	2.8	2.4
<b>Growth rate in money terms:</b>		
GDP	12	12
Per Capita GDP	10	10
<b>Rate of increase in:</b>		
GDP Deflator	7	7
Domestic Demand Deflator	6.8	6.1
Consumer Price Index (A)	7.5	6.8



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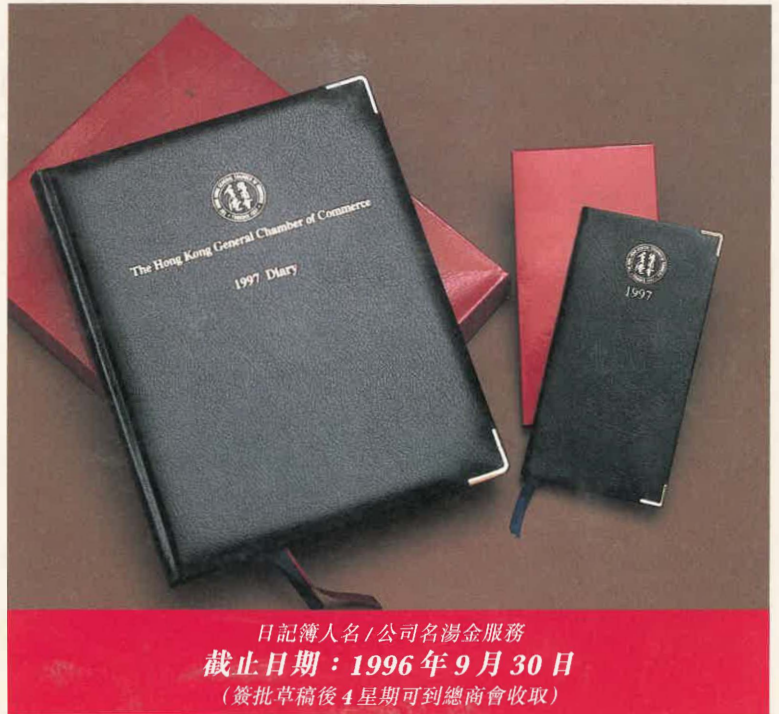
用黑色再做皮包、紅色禮盒包裝、一週型式、世界各大機場指南、世界各大城市地圖、彩色世界地圖及世界時間表。

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# Other shipping gateways opening up in China

Terence Sit says as China grows it will certainly need other ports besides Hong Kong

**T**erence Sit, new Chairman of the Chamber's Shipping Committee, says that other China shipping gateways are opening up and will probably change shipping patterns and trading terms.

He says Hong Kong has always been China's major gateway for trading and transportation. But in the last year or two more China ports are opening up and shipping lines are introducing more direct calls.

Terence Sit is Chief Operating Officer for Jardine Pacific's International Shipping Agency Business.

He says some economists may have a point in attributing diminishing trade from East Asian countries by saying:

a) Regional trade grew too much last year and is adjusting;

b) A global slump in the production in the electronic industry is only now recovering, thus the industry's accumulation of excessive added value inventories will take time to clear;

c) Close links of some Asian countries with the US dollar reduce the competitiveness of their products when the US dollar increases in exchange value and gives Eastern European countries' products the competitive edge. But he says he is a shipping man and unable to comment of these explanations.

## Cheaper warehousing and consolidation facilities

"But from my transport background, I do feel the opening up of new ports probably will change the shipping pattern and the trading terms. A lot of trading is still conducted through Hong Kong. A lot of contracts are 'buy ex-Hong Kong.'

"But with all these direct shipping services becoming available, because of the ports opening up, there are now more warehouse and consolidation services available in China itself."

*Q. Cheaper than here?*

Terence Sit: "Naturally if you look at land prices. Obviously on cost the new China gateways are in an advantageous position. So this kind of change will certainly be attracting some cargo away from Hong Kong."

*Q. This will continue?*

## Capacity

Terence Sit: "Those China ports are not up to capacity yet. They still have a lot of room to be filled."

He explains China's economic activity is divided into North, Central and South:

- "In the North is the ports of Qingdao and Dalian which are one group of ports in the North. From there, there is a lot of transportation linkage with Korea nowadays.

- "Shanghai is naturally a big port in Eastern China and with the Yangste River behind it a lot of cargoes are feeding into Shanghai. That is now become a more popular port for direct calls for ships in addition to directly calling at Hong Kong.



Terence Sit 薛力求

## 開發其他港口

新任船務委員會主席指中國需開發香港以外的其他港口

**本**會船務委員會新任主席薛力求表示，隨著中國開放更多港口，航運形式及貿易條件將相應改變。

他說，一直以來，香港是往中國經商及前往內陸的必經之路。但自一、二年前起，中國開放了更多港口，而船公司亦開始提供各路線的直航服務。

薛力求為怡和國際航運代理行政總監。

他說，或許有經濟學者將東亞國家貿易下跌歸咎於下列因素：

1. 地區貿易在去年增長過速，現正踏入調整階段；
2. 全球電子業才剛剛從低潮中緩緩復

甦過來，積存的存貨需一段時間才能清除；

3. 若干亞洲貨幣與美元的關係密切，美元升值，連帶削弱了這些國家的競爭能力，間接造就了東歐產品在市場上的優勢。不過，作為航運業中人，他表示不方便對此置評。

## 更便宜的貨倉及集裝設施

他說：「不過，就我在運輸界的經驗判斷，中國開放新港口亟可能會帶來航運形式及貿易條款的改變。現時，仍然有很多貿易是透過香港進行，有很多合同是註明『香港交貨』的。」

• "In the south we have Hong Kong and Yantian and Shekou. These two ports on the Delta are beginning to attract some direct calls as well, more to do with price considerations. Their tariff charges are cheaper. Warehouses are cheaper as well. There is plenty of land. A lot of cargo originated nearby can use the facilities there for consolidation and storage."

Q. *What do you think Hong Kong should do about all this?*

### Natural change

Terence Sit: "I think those ports are a natural change that Hong Kong will find it difficult to resist. Ships going into Shanghai direct is a trend that is irreversible because there is a large amount of cargo there, they have the port facilities and they are beginning to put their act together."

"Hong Kong will continue to be an important port because it has the old tradition of service. All the facilities are there and there is much less red tape. These are the advantages we have in Hong Kong."

Q. *Some importers abroad may prefer to continue to buy ex-Hong Kong because it is backed by the rule of law if there is a trading contract dispute?*

Terence Sit: "This has always been the case but there are changes now. Some people are prepared for certain enforcement solutions by changing the terms of buying

in China.

Q. *The latest generation of container ships draws 14 metres and they can't get into the river in Shanghai. It would cost RMB20 billion to build a proper container port?*

### Still the river

Terence Sit: "The Shanghai port is still the river. Bigger ships can get in but they have problems in turning."

Q. *That's not likely to interfere with their calling?*

Terence Sit: "We have to look at the next phase of development in Shanghai. They have done quite a lot of work to expand the facilities but there are limitations in terms of ship size and draught."

Q. *To build a container port they have to overcome the problem of silt from the Yangtze?*

Terence Sit: "Then they will have to look at another site. They will have to look further ahead."

Q. *They are said to be interested in Beilun port at Ningpo. But that is said to be not particularly attractive to people exporting because of the greater cost of transporting their goods from say Pudong?*

### Permanent effect

Terence Sit: "Whatever is the solution at Shanghai, with the development of these China ports in the North and Centre of

China's economic activity, will certainly have some permanent affect on Hong Kong."

Q. *What do you think Hong Kong ought to do about it?*

Terence Sit: "Hong Kong relies very much on the growth of Southern China. A natural port is always an advantage we will have. Our disadvantage is in the high cost of development."

Q. *Do you think Hong Kong should go on with the construction of CT10 and CT11?*

Terence Sit: "I think at this moment, because we are looking at very minimal, we probably need to get CT9 out of the way first. Get Terminal 9 settled and firmly put to bed."

### Trigger mechanism

Q. *We have a mechanism for building new terminals. When growth reaches a certain stage it triggers a new terminal?*

Terence Sit: "We have a good mechanism. We make sure that supply equals demand. That mechanism continues to work. There will always be some adjustments that need to be made. This year may be a slower increase in demand. The question is whether or not you look at it as a longer-term trend or a short-term trend. Still, we need to closely monitor the situation."

「但當國內港口逐步開放，將來會有更多直航服務；而國內現時亦開始加強其貨倉及集裝服務。」

問：價格更相宜？

薛：「若就地價來說，這是事實。新的中國港口的確在成本效益方面較香港優勝，而這將成為部份人士放棄使用香港港口設施的原因。」

問：情況會否持續？

### 吞吐量

薛氏說：「中國的新港口在處理貨箱方面的能力仍有值得改善之處。」

他又解釋，中國的經濟活動分為華北、華中及華南三個地區：

• 華北的港口為青島及大連。現時，兩者與韓國間的運輸往來十分頻繁。

• 華東的大港自然是上海，加上從內陸延伸至上海市的長江，為港口帶來極大的貨流量。現時，上海已漸漸成為香港以外的熱門直航港口。

• 南面港口有香港、鹽田及蛇口。後兩者已開始吸引直航船，價錢是主要因素：關稅較低，貨倉租金亦較便宜。此外，該兩個口岸的土地供應充足，因此由附近地區起運的貨物可利用其港口設施集裝及存倉。」

問：香港應怎樣面對這種趨勢？

### 自然發展

薛：「我認為這是大勢所趨，香港不能扭轉這種形勢。由於上海是貨物的集散之地，港口設施亦甚為完善，因此使用該港的船隻數量日增是理所當然的。該市各單位現已開始合力整理港口設施。」

「香港仍會繼續扮演重要的角色。服務歷史悠久，港口設施完備，不受官僚作風影響，這些都是香港的優點。」

問：是否有些海外入口商仍喜歡購買在香港交貨的貨品，原因是當雙方出現糾紛時，可以有法可循？

薛：「這是一直以來的事實，但情況已開始轉變。有些人為了獲得更佳保障，已開始改變在國內購貨的條款。」

問：最新一代的貨櫃船排水14米深，不能駛進上海的河流。要建設一個合規格的貨運港，需耗資200億人民幣？

### 河道為港

薛：「上海港仍只是一條河流，大船可駛進，但掉頭則有困難。」

問：可會影響航班服務的發展？

薛：「這要看上海下一期的發展了。他們在擴充設施上下了很多功夫，但是仍

要面對船隻大小的限制及河流乾涸的問題。」

問：上海要建設貨櫃港，必需先解決長江的淤泥問題吧？

薛：「這樣的話，他們必須另覓地點，作長遠打算。」

問：據說他們對寧波的北倫港很有興趣；但聽聞這對出口商的吸引力不大，來自如浦東等地的貨物要花上更大筆的運輸費才可運抵港口！

### 長遠影響

薛：「無論上海採取那種解決方法，中國在華北及華中的經濟活躍地區建設港口，對香港來說必定有深遠的影響。」

問：你認為香港應如何回應？

薛：「香港的表現跟南中國的經濟發展息息相關，而擁有天然海港一直都是我們的優勢；缺點則是發展成本高昂。」

問：你認為香港應否繼續興建第十及十一號貨櫃碼頭？

薛：「我認為由於預測今年使用量只有微幅增長，因此，我們需要首先徹底解決九號貨櫃碼頭的問題。」

### 靈活機制

問：我們有靈活的機制，可在作業量增



Q. Does the trigger mechanism generate expensive rates?

Terence Sit: "The trigger mechanism obviously ensures there is no unwanted mechanism. We always try to match the growth in demand with the supply. That there is no over-supply. And that to a certain extent protects the investors' interests. That we don't have a lot of unwanted activities."

Q. The alternative to the trigger mechanism would be for the Government to do the development of new terminals?

### Shortcoming

Terence Sit: "Certainly that system has its advantage and as well as some disadvantage. Some people look at it as a shortcoming."

Q. So far it has been very successful in building the port not mainly at the taxpayers' expense?

Terence Sit: "Yes."

Q. You are now Chairman of the Chamber's Shipping Committee. Have you got ideas or pet theories about what ought to be done?

Terence Sit: "I don't have any specific ambition as Chairman. I think as the Shipping Committee we would like to ensure that the business environment in Hong Kong will always be made favourable in terms of international shipping. We would like to ensure that Hong Kong business community as a

whole continues to provide a favourable environment that continues to attract international shipping.

"That the business community as a whole ensures that Hong Kong remains an efficient port or a cost-effective port. They may have to pay more but they would get the efficiency they want. I think that is something the Shipping Committee and the Chamber would like to see, that we continue to provide a favourable business environment."

### Efficiency

Terence Sit said because there had been delay in developing CT9 there had been more investment by the terminal operators and the efficiency of the port has increased.

He said Jardines is no longer involved in ship owning. It was more involved in providing services associated with shipping, like agencies, terminals, container depots and freight forwarding.

"We are providing the services rather than physically operating the ships. Jardines are part of the consortium which hopefully and eventually will be involved in the development of CT9."

Q. There has been some reshuffling of terminals?

Terence Sit: "Correct. It is expected to be announced soon. Obviously there has been some progress. Hopefully and eventually that will be finally endorsed in

the JLG by the Governments on both sides and by then hopefully remove all the obstacles to the development of CT9."

Q. And that means CT9 could be up and running by when?

Terence Sit: "I'm not sure but it would be something around two years. There would be more backup land for storage and marshalling of containers which could provide better efficiency."

Q. You are investing in CT9 so obviously you think Hong Kong port has a future?

Terence Sit: "I believe we do have this belief otherwise we would not be venturing into such a major investment in the port sector."

Q. So you don't see all this talk about diminishing trade effecting the port?

Terence Sit: "I am not sure this can be interpreted as a short-term or long-term event. We need a longer time to observe before we can make a firm judgement. There has been some prediction trade may level off or decline but I suggest we have to wait and see."

### Diversification

"From our sector point of view there certainly has been some diversion of cargo or some cargo will come through different gateways."

Q. Right down the China Coast?

Terence Sit: "If China market continues to grow it will need more than just the Hong Kong port." ■

長至某一階段時顯示有發展新碼頭的需要嗎?

薛:「我們有一個很好的機制,可確保供求平衡。這個機制一直運作良好,有時亦需要作出調整。今年的需求增長可能較慢。問題在於你把這看作是長期還是短期趨勢。然而,我們仍須密切留意形勢發展。」

問:這個機制能控制開支嗎?

薛:「很明顯,這個機制能保證沒有不必要的運作。我們經常以供應與需求增長互相配合為目標,確保沒有供過於求的情況出現,在某程度上保障投資者的利益,避免多餘的運作。」

問:機制以外的應對方法,就是由政府起建新貨櫃碼頭?

### 缺點

薛:「當然,這機制有優點,亦有缺點。這在乎觀點與角度吧了。」

問:直至今日為止,建設港口的主要費用並非來自納稅人,這是機制的成功之處?

薛:「不錯!」

問:你現時是商會船務委員會的主席,你有甚麼心得,或認為委員會應該做些什麼

工作?

薛:「我雖身為主席,但並沒有什麼野心勃勃的大計。我認為最重要的還是維持香港作為國際航運中心的地位,促進對本港有利的商業環境;並希望香港能繼續提供良好的經商環境,吸引國際航運者。」

「要確保香港仍是一個效率高及成本效益大的港口,可能要付出較高的代價,但可確保能得到理想的效果。本人認為繼續為經商者提供良好的商業環境,就是船務委員會的期望。」

### 效率

薛氏說,由於九號貨櫃碼頭的發展出現延誤,碼頭營運者已注入更多資本,加倍提高現有港口的效率。

薛氏透露,怡和已經不再投入購買船隻的行列,改而發展與船務有關的服務如航運代理、碼頭營運、貨櫃倉庫及貨運服務等。

「我們從直接開辦航線改為提供有關服務。怡和與其他公司組成的財團希望能成功投得九號貨櫃碼頭的發展權。」

問:是否有新的安排?

薛:「對。詳情預料將於稍後公布。事

情有明顯的進展,希望最終兩方政府會於聯合聯絡小組上通過計劃,並摒除所有發展九號貨櫃碼頭的障礙。」

問:那即是說,屆時九號貨櫃碼頭會全速上馬?

薛:「我不能確定,但會是兩年左右的事。屆時將有更多後備土地作貯存及調配貨櫃之用,令運作效率更高。」

問:投資九號貨櫃碼頭,是否認為香港港口大有發展前景?

薛:「假若無此信念,我們是不會參與這樣大型的港口投資項目的。」

問:這樣看來,你並不認為之前提到的貿易下降情況會影響港口業務?

薛:「我不能肯定這只是短暫的情況,還是會長期維持下去。在作出最後判斷前,我們需要多些時間觀察。有預測認為貿易或會維持不變,或會減少;但我認為還是應該靜觀其變。」

### 轉向

「從業內觀察所得,確有貨運轉向的情況出現;有部份貨物轉而進入其他的港口。」

問:直接運往中國海岸?

薛:「若中國市場繼續發展,香港港口將不敷應用。」 ■

# Psychological affect

US importers of our garment and textiles exports may not go through all the trouble of the newly imposed origin rules and buy elsewhere

**A**lan Lai, Director General of Trade, says the new American origin rules may have an adverse psychological affect on the garment and textiles exports, which are Hong Kong's largest exports category.

"US importers placing orders may think, why should they go through all the trouble of complying with the rules the Americans have imposed of importing from Hong Kong? – and go elsewhere for their supplies," he told *The Bulletin*.

"The bond requirement in particular may raise concern and affect the industry," he said.

By comparison, he said, toys, Hong Kong's other big export category, was quite upbeat. Toys were unaffected by the new US origin rules and the toy industry is doing quite well.

In the case of watches and clocks, the situation remains positive.

Electronics is less promising, he said.

## Taiwan direct link

Alan Lai said: "We cannot see any major impact on the port, except for the direct communication link between China and Taiwan. But even if there is a direct communication link, we still believe it would not have a tremendous impact on Hong Kong.

"The question is whether there are adequate facilities to?

"I was told our port cargo forecasts used in planning our port development in Hong Kong, already have taken into account the

impact of a direct shipping link between China and Taiwan. So we have already taken that into account in our planning."

"So I can't see how this latest development is going to have a tremendous affect."

"We also believe that the direct link could be expected to stimulate the growth of trade between China and Taiwan. Some of that increased trade would benefit Hong Kong and neutralise some, if not all, of the impact on the use of the direct shipping link."

## Quotas

*Q. Won't Hong Kong ships be China ships next year – and Hong Kong textiles and garments China origin goods?*

Alan Lai: "Definitely those goods using Hong Kong quotas have to be of Hong Kong origin. We stand very firm on this. We believe we have a very good control system in Hong Kong to safeguard against abuse of the system.

"Under the one-country-two-systems concept, Hong Kong will continue to be responsible for its own economic development and Hong Kong quotas will still remain Hong Kong quotas. Hong Kong quotas will not become China quotas. So, using Hong Kong quotas for goods exported ex-Hong Kong must be of Hong Kong origin, confirming the manufacturing processes.

"The Americans' always think there is a substantial transshipment problem. But we do not think it is a very serious problem so far as Hong Kong is concerned. Certainly, there is some degree of illegal transshipment

activities going on. But we don't think it is too serious and we are doing our best to tackle the problem.

"We have the best Customs Officers in Hong Kong. Compared with any of the exporting countries Hong Kong has the best enforcement system. We are always prepared to co-operate with our trading partners to ensure that there is no abuse in Hong Kong.

## US Customs team

*Q. Do you think that will satisfy the Americans?*

Alan Lai: "We have now invited a team of US Customs Officers to look at our system. They will be here for a month to allow them to see how we enforce our licensing and control system. We believe we can stand up to the test." ■

*Footnote: Nomura Research Institute on September 1 said that Asian exports, suffering a global electronics slowdown and appreciation of currencies against the yen, will pick-up in 1997 on the back of a gradual pick-up of world economic growth and stabilisation of export inhibiting factors.*

*Nomura said the appreciation of most Asian currencies against the yen this year had made exports from the region less price competitive in major Western markets than exports from Japan. The Japanese currency is trading about 110 to the US dollar compared with 85 in 1995.*

# Government figures

## External trade statistics for July

**I**n the external trade figures for July 1996 released on August 29 the Census and Statistics Department showed that re-exports accelerated in growth while domestic exports had a smaller decline. Imports also recorded some increase.

The value of total exports (comprising re-exports and domestic exports) increased by 7.9% over a year earlier to \$131.9 billion in July 1996. The value of re-exports increased by 11% to 111.1 billion, while the value of domestic exports decreased by 6.1% to \$20.8 billion. Meanwhile, the value of imports increased by 3.5% over a year earlier to \$138.6 billion in July 1996.

As the value of total exports in July 1996

was smaller than that of total imports, a visible trade deficit of \$6.6 billion, equivalent to 4.8% of the value of imports, was recorded. This was considerably smaller than the corresponding deficit of \$11.6 billion, equivalent to 8.6% of the value of imports, in July 1995.

For the first seven months of 1996 as a whole, the value of total exports grew by 4.9% over the same period last year. The value of re-exports rose by 7.6%, while that of domestic exports decreased by 7.8%. The value of imports showed an increase of 3.2%.

In the first seven months of 1996, a visible trade deficit of \$90.4 billion, equivalent to 10% of the value of imports, was recorded. This was smaller than the deficit of \$99.7

billion, equivalent to 12% of the value of imports, recorded in the same period in 1995.

Commenting on the latest trade figures, a Government spokesman said that the export performance in July 1996 improved considerably from the weak situation in June. Of particular note was the growth rate of re-exports, which returned to a double-digit level. The visible trade deficit also narrowed significantly. On the other hand, retained imports showed a marked decline, by 8.9% in value terms in July over a year earlier.

A more detailed analysis of Hong Kong's external trade for July 1996, by commodity and country, will be released in mid-September 1996. ■

# 德高與您 共創彩虹人生



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## Diary Dates

**September 23-25, 1996**

### Chamber Mission to Taiwan

Hong Kong's Small and Medium Enterprises are under enormous pressure from rising costs of doing business. Similar problems are faced by Small and Medium Enterprises in Taiwan. However, Taiwan's policy differs from Hong Kong's, and this is well reflected in the significant difference in the two territories' Gross Domestic Product (GDP) in the manufacturing sector.

This has prompted the Chamber to organise a study mission to Taiwan this month, to help participants better understand Taiwan's experience in application of technology in industry. The mission will also study Taiwan Government's policy and to explore areas for business cooperation between Hong Kong and Taiwanese enterprises.

(Enquiries: Karen Au, tel 2823 1200, fax 2527 9843)

**Tuesday, October 8, 1996,  
9.00 am-2.00 pm**

### HKCSI Seminar on Telecom Policy & Regulation: Liberalisation & Competition Ballroom, Hotel Conrad

Recent changes in telecommunications policy and regulation are attracting much attention from the business sector. In view of this, the Hong Kong Coalition of Service Industries (HKCSI) is organising a half-day public business seminar to discuss liberalisation and competition in telecommunications.

Moderated by Henry Goldstein, Chairman of HKCSI Information Services Committee and Executive Director of Asia Link Holdings Ltd, the seminar will hear views of industry leaders such as: Alex Arena, Director General of Telecommunications Authority; Dr Sarah Liao, Chairperson, Consumer Council Steering Group on Telecommunications Policy; G Woodhead, Principal Assistant Secretary, Economic Services Branch, Hong Kong Government; Keith Bernard, Director of Regulatory Affairs, Hongkong Telecom; Leslie Harris, Managing Director, New T & T; and Con Conway, Director Corporate Sales and Strategic Accounts, New World Telephone.

Highlight of the event is an address by the Secretary for Economic Services, Stephen Ip, at the concluding luncheon.

(For reservation, please call Rammy Chan, tel 2823 1225, fax 2527 9843.)

# Chamber Forecast

Date	Time	Events & Meetings
Sep 10	4.00 pm	MEETING: Human Resources Committee
Sep 11	9.00 am-5.00 pm	TRAINING: Time Management ( <i>Cantonese</i> )
Sep 11	4.30 pm	MEETING: HKCSI Executive Committee
Sep 12	11.00 am	MEETING: China Committee
Sep 12	4.00 pm	MEETING: Economic Policy Committee
Sep 13	9.30 am-2.00 pm	SEMINAR: China's Real Estate Market ( <i>Putonghua</i> )
Sep 16	12.30 pm	SUBSCRIPTION LUNCHEON: H S Kwong, Secretary for Works
Sep 16	4.00 pm	MEETING: Council
Sep 16	6.00 pm-9.00 pm	TRAINING: Commencement of Putonghua Foundation Course for Expatriates (Elementary)
Sep 17	5.00 pm	MEETING: SME Committee
Sep 18	9.00 am-5.30 pm	TRAINING: Influencing Others ( <i>Cantonese</i> )
Sep 18	12.30 pm	MEETING: Arab & African Committee
Sep 18	4.00 pm	MEETING: Environment Committee
Sep 18	5.30 pm	MEETING: Asia Committee
Sep 18	6.00 pm-9.00 pm	TRAINING: Commencement of Putonghua Foundation Course for Expatriates (Intermediate)
Sep 18	7.00 pm	ASIA & AMERICAS COMMITTEES' DINNER: Michael Sze, Executive Director, HK Trade Development Council
Sep 19-20		STUDY MISSION to Guangdong on Domestic Sales of Products Manufactured by Foreign Enterprises ( <i>Cantonese with English Interpretation</i> )
Sep 19	12.30 pm	MEETING: Chamber Golf Club Steering Committee
Sep 19	12.30 pm	MEETING: Europe Committee
Sep 20	6.30 pm-9.30 pm	3288 Dinner Club ( <i>Cantonese &amp; English</i> )
Sep 23-25		STUDY MISSION to Taiwan ( <i>Mandarin</i> )
Sep 24	12.30 pm	SUBSCRIPTION LUNCHEON: Michael Leung, Commissioner, ICAC
Sep 25	12.30 pm	New Members' Briefing
Sep 26	9.00 am-6.00 pm	Chamber Golf Club Outing: Mission Hills
Sep 26	6.15 pm	MEETING: Americas Committee
Sep 26	7.00 pm	ASIA/AMERICAS COMMITTEES' DINNER: Professor Michael Enright, Harvard University
Oct 1	6.30 pm-9.30 pm	TRAINING: Commencement of Interaction Management Basic Course ( <i>Cantonese</i> )
Oct 3	9.00 am-1.00 pm	TRAINING: Tele-Sales for Frontline Staff ( <i>Cantonese</i> )
Oct 8	9.00 am-2.00 pm	HKCSI SEMINAR: Telecommunications Policy and Regulation - Liberalisation & Competition
Oct 15 & 17	9.00 am-5.30 pm	TRAINING: Leadership & Teamwork ( <i>Cantonese</i> )
Oct 15	6.30 pm-9.30 pm	3288 DINNER CLUB
Oct 16	9.00 am-2.00 pm	SEMINAR: Traded Derivatives in Hong Kong - Opportunities & Risks
Oct 22	6.30 pm-9.30 pm	TRAINING: Commencement of Interaction Management Advanced Course ( <i>Cantonese</i> )
Dec 3	9.00 am-2.00 pm	BUSINESS SUMMIT '96

## THE CHAMBER IN ACTION



Ian Christie Reports

### SERVICE INDUSTRIES DIVISION

#### HONG KONG COALITION OF SERVICE INDUSTRIES (HKCSI)

##### Committees

The Real Estate Services Committee met on 16 July with Consumer Council Chief Executive, Mrs Pamela Chan, to discuss the Consumer Council report on the residential property market. On 30 July, members of the Real Estate Services Committee had a breakfast meeting with LegCo member, Mr Edward Ho, to discuss the Estate Agents Bill 1995.

On 18 July, members of the Financial Services Committee held a brainstorming session on promoting Hong Kong as a financial centre. The meeting was held at the Standard Chartered Bank and was followed by dinner hosted by the Chairman, Mr Mervyn Davies.

##### Promotion of Services

##### Hong Kong Industry Award

On 17 July, the Coalition convened a meeting with representatives of the Hong Kong Management Association, the Hong Kong Productivity Council, the Hong Kong Tourist Association, and the Retail Management Association to discuss the CSI proposal for an award scheme to promote the service industries. Government Industry Department, Financial Services Branch and Trade and Industry Branch were also present at the meeting. There was general consensus among those present to support the proposed award scheme. In addition to the five organisations present, it was proposed and

## 本會動態

### 本地及經濟事務部

暑假開始，外界對本地及經濟事務部的服務需求亦相應減少。期間，該部接待了自美國、意大利、阿根廷及澳洲訪港的新聞從業員。

本會主席、國際事務部助理總裁及首席經濟學家與日本總商會龐大的工業代表團會晤。首席經濟學家亦應邀為「銀行家年獎」擔任評判。此外，他亦和經濟研究主任一起與統計處代表商討本港貿易表現及整體經濟情況的趨勢。

內部工作包括：編製 1997 至 98 年度財政預算案建議書；就《強制性公積金計劃》諮詢文件發表意見；為將於 12 月 3 日舉行的 1996 年香港商業高峰會展開籌備工作。

#### 委員會會議

本月，該部並未召開任何委員會會議。3 個委員會（經濟政策委員會、法律委員會及稅務委員會）將於 8 月夏季小休後復會。

## 服務業部

### 香港服務業聯盟

#### 委員會會議

7 月 16 日，地產服務委員會與消費者委員會總幹事陳黃穗會晤，商討消費者委員會的住宅物業市場報告。7 月 30 日，委員會代表與立法局議員何承天共進早餐，話題圍繞著《1995 年地產代理條例草案》。

7 月 18 日，財政服務委員會召開思考會，討論促進香港作為世界金融中心的策略。會議於渣打銀行總行舉行，其後由渣打銀行主席戴維思主持晚宴招待與會人士。

#### 推廣服務業

##### 香港服務業獎

7 月 17 日，服務業聯盟召開會議，與香港管理專業協會、香港生產力促進局、香港旅遊協會及零售管理協會討論聯盟就推廣服務業提出的獎勵計劃建議。工業署、財經事務科及工商科均有派員出席。

與會者一致支持舉辦獎勵計劃的建議。

### LOCAL AFFAIRS AND ECONOMICS DIVISION

With the onset of the Summer holiday period, external demand for the services of the Local Affairs and Economics Division's services began to moderate in the month under review. The Division did, however, receive journalist visits from the US, Italy, Argentina and Australia.

The Chief Economist, together with the Chairman and the Assistant Director, International Affairs, met with a large group of industrialists from the Japanese Chamber of Commerce. He also attended the Banker of the Year Awards, for which he is a judge. The Chief Economist, together with Executive Officer, Research, met with a representative of the Census and Statistics Department, during the month to discuss trends in Hong Kong's trade performance and the overall economic situation.

Internally, work continued on several substantial projects including the 1997-98 Budget Submission, Government consultations on the Mandatory Provident Fund (MPF) and planning for the Chamber's 1996 Business Summit to be held on 3 December.

### COMMITTEES

There were no committee meetings within the Division during the period under review. All three committees - Economic Policy, Legal and Taxation - will meet later in August to resume work after the Summer recess.

## Printed materials

Chamber Chairman, James Tien, briefed a round table luncheon on July 30 on China restrictions on paper materials processed in Hong Kong and his visit to Beijing. Published subsequent reports said China had postponed implementation for six months.

### 紙品包裝材料

在 7 月 30 日舉行的小型午餐會上，本會主席田北俊談及內地最近就紙品包裝材料實施的新管制政策，以及他到北京訪問的見聞。有報導稱，中國當局已決定將有關措施暫緩執行半年。



午餐會現場



agreed that the Trade Development Council should be invited to be one of the leading organisers. It was also agreed that the secretariat of the award scheme should be provided by the HKCSI. Following the meeting, a full proposal was developed and sent to the prospective leading organisers inviting them to formally join the award scheme.

Benchmarking In follow-up to one of the proposals by the HKCSI to the Financial Secretary on promotion of services, the CSI has developed a discussion paper on Benchmarking which has been distributed among interested members of the Coalition.

### Overseas Promotion

At the invitation of TDC, the HKCSI will be a co-organiser of a business promotional forum in Australia, entitled "Hong Kong and Australia: Building a New Pacific Partnership", which will be held in Sydney and Melbourne on 24-26 September. The HKCSI will be providing three speakers to the event, namely, HKCSI Chairman, Mr Brian Stevenson; Professional Services Chairman, Mr Anthony Griffiths; and Infrastructure Projects Committee member, Mr Richard Garrett.

### Telecommunications

On 22 July, the Coalition submitted a position paper in response to the OFTA consultation paper on pricing of local telephone services. In the paper, the Coalition emphasised the importance of the user-pay principle and supported a hybrid option of fixed and variable charges for telephone pricing.

Coalition Secretary General, Dr W K Chan, and Manager, Ms Eva Chow, attended an international forum organised by OFTA on the WTO telecommunications negotiations on 27 July.

Dr Chan attended a meeting of the OFTA Users and Consumers Advisory Committee on 10 August, in which the subjects of calling number display and meter approval schemes were discussed.

Following the successful seminar "Telecom Revolution" in February 1996, the Coalition is organising a second seminar on telecommunications liberalisation and competition on 8 October.

### Representation

Dr Chan went on a study mission to the Office of Tertiary Industry Planning and Policy of the State Planning Commission on 29-31 July to discuss with Chinese officials the development of service industries policies in China.

On 1 August, the Coalition organised an informal meeting with Consumer Council Chief Executive, Mrs Pamela Chan, to discuss the Council's study on competition policy which is expected to be concluded in September. Members of the Chamber's Small & Medium Enterprises Committee

## Promotion

**Norman Cheung, Vice Chairman of the Chamber's SME Committee welcomed on July 29 a delegation from the China Council for the Promotion of International Trade, Guangdong Sub-Council. The 11-member delegation was led by the Vice President, Tang Shuo-tian. The delegation briefed Chamber members on the investment environment and economic development in Zhongshan, Jiangmen, Yangjiang and Qing Yuan.**

### 投資機會

本會中小型企業委員會副主席張耀松於7月29日接待一行11人的中國國際貿易促進委員會廣東分會代表團。團長為該會副會長湯灼甜。代表團向會員介紹了中山、江門、陽江及清遠市的投資環境及經濟發展現況。



Centre: Tang Shuo-tian. 湯灼甜(中)

除參與會議的5個團體外，與會者亦同意邀請貿易發展局為計劃的主辦機構之一。此外，會議亦通過由香港服務業聯盟負責秘書工作。

聯盟於會議結束後擬訂詳細建議書，並發給有關主辦機構，邀請它們正式參與獎勵計劃的籌辦工作。

### 基準測試

為跟進較早前香港服務業聯盟向財政司就推廣服務業所提出的建議，聯盟已就基準測試草擬了一份討論文件，並已分發給聯盟內有興趣的成員。

### 海外推廣

香港服務業聯盟應貿易發展局邀請，成為9月24至26日在澳洲悉尼及墨爾本舉行的促進商貿研討會的主辦機構之一。會議將談論香港及澳洲在太平洋地區的新關係。香港服務業聯盟將派出3名代表在會上致辭，包括香港服務業聯盟主席施文信、專業服務委員會主席祈雅理及基建工程委員會委員 Mr. Richard Garrett。

### 電訊業

7月22日，香港服務業聯盟就電訊管理局有關本地電話服務收費的諮詢文件遞交立場書。聯盟強調「用者自付」的原則，並支持以固定及浮動兩者混合的方式收費。

聯盟秘書長陳偉群博士及服務業部經理周紫樺於7月27日出席電訊管理局主辦的國際研討會，討論世貿組織就開放電訊業展開的談判。

8月10日，陳博士出席電訊管理局用戶及消費者諮詢委員會會議，討論來電號碼顯示及按時計帳系統的批核計劃。

繼1996年2月成功舉辦「電訊革命」研討會後，聯盟將於10月8日舉辦第2次研

討會，商討電訊業自由化及業內的競爭問題。

### 考察團

陳偉群博士於7月29至31日拜訪中國國家計劃委員會第三產業協調領導小組辦公室，與有關官員商討國內服務業政策的發展。

8月1日，聯盟與消費者委員會總幹事陳黃穗進行非正式會議，討論委員會將於9月完成的競爭政策研究報告。中小型企業委員會成員亦有應邀出席。

## 香港特許經營權協會

### 特許經營名錄

《1996年特許經營名錄》已於7月25日出版。除列出本港81間特許經營商戶的名稱外，指南亦把1995年完成的特許經營調查報告、國際特許經營組織的資料，以及獲取特許經營權的須知事項詳載其內。

### 廣州連鎖店研討會

廣東富利達連鎖經營有限公司在廣州主辦的「專利研討會96」改於9月18至20日舉行。香港特許經營權協會將派出3名代表出席，當中包括服務業部高級經理周育珍。

## 國際事務部

### 委員會會議

### 美洲委員會

為發展香港與西弗吉尼亞州之間的互惠雙邊貿易關係，Van Wyk Enterprises Inc. 副總裁昂格爾於8月2日到本會訪問，並獲國際事務



部助理總裁馮棟澤接待。昂格爾此行亦是以西弗吉尼亞州伯克利縣發展局區域代表的身份到訪。

### 亞洲委員會

7月18日，日本商工會議所30人代表團訪問中國後，在港與本會主席田北俊會晤。代表團由日本商工會議所特別顧問、東京商工會議所副會頭兼三菱商事(株)會長諸橋晉六率領。席間，田北俊簡介本港現時的經濟及政治情況，並促請日本代表團以香港作為開拓中國及亞洲市場的商貿門戶。署理總裁洗柏堅及國際事務部助理總裁馮棟澤亦有出席是次會議。

7月19日，馮棟澤接見日本國鹿兒島政府香港事務所所長本重人，商討於9月3日假港島香格里拉酒店舉行的「第10屆鹿兒島-香港會議」的後勤支援安排。

日本熊本縣部駐港主任篠原英幸於7月8日到訪，商討本會參與於11月5至6日在香港舉行的「香港-熊本縣交換計劃」的事宜。

蘇紐薩嘉代表亞洲委員會參加6月17日假香港華美達麗新酒店舉行的日本茨木商工會議所第15屆婦女會會議。

### 中國委員會

中小型企業委員會副主席張耀松歡迎中國貿促會廣東分會代表團於7月29日到訪。代表團一行11人，由副會長湯灼甜率領。湯氏為本會會員介紹中山、江門、陽江及清遠的投資環境及經濟發展概況。

7月29日，中小型企業委員會聯合主席張黃莉淳歡迎珠海市外商投資管理服務中心代表團到訪。代表團由常務副主任溫嘉宏率領，到訪期間，曾為本會會員介紹珠海市的商貿機會、以及中央和市政府現行的外商投資政策。

### 歐洲委員會

御用大律師本特利於7月25日應邀為小型午餐會的講者，講述歐盟現時的貿易規定。本特利在布魯塞爾執業，曾多次代表客戶處理歐洲委員會的反傾銷訴訟。

馮棟澤於7月30日接待立陶宛駐北京領事館代理大使沃偉烈斯，並為其介紹總商會在香港商界所扮演的角色。

歐洲委員會世貿組織及經濟合作發展組織事務總幹事阿博特於8月15日與本會總裁祈仕德及服務業部助理總裁陳偉群博士會晤。阿博特訪問香港的主要目的，是與那些在中國積極進行貿易及投資活動的商界人士會面，商討中國加入世貿組織的事宜。此外，在訪港期間，阿氏亦獲悉本港在政治、法制、經濟及社會各方面的情況。

### 船務委員會

經諮詢船務委員會主席後，本會委派了以下4位人士代表列席政府各個委員會：

港口行動事務委員會 - 薛力求先生(香港

## Zhuhai

Mrs Maria Cheung, Joint Chairwoman of the Chamber's SME Committee, welcomed on July 29 an 11 member delegation from Zhuhai Administration and Service Centre of Foreign Investment led by Wen Jia Hong, the First Vice Director. The delegation briefed Chamber members on the business opportunities in Zhuhai as well as the current Central and Municipal Government policies on overseas investment.

### 珠海訪客

7月29日，中小型企業委員會主席張黃莉淳接待一行11人的珠海市外商投資管理服務中心代表團。團長為該中心常務副主任溫嘉宏。除了簡略介紹珠海市的投資機會外，代表團更細心講解現時中央及地方政府關於外資的政策。



(Right): Wen Jia Hong. (右): 溫嘉宏

were also invited to the meeting.

### HONG KONG FRANCHISE ASSOCIATION (HKFA)

#### Franchise Directory

The 1996 Directory of Franchise Operations in Hong Kong was published on 25 July. Other than a listing of 81 franchises operating in Hong Kong, the Directory also includes the report of a franchise survey conducted in 1995, a listing of national franchise associations and tips on franchising activities.

#### Seminar on Chain Stores in Guangzhou

The Franchising 96 Seminar organized by the Franchise Chain Management Consulting Co Ltd in Guangzhou has been re-scheduled to 18-20 September. HKFA would provide three speakers, including Senior Manager, Ms Charlotte Chow.

### INTERNATIONAL AFFAIRS DIVISION

#### COMMITTEES

##### Americas Committee

In pursuit of the goal of developing reciprocal bilateral trade between Hong Kong and West Virginia, Mr John Unger, Vice President of the Van Wyk Enterprises Inc, paid a visit to the Chamber and was greeted by the Assistant Director of International Affairs, Mr Sidney Fung, on 2 August. For this trip, Mr Unger was also playing the role of a district representative from Berkeley County Development Authority of West Virginia as well.

##### Asia Committee

A 30-member delegation from the Japan Chamber of Commerce & Industry held a meeting on 18 July with the Chamber Chairman, the Hon James Tien, following its visit to China. The delegation was led

by Mr S Morohashi, Special Adviser to the Japan Chamber, Vice-Chairman of the Tokyo Chamber of Commerce and Industry and Chairman of Mitsubishi Corporation. The delegation was briefed on the current economic and political situation of Hong Kong. Mr Tien urged Japanese delegates to use Hong Kong as a business gateway to the China and regional markets. The Acting Director, Mr Ian Perkin, and Assistant Director International Affairs, Mr Sidney Fung, also attended the briefing meeting.

Mr Sidney Fung received Mr Shigetoto Moto, Director of Kagoshima Prefectural Government, Japan in Hong Kong, on 19 July to discuss logistical arrangements for the 10th Kagoshima-Hong Kong Conference to be held on 3 September at Island Shangri-La Hotel.

Mr S Shinohara, Director of Kumamoto Prefectural Government, Japan in Hong Kong, called on the Chamber on 8 July to discuss Chamber participation in the Hong Kong-Kumamoto Exchange Programme to be held in Hong Kong on 5 and 6 November.

On behalf of the Asia Committee, Mr Sarkar attended the 15th Anniversary Party of the Women's Conference of the Chamber of Commerce and Industry of Ibaraki Prefecture, Japan on 17 June at Hongkong Renaissance Hotel.

##### China Committee

Mr Norman Cheung, Vice Chairman of Chamber's SME Committee, welcomed on 29 July a delegation from the China Council for The Promotion of International Trade, Guangdong Sub-Council. The 11-member delegation was led by the Vice-President, Mr Tang Zhuo Tian. The delegation briefed Chamber members on the investment environment and the economic development in Zhongshan, Jiangmen, Yangjiang and Qing Yuan.

Mrs Maria Cheung, Joint Chairwoman of the Chamber's SME Committee, welcomed



# A Book for Every (Business) Man

If there is one new reference book every executive and student should find a small space on their desk for it is the Longman Handy Guide to Business and Economic Terms.

To explain that term you know but just cannot remember exactly what it means, or to find that completely new word that desperately needs a definition, this is the book to have ready-at-hand.

Compiled by the late Alan B Chalkley, one of the most respected expatriate economic and business journalists in Asia, and his wife, Betty Ildefonso-Chalkley, the Guide is comprehensive in its coverage.

Better still for the Chinese reader, the explanation of every term in the book has been translated into Chinese by Shi Lingkong.

Not surprisingly for a book prepared by two former journalists the contents first appeared in installments, accompanied by a series on current economic situations, in The South China Morning Post in Hong Kong.

Published by Longman Asia Ltd the lightweight 300-page, pocket-size guide contains many "firsts" not found in other books of its type. The practical bilingual dictionary with over 1,000 entries contains translations of the different Chinese terms commonly used in Hong Kong, Taiwan and Mainland China.

A useful set of appendices include brief guides to major Asian cities, common business abbreviations, commercial Americanisms and Briticisms, world currencies and an IDD and fax directory.

To get maximum usage out of this practical guide, the publishers recommend that this little book be kept at one's elbow, at one's fingertips, in a handbag, portfolio and easily accessible at all times.

The book was launched recently at the seventh Hong Kong Book Fair where over a period of six days an estimated crowd of over 300,000 attended at the Hong Kong Convention & Exhibition Centre.

This annual event highlights Hong Kong as a major printing centre in the world. Organised by the Hong Kong Trade Development Council, the fair was attended by wholesalers and the general public.

Based in Hong Kong for some 25 years, together Betty and Alan Chalkley set up their own editorial, publication and public relations consultancies with an international clientele. Respected in the communications field for their expertise in a wide spectrum of activities, each, headed their own companies through the years.

The late Alan Chalkley was sole proprietor of UPDATE Editorial & Publication Services, an Editorial and consultancy firm based in Hong Kong, founded in 1974.

Betty Ildefonso-Chalkley was executive director of UPDATE editorial & Publication Services. As partner in the business, she worked as communication specialist in the husband-wife consultancy team. She also became managing director of her own company, Chalkley & Associates, which specialises in bilingual editorial and publication services, communication management, marketing communications and promotions for an international client base.

- Ian Perkin



Longman Handy Guide to Business & Economic Terms, published by Longman Asia Ltd, Hong Kong, 1996.

由朗文於96年在香港出版的《朗文精選經貿辭典》

## 從商者必備的參考書籍

假如要在行政人員和莘莘學子的書桌上添置一本最新出版的參考書，那必是《朗文精選經貿辭典》無疑。

要解釋一個自己認識但忘記了準確意義的用語，或那些完全陌生的新詞，這本辭典正好大派用場。

辭典由備受尊重的已故外籍資深金融財經專欄作家卓克禮先生及其夫人卓方依滴所著，內容全面。為了方便華人讀者，辭典內收錄的用語更由史領空先生翻譯為中文。

由於兩位作者皆曾為專欄作家，故辭典的內容曾連載於《南華早報》，後經補充和修訂成書。

辭典由朗文出版亞洲有限公司出版，厚300頁，外形袖珍，攜帶方便；書中收錄逾1,000個現今最常用的商業用語，並附有中港台三地之譯名；書後備有如亞洲主要城市、常用商業縮略語、美式及英式商業用語、世界貨幣一覽表及國際長途電話/傳真目錄等多個實用附錄，首創同類型參考書的多項先河。

為了物盡其用，出版商建議讀者將辭典隨身攜帶，方便隨時翻閱。

辭典於最近在香港會議展覽中心舉行的《第七屆香港書展》中首度推出。一連6天的展期估計共吸引了逾300,000人進場參觀，突顯了香港作為環球主要出版中心之一的地位。

《第七屆香港書展》由香港貿易發展局籌辦，歡迎批發商及公眾參觀。

作者卓氏伉儷在港生活達25年，建立了驕人的編輯、出版及公關事業，客戶遍佈世界各地。兩人的專業經驗豐富，並各自擁有屬於自己的公司，在文化界及傳播圈中備受推崇。

卓克禮於1974年創辦以香港為基地的UPDATE Editorial & Publication Services顧問公司，卓夫人方依滴為該公司的執行董事。

除任職夫婦兩人合組的公司外，卓方依滴也在自己創立的Chalkley & Associates公司擔任董事總經理。後者提供雙語編輯及出版、傳意管理及市場推廣多項服務，客戶遍及全球。

—洗柏堅

on 29 July a delegation from Zhuhai Administration & Service Centre of Foreign Investment. The delegation led by Mr Wen Jia Hong, the First Vice Director, briefed Chamber members on the business opportunities in Zhuhai as well as the current Central and Municipal Government policies towards overseas investment.

## Europe Committee

Mr Philip Bentley, QC was the speaker at a roundtable luncheon on 25 July, during which he gave an overview on the current EU trading rules. Mr Bentley is a solicitor based in Brussels who does extensive work in representing clients on anti-dumping cases before the European Commission.

Mr D Voveris, Charge d'affaires of the Embassy of the Republic of Lithuania in Beijing, called on the Chamber on 30 July and was received and briefed by Mr Sidney Fung on the role of the Chamber in the business community.

Mr Roderick Abbott, Head of Direction, Directorate General dealing with WTO and OECD, European Commission, called upon the Chamber Director, Mr Ian Christie, and the Assistant Director of Service Industries, Dr W K Chan, on 15 August. The main purpose of Mr Abbott's visit to Hong Kong was to meet with business people actively engaged in China trade and investment, in the context of his responsibility for discussions on China's accession to the WTO. On the other hand, Mr Abbott was also interested to be briefed on matters including Hong Kong's political, constitutional, economic and social situations.

## Shipping Committee

Following consultation with the Chairman of the Shipping Committee, four members were nominated to the following government committees representing the Chamber :-

Port Operations Committee - Mr Terence Sit of Jardine Shipping Agencies

Port Welfare Committee - Mr Bill Chang of OOCL (HK) Ltd and Mr Wallace Wong of COSCO-HIT Terminals (HK) Ltd.

Dangerous Goods Standing Committee - Ms Lavinia Lau of Swire Shipping Agencies Ltd.

## Hong Kong International

Preparations for the US Congressional Staffers' visit in August are under full swing. The visit is a joint effort by the Chamber, the Chinese General Chamber of Commerce, the Chinese Manufacturers' Association, Federation of Hong Kong Industries, the Hong Kong Exporters' Association and Vision 2047 Foundation aiming at bringing a closer linkage between Hong Kong and the US Congress. The group consisting of



怡和船務代理集團)

港口事務福利委員會 - 張立民先生(東方海外貨櫃航運(香港)有限公司) 黃煥然先生(中遠國際貨櫃(香港)有限公司)

香港危險品常務委員會 - 劉凱詩女士(太古船務代理有限公司)

## 香港國際委員會

委員會正積極為美國國會議員助理的訪港之行展開籌備工作。是次訪港活動由本會聯同香港中華總商會、香港中華廠商聯合會、香港工業總會、香港出口商會及2047基金合辦，旨在加強香港與美國國會之間的溝通。訪問團一行12人，於8月17日到本港及廣州訪問7天。

## 工業及行政事務部

### 委員會會議

#### 中小型企業委員會

委員會於7月16日開會，商討多項事務，其中包括重新草擬中小型企業委員會政策以及1997年春茗的事宜。會議上，政府中小型企業委員會新任主席李榮鈞提交該會在7月份的首次會議報告。

委員會於7月30日派發問卷予會員，調查本港中小型企業的概況。這項調查由本會與安達信公司合辦，目的是了解中小型企業的需要及期望。

「中國大陸來料加工之成本手續及中港稅務會計實務」培訓課程於7月31日第3次開辦。一如以上兩次，是次培訓課程反應熱烈，報名參加者達23人。

本會與柯達(遠東)有限公司合辦的「柯達文件管理概念新動向之簡介及實地考察」於8月2日舉行，講座舉行後，參加者可實地參觀沙田影像中心各項設施。報名參加者共47人。

### 活動點滴

○ 廉政公署副總廉政主任伍國明分別在7月12及18日的小型午餐會上以英語及廣東話暢談商業道德問題，並分析有關個案，參加者達23人。

○ 7月30日，本會主席田北俊在一個小型午餐會上談及中國最近就紙品包裝材料實施的新管制措施，會員反應熱烈，參加者達30人。

○ 參加「電話銷售技巧課程」及「專業電話應對技巧課程」的人數分別為15及18人。此外，共有14人參加「電話英語應對技巧課程」。

○ 「高富會」吸引150間公司，共165人加入為會員。

本月共寄出50,000份宣傳郵件，遞交回條的準會員可在一個月內免費享用會員服務，其中包括索取電話傳真簡訊資料及以會員優惠價參與本會的各项活動。 ■

about 12 staffers is due to arrive on 17 August for a 7-day visit to Hong Kong and Guangzhou.

## INDUSTRIAL & CORPORATE AFFAIRS DIVISION

### COMMITTEES

#### SME Committee

Members met on 16 July to consider a number of items including the redraft of an SME policy paper and the annual Spring Dinner in 1997. At this meeting, Mr Denis Lee, who was recently elected Chairman of the Government's SME Committee, provided a report on discussions at the inaugural meeting of the latter Committee held in July.

A questionnaire for a survey on small and mid-sized businesses in Hong Kong was distributed to members on 30 July. This is a joint undertaking between the Chamber and Arthur Andersen & Co. The purpose of conducting such a poll is to gauge the needs and aspirations of smaller companies.

The third training workshop on the "Taxation Aspects of Value-Added Manufacturing in China" was held on 31 July. As with the last two sessions, this event was fully subscribed with 23 members taking part.

A briefing on "Trends in Document Management" organised in conjunction

with Kodak (Far East) Ltd was organised on 2 August. This was followed by a site visit to the Imaging Centre facility at Shatin. 47 members signed up for the function.

### EVENTS

• Mr Raymond Ng, ICAC Deputy Regional Officer, gave a presentation on "Business Ethics" followed by a case study, respectively in English and Cantonese, on 12 and 18 July in two roundtable luncheons attended by 23 participants each.

• A roundtable luncheon entitled "Paper Material Processing in China" was organised on 30 July with the Chamber Chairman, the Hon James Tien, as speaker. The event was well-received by members and was attended by 30 persons.

• 15 members participated in the Tele-Sales Training for Frontline Staff while 18 enrolled in the Professional Telephone Skills. 14 clerical staff members joined the Telephone English course.

• The Chamber Golf Club attracted 165 members from 150 companies joining the membership. 50,000 mailers will be sent during the month. Prospective members returning the reply coupons will be offered a trial package on membership services which include access to Phonafax and membership rates for event bookings, for one month. ■

## Retail business at Chek Lap Kok

The Chamber organised a visit to Chek Lap Kok Airport site on July 19. It was oversubscribed and another visit to accommodate those on the waiting list has been organised for September 26. Members on the first visit saw the Airport Terminal in the course of construction where future opportunities for establishing a retail business will be located. The Chamber is liaising with the Airport Authority to co-organise a series of sectoral seminars on the specific business opportunities.



The Airport Terminal in construction. 施工中的機場客運大樓



The Airport Central Tower. 機場控制塔



An Airport Authority guide explaining aspects of the project to the Chamber visitors. 機場管理局職員向本會會員講解工程資料

## 在新機場拓展零售業務

本會安排會員於7月19日到赤鱗角新機場的地盤參觀，獲得熱烈反應。由於向隅者眾，本會遂決定於9月26日再次舉辦這項活動。首批會員參觀了正在施工的機場客運大樓。大樓內設有多個鋪位，為零售業者提供了拓展業務的機會。本會已跟香港機場管理局聯絡，籌辦一系列研討會，向不同界別介紹新機場可提供的業務良機。



# A sustainable future?

Territorial development strategy review

By Edward Stokers at a roundtable lunch updated

**H**ong Kong, now facing a historic transformation, has its communal mind sharply focused on 1997. Yet Hong Kong also faces another watershed, and this Hong Kong people are only beginning to heed: the future of the territory's environment.

Hong Kong's economic growth, impressive as it is, has clearly impacted on our surroundings. The results can be seen in toxic wastes near old industrial areas, polluted waterways, the degraded harbour, and air pollution. Yet over the longer term such environmental problems can mostly be remedied, though only at great cost.

But Hong Kong now faces a far more fundamental trade-off in environmental quality: the rapid loss to massive developments of significant part of its majestic natural setting – the harbour, bays and islands which Hong Kong people take for granted.

Yet, despite the size of proposed developments, and their inevitable impacts, serious debate as to whether the benefits of major projects outweigh their environmental (and other) costs is only beginning to be raised.

## Fundamental

These developments raise a fundamental policy issue: what degree of economic growth – can Hong Kong absorb without irredeemably degrading its quality of life and its natural setting. Yet the debate over local



West Kowloon reclamation from Peak 從山頂俯瞰西九龍填海區

sustainability is only beginning to be heard.

Even with the existing population of 6.3 million, the urban areas have eaten ever further into the rural surrounds; and in older urban areas the population density is still far from desirable. Population growth fuelled the post-war economic growth. But now increasing numbers of people threaten to undermine the very living quality that Hong Kong people have created – and have come to expect.

The recent Territorial Development Strategy Review (TDSR) has two scenarios to the year 2011 – with total population then at 7.5 or 8.1 million. There is very little evidence of HOW these figures are reached, but much talk of how in past decades Hong Kong had similar population growth.

Indeed, the TDSR states: 'Population growth since 1961 has been of the order of one million every decade. It is considered

## 可持續性發展

《香港發展策略檢討》之我見

愛德華·斯托克斯

**香**港正值歷史性的交接時刻，大眾的焦點均不期然地集中在九七問題；然而，我們必須面對的挑戰不止於此。事實上，香港人對這個問題的關心也只在萌芽階段 - 我所說的是香港的環境問題。

香港在經濟方面的成就當然毋庸置疑，但這些成就對環境的影響也是顯而易見：與傳統工業區為鄰的有毒廢料、受污染的水道、水質每下愈況的海港和污濁的空氣都是見證。長遠說來，這些環境問題雖能予以補救，但代價必然十分巨大。

以環境素質衡量，香港現時須付出的代價更是高昂。香港人一直垂手可得的美麗海港、海灣和離島正被龐大的都市發展計劃迅速吞蝕。

撇開這些計劃的規模和它們對環境的影響不談，究竟其中的益處是否足以彌補我們在環境素質及其他方面所付出的代價？社會人士對此只剛剛作出了認真的探討。

### 關鍵問題

這些發展計劃提出了一個關鍵問題：香港應如何控制本身的經濟發展步伐，以及哪種類型的經濟發展，才不至於對市民的生活質素和天然景緻構成無可挽回的傷害？社會人士就香港可承受的環境代價而展開的討論才剛剛開始。

即使以現時的630萬人口而言，郊野已逐步受到城市發展的侵蝕，舊區的人口密度也有過高之嫌。人口是推動戰後香港經濟發

展的動力。然而，今時今日，不斷上升的人口勢將拉低香港人已建立的優良生活素質。

《香港發展策略檢討》指出：「自1961年起，人口即以每10年100萬的速度增長。進行策略性規劃時，為謹慎起見，我們應假設本港的人口將以類似的速度增加，因此，到公元2006年，香港人口將高達730萬人。」

可是，無論在社會結構和經濟層面，香港和華南地區均已經歷了重大的轉變。就是《香港發展策略檢討》也得承認，我們吸納新移民的能力現時受到不少限制。

### 可持續性發展

我們須解答的問題是：面對大有可能不斷飆升的人口，香港應如何應付？為了中港兩地

prudent that, for strategic planning, a similar quantum of growth should be assumed, producing a total of about 7.3 million by 2006.'

But Hong Kong – and South China – are profoundly changed from decades past, both socially and economically. Moreover, Hong Kong now faces finite limits to its capacity to absorb newcomers, as even the TDSR implicitly admits.

### Sustainable

The question needs asking: is Hong Kong's SUSTAINABLE solution to envision plans that COULD (hence, very likely will HAVE TO) accommodate far more people. Or is the 'prudent' solution for the PRC, in Hong Kong's AND China's long-term interests, to place wiser limits on the numbers permitted to settle here – and so decrease migration from the current level of 150 per day?

The TDSR specifies laudable environmental and ecological objectives. But some of the TDSR's developments to accommodate an increased population will severely compromise Hong Kong's green space. Further extensive reclamations will degrade the surrounding seas – witness the likely extinction of the dolphins near Chek Lap Kok. And the EPD predicts that, even with new air quality strategies, population

的長遠利益起見，中方是否應限制來港定居的移民數目，也就是說，把現時每天150人的限額予以削減？

檢討中部分應付人口增長的策略將嚴重損害香港的自然環境。大規模的填海工程勢必進一步破壞鄰近的海洋生態，在赤鱸角附近生活的中華白海豚不是面臨絕種的危機嗎？環保署預料，如香港在2011年的人口真的高達750萬人，即使實行新的空氣質素管制措施，我們的努力也只會給龐大的人口抵銷殆盡。關於這一點，高保利在8月號的《工商月刊》中已作詳細談論。

此外，負責城市規劃的官員估計，在1991年後的20年內，來自廣東而通過香港的

growth to 7.5 million by 2011 would set to nought the fight against dirty air – an issue of deep concern highlighted by Barrie Cook in the August BULLETIN.

Meanwhile planners estimate that, in the 20 years after 1991, total tonnage of Guangdong-linked trade passing through Hong Kong will TRIPLE: from 100 to 300 million tonnes. If China relaxes its tariffs, growth might be greater still. This trade, funnelled through tiny Hong Kong, will place enormous pressure on its available land and on existing – and planned – infrastructure. Such growth will jeopardise all urban and rural environments.

Following on the development of Chek Lap Kok, the Lantau Port Development is central to this trade scenario. Barely debated in public, and with scant consultation with the Lantau people closely affected, plans for the proposed container port were passed by Exco in mid-1995.

The TDSR gives the proposed area of port development to 2011 at 1680 hectares – ALMOST DOUBLE the total land projection for ALL OTHER uses, given the lower population scenario.

### Lantau port

The port, sited along the north-east of Lantau,

貨物總流量將由1億公噸增至3億公噸。如國內放寬關稅限制，增長的幅度可能更大。大量的貨物運經香港這個彈丸之地，將對現存及正在興建的基礎設施構成沉重壓力，同時危害城市及郊野環境。

大嶼山港口發展計劃是繼興建赤鱸角新機場後的另一焦點。在缺少公眾討論，亦未充分諮詢將深受影響的大嶼山居民的情況下，貨櫃碼頭計劃已由行政局於95年中通過。

《檢討》建議，2011年的港口發展區面積應為1680公頃，如人口以《檢討》中提出較緩慢的速度增長，這幾乎相等於其他用途所需的總土地面積的一倍。

### 大嶼山港口發展

位於大嶼山東北的貨櫃碼頭肯定會令鄰近海域產生巨大轉變，損害該區的自然景緻，並加劇交通擠塞（特別是大嶼山及香港西部之間）及空氣污染的問題。

《香港發展策略檢討》提出了對人口增長的假設。然而，大嶼山港口發展計劃似乎是建基於香港在過去數十年來賴以成功的經濟模式，多於

undoubtedly will have major impacts on the surrounding seas. It will also affect the beauty of north-east Lantau, and will exacerbate traffic and air pollution elsewhere – especially between Lantau and the western border.

Yet, as with the TDSR's population scenarios. The Lantau Port seems based less on what Hong Kong SHOULD BE excelling at in the future – than on what it PREVIOUSLY excelled at in past decades.

Hong Kong's economy, from 1841, has depended greatly on the entrepot trade – on shipping physical product in and out of China. But now, surely, Hong Kong needs to promote a service and financial sector orientation. It should use its skill and capital to develop – and run – ports as efficient as Hong Kong's along the Guangdong and South China coasts.

Indeed, the coast of Guangdong has many areas which, when dredged, could provide far larger ports than any of the local enclosed waterways. Given the generally uninspiring Guangdong coastline, this could be achieved at far less environmental and scenic loss than in majestic Hong Kong.

The only other alternative will be to see Hong Kong buried under the containers, road/rail traffic, shipping and general

我們在未來應走的道路。

自1841年開埠以來，轉口貿易（載運貨物進出中國）即在香港經濟中佔了極為重要的地位。時至今日，香港必須改以服務業為主導，充分應用其擁有的人才及資金，在廣東及華南沿岸發展及提供具成本效益的港口服務。

事實上，廣東沿岸有很多地點在進行挖泥工程後，能提供較本地為大的港口，而且因此付出的環境代價亦相對地輕微。

若非如此，香港將隨著有形貿易的增加而被數目激增的貨櫃、日漸擠塞的交通、更多的基礎設施，以及污染問題所埋葬。當大嶼山貨櫃碼頭的吞吐量一旦飽和，我們當如何自處？是在牛尾海，還是吐露港另建新港？

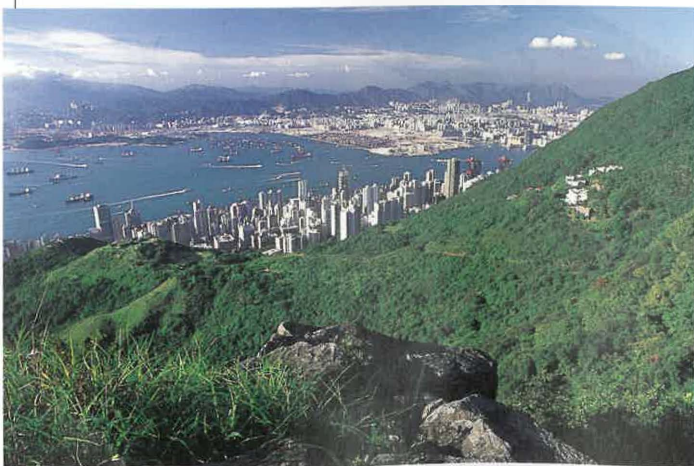
《檢討》分別以2006年及2011年為「中期」及「長期」，這種說法是否恰當？以發展速度而言，毫無疑問，2006年只能視之為「短期」，而2011年則勉強可說成「中期」。

### 何去何從

立法局環境事務委員會主席陸恭蕙議員於1994年為《亞洲環境管理月刊》撰文時言道：「香港此刻須慎重研究其發展路向，避免進一步破壞餘下的陸地、海洋和空中生態。」

她注意到，香港人已開始質疑政府發展策略對環境造成的影響。即使這方面的聲音仍然不算響亮，但人們已開始將「可持續性發展」這個問題弄到政治層面上去。

陸恭蕙在文章的結語中言道：「在預測



Harbour, highest over Kennedy Town 從西面高處俯瞰維港及堅尼地城



infrastructure/pollution that increased physical trade will produce. And, when the Lantau Port reaches capacity, what then? Another Hong Kong port – in Port Shelter, in Tolo Harbour?

The TDSR cites its 2006 and 2011 scenarios as 'medium-term' and 'long-term'. But are they? 2006 is surely very short-term and 2011 barely medium-term, given the pace of development and the generations to come.

**Develop**

Hon Christine Loh, Chairman of Legco's Environmental Affairs Panel, wrote in the Asian Journal of Environmental Management (1994): "Hong Kong must now consider carefully how it should develop, without destroying what is left of its land, sea and air."

She noted that Hong Kong people are beginning to question government about the kinds of environmental impacts public policies create. "'Sustainable development' has arrived in the political parlance of Hong Kong, albeit only uttered softly now", she wrote.

Reflecting on the beauty of Hong Kong's natural setting, and on this generation's obligation to preserve the countryside and urban living quality for posterity, Christine Loh concluded: "The government should develop a parallel index alongside the GDP and GNP forecasts to chart our overall

progress as a modern society."

"This new index would include factors such as income distribution, public services, spending on health, education, the arts and recreation – and the quality of Hong Kong's urban and rural environments."

No city can have limitless growth without also accepting irreversible environmental losses. This is doubly true for Hong Kong, given its lack of available land and its existing population densities.

Crisis management served Hong Kong well during the post-war period. But what is badly needed now is a long-term, balanced vision – PREMISED ON sustainable development. This strategy must recognise the SAR's strengths AND its physical limits. And it must take account of the opportunities AND space in China – especially Guangdong.

As Guy Clayton stated eloquently in the August BULLETIN, achieving better environmental quality – above all having long-term, sustainable development – is a key issue facing the future SAR. This challenge is too critical for business not to be closely, indeed directly, engaged with. It needs the support and resolve of all the Chambers of Commerce – with leadership from the top and wide involvement through all levels and interests. ■

本地經濟及國民總產值的增長之餘，政府亦應制定相應的指數，以顯示香港作為一個現代社會而取得的整體進展。」這說明我們有責任為下一代保存不受污染的天然景緻，並維持城市生活的素質。

她指出：「收入分配，公共服務，政府對衛生、教育、藝術及康體發展的撥款，以至香港的城市及郊野環境素質都是構成上述指數的元素。」

世上沒有一個城市可以在不破壞環境的情況下無限量發展。對於土地供應短缺、人煙稠密的香港而言，這種說法尤其合適。

香港在戰後面對種種危機時均有出色表現，把「風險管理」的技巧發揮得淋漓盡致。現在，我們需要的是以長遠、持平的目光為未來制定發展路向，也就是以「可持續的發展」為前提。在制訂發展策略時，除了充分運用香港的優勢外，更必須了解本身的局限，並將內地（特別是廣東省）可提供的機會與空間細加考慮。

正如柯禮頓在8月號的《工商月刊》中所言，在維持長期、穩定的發展之餘，如何取得更佳的环境素質將是未來特區面對的主要挑戰。這個問題的重要性不由商界不予正視。它需要所有商會的支持，在高層的領導下，動員各階層和有興趣的人士積極參與。 ■

Autumn leaves in Mt. Soekrisan

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# A more promising approach to services trade liberalisation?

Comments by Ian Christie, Director-General, Pacific Basin Economic Council, Hong Kong Committee, at CSIs annual meeting at Geneva, July 10 1996

## Introduction

In order to address the question, "Regional Trade Agreements: A More Promising Approach to Services Trade Liberalisation?", we must first summarise what has been described as the biggest achievement of the Uruguay Round of negotiations under the GATT, namely the General Agreement on Trade in Services (GATS).

## GATS

Very briefly, GATS is the only comprehensive multilateral agreement on trade in services. Having come into effect in 1995, GATS provides some basic rules to govern international trade in services. The most important areas in my view can be summed up in four aspects.

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

- Secondly, 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.

- 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 an established GATS process of ongoing negotiations whereby parties open up specific service sectors through a process of exchanging request and offers.

This last point is important, in that it crystallises the other principles into concrete commitments to open up service sectors for trade. Through the request/offer process, service sectors will be opened for access to foreign firms. Because the nature of services is so wide-ranging, there are more ways than one through which services are traded internationally. Specifically, there are four ways through which access can be opened, and they may apply to all service sectors being liberalised. These are, of course, cross border trade, consumption abroad, commercial presence and movement of personnel.

In many ways, the greatest value of GATS is to have opened the service industries for

future ongoing negotiations on liberalisation according to these four modes of delivery. In the negotiations, there are countries, there are service sectors, and there are modes of delivery. The challenge for the WTO is to apply liberalisation to as many countries, as many sectors, and as many modes of delivery as possible.

To date, GATS remains basically a standstill agreement rather than a schedule of commitments to future liberalisation. It reflects market access and national treatment commitments of members as at April 15 1994. In effect, it provides a single registry of those services industries which have been liberalised and by default of those which remain closed.

On conclusion of the Uruguay Round, unfinished business included negotiations on Financial Services, Maritime Transport, Basic



Ian Christie 祈仕德

## 服務貿易自由化的契機

太平洋地區經濟理事會香港委員會總幹事祈仕德於1996年7月10日在日內瓦國際服務業聯盟年會上的演辭

### 引言

在探討「地區貿易協議：服務貿易自由化的契機」這個論題前，我們必須首先簡述關貿總協定烏拉圭回合談判裡所取得的重大成就 - 《服務貿易總協定》。

### 服務貿易總協定

簡單來說，《服務貿易總協定》是服務貿易界裡唯一達成的全面性多邊協議。協議於1995年起生效，為國際服務貿易定立了基本的監管規條，依本人之見，協議的內容可分為以下4點：

- 第一，最惠國待遇：這確保各國不能歧視任何貿易夥伴。

- 第二，規條透明度：這一項尤為重要，因為服務貿易較商品貿易更需要制訂全面的規條，加以監管。

- 第三，統一待遇：對海外及本地的機構一視同仁。

- 第四，循序漸進：服務貿易自由化不

能一蹴而就，但透過《服務貿易總協定》不斷舉行談判，各方均能在互惠互利的情况下開放部分服務界別。

最後，協定能把開放服務貿易的原則落實。在互惠互利的原則下，各國將開放其本土市場。由於服務貿易的範圍廣泛，因此，國際服務貿易的進行方式亦多於一種。總括而言，業者可透過4種方式開放服務業，分別是越境貿易、海外消費、設立企業，以及人才流動。

《服務貿易總協定》最有價值之處，是開啟服務業的大門，好讓日後有關自由化的談判能根據上述4項模式進行。在談判的過程中，國家、服務界別，以及輸出模式這三方面的關係將成為談論的焦點，而世貿組織的責任是讓更多國家和服務界別能透過更多輸出模式實現服務貿易自由化。

至今，《服務貿易總協定》基本上仍是一份原則性的協議，並非未來執行自由化進程的時間表；它只是一份反映與會國家在

Telecommunications and the Movement of Natural Persons. Of these, to date agreement has only been reached on the temporary Movement of Natural Persons. On Financial Services, a provisional agreement has been reached, which is valid until the end of 1997.

The United States is a free rider on this interim accord. Agreement has now been reached also on regulatory principles for Basic Telecommunications, and conditional commitments on local and international telecommunication services, whilst under extended track arrangements a new group is looking at technical issues to reach a final agreement by February 1997. As far as Maritime Transport is concerned, a strong maritime lobby in the United States in election year has proved an insuperable obstacle. With no US offer, negotiations are dead in the water - in fact suspended until 2000.

Looking to the future, at the WTO's first Ministerial meeting coming up in December in Singapore, it seems likely that the emphasis will be on setting priorities in respect of Professional Services (starting with Accountancy), Government Procurement of Services, Competition Policy, Environment and Trade, Subsidies and Safeguards, prior to a major review of GATS in 2000. It remains to be seen how effective this will be and how fast negotiations in these new areas will lead to positive results.

Multilateral trade negotiations have often been rightly criticised for their glacial speed. It has been said that one of the reasons that they move so slowly is that they have become highly institutionalised. Another is that the complexity of the regulations to administer the agreements undermines its effectiveness. In particular, schedule of commitments is not seen to be user-friendly. Indeed, most SMEs find it unintelligible. In the face of these criticisms and of progress towards liberalisation of trade in services under GATS, how do both APEC and AFTA fare?

### APEC AND AFTA - SOME BASIC FACTS

The Asia Pacific Region accounts for almost half of the world's population. With NAFTA, AFTA and ANZCERTA amongst its membership, quite apart from Japan, APEC's trade driven economies have the world's largest pool of savings, the most advanced technologies and the fastest growing markets. Although with only 18 members, APEC accounted for 54% of global GDP, over 50% of total world trade and 37% of the world's trade in services in 1994.

AFTA with only 7 members, accounted for 2% of global GDP, 6% of total world trade and about 4% of the world's trade in services in 1994. Thus, for its size, APEC exerts a major influence on world trade whilst AFTA considerably less so yet.

Both organisations enjoy the comparative advantage over the WTO with 120 members, that small is beautiful. Moreover, compared with a large WTO Secretariat of some 450 staff and an annual budget of around USD83 million, APEC makes do with a mere 39 staff and an annual budget of USD2 million. AFTA relies entirely on the ASEAN Secretariat for support.

An APEC Ministerial Meeting is held once a year preceeding the Economic Leaders Meeting. A number of Senior Officials Meetings are held each year to implement Ministers' decisions and make recommendations for Ministers on future work of APEC. APEC operates mainly through two major committees and 10 working groups, and a number of sub-committees and ad hoc experts groups.

AFTA is governed by an ASEAN Economic Ministers Council supported a Senior Economic Officials Meeting from the ASEAN Secretariat.

### APEC

Founded in 1989, APEC aspires to free trade and investment for developed economies by 2010 and for developing economies by 2020, within multilateral objectives which are consistent with the WTO as enshrined in the Bogor Declaration of 1994. However, whilst the Uruguay Round took seven years to come to fruition, APEC only took twelve months to turn the Bogor vision into a concrete Osaka Action Agenda and implementation of the action agenda will begin in January 1997. All 18 members of APEC have committed to liberalise their trade and investment regimes. Based on the belief that liberalisation will benefit each economy, it anticipates a self virtuous cycle of voluntary, unilateral trade and investment liberalisation, in which all will set their own timetables to achieve the free trade objective by 2010 or 2020 as appropriate.

A further significant advantage that APEC enjoys over the WTO is that the latter's binding agreements create a confrontational negotiating mode under which all cards are kept hidden under the table until the last moment. Whereas the consensual non-binding nature of APEC in which members set their own speed to liberalisation applies less pressure. This encourages a greater willingness to put commitments on the table because members see mutual advantage in the resulting greater transparency. It is a "bottom up" as opposed to a "top down" methodology as practised by the European Union and, thus far, although the moment of testing is yet to come, it appears to be a more effective and easier process.

Some believe this arrangement will develop a peer pressure momentum of its own which will accelerate the process, AFTA style. Indeed, many APEC members are against the further institutionalisation of

1994年4月15日就開放市場及實行自由化政策的承諾，並列出已經實行開放政策或仍然封閉的服務行業。

在烏拉圭回合談判完結時，尚未討論的事項包括：金融服務、海運、電訊服務及人才流動。至今，各國仍未就人才流動這個問題達成協議。在金融服務方面，會員已達成臨時協議，而協議的有效期將至1997年年底。

在實行服務貿易自由化的過程中，美國身處的是一個「無本生利」的局面。各國已就基本電訊服務的管制原則達成協議，並就本土及國際電訊服務達成有條件協議；一個新成立的小組正研究一些技術性的問題，希望能在1997年2月前達成最終協議。海運方面，若於美國大選年間進行大規模的游說工作，事實證明是障礙重重的。沒有美國的支持，談判的進度就如一池死水，而事實上，有關談判須延至2000年才開始。

展望未來，在《服務貿易總協定》於2000年進行大規模檢討前，世貿組織於12月在新加坡舉行的部長會議預料將集中處理專業服務（由會計行業開始）、政府徵用服務、競爭政策、環境與貿易、保貼與保障等事項。至於會議的成效如何，同時就這些新範疇的談判須待何時才有成果，我們須拭目以待。

各界人士常直言指責多邊貿易談判的進度停滯不前。正如較早前所說，談判進度緩慢的原因之一，是由於世貿組織過於規格化。此外，協議規定的複雜難明，亦使進度受阻。再者，協議所訂定的進程表內容空泛，令人難於理解，事實上，很多中小型企業對這份計劃書的內容一竅不通。面對外界就《服務貿易總協定》所訂定的服務貿易自由化進程提出的批評，亞太經合組織及亞洲自由貿易協定將如何自處？

### 亞太經合組織及亞洲自由貿易協定 - 背景

亞太區人口約佔全球人口的一半。同時隸屬北美自由貿易協定、亞洲自由貿易協定及ANZCERTA的亞太經合組織成員國（日本除外）合共擁有全球最多的儲備金、最先進的科技及發展最迅速的市場。雖然只有18個成員國，亞太經合組織佔全球生產總值的54%、世界貿易逾50%及1994年全球服務貿易的37%。

亞洲自由貿易協定只有7個成員國，佔全球生產總值2%、世界貿易6%及1994年全球服務貿易約4%。由此可見，亞太經合組織對全球貿易有著重大的影響，而亞洲自由貿易協定的影響力則在其下。

與擁有120個會員的世界貿易組織相比，上述兩者都享有較小型組織特有的相對優勢。此外，規模龐大的世貿組織秘書處需要450名員工及每年約8,300萬美元的經費，但亞太經合組織只需員工39名及每年經費

200萬美元。亞洲自由貿易協定則全賴東南亞國家聯盟提供後勤支援。

每年一度的亞太經合組織部長會議會於經濟首腦會議前舉行。高級官員會議亦會每年一度召開，推行部長級會議的決定及向各部長就亞太經合組織的未來工作提出建議。組織主要透過2個委員會、10個工作小組，以及一系列的委員會分會和臨時專家小組開展工作。

亞洲自由貿易協定由東南亞國家聯盟財政部長會議管理，協助東南亞國家聯盟秘書處主辦的東南亞國家聯盟財政部長會議。

### 亞太經合組織

亞太經合組織於1989年成立，希望根據世貿組織於1994年發表的《茂物宣言》，在多邊貿易的基礎上促使已發展國家及發展中國家分別在2010及2020年前實現貿易及投資自由化。當烏拉圭回合談判須歷時七載才有成果之際，亞太經合組織只需12個月，便在大阪會議執行議程裡把《茂物宣言》的原則落實，而有關議程亦擬於1997年1月執行。在會議上，亞太經合組織18個會員答允實現貿易及投資自由化。亞太經合組織認為，貿易自由化能使每一個國家的經濟受惠，基於這項信念，該會預期成員國之間的單邊貿易及投資將會以朝著有利的方向自我循環，最終會自發地達至全面自由化；因此，組織內所有會員可自行制定本身的時間表，在2010或2020年前以合適的步伐實現貿易自由化。

亞太經合組織較世貿組織優勝之處，是後者在制訂合約束力的協議時，成員國之間正面交鋒，並把所有「底牌」藏在會議桌下，到最後關頭才正式亮相；反之，前者所制訂的協議只需會員同意，並無約束力，因此，締約國可自行在壓力較小的環境下決定本身的自由化進程。這間接鼓勵會員在談判桌上作出承諾，因為它們發現透明度愈高，彼此的得益愈大。這個「由下而上」的方式與歐盟現時「由上而下」的策略截然不同，至今，縱使結果仍未可知，但前者似乎在效率及執行程序上稍勝一籌。

很多人相信「由下而上」的安排會發展為一股互相鞭策的推動力，使自由化的進程加快（這模式一直為亞洲自由貿易協定採用）。事實上，不少亞太經合組織的成員反對組織進一步邁向制度化，因為這樣會使組織走上官僚的道路，組織亦會因此而變質，此外，組織運作時更會事事拘泥於小節，以致靈活性大減。其他實用主義的評論員（某些人或許會稱他們為消極主義者）相信，會員國所簽訂的協議容許在執行自由化進程時有延緩的餘地，這表示所謂的時間表只是紙上談兵的原則，根本無法實際執行。

亞太經合組織的主要優點，是它承認為國家帶來財富的是商業貿易而非政府；正因如此，若亞太經合組織希望在國際舞台上有一番作為，私人環節及商界必須繼續制訂配

APEC with its inevitable consequence of a larger bureaucracy and the change in character of the organisation, as well as the loss of flexibility and informality which is likely to result. Other pragmatic commentators (some would say cynics) believe that the opportunities for delay within the agreement will mean that whilst the timetable is a discipline, it is unlikely to be met in practice.

A major strength of APEC is its recognition that it is businesses not governments which create wealth. Therefore, if APEC is to be relevant, the involvement of the private/business sector must continue to create the essential synergy between policy makers and the business community. Apart from active, private sector representation on APEC's 10 Working Groups (e.g. telecommunications, transportation, energy etc...), this recognition is illustrated by the establishment of a permanent APEC Business Advisory Council, on which sit no more than three businessmen from each of the APEC economies. This Council (formerly the Pacific Business Forum) exercises a considerable influence on APEC policies. Further business input comes from both the Pacific Economic Cooperation Council (PECC) - a tripartite government, academic, business regional organisation which has observer status in APEC - and from the Pacific Basin Economic Council (PBEC) - an entirely private sector business organisation, which mirrors APEC in membership and promotes regional economic cooperation within free trade and free market principles.

Moreover, in further recognition of the role of business and the growing importance of Small and Medium Enterprises in regional economic development, APEC has established a Policy Level Group on SMEs to take account of the special needs of SMEs.

This critical recognition of the need for close business/government liaison and partnership is a principle which the WTO would do well to emulate.

Reflecting the limited progress under the GATS, thus far the APEC approach to liberalisation of services trade has been timid. Although implied within the 2010/2020 timetable, service progress under the WTO has not been paralleled by APEC, except in respect of non-binding proposals on Foreign Direct Investment. Indeed, to date there is no overall APEC Senior Officials Committee to coordinate the activities of the services working groups.

Based on the WTO experience, services will prove the toughest nut to crack by 2010/2020. Tension exists between the developing and the developed economies. The former feel the latter, and particularly the US, are pushing too hard, whilst, for their part, the developed countries feel the developing economies are dragging their

feet. Disagreement seems likely over the sensitive issues of the ability of developing economies to compete, particularly in the telecommunications and financial sectors. In the latter, competition in banking apart, many developing economies also fear loss of control over capital movement as illustrated by the flight from the Mexican stock market. For these reasons, services are likely to be tackled last.

Looking ahead to the next APEC Ministerial Meeting in Manila in November, the 18 APEC economies will each table their Individual Action Plans to implement the APEC vision of free trade and investment as enunciated in the Osaka Action Agenda. Currently, these action plans are still confidential but will cover 15 specific areas which form the APEC Framework for Trade and Investment Liberalisation and Facilitation. These areas are: Tariffs, Non-Tariffs Measures, Services (under which sub-headings are Telecommunications, Transportation, Energy and Tourism), Investment, Standards and Conformance, Customs Procedures, Intellectual Property Rights, Competition Policy, Government Procurement, Deregulation, Rules of Origin, Dispute Mediation, Mobility of Business People, Implementation of Uruguay Round Outcomes, and Information Gathering and Analysis.

As I said earlier, the tests for APEC are yet to come, but peer pressure will make it difficult for Ministers to renege on verbal agreements previously undertaken.

### AFTA

Founded in 1992, on the fear that APEC would eclipse ASEAN and that ASEAN would be overwhelmed by the giant APEC economies, AFTA is also, in part, a protest against a perceived Australian and US attempt to seize regional leadership.

Although a formal agreement, AFTA reflects Asian cultural values and exploits the added advantages of territorial contiguity and closer ethnic and cultural backgrounds. Agreement is by consensus with avoidance of confrontation. Indeed, as yet, AFTA has no formal dispute settlement mechanism.

AFTA primarily covers market access in goods with a focus on tariff reductions amongst its seven members. (A number of mainly agricultural products are currently excluded from the scheme). Under a complex system which involves a normal and a fast track, as well as an accelerated timetable, inclusion list tariffs will fall to 0-5% with an average of 3% by 2003. This will be 17 years ahead of APEC.

As far as services are concerned, an ASEAN Framework Agreement on Services was signed in December 1995. Initially, AFTA will concentrate on:

- establishing or improving infrastructural facilities.



合政策制定者與商業社會的策略。亞太經合組織內設有10個積極的工作小組，代表不同的私人環節（例如，電訊業、運輸業及能源等），除此之外，組織內更成立亞太經合組織商業諮詢理事會，每一成員國可派出不超過3名商界人士出任代表，以上兩項均可反映亞太經合組織對商界的重視。亞太經合組織商業諮詢理事會（前身為太平洋地區商業論壇）對組織制訂政策時的方針影響甚大。在商業決策方面，影響亞太經合組織的其他團體包括太平洋經濟合作理事會及太平洋地區理事會，前者是由政府官員、學術界及商界三者組成的地區組織，負責觀察亞太經合組織內的經濟政策；後者是一個完全由私人環節組成的商界團體，會員成份與亞太經合組織的大致相同，宗旨是在自由貿易及自由市場的原則下，促進區內的經濟合作。

此外，商界及中小型企業在促進地區經濟發展的重要性已獲得確認，組織特別成立了中小型企業政策小組，照顧中小型企業的特別需要。

亞太經合組織重視商界與政府之間的合作和溝通，藉得世貿組織借鏡。

至今，亞太經合組織在服務貿易自由化方面的立場保守，正好反映《服務貿易總協定》並沒有取得重大進展。雖然亞太經合組織以2010及2020年作為推行全面服務貿易自由化的限期，但除了就海外直接投資訂定一些沒有法律約束力的建議外，組織的自由化進程與世貿組織的毫不吻合。事實上，亞太經合組織至今並無一個高層次的專責委員會統籌各服務小組的活動。

根據世貿組織過往的經驗，服務貿易自由化難望在2010及2020年前實現。發展中國家與先進國家互相指責，前者（尤以美國為例）認為後者過於急進，而後者則感到前者卻步不前。兩大陣營就一些敏感的問題出現分歧，尤以發展中國家在電訊及金融方面的競爭能力問題更成為爭論的焦點。在金融業的範疇上，且莫說雙方在銀行業方面競爭力懸殊，很多發展中國家恐怕會像墨西哥證券市場一樣，因資金流動失控以致資本外逃。正因如此，服務業將是貿易自由化進程內最後解決的問題。

11月在馬尼拉舉行的亞太經合組織部長會議上，預料18個成員國將各自根據《大阪會議執行議程》所公佈的貿易及投資自由化計劃擬定個別的執行進程。現時，這些執行進程的內容仍屬機密，但相信會涉及15個特定的範疇，亞太經合組織將根據這些範疇，擬制《亞太經合組織貿易及投資自由化及推廣策略綱領》。該15個範疇分別是：關稅、非關稅措施、服務業（包括電訊、運輸、能源及旅遊）、投資、標準與檢定、海關程序、知識產權、競爭政策、政府徵購、撤銷管制、產地來源、調停糾紛、商業人才的流動、執行烏拉圭回合談判的建議，以及資料收集與分析。

正如較早前所說，亞太經合組織在推動服務貿易方面的成就尚屬未知之數，但成員國之間相互監察的壓力肯定會使各國的外長不能反悔當初承諾的口頭協議。

### 亞洲自由貿易協定

協定成立於1992年，動機是恐防東南亞國家聯盟會被亞太經合組織蓋過，甚至被後者強大的經濟勢力壓倒；原因之二則是制衡覬覦亞洲區領導地位的澳洲及美國。

亞洲自由貿易協定是一份正式的協定，當中反映了亞洲的文化價值觀，發掘並利用了地理環境、種族、文化背景接近的額外優勢。協定以共識為基，免除衝突，但未有制定正式的機制解決紛爭。

亞洲自由貿易協定基本關注的問題是貨物流通，焦點集中在削減7個會員國之間的關稅。（有一部份產品，主要為農產品，並不包括在這個計劃之內）。協定制訂了一個複雜的系統，包括了正常及快速的途徑，以及一個逐漸加快的執行時間表，目標是到了2003年，把關稅減至0.5%（平均稅率為3%）。這要比亞太經合組織的進度快17年。

服務業方面，《東南亞國家聯盟服務業整體協議》已於1995年12月簽訂，並初步決定亞洲自由貿易協定會集中處理下列事項：

- 興建或改善基本設施
- 共同就生產、促銷及採購作出安排
- 研究及發展
- 交換資料

雖然沒有定下完成期限，但用意卻是超越服務貿易總協定，為建立一個自由貿易區而努力。

事實上，在商品貿易自由化的基礎上，協定在推動服務貿易自由化方面大可採取主動、擔當領導角色，填補現時的真空。這是由於：

- 美國退縮不前，而歐盟內部的紛爭不斷，亦難成為穩定的領袖；
- 在烏拉圭回合談判接近尾聲時，一向不願開放服務市場的亞洲突然醒覺，《服務貿易總協定》可為它們帶來無限商機；
- 今時今日，雖然亞洲只是服務貿易自由化的追隨者，但如諸國能以其發展經濟的高速開放服務行業，將可激發炫目的火花。

### 地區主義及多邊主義

世貿組織有感世界貿易將陷入地區主義的危機，因而惶恐不安。世貿總幹事盧吉羅發表罕有的言論，否認世界貿易正面臨地區主義抬頭的威脅。他在會上提出以下問題：「我們希望擁有一個有法可依的國際貿易系統，或是寧願看見世界貿易按地區分為三至四個陣營，互徵關稅、互設壁壘？」

對於亞太經濟合作組織提出「開放地區主義」的建議，盧吉羅深表贊同。他表示，亞太經合組織給予非會員國享有最惠國待遇的建議，原則上與世貿組織的並無分別；世

- joint production, marketing and purchasing arrangements.
- R&D.
- exchange of information.

Although no deadlines are mentioned, the intention is to go beyond GATS to achieve a free trade area in services in the long run.

Indeed, building on its progress on liberalisation of trade in goods, a major opportunity exists for AFTA to seize the initiative, display leadership and fill the current vacuum in services liberalisation. This is because :

- The US is backtracking and, due to internal bickering, the EU has not been a consistent leader.
- Asia, which started as a reluctant party to services liberalisation, towards the end of the Uruguay Round negotiations, suddenly realised there may be many opportunities for it in GATS.
- Although a follower in services liberalisation to date, the opportunity now exists for Asia to make a meteoric impact if it can liberalise its services as quickly and in the same fast way its economies have been growing.

### Regionalism and Multilateralism

The WTO is almost paranoid over what it perceives to be the dangers of regionalism. Scarcely a speech by the Director-General of the World Trade Organisation, Renato Ruggiero, omits reference to this threat. The question he asks is, "Do we want an international trading system, which is rule based with an enforcement capacity, or do we want to see world trade split into three or four continental regional areas, divided by tariff and other barriers?"

As far as APEC is concerned, Mr Ruggiero rightly pays tribute to APEC's philosophy of "open regionalism", under which APEC is legally compatible with the WTO's rules, whilst working towards applying the MFN principle to non-members over time. This approach is in keeping with the gradual convergence on a basis of shared rules and principles of all the major regional groups to which the WTO aspires.

AFTA, on the other hand, is a closed sub-regional preference area. Whilst consistent with the legal requirement of the WTO, including the exception to the MFN clause under GATT Article XXIV, and whilst AFTA has not increased tariff levels with non-members, neither has it yet shown any inclination to extend its benefits on an MFN basis.

There is always an implicit agenda of AFTA to act as a grouping to counter the influence of NAFTA countries and Australia. AFTA is at a cross roads and could swing either way. To make sure that AFTA develops along open regionalism lines rather than turn into another "fortress" :

## REGIONAL TRADE AGREEMENTS

- We need to persuade AFTA to be WTO-consistent and APEC-friendly;
- At the same time, NAFTA and EU should also display genuine open regionalism. They should act in a friendly manner towards AFTA and resist the tendency to bow to domestic pressures to impose protectionist measures (anti-dumping, sanctions etc...) on AFTA countries (and Asian countries generally). Only when NAFTA, EU and AFTA are not suspicious of each other can open regionalism work.

### A More Promising Approach to Services Trade Liberalisation?

In the trade liberalisation field, great credit must be given to the initiative and leadership exercised by the GATT and the WTO. They laid the pitch and fashioned the rules of the game. But it is the regional new-comers, which are acting as catalysts and providing the ambition and new ideas in terms of speed and scope. If the Uruguay Round is a game of football played to WTO rules, it is the APECs and AFTAs of this world, which have picked the ball up and are running with it to create a faster game with more options for all. This is producing a synergy and dynamism between liberalisation at the unilateral, regional and multilateral levels. Thus, as liberalisation progresses, the groups that benefit from liberalisation increase in number. This should accelerate the process, whilst counterbalancing groups which are opposed to liberalisation.

In this respect, sub-regional, regional and multilateral organisations play a complementary role in progressing liberalisation both in services and mercantile trade.

However, in the final analysis, perhaps the real question is will APEC and AFTA really work? Members of both AFTA and NAFTA are also members of APEC. It is no coincidence that AFTA and NAFTA represent two different political systems. Will the political, rather than the economic, tensions split APEC? We shall have to wait to find the answer to this question. But Asia's experience in the past years has shown that with greater economic growth and international trade, and more understanding between Asia and the West, the two sides can better appreciate each other; for instance awareness of democracy in Asia, and of "Asian values" in the West. The best way to move forward is for both sides to continue to engage each other. Open regionalism offers the best chance for this engagement to continue positively and constructively.

Thank you for your attention. ■

貿組織亦希望各地區的主要組織能逐步在貿易規條及原則方面達致共識。

另一方面，亞洲自由貿易協定是一個次地區的貿易組織，它既與世貿組織的要求一致（包括反對關貿總協定第廿四條內有關最

惠國待遇的細則），又不對非會員國增加徵稅，更從沒意圖提升最惠國的待遇。

一向以來，亞洲自由貿易協定有著一項非明示性質的宗旨，就是團結亞洲的力量，平衡北美自由貿易協定成員國及澳洲的影響力。事實上，亞協現正站在十字路的交匯點，既可推廣自由貿易，亦可奉行地區主義，為使該組織不至變為另一個實行保護主義的「城堡」，並展開開放地區主義的貿易政策，我們必須：

- 游說亞洲自由貿易協定跟世貿組織及亞太經合組織和衷合作；

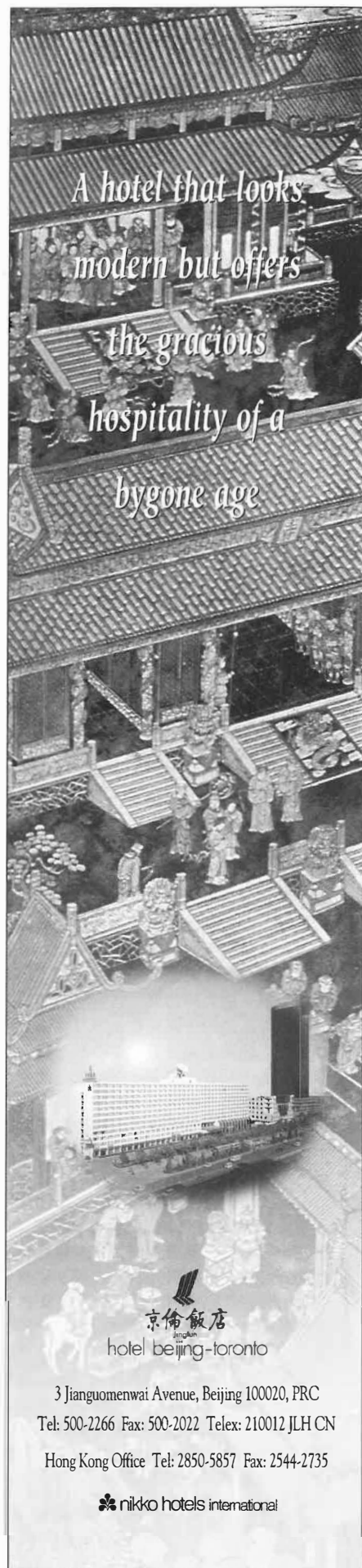
- 與此同時，北美自由貿易協定及歐盟亦須向亞協顯示，旗下會員國能真正奉行開放地區主義的政策。這兩個組織的會員應向亞協的會員表示友好，並堅決不向國內保護主義的壓力屈服，拒絕把反傾銷及貿易制裁行動等政策加諸於亞協會員及其他亞洲國家身上。開放地區主義只有在北美自由貿易協定、歐盟及亞洲自由貿易協定三方互相信任的情況下才能實現。

### 實現服務貿易自由化的契機

在實行貿易自由化期間，關貿總協定及世貿組織所表現的創造力及領導才能應記一功，它們為整個貿易自由化的過程定下基本的「遊戲規則」，可是，在這場遊戲裡扮演催化劑的角色，並在速度及發展路向兩方面開展新局面及帶來新構思的，倒是一些新冒起的地區組織。若把烏拉圭回合談判比喻為一場根據世貿組織規條而進行的足球賽事，那麼，亞太經合組織及亞洲自由貿易協定便是勇往直前的球員，它們使整場球賽的節奏加快，並為其他球員製造更多入球機會。亞太經合組織及亞洲自由貿易協定使貿易自由化在單邊、地區及多邊的層面上均取得協調，更為這三方面帶來一股新動力。若自由化的進程加快，當中受惠的組織亦會增多，發展下去，亦可制衡反對貿易自由化的組織。

有鑑於此，次地區、地區及多邊組織在推動服務及商品貿易自由化的過程中，應扮演輔助的角色。

可是，最終的問題是，亞太經合組織及亞洲貿易協定能否促進自由化的進程？事實上，亞洲自由貿易協定及北美自由貿易協定內不少成員同時亦是亞太經合組織的會員。由於亞協及北美自由貿易協定剛好代表兩個不同的政治體系，因此，最後把亞太經合組織分裂的，會否是政治力量而不是經濟力量？結果如何，我們且拭目以待。從過去的經驗所得，在經濟增長、國際貿易發展蓬勃，以及東西方了解加深的情况下，亞洲及西方會互相信任，例如，亞洲現時重視民主的發展，而西方社會亦尊重亞洲社會的價值觀念。要成功促進服務貿易自由化，東西方就必須緊密合作，而實行開放地區主義正為雙方繼續積極及有建設性地緊密合作提供了一個不可多得的良機。 ■



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nikko hotels international



# Keeping abreast of IT

Membership list and Directory (and more) free for members convenience

The Chamber is keeping abreast of the needs of its members who, in this era of Information Technology (IT), are enhancing their productivity by employing the latest electronic methods of accessing useful data through their computers.

With the printed version of its 1966-67 Membership List and Directory the Chamber is distributing free to all members a handy video version – in colour and sound – of the same Directory data – and more – on a CD-ROM.

The CD-ROM, also has a multimedia presentation about the Chamber – what the Chamber does for its members; its organisation chart and its many services including networking and training; what is the structure of its membership and details of the General Committee who make the policy decisions, together with the Chairman's message.

Production of the CD-ROM for the Chamber is by Avit Solutions Ltd.

Tina Cheng, Chamber Manager for Public Affairs, says: "We are very excited to produce for the first time our own CD-ROM to meet the convenience of our members. In addition to listing full details of the Chamber's more than 4,000 corporate members, the Chamber's CD-ROM offers a user-friendly and flexible search function to locate each subscriber to the Chamber not only by name and business nature but also by product and product code.

"The interactive application on the CD-ROM is an advantage over the traditional bulky printed book, not to mention the convenience of storage. PCs with a CD-ROM facility are now fairly common and we expect the CD-ROM version will be increasingly preferred."

Reggie Wong, Project Manager at Avit Solutions Ltd, proudly demonstrates the Chamber's CD-ROM, and says corporate members without the CD-ROM facility on their computers can easily overcome that inability by buying a CD-ROM Drive which will cost them less to update their computer facilities than what a non-member must pay for the CD-ROM, namely HKD500.

He compares the CD-ROM with the telephone inquiry service that can give a telephone subscriber a number he needs almost immediately. He says what a Chamber member is looking for specifically in the great volume of printed data in the Directory can be selected using a computer mouse and window software and print out from the CD-ROM on his office computer in a few seconds.

The Chamber member thus has what he

is specifically looking for in a handy form on his desk to work on, saving him the time it takes in searching through the bulky printed Directory. There is no need to transfer all the data in the Directory on to a data base on your computer. The CD-ROM is the data base that can be inserted in your computer with a CD-ROM facility and software that has a window or through a CD-ROM Drive plugged into your computer.

Tina Cheng says the CD-ROM, in fact, has more information than is in the printed Directory. The CD-ROM includes all the addresses of members and their telephone numbers. It has a section called useful contacts, that is all appropriate telephone numbers to call in Government, in the Consular Corps and trade organisations, such as who to call in Government for information if you are opening a new company and other information like that.

Reggie Wong adds the CD-ROM can tell you at once all the firms that have China connections and any other grouping. It is



Reggie Wong demonstrating the Chamber's CD-ROM using a CD-ROM Drive available from any computer manufacturer.

王志強示範如何使用總商會推出的首張光碟。任何電腦製造商生產的磁碟機都絕對適用。

very useful for overseas buyers giving members, for instance, all the toys manufacturers or all the electronic products manufacturers. Members may make any permanent notes they want against specific names for future use. ■

## 緊貼資訊 科技發展

總商會推出首張會員名冊光碟

在這個資訊科技發展一日千里的年代，香港總商會一直密切注視會員的需要，應用最新的電子技術，使後者在檢索資料時加倍便利，從而提高生產力。

除了一貫的印刷本外，1996至97年度總商會會員名冊首次以唯讀光碟形式面世。所有會員均可獲免費派發。光碟內所載的資料較印刷本來得更加豐富。

光碟以多媒體形式介紹商會的各项資料，其中包括：創會宗旨、組織結構、為會員提供的服務（如拓展關係網及開辦培訓課程）、會員的業務性質、有關理事會的資料，以及主席致辭。

光碟由俊匯科技有限公司負責製作。

本會公共事務部經理鄭慧瑩表示：「對於這次能推出本身的唯讀光碟，我們感到十分興奮。光碟內收錄了商會逾4,000家會員機構的詳細資料，並具備靈活的檢索功能。使用者除了可根據姓名及業務性質找出某家公司的資料外，亦可透過產品及產品編號進行檢索。

「採用互動式設計的光碟當然較傳統的印

刷本優勝，而且方便收藏。現時，附有閱讀光碟功能的個人電腦愈趨普遍，相信光碟版會員名冊的受歡迎程度亦會與日俱增。」

俊匯科技有限公司項目經理王志強在示範開啟光碟時指出，即使會員現時使用的電腦不具備有關功能，他們只需額外安裝一個光碟磁碟機，一切問題便可迎刃而解，所需費用更少于港幣500元，較非會員購買光碟的價錢更加便宜。

王氏將光碟跟差不多可即時提供答案的電話查詢服務作一比較。他說，會員只需在大量的印刷資料中以滑鼠選出適用的部分，便可在數秒內印出硬拷貝。

這無疑為會員節省了大量寶貴時間，免除在印刷本中尋找資料的麻煩。光碟本身便是一個完備的資料庫。會員只要在使用時把它放進電腦內或外延磁碟機便成，根本不需要把碟內的資料儲存在硬磁盤內。

鄭慧瑩表示，儲存於光碟內的資料較印刷本更加完備，除了全體會員的地址和電話外，光碟內亦儲存了一些如政府機關、領事館及商界組織等常用的電話號碼和負責人姓名。舉例說，如在香港成立公司，應向哪個政府部門查詢資料？

王志強說，光碟的另一特色是可即時顯示在內地有關係網或其他類似背景的公司名單。海外買家亦可從光碟中索取從事某一行業（如玩具或電子產品製造商）的會員的資料，用處甚大。 ■

# Special service for luxury cars

## Hing Yu can produce catalytic converters

**H**ing Yu Metal Works Ltd earns its place in this feature because Hing Yu offers a special service to luxury car owners.

Michael M H Cheung, Hing Yu's Managing Director, says in technical terms: "Air gap tubing and stainless steel allows us to produce exact duplicates of very complicated exhaust systems for expensive cars. A computer-controlled tube bender allows us to duplicate exactly pipe and after-pipe for OEM exhaust systems."

If anything goes wrong with the exhaust system of your luxury car, all you have to do is get your driver to take your car to the service centre of Hing Yu at Taipo Industrial Estate and have your muffler replaced in much less time and cost than it takes to order a replacement from abroad.

Owners of sports models and middle-priced cars also use the service to increase the fuel consumption and engine efficiency of their vehicles.

The winner of the last Hong Kong-Beijing Rally fitted a painstakingly-made Hing Yu exhaust system that saved fuel and increased engine-power. The winner phoned Hing Yu from Beijing to thank them for contributing to his success.

### Save time and money

Private buses, mini-buses and some taxis, that



Fitting a new full set of the exhaust system to a Rolls Royce at Hing Yu's service centre.

興宇服務中心為一輛勞斯萊斯汽車裝上全新的排氣系統



Michael Cheung in a corner of his warehouse of OEM equipment for local and overseas markets 張勁豪攝於公司貨倉。這些產品同時供應本地及海外市場所需。

## 豪華汽車適用的特別服務

走訪興宇汽車排氣鼓廠有限公司

**興**宇汽車排氣鼓廠值得我們作專題報導的原因，在於它可以為豪華汽車車主提供一種與別不同的服務。

興宇董事總經理張勁豪先生以業內的「術語」這樣解釋：「我們使用氣隙管和不銹鋼生產出跟豪華汽車排氣系統完全相同的複製品。電腦控制的管道彎曲器讓我們製造出跟原廠系統全無分別的排氣管。」

假如車子的排氣系統出現故障，你只需吩咐司機把車子駛往興宇位於大埔工業邨的服務中心。他們自會更換失效的消聲器，無論在時間和金錢兩方面，都較從外國訂購來得節省。

跑車和中價車的車主亦可透過這種服務減低汽車的耗油量，提高引擎效率。

去屆港京拉力賽的勝出者便在車子內安裝了由興宇生產的排氣系統，既可省油，同時亦能提高引擎效率。他更在北京特地向興宇致電道謝呢！

### 省時省錢

私家小巴、公共小巴和部分的士由於使用頻仍，排氣系統容易損耗。假如要節省用油及提高引擎馬力，選用興宇按個別客戶需要而提供的特別服務，自可兼收省時省錢之效。

不過，該公司對香港經濟的貢獻並不止此！

興宇是首四家於1967年遷入當時本港第一個工業邨 - 大埔工業邨 - 的公司之一。時至今日，邨內遍佈各式各樣的廠房，所製造的產品在供應本地市場之餘，更遠銷海外。興宇本身的廠房面積亦從最初的40,000平方呎增至現時的120,000平方呎。公司的大部分工具均已電腦化，據張氏估計，現值高達4千至5千萬港元。張氏表示，公司現時擁有的設備甚至足以透過電腦控制方式自行生產機器部件，節省人力。

張太太黃莉淳女士不但是該公司的執行董事，也是本會中小型企業委員會的去屆主



席。本年，她與經營會計師事務所的黎葉寶華女士聯袂出任委員會的聯合主席。

自李榮鈞先生出任主席以來，中小企業委員會一直致力研究如何改善本港中小企業的成本效益及競爭能力。中小企業佔全港公司總數的八成，是推動經濟發展的重要原動力。

李氏已獲委任為港府成立的中小企業委員會的主席，副主席一職則由工業署署長出任。

### 為中小企業而設的工業邨？

張黃莉淳表示，本會中小企業委員會考慮於短期內向政府的中小企業委員會建議，於接近中港邊境處興建專為中小企業而設的工業邨，方便引進廣東省的勞工，讓他們每天往返兩地工作。

張勁豪說，在公司遷入大埔的最初6年，招聘工人是一大難題。這種情況直至工業邨附近興建了公共房屋後才見好轉。

事實上，讓中國工人過境工作的做法並不新鮮。廣東省的農人便曾一度每天進出邊境，到新界的農田工作。

興宇的例子，說明了工業邨對促進香港工業發展的貢獻。其時的生產條件對充滿創意的廠商仍然相當吸引。工業邨提供了較便宜的土地，加上這些工業引進了電腦化的設備，節省不少人力物力。

### 墨西哥

儘管大埔與內地間的運費廉宜，興宇卻未在大陸設廠，反而為了照顧南加州的市場，公司在離加州邊境不遠的墨西哥工業邨內開設了一家小型工廠。

張勁豪解釋，公司的銷售對象是修理用汽車零部件市場的分銷商，而這些分銷商的客戶有不少是位於美國的車房和汽車零件商店。如供應商與集中在底特律等城市的汽車生產商相距不遠，便可每天多次運送零部件到生產前線，一則減低存貨所需的成本，二則無需從海外進口排氣系統，干脆省掉了僱用貨櫃卸工工人的支出。

在本地及美國市場以外，興宇的產品亦運銷澳洲、新加坡及中東各地，然而卻不包括歐盟諸國。這是由於當地的測試規定對進口商構成了非關稅的貿易障礙。

張黃莉淳表示，雖然興宇能以較低的價格供應同樣規格的排氣系統，但本港的巴士公司從來不曾光顧他們。她覺得「奇怪」之餘，相信巴士公司必定是以折扣價向海外的巴士製造商購入新系統，以作更換。

### 三種類型

張勁豪說，興宇生產的消聲器共分三種：與原廠產品完全相同的汽車排氣系統；在英國、美國及澳洲出售消聲器的商店所供應的通用排氣系統；專供賽車及電單車使用的高性能消聲器。



Executive Director, Mrs Maria Cheung with exhaust systems about to be shipped to the Middle East. 張黃莉淳。她背後的排氣系統將運銷中東市場

burn out their exhaust systems through constant use of their vehicles and need efficient fuel consumption and engine-power, daily save time and money by taking advantage of Hing Yu's individual special service.

But this is not the only way Hing Yu helps the Hong Kong economy.

Hing Yu was alphabetically the first of four applicants to be admitted at the same time in 1967 into Hong Kong's first industrial estate at Taipo. It is now full of diverse industries that supply the needs of the Hong Kong market, produce on the ground floor level and also export. Hing Yu started on a site of 40,000 square feet and has since expanded to 120,000 square feet with an investment in tooling, mostly computer controlled, which Michael Cheung now values at HKD40-50 million. He says he's now progressed to the stage where he's so fully equipped he can make his own machine tools, often computer-controlled that save on manpower.

His wife, Maria, Executive Director of Hing Yu, was last year chairwoman of the Chamber's Small and Medium Enterprises Committee (SME) and this year is joint Chairwoman with Mrs Fanny Lai, who runs her own accountant firm.

The Chamber's SME Committee, since Denis Lee was Committee Chairman, has been considering what can be done to improve the cost effectiveness and competitiveness of Hong Kong's SMEs that comprise 80% of all businesses in Hong Kong and are a real dynamic in the local economy.

Denis Lee has now been elected Chairman of an SME Committee that the Government has set up with the Director General of Trade as ex officio Vice Chairman.

### Estate for SMEs?

Mrs Maria Cheung says the Chamber's SME

Committee will shortly be considering a proposal to recommend to this Government Committee that Hong Kong establish an Estate near the border for SME ready-built factories that could bring labour from Guangdong every day to work in Hong Kong SME businesses in the proposed Estate..

Michael Cheung says Hing Yu had difficulties at Taipo Industrial Estate getting sufficient labour for the first six years until Housing Estates were built nearby.

Bringing labour across the border is not new. Farmers from Guangdong once used to cross the border every day to do agricultural work in New Territories' fields.

Hing Yu is an example of how successful the Industrial Estates have been in fostering Hong Kong industrial enterprise when the factors of production happened to be attractive for innovative manufacturers by employing computer-operated machines that don't have to be manned, cheaper land, etc.

### Mexico

Hing Yu has not gone across the border, despite trucks charging a premium to transport to and from Taipo. But it has expanded to a small factory in a Mexican industrial estate near the Californian border to serve Hing Yu's Southern Californian market.

Michael Cheung explains Hing Yu's sales of exhaust systems are to after-market distributors who supply to garages and to motor accessories shops of which there is a lot in the US. Suppliers close to automobile manufacturers such as in Detroit can deliver to the production lines several times a day and eliminate the cost of keeping inventories and labour to unload containers with exhaust systems from abroad. Besides the domestic market and the US, Hing Yu sells to after-market distributors in Australia, Singapore, the Middle East but not to the European Union countries where testing regulations

form a non-tariff barrier for importers.

Mrs Maria Cheung says the bus companies in Hong Kong don't buy their replacement exhaust systems from Hing Yu though Hing Yu can supply them with the exact product less expensively. She finds this "strange" and believes replacements must be provided to the bus companies by the bus manufacturers abroad at some sort of discount.

### Three kinds

Michael Cheung says Hing Yu produces three types of mufflers: Genuine exhaust systems for cars that are exactly like the originals. A universal exhaust system for the shops that sell mufflers in UK, the States and Australia. Thirdly, Hing Yu make performance mufflers for racing cars and motorists who enjoy the feeling of a sports car – with a low "growl."

He says the exhaust system of a motor car cannot eliminate the pollution in the atmosphere in Hong Kong. The exhaust can only be purified by installing a catalytic converter on the exhaust pipe ahead of the muffler.

"We can make that but since Hong Kong has no legislation making it compulsory to install this device there is no market for catalytic converters."

He explains that inside the converter there is a honeycombed type of substance made of ceramics which is coated with

precious metals, namely platinum, palladium and erodium in a certain proportion. The precious metals react chemically to breakdown the composition of carbon monoxide and nitrogen oxide in the exhaust to make carbon dioxide and then burn the carbon dioxide.

But once you use fuel with lead content the lead will cover the precious metals and make them chemically inactive. That renders the catalytic converter useless. Thus, a car equipped with a catalytic converter must use unleaded gas.

### Catalytic converters

Michael Cheung says he's quite happy to produce catalytic converters if there is demand for them.

Maria Cheung: "It is only a few hundred dollars. But nowadays nobody wants to install one."

Michael Cheung: "New cars going to China equipped with catalytic converters will come here to have the device removed. Once they go to China they will use leaded gas and the converter will become useless, block the exhaust and stop the engine from functioning within two months. There is no unleaded gas in China so they ask for a small ordinary exhaust system to be fitted instead."

Maria Cheung: "With so many cars in Hong Kong it should be the law to install catalytic converters." ■

他說，在汽車內安裝排氣系統並不能解決香港的空氣污染問題。如要淨化廢氣，必須在消聲器前的廢氣管安裝一個催化轉化器。

「我們有生產這種裝置的能力，只是香港並未立法強制汽車安裝，催化轉化器在本地並無市場。」

張氏解釋，催化器內有一個狀如蜂巢的陶製物體，表面的塗層由白金、鈀及鎳三種貴金屬混合製成。這些貴金屬跟廢氣產生化學作用，把從廢氣中的一氧化碳和氧化氮分解出來的二氧化碳燃燒。

不過，一旦使用含鉛氣油，貴金屬塗層即會為氣油內的鉛份掩蓋，無法產生化學作用，令催化轉化器失效。因此，凡安裝這種裝置的汽車均必須使用無鉛汽油。

### 催化轉化器

張勳豪表示，假如市場需要，他是很樂意生產轉化器的。

張黃莉淳說：「安裝轉化器的費用只須數百塊錢，只是人們覺得無此需要！」

張勳豪：「附有轉化器的新車在運往大陸前都會先在這兒將裝置拆除。國內使用的是含鉛汽油，如不更換普通的排氣系統，轉化器不但發揮不了作用，反而會阻塞廢氣排出，令引擎在兩個月內失靈。」

張黃莉淳：「香港的車輛數目龐大，實在有立法強制安裝轉化器的必要！」 ■



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# Penchant for accessories

## Sogo's innovative unit

**S**ogo Department Store in Causeway Bay has a Car Accessories Unit, selling two kinds of accessories connected with well-known expensive cars. One kind is spare parts, cleaners and even perfumes, etc. The other kind is brand-name gift items associated with luxury vehicles, like Mercedes-Benz, BMW, Ferrari, and Porsche.

These collections include model cars, key-holders, key rings, leather goods, watches, jackets, caps and stationeries, etc. for which luxury car owners have quite a penchant.

K S Li, department head of Sogo's Car Accessories Unit, says in 1993 Sogo enlarged its building to become Jumbo Sogo and the management wanted to include more variety of highclass products in the new extended store.

The management contacted the car accessories suppliers in Japan to recommend some Hong Kong importer who would cooperate. An importer was introduced to the Sogo management. And though the introduction of this innovative consignment counter in Sogo was quite smooth, it took a few months from planning to signing the contract.

### Problems

K S Li says traditionally car accessories are sold at shops near the road side. For car owners and drivers who have this penchant there was an accessibility problem. Though the selling price of the car accessories was not that high the profit margin was small because the rent in Causeway Bay is very high. Therefore, Sogo found it difficult for their innovative idea to

survive.

He says: "We had to pay more attention to sales and marketing strategy. We concentrated in the beginning more on the tourist market. At the same time we tried to attract local customers by doing a few things:

a) We provided a better environment and better atmosphere for middle and highclass customers shopping in our store.

b) We increased the product variety. Instead of selling car accessories only we are now selling brand-name gift collections to attract local collectors who are really loyal to their cars.

c) We also organised pre-sale promotion to frequent and old customers. We immediately inform them before a new product arrives.

d) The most important inducement, however is giving good service. We emphasise very much our after-sales service. If there is any question, a customer may bring back their product and Sogo will exchange it for them immediately.

e) We also provide Special Order Service. We can help our customers to order any product they fancy directly from our overseas suppliers when we don't have it in our store.



Sogo department store 崇光百貨公司

### 70% males

K S Li says about 60% of the customers of the Sogo Car Accessories Unit are in the 30-40 years age bracket. Most are executives and professionals. About 70% are male customers. About 30% female customers may come to buy for boy friends or husbands.

The fact that the car business is not that good for the past two years has not had much influence on Sogo's sales. The number of vehicles has not decreased. The car-owner driver still needs accessories. In fact, Sogo's business has a turnover growth rate of 20%.

K S Li thinks the car accessories business is already saturated. Growth will depend on stocking more brand-name collections. Experience shows, especially in November, racing items like Rothnam's jacket, caps, key-rings etc. will be popular-sellers. ■

## 汽車附件

### 崇光創意惠及顧客

**位**於銅鑼灣的崇光百貨公司設有汽車附件部，銷售與高價名廠汽車有關的兩類產品：第一類為零件、清潔劑、甚至汽車香氣；第二類則是跟平治、寶馬、法拉利及保時捷等名車有關的禮品，包括模型車、鑰匙套、鑰匙圈、皮革用品、手錶、外套、便帽、甚至文具，以供車主收藏賞玩。

附件部的正式名稱是台日零件有限公司。主管李廣新先生指出，崇光於1993年擴充店鋪面積，管理層希望擴充後的百貨公司能經銷更多種類的名牌高檔產品。

管理層於是聯絡日本的汽車附件供應商，要求他們推薦有合作潛力的香港入口商。雖然這項創新的寄售服務進展順利，但

由制訂計劃至簽署合同，仍要費時數月。

### 困難

李氏說，一直以來，汽車附件都是在路旁的店鋪出售。崇光所處的地理位置對車主和司機來說並不方便。雖然汽車附件本身的售價不太昂貴，但由於銅鑼灣區租金高企，導致邊際利潤微薄。因此，要維持這項創新概念並不容易。

他說：「我們必須注重營業及市場促銷策略。我們最初以遊客為主要對象，同時亦嘗試以不同策略吸引本地顧客：

- 為中、上層顧客提供更舒適的購物環境和氣氛。
- 增加產品類別：除了出售汽車附件外，更銷售以名廠汽車品牌為主題的精品系列，吸引本地汽車愛好者光顧。
- 為常客安排優先選購減價貨品的機會；即時為他們傳遞新貨消息。
- 最重要的一點是提供優質服務。崇光

十分注重售後服務；顧客只要帶回有問題的產品，公司自會即時更換。

- 提供特別訂購服務；為顧客從海外入口商處專程訂購喜愛的產品。

### 男性為主

李氏說，在芸芸顧客中，有六成人的年齡介乎30-40歲，大部份為行政及專業人士。七成的顧客是男性；餘下約30%的女性顧客是為男朋友或丈夫購物。

過去兩年，汽車市道欠佳對部門的業務並沒有多大影響，這是因為汽車的數量並無減少，市場對汽車附件的需求不減。事實上，部門的業務增長了20%。

李氏認為，汽車附件業務的市場已經飽和，業務增長的關鍵在於與汽車牌子有關的精品系列。經驗顯示，特別在11月，與賽車有關的精品系列如Rothnam的外套、便帽、鑰匙圈等最為暢銷。 ■





非一般汽車精品配件專門店。除全港獨有原裝「平治」、「保時捷」、「寶馬」、「法拉利」等名牌汽車精品及模型車系列外，更備有大量直接進口歐、美、日、汽車用品配件。款式新穎，琳瑯滿目，歡迎參觀選購。

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# Comfort stuck in a traffic jam

Four new Rover models provide the answer

**W**hy don't we enjoy some luxury and comfort when we are stuck in a Hong Kong traffic jam? Asks Ong Eng Seong, General Manager of Dodwell Motors, who came from Singapore two years ago to sell Rover's four new models, the new version of the MG and the Mini Cooper after achieving an hitherto unheard of seven percent share of the motor market in Singapore for Rover.

Born in Ipoh, Malaysia, he won a degree in business philosophy at Oxford University in the very city where Rover cars are manufactured.

Ong Eng Seong wants to remind Hong Kong what a good car the previous Rover was. And what a reputation it acquired as an inimitable British product with a good, reliable engine and an interior with polished wooden panelling and leather upholstery.

And now, in addition to these traditional stylish and comfort features (as only the British can do it), the four models are fully automatic and have all the modern features such as a CD player, an electric sunroof and the necessary current modern safety features that a modern family demands.

He says in sales the Rover 400 model has really taken off already. He describes it as a mid-sized, family saloon car, 1.6 litres, automatic. It comes with factory-fitted leather and wood interior. It has a luxury interior that everyone in a market like Hong Kong would look for and enjoy. Yet is very affordable.

"We are in Hong Kong now progressing from a more basic transportation to a more luxurious car," Ong Eng Seong says. "Considering the price we are paying why shouldn't we enjoy some luxury when we are stuck in a traffic jam? Disposal income is high here. We are one of those richer territories. Compared with most countries were are very affluent."

He explains a car in Hong Kong is relatively expensive because taxes are high. The tax depends on the retail price of the car. It varies from 40% to 60% at the top end.

"So we have models that effectively cover the full range. We have cars that go from 40% tax to the ultimate luxury car which is the Range Rover at 60% tax.

"This Range Rover is HKD918,000 retail price. After licence and insurance it is a

HKD1 million, the magic number!"

*Q. Who buys it?*

Ong Eng Seong: "I would say rich businessmen. Whether it is a company that buys it or a person in their own name, it is the well-to-do, with their own fleet of cars who want something different. Who want something that can add to their own life style.

*Q. He can take his family with him?*

Ong Eng Seong: "He can take the family and do a lot of things. Go anywhere and everywhere. I know a buyer who has just come back from China. Who took the Rover Discovery with him.

"That is a model that is more familyish than the Range Rover. It will seat seven or eight persons. It is what I would call the most prestigious and luxurious MPV, the multiperson vehicle. It is the best of the lot. It has a lot more to offer. It is luxurious and it's safe. It is four-wheel drive. It is the top range of our lifestyle car or alternative car."

He says the all British Land Rover is considered effectively the best 4x4 car in the world.

Ong Eng Seong explains that apart from

## 無懼交通擠塞 盡享舒閒一刻

四款全新露華車系為顧客帶來全新感受

「若隴身於香港擠塞的道路上，何必坐困愁城？大可乘此良機，在豪華舒適的環境下享受一番！」天祥汽車總經理王榮祥問道。王氏兩年前從新加坡來港，致力推廣露華四款全新型號的汽車系列、MG的新型號及Mini Copper。在新加坡期間，王氏把露華的市場佔有率推至7%高點，至今，這個紀錄仍未為人打破。

王榮祥在馬來西亞怡保出生，畢業於牛津大學商業哲學系。無巧不成書，牛津大學剛好與路華車製廠位於同一城市之內。

王氏來港的主要目的，是希望重振露華汽車昔日在香港的雄風。他指出，英國製的露華汽車系列性能卓越，車內配備精工打磨的木製錶板及真皮沙發，堪稱車壇中的極品。

露華秉承過往的優良傳統，為顧客提供

producing its 4x4 luxury models, Rover has cars ranging from the Rover 400 family car to Rover 600 family executive car and the top senior executive model, a 2.5 litre, V-6 Rover 800. And the range has the Rover Cabriolet, open-top car.

He says the car that is setting the pace in the market, in terms of the very strong Rover acceptance is the Rover 400. It was only launched in June this year and now Dodwell Motors is not taking orders for earlier than February delivery next year.

"We are not only gaining market share, but we are one of the few car companies in Hong Kong that is actually gaining volume as well," he says.

"We mustn't forget that the Hong Kong car market is in a pretty difficult state.

*Q. Why is it that the Rover 400 is selling when other cars are not?*

Ong Eng Seong: "It has got more than is usually offered. It is not too over-priced (for demand nowadays) and it's real value for money. The Rover is prestige for middleclass people. And finally, it is a real alternative to a Japanese car."

舒適的行程享受之餘，亦推出4款採用全自動制動系統的型號，車箱內設備先進，鐳射唱機、電動天窗，以及現代家庭行車時必備的安全設施，一應俱全。

露華400型號已在市場發售。王氏表示，露華400採用全自動制動系統，車身大小適中，汽缸容量為1.6公升，是理想的家庭豪華轎車。車箱內鑲以優質木材，並裝設原廠真皮沙發，為香港駕車人士提供了夢寐以求的行程享受。

王榮祥透露：「我們正逐步使露華由基本的交通工具晉級為豪華轎車。為何我們不可在交通擠塞時在舒適的車箱內享受一番？以現時的售價計算，露華是物有所值的。香港人消費力強，民生豐裕，並較很多國家富有。」

他認為，由於港府徵收重稅，因此，本

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- ◆ 另特別介紹 Soundrite Performance Muffler 跑車鼓，低音聲頻效果，在三千轉以上才會共鳴發音。氣喉採用無阻力增強馬力設計。內含不銹鋼棉及無鹼玻璃纖維棉，分別發揮吸收高頻雜音及隔熱的最高效用。不銹鋼尾咀，裡面再加不銹鋼網及吸音纖維布，音色更為響而不噪，非單純一個電鍍外殼可比。

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"A European car is the most expensive car within its category. Rover 400 is within an affordable level. It is currently retailing at HKD189,500. Which is very, very good value for all the things that are put on it. It has got a character, a European car with a very distinguished grill. It stands out.

"It has all the necessary safety features. Luxury features, like a sunroof. No, it's not high-speed. It speeds from A to B comfortably. It's a car you can sit in, enjoy the inviting leather and the wood panelling surroundings. And you have a CD player as well. Everything is there to relax in the Rover 400. You can reach its controls easily. It's economical and well-designed. Your friends are impressed when they get in. It shows your station-in-life."

Ong Eng Seong says Dodwell Motors is part of the Inchcape Group. The Group was one of the few investing in the market and not underrating the competition. Dodwell's showrooms at 161 Ma Tau Wai Road was bought last year and Dodwell's invested in recruitment, marketing and staff, etc. to support the brand because we felt it has strong potential. ■



Rover 416 露華 416



Rover 623 露華 623



Rover 825, Sterling. 露華 825 Sterling 型號

港的汽車售價較為高昂。徵稅的多寡視乎汽車的零售價而定，比率由40%至60%不等。

王氏表示：「我們備有多款售價不同的汽車供客戶選擇，由徵稅40%的一般房車，以至60%的Range Rover豪華轎車均在其中。」

「新面世的Range Rover零售價為91萬8,000港元，加上牌費及保險費，總數剛好是100萬港元。」

問：購買這系列汽車的顧客以甚麼人居多？

王：富有的商人。不論是公司或私人名義購買，這款汽車都顯得物有所值。若希望為車隊添置一輛與別不同的「良駒」，或在駕車時增添樂趣，露華汽車系列肯定是理想的首選。

問：車箱寬敞嗎？

王：露華系列的汽車車箱寬敞，可乘載一家大小，也適合在不同的路面行駛。據我所知，一位車主剛駕駛他的Rover Discovery從中國回來。

王氏補充說：「Rover Discovery型號的

車箱較Range Rover寬敞，是豪華舒適的『家庭之車』，可承載多人，在同類型汽車中最高為出眾。行車時由四輪帶動，路面性能卓越，安全穩定，能把駕駛的樂趣提昇至最高境界。」

他表示，全新由英國製造的Land Rover被譽為是全球最佳的四輪帶動汽車。

露華推出的其他型號包括：露華400家庭轎車，專為行政人員而設的露華600家庭轎車，以及配備2.5公升汽缸及V-6引擎的露華800豪華轎車。此外，Rover Cabriolet開蓬轎



## ROVER

車亦是高級行政人員的理想選擇。

王氏說，新推出的露華系列在市場上逐漸受人注視，而當中更以露華 400 型號最受車主垂青。這型號的汽車剛於本年 6 月推出，反應熱烈，公司因此在明年 2 月前者暫停接受任何訂單。

他續說：「我們不僅把市場佔有率提高，實際的汽車銷售數字亦有所增加，這在汽車業內實屬罕見。」

「不要忘記，香港的汽車市場現時正陷入困境。」

問：為何暢銷的只是露華 400 型號？

王：因為它物超所值，且訂價不高。露華是中產階級的尊貴象徵，為顧客提供日本汽車以外的選擇。

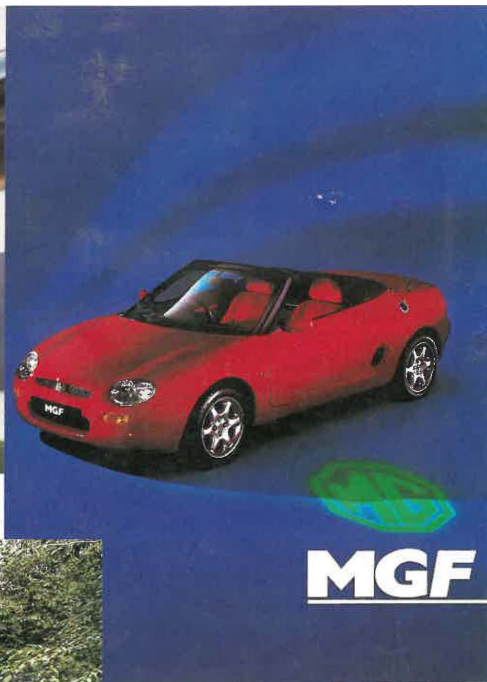
王氏認為：「就歐洲車而言，露華 400 已是取價最相宜的汽車，現時的售價為 18 萬 9,500 港元，較一般歐洲車便宜，但在車身外形及設計方面，均具歐洲汽車風範，故獲得中產階級車主青睞。」

「露華 400 的安全設施齊備，並配有豪華天窗等裝置。它轉速暢順；車箱內裝置舒適的真皮沙發、木製錶板及鑲射唱機，讓駕車人士盡享輕鬆優悠。車內各項操控儀器的位置均經過悉心安排，使駕車者加倍得心應手。此外，汽車的售價不高，無論車內車外的設計，皆令人賞心悅目。不妨誠邀朋友乘車一遊，他們定會報以羨慕的目光。」

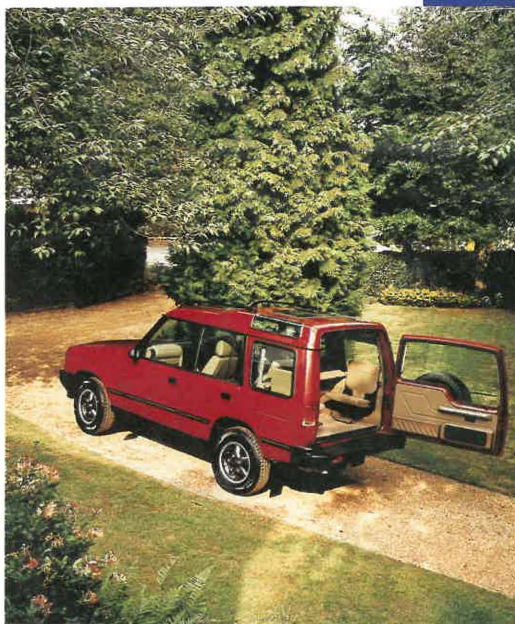
王氏指出，天祥汽車是英之傑集團的附屬公司。該集團是極少數在進軍汽車市場前，慎重考研究業內競爭情況的機構。天祥去年在馬頭圍道 161 號購置陳列室，並積極招聘市場推廣及其他職員。該公司深信，露華是極具發展潛力的汽車系列。



Rover 400 露華 400



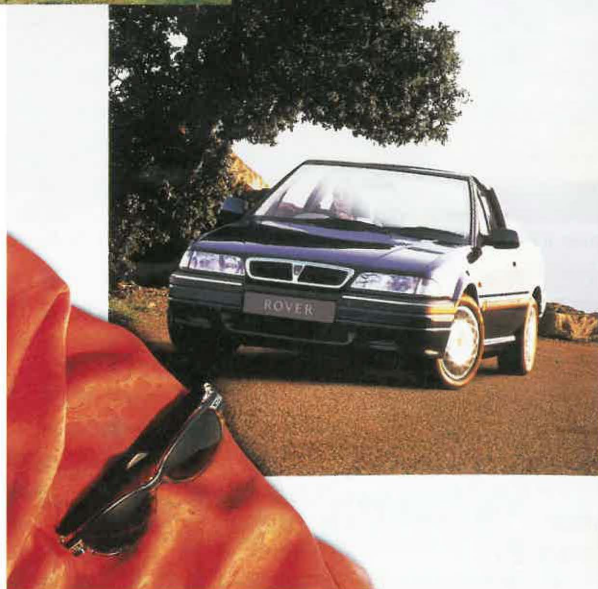
MGF, the new version of the MG  
MG 新型號 MGF



Land Rover Discovery



The Mini Cooper



Rover Cabriolet



# Hong Kong one of the safest cities in world

## Armed robberies still Police's main concern despite 57% drop last year

**D**ouglas Lau Yuk-kuen, Director of Crime and Security at Royal Hong Kong Police headquarters, in a letter to Chamber Director Ian Christie, says Hong Kong ranks as one of the safest cities in the world.

He says for the first six months the average crime rate per 100,000 population in the past three years stand at: 724 in 1994; 742 in 1995; and 657 in 1996

He said in his letter: "We will strive to maintain our commitment to servicing the community which includes keeping the community abreast of the latest law and order situation."

He asked for the Chamber's support in disseminating the latest statistics to members and said any suggestion as to how the Police may better serve the community would be appreciated.

### Stable

The crime situation in Hong Kong has remained stable with a drop of 9.7 per cent, or 4,400 crimes, in the total number of crime recorded for the first six months of this year (41,151) and there is no reason why there should be a departure from this trend in the run-up to 1997 and beyond.

Douglas Lau Yuk-kuen, said one must not be complacent despite encouraging results and that prevention of armed robberies was still a number one concern.

The total number of robberies for the first six months of this year was 2,072 compared with 3,006, a drop of 31.1 per cent.

There were 42 robberies involving genuine firearms and pistol-like objects, a welcome reduction of 57 cases or 57.6 per cent when compared with 99 cases last year.

### Bank robberies

This year also saw a drop of 47.8 per cent in bank robberies, with 24 cases recorded as against 46 in 95.

"The majority of banks have now installed enhanced security precautions which may not deter the desperate bank robber who is prepared to risk arrest, but Police will focus attention on preventive measures which can be implemented," Douglas Lau said.

On the other hand, he said the number of illegal immigrants who were featured in crime reports, particularly robberies and

burglaries was disturbing.

"As you will appreciate, despite sterling efforts by the Police and Immigration staff, some illegal immigrants still manage to slip through the net," he said.

The total number of illegal immigrants arrested for crime for the first six months of this year was 748 (1,185 in 95), a reduction of 437 or 36.9 per cent.

Those arrested were responsible for a variety of offences including robbery (109 cases), burglary (96 cases) and possession of offensive weapons (54 cases).

### Violent crime

"Our priority for the future must of necessity be concentrated on those crimes which most impact upon the public at large.

"Top of the list is violent crime especially those involving the use of firearms and other dangerous weapons.

"Organised crime, including commercial crime and organised drug trafficking, and triad-related crime feature high on our list of priorities and we will continue to deploy our resources to the optimum advantage in these areas.

"Juvenile involvement in crime is always cause for concern and we will continue to strive to prevent our youngsters from

embarking on the slippery slope to a ruined life, particularly those youths who are experimenting with illicit drugs," Mr Lau said.

The number of youngsters under 18 arrested for crime over the past six months was 5,321 which is slightly less than the 5,436 arrested during the corresponding period last year.

In fact, over the past six years, the number of youths arrested in the first half of each year has averaged about 5,300.

### China

With the close co-operation with Police counterparts in China which has resulted in a number of vehicles being returned, there was a significant decrease in the number of motor vehicles stolen, particularly luxury cars.

"This mutual assistance has also helped to contain the number of illegal firearms entering Hong Kong and has ensured that China is not a refuge for criminals wanted in the territory."

Mr Lau was adamant that the crime situation had been relatively stable over the last decade saying: "We have continued to enjoy a reputation as one of the safest areas in the world in which to live or visit." ■

## 全球最安全的城市之一

### 械劫案雖下降逾五成 警方卻未鬆懈

**警**務處刑事偵緝及保安處處長劉玉權在一封致本會總裁祈仕德的函件中指出，香港乃全球最安全的城市之一。

在1994至1996年，每十萬人的平均罪案數字分別為724、742及657宗。

他在函件中表示：「警方將繼續貫徹服務社會的使命，包括讓公眾知悉最新的治安狀況。」

劉處長要求本會協助將最新的罪案統計數字向會員發放，並歡迎各界向警方提出任何有助他們改善服務的建議。

### 情況穩定

香港的罪案數字持續穩定。本年首六個月錄

得的罪案共41,151宗，較去年同期下降9.7%（即4,400宗），相信這種趨勢會跨越九七。

上半年的罪案數字下降縱然令人鼓舞，但劉處長表示警方並不會因此自滿，而防止持械行劫案發生仍是他們首要關注的問題之一。

本年上旬的劫案共有2,072宗，較去年的3,006宗減少了31.1%。

持真槍或類似手槍物體行劫的案件共42宗，跟去年的99宗比較，大幅下降57宗或57.6%。

### 銀行劫案

本年發生的銀行劫案為24宗，較之95年的46

## Comparison of 1996 (Jan-Jun) and 1995 (Jan-Jun) Crime Situation

	1995 (Jan-Jun)	1996 (Jan-Jun)	1996 (Jan-Jun) Compared with 1995 (Jan-Jun)	
			Numerical	Percentage
1 Overall Crime	45,551	41,151	-4,400	-9.7
2 Overall Crime Rate #	748	657	-91	-12.2
3 Violent Crime	8,719	7,844	-875	-10.0
4 Violent Crime Rate #	143	125	-18	-12.6
5 All Robberies	3,006	2,072	-934	-31.1
a, Robbery with Genuine Firearms/ Pistol Like Objects	99	42	-57	57.6
b Bank Robbery	46	24	-22	-47.8
c Goldsmith/Watch Shop Robberies	8	3	-5	-62.5
6 Genuine Firearms Seized	20	19	-1	-0.5
7 Missing Motor Vehicles	2,282	1,408	-874	-38.3
a Luxury Car	166	118	-48	-28.9
b Motor Cycle	703	208	-495	-70.4
8 Burglary	6,774	5,621	-1,153	-17.0
9 Blackmail	374	352	-22	-5.9
10 Kidnapping & Child Stealing	4	0	-4	-100.0
11 Criminal Intimidation	453	373	-80	-17.7
12 Homicide	32	31	-1	-3.1
13 Wounding & Serious Assault	3,420	3,555	+135	+3.9
14 Rape	46	51	+5	+10.9
15 Indecent Assault	507	553	+46	+9.1
16 Shop Theft	3,808	3,787	-21	-0.6
17 Pickpocketing	545	473	-72	-13.2
18 Snatching	767	592	-175	-22.8
19 Miscellaneous Theft	6,246	6,226	-20	-0.3
20 Unlawful Society Offences	808	618	-190	-23.5
21 Serious Narcotics Offences	2,544	2,558	+14	+0.6
22 Drug Seizures in Kgs:				
a Heroin	186	124	-61	-33.3
b Cannabis	713	676	-37	-5.2
c Others	5	43	+38	+760

Note : # Crime Rate = Number of crime per 100,000 population

宗，下降47.8%。

劉氏指出：「大部分銀行已加強保安設施，但這樣仍不足以完全遏止亡命之徒犯案。警方將把注意力集中在一切可行的預防措施。」

然而，非法入境者在港犯案的情況，特別是行劫及爆竊，卻令人不安。

他說：「即使警方及人民入境事務處已努力不懈地堵截非法入境者來港，但仍有部分漏網之魚，相信大家對此都會深深理解。」

本年因犯罪而被捕的非法入境者共748人，較去年的1,185人減少437人，即36.9%。

他們涉及的罪案包括：行劫(109宗)、

爆竊(96宗)及藏有攻擊性武器(54宗)。

### 暴力罪行

劉說：「警方在未來將優先處理那些對大眾影響較深遠的罪案，首要任務是遏止暴力罪行發生，尤其是涉及使用槍械及其他危險武器的案件。」

「我們亦特別關注如商業犯罪及販毒等有組織罪案，以及跟三合會有關的活動。警方將繼續調配資源以打擊這些罪行。」

「談到青少年犯罪問題，特別是涉及違禁藥物方面，我們一向十分關注，希望青少年不至誤入歧途，遺憾終生。」

今年上半年因犯罪而被捕的18歲以下青少年共5,321人，較去年同期的5,436人稍微

下降。

事實上，在過去6年，每年上旬被捕的青少年人數均徘徊在5,300人。

### 中港合作

由於中港兩地警方的緊密合作，不但被偷運入內地的失車可以送還本港，偷車案(特別是涉及豪華汽車者)的數字亦見大幅減少。

劉玉權說：「雙方合作不僅有助遏止非法槍械流入本港，亦同時確保中國不會變成香港通緝犯的避難所。」

他堅決地表示，由於本港在過去十年的治安大致穩定，故能成為全球最安全的居住或旅遊地點之一。



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