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一九九九年四月

APRIL 1999

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## BUDGET 一九九九

## 1999 財政預算案

## HONG KONG GOES FOR GROWTH

## 齊邁步 共赴前



HKSAR Financial Secretary,  
The Hon. Donald Tsang Yam-kuen  
香港特別行政區財政司司長曾蔭權先生

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# Four ways to seek your business partners

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- [C. Household Goods and Miscellaneous](#)
- [D. Light Industrial Products](#)
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### **S**ervice Classification

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- [B. Communications](#)
- [C. Distribution](#)
- [D. Transportation](#)
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Importer of  Exporter of  Manufacturer of  Distributor of  Providing Service of

\*\* You may experience long-time searching if you haven't choose the nature of business above


\*\* search for the keyword appeared in the field of Company Background, Business Activities, Product Classification or Service Classification in all members' records

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THE HONG KONG GENERAL CHAMBER OF COMMERCE

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**TAI FOOK**  
SECURITIES GROUP LIMITED  
A MEMBER OF THE

Name of Company	Tai Fook Securities Group Ltd
Membership No.	HKTD440
Business Address	25/F New World Tower 116-118 Queen's Rd Central Hong Kong
Business Tel	(852) 2 986 4333
Business Fax	(852) 2845 0907
Website	<a href="http://www.taifook.com">www.taifook.com</a>
Year Joined	1998
Company Chief and Business Contact	 Mr Peter Shiu Hei Wong
Nature of Business	• Service
Company Background	Tai Fook Securities Group Limited and its subsidiaries ("Tai Fook" or the "Group") is engaged in the provision of financial services in Hong Kong and have been established for 25 years. The Group generally has enjoyed an increasing level of activity in the stockmarket and an increasing client base. As a forward-looking financial institution, the Group possesses a strong capital base backed by the very resourceful renowned Chang Yu Tung family which is a principal shareholder of New World Development Company Limited. In the twenty-five years since its establishment in 1973, the Group has genuinely demonstrated a legacy of excellence and overwhelming growth, which makes it a remarkable service provider in the financial services industry.
Business Activities	The business activities of the Group comprise securities and futures contracts broking and trading, the provision of corporate advisory, placing and underwriting services, options and rolling forex trading, the provision of nominee and custodian services and the provision of margin financing, insurance brokerage and agency business and asset and fund management.





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**EDITORIAL**

# A Farewell Message...

As we approach the end of the second Millennium according to the Christian calendar – and prepare to reflect on the past 1000 years of human history – it is astonishing to consider just how much of mankind's dramatic development has been compressed into the final tenth of that entire time span.

Were any human being who celebrated the birth of the Twentieth Century to be brought back to life today, they would be hard-pressed to recognise the world which is about to rejoice in the advent of the Twenty-first, and the new Millennium. There has been so much change in so little time.

Yet it is not merely the prospect of the new Century and the new Millennium that have prompted these thoughts on the rapid pace of change and human progress. Far more important to me on a personal level are my own recent reflections on how rapidly and dramatically Hong Kong has developed in just the final third of the current Century.

As some of you may already know, at the end of this month I will be stepping down as Chairman of the Chamber. Some of you may also know that I will be leaving Hong Kong to take up a position at the Swire Office in London. This move will bring to an end 33 years in Hong Kong, a large part of my own life-time and almost one-third of the closing Century of this Millennium.

What years of tremendous change and incredible progress they have been for Hong Kong and all those who live here, culminating, of course, in the return of sovereignty to China in mid-1997 and the creation of the Hong Kong Special Administrative Region (SAR) of the People's Republic.

Few would have anticipated such a development back in the mid-1960s. On the Mainland, the Cultural Revolution was in its early stages and riots would hit Hong Kong itself in 1967. Sir David Trench was Governor. Hong Kong's population had just passed 3.7 million (it is now heading towards double that at 6.8 million). The then Colony's Gross Domestic Product (GDP), or total output, was HK\$14.2 billion (less than US\$2 billion at today's exchange rate). Today it is HK\$1,289 billion (US\$166 billion).

Per capita income was HK\$3,921 (US\$505) and today it is HK\$192,776 (US\$24,874). Total trade was HK\$22.52 billion (US\$2.9 billion) and today it is \$3,220 billion (US\$416 billion). Tourist arrivals in Hong Kong were around 500,000. Today they are 20 times that.

These are just a few of the numbers that reflect the huge progress Hong Kong has made in the past 33 years. I regard it as a tremendous privilege to have witnessed this truly dramatic development and, without being too self-congratulatory, to have played some small role in the expansion of the private sector throughout those years.

Hong Kong has now established itself as one of the world's major cities for business, a major centre for finance and investment, a key entry point for international business to China, and a major travel, tourism, communications and services hub. As I now prepare to leave Hong Kong for London, I am confident that with the continued economic opening of the Mainland, the future of the Hong Kong SAR is bright.

We may have been through some difficult economic times recently as a result of the East Asian financial crisis and it might take some time to recover fully. The longer-term outlook for sustained growth and development is, however, all the more assured by the adjustments taking place in the economy and the community at large, painful though they currently are. I certainly look forward to seeing Hong Kong's – and the Chamber's – progress and development on my return visits to the SAR.

If I have any particular suggestions, they are pleas to Government to bite the bullet on the environmental problems that we so clearly have, to put education at the top of the priority list and resist the pressure and temptation to move away too much from our traditional market-driven approach. Perhaps most of all we must package and promote ourselves more effectively internationally. For all our current problems, we are still one of the best places in the world to do business. Let's be proud of that and tell the world.

Finally, I would just like to thank all those who have given me tremendous support during my years in Hong Kong and, in particular, the strong support I have received from the General Committee and Chamber members and staff in my year as Chamber Chairman. As I have written elsewhere, I may be absent from Hong Kong in the coming years, but the SAR will always have my strongest support. May you all prosper in the years ahead. ■



Peter Sutch, Chamber Chairman.

Peter Sutch  
Chairman



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施德論

# 道別香江說離情

**按**西曆曆法，第二個千禧年將盡。我們準備回顧人類過往千年的歷史時，只要想一想，人類急劇的發展竟壓縮在悠悠千載的最後一個世紀裡，便會驚嘆不已。

邁向廿一世紀，舉世將為另一千禧年的來臨歡欣慶賀，假如在今天，曾慶祝二十世紀降臨的人死而復生，必會發現這個世界難以辨認。在短短的時光裡，竟有如斯轉變！

然而，這種滄海桑田、人類發展一日千里的感想萌生，並非單單是由於新的紀元、新的千禧年將至；個人而言，更重要的是當我近日回首過往時，竟發現香港在本世紀最後僅三十多年的發展，是何等迅速，何等急劇！

也許，有些人已知道，本月底我便會辭退總商會主席的職務。有些人亦聞及，我將往太古的倫敦辦事處上任。此番道別香江，將告別這片居住了三十三年的土地。三十三年，是我這輩子的大部分歲月，也是這千年裏最後一個世紀接近三分之一的光景，可不短啊！

這些年頭為香港及居港市民帶來了巨變和驚人的發展，當然，九七年中回歸祖國、中華人民共和國香港特別行政區成立，更翻起了轉變的高潮。

如此發展速度，相信在60年代中期沒有幾人可以預測。當時，中國大陸正值文化大革命爆發初期；在戴麟趾爵士出任港督期間，內地的革命浪潮更觸發香港於1967年發生暴動。其時，香港的人口僅超370萬，如今則為680萬，是過往的兩倍。以往，本地生產總值（或總產值）為142億港元（按今天的匯價計算，不足20億美元）；時至今日，有關數字則為12,890億港元（1,660億美元）。

當時的人均收入僅為3,921港元（505美元），今天則達192,776港元（24,874美元）。以往，貿易總額是225億2,000萬港元（29億美元），如今則是32,200億港元（4,160億美元）。往昔，訪港旅客人數約為50萬人次，今天的旅客數字則為當時的20倍。

以上數字，只是鳳毛麟角，稍稍揭示了香港在過去33年的長足發展。能親眼見證此等真正急劇的轉變，我感到無限光榮。在這段日子裡，我亦慶幸自己能在促進私人界別發展方面，盡一己綿力。

如今，香港已發展為全球首屈一指的商業、金融、投資、旅遊、通訊及服務中心之一，也成為國際商界進軍內地市場的主要橋樑。雖然離港在即，但我堅信隨著內地經濟繼續開放，香港特區的未來必綻放異彩。

最近，亞洲金融風暴或許令我們經歷了一些困難，若要完全復元，可能仍然需時。透過經濟及社會調整（不管目前的過程如何艱巨），必可更進一步確保香港持續發展的長遠前景。謹此期望，當我日後重臨香江時，香港和本會將取得更長足的發展。

我欲借此機會，特別提出以下數點：我促請港府果敢行事，對顯然不容否認的環境問題對症下藥，並把教育列為首要工作，堅拒壓力和誘惑，避免過於偏離以市場為主導的傳統方略。也許，最重要的，是我們必須向國際更有效地包裝和推廣自己。縱使我們受到眼前的問題困擾，但本港仍是全球最佳的營商地點之一，這一點足以令我們自豪，也值得向外界宣傳。

最後，感謝那些在我來港期間給予鼎力支持的所有人士，對於本會理事會、會員及全體員工在我任內悉力提供協助，尤令我由衷感激。正如我曾說，在未來的歲月裡，縱使我身在外地，但仍會竭股肱之力，支持特區。謹祝各位鵬程萬里，一帆風順！■



香港總商會主席薩秉達



薩秉達  
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- Portable Computing Magazine (December) — Golden Lizard Award
- PC World (November) — Longevity Champs
- CNET (October) — Top 10 List for Most Popular

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COMPAQ Better answers. SM





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總商會總裁翁以登博士。

# PBEC International General Meeting here in May

Many of you know that the Hong Kong General Chamber of Commerce has an associated organisation – the Pacific Basin Economic Council (PBEC), Hong Kong committee and two subsidiaries – the Hong Kong Franchise Association and the Hong Kong Coalition of Service Industries (CSI). Both the Franchise Association and the Coalition of Service Industries are actually committees of the Chamber, and Chamber members are welcome to participate in events of these two subsidiaries. Both are extremely active, with many seminars being run by the Franchise Association on franchising in Hong Kong and China, and with some noteworthy projects being run by the CSI, such as the Tripartite Forum and the Service Awards.

But a major international event this year is being hosted by PBEC Hong Kong. It won the right to host the 32nd International General Meeting of PBEC on May 17-19 of this year. Over 600 executives and spouses are expected from around the Pacific Basin, from Chile to Australia for this event. We are in the final stages of planning the program and inviting the speakers, and we have over 60 speakers from around the world confirmed. These include Mr C H Tung, our Chief Executive, President Joseph Estrada of the Philippines, Michel Camdessus – the Managing Director of IMF, John Bond – Group Chairman of HSBC, Lachlan Murdoch – Chairman of News Ltd, among others. Peruvian Prime Minister Victor Joy Way, US Deputy Treasury Secretary Larry Summers, and US Commander-in-Chief Pacific Admiral Dennis Blair are expected to attend. Most importantly, for the gala opening dinner on 17 May, a PRC State leader will present the keynote speech.

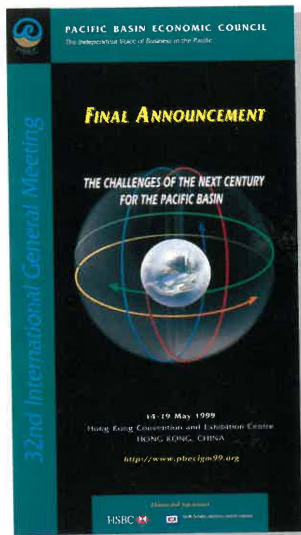
The theme of the PBEC international meeting, the last one this century, is "**Challenges of the next Century for the Pacific Basin**". This is not a conference on the Asian financial crisis. Rather, the conference will look ahead into the next century, after the current temporary crisis, to see what challenges the region faces in the environment, in food supply, in trade barriers, in bank restructuring, in regional security, in telecommunication advancements, in information technology, in labour issues, etc. As we sit on the threshold of the Millennium, this conference promises to be thought-provoking for everyone. Elsewhere in *The Bulletin* you can find the complete program and registration details. I hope we can see you there. ■

## 太平洋地區經濟理事會國際年會 五月在港隆重揭幕

香港總商會旗下的相聯組織及兩個附屬組織，分別為太平洋地區經濟理事會香港委員會、香港特許經營權協會和香港服務業聯盟。事實上，後兩者皆屬本會的專責事務委員會。兩會均積極籌辦多項活動，其中，特許經營權協會在本地及內地舉辦了多個研討會，而香港服務業聯盟則籌辦了多項活動，全皆備受矚目，如「三方論壇」及服務業獎皆是。這些活動內容豐富，歡迎會員參加。

本年，太平洋地區經濟理事會香港委員會將主辦一項主要的國際性盛事。香港喜奪該理事會第32屆國際年會的主辦權，而會議將於5月17至19日隆重舉行。屆時，將有600多位高級行政人員攜同家眷，從智利及澳洲等太平洋地區遠道而來，參加這項盛事。關於會議程序及邀請嘉賓的工作，已進入尾聲。現時，已答允出席的講者超過60位，包括特區行政長官董建華、菲律賓總統埃斯特拉達、國際貨幣基金組織總裁康德蘇、匯豐控股主席龐約翰、News Ltd.主席拉克倫·梅鐸等。此外，秘魯總理韋喬伊、美國副財政部長薩默斯，以及美國太平洋艦隊總司令布萊爾亦很可能出席。更重要的是，在5月17日的開幕晚宴上，國家領導人將應邀擔任主講嘉賓。

國際年會為本世紀最後一次，主題是「太平洋地區下一世紀的挑戰」。會議並非討論亞洲金融風暴的問題，而是展望下一世紀的路向。目前短暫的危機過後，區內將在環境、糧食供應、貿易障礙、銀行體制重組、區內安全、電訊發展、資訊科技及勞工等問題上面對甚麼挑戰，屆時將一一剖析。下一世紀將臨，這個會議肯定能啟迪思維，激發靈感。會議程序及登記詳情，本刊有另文報導。希望各位踴躍參與，積極支持。■





# A Budget with a long-term plan

**T**he recently announced 1999-2000 Budget has won the wide support of the community. A Budget with a deficit is acceptable, although I suspect whether the medium range forecast of a growth rate of 3.5 per cent is achievable. As a whole though, the measures proposed in the Budget will undoubtedly help to boost the economy in the long run.



James Tien

## Financial services and tourism

The financial services and tourism sectors have long been important to the economy of SAR, bringing home substantial revenues each year. However, faced with increasing global competition, Hong Kong must strive to improve these sectors. The improvement plans proposed in the Budget, including the mergers of clearing houses and exchanges, the reformation of the regulatory systems of the financial market, and the proposed construction of large-scale tourist attractions such as the Disney theme park, will indeed help enhance the competitiveness of Hong Kong, and in turn, strengthen the status of Hong Kong.

## Cyberport helps technologisation

Information technology (IT) plays a critical role in economic development. If the local IT industry can develop, spin-off sectors, such as high-tech industry, will also follow. Hence, the Cyberport project, announced in the Budget, is worth our support.

In the long run, if Hong Kong is to maintain its commercial and industrial competitiveness, and remain in the premier league of international cities, we have to catch up in our IT development by attracting high-tech business. Due to the Asian financial turmoil, the global economy has undergone restructuring which has resulted in a shortage of liquidity. The Cyberport will help attract foreign funds.

The rule of law, economic freedom, an extensive telecommunications network and the reduction of costs in Hong Kong after the financial crisis are beneficial to high-tech and high value-added industries. I hope that the Cyberport project will be the dawn of a new era for the local business community.

## Revolutionise our bureaucratic system

A blossoming economy requires the support of a sound bureaucratic system. It is for this reason that I support the Government in its civil service reform. The current system has not been changed for twenty years, with problems in overstaffing, uncontrolled expansion, escalating expenses in pay and fringe benefits and declining efficiency.

Huge expenses in pay and benefits have not only put great fiscal pressure on the Government, but at the same time soaked up the badly-needed resources required by other public services. A streamlined government structure will relieve the fiscal pressure on Government while improving the effectiveness of resource allocation and reducing red tape. Therefore, civil service reform must be implemented as soon as possible and at the same pace of local economic development.

Although the Budget advocated numerous far-sighted initiatives, it will not bring immediate remedy to the current economic recession. Some Chamber members said that tax rebates and a freeze of various fees and charges were not enough. I urge the Government to look more closely at the difficulties of the business community and take action to bring immediate relief to all sectors. As you read this, the revised SME Special Finance Scheme should have been released. I hope that it will bring good news to us all. ■

*Your comments are welcomed.*

*Address: Legislative Council Building, 8 Jackson Road, Central, Hong Kong  
Tel: 2301 3602; Fax: 2368 5292*



# 預算案為經濟作長遠規劃

1999-2000年度財政預算案已經公布，綜觀獲得社會普遍支持，尤其目前經濟困難，政府有需要運用累積儲備，以維持一定水平的公共開支來推動經濟，所以此時制定赤字預算是可以接受的。雖然我質疑預算案的中期經濟增長預測為3.5%，但整體而言它所提出的措施無疑有助香港經濟長遠發展。



田北俊

## 鞏固金融及旅遊中心地位

金融業和旅遊業一直是香港經濟的重要部分，每年均帶來龐大收益；然而各國競爭日趨激烈，香港要保持優勢，必須自強不息，不斷改進。故預算案提出多項改善計劃，包括三間結算公司及兩間交易所的合併、改革金融市場規管制度、洽建大型旅遊設施如狄士尼樂園等，實在有助加強競爭力，鞏固香港的金融及旅遊中心地位。

原有優勢固然需要保持，然而工商業都要革新，才能推動整體經濟前進。在廿一世紀資訊高速發展的年代，資訊科技對經濟發展將具有舉足輕重的地位，如果能充分發展，勢必發揮帶頭刺激作用，引領其他行業（包括傳統工業）朝高科技及高增值的道路邁進。所以預算案公布的數碼港計劃，是值得支持的。

## 數碼港刺激工商業科技化

很多國家已經注意到資訊科技的重要性，故不惜動用龐大的人力物力，以求走在別人前頭，盡快建立世界頂尖的資訊科技城市。長遠而言，香港若要保持工商業的競爭力，站穩國際大都會的地位，就必須迎頭趕上，推動資訊科技發展，搶先吸引搞高科技的公司來港經營。再者，金融風暴後，世界經濟結構重整，國際流動資金減少，要吸引資金流入，就不能落後於人。為掌握先機，政府急欲推行數碼港計劃是可以理解的。

香港法治良好，經濟自由，並具備完善的電訊網絡，加上金融風暴後各類成本下調，實在有利高科技及高增值的行業崛起。我期望數碼港計劃，能為本地工商業發展揭開新一頁。

## 改革官僚體系配合

蓬勃的經濟絕對需要良好的官僚架構配合，所以我支持政府盡快改革公務員制度。現行制度二十多年來未曾改變，部分早已不合時宜，導致架構臃腫，人數膨脹，薪酬福利開支日益沉重，效率卻不升反降。

龐大的薪酬福利開支，不但為政府帶來沉重的財政負擔，更分薄了其他公共服務所需的資源。架構若能簡化，財政壓力便得以紓緩，資源分配效益亦能提高，從而減省不必要的官僚程序，亦可避免私營企業的效率受到拖慢。因此，改革工作必須盡快進行，與經濟發展同步前進。

預算案雖然提出了多項具遠見的計劃，但對目前經濟困境，始終遠水難救近火。有總商會會員向我反映，預算案只提出退稅及凍結收費等即時措施是不足夠的。我促請政府多體察企業的苦況，盡快推出更多可即時援助工商業的措施。在本文刊出的時候，經修改後的中小型企業特別信貸計劃應已公布，希望會給各同業一個好消息。■

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

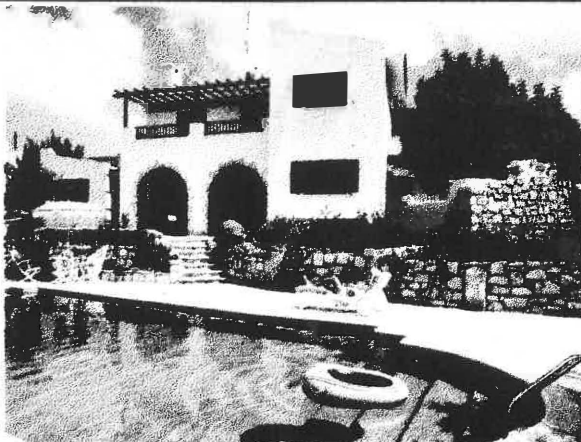
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# FS seeks to boost confidence

By IAN K PERKIN

The Financial Secretary, Donald Tsang Yam-kuen, produced an economic programme for tougher times when he presented the Special Administrative Region (SAR) Budget for 1999-2000 to the Legislative Council on March 3.

In the Budget, which covers the fiscal year from April 1 this year to March 31, 2000, he went to great lengths to inject some economic confidence into the community and to target key areas of priority in government policy.

By announcing some big developments – the prospective Disney theme park and Cyberport, the partial privatisation of the MTR, the merger of the stock and futures exchanges – he sought to enhance future confidence in the SAR.

And by allowing increased spending for 1999-2000, an expected Budget deficit of \$36.2 billion, immediate tax rebates on tax paid for the 1997-98 financial year and few other tax changes, he also tried to boost immediate confidence.

As some commentators have already remarked, the address itself seemed to be more of a policy statement on behalf of the Government rather than a normal Budget outline, with the bulk of its 188 paragraphs devoted to policy issues.

There was, of course, the obligatory coverage of key elements in the Budget

## ...into the "red" for three years? [HKSAR budget balances 1982-2003]

未來三年續會出現赤字？  
(本港 1982 至 2003 年預算結餘)



including expenditure and revenue issues and the overall budgetary outcomes, a deficit of \$32 billion for the 1998-99 year and \$36 billion for 1999-2000.

This, in itself, was recognition that some further fiscal stimulus was required to cushion the local economy's descent into recession and to ultimately give it a push

along to positive growth in the near-term future.

But it was in his bigger announcements in his two-hour speech that the Financial Secretary did most to stray from the traditional Budget path by announcing major initiatives aimed at furthering Government policy and lifting confidence.

## 財政預算案力圖振奮人心

冼柏堅

3月3日，財政司司長曾蔭權向立法會發表特區1999至2000年度財政預算案時，企劃了一套經濟方案，以應付困境。

在預算案（財政年度由1999年4月1日起至2000年3月31日止）中，財政司司長以頗長的篇幅，加強人們對本地經濟的信心，並企劃政府政策的首要重點事項。

他在預算案內宣布了數項重大的發展計劃，期望能加強市民對特區前景的信心。這些發展項目包括：擬建迪士尼主題公園、發展數碼港、地鐵公司部份股權私有化，以及證券及期貨市場合併等。

預政司司長亦透過多項措施，試圖立時振奮人心，包括容許增加1999至2000年度的開支、增加預算赤字至362億元、即時退回

1997至1998財政年度的部份稅項，以及作出數項稅務上的改變。

預算案長188段，有關政策問題的討論，著墨頗多，正如一些評論人士指出，預算案本身似是代表政府發表的政策聲明，多於是一份普通的預算案綱要。

當然，預算案內仍報導了政府的開支與收入，以及整體預算結果等各項必備的主要項目（1998至1999年度的赤字為320億元，1999至2000年度的預算赤字則為360億元）。

增加預算赤字，顯示政府亦承認有需要加強財政方面的刺激，以緩和本地經濟急轉直下的勢頭，最終推動經濟在短期內邁步增長。

在長達兩小時的演說裡，他宣布了各項推動政府政策和振奮人心的主要措施，盡力脫離預算案的傳統路徑。

### 證券市場

財政司司長提出把交易所和結算所「股份化」，並把它們合併和上市，旨在進一步落實政府的政策目標——即改善金融市場的規管制度和鞏固本港的國際金融中心地位。

不足為奇，此舉獲得了在港的國際金融機構激節讚賞，但控制證券及期貨市場的本地業界人士卻反應冷淡。

不過，在政府稍施壓力下，這項建議已取得交易所及期貨市場的支持，朝正確方向邁出了重要的一步。

然而，「股份化」、合併和兩個證券市場可能上市此等措施，根本不大需要在預算案中公布；觀乎新加坡及澳洲，它們也沒有這樣做。

### 數碼港

財政司司長建議耗資130億元（16億8,000萬美元）發展高科技的「數碼港」計劃，目的是實現政府另一項重要的政策目標——即發展特區為中國大陸和區內的高科技資訊中心。

## Securities Markets

In announcing the proposed demutualisation, merger and list of the SAR's stock and futures exchanges, for example, the Financial Secretary was furthering the Government's policy aims of better financial regulated markets and enhancing Hong Kong's role as an international financial centre.

The move has, not surprisingly, drawn widespread applause from international financial houses operating in Hong Kong, although the response from local operators, who have controlled both markets, was something less than warm.

Nevertheless, the initiative, with a little further arm twisting from Government, has already gained the support of both the Stock Exchange and the Futures Market, which is a major step in the right direction.

Demutualising, merging and possible listing of the two securities markets hardly needed to be announced in the Budget, however, as the recent experience of both Singapore and Australia show.

## Cyberport

By announcing the proposed development of a high-technology, \$13 billion (US\$1.68 billion) Cyberport, the Financial Secretary was also pursuing another high priority Government policy objective, the development of the SAR as a high-tech, information technology (IT) centre for China and the region.

The Cyberport, to be located at Pokfulam on the western side of Hong Kong island, is to be a joint private-public sector development, with the private interests being led by Mr Richard Li's Pacific Century group. Mr Li is the second son of one of Hong Kong's richest property tycoons, Mr Li Ka-shing.

「數碼港」位於港島西面的薄扶林，由私人機構與政府共同合作參與；負責發展有關計劃的私人公司為李澤楷的盈科集團。李是香港地產業巨富之一李嘉誠的次子。

財政司司長表示：「『數碼港』提供重要的基礎建設，吸引資訊服務公司匯聚香港。」這些公司將為工商業機構提供多媒體發展等專門服務。

財政預算案公布當天，一批國際性資訊科技公司發表特別聲明，支持這項計劃，包括惠普、華為、國際商業機器、甲骨文、Pacific Convergence Corporation (盈科和英特爾的合資公司)、Softbank、賽貝斯和「雅虎！」。

其後，微軟首腦蓋茨訪港，亦表示該公司將全力支持本港「數碼港」的發展。

同樣地，除非是為了表明政府政策的要旨，以及在經濟逆境下激勵人心，否則上述計劃根本無需在港府的預算案中發表。

無疑，預算案亦提及，港府將透過土地供應為「數碼港」計劃提供財政上的支持，但無論如何，有關內容應納入未來預算案的資源分配項目中，或在適當的時候納入預算案內。

According to the Financial Secretary, the Cyberport "will provide the essential infrastructure for the formation of a strategic cluster of information services companies" specialising in the development of services and multi-media content for businesses and industries.

Lending their support in a special announcement on Budget day were a bevy of international IT companies, including Hewlett-Packard, Hua Wei, IBM, Oracle, Pacific Convergence Corporation (a joint venture between Mr Li's Pacific Century Group and Intel), Softbank, Sybase and Yahoo!.

In a later visit to the SAR, Microsoft chief (and reputedly world's richest man), Mr Bill Gates, also threw his company's not inconsiderable weight behind the development of the Cyberport for Hong Kong.

Again, however, it was not something that needed announcing in a Government Budget statement, except as an illustration of the Administration's policy thrust and a confidence booster in what have been difficult economic times.

The proposal does, of course, involve a financial commitment from Government, mainly in the form of the provision of land for the project, but this will have to be the subject of future Budget allocations, in any case, and when it would be more appropriate to include in the Budget.

## Disneyland

Likewise, the announcement of a proposed "Disneyland" style theme park with the Walt Disney Company was hardly the sort of development that needed to be included in a Budget statement, especially at this early stage of negotiations.

## 迪士尼主題公園

同樣地，香港與迪士尼公司合作興建迪士尼主題公園一事，也並非預算案中有必要公布的事項，特別是有關計劃僅在初步談判階段。

然而，財政司司長此舉，旨在打一政策「強心針」，當中以那些能激勵民心，表現政府決意長遠發展本地旅遊業的政策（不論源於中國內地或任何地方），尤為重要。

香港的營商成本高昂（尤其在地價方面），假如迪士尼主題公園計劃果真成事（能否成事，尚未可知），有關發展成本應納入未來的預算案中，「數碼港」也應如是。

可是，在1999年度的預算案演辭中，只談及建議的主題公園將建於大嶼山北部的填海土地上，除此之外，便沒有提出財政上的任何證明，表示有關計劃已納入政府未來的財政預算裡。

迪士尼公園只有四個，享譽全球，地位無與倫比；借助興建公園這口有力的「強心針」，可令預算案在經濟黯然失色的環境下，略帶喜色。

But again it was a matter of the Financial Secretary pushing the right policy buttons, especially, in this case, those related to boosting community confidence and showing the Government's commitment to the longer-term development of the local tourism industry, whether from the Mainland or elsewhere.

Hong Kong's high cost base, especially land costs, means that should the Disney theme park go ahead – itself by no means certain – that there is likely to be a cost in future Budgets, as there will be for the Cyberport.

But there was nothing of a fiscal nature to warrant its inclusion in the 1999 Budget speech, except perhaps for the Penny's Bay reclamation costs, where the proposed theme park is scheduled to be sited.

Given its unique global standing and reputation, the proposal for a Disney theme park in Hong Kong (there are only four elsewhere in the world), was a great button for the Financial Secretary to push to bring a lighter touch to a Budget formulated in otherwise grey economic times.

## Privatisation

More relevant to the 1999-2000 Budget and the years immediately following was the Government's announcement of the partial privatisation and stock market listing of the Mass Transit Railway Corporation (MTRC), one of the most successful Government-owned business operations in the SAR.

Again, the Financial Secretary was pushing the right policy buttons with this initiative, this time the ones marked "deregulation", "privatisation" and the "development of the local equity market".

But in this case at least, the announcement of the proposed sale of a minority shareholding

## 私有化計劃

政府宣布，把地鐵公司（特區內最成功的政府經營機構之一）部份股權私有化，並實行上市計劃，可說是跟1999至2000年財政預算案及往後年度較有關係的建議。

同樣，財政司司長運用這項建議，打了一口「強心針」，這一口「針藥」是「撤銷管制規定」；「私有化計劃」和「鞏固本地證券市場」。

在預算案演辭中，納入了出售地鐵公司少數股權的建議，總算跟預算案拉上關係，因為有關建議將直接影響政府的收入；換言之，政府未來的盈餘或赤字多寡，都會因此受到影響。

最低限度，地鐵公司部份股權私有化計劃應是港府在可見將來最重要的工作；與此同時，財政司司長亦禁止，有意在短期內出售政府其他業務，並特別舉出供水服務為例。

## 公務員體制改革

政府公布的公務員體制改革中，包括了入職及離職規定、薪酬及福利、紀律處分程序、表現管理、專業培訓，以及個人發展等項目，有關詳情雖然在預算案發表後一星期



in the MTRC was a relevant inclusion in the Budget speech as it will have a direct impact on future Government revenues and, therefore, on the size of future Government surpluses or deficits.

While the partial privatisation of the MTRC is likely to be the biggest undertaken by the Government (at least for the foreseeable future), the Financial Secretary also hinted at the sale of other Government businesses in the near-term future, particularly the supply of water.

### Civil Service Reform

Further details of the Government's proposed reform of the Civil Service, including entry and exit requirements, pay and fringe benefits, disciplinary procedures, performance management professional training and personal development, came in the week immediately after the Budget, but the initial announcement of far-reaching reform was contained in the Budget itself.

As a major cost item in every Budget year, the remuneration and other benefits paid the Civil Service are a key Budget matter, and therefore the early outline of the reforms in the 1999-2000 Budget is understandable.

Their inclusion in the Budget did, however, serve to underline the Government's and the Financial Secretary's commitment to making the public sector of the economy more cost efficient and effective, more productive and accountable.

At a time of economic downturn, when there has been growing public concern about the costs of the Civil Service, its internal operations and the level of service it provides, there was clearly a community message to be put across.

隨即公布，但率先向外界披露這項影響深遠的改革，竟是財政預算案本身。

公務員的薪俸及其他福利均是每個財政預算年度的重要成本項目，也是預算案中的主要事項，因此，在本年度的預算案中提早簡介改革內容，是可以理解的。

在預算案中納入有關改革，可顯示政府及財政司司長堅決提高本地公營界別的效率、效益、生產力和責任感。

在經濟低迷下，公眾對僱用公務員的成本、公務員的內部運作及服務質素，日漸關注。此時此刻，提出公務員體制改革，顯然是藉此表達社會的信息。

再一次，財政司司長向本地社會打了一口「強心針」，並透過公務員在1999年凍薪的建議，重申這方面的社會信息。

### 退稅

在本年度的預算案中，財政司司長的另一新猷是退還1997至1998年度應課利得稅、薪俸稅及物業稅總額一成。

雖然退稅沒有甚麼新鮮，特別是在本港主要的競爭對手新加坡裡，退稅已成為當地

Again, the Financial Secretary was pushing the right buttons as far as the community is concerned. He re-emphasized this point by also announcing a freeze on Civil Service salaries for the 1999 calendar year.

### Tax Rebates

Another innovative approach taken by the Financial Secretary in the 1999-2000 Budget was the announcement of a 10 per cent rebate on all profits, salaries and property taxes paid during 1998 in relation to the 1997-98 Budget year.

While such rebates are far from unique elsewhere, especially in Hong Kong's great rival, Singapore, where they have become a regular feature of the annual budgets, they are totally new to the SAR.

In announcing the wide-ranging rebates, the Financial Secretary was again pushing the right buttons, directing his attention this time to those marked "economic boost" and "consumer confidence".

As the 1997-98 fiscal year was, however, a boom year for corporate profits, especially in the property sector, most of the benefits of the 10 per cent tax rebate will go to companies (especially property companies) and the return to most individual tax payers will be limited.

The tax rebates, while welcome, are therefore unlikely to have much of an impact on overall consumer spending and economic growth. In any case, less than half the workforce in Hong Kong pays any tax at all, so that the overall impact on the community is reduced.

### Fiscal Situation

The overall fiscal situation outlined by the Financial Secretary in his 1999 Budget

年度預算案的慣例，但對於香港特區而言，實屬首次。

這一回，財政司司長蔣官布退還多種稅項，集中打下「刺激經濟」和「消費信心」的「強心針」。

不過，由於1997至1998年度是公司利得稅的高峰期（當中以地產界尤甚），因此，退稅一成，利益多半歸於商業機構（特別是地產公司），而個別納稅人的獲益則甚為有限。

退稅行動雖獲支持，但對整體的消費開支和經濟增長應不會帶來重大影響。無論如何，本港無需納稅的勞動人口接近半數，因此，退稅對社會的整體影響微乎其微。

### 財政狀況

財政司司長發表1999年度預算案時，勾勒了本港整體的經濟狀況。他表示，政府會盡力在經濟低迷下維持開支，在可能情況下增加現有收入，並預料在往後三年出現財赤，如此種種，都是意料中事。

可是，預算案中亦有意料之外的事情。第一，1998至1999年度退稅前的赤字較預期為少；第二，政府把公共開支增至1999至

speech was fairly much as expected with the Government trying to maintain spending during the economic downturn, maximising existing revenues where possible and forecasting three years of deficits.

But there were a couple of surprises, the first being the fact that the 1998-99 deficit (before tax rebates) was much smaller than expected and the second being the increase in public spending to 21.5 per cent of Gross Domestic Product (GDP) in 1999-2000, the highest since the early 1980s.

Initial estimates from the Government put the 1998-99 deficit at \$24.5 billion (final accounts will not be completed until later this year), but the announcement of the 10 per cent tax rebate will result in the total deficit for the year expanding to some \$32.3 billion.

Before the announcement of the tax rebate, total revenue was some \$220.6 billion for the year (\$38.4 billion lower than originally expected mainly due to the suspension of land sales during the year) and total expenditure was \$245.1 billion (a modest \$3.1 billion below original estimates).

The tax rebate will, however, have the effect of reducing revenues further by some \$8.5 billion.

For the 1999-2000 fiscal year, total Government spending is put at \$241.6 billion and total revenue at \$205.1 billion, producing a deficit for the year of \$36.5 billion. Total public spending will be \$290.1 billion or 21.5 per cent of GDP.

The large deficit for the 1999-2000 year reflects the Government's increased spending in a bid to offset the economic downturn and lower revenues due to the weaker tax base (a result of expected lower

2000年度本地生產總值的21.5%，創下80年代初以來的最高紀錄。

港府初步預測顯示，1998至1999年度的赤字為245億元（最終數字將於本年稍後公布），但宣布退稅一成後，上年度的赤字總額將增至323億元。

公布退稅前，政府在上年度的總收入為2,206億元（較原先預料的384億元減少，主要是由於去年暫停賣地所致），而總支出則為2,451億元（微低於原先預料的31億元）。

然而，退稅將使港府的收入進一步減少85億元。

在1999至2000年度，政府的總開支預計為2,416億元，而總收入則為2,051億元，因此，本年度的預算赤字為365億元。此外，政府的公共開支將達2,901億元，佔本地生產總值的21.5%。

1999至2000年度的預算赤字龐大，反映了政府透過增加開支，以應付經濟低迷，同時亦因稅基疲弱，導致收入減少（因為預期的利得稅、薪俸稅、印花稅，以及其他稅收和收費下降）。

這情況也反映了財政司司長在本年度的

profits and salaries taxes and other taxes and charges and stamp duties).

It also reflects the fact that the Financial Secretary in his 1999-2000 Budget only tinkered with the revenue side of the Budget, leaving the major sources of revenue largely untouched in terms of percentage rates, although some smaller taxation sources, as well as property rates, did see some changes.

### Economic Situation

The overall weakness in the local economy, and the impact of the East Asian financial economic crisis on the SAR, were all too apparent in the economic forecasts in the 1999-2000 Budget.

Looking back over the 1998 calendar year, the Financial Secretary indicated the economy had declined by 5.1 per cent for the full year after growing by a rapid 5.3 per cent in the all-important 1997 year of return to Chinese sovereignty.

The economy did, however, apparently reach its nadir in the third quarter of last year when it slumped by 7 per cent. In the first two quarters of the year, it contracted by 2.6 per cent and 5.1 per cent respectively, while in the final three months of the year it would have declined by some 5 per cent.

Looking ahead, the Financial Secretary predicted that the local economy would grow by 0.5 per cent in this (1999) calendar year. He also indicated that in the medium range forecast period (through to 2003), the economy would grow by an average 3.5 per cent (at least as far as Budgetary purposes are concerned).

If there is one potential weakness of real concern in the 1999-2000 Budget it is the reliance on growth of 0.5 per cent to

預算案中，只粗率地處理有關收入的部份。儘管在預算案中，稅源較小的稅項，以至物業稅等略有更改，但主要收入來源所徵收的百分率卻大多沒有改動。

### 經濟狀況

本地經濟疲弱和亞洲金融風暴對特區的影響，均在1999至2000年度的預算案中表露無遺。

財政司司長回顧1998年的經濟狀況時指出，在重要的回歸年裡，經濟激增5.3%，但隨後全年經濟卻收縮達5.1%。

可是，經濟在去年第三季已跌至谷底，收縮達7%。在98年首兩季，經濟分別收縮了2.6%和5.1%，而在最後一季，則預計下跌約5%。

展望未來，財政司司長預期本地在1999年的經濟增幅為0.5%。他亦預料，在直至2003年的中期預測期裡，經濟將平均增長3.5%（最低限度，就預算案的目標而言）。

若論本年度的預算案有何值得關注的潛在危機，就是依賴0.5%的經濟增長，以達致預算案中的各項目標。這增長數字雖然溫和，但已達私人機構經濟研究員預測增幅的頂端。

achieve the forecast Budget outcomes. While modest growth, it is a forecast at the top end of the range of those made by economists in the private sector.

Moreover, the Government is relying completely on a recovery in private sector consumption to produce all of this growth (it is expected to increase 2.5 per cent for the year), with external trade and investment expected to continue to be negative.

Were there to be another crisis regionally and globally and the local economy was hit, the predicted growth rate would not be achieved. As a result, the Budget forecasts would prove to be totally unachievable (as they proved to be in the 1998-99 year when the Asian crisis hit Hong Kong ever harder).

In such circumstances, the 3.5 per cent medium range growth forecast, already suspect, would also be difficult, if not impossible to attain. It is these economic forecasts which are the most optimistic – and therefore most vulnerable – content of the 1999-2000 Budget.

### Chamber Reaction

In its own immediate reaction to the Budget, Hong Kong General Chamber of Commerce said the Financial Secretary had attempted to be innovative and to boost confidence in his 1999-2000 Budget despite the financial constraints imposed by substantial Budget deficits and a relatively weak economy.

But it added that "whether he succeeds or not in his aims may depend on events outside his control".

"In particular, the ability of the economy to grow 0.5 per cent this year and an

此外，本港的外貿及投資將繼續呈現疲勢，而政府則須完全依賴私人界別消費開支復甦，才可達致以上的增長數字（根據預測，本年的消費開支將上升2.5%）。

假若另一次危機進襲區內及全球，令本地經濟受挫，那麼，所預測的增幅便無法達致，結果令年度預算案全盤失準，情況一如1998至1999年度亞洲金融危機打擊香港般。

在這情況下，要達致原已備受質疑的3.5%中期預測增幅，機會將微乎其微。在整份預算案中，這個預測數字最為樂觀，故最易失準。

### 本會回應

在本會對預算案的即時回應中，我們認為儘管預算赤字龐大，經濟相對疲弱，導致本港財政緊絀，但財政司司長發表1999至2000年度財政預算案時，仍致力發揮創意，振奮人心。

然而，本會亦補充說，「他能否成功達致目標，或許取決於他控制以外的因素。」

「假若本年歐、美及中國內地此等經濟體系的經濟增長放緩，香港能否取得全年0.5%的經濟增幅，並達致3.5%的中期預測增長水平，也許令人懷疑。」

average 3.5 per cent over the medium term may be in doubt if economies like the US, Europe and the Mainland see slower growth this year," the Chamber said.

"The major announcements in the Budget – the negotiations with the Walt Disney Company on a theme park for Hong Kong, the proposals for a Cyberport and the planned privatisation of the MTRC – are exciting initiatives.

"But they will do nothing to boost growth immediately and it is yet to be seen whether they will proceed as smoothly as the Government obviously hopes.

"More important in the short term will be the proposed 10 per cent rebate on profits, salaries and property taxes, the extended freeze on government fees and charges and the decisions not to raise salaries and profits taxes.

"Together with the projected deficit for the 1999-2000 fiscal year they should provide a modest fiscal stimulus to the local economy and provide some limited relief to the local business community – particularly some small and medium sized business – hit hard by the 1998 recession," the Chamber said.

"Even with these measures, however, the year ahead is going to be a difficult one for the local business sector, the Government and the whole community as the economy continues to struggle to emerge from the economic downturn.

"The Government's forecast of 0.5 per cent real growth in the economy in calendar year is at the upper end of private sector forecasts and may be difficult to achieve," it said. "Failure to do so would adversely affect the projected Budget figures for the 1999-2000 fiscal year." ■

「預算案中，主要公布的計劃包括與美國狄士尼公司商議在港興建主題公園、設立『數碼港』，以及地鐵公司私有化計劃，這些建議全皆令人興奮。

「不過，它們不會在頃刻間刺激經濟增長，至於這些計劃會否如港府預期般順利，則還須拭目以待。

「短期內，更重要的建議是退還應課的利得稅、薪俸稅及物業稅總額的一成，繼續凍結政府各項收費，並決定薪俸稅及利得稅維持不變。

「1999至2000年度的預算赤字連同以上各項措施，應可輕微刺激本地經濟，並為本港商界帶來一點紓緩，特別是中小型企業，它們在1998年經濟衰退時，受到沉重的打擊。

「縱使港府提出這些措施，但對本地商界、政府及整體社會而言，來年將是困難重重的一年，因為本地經濟仍須努力掙扎，擺脫低迷。

「政府預測本地經濟可在1999年取得0.5%的實質增長，但這個數字已接近私營界別預測幅度的頂端，或許難以達致。若真的如此，將為預算案中就1999至2000年度所預測的數字帶來不利的影響。」 ■



# What's not in the Budget

The taxation measures proposed in the 1999-2000 Budget provide some good and interesting news, but there are also areas that have been overlooked, according to the Chamber's Taxation Committee. These include a two-tier tax system and consumption tax.

Speaking at the Business and the Budget Roundtable following the delivery of the Budget speech on March 4, Mr Roddy Sage, Chairman of the committee, agreed that the Financial Secretary, this year, had a difficult time putting a Budget together when considering revenues came down from such a surplus to a such a deficit.

"I'm very happy to get the 1997-98 rebate on my salaries and profits tax bill. That together with a 50 per cent reduction in my rate bill from July to September will outweigh the additional costs of going through the tunnel, betting fees and the like for several years, but there is room for improvement," he said.

"Firstly, 25 per cent of the salaries taxpayers, which is about 1.2 million people, contribute to 80 per cent of the salaries tax – therefore there are very few people involved in this rebate system.

"Most corporations are probably astonished to learn that they are going to get a profits tax rebate. Banks and property companies account for at least 50 per cent of the profit taxes collected – but do these people really need it? I doubt it."

## 預算案美中不足

總商會稅務委員會認為，1999至2000年度預算案內的稅務措施，雖為港人帶來一些好消息，但亦忽略了某些地方，包括設立雙重稅制及開徵消費稅。

預算案於3月4日公布後，本會舉行了「工商界與預算案」午餐會。稅務委員會主席薛樂德在會上表示，財政司司長制訂本年度的預算案實屬不易，因為政府的收入由龐大盈餘急跌至大幅赤字。

他說：「對於獲發1997至98年度薪俸稅和利得稅的退稅，我十分高興。這筆退稅，加上扣減七月至九月的五成差餉，可抵銷我往後數年在隧道費、博彩方面的額外支出。然而，預算案仍有改善之處。」

他指出：「首先，八成的薪俸稅稅收是來自四分之一的薪俸稅納稅人，即大約120萬人，由此看來，退稅措施只會令很少人受惠。」

「大部分公司想必意料不到，可獲退回部分利得稅。銀行及地產商佔利得稅總額至少五成；然而，這些人真的需要這筆退稅嗎？我倒懷疑。」

Mr Kaushal Tikku, Vice-Chairman of the committee, added that under the current economic environment, it is highly unlikely that the rebate will be ploughed back into the local economy, as experience in Japan has shown.

The Tax Committee recommended a two-tier tax system in their submission to the Financial Secretary as this would act as a buffer shielding the impact of profit tax to businesses that are in need.

Mr Tikku explained that business profits up to HK\$100,000 could be taxed at a lower rate (say 10 per cent) while those in excess of this threshold could be taxed at the standard rate (currently 16 per cent). This would no doubt cost the Government a significant amount but at least such a handout would be targeted at small businesses in Hong Kong.

Mr Sage said that the Chamber also encouraged the Financial Secretary to allow companies to carry losses back – say for a period of two years – providing immediate relief by getting back profit tax they may have paid in previous years.

In addition, there is a need to consider the introduction of consumption tax.

"Consumption tax is inevitable. Overall there is no change in the tax system despite the fact we've moved into a deficit – so what is the Financial Secretary going to do for the next two years?" Mr Sage said.

委員會副主席丁家善補充說，在目前的經濟境況下，相信退稅款項極不可能再次流入本地市場，日本便是一例。

稅務委員會在提呈財政司司長的建議書內，提出了在本港設立雙重稅制以作緩衝，藉此減輕利得稅對經營困難的企業的影響。

丁認為，盈利不多於港幣10萬元之公司應調低利得稅（如降低10%），至於超過此界限之公司則應按標準稅率（目前為16%）徵稅。這種做法固然會導致政府失去大筆稅收，但最少這份大禮可使本港小型公司受惠。

薛樂德稱，總商會亦鼓勵財政司司長容許公司追討虧損（如以兩年為限）。透過這項措施，公司可退回往年所納的利得稅款項，即時緩回。

此外，當局有需要考慮引入消費稅。薛表示：「消費稅是無可避免的。政府收支出現赤字，但總體稅制卻無改變，那麼，在未來兩年，財政司司長怎麼辦呢？」

「顯而易見，我們將來的稅制會依賴物業交易所帶來的收益。這是錯誤的。我們需要



Mr Roddy Sage, Chairman of the Taxation Committee.

稅務委員會主席薛樂德

"It is very obvious that we are going to have a tax system that is reliant on income from property transactions – that is wrong. We need a far more stable form of taxation. A consumption tax or sales tax, however people dislike it, provides that. It does not have to be a burden on poorer people because you can be selective about who you apply to."

Putting this year's Budget as innovative, the Chamber's Chief Economist, Ian Perkin, warned against overly positive outlook of the economy in the next two years.

遠較目前更穩定的稅源。雖然人們不喜歡消費稅或銷售稅，但開徵這類稅項，便能提供穩定的稅源。這不一定加重窮等人士的負擔，因為當局可以選擇徵稅的對象。」

本會首席經濟學家冼柏堅雖然認為本年度的預算案創出新猷，但他警告，當局對未來兩年的經濟展望過於樂觀。



Mr Kaushal Tikku, Vice-Chairman of the committee.

稅務委員會副主席丁家善

"There are too many uncertainties in the year ahead to say we can reach the plus side of the growth curve. Most analysts predict negative growth," Mr Perkin said.

He said there was no doubt that the economy will get better in the second half of the year, but perhaps not as good as the government forecasts.

He also stated some pre-requisites: "The Budget has to be good this year because the one next year will be a pre-election Budget. Mr Tsang also has the Basic Law to consider – he must strive for fiscal balance and avoid deficit. Also, Hong Kong needs a lift and that is what Disney and the Cyberport are about."

Mr Perkin joked that from now on the Hong Kong SAR will be called the Hong Kong SDR (Special Disney Zone) in the light of Disney's plans to set up a theme park in Penny's Bay, Lantau.

"Summing up the Budget, (the Financial Secretary) urges the flock to go forth and spend, and then he will bring them the promised (Disney) Land," he said. ■

冼柏堅稱：「未來一年有太多不穩定因素存在，本港經濟能否達至增長，難以斷言。不少分析員估計會出現負增長。」

他說，無疑本港經濟在下半年會好轉，但情況或許不如政府預計般理想。

冼指出了制定本年度預算案時的一些大前提：「本年度的預算案必須叫人滿意，因為明年的預算案是選舉前的一份。曾蔭權亦須顧及《基本法》，他必須盡力維持預算平衡，避免赤字。此外，香港需要使人振奮的消息，在預算案中提出迪士尼樂園和數碼港計劃，正好達到這個目的。」

冼柏堅開玩笑說，SAR（香港特別行政區）將會改稱SDR (Special Disney Zone)（「香港特別迪士尼區」），因為迪士尼公司可能會於大嶼山竹篙灣興建主題公園。

他說：「總結預算案，（財政司司長）在預算案中要大伙兒前去消費，然後，他會帶領所有人進入（迪士尼）樂園去。」■



**Mr Ian Perkin, the Chamber's Chief Economist.**

香港總商會首席經濟學家冼柏堅

## THE HONG KONG GENERAL CHAMBER OF COMMERCE ANNUAL GENERAL MEETING

### AGENDA ITEM 1: ELECTION OF GENERAL COMMITTEE MEMBERS

- 1) The following six members of the General Committee retire in accordance with Articles 25(a) and 25(b):

Mr Peter Barrett	Organisation Development Ltd
Mr Linus Cheung	Hong Kong Telecommunications Ltd
Mr Walter Kwok	Sun Hung Kai Properties Ltd
Mr Victor Li	Cheung Kong Holdings Ltd
Mr J B M Litmaath	Scarfell Enterprises Ltd
Mr Peter D A Sutch	John Swire & Sons (HK) Ltd
- 2) For the six vacant seats above:
  - a. The following offer themselves for re-election in accordance with Article 25(c):

Mr Linus Cheung	Hong Kong Telecommunications Ltd
Mr Victor Li	Cheung Kong Holdings Ltd
Mr J B M Litmaath	Scarfell Enterprises Ltd
  - b. The following offer themselves for election in accordance with Article 26 and Bye-law 4:

Mr Manohar Chugh	Nisha Electronic Industries Ltd
Mr James Hughes-Hallett	John Swire & Sons (HK) Ltd
Mr Raymond Kwok	Sun Hung Kai Properties Ltd
Mr K. K. Yeung	K. K. Yeung Management Ltd
Mr Andrew Yuen	On Kun Hong Ltd
- 3) All of the above members seeking re-election or election are eligible under Article 26 and Bye-law 4.

## 香港總商會週年會員大會

### 議程 1: 理事會選舉

- (一) 下列 6 位理事會理事依照本會《組織細則》第 25 條 (a) 及 25 條 (b) 規定卸任：

畢烈先生	機構發展顧問有限公司
張永霖先生	香港電訊有限公司
郭炳湘先生	新鴻基地產發展有限公司
李澤鉅先生	長江實業集團有限公司
李馬先生	馬得利洋行
薩秉達先生	香港太古集團有限公司
- (二) 上述 6 個空缺，將由：
  - 甲· 下列理事根據本會《組織細則》第 25 條 (c) 參加競選連任：

張永霖先生	香港電訊有限公司
李澤鉅先生	長江實業集團有限公司
李馬先生	馬得利洋行
  - 乙· 下列會員根據本會《組織細則》第 26 條及則例第 4 條參加競選：

文路祝先生	莉莎電業製品有限公司
何禮泰先生	香港太古集團有限公司
郭炳聯先生	新鴻基地產發展有限公司
楊國琦先生	楊國琦管理顧問有限公司
袁耀全先生	安勤行有限公司
- (三) 根據本會《組織細則》第 25 條 (c) 或第 26 條及則例第 4 條，上述會員均符合競選或連任的資格



# Merger of Exchanges makes Hong Kong more competitive

The demutualisation and merger of the Exchanges and Clearing Houses, announced in the 1999-2000 Budget, is seen as a positive development by the Chairman of the Chamber's Economic Policy Committee, Mr Martin Barrow. But he warned Government should avoid creating a 'bureaucratic monster'.

"The current market structure is fragmented horizontally in terms of market segments and vertically in terms of market functions, thus limiting economies of scale and frustrating the development of a coherent and consistent market strategy that is essential in meeting the global and external challenges," he said.

Mr Barrow agreed that while the current market structure had served Hong Kong well for the last decade, it has increasingly become a constraint over its competitiveness and efficiency in responding to the challenges from technological advances, globalisation of the international financial markets and the needs of the increasingly sophisticated investors both locally and overseas.

Currently the market comprises two Exchanges and three Clearing Houses. Following the Ian Davison Report of 1988, the Exchanges had been modernised in terms of constitution and management, and become more accountable to wider public interests and

responsive to market needs. However, they remain essentially mutual, membership-driven organisations.

In his Budget 1999-2000 speech the Financial Secretary proposed to demutualise and merge the two Exchanges and their associated Clearing Houses into a new holding company and ultimately list the shares of the company on the stock exchange for trading and wider public ownership.

The ownership of the new entity will be separated from trading rights. The latter will be opened up to allow eventually unrestricted access to the Exchanges, subject only to regulatory requirements and the payment of applicable fees.

To make the entity more business driven, it will be allowed to make profit

and distribute dividends to shareholders, a privilege, which is at present not available to the members of the Exchanges. Its corporate governance structure will allow sufficient representation of the interests of different groups of market participants and the wider interest of the public and the overall economy of Hong Kong.

The Government prefers this objective to be achieved through a commercial and due process involving both Exchanges within a specified timeframe, which sees the ultimate listing of the new entity, by September 2000. This requires expeditious actions by the Exchanges.

"I believe the merger is a good move putting things together simplifies the situation," he said. ■

HONGKONG  
FUTURES



## 交易所合併增強金融市場競爭力

**總**商會經濟政策委員會主席鮑磊認為，1999至2000年度財政預算案公布的交易所及結算公司合併計劃和股份化政策，都是正面的發展。然而，他忠告政府切勿製造「官僚巨獸」。

他說：「目前，市場結構無論從橫向（市場環節）和垂直（市場功能）兩方面，都是分散的，因而限制了規模經濟的效能，也阻礙了當局制定貫徹統一的市場策略，而這種策略，正是香港應付全球性及外來挑戰時不可或缺的。」

鮑磊同意，雖然目前的市場結構在過去十年一直行之有效，但隨著科技進步、國際金融市場邁向全球一體化、本地及海外的投資者日趨成熟，金融市場正面對新的挑戰。

舊有的架構成為了本港提升競爭力和效率的桎梏，阻礙了本港回應當前的挑戰和投資者的需求。

現時，金融市場上共有兩家交易所及三家結算公司。根據1988年發表的《證券業檢討委員會報告書》，交易所對管理和結構實行了現代化改革，加強了對公眾利益的問責性，並提高了對市場作出迅速反應的能力。然而，此等機構仍以會員共同擁有權的形式營運。

財政司司長在1999至2000年財政預算案的演辭中建議，將兩家交易所及相關的結算公司股份化，並合併為一家新的控股公司，以期最終把該公司的股票在證券交易所上市買賣，讓更多市民持有該公司的股票。

這家新公司的所有權會與交易權分開。任何人士只要符合規管的規定，並繳交所需的費用，均可在交易所內進行買賣。

現時，交易所不會向會員派發股息。為了加強新公司的商業導向，新公司將獲准以牟利方式經營，並可向股東派發股息。新公司的管治架構，將會充分反映不同的市場參與者、公眾及整個香港經濟的利益。

政府期望，兩家交易所能夠透過商業手法和適當的程序，在特定的時限內達到以上目標。新公司預期於2000年9月上市。為此，兩家交易所需要迅速行動。

鮑磊說：「我相信兩所合併是有利的措施，此舉有助統一架構，精簡市場架構。」■

# Hong Kong Civil Servants will still get higher wage

Although the civil service pay freeze for 1999-2000 financial year is viewed positively by the Chamber's Human Resources Chairman, Mr Yun Poon, some civil servants will still get an increase in their salaries this year.

"If you go through it carefully it isn't an across the board pay freeze it only applies to government employees who have reached the top of their payment scale. Other employees who may have just started their job or who are not at the top of the scale will get a salary increment if they are progressing in their position," he said.

When taking this into consideration only 50 per cent of civil servants will be effected by the pay freeze.

"The action of this pay freeze is very appropriate, which is reflected by the media. Civil Servant Staff Associations and Unions also support it. Government is the largest employer and it needs to reflect conditions suffered by those employed in the private sector and bring salaries down," he said.

Government packages often consist of very good perks, and multiple fringe benefits.

"The Government has announced steps to improve productivity of civil servants and better human resource management. I expect an evolution not a revolution of the government salary system," he said.

Mr Poon believes the system should be changed to be more competitive from a global point of view.

"I don't expect a drastic change but the Government are headed in the right



Just 50 per cent of civil servants will be effected by the pay freeze.

僅五成公務員將會受凍薪影響。

direction, hopefully we'll see overall wage level come down to more realistic levels," he said.

The civil service structure is soon to get a revamp. The reform will include a revision of entry and exit mechanisms, pay and fringe benefits, disciplinary procedures and performance management, professional training and personal development.

"This is necessary when business conditions change you need to change with them, realign your resources to increase productivity. I don't think it is necessary to

cause redundancies. The Chamber has talked to Government about headcount control for more than a decade. But now Government has the opportunity to rebalance resources and expertise – perhaps through retraining not redundancies," he said.

Mr Poon said that Government should approach their human resource management with a new paradigm and take a more innovative approach.

"This could be by privatisation of their departments and outsourcing," he said. ■

## 公務員工資仍屬偏高

總商會人力資源委員會主席潘潤歡迎政府在 1999 至 2000 財政年度凍結公務員薪酬。雖然預算案建議公務員凍薪，但部分公務員在本年仍可加薪。

他說：「若細閱當局的報告，會發現並非全體公務員凍薪，受影響的只是薪酬到達頂點的公務員。至於剛入職或未屆頂薪點的公務員，則仍可增薪。」

觀乎情況，只有五成公務員受是次凍薪影響。

他表示：「這次凍薪行動十分恰當。政府是本港最大的僱主，有需要調低公務員的薪金，藉此反映受僱於私營界別的僱員所面

對的困難。」

政府的聘用條件往往極其優厚，福利亦種類繁多。

潘說：「政府公布了一系列措施，以提高公務員的生產力，並改善人力資源的管理。我期望政府的薪酬制度循序改進，而非作革命性的轉變。」

潘認為，整體而言，公務員薪酬制度應朝著更具競爭力的方向改進。

他說：「我不期望公務員薪酬制度出現巨變。現在，政府已朝著正確的方向，而整體工資亦可望降至較合乎實際情況的水平。」

財政預算案公布，公務員體系快將革新。是次改革的檢討範圍包括：入職與離職機制、薪酬及附帶福利、紀律處分程序，表現評核制度、專業培訓和個人發展。

他表示：「在營商環境改變下，公務員體制改革勢所必然。您需要跟隨轉變，重新調配資源，以增加生產力。儘管如此，但我認為改革不會導致裁員。」

潘潤稱，政府應以新模式管理人力資源，並採取更創新的策略。

他說：「當局可以在某些部門實行私有化，並把部分工作外發。」 ■



# The environment is neglected in the Budget

If one examines the Government's projected expenditure closely outlined in the Budget, spending on the environment will decline by 10 per cent in 1999-2000 at a time when concern about it is mounting.

Chairman of the Chamber's Environment Committee Barrie Cook said that he was rather disappointed at this prospect, adding that failure to take action would jeopardise Hong Kong's chances of remaining a leading international business centre, as deteriorating conditions would repel investment.

Vice-Chairman of the Chamber's Taxation Committee Kaushal Tikku agreed that the decreased amount of spending on the environment would be detrimental to Hong Kong.

"There is anecdotal evidence that many foreign executives are unwilling to come to Hong Kong because of its polluted environment and this does not bode well for Hong Kong's wish to be a premier international city," Mr Tikku said.

He suggested the Government could put the HK\$8.5 billion tax rebate to better use by paying for the bulk of the cost of converting taxis and buses to cleaner fuel. That would help to improve

the environment and at the same time, ensure that such a handout is spent in Hong Kong.

These concerns were acknowledged by Gordon Siu, Secretary for Planning, Environment and Lands when he spoke at



Pollution haze over Central.

煙霧籠罩中區

the Hong Kong-Guangdong Environmental Partnership Seminar on 15 March.

"Worsening environmental conditions are a cost to the community effecting health

and decreasing productivity. Prevention is cheaper than cure. Investing in environmental technology creates jobs and ensures less degradation of our natural capital," he said.

But he added that during this time of harsh economic conditions the Government has other more urgent and pressing demands to be met in the 1999-2000 Budget, and that the Budget could not possibly cover everything.

Mr Siu stated that continued cross-border cooperation is what is needed to deal with the pollutin of air and water.

Assistant Director of the Environment Protection Department Elvis Au said that under the Hong Kong-Guangdong Environmental Protection Liaison Group a study on air pollution is being conducted and the two are also collaborating on environmental impact assessments, waste reduction and protection of the Chinese white dolphin.

The Chamber has recently formed a Hong Kong Business Coalition of the Environment. This attempts to broach the issue of pollution and act as a focused private-sector voice on environmental problems. Currently it's actively tackling the problem of floating refuse in the harbour. ■

## 預算案忽略環保問題

雖然此時此地，各界對環境問題日益關切，但只要仔細研究預算案內的公帑開支預算，便會發現本年度用於保護環境的支出將下降一成。

總商會環境委員會主席高保利表示，對此感到失望。他補充說，本港若不採取行動，便會危害位居前列的國際商業中心地位，因為環境質素轉壞，會令投資者望而卻步。

稅務委員會副主席丁家善認為，縮減環保開支對香港不利。

丁說：「據聞，不少外地的行政人員因本港環境污染問題嚴重，故不願意前來工作，這意味著香港發展為超級國際都會的願

望將遇上阻滯。」

他建議，政府應善用85億元退稅款項，例如可把它用來支付的士和巴士轉用環保燃料的龐大開支。此舉不但有助改善環境，更保證取之香港，用之香港。

3月15日，規劃環境地政局局長蕭炯柱在「粵港同心·環保力行」研討會上發言時，對上述的憂慮作出回應。

他說：「環境質素下降會影響健康、減低生產力，令社會大眾受損。預防廉於治療。在環境科技投資，可製造就業機會，確保本港大自然資源的質素不致急劇轉壞。」

然而，他補充說，在目前的經濟逆境

下，政府須在1999至2000年度的預算案中，抽調資源應付其他更逼切的問題，況且，預算案沒可能照顧每一方面的需要。

蕭炯柱表示，為了處理空氣和水質污染，兩地需要持續合作。

環境保護署助理署長區偉光稱，粵港環境保護聯絡小組展開了一項空氣污染研究，兩地亦在環境影響評估、減少廢物、保護中華白海豚等方面合作。

總商會近期成立了「商界環保大聯盟」，目的是引發各界關注環保，代表商界為環境問題發言。目前，大聯盟積極關注海上垃圾漂浮的問題。■



Kwai Chung Container Terminal. 葵涌貨櫃碼頭

# Hong Kong becomes more competitive transport-hub

**H**ong Kong will attract more ships onto its register by reductions in the registry charges announced in the 1999-2000 Budget. Through this package of measures, the total tonnage of ships registered in Hong Kong may increase to 10 million tons in three years, thereby creating 15,800 additional jobs.

Mr Arthur Bowring, Director of the Hong Kong Ship Owners Association, was pleased about these measures, as it would make Hong Kong more competitive in attracting ships to register here.

"We presented these recommendations to Government in December 1998, so we were very pleased that they were taken on board so quick. It is a good first step but there is more work to be done," he said.

Mr Bowring said it was important for Hong Kong to keep a high-quality registry, so as to not attract the wrong ship.

"Hong Kong has a good reputation for high quality ships – we want to keep it that way. We don't want to be a 'flag of convenience' like Panama, where any old rust bucket can come onto the register and pay no regard to international conventions. We want ships that are well maintained and owned by Hong Kong companies," he said.

The shipping industry accounts for 1.7 per cent of Hong Kong's GDP and employs over 50,000 people. At present the total tonnage of ships registered in Hong Kong amounts to over 6.2 million tons.

To strengthen Hong Kong's status as an international shipping centre and enhance

Hong Kong's regional competitiveness, the Financial Secretary reduced the merchant shipping registration and related fees.

In the Budget the fee for registration of a ship not exceeding 500 gross tons was revised to \$3,500. And a flat rate of \$15,000 will be charged for all other ships, which exceed this limit. Currently ocean going vessels registered in Hong Kong are subject to the maximum fee of \$100,000.

The maximum level of annual tonnage charges will also be reduced from \$180,000 to \$100,000. And 21 fee items for other types of registration-related services, such as changing the registered name or tonnage of a ship and registering a change in address of ship owner will be reduced or abolished. ■

## 香港提升航運中心競爭力

**1**999 至 2000 年度財政預算案公布，將調低船舶首次註冊費，藉此吸引更多船隻在本港註冊。引進這系列措施後，估計在香港註冊的船舶總噸數或可在三年內增至 1,000 萬噸，由此製造的新職位可達 15,800 個。

香港船東會執行董事**包榮**對當局的措施表示歡迎，因為此舉可吸引更多船隻來港註冊，提高本港在這方面的競爭力。

他說：「我們在 1998 年 12 月向政府提出了這些建議。對於有關建議獲當局迅速採納，我們感到十分高興。這是好的第一步，但尚有更多工作需要完成。」

包榮表示，保持高質素的船籍登記對香港很重要，惟有這樣，才不致吸引不合適的船隻來港註冊。

他稱：「香港向以優質船舶享負盛名，這個優良傳統，我們希望保持下去。我們不想如巴拿馬般『予人方便』，任由破舊的船隻登記註冊，漠視國際公約。我們希望在港註冊的船隻保養妥善，並由本港公司持有。」

航運業佔香港本地生產總值的 1.7%，僱用員工逾 50,000 人。目前，在本港註冊的船舶總噸數超過 620 萬噸。

財政司司長為鞏固香港國際航運中

心的地位，加強本港在區內的競爭力，建議降低商船註冊費及其他相關費用。

財政預算案中，凡總噸位不超過 500 噸的船舶，註冊費調整至 3,500 元；超過此限的船舶，一律收費 15,000 元。現時，在香港註冊的遠洋輪的註冊費上限為 10 萬元。

船舶噸位年費的最高限額亦由 18 萬元降至 10 萬元。此外，其他 21 項與船舶註冊有關的收費（如更改船舶註冊名稱或噸位、更改船東地址等收費）均取消或調低。■



# Anson Chan stays on to 2002

**B**eyond the Budget, there was further good news for the SAR. To universal acclaim – it was announced in late March that the Chief Secretary for Administration, Mrs Anson Chan, would remain at the head of the Civil Service until June 30, 2002.

At a special press conference on March 23, the Chief Executive, Mr Tung Chee Hwa said he had invited Mrs Chan to extend her service as Chief Secretary for two-and-a-half years and that he was "delighted that Anson has accepted this invitation".

"After I was selected as the Chief Executive in the later part of 1996, in the process of forming the slate of principal officials for the HKSAR Government, one of my fundamental considerations was to work for the stability of the Government and our community," he said.

"Hong Kong's reunification with China was a major historical development. 'One Country Two Systems' was an entirely new endeavour, our ability to preserve stability was critical to Hong Kong's continued success and prosperity.

"On this basis, I decided then that all eligible serving principal officials should be appointed to their original posts. This was not a move of political expediency.

"It has always been my thinking that we should maintain stability at the top echelon of the HKSAR Government, so that we can keep a consistent direction for Hong Kong's future developments.

"Therefore, I had determined from the very outset that, unless there were

exceptional circumstances, I would invite the Chief Secretary to serve for the five-year term of my office as Chief Executive."

He said that since the handover on July 1, 1997, he and the Chief Secretary had worked well and closely together at the head of Government.

"The fact is that when we were faced with some really very difficult and tough challenges, she made some remarkable and important contributions," he said. "She was always there to support me, to give me the right advice for us to move forward together.

"The fact is that Anson's stay will, I know, be in the long-term overall interests of Hong Kong. I know my decision is supported by the Executive Council, by all the principal officials, and I know will be by all the civil servants.

"I believe this decision will also be welcomed by the community as a whole. We together will be able to



Mrs Anson Chan, Chief Secretary for Administration.  
政務司司長陳方安生女士

serve the interests of the SAR as we move forward into the 21st century," he said. ■

## 陳方安生留任至 2002 年

**除**了財政預算案外，特區又有另一好消息。當局三月底公布，政務司司長陳方安生女士會繼續留任至 2002 年 6 月 30 日。消息公布後，各界均表歡迎。

在 3 月 23 日的特備新聞發布會上，行政長官董建華表示，他邀請了陳太繼續擔任政務司司長兩年半，並且「非常高興陳太接受了邀請。」

他說：「在 1996 年，我當選為行政長官後，第一件事就是著手組織特區政府主要官員的班底，當時最重要的考慮（因素），就是為香港社會的穩定和政府運作的穩定而努力。

「香港回歸是歷史性的大事，一國兩制的

落實又是史無前例的一條新的路途。在這個過程中，保持穩定對香港的繁榮安定非常重要。

「當時基於這樣的考慮，我便決定，所有主要官員都原職留任。這不是一個政治決定。

「我亦深深了解到從長遠來說，確保特區政府高層的穩定，可以確保香港長遠發展的方向貫徹一致。」

「在那個時候，我亦有另一個原則上的決定，就是除非有特殊的情況，我會在適當的時候邀請陳太留任協助我，直到我的任期完畢為止。」

董稱，七一回歸之後，他與政務司司長

在領導政府方面合作無間。

他說：「事實上，面對著種種嚴峻的挑戰，她為香港做了大量的工作，作出了大量的貢獻。她向我提出了很多寶貴的意見，同時給予我大力的支持。

「對香港整體的利益來說，陳太繼續留任是一件好事。我知道這個決定得到行政會議全體成員的支持，亦得到所有公務員——我相信會得到所有公務員的支持，事實上，我知道主要官員亦很支持這個決定。

「我相信這個決定會得到社會廣泛的歡迎，我們會繼續忠誠地服務香港，一起邁進廿一世紀。」■

# Keeping Hong Kong a Premier Business City

*This is a reprint of an Op-Ed article published in the South China Morning Post on March 4, 1999. It reflects the position adopted by the General Committee on behalf of the Chamber.*

By Dr Eden Y Woon

In the past few months, there has been a great deal of discussion about the political environment in Hong Kong and its effect on business and investment. The General Committee of the Hong Kong General Chamber of Commerce is dismayed that those who express concern about some trends in the evolving political scene are often criticised as being "anti-democratic". In fact, this criticism is not only unfair, but also untrue. The Chamber believes that this is not an argument about democracy, on whose road Hong Kong is surely heading, but an entirely appropriate argument about whether certain social agenda items being put forward by some politicians have a negative impact on our business and investment environment and development.

There is a feeling among many in the business community – ranging from "big

business" to small and medium enterprises (SMEs) – that special interest groups, especially those in the labour and social welfare camps, are trying to pressure the SAR Government to shape Hong Kong's business policies very vocally and deftly through the media and other public venues. These suggested policies more often than not require the SAR Government to spend more on welfare, enact more regulations and introduce more legislation on employer/employee relations. In short, they add to the cost of doing business for the Hong Kong business community and ultimately affect employment.

Nor is it helpful to try to separate the city into "business" and the "people", or "employers" and "workers". This does not reflect the true situation in Hong Kong, since few here do not depend for their livelihood on thriving businesses, whether they be a landlord, a shopkeeper, an office-worker, a labourer or a civil servant. There is a further attempt to separate "big business" from small and medium enterprises in Hong Kong, when in fact the business policies concerns mentioned above are shared by all businesses. The Chamber, for example, has over seventy-five percent of its 4000-

strong corporate membership made up of SMEs, in addition to large local and international companies.

The economic recession which Hong Kong is going through has exacerbated this counter-productive polarisation of society. It is tough enough for all of us to survive the economic downturn, but for the sake of the future of both the economic and political development of Hong Kong, all three groups – businessmen, politicians and Government – must work together to preserve our status as a top business and cosmopolitan city.

How? First, let us talk about the **business community**. There is no doubt it must adjust. The political environment is evolving in only one direction, towards greater democracy and a more developed, pluralistic society. The so-called "good old days" are not coming back. Communication and dialogue with the media, with the politicians, and with the grassroots population is a requirement in the post-Handover "Hong Kong people ruling Hong Kong" society. This dialogue will not be easy, since not everyone will agree with every agenda item of the business community and since politics is often messy and sometimes openly adversarial in

## 維持香港優越的商業都會地位

本文曾刊於1999年4月1日的明報及經濟日報，文中言論，為香港總商會理事會代表該會的立場。

翁以登

過去數月，不少社會人士談論香港的政治環境及其對商業及投資影響，當中有些表示關注本地某種政治發展的趨勢，卻經常招來批評為「反民主」。香港總商會理事會對此感到遺憾。事實上，這些批評非但不公，更是失實。香港在民主路上邁進是不爭的事實。總商會相信，這些談論並非爭辯是否民主的問題，而只是針對一些政界人士所倡議的某些社會政策，會否對我們的商業及投資環境和有關發展，造成負面的影響。

不少大企業及中小企業家均感到，某些利益集團利用傳媒及其他公眾渠道，以熟練和取巧的手法，向特區政府施壓，試圖影響香港的商業政策；當中以勞工和社會福利兩大陣營尤甚。他們建議的政策往往是要求特區政府在福利方面增撥款項，多定規條，與及就勞資關係多立法例。簡單而言，這些要求加重了本地商界的營商成本，最終影響工人就業。

他們試圖把港人劃分為「商人」和「市民」、或「僱主」和「工人」，這對香港毫無裨益，更反映不了香港的真實情況。事實上，不論是業主、店主、白領階級、勞動階層或公務員，無不依賴工商百業的興旺來維持生計。更甚者，他們進一步試圖分化本港的「大公司」和中小企業，然而，上述提及的商業政策，不論大小企業均感關注。舉例

說，香港總商會四千家會員機構中，中小型企業所佔的比例超過七成半，其他為大型的本地及國際機構。

香港正經歷經濟衰退，這種毫無建設性的社會兩極化現象更形加劇。市民在經濟低迷下掙扎求全，已夠艱苦，因此，為了香港未來的經濟及政治發展，商界、政界及政府三方面應和衷合作，維持我們優越的商業及國際都會地位。

怎樣才能達致這個目標呢？首先，讓我們談一談商界的角色。毫無疑問，本港商界必須適應轉變。香港的政治環境只會朝向更民主、更發達和更多元化社會的方向發展。所謂「往日美好」的日子不會再現。在回歸後「港人治港」的社會裡，我們必須跟傳媒、政界中人及草根階層溝通和對話。可是，要對話也非易事，因為並非人人都贊同商界提出



nature. But businessmen must be prepared to roll up their sleeves and set out their case. And the business community has a good case, since the true definition of "business community" is almost as wide as the entire six million plus population of Hong Kong.

What about the **politicians**? There is no denying the fact that politicians must do their best to represent their constituents, and one can perhaps sometimes sympathise with their frustration at feeling ineffective in the current political structure. But more politicians must be sensitive to the greater good and be responsible to the whole of society. Asking for more public spending and handouts by the Government is incompatible with our low tax structure, and incongruent with our successful traditions and incentive mechanisms. For some of them to whip up anti-business and anti-wealth sentiment is just as bad since businesses – including thousands of small and medium enterprises – and their

的每一項議程，而政界人士往往政見紛紜，壁壘分明。然而，商界人士必須能放下身份，向公眾力陳己見。香港商界有利之處在於「商界」一詞的真正涵蓋範圍，幾乎是全港六百多萬人。

**政界人士**應做些甚麼？毋庸置疑，從政者必須克盡己職，代表他們的選民。但在目前的政治建制下，他們偶感無能為力而生挫敗之情，誠可體諒。然而，本港亟需更多能顧全大局、對整體社會負責任的從政者。不斷要求政府增撥公帑，增加福利，與本地低稅制的原則背道而馳，跟我們行之有效的傳統制度及鼓勵機制也不相協調。部分人士激起了反商界和反財富的情緒，同樣不當，因

employees generate the wealth of this city. We should not lose sight of how important to Hong Kong the "business community" is and how many people depend on those who risk their investments and energy in developing their businesses. Hong Kong is a business city; so the stronger the companies, the more everyone in Hong Kong benefits.

Finally, the **Government** plays a key role. Because this is an executive-led Government with the legislative council essentially made up of the "opposition party", the Government must be particularly sensitive not to appear to be imposing policies on the people. Some of the more provocative statements by politicians perhaps come from a sense of frustration with the Government. The SAR Government, just a short 20 months from a colonial Government, must be given high marks for diligently trying to administer Hong Kong during this difficult period.

為本港的財富，是由商界（包括千千萬萬的中小企業）和其僱員共同創造的。商界對香港的重要性不容忽視，他們敢於投入資金和精力開發生意，支持著眾多人的生計。香港是一個商業都會，企業愈強大，港人受惠愈多。

最後，**政府**的角色，至關重要。香港政府向以行政主導，而立法會則主要由「反對黨」組成，因此，政府推行政策時必須特別小心，不可被視為強加於市民。政界中人某些較激烈的言論，可能源自對政府感到失望。然而，特區政府從殖民地政府接棒僅二十個月，在這困難時刻，政府努力治港的表現，必須給予高度評價。雖然如此，政府必

However, there has to be more acceptance of responsibility for decisions, more instilling of confidence, and more massaging of policies if there is well-thought-out input from legislators or from the people as a whole. Reacting only to loud voices reinforces the inclination to air issues in a confrontational manner, which leads us down a vicious circle of pressure and public politicking. At the same time, the Government must be firm in rejecting policies which are counter to Hong Kong's free market principles.

The Chamber believes strongly that Hong Kong is still a great place to invest and do business. But there is a need for fresh action. Strengthening Hong Kong's role as a premier centre for international business remains critical if we are to meet our goals as a society. It is up to all of us to join in and not shy away, to communicate, to unite, and to work together for a more prosperous future. ■

須對決策的後果有更大的承擔，以建立更強的信心，而遇上立法會議員或市民提出周全的建議時，更應懂得調整政策。如果只對叫囂聲大的意見作出回應，便會促使人們動輒以對抗性的態度提出問題，令我們陷入一個由壓力和政客活動所組成的惡性循環中。此外，政府必須堅拒推行違反香港自由市場原則的政策。

總商會深信，香港仍是投資和營商的好地方，但需要一些新的思維加以維持。要達成社會的種種目標，關鍵仍是鞏固香港優越的國際商業中心地位。我們必須眾舉一心，不畏艱辛，互相溝通，團結一致，衷誠合作，締造更豐盛的未來。■



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# Perspectives of a Congressional mission to Asia

By The Honourable Jim Kolbe,  
Republican Senator for Arizona

With the onset of the financial crisis in Asia last year and the intense congressional debate over renewed funding for the International Monetary Fund (IMF), the need to focus on the crisis in Asia and the international financial system became increasingly clear. Thus, at the request of the Speaker, I formed a bipartisan delegation to visit several key countries in the region, including South Korea, Indonesia, Hong Kong and Japan.

In general, I am somewhat pessimistic for a quick recovery in the short-term. But this really drives home the need for the US to continue playing a leadership role in the Asia-Pacific region. One of my greatest fears is that, as our exports to Asia continue to decline and our imports

increase, the US will succumb to protectionist forces. This would be absolutely the worst thing we could do, not only for the world economy, but also for our own continued prosperity.

Hong Kong, along with Singapore, serves as the financial nerve of Asia. Because Hong Kong's economy relies so heavily upon international trade and financial services, it is closely linked to the rest of Asia.

Because of this fact, the impact of the Asian financial crisis on Hong Kong's economy is profound. For the first time in many years, Hong Kong is experiencing a deep recession, punctuated by rising unemployment. If I had to sum up the situation in Hong Kong with one word, it would be "nervous". Because they are so economically dependent in the region, there may not be any real recovery in Hong Kong until the region recovers.

If there is one bright spot in the bad news we've been hearing, it would be South Korea. We were immensely impressed with South Korean President Kim Dae-Jung's firm commitment to economic reform.

The situation in Indonesia is quite different from Korea. Despite incredible economic turmoil, there has been no substantive action taken to reform the economy.

Today, Japan is the second largest economy in the world, accounting for two-thirds of the Asian economy. Japan holds the key to economic recovery for the entire region. Judging by the lack of political will the Japanese economy will continue to stagnate. And, unfortunately without Japan making the necessary changes, there is little hope for the rest of the region. ■

*This article was taken from the US Chamber of Commerce's monthly publication The Asia Insider.*

## 美國國會議員出訪亞洲後感

美國亞利桑那州共和黨參議員科爾比

隨著去年亞洲金融危機爆發，美國國會對是否再次撥款予國際貨幣基金組織爭論得熱烘烘，由此二事，更清晰地反映了美國有需要加強關注亞洲區內的危機和國際的金融體系。有鑑於此，我應議長的要求，組兩黨代表團出訪南韓、印尼、香港及日本等亞洲多個主要地區。

總體而言，我對亞洲經濟能否在短期內迅速復甦稍感悲觀。然而，正因為這樣，才真正促使美國國內感到繼續在亞太區內擔當領導角色的重要。最使我感到憂慮的事情之一，是美國對亞洲的出口持續下滑，進口上升，將引致美國屈服於保護主義的勢力下。這種情況絕對不利於全球經濟，不僅如此，更會影響美國的持續繁榮。

香港與新加坡同是亞洲的金融中樞。由於香港的經濟高度倚賴國際貿易及金融服務，所以它的經濟狀況，與整個亞洲一脈相連。

正因此，亞洲金融危機對香港經濟造成了莫大的衝擊。香港出現了多年未見的經濟衰退，使情況更嚴峻的是，失業率不斷攀升，若要一言概括香港的情況，我會用「不安」二字。由於香港經濟緊緊繫整個亞洲，故

此，除非亞洲經濟好轉，否則，香港難以出現真正的經濟復甦。

訪問期間，耳聞目睹了不少壞消息，若談喜訊，則要數南韓的情況。南韓總統金大中對經濟改革的堅持，使我們留下了深刻的印象。

印尼的情況與南韓截然不同。雖然當地陷入了嚴重的經濟困境，但印尼政府始終沒有採取實際的行動改革經濟。

目前，日本是全球第二大經濟體系，生產總值佔整個亞洲的三分之二。日本是區內經濟復甦的關鍵。由於日本執政者決心不足，相信當地經濟仍會停滯不前。可惜，日本若不作出必要改革，亞洲其他地區亦難望取得轉機。■

*(本文錄自美國商會月刊 The Asia Insider)*



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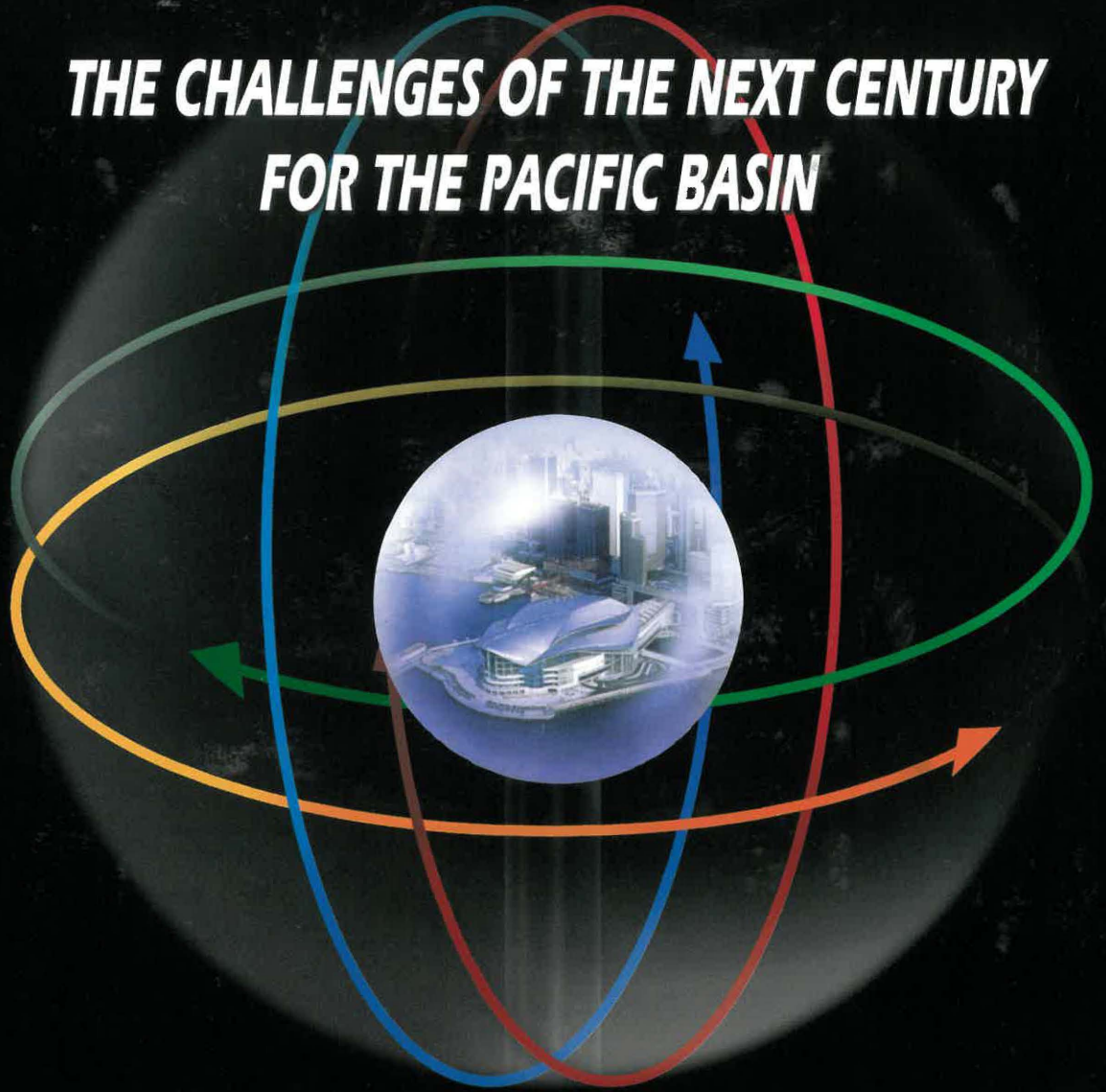


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Ms Martha Lucia **RAMIREZ**  
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Mr Michel **CAMDESSUS**  
Managing Director  
International Monetary Fund

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President, The Republic of the Philippines

Mr Gabriel **SINGSON**  
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Columbia University

Mr Tadashi **NISHIMOTO**  
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Heavy Industries Co Ltd

Mr Morton **BAHR**  
Vice President, AFL-CIO

Mr Clyde **PRESTOWITZ**  
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Economic Strategy Institute

## Other invited speakers include:

Mr Victor **JOY WAY**  
Prime Minister, Peru

Mr Lawrence **SUMMERS**  
Deputy Secretary of the Treasury  
United States

Admiral Dennis **BLAIR**  
Commander-in-Chief  
United States Pacific Command

Dr Kenneth **COURTIS**  
Chief Economist & Strategist  
Deutsche Bank Group Asia Pacific



# PBEC 32nd IGM Program

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## "The Challenges of the Next Century for the Pacific Basin"

14 MAY  
FRI

1300-1800

### PBEC Golf Tournament

15 MAY  
SAT

- 0800-1800 Registration  
0830-1230 Directors General Meeting with working lunch (Invitation only)  
0900-1030 Chairman's Breakfast Meeting with member committee chairmen  
1230-1430 Working Committee Meetings I (3 meetings)  
1300-1400 Special Fund Investment Advisory Committee Meeting (Committee members only)  
1415-1715 Strategy Committee Meeting (Committee members only)  
1430-1445 ☕  
1445-1645 Working Committee Meetings II (3 meetings)  
1645-1700 ☕  
1700-1900 Working Committee Meetings III (3 meetings)  
1730-1830 Finance Committee Meeting (Committee members only)  
2000-2200 Chairman's Dinner for PBEC officers (Chairmen & Directors General only) (Hosted by Chairman of Host Committee at HSBC Building)

16 MAY  
SUN

- 0800-1800 Registration  
0800-1300 PBEC Steering Committee Meeting  
Board of Directors Meeting (Board members only)  
Immediately following Steering Committee Meeting  
1300-1400 Chairmen and Int'l Counselors luncheon (Chairmen and Int'l Counselors only)  
1830-2000 Speakers / Moderators Reception

17 MAY  
MON

All speakers are confirmed unless otherwise stated in the program



- 0800-1800 Registration  
0700-0830 Member Committee Breakfast Meetings  
0900-0930 **OPENING PLENARY SESSION**  
Call to Order **Mr Robert G LEES**, Secretary General  
Pacific Basin Economic Council  
Welcoming Remarks **Mr John E STRICKLAND**, Chairman  
Hong Kong, China Member Committee  
Pacific Basin Economic Council  
Chairman's Address **Dr Helmut SOHMEN**, Chairman  
Pacific Basin Economic Council  
0930-1015 **KEYNOTE ADDRESS**  
"Title to be announced"  
Introduction : **Dr Helmut SOHMEN**, Chairman  
Pacific Basin Economic Council  
Keynote Speaker : **The Hon TUNG Chee Hwa**  
Chief Executive of the  
Hong Kong Special Administrative  
Region of the People's Republic of China  
1030-1115 **PLENARY SESSION I**  
"Governments, Markets and Economic Development"  
Featured speaker : **Mr Michel CAMDESSUS**, Managing Director  
International Monetary Fund  
1115-1145 ☕  
1145-1300 **CONCURRENT ROUNDTABLE DISCUSSIONS**  
on Governments, Markets and Economic Development  
1. Can protectionism be eliminated in the 21st century?  
Chairman: **Dr Victor Fung**, Chairman  
HK Trade Development Council  
Panelists: **Mr Hisamitsu ARAI**  
Vice-Minister for International Affairs  
Ministry of International Trade and Industry, Japan

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All speakers are confirmed unless otherwise stated in the program

- Panelists: **Mr Noel LEVI**, Secretary General, Forum Secretariat, Fiji  
**Mr Clyde PRESTOWITZ**, President  
Economic Strategy Institute  
**Ms Martha Lucia RAMIREZ**  
Foreign Trade Minister, Colombia  
2. A managed economy vs. a free market  
Chairman: **Mr Victor CHU**, Chairman, First Eastern Investment Group  
Panelists: **Mr Sokan CHANG**, Vice Chairman  
Korea Federation of Textile Industries  
**Mr LIU Yong Hao**, Chairman, New Hope Group  
**Mr Dennis PEDINI**, President for Asia Operations  
New York Life International  
3. Political stability and regional security: measures to sustain economic  
development in the region  
Chairman: **Ambassador Chas FREEMAN, Jr**, Chairman  
Projects International, Inc  
Panelists: **Prof Paul DIBB**, Professor & Head  
Strategic Defence Studies Centre  
Australian National University, Canberra  
**Mr Hahn-Koo LEE**, President  
Daewoo Economic Research Institute  
**Prof ZHANG Yunling**, Director  
APEC Policy Research Centre  
Chinese Academy of Social Sciences  
1315-1430 ☕  
Keynote speaker : **H E Joseph ESTRADA**, President  
The Republic of the Philippines  
1445-1530 **PLENARY SESSION II "**  
*Information and Imagination"*  
Featured speaker : **Mr Lachlan MURDOCH**, Chairman & CEO, News Ltd  
1530-1600 ☕  
1600-1715 **CONCURRENT ROUNDTABLE DISCUSSIONS**  
on Information and Imagination  
1. Telecommunications : how can development accelerate?  
Chairman: **Ms JoAnne PATRICK-EZZELL**, President & CEO  
AT & T Asia/Pacific Group Ltd  
Panelists: **Mr HAN Songlin**, Deputy Director, China Telecom  
**Mr Chi-Young KWAK**, President & CEO, DACOM  
**Mr LU Shyue-ching**, President & CEO  
Chunghwa Telecom Co Ltd  
**Mr Tadashi NISHIMOTO**, President, KDD Corporation  
2. Is information technology in Asia up to top world standards?  
Chairman: **Mr KUO Yun**, President  
Institute for Information Industry, Chinese Taipei  
Panelists: **Mr K C KWONG**, Secretary for Information Technology  
& Broadcasting, HKSAR Government  
**Mr Michael RAWDING**, Regional Director  
Microsoft China Co Ltd  
**Mr Roberto R ROMULO**, Chairman  
Equitable Cardnetwork, Inc  
**Dr Robert YUNG**, Chief Technology Officer for China  
Director of Intel China Research, Intel Corporation  
3. The power of media in the globalized economy  
Chairman: **Mr Nayan CHANDA**, Editor  
Far Eastern Economic Review  
Panelists: **Mr Robert KEATLEY**, Editorial Advisor  
South China Morning Post  
**Ms Lynette LITHGOW**, Anchor, CNBC  
**Mr Yasuhiro TASE**, Deputy Editor  
Nihon Keizai Shimbun, Inc  
**Mr Dominic ZIEGLER**, Asia Bureau Chief, The Economist  
1900-2200 **OPENING GALADINNER**  
Introduction : **Mr YU Xiaosong**, Chairman, China Member Committee  
Pacific Basin Economic Council  
Keynote Speaker : **A Senior State Leader of the People's Republic of China** (invited)

- 0800-1800 Registration  
0745-0945 **BOARDROOM BREAKFASTS AND BRIEFINGS**  
1030-1115 **PLENARY SESSION III**  
"Environment and Growth"  
Featured speaker : **Mr Ernest S MICEK**, Chairman & CEO  
Cargill Incorporated
- 1115-1145   
1145-1300 **CONCURRENT ROUNDTABLE DISCUSSIONS**  
on Environment and Growth
- Food for thought : challenges of feeding the growing world  
Chairman: **Mr Sam SMITH**, President  
Washington State University  
Panelists: **Mr Greg ARASON**, President & CEO  
Canadian Wheat Board  
**Mr DU Ying**, Director  
Research Department Ministry of Agriculture  
**Mr Joe POPE**, Chairman, Trade New Zealand  
**Dr Manuel SOTOMAYOR**, General Manager  
Sotomayor S A
  - The use of regenerable resources  
Chairman: **Mr Chandran NAIR**, CEO, ERM (HK)  
Panelists: **Ms Christine LOH**, Legislator, HKSAR  
**Mr Ross SAYERS**, Managing Director & CEO  
CLP Holdings Ltd  
**Mr Hiroyuki SHIMOJIMA**, Senior Managing  
Director, Honda Motor Co Ltd  
**Mr Colin TAM**, President, PSEG Asia Ltd
  - The environment : can we afford the current pace of economic growth?  
Chairman: **Mr Barrie COOK**, Chief Executive Officer  
CKI Materials  
Panelists: **Mr Hiroyuki FUJIMURA**, Chairman  
EBARA Corporation and Chairman  
Environmental Committee of the Tokyo Chamber  
of Commerce & Industry  
**Prof Peter HILLS**, Director, Centre of Urban  
Planning & Environment Management,  
University of Hong Kong  
**Mr QIN Zhongyi**, Vice President, China Yangtze  
Three Gorges Project Development Corporation  
**Mr Ken THOMPSON**, Executive Vice President  
Atlantic Richfield Co (ARCO)
- 1315-1430   
Keynote Speaker : **Mr Victor JOY WAY**  
Prime Minister, Peru (invited)
- 1445-1530 **PLENARY SESSION IV**  
"Technology vs. Labor"  
Featured Speaker : **Mr Kosaku INABA**, Chairman & CEO  
Ishikawajima-Harima Heavy  
Industries Co Ltd
- 1530-1600   
1600-1715 **PLENARY PANEL DISCUSSION**  
on Technology vs Labor  
Chairman: **Mr Eugenio HEIREMANS**, Executive President  
The Chilean Social Security Association  
Panelists: **Mr Morton BAHR**, Vice President  
American Federation of Labor & Congress of  
Industrial Organizations (AFL-CIO)  
**Mr Mong-Gyu CHUNG**, Chairman  
Hyundai Industrial Development & Construction  
Co Ltd  
**Mr Kiyoshi KANITANI**, President  
Nachi Robotics Advanced Technology  
America Inc.  
**Ms YU Ying**, Senior Engineer  
Changchun First Automobile
- 1800-1930 **RECEPTION AT THE GOVERNMENT HOUSE**  
(Hosted by **The Honorable Mrs Anson CHAN**, Chief Secretary for  
Administration of The Hong Kong Special Administrative Region  
Government)

- 0800-1200 Registration  
0700-0830 Member Committee Breakfast Meetings  
0900-0945 **PLENARY SESSION V**  
"Emerging Markets in the Global Economy"  
Featured speaker : **Prof Jagdish BHAGWATI**  
Arthur Lehman Professor of Economics  
Columbia University
- 0945-1015   
1015-1130 **CONCURRENT ROUNDTABLE DISCUSSIONS**  
on Emerging Markets in the Global Economy
- The aftermath of economic crisis : implications for future development  
Chairman: **Mr Dean O'HARE**, Chairman & CEO  
Chubb Corporation  
Panelists: **Mr Tadahiro ASAMI**, Managing Director  
The Tokyo Mitsubishi Bank  
**Prof Nieves CONFESOR**, Professor  
Asian Institute of Management  
**Mr John S WADSWORTH**, Chairman  
Morgan Stanley Dean Witter Asia  
**Mr ZHU Xiaohua**, Chairman  
China Everbright
  - Building a better banking system : the framework for healthy economic  
growth  
Chairman: **Mr David CARSE**, Deputy Chief Executive  
HK Monetary Authority  
Panelists: **Mr A Ian GILLESPIE**, President & CEO  
Export Development Corporation  
**Mr Gabriel SINGSON**, Governor  
Philippine Central Bank  
**Mr Chartsiri SOPHONPANICH**, President  
Bangkok Bank Public Company Ltd  
**Mr Enrique VILATELA Riba**, President  
Mexican Bank for Foreign Trade (Bancomext)
- 1145-1315 **PBEC IGM 2000 LUNCHEON RECEPTION**  
1330-1530 **PLENARY SESSION VI**  
"Globalization"  
Keynote speaker: **Mr John R H BOND**, Group Chairman  
HSBC Holdings plc  
Other speakers: **Mr Peter EIGEN**, Chairman  
Transparency International  
**Dr Kenneth S COURTIS**  
Chief Economist and Strategist  
Deutsche Bank Group Asia Pacific (invited)  
**Mr Russ DAGGATT**, President & CEO  
Teledesic Corporation
- 1530-1550   
1550-1620 **PBEC ENVIRONMENTAL AWARD PRESENTATION**  
1620-1700 **CLOSING KEYNOTE ADDRESS**  
Reading of the **Mr Robert G LEES**, Secretary General  
Conference Statement Pacific Basin Economic Council
- Closing Remarks **Dr Helmut SOHMEN**, Chairman  
Pacific Basin Economic Council
- Announcement of **Mr Robert G LEES**, Secretary General  
Election Results of Pacific Basin Economic Council  
PBEC Officers  
and  
Acceptance Remarks **New PBEC Chairman**
- Invitation to the **Host of PBEC IGM 2000**  
33rd IGM
- 1700-1800 Board of Directors Meeting (optional)  
1800-1830 Press Conference  
1900-2230 **A NIGHT AT THE RACES**  
(Sponsored by The Hong Kong General Chamber of Commerce)



# CERTIFICATE OF MERIT FOR BEST MANAGED SME AWARD **SME Award '98** **"The Pride of Local Enterprise"**

It may not have been a Hollywood event or Grammy Award, but it had its fair share of glitter as the nation's top corporate personalities gathered to applaud the winners of this year's SME Awards - held at the Renaissance Harbour View Hotel on February 12.

"The First Hong Kong SME Award" is the first award being held in Hong Kong jointly organized by the Hong Kong Productivity Council and The Hong Kong General Chamber of Commerce. The objectives of this event is to identify success models to spearhead Hong Kong's continued growth and competitiveness.

Johnson Hung, founder and CEO of Air Eagle International Freight (H.K.) Ltd - bagged the 1998 Best Managed SME Award Certificate of Merits has this to say.

"We may not be the first but we're already a winner being able to be selected as the finalists to this award. This will not be possible without the ardent support from our clients and my T.E.A.M at Air Eagle."

Our Motto and Mission statements, we at Air Eagle aim to be; still stands - The T.E.A.M which means Together Everyone Achieves More ... and to our Clients we say:

*" We may not have the answer, but we'll find it  
We may not be the biggest, but we'll be the most committed to your Success  
And Your Business is our Business which is important to us  
We never turn away even the smallest of orders. "*



Mr. Johnson Hung of Air Eagle receive the Hong Kong SME Award from Mr. Peter Sutch (Left) Chairman, Hong Kong General Chamber of Commerce and Mr. Kenneth Fang (Right) Chairman, Hong Kong Productivity Council

## HKSME AWARD 1998



Mr. Sandro Leung (Left) Director of Operations, Mr. Johnson Hung (Middle) Managing Director, and Mr. Franco Lai (Right) Director of Sales

*In pursuit of excellence and maintaining the highest standard of:*

### **"Customer Comes First Service"**

We are committed to:

- Business Development
- Staff Development
- People-oriented Management
- Customer Satisfaction
- Quality Service

Air Eagle provides a wide range of services in International Freight forwarding for air, ocean, export, import - to and from USA, Europe and Intra-Asia. In addition, Air Eagle is able to offer unique tailor-made logistics, management solutions for clients distribution, inventory control, warehousing management requirements as well as break-bulk and ocean consolidations etc.

Today, Johnson has moved on to the next big step is global presence with a "One-stop" integrated logistics management solution for Air Eagle.

# SME Finance Scheme no help

The Government's SME Financing Scheme, announced on August 24, is considered to be a cosmetic charade offering no real help to SMEs facing their current harsh conditions, according to Mr Denis Wing Kwan Lee, Chairman of the Chamber's SME committee.

"This scheme will not help those definitely in need because the criteria for entry stipulates that companies must not have any overdue payment of more than 60 days in the past 12 months of business. In other words, SMEs that meet the scheme's requirements would be able to get a bank loan anyway without the Government's guarantee," he said.

The banks have also laid down their own criteria to ensure entrants to the scheme are creditworthy.

"Most banks stipulate that the SME must show profit over the last three years – which is not very easy for an SME," he said.

All the 1,000 SMEs that have been approved by the bank have not been rejected by the scheme.

"It is obvious the scheme is absolutely useless – SMEs that would be able to get bank loans without the scheme have been approved," he said.

The Government is reviewing the scheme and hopefully there will be a relaxation of selection criteria for the scheme.

The SME Committee has written to the Industry Department offering their recommendations for revision of the scheme.

According to the Hong Kong Government, the definition of an SME in the non-manufacturing sector is one that employs less than 50 people.

If you were an SME in the manufacturing sector you would employ less than 100.

"There are problems with this definition some SMEs



Mr Denis Lee (third from right), Chairman of the SME Committee, at the Mainland factory of a Hong Kong SME.

中小企業委員會主席李榮鈞(右三)參觀一家中小企業廠房。

## 中小企業信貸計劃無濟於事

**總**商會中小型企業委員會主席李榮鈞認為，政府8月24日公布的中小型企業特別信貸計劃徒具姿態，無助中小型企業面對當前的困境。

他指出：「這項計劃對真正有需要的公司沒有幫助，因為按照申請資格，公司在過去12個月內不可有任何超過60天的逾期債項。換言之，即使沒有政府的擔保，符合申請規定的中小型企業也可自行獲取銀行貸款。」

銀行亦設定本身的申請條件，以確保參與計劃的公司有資格接受信用貸款。

他說：「多數銀行要求中小企業證明過去三年均有盈利。對於中小型企業來說，這並非易事。」

所有獲銀行批出的1,000份中小型企業貸款申請中，沒有一份被信貸計劃拒絕。

他說：「顯然，這項計劃是毫無用處的；只有那些不用依賴信貸計劃而取得銀行貸款的中小企業，才可獲得計劃批核。」

政府現正檢討有關計劃，而計劃的篩選條件亦可望放寬。

中小型企業委員會早前向工業署提出書面建議，供當局檢討計劃時參考。

根據香港政府的定義，若屬非製造行業的中小企業，僱員人數為50人以下。

若屬製造行業的中小企業，僱員人數則少於100。

李榮鈞指出：「政府的定義是有問題的，例如，一家公司在港只僱用五名員工，

但在內地聘用千人，按此定義，它們仍屬中小型企業。」

李表示，亞洲金融危機爆發後，中小型企業正面對區內其他市場日趨激烈的競爭。他說：「由於鄰近地區的貨幣貶值，香港的出口和製造業均失去了競爭力。」

1995年起，亞洲地區的生產總值升幅位列全球之冠，令本港不少中小型企業專注於亞洲市場發展。可是，1997年金融風暴來襲，這些公司便失去了市場佔有率。

他稱：「我們的出口數字正處於26年來最低點，1998年的利得稅亦下跌了380億元。由此可知，工商百業蕭條，而中小企業所受的打擊尤為嚴重。」

這是由於中小企業的資本基礎不穩，公司規模細小。

本港大部分中小企業藉提供抵押取得貿易信貸，而本港的銀行一般要求貸款人以物業或現金作抵押。隨著樓市下滑，抵押品的價值驟降，銀行開始向這些企業追收全部或部分貸款。

李榮鈞說：「在如此經濟不景下，中小型企業未能取得訂單，此時此刻，銀行追收貸款，中小企業無法償還，終至破產倒閉。」

「根據多個中小企業委員會及組織的非正式統計，去年八月至今年三月期間，共有40,000家中小企業倒閉。」

目前，失業率高企6%。

他指出：「進出口貿易界的失業情況尤為嚴重，反映了這個界別不少中小型企業倒

閉。現在，即使中小企業取得訂單，也因現金周轉不靈而無法履行協議。銀行界對於貿易信貸的審批非常謹慎。以往，若中小企業持有信用證，便很容易獲得借貸，如今，卻難於登天。」

本會的中小型企業委員會正致力向中小型企業獻計，協助它們增進生產力。

李榮鈞稱：「在大多數的中小企業公司裡，事無大小均由老闆作主，所以老闆是主要的資訊來源。可是，這樣大大限制了公司的發展。中小型企業應透過互聯網、工商組織的圖書室等，汲取市場訊息，以爭取競爭優勢。」

他表示，全面使用資訊科技有助提高辦公室內的工作效率，提供高增值的服務，亦有助公司吸納及挽留客戶。

總商會中小型企業委員會要求政府制訂中長期政策，以協助及促進本港的中小企業的發展。本港的公司裡，中小型企業佔98.3%，所僱用的員工佔勞動人口的63%。

李榮鈞指出：「中小型企業面對的困難之一，是以短期借貸資助長期投資，因而往往大多失利。我們需要尋求別的短期信貸途徑，以解決現金周轉的問題。」

李認為銀行不會改變借貸慣例，並建議中小型企業改向其他財務機構尋求協助。

他稱：「資產融資服務有助中小企業解決短期現金周轉問題。此外，『出口信用保險』是另一選擇，這方法較相宜，而銀行亦可能樂意提供貸款。」



employ only five people in Hong Kong, but 1,000s on the Mainland – they are still considered SMEs," he said.

Mr Lee said that due to the east Asian economic crisis SMEs have been facing more and more competition from other Asian markets.

"Hong Kong's export and manufacturing sector have lost their competitiveness because of the devaluation of neighbouring countries currencies," he said.

Starting from 1995, Asian countries had the fastest growing GDP in the world so many Hong Kong SMEs targeted them as their major markets. But, in 1997 the crisis hit and they lost their market share.

"From export figures we are now at our lowest point for the past 26 years. The profit tax dropped in 1998 by \$38 billion, so the whole business community is in bad shape, but it is the SMEs that are hit much harder," he said.

This can be attributed to a lack of capital base and a small company structure.

Most SMEs in Hong Kong get their trade finance through collateral. In Hong Kong, what the collateral banks want is property or cash deposit. Because of the property

slump collateral has gone down and banks have started to recall their loans or part of the loans from SMEs.

"This has happened at such a bad time when SMEs cannot get orders. They simply cannot payback their loans so many have gone bankrupt.

"We have an unofficial figure from various SME committees and associations that estimates between August last year and March this year 40,000 SMEs have closed down," he said.

Unemployment, at present, stands at 6 per cent.

"Unemployment is particularly severe in the import/export trading sector – and this represents SMEs that have gone out of business. At present, if an SME does get an order they do not have the cash flow to implement it. The banks are very cautious about trade financing. Before if an SME had a Letter of Credit they could get a loan very easily – now there is no way," he said.

The Committee is trying to help SMEs by providing ideas to boost productivity.

"In most SMEs the boss decides everything and is therefore the main source of information. This can be very limiting.

SMEs should utilise the Internet, trade association libraries etc to get market information so they can gain a competitive advantage," he said.

Mr Lee also recommended that full use of IT could improve office efficiency. He said that high value-added service would also help SMEs to procure and retain customers.

The Chamber's SME Committee has urged Government to formulate a mid to long term strategy to assist and promote SMEs in Hong Kong which account for 98.3 per cent of businesses and employ 63 per cent of the workforce.

"One of the problems with SMEs is that they use short term lending to fund long term investment – so most fail. We need to look for other ways of short term financing to help with the cash flow problem," he said.

Mr Lee said that he could not see banks changing their lending culture and suggested that SMEs go to other financial institutes.

"Asset-based financing enables SMEs to sort out their short term cash flow. Another way is for them to use Export Credit Insurance, which is cheap, and the banks might be willing to give them loans," he said. ■

## OBITUARY 訃聞

# John Louis Marden 1919-1999

Mr John Louis Marden, former General Committee member and a long-time Chamber supporter, died peacefully at his home at Shek O on Thursday, March 18. He was 80 years old.

Mr Marden, who carried one of the most famous and recognisable names in Hong Kong business, was a member of the Chamber's Council until his death. He originally joined the General Committee of the Chamber in 1973 and was Chairman for two years in 1982-83 and 1983-84.

Mr Marden joined Wheelock Marden, the company founded by his father, George, in 1946 and became a director of the company in 1952. He succeeded his father as the group's Chairman in 1959.

His directorships included Hong Kong Bank, Dairy Farm, the Cross Harbour Tunnel, Hong Kong Electric, among many others. Wheelock Marden had extensive interests in Hong Kong including property and retailing (including Lane Crawford) and insurance and aviation.

The company became the subject of a takeover battle in 1985 when John Marden stepped down as Chairman. The group eventually came under the control of the late Sir Yue-kong Pao's shipping group.

Mr Marden is survived by his wife Anne and a son and three daughters. Both John and Anne Marden were strong supporters of various charities, especially through the Marden Foundation.

**Vale John Marden.**

## 馬登先生辭世 (1919 - 1999)

馬登先生生前為香港總商會理事會成員，支持本會多年。本年3月18日，他在石澳寓所內安詳辭世，享年八十。

馬在本港商界享負盛名，臨終前一直為總商會諸議會成員。他於1973年任本會理事，並於1982至83年度及1983至84年度任本會主席。

馬於1946年加盟其父創辦的Wheelock Marden，於1952年出任該公司總裁，並於1959年繼其父職，出任集團主席。

他生前為多家公司董事，計有匯豐銀行、牛奶公司、海隧及港燈等。Wheelock Marden在港經營地產、零售、保險及航空等廣泛業務，連卡佛亦屬旗下。

馬登先生於1985年退任集團主席後，該公司即捲入收購戰裡；最後，終由已故船王包玉剛爵士的集團成功收購。

馬有一子三女，妻室健在。子女皆熱心公益，並設立馬登基金，造福社群。

香港總商會全人謹此致唁。

# SMEs get their just award

The backbone of Hong Kong's corporate population, the SMEs, making up 98 per cent of businesses in the SAR, were awarded for their hard work and success in the 1998 Awards for SMEs on February 12.

Contestants went through a stringent screening process to be chosen as finalists for the New SME Award and Best Managed SME Award.

Companies established for less than three years were eligible for the New SME Award while those that were older could enter the Best Managed SME Award.

A team of assessors visited the Hong Kong operations of each candidate and interviews were conducted with department heads, management and staff to gain an in-depth understanding of their business operation.

The assessment consisted of seven criteria. Firstly, judges looked at leadership qualities of an SME and, specifically, how management influences and inspires staff to work enthusiastically in support of the organisational performance objectives.

Business Development was also examined. SMEs were judged on their ability to identify and maximise business opportunities for sustainable growth.

Human resources development was another area that was assessed.



Winners of the New SME Award. 新創辦中小企業獎得主

Organisational development was measured by seeing how effective the business structure was in sustaining the SMEs growth. Resource management was also looked at, which determined how an organisation manages its resources efficiently. More points were given to the critical success factors of a business and what business fundamentals an organisation has to drive

its augmentation and long-term viability.

Finally, business results were given the most points and related to the customer and stakeholder satisfaction and contribution to society of an SME.

Finalists were selected from the assessment and each gave a five-minute presentation to the judging panel on their achievements.

## 中小企業獎得主實至名歸

中小型企業是本港企業的一大支柱，佔全港商業機構總數98%；在2月12日，1998年香港中小企業獎表揚了中小型企業的成就與努力。

參選機構須經嚴格甄選，才可進入「新創辦中小企業獎」及「最傑出管理中小企業獎」的最後入圍階段。「新創辦中小企業獎」供成立三年以下的中小型企業競逐，成立較長時間的公司則可參選「最傑出管理中小企業獎」。

大會的評審團探訪每家入圍機構在本港的業務單位，並與公司各部門主管、管理人員及員工面談，以深入了解公司的營運情況。

評選準則共有七大項。首先，評審團觀察中小企業內部的領導素質，特別注意管理層如何帶領及啟發上下員工投入工作，以達致公司的目標。

企業的業務發展亦在評核之列。評審團評估企業能否找出及善用商業機會，幫助公司長遠發展。

人力資源管理是另一評審範圍。評審參賽機構的企業發展時，評審團考慮了公司的架構是否能有效地支援企業的發展。此外，評審團亦評估了企業的資源管理，即公司如何有效率地管理資源分配。商業成功要素，以及企業賴以長期發展及增長的基本要素，是佔分較高的兩項評審標準。最後一項是卓越成就，亦是佔分最多的項目。在此項裡，評審團評估了顧客和股東對公司的滿意程度，以及該公司對社會的貢獻。



Winners of the Best Managed SME Award. 最傑出管理中小企業獎得主

在上述評審程序中入選最後複決的參選機構，各須在五分鐘內向最高評審團介紹公司的優點及成就。



## Best Managed SME 最傑出管理中小企業獎

### Golden Award 金獎

#### Winner – Dunwell Petro-Chemical Company

Dunwell Petro-Chemical was incorporated in 1991 with the vision of promoting waste oil recycling industries in Hong Kong. Its core business lies in the recycling of waste lubricating oil and marketing of lubricating products in Hong Kong, China and Taiwan. Today, Dunwell is a privately owned, profitable waste-oil recycler. It is also a major company in Hong Kong, which manufactures and markets green lubricating oil. In 1997, Dunwell was certified an ISO 9002 company.



#### 得獎機構——正昌石油化工有限公司

正昌石油化工有限公司成立於1991年，一直致力推廣綠色工業，主要業務包括生產環保潤滑油，以及在香港、內地和台灣推廣潤滑油產品。今天，正昌是具有相當盈利能力的私營廢油回煉廠商，也是本港生產及推廣環保潤滑油的主要公司。在1997年，該公司榮獲ISO9002品質管理證書。

#### Judge's Comments

"Business opportunities of Dunwell are viable and environmentally-friendly. Dunwell is a well-balanced organisation with both outstanding business and social achievements. Its dedication to total customer satisfaction and employees involvement – in vision and action – gives the company a truly competitive edge."

#### 評審團意見

「對正昌來說，目前市場可謂商機不斷。正昌是一間能均衡發展的公司——既有驕人業績，同時又可兼顧對社會的貢獻，實屬難得。該公司一方面努力令顧客滿意，一方面積極推動員工全情投入工作，長遠來說，將令正昌更有競爭力。」

### Silver Awards 銀獎

#### Winner – ABC Data and Telecom

Founded in 1978, ABC had the vision to build a software kingdom by the Year 2000 via a financial information superhighway. It is dedicated to providing financial and interactive multi-media software to various financial institutions in Hong Kong and Asia. ABC was amongst the earliest pioneers in Hong Kong to develop financial software for use in the microcomputer in the late 70s.



ABC Data And Telecom Limited

#### 得獎機構——ABC 國際有限公司

ABC於1978年成立，目標是透過金融資訊高速公路，在公元2000年成為軟件王國。公司的主要業務，是為香港和亞洲地區的金融機構提供財務及互動的多媒體軟件。ABC是在70年代後期發展香港微型電腦財務軟件的先驅之一。

#### Judge's Comments

"ABC has a very impressive management team dedicated to product innovation, customer satisfaction and employee loyalty. It is a visionary company anticipating market developments and responding rapidly."

#### 評審團意見

「ABC的管理層致力創新產品、提升顧客的滿意程度及員工的忠誠，令人留下深刻的印象。該公司有遠大目光，能夠預測市場趨勢，作出迅速回應。」

#### Winner – Shun Sang Company

Incorporated in 1993 as a wholesaler and distributor of personal hygiene products. It has established partnership with Procter & Gamble (P&R) for five years. From 1997, Shun Sang has been working more closely with P&R and has taken part in its inventory and logistics management system.



#### 得獎機構——香港信生有限公司

香港信生有限公司於1993年成立，業務以批發分銷個人衛生日用品為主。成立五年以來，該公司一直是香港寶潔有限公司的合作夥伴，並於1994年獲寶潔甄選為本港地區兩間特約經銷商之一。由1997年起，香港信生進一步為寶潔負責倉儲及物流管理業務，雙方的合作從此更形緊密。

#### Judge's Comments

"The strategic business relationship that Shun Sang built with P&G has enhanced its corporate culture – which spell the characteristics of a successful SME. Successful communication is its corporate mission, and the emphasis of strong teamwork and effective application of information technologies are critical success factors of Shun Sang."

#### 評審團意見

「香港信生有限公司擁有成功中小企業的所有特點；該公司與寶潔的策略性夥伴關係，更強化了這種優良的公司文化。該公司與員工之間有良好的溝通渠道，能夠明確地傳達公司的宗旨與使命；公司亦重視團隊精神，並且有效地運用資訊科技。凡此種種，皆是該公司的成功要素。」

### Certificates of Merit 優異獎

Air Eagle Int'l Freight  
Biu Chun Watch Hands and Parts Manufacturers  
Coils Electronic Company

飛鷹國際貨運（香港）有限公司  
標準錶針及配件廠有限公司  
高雅線圈製品有限公司

## New SME 新創辦中小企業獎

### Golden Award 金獎

#### Winner – Innomind International

Founded in 1996, with two people and limited capital, Innomind International is a young and energetic company that has successfully launched novelty products to over 20 countries. In the same year, it developed POPHalo, the first multi-layer EL flashing watch in the world. Its smart mix of fabulous design and innovative technology has created a big splash in the industry. Innomind is known for instilling creative elements into daily, mundane products to create new, profitable market niches. Its mission is to originate more creative products that can evoke consumers' emotions, and ultimately encourage a more lively fun loving life.



#### Judge's Comments

"Innomind has demonstrated a strong commitment to develop long-term stakeholder relationships in all aspects of its business. Both creativity and technology – the soft and hard of running a business – are all well taken care of. Top management's vision has been fully communicated and built into the key processes. Innomind is a well-managed and highly innovative SME built from scratch and deserves recognition."

#### 得獎機構——意匠國際有限公司

意匠國際有限公司成立於1996年。創業之初，意匠僅有少量資金及兩名職員，但這間朝氣勃勃、充滿幹勁的公司能將旗下產品遠銷至全球20多國。同年，意匠創製了全球首批多層面電子發光手錶——POPHalo；此系列揉合了令人意想不到的設計和創新的製造科技，在業界引起極大的迴響。意匠將極有創意的設計元素注入日常用品中，在市場上另闢盈利途徑。意匠的宗旨是設計更多創意勃發的產品，為產品增添「幽默」的元素。

#### 評審團意見

「意匠致力與客戶、供應商及員工發展長遠的平等關係，以互惠互利的信念共創佳績。無論是創意還是科技，意匠都能靈活結合和運用，憑著這些優點，該公司能在商場上無往不利，得心應手。管理層極具先見之明，並能將意念準確下達，使全體員工朝著共同目標努力。總而言之，意匠從零開始，至今發展為管理完善、創新進取的中小企業，實在值得嘉許。」

### Silver Awards 銀獎

#### Winner – Han Xuan International Development

Founded in May 1996, Han Xuan set up business with only 12 staff focused on supplying Taiwan-style food and beverages to the local market. Han Xuan has achieved tremendous success in the past two years and developed into a 35 staff company with offices in five different cities. Han Xuan's success in franchising its Taiwan food and beverage shops is evidence of its market acceptance of its products and service.



#### Judge's Comments

"With only a few years of experience in food and beverage market, Han Xuan's success is considered outstanding. Its flexible management style and its innovative attitude have provided a solid platform for Han Xuan's rapid development. Its success in franchising and strategy to explore international markets clearly indicate top management's long-term vision to become an international food and beverage corporation."

#### 得獎機構——瀚軒國際發展有限公司

於1996年5月成立之初，瀚軒國際發展有限公司只有12名職員，主要為本地市場提供台式食品及飲料。在短短兩年間，瀚軒已擴展為一間擁有35名員工的公司，並於五個城市設立分公司。瀚軒以特許經營方式推廣台式飲食，並且迅速發展，可見其產品及服務已為市場接受。

#### 評審團意見

「瀚軒在短短數年時間，即可在飲食業嶄露頭角，成績出眾，有目共睹。靈活的管理模式及求新求變的態度，為該公司的迅速發展奠定了穩固基石。從瀚軒成功採取特許經營模式，並積極開展國際市場來看，管理層矢志把瀚軒發展成國際性飲食企業，可謂目光遠大。」

#### Winner – Oriental Logistics

Oriental Logistics was established in November 1997 with a market focus on industrial logistics services. The company provides a wide range of services such as warehousing, inventory management, physical cargo distribution, third-party warehousing services and sea and freight management.



#### Judge's comments

"Oriental Logistics has developed and communicated clear business goals and missions. Through the use of appraisal systems, key performance indicators and reward schemes, human resources management concepts are nicely applied in the company. On the other hand, Oriental Logistics is customer-focused and has demonstrated a structured approach for quality assurance. Its expertise, vertical integrated services and business networks are believed to be the key factors by which it has obtained services contracts from several top ten chemical manufactures and maintained healthy financial growth."

#### 得獎機構——東方儲運有限公司

東方儲運有限公司成立於1997年11月，主要為工業機構提供廣泛的物流支援服務，包括倉存管理、貨物分發、第三者倉存服務及海/空運管理等。

#### 評審意見

「東方有清晰的公司目標與信念，並且內部溝通暢達。該公司的人事管理異常成功，透過有效的工作評核系統、傑出表現指標及獎勵計劃，員工可發揮最高的生產力。另一方面，東方對客戶極其重視，制定全面策略以確保服務質素，其誠可嘉。東方憑著豐富的專業知識、獨特的垂直綜合服務及廣闊的商業網絡，加強了該公司在市場上的競爭力，並且獲得了數間十大化學品製造商的服務合約，預料可保公司未來的財務穩健增長。」

### Certificates of Merit 優異獎

Avanti Network Cinsulatncy  
Asia Corporate Information

華股電腦網絡顧問慶  
亞洲企業（資料管理）有限公司



As the only independent, ISO-9002 certified  
lube oil blender in Hong Kong, we can :

- custom formulate different grades of lube oil
- pack/repack according to distribution needs
- deliver in Hong Kong, Mainland and other areas
- provide comprehensive oil analysis service

### Hong Kong Awards for Industry :

1996 PSCE Certificate of Merit in Environmental Performance

1997 HKPC Productivity Award

1997 HKITCC Certificate of Merit in Technological Achievement

### Hong Kong SME Award :

1998 Best Managed SME Award -- Gold Award



香港中小企業獎  
HKSME AWARD



**Dunwell Petro-Chemical Co., Ltd.**

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Yuen Long Industrial Estate, N.T.  
Phone: (852) 2443 8172  
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**DUNWELL**  
G R O U P 

# Environmental Industry – a business reality ?

Industries associated with environmental protection will be the fastest growing sector in the 21st century, according to Mr Daniel Cheng, Managing Director of Dunwell Petro-Chemical Company, which won the Best Managed SME Golden Award.

"Proactive participation in environmental protection (EP) and bonding the awareness of EP with business development strategy will undoubtedly become vital elements in enhancing the market competitiveness of a company in the future," he said.

He said environmental awareness and protection therefore has gradually become the long-term development strategy and direction of major corporations as past experience has proved that environmental damage is costly.

"As a result, environmental industry is emerging as the industry with the most potential in the near future," he said.

Hong Kong disposes of more than 15,000 metric tons of waste daily; a major portion of which is sent to the three landfills in the New Territories. Unfortunately, the capacity of all these landfills is close to being reached.

"At the same time, the cost of handling and treating waste has increased to



Waste motor oil collection programme co-organised by Dunwell, Shell and Friends of the Earth.

正昌、蜆殼石油和地球之友合辦廢油回收運動。

HK\$700/MT which has prompted the Government to seek other waste treatment alternatives," he said.

Recently, the Government has released the Waste Reduction Framework Plan (WRFP). One of its targets is to reduce 58

## 環保工業佼佼者

正昌石油化工有限公司董事總經理鄭文聰認為，環保工業將會成為21世紀發展最快速的行業。正昌是中小企業獎最傑出管理的金獎得主。

他指出：「積極參與環保工作，並在制定商業發展策略時，注入環保意識，將是公司加強未來在市場上競爭力的要素。」

鄭稱，從經驗得知，破壞環境的代價高昂，因此關注環境及保護環境這類課題，已漸漸成為大型機構的長期發展策略和方向。

他說：「在這種情況下，環保工業崛起，成為短期內最具發展潛力的工業。」

在香港，每天棄置的廢物超過 15,000 公噸；當中，大部分是送往新界三個垃圾堆填區。可是，各個堆填區的容量已近飽和，若資源未能循環再用，情況將更不堪。

他稱：「與此同時，處理廢物的成本已

增至每公噸 700 元，促使政府尋求其他廢物處理方法。」

近期，當局公布「減少廢物綱要計劃」，目標之一，是減少 58% 的城市固體廢物。鄭指出：「政府環保署已訂立更多法例、更嚴謹的監察和執行制度，以及更嚴厲的懲罰，以改善環境。」

鄭表示，公司和政府在採購時應重視環保，並且盡量購買含再造成份較高的產品。

他解釋說，注重環保的公司能降低營運成本，在國際市場上建立「綠色」形象。

他又稱：「為了推廣環保觀念，必須教育下一代認識環保的重要。」

正昌成立於 1991 年，致力在香港推廣廢油回煉工業。

正昌的主要業務包括收集及回煉廢油、

調製及推廣潤滑油產品、設計及安置廢水處理系統。該公司亦提供廢油分析服務。

近年，鄭文聰致力向工業界人士推廣廢棄潤滑油的正確回收方法，並鼓勵業界使用環保油劑產品。

鄭文聰推廣環保不遺餘力，於 1995 年及 1996 年分別奪得了「青年工業家獎」及「鷹星創意創業大獎」。

他的公司正昌於 1996 年獲頒香港工業獎「私營機構環保委員會環保成就優異證書」。

1997 年，正昌勇奪香港工業獎的「香港生產力促進局生產力獎」及「香港工業科技中心科技成就優異證書」。

鄭文聰現為香港應用研究局董事，也是政府工業署科技委員會的成員。他是地球之友董事局委員，並在多個與環境及工業有關的委員會和董事局內身居要職。■



per cent of municipal solid waste. "The Environmental Protection Department (EPD) of the HKSAR Government has established more regulations, monitoring and enforcing systems as well as penalties to maintain a better environment," he said.

Mr Cheng said that companies should be environmentally responsible in their purchasing and try to buy products with a high-recycled content.

He explained that environmentally aware companies would experience lower operating costs and promote a "green" image in the international market.

"In promoting the concept of EP, our next generation of students should be educated to recognise its importance," he said.

Incorporated in 1991, Dunwell had a vision of promoting waste oil recycling industry in Hong Kong.

Areas of Dunwell's business range from the collection and re-refinery of spent oil, blending and marketing of lubricating oil products, design and installation of waste water management systems. They also provide a used oil analysis service.

In recent years Mr Cheng has concentrated his efforts on educating industrialists on the proper recycling of spent lubricating oil and the use of "green" oil products.

It was due to his commitment to the environment that Mr Cheng was selected as a winner of The Young Industrialist Award in 1995 and Innovative Entrepreneur in 1996.

His company, Dunwell, was awarded the PSCE Certificate of Merit in Environmental Performance, organised as part of the 1996 Hong Kong Awards for Industry.

In 1997 Dunwell was a winner in the Hong Kong Awards for Industry HKPC's Productivity Award, as well as HKITCC Certificate of Merit in Technological Achievement.

Mr Cheng serves as the director of Applied Research Council, and sits on the Technology Committee of the Industry Department, the Government of the Hong Kong SAR. He also holds a number of key positions on committees and boards related to the environment and industry. ■



**Use of Dunwell's re-refined lubricant by a major bus company.**

本港某大巴士公司使用的潤滑油，是經正昌再煉的。

# Government to spearhead e-commerce initiative

Cyberspace is a new frontier that offers enormous opportunities to Hong Kong but in order to utilise these the SAR must aggressively pursue e-commerce, according to Mr K C Kwong, Secretary for Information Technology and Broadcasting at a joint business luncheon.

"We are demonstrating the benefits of e-commerce to the community by becoming a leading user. We will launch the Electronic Service Delivery (ESD) scheme – a scheme to provide government services over the Internet," he said.

Mr Kwong hopes that the scheme will increase awareness of e-commerce and act as a catalyst to pump-prime the development of e-commerce in the private sector.

"By exploiting the convergence of computing power, telecommunications and multimedia presentation, the Internet has created an ever expanding and digitally connected virtual community – a community that transcends geographical and time boundaries providing enormous business opportunities," he said.

Mr Kwong said that in comparison to radio, which took 38 years to reach an audience of 50 million people globally, the Internet only took four years. Traffic on the Internet doubles every 100 days and industry estimates predict e-commerce will increase to US\$220 billion by 2001.

"Through e-commerce new markets can be reached that are too costly to be

explored by conventional means. This is useful to SMEs which cannot afford to establish a physical presence overseas," he said.

Mr Kwong pointed out that e-commerce also reduces sales and marketing costs.

"Sales activities would be expanded simply by increasing the capacity of the network servers. This is cheaper and more flexible than employment of sales personnel," he said.

Through closer and more direct contact with both customers and suppliers, businesses can trim down unproductive inventory, shorten production cycles and reduce throughput time.

Using e-commerce can also enhance customer relationships and service.

"Online support services are more efficient for customers. The services can also be individually customised to build-up customer loyalty in an increasingly competitive world," he said.

Mr Kwong said the Government was promoting e-commerce particularly among



Mr K C Kwong, Secretary for Information Technology and Broadcasting, speaking at a joint business luncheon.

資訊科技及廣播局局長鄺其志在聯合商會午餐會上致辭。

SMEs that make up 98.3 per cent of businesses in Hong Kong.

This will involve the establishment of an open information infrastructure, which at a later stage will be opened up to the private sector, for the establishment of e-commerce.

The Government has invited tender for the supply of the ESD system by the private sector.

The first phase of the scheme will be running in late 2000 covering the

## 政府牽頭推動電子商貿發展

電腦網絡是嶄新的領域，可帶來無窮的機遇，若要把握良機，香港必須積極推行電子貿易。2月26日，資訊科技及廣播局局長鄺其志在本港商界舉辦的午餐會上，提出了這項見解。

他說：「我們會率先成為電子貿易的使用者，向市民展示電子貿易的效益。政府將會推行公共服務電子化計劃，即透過互聯網提供政府服務。」

鄺期望，該計劃有助增加市民對電子貿易的認識，激發私營機構發展電子貿易。

他指出：「隨著電腦、電訊和多媒體科技互相融合，互聯網創造了一個數碼化的虛擬世界；這個虛擬世界不斷擴展，並且跨越地域與時空的界限，為我們帶來了不少新的營商機會。」

鄺表示，收音機廣播的全球聽眾數目，須待38年才達到5,000萬名，相比之下，互

聯網在短短四年間已超越這個水平。互聯網的通訊量每100日即倍增，業界估計，到了2001年，電子交易的總值會增至2,200億美元。

他說：「透過電子貿易，我們可以進軍過往因成本過高而無法以傳統方式開拓的新市場。對於無法負擔在海外設立辦事處的中小型企業，幫助尤大。」

鄺其志指出，電子貿易可減低銷售及市場推廣的開銷。

他稱：「商戶只須提高電腦網絡伺服器的處理量，便可增加銷售活動。這種做法的成本，較增聘銷售人員為低，且更具彈性。」

商戶藉著與客戶和供應商建立更緊密、更直接的連繫，可減少積壓而未能帶來利潤的存貨，並縮短生產周期和生產過程所需的時間。

此外，電子貿易有助加強商戶與客戶的關係，提高服務水平。

他表示：「對客戶來說，網上的支援服務更具效率。這些服務特別迎合個別客戶的需要。在競爭日趨激烈的營商環境中，此舉有助長久維繫與客戶的商業關係。」

鄺其志稱，政府鼓勵中小型企業（佔本港商業機構95%以上）採納電子貿易。

為此，政府將建立一套使用開放及界面共通的資訊基礎設施，並於稍後開放這套基礎設施，以供私營機構發展電子貿易。

政府已發出招標文件，邀請私營承辦商提供公共服務電子化系統。

公共服務電子化的第一期計劃將於明年下半年推行，屆時會有10個政府部門和公營機構向市民提供電子化服務。

政府會建立本地公鑰基礎設施，並設立核證機關，為電子貿易提供穩妥可靠的環境。



service of 10 departments and public agencies.

The Government also intends to provide a secure environment for e-commerce through the establishment of a local public key infrastructure and certification authority.

"With the establishment of digital signatures and a public/private key mechanism, we will be able to establish the identity of the parties to an electronic transaction, authenticate electronic messages transmitted, guarantee the integrity and confidentiality of the messages and ensure that they cannot be repudiated," he said.

Other government objectives are to provide a clear legal framework to enhance certainty in e-commerce transactions. The same recognition will be given to electronic records and digital signatures as that for their paper-based counterparts.

"We are now working on a bill to establish the framework, we aim to introduce the bill into Legco within the next quarter," he said.

Finally, Mr Kwong said the Government aims to nurture the IT industry by outsourcing government IT projects as much as possible.

"Starting in 1999-2000, all new IT development and maintenance projects will be outsourced unless there are overriding reasons for retaining the work in-house. Our target is to outsource two-thirds of all new IT projects in Government by 2001 so as to create a market of sufficient size to stimulate the development of the IT industry," he said. ■

他表示：「藉著數碼簽署及公私密鑰機制，我們可確定進行電子交易人士的身份、認證所傳送的電子訊息是否真確、保證訊息完整無缺，且不會外洩，並確保這些訊息於發出及接受後不會被否定。」

政府的另一目標，是設立清晰簡明的法律架構，以提高電子交易的明確程度。當局會確認電子記錄及數碼簽署享有與文件交易的記錄和簽署具有同等的法律地位。

鄺稱：「我們正草擬設立該法律架構的條例草案，並計劃於本年第二季提交立法會審議。」

最後，鄺其志稱，政府會盡量外發資訊科技工程，藉此推動本港資訊科技業的發展。

他表示：「由1999至2000年度起，除非有充分理由需要政府內部處理，否則，政府會優先把所有新的資訊科技發展和維修保養計劃外發給私營承辦商。我們的目標，是要在2001年把政府三分之二的資訊科技工程外發，藉此開拓具有相當規模的市場，從而刺激資訊科技業的發展。」 ■

# Members meet with Legco Rep

Mr James Tien, the Chamber's Legco representative, met with about 30 members for an informal meeting on the evening of March 16.

With the intention of developing stronger communications between our Legco rep and Chamber members, Mr Tien answered questions and absorbed members' opinions so that he could better reflect their views in Legco.

Some questions were about the telecommunications policy; others focused on the environment, competition policy, SMEs, the Cyberport and Mr Tien's position on his abstention from the vote of confidence for Chief Justice, Ms Elsie Leung.

Mr Tien answered all questions frankly and gave his own candid opinions on various issues.

The evening went off productively and even ran overtime as members enthusiastically expressed their views.

A similar meeting will be held soon, so if you would like to air your opinions please join us. ■



Legco Representative, the Honourable James Tien, answers members' questions at the Town Hall Meeting in the Chamber.

在議事大會上，本會的立法會代表田北俊議員回答會員提問。

## 會員與立法會代表暢論時政

3月16日，總商會立法會代表田北俊議員與30名會員舉行非正式會議。

這次會面旨在促進立法會代表與會員之間的溝通。會上，田回答了與會者的提問，並藉此機會聽取意見，期望能在立法會內充分反映會員的觀點。

會員的提問中，有些是關於電訊政策，其餘的則環繞環保、競爭政策、中小型企業及數碼港等問題。此外，與會者亦問及田北俊在律政司司長梁愛詩的信任表決中放棄權票的立場。

田議員坦誠回答所有問題，並且直率地提出自己對多項事務的意見。

是次會議成效不俗；由於會員熱切發言，所以會議亦超時進行。

同類會議快將舉行。若您希望抒發己見，萬勿錯過。 ■



Mr Shalom Levy, a member from the Chamber's Environment Committee, asks Mr Tien a pertinent question.

總商會環境委員會成員Shalom Levy向田北俊提出有關環保的問題。





The Plettenberg Hotel. 普萊滕貝格的 The Plettenberg 酒店

# *Sun, sand and dra*

By Louise Parkinson

Cape Town, South Africa, is renowned for spectacular vistas of dramatic cliffs cascading to the South Atlantic Ocean on the west side and to the Indian Ocean on the east. The difference in temperature is quite apparent and only the brave try the chilly Atlantic.

The best time to go is in the summer, which falls between November and February.

This is the time I traveled and was surprised by the similarity of the scenery to Hong Kong – the majestic Table Mountain surrounds hilly streets declining down to the city 'bowl' as buildings vie for space on the small space of flat land by the sea.

Situated on the slopes of Table Mountain, opposite to a reservoir and park, is Mayville House, a lovingly

restored Edwardian mansion dating back to 1905.

This historical Cape Town landmark evokes a bygone era of gracious living while offering personalised service standards required by the discerning traveler. The handsome period building is beautifully restored and refurbished in colonial style furniture. Each of the five en-suite bedrooms has been exquisitely decorated so that each has its own unique personality.

Other facilities include a sitting, breakfast and smoking room and swimming pool, which is overshadowed by the magnificent Table Mountain.

Mayville house is a few minutes from the city centre of Cape Town and within easy reach of many of the Cape's most celebrated scenic attractions; including the world renowned winelands, golf courses, beaches, the Victoria and Alfred Waterfront and the Kirstenbosch Botanical

Gardens. Service at the small, exclusive guesthouse was unsurpassed. The inclusive full English breakfast featured delicious homemade bread. Even when asked for a deviation from the normal menu, in this case kippers, the host was kind enough to go to the market and supply them the next day.

This five star service was very different to what you experience in Asia's large hotels – it was personalised and you felt you were staying in someone's home rather than a hotel.

No children under 10 are allowed into the hotel, which ensures peace and quiet. Prices start at R360 (HK\$452) per night sharing with full English breakfast so when compared to Hong Kong, it is extremely reasonable.

One of the trips worthwhile taking is the sunset harbour champagne cruise in Table Bay. This takes place on a 58-foot





# ma on the Cape

gaff rigged schooner, which departs from the waterfront each afternoon and is only R60 (HK\$75) per adult.

When we sailed the views and the sunset were spectacular, however it does get cool in the evening so wrap up – extra blankets are provided if required. Be sure not to drink too much champagne (all of which is free), as the sea can be quite rough!

Another day out is to hire a car and drive around the Cape on the coastal road to Cape Point. This is the most famous southern tip of Africa. Actually, Cape Agulhas is the most southern tip of Africa but is less well known. A funicular railway can take weary walkers up to the top of the peninsula or you can hike there. From the top you can take another cliff path to the absolute point of the peninsula and look out to sea and view the Indian Ocean to the east and the Southern Atlantic to the west. Some people even say that you can

see a difference in the colour of the water – however this escaped me.

Driving further around the Cape one travels on spectacular roads that seemingly grip the side of the cliffs as they tumble down to the choppy water below.

The bay that is next around from Cape Point is False Bay – a huge inlet that seems to go on for miles. In fact it is named 'false' because many explorers were deceived and believed they were sailing up the West Coast of Africa when in fact they had only passed Cape Point and still needed to negotiate the southern most tip Cape Agulhas. Many wrecks lay testament to this maritime deception.

Further along the coast is Boulder Bay. Swimmers can enjoy the sheltered cove full of huge rocks for diving off, along with the penguins who take refuge here in summer. This is truly a natural experience, with penguins appearing unaware of your presence.

As you drive further along the coast road you will come across quaint villages with fish and chip shops useful for a late afternoon dinner.

Another worthwhile adventure is to hike up the 3,000-foot Table Mountain. This is an arduous trek and should only be attempted by the fit. Other sightseers can take a cable car, which provides equally spectacular views of Table Bay and the surrounding area. On top of the mountain are a variety of restaurants and bars to celebrate your accomplishment if you hiked there.

There are numerous beaches in Cape Town, notably Camps Bay, which has unspoiled white sands and panoramic vistas.

Interested parties can take diving courses to qualify for the PADI certificate. I did this and the water was exceedingly clear but the instructor had to carry a shark pod (to repel sharks) as a two-metre Great



White had been sighted. The price for a four half-day course was only HK\$800.

Another area of interest is the Victoria and Alfred Waterfront, this area features shops and restaurants overlooking Table Bay.

An absolute must for holidaymakers is a tour of the Stellenbosch winelands. Tourists can hire a driver and guide to visit exclusive vineyards and sample wine at a very reasonable cost. We had lunch at a small hotel in the shade of trees situated in a beautiful garden. Be aware of the quota of wine you can bring back into Hong Kong because at these prices it is very easy to over buy.

After fully experiencing the beauty of the Cape we decided to make our way up the coast on an exhilarating drive along the aptly named Garden Route to Plettenberg Bay, which is known for its temperate climate.

We stayed at The Plettenberg; a hotel built on a rocky headland with breathtaking vistas of sea, sand and mountains. The hotel has 40 superbly furnished rooms each done in an individual style.

Rock, deep sea fishing and diving can be arranged by the hotel. There are two Gary Player designed golf courses in the vicinity and you can enjoy bowls and tennis at the nearby Country Club. Stunning coastal drives to the Tsitsikamma Forest, Nature's Valley and Elephant Walk also allow you to soak up the tranquility and wonder of the natural environment.

Plettenberg has three unspoiled beaches one of which – Point Beach – is 20km long.

The nearby town of Knysner provides excellent shopping opportunities, particularly in locally produced arts and crafts. We went there on Christmas Eve and were able to fulfill all our gift requirements. Go down to the South Keyes by the waterfront and indulge in a lunch of locally caught seafood and South African white wine. There are plenty of charismatic small restaurants serving tasty food at reasonable prices.

Plettenberg also has a bustling high street with street cafes and shops selling anything from swim wear to scented candles.

A first-class Italian restaurant can be found near the town centre. Here guests can experience breathtaking sea views and delectable food.

Frequent boat tours leave the main beach to view seals, dolphins and whales that mate and calve in this unpolluted bay.

A holiday in South Africa represents good value for money. Luxury tours and accommodation are at the upper end of what you would expect for this standard, and in my opinion, surpass anything in Asia.

Whilst traveling in Cape Town and to Plettenberg we did not feel unsafe, however due to higher crime rates particularly in car-jacking you need to be extra vigilant.

*South African Airways flies to Cape Town via Johannesburg every Monday Wednesday and Saturday, a three-month roundtrip excursion fare costs HK\$5,980. ■*

# 南非自然奇

白璐珊

**南**非開普敦以奇岩峭壁的壯觀景致而聞名於世，東西兩岸懸崖崢嶸突兀，東臨印度洋，西懸南大西洋。當地溫差頗為明顯，只有勇者無懼，才敢一嘗大西洋的刺骨寒風。

開普敦的夏季（即十一月至二月期間）是旅遊的最佳季節。

我正是在這段時間到當地遊覽，令我訝異的是，那裡的景致竟跟香港相似。在壯麗的桌山環抱下，起伏不平的大街小巷斜向市中心的「盤谷」地帶，而樓房則在沿海狹小的平地上爭奪空間。

Mayville House座落於桌山山腰上，與儲水庫和公園相對，是愛德華七世時代的宅第，建於1905年，後經精心修復。

Mayville House是開普敦的歷史名勝，置身其中，能喚起旅客對當地昔日豪奢生活的懷緬；此外，旅館亦能提供切合個人需要的服務，滿足精明旅客的要求。這座建於輝煌年代的建築物經整修翻新後，變得美輪美奐，傢具陳設皆充滿殖民地色彩。五間套房的裝潢佈置十分講究，各有獨特風格。

旅館還設有起居室、早餐室、吸煙間和游泳池。泳池在巍巍桌山的嶄抱下，環境宜人。

Mayville House距開普敦市中心不過數分鐘車程，往返大部份著名景點亦十分便捷。著名景點包括世界知名的釀酒區、高爾夫球場、海灘、Victoria and Alfred Waterfront及阿爾斯藤博植物園。這家獨特的小旅館所提供的服務，無與倫比。住客可免費享用英式豐富早餐，飽嚙美味的自製麵包，即使要求餐單以外的食物（我們叫的是鮭魚），旅館主人也樂意到市場買回來，翌日弄給住客吃。

這種五星級服務，跟亞洲大型酒店十分不同。這裡提供的是個人服務，令人彷彿置身友人家裡。

酒店不招待十歲以下的小童，以保持環境寧靜。房間日租連英式豐富早餐由360蘭特（港幣452元）起，與香港的酒店比較，實在取價公道。

值得一試的，是在黃昏時份漫游桌灣。旅客可乘坐58呎長的縱帆船（船上配備了魚叉），帆船每天下午從海濱出發，成人每位只收60蘭特（港幣75元）。

起航後，沿途風光如畫，日落景玫瑰麗。入夜後天氣轉涼，務要帶備厚衣，而船上亦備有毛氈，提供旅客。船上香檳全部免費，但謹記切勿喝得過量，因為海面風浪挺大。

第二天，我們租了車子，沿海濱大道繞經好望角前往角點。雖然角點是最著名的非



Mayville House, Cape Town. 開普敦市內的 Mayville House



# 趣之旅

洲南端，但實際上，Cape Aqulhas 才是非洲真正的南端，惟較少人知道。遊人可遠足前往半島的頂端，如感疲憊，亦可乘纜索鐵路登山。在半島頂端，旅客可沿著另一條崖邊小徑往半島的終點；在那裡，可以東眺印度洋，西瞰南大西洋。有些人甚至說，從該處可分辨兩水的顏色；但我卻看不出箇中分別。

駕車再沿好望角行駛，山路緊緊摟著崖壁，恰似快要滾下洶湧的波瀾中。

角點之後的海灣名為「錯灣」，是個看似延伸百里的廣闊水灣。錯灣之所以得名，是由於以往不少探險家來到這裡，便誤以為正朝非洲西岸進發，其實他們只是經過了角點，仍需開往南端 Cape Aqulhas。這個誤會，不少葬身海底的船隻殘骸可以為證。

沿著海岸行駛，可到企鵝海灘。該避風小灣滿是巨大岩石，泳客可享受跳水之樂，與避暑的企鵝為伴。企鵝似乎絲毫未覺人類在旁，令人真正享受大自然的怡然。

繼續沿海岸大道前進，途中會經過一些古樸妙趣的村莊。村裡開了炸魚薯條的小店，好讓誤了午飯時間的遊人來一頓小吃。

另一個不妨一試的旅程，是徒步登上 3,000 呎高的桌山。此段路程十分艱巨，只有體魄強健的人才可嘗試。其他觀光者乘坐纜車，同樣可欣賞桌灣和四周的悅目景致。山頂上設有不同種類的餐廳和酒吧，徒步登山的人大可在店內為完成壯舉大肆慶祝。

開普敦的海灘眾多，著名的有坎普斯貝灣，沙灘上的細沙雪白晶瑩，風景一望無際。

愛好潛水的人士參加訓練班後，可獲頒潛水證書。我也在當地學習潛水。開普敦的海水清澈見底，但由於曾出現一條兩米長的大白鯊，教練必須手持電圓棒，以備驅趕鯊魚。課程共分四節，每節半天，僅收費港幣 800 元。

Victoria and Alfred Waterfront 是另一好去處，從該處的大小商店和食肆，可飽覽桌灣的景色。

度假人士萬勿錯過到斯泰倫博斯釀酒區一遊。遊客只需付出合理的價錢，即可僱用一名司機兼導遊，參觀首屈一指的葡萄園，並品嚐美酒。我們在一家小酒店的花園裡進午餐，在樹蔭下享用美食，別有一番風味。請注意攜帶免稅酒品回港的限額，因為當地酒品售價低廉，容易過量搜購。

我們盡賞開普敦的美景後，決定沿著岸邊的花園大道而行，前往以氣候溫和稱著的普萊滕貝格海灣。在花園大道上驅車，暢快無比，令人心曠神怡。

當晚，我們入住 The Plettenberg 酒店。該酒店建於海角的石地上，從酒店可盡覽沙



Camps Bay, Cape Town. 開普敦的坎普斯貝灣

灘、汪洋、群山的攝人景觀。酒店內共有 40 間富麗堂皇的客房，各有特色。

酒店可代客安排石灘釣魚、深海捕魚及跳水等活動。酒店附近設有兩個由普萊耶設計的高爾夫球場，住客亦可在附近的鄉村俱樂部內打木球及網球。開車沿海岸前往齊齊卡馬森林、自然之谷和大象放牧場，可沐浴於大自然的寧靜和妙趣裡。

普萊滕貝格有三個海灘，都是未受污染的，其中一個是長 20 公里的角灘。

離該區不遠，有一個名為堅斯納的小鎮，遊客可在此盡情購物，當地製造的手工藝品尤其精美。我們在平安夜當天到達，剛好購買了一切所需的禮品。旅客可南下到海濱的南凱斯，享用一頓海鮮和南非白酒的午餐。至於海鮮，則是鄰近海域捕獲的。鎮內的小餐館成行成市，清幽雅致，食品美味，價格相宜。

普萊滕貝格有一條熙來攘往的大街，咖啡店和商店林立；商店的貨品種類一應俱全，泳裝和香蠟蠟燭等均有出售。

在市中心附近，有一所高級意大利餐廳，客人可一面欣賞醉人的海景，一面品嚐美味佳餚。

當地經常舉行海上暢遊活動，旅客可乘船從主灘出發，往海上觀賞海豹、海豚和鯨魚在此未受污染的海灣裡，生活棲息、繁衍後代。

在南非度假，物超所值。在那裡，旅程與住宿均是頂級豪華，絕對合乎旅客的期望；依我看來，如此消費，如此水準，亞洲沒有地方可媲美。

在開普敦遊覽期間及駛往普萊滕貝格途中，我們未覺治安不靖；可是，那裡罪案率高，劫車情況尤其猖獗，須格外小心。■

逢周一、周三及周末，南非航空公司均設航機經約翰內斯堡往開普敦；三個月有效的來回特惠機票售港幣 5,980 元。



Plettenberg Bay.

普萊滕貝格海灣風光秀麗



# Countermeasures to prevent industrial espionage

The word espionage conjures up images of the KGB, MI5, James Bond and the CIA, so people tend not to believe that such a thing exists, but it's happening here and now, according to Mr Bruce Wimmer, Regional General Manager, Pinkerton Consulting Services.

Mr Wimmer was speaking at a Roundtable luncheon on February 10.

"Many people think of espionage as what happened during the Cold War between the US and Soviet Union. But times have changed – the world of espionage today is in business – and it is very real," he said.

Almost every company gathers information about its competition. Competitive intelligence is information that can help to enhance your company's position.

"In most cases that information can be gathered through legal, ethical and non-covert methods, this is not business espionage. Business espionage uses cloak and dagger methods that are unethical and, in many jurisdictions, illegal," he said.

The Economic Espionage Act of 1996, enforced in the US, is defined as trade secrets that are stolen, taken or carried away, or procured by fraud or deception.

"Espionage is committed by Governments that are integrated with business, competitors and any freelancers out there, who sell trade secrets," he said.

To protect your business it is important to increase awareness of espionage amongst staff.

"Classify sensitive information on a need-to-know basis. If you try to protect everything you will protect nothing. Install a security reporting system like a hotline where people can report anonymously," he said.

Mr Wimmer suggested that companies should work closely with legal staff to develop good non-disclosure and non-compete agreements.

"Have a review system for corporate information releasing and do background investigations of key employees, particularly new hires and people being promoted," he said.

Other espionage countermeasures are using crosscut shredders; the old strip shredders are not good enough. Control access to buildings and sensitive areas of the facility.

Companies should enforce a clean desk policy so all sensitive documents and computer disks are removed from the desk and locked up. Also computer security measures like firewalls, login codes, automatic logoff and secure screensavers should be used.

"Periodic technical surveillance countermeasure surveys can be done which sweep premises for bugs. Data can be encrypted for telephone and fax lines," he said.



Mr Bruce Wimmer, Regional General Manager, Pinkerton Consulting Services.

Pinkerton 顧問服務區域總經理魏默安

More than six million devices used in espionage were sold in Hong Kong in 1997 – that is one for every person in the SAR.

"Laws are not sufficient for protection – wiretap laws are outdated and not in line with today's technology," he said.

One method used frequently by spies is to gather secrets under an assumed role.

## 商業間諜防禦戰

間諜活動令人聯想到前蘇聯特工KGB、英國軍事情報部門MI5、占士邦和美國中央情報局，所以一般人多不相信間諜活動的存在。然而，Pinkerton顧問服務區域總經理魏默安指出，此時此地，間諜活動的確有其事。

魏默安於2月10日應邀出席本會主辦的小型午餐會，並講述防禦間諜活動之道。

他說：「很多人心目中的間諜活動，情況就如冷戰時期美國與蘇聯的間諜攻防戰一樣。可是，時代變了，今天的間諜活動主要是在商業社會發生，這是鐵一般的事實。」

差不多每家公司都搜集競爭對手的資料。所謂競爭情報，是指有助公司加強競爭優勢的資料。

魏稱：「在大部份的情況下，公司可採用合法、合乎道德和光明正大的方法搜集資料，這不算是商業間諜活動。商業間諜

活動是指透過不道德的陰謀詭計搜集資料。這種手法，在不少司法地區內更屬非法行為。」

根據美國1996年訂立的《經濟間諜活動法》，商業間諜活動是指盜取、拿走或攜去，或以詐騙的手法獲得商業秘密。

他指出：「參與間諜活動者包括涉及商業利益的政府、競爭對手，以及販賣商業秘密的獨立人士。」

為了保障公司利益，應加倍注意僱員有否從事間諜活動。

他說：「公司應以僱員對資料的需求程度，把機密資料分類。若希望把所有資料保密，只會徒勞無功。公司可設立電話熱線等保安舉報系統，讓人們以匿名告密。」

魏默安建議，擬訂合同時，公司應與法律人員緊密合作，以免洩密。

他提出：「公司宜為資料發放設立檢討

機制，並調查重要僱員的背景，尤其是那些剛剛受聘或獲晉升的員工。」

另一種防禦間諜活動的措施是使用交叉式碎紙機；舊式碎紙機只把紙條切割為長條，保密程度不足。另外，公司可控制人們進出寫字樓及機密地帶。

公司應執行「清桌」政策，規定員工清除桌上所有機密文件及電腦磁碟，並把它們鎖上。公司亦可採用「防火牆」、登入碼、自動登出裝置、螢幕保護裝置等電腦保安系統。

魏說：「公司可定期進行技術性監視防禦勘查，以掃除單位內的竊聽器。公司亦可把經由電話線及傳真線傳送的訊息編碼。」

1997年，香港有600多萬件間諜偵測器具出售，即平均每位港人一件。

他指出：「目前的法例未能提供足夠保障；例如，關於搭線竊聽的法例已經過時，跟不上今天的科技發展。」



"We have documented cases of individuals working for a Japanese News Network posing as journalists who were gathering sensitive information. Another successful method is to pose as a graduate student doing research – in this role you're innocuous and pose no threat – it's amazing what information companies give out," he said.

The absolute best role to assume though, is one of a good potential customer – it's incredible what information a company will reveal to get a sale.

"Pretexts are easily used even over the telephone," he said.

Often spies will disguise themselves as legitimate tourists or visitors to obtain trade secrets.

"Some Japanese visitors on a tour of a US company were found taking covert photographs, dipping their ties into secret solutions and using their shoes to pick up metal chips," he said.

間諜經常使用的一種手法，是藉虛假身份收集商業秘密。

他舉例說：「根據紀錄，有些人曾假扮日本一家新聞機構的記者，以收集機密資料。另一種收集情報的有效方法是冒充研究生，藉詞進行研究來刺探機密。由於這種身份並不引人注意，也不會構成威脅，故此公司往往掉以輕心，願意提供十分重要的資料。」

最有效的，是冒充重要客戶。為了達成交易，公司每每願意透露極為機密的資料。

他說：「即使透過電話交談，也可輕易托詞掩飾，探聽機密。」

間諜經常偽裝一般遊客或訪客，以套取商業秘密。

他舉例說：「有些日本人參觀一美國公司時，被發現偷偷拍照，將領帶浸入拜訪公司的秘密配方內，並用皮鞋撿起金屬碎屑，以盜取機密資料。」

Another method used is raiding the "black forest" (black garbage bag) of a company.

"It's incredible what people throw in their trash. CNBC News asked me to do a trash raid on camera – we found the bank statements of a company for a year, profit-loss statements of 22 outlets for a year, special arrangements they had with suppliers etc and Hong Kong ID information – the guy from CNBC could not believe it," he said.

Spies may also break into a company bypassing the locks and covertly copying documents or physically stealing them.

"In Taiwan a company who made pipe fittings had a big contract coming up. Documents were stolen for the contract they were bidding on and the company went bankrupt. A toy manufacturer in Taiwan showed off his latest designs to some people (competitors) who were very interested, and got his home address. That

另一種方法，是突擊搜索目標公司的「黑森林」（黑色垃圾膠袋）。

魏稱：「人們丟進廢紙箱裡的東西，真叫人難以置信。有一回，CNBC新聞公司要求我在鏡頭前作廢紙箱突擊搜查。結果，我們找到一家公司整年的銀行月結單、22家門市店整年的損益表和它們與供應商的特別協議，以及香港身分證的資料。這些發現，令CNBC的記者也感到不可思議。」

此外，間諜無需開啟門鎖，也可潛入公司，盜印甚至偷取文件。

他又舉例說：「在台灣，曾經有一家製造喉管裝置的公司在履行重大合約時，遭人偷去有關合約的文件，最後，該公司破產倒閉。台灣有一名玩具生產商向人（競爭對手）展示公司的最新設計，後者表示很感興趣，並取得該名生產商的住址。當天晚上，玩具模型即在生產商的寓所內被竊。」

evening the toy models were stolen from his house," he said.

Another method is recruitment or penetration.

"A Japanese company was trying to penetrate a competitor with a secretarial spy. You must be careful who you hire," he said.

Hiring people away is another method used – for example if you have experts with specific knowledge competitors may pay them more money and hire them in order to obtain that knowledge.

"In Hong Kong a company manufacturing dim sum hired away a senior person in a similar company resulting in a major espionage case," he said.

Hacking into a company's computer network is another example of espionage.

Planting covert listening devices such as wiretaps is another common method for obtaining sensitive information. This can be done on a fax line or planted in a calculator or electric socket device. ■

另一種常見的方法，是假冒應徵者或派遣臥底，進行滲透。

他說：「一家日本公司曾嘗試向競爭對手遣派臥底，擔任秘書。聘請員工時，必須謹慎小心。」

「挖角」也是常見的方法。舉例說，若公司聘請了具備專門知識的專家，競爭對手可能會以利誘「挖角」，藉此取得這方面的知識。

他指出：「在香港，曾有一家點心製造商聘請了同類公司的高層人員，引起一場矚目的商業間諜訴訟。」

入侵目標公司的電腦網絡也是商業間諜活動的另一例子。

安裝搭線偷聽器等竊聽器具是另一種探取機密資訊的常用方法。這些器具可放置在傳真機電話線上，或安裝在計算機或電插座內。■

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# Revised PRC contract law may benefit business

A new contract law, that is in the drafting process at the Ninth National People's Congress, may have far reaching advantages for Hong Kong enterprises that do business on the Mainland, according to Ms Angeline Hui, Senior Solicitor, Corporate Legal Department, Jardine Matheson.

"The new PRC contract law should be generally welcomed by foreign investors for providing a uniform basis for contractual legal principles, getting closer to Western legal concepts and setting out a better legal framework for foreign businessmen to do business in China," she said.

The new comprehensive law will unify existing laws, taking into account conditions that have come before and absorb useful international experience.

The aim is to enhance the development of a healthy socialist market economy.

"Because of the introduction of new legal concepts in the law, it will, however, create uncertainty in the short term but given time, the Chinese court will be able to develop and accumulate practical experience and legal principles in interpreting such concepts based on the PRC's unique business environment," she said.

Officials will use the practice experience gained from enforcing the existing Economic Contracts Law, Law of Economic Contracts

Involving Foreign Interests and Law on Technological Contracts.

The new law will lean to improving the ease of administration by absorbing as many rules as possible from administrative regulations and judicial interpretation on contracts that proved to be effective in the past decade.



Ms Angeline Hui, Senior Solicitor, Jardine Matheson.

怡和控股公司法律顧問部許安琪律師

Mr Gu Angran, Chairman of the Commission of Legislative Affairs under the NPC Standing Committee said: "The three existing laws have made significant contributions to safeguarding the rights and interests of contract parties, promoting economic growth, technological advances and expansion of foreign economic and trade affairs."

However he pointed out that as China continues reforms and opens wider to the outside world, the regulating scope and some rules of the three contract laws are no longer compatible with new economic and social development.

The basic principles of the draft contract law are "equality, willingness, fairness, honesty and credibility".

He said the parties involved had the right to conclude contracts according to their own will. However, the content and process of concluding the contract must also be in line with the law and administrative regulations.

Referring to the conclusion and fulfillment of contracts, he pointed out that the rights and duties of the parties involved should be defined by conclusion of the contract. He said that taking everything possible into consideration before concluding contracts will be conducive to safeguarding the legal rights and interests

## 內地新訂合同法利工商

內地新擬訂的合同法草案已提呈九屆全國人大二次會議審議表決，法例實施後，將為在內地營商的本港企業帶來長遠的利益。怡和控股公司法律顧問部許安琪律師提出了上述觀點。

她表示：「內地新的合同法應普遍受到外地投資者歡迎，因為該法例為合同提供了統一的法律原則，而且較接近西方的法理觀念，並為在內地營商的外商訂立較完善的法律體制。」

這項新制定的法例涵蓋甚豐，除了合併現有的法例外，更在草擬時，考慮了以往的事例，吸收了有益的國際經驗。

新合同法旨在促進社會主義市場經濟的健康發展。

許說：「由於法例引入了新的法律概念，短期內可能會產生混亂，但日後內地的

法院將可逐漸累積實際的經驗，並憑此發展一套法律原則，並根據內地特有的營商環境闡釋有關理念。」

內地官員從現行的《經濟合同法》、《涉外經濟合同法》和《技術合同法》中，獲取實際經驗。

新法例側重改善行政；凡是與合同有關，並在近十年行之有效的行政法規和司法解釋，都盡量吸納在新法例裡。

全國人大常委會法制工作委員會主任顧昂然表示：「現存的三部合同法對保護合同當事人的合法權益，促進國內經濟、技術和對外經濟貿易的發展，發揮了重要作用。」

他指出，隨著改革開放不斷深化，這三部合同法的規管範圍和某些規定已不再適合新的經濟和社會發展形勢。

合同法草案的基本原則是「平等、自願、公平、誠實及信用」。

他稱，當事人有權按自己的意願訂制合同，但合同的內容及訂立過程必須符合國家法律及行政法規。

他指出，在合同的訂立和履行方面，當事人的權利與責任應在合同訂立時釐訂。他說，在訂立合同前盡量周詳考慮，有助保障當事人的合法權益，減少涉及合同的糾紛；遇有糾紛時，亦方便儘快解決。

顧表示，履行合同關乎當事人的利益，對於商品流通及經濟發展亦很重要。

他指出，合同法草案強調完全履行合同的原則。換言之，當事人必須按照合同內的協議履行指定的責任，而任何一方不可單方面變更或中止履行有關責任。



of the parties involved, reduce disputes in existing contracts and facilitate prompt solutions to disputes.

He noted that fulfillment of contracts is linked with interests of the parties involved and significant for commodity circulation and economic development.

He pointed out that the draft contract law emphasises the principle of complete fulfillment of contracts. That is to say the parties involved have to perform their specific duties according to the agreement in contract and either of them must not change or stop performing the duties unilaterally.

In order to ensure the parties involved fulfill contracts, maintain trade order in the market, compensate losses that incur on other parties and safeguard the legitimate rights and interests of the parties involved, the draft contract law goes further to perfect the rules on liabilities of violation of contracts.

"This is an important rule to ensure that the parties involved will perform their duties in accordance with the contract," he said.

The sub-provisions of the draft contract law retain the forms of contracts that the three existing contracts laws stipulate, including contracts of supply and sales, electricity supply and usage, fund lending, leasing, project undertaking, project engineering, storage and preservation technology.

At the same time, in light of new developments in economic and trade practice, the draft contracts law stipulates additional forms of contracts, including contracts of leasing for fund raising, donation, trust, brokerage and mediation.

Gu said that the existing Economic Contracts Law, Law on Economic contract Involving Foreign Interests and Law on Technological Contracts would cease immediately after the new law is adopted. ■

為了確保當事人履行合同、維持市場上的貿易秩序、補償其他方面遭受的損失，以及保障當事人的合法權益，合同法草案進一步改善了違約責任的有關規定。

顧說：「這是重要的規定，藉此可確保當事人按照合同履行責任。」

合同法草案則例保留了現行三部合同法規定的合同種類，包括買賣、供用電、借款、租賃、承攬、建設工程、倉儲、保管及技術的合同。

同時，鑑於經濟貿易活動的新發展，合同法草案亦制定了新的合同種類，包括融資租賃、贈予、委託、行紀及居間的合同。

顧昂然稱，新法例通過後，目前的《經濟合同法》、《涉外經濟合同法》和《技術合同法》會即時取消。■

## Summer internship scheme for Mainland operations

*The Chinese University of Hong Kong invites businesses with Mainland operations to open up internship opportunities this summer*

As one of the leading businesses with operations on the Mainland, you are well aware of the recruitment problems you face. Now the Chinese University of Hong Kong has a programme designed to help improve your human resources on the Mainland. Through arranging internships via the China Career Development Award Programme, you can enjoy the benefits of:

- additional human resources to complete short-term or closed-end projects;
- an early testing-ground to identify suitable talent;
- enhancing your corporate image by your efforts of training young talent.

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The university will arrange students' accommodation, transportation and insurance. We will also provide an extensive support network to ensure the well-being of the students throughout the period of internship training.

Since the introduction of the

programme in 1997, the response from students and companies has been remarkable. About 200 students worked as interns in the Mainland offices of 51 companies/enterprises in Beijing, Shanghai, Guangzhou and other cities in China over the past two summers. Internships were offered in accountancy, advertising, banking, freight services, terminal operation, property, manufacturing, market research, retailing, hotel management, trade promotion and software development. Feedback from participating companies and students has been most encouraging.

Interested companies should complete the following and fax to the Office of Student Affairs of the Chinese University of Hong Kong at (852) 2603 5933 or e-mail to [appts-service@cuhk.edu.hk](mailto:appts-service@cuhk.edu.hk). For enquiries, please contact Miss Winnie Tsang on (852) 2609 7220.

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香港中文大學誠邀在內地設有辦事處或廠房的外資企業或中外合資機構，在北京、上海和華南地區提供為期6至12週不等的實習培訓機會。參與實習計劃的都是中大準三年級生各學系的精英。

香港中文大學已於香港和內地建立完善的支援網絡，全面安排「中國就業發展獎勵計劃」的一應細節，包括住宿、交通、保險等；參與計劃的機構毋須照顧實習學生的生活需要，避免加重負擔。

是項計劃曾在1997和1998年的暑期舉行，成績斐然。當中，約200名中大學生分別前往北京、上海和華南地區，在51間外

資/合資/國營機構完成實習培訓。參與機構來自各行各業，包括會計、廣告、金融、航運、物業發展、製造業、市場調研、零售、酒店管理、貿易拓展、系統設計等。各參與機構對計劃的教育意義和學生的表現均評價甚高，並認為此計劃有利促進內地與香港的了解和交流合作。

有意支持此計劃的公司或機構，請填妥以下表格，並傳真至 (852) 2603 5933，或使用電子郵件遞 ([appts-service@cuhk.edu.hk](mailto:appts-service@cuhk.edu.hk))，交回香港中文大學學生事務處。如有垂詢，請致電 (852) 2609 7220 與曾穎怡小姐聯絡。

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# Fun and frolics at the Chamber's 1999 Spring Dinner

By Simon Ngan

If anyone were to look for examples of camaraderie in the Chamber, they need not look further than the annual Chamber Spring Dinner. This year it happened on March 12.

Despite the challenging economic conditions, the Organising Committee was able to muster a list of 50 prizes. Although this was less than compared to last year, it was nevertheless considered to be an achievement given the business climate.

The Spring Dinner has become a yearly fixture on the Chamber's calendar since it was revitalised in 1994 by the SME Committee. For some, the Dinner serves as a timely event to express appreciation to their staff. Whatever the case, the event provides a cost-effective and hassle-free solution to owner-managers.

This year's Spring Dinner was honoured by the presence of Mr Chau Tak-hay,

Secretary for Trade and Industry and was co-hosted by the Chamber's Deputy Chairman and SME Committee Chairman, respectively Mr C C Tung and Mr Denis Lee.

The Chamber wishes to acknowledge the prize contributions by members as well as those who subscribed to places at the Spring Dinner. The Chamber also thanks the Organising Committee, which has put in time and effort to make the event a continued success. ■



Light entertainment for the evening came in the form of Ms Yeh You Qi, who is reportedly an up-and-coming star on the Mainland and also Dr Eden Woon, Chamber Director and Mr Wu Chieh Ming (right), Director, Far East Trade Service.

當晚，內地新晉紅星葉幼琪小姐為賓客表演助興。本會總裁翁以登博士、遠東貿易服務中心負責人吳偉民（右）亦即場獻藝。

## 歡聲處處 喜氣洋洋 總商會春茗聯歡晚會

顏偉業

若要一睹會員融洽歡聚的場面，沒有甚麽比參加本會一年一度的春茗聯歡晚會更佳了。本年度的春茗於1999年3月12日舉行。

縱然目前的經濟環境未如理想，但春茗聯歡籌委會仍能募集50份抽獎禮品。獎品數目雖稍遜去年，但在這營商氣候裡，有此成績，已算不俗。

春茗聯歡自1994年由中小型企業委員會重新舉辦後，成為了本會一年一度的活動。對於一些會員來說，春茗是向員工表達謝意的好機會。無論如何，這項活動為既是東主、又須處理營運實務的中小企業老闆，提供了實惠而省時省力的最佳選擇。

本年度春茗聯歡邀請了工商局局長周德熙為嘉賓；此外，本會常務副主席董建成和中小型企業委員會主席李榮鈞亦聯袂擔任主禮嘉賓。

本會謹向贊助獎品的會員及參加者致謝，並感謝籌委會為此所付出的時間和努力，令活動得以順利舉行。■



Thanks to Mrs Maria Cheung, for her hard work and dedication to ensure the success of the Spring Dinner.

大會致送紀念品，感謝張黃莉淳女士的努力和貢獻，使春茗得以順利舉行。



A pair of Feng Shui Lions were won appropriately by twin brothers.

在抽獎環節中，學生子喜獲風水獅子一雙。



There were 16 participants in the Beer Drinking Competition. The three winners all came from the same company, GL Design.

16位賓客參加啤酒競飲大賽。三甲得主均來自豪家設計有限公司。



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09:00 - 17:30	\$8,100	\$5,200	\$2,950	\$840
09:00 - 13:00 or 13:00 - 17:00	\$5,600	\$3,600	\$2,000	\$580
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# Budget Heads Chamber Activities

After the Lunar New Year holiday lull, levels of activity throughout all Divisions of the Chamber picked up in the month under review.

Highlights of the month were, Chamber activities related to the announcement of the Government's 1999-2000 Budget, continued preparations for the Pacific Basin Economic Council's International General Meeting (IGM) in Hong Kong in May and the opening of the Chamber Club restaurant facilities at Cheung Kong Center in Central. A joint business community luncheon went ahead on March 19 with the Financial Secretary as the speaker. It was attended by 600 business leaders.

The Economic and Legal Affairs Division once again held its popular "Business and the Budget" luncheon following the Budget announcement, the function this year being held in the Chamber's own Conference Room.

The International Business Division continued its work in putting together the programme for the PBEC IGM and ensuring the logistics are in place for a successful IGM in May.

The Chamber's Legal Committee issued a press release re-stating its confidence in the local legal system, which was especially aimed at international business.

The newly constituted Industry and Technology Committee held its first meeting on March 2 to discuss the details of a submission paper to the Commission on Innovation and Technology. The paper analyses the interim report presented by the Commission in late 1998. The paper was submitted to Prof Tien Changlin, Chairman of the Commission on March 15. A press release on our submission was issued, for details please see our Web site: [www.hkgcc.org.hk](http://www.hkgcc.org.hk). At its meeting the Committee also heard a presentation by Mr Daniel Ng of Wharf Cable on the development of Internet and multimedia services in Hong Kong.

## "Services 2000" Study

On March 1 a press statement was issued publicly announcing the "Services 2000" study. It coincided with the date when the WTO Financial Services Agreement came into force.

The CityU research team began work on the first survey which consisted of personal interviews with about 20 members of the HKCSI from various sectors. The first survey is in preparation for a comprehensive survey to be conducted later on. Work has also begun on compilation of the "Handbook of GATS commitments".

About 100 Chamber members were surveyed by the Financial Services Committee

this month on the Money Lenders Ordinance. The Committee concluded that the Ordinance in general was satisfactory and no immediate review would be required.

A member survey on the "Need in Employing PRC Nationals" conducted early in the year achieved a response rate of three per cent. The survey reveals that there is no strong urge amongst respondees to recruit PRC nationals. Those who have had experience in recruiting PRC nationals agreed that it was difficult to obtain employment visas for them due to excessive bureaucratic procedures in both Hong Kong and China.

## Web site: [www.hkgcc.org.hk](http://www.hkgcc.org.hk)

The new membership directory was placed on the Chamber Web site in March. The new edition provides four modes of searching the membership database. It also offers more business information on members, including company background and business activities.

A new corner was introduced on the Web site in February. The Chamber News notifies members of Chamber activities, new services and other important Chamber announcements.

There were 22 tenders for Government Supplies Department and seven tenders for other Departments announced on the Chamber Web site. ■

## 本月活動焦點：財政預算案

農曆年假的沉靜日子過後，踏入三月，本會各部再度活躍起來。

月內的重點事項包括：

- 舉行與 1999/2000 年度財政預算案有關的活動
- 繼續籌備將於五月在港舉行的太平洋地區經濟理事會國際年會
- 中區長江中心的總商會會所中菜部開幕
- 3月19日，聯合商會午餐會舉行，財政司司長應邀擔任講者，吸引了600名商界翹楚參加

一如往年，經濟及立法事務部在預算案公布後舉辦「工商界與財政預算案」午餐會。本年，午餐會假本會會議室舉行。

國際商務部繼續籌備太平洋地區經濟理事會國際年會，並確保作好後勤支援，使五月的大會得以成功舉行。

委員會發出新聞聲明，重申對本港法律制度的信心，當中尤論及法治對國際商貿的重要。

3月2日，新組成的工業及科技委員會首

次舉行會議，討論向創新科技委員會提交的意見書。該意見書分析了1998年底創新科技委員會公布的中期報告，並已於3月15日呈交委員會主席田長霖教授。本會亦就意見書發出新聞稿，請瀏覽本會網站 ([www.hkgcc.org.hk](http://www.hkgcc.org.hk)) 參閱有關詳情。會議上，有線電視的吳志成亦講述了本港互聯網及多媒體服務的發展。

## 「服務貿易 2000 年」研究

3月1日，聯盟發出新聞聲明，向公眾公布「服務貿易 2000 年」研究計劃的詳情；公布計劃當天，正好是世貿組織的《金融服務協議》生效。

城大研究小組展開了首項研究調查，內容包括派員親自訪問聯盟旗下來自各行各業的20家會員公司。是次調查是為了準備稍後進行的全面研究。此外，《服務貿易總協定承諾手冊》的編製工作亦已開始。

月內，委員會就《放債人條例》訪問了約100名會員的意見。委員會在總結調查時

表示，條例大致令人滿意，無需即時檢討。

本年初，本會進行問卷調查，了解會員對聘用中國內地人士的需求，問卷回覆率為3%。調查發現，回覆者對內地僱員的需求並不殷切。曾聘用內地人士的回覆者則認為，香港及內地的申請程序過於官僚繁複，難以為內地人士申領工作證。

## 網站：[www.hkgcc.org.hk](http://www.hkgcc.org.hk)

新的會員名冊已於三月份載入本會網頁。全新設計的會員名冊提供了四種搜尋會員資訊的方式，並刊載了更豐富的商業資料，如公司背景及業務範圍等，皆是新增的項目。

二月起，本會網頁增添新環節——「總商會簡訊」，這環節旨在向會員簡介本會的活動、新服務及其他有關本會的重要訊息。

本會網頁分別轉載了22個政府物料供應處及7個其他部門的招標項目。■





Left: Welcoming banquet for the Chamber delegation hosted by the Ministry of Foreign Trade and Economic Cooperation (MOFTEC), PRC.



Right: Meeting with Mr An Min, Assistant Minister of the Ministry of Foreign Trade and Economic Cooperation. Left to right: Dr Eden Woon, Chamber Director, Mr Terence Sit, Leader of the Delegation and Chairman of the Chamber's Shipping Committee and Mr An Min.

左圖：中國對外貿易經濟合作部設宴款待本會代表團。

右圖：代表團與外經貿部部長助理安民會面。由左至右：總商會總裁翁以登博士、總商會船務委員會主席（代表團領隊）薛力求和安民。



A small delegation (above) led by Mr Brian Stevenson, Chairman of the Hong Kong International, visited Okinawa, Japan, recently to participate in the "Hong Kong Business Seminar" organised by the Naha Chamber of Commerce and Industry with the support of the Okinawa Prefectural Government. During their visit, the delegation took the opportunity to call on Mr Takashi of the Naha Chamber on February 24 to discuss matters of mutual interest. For more details about Okinawa and Naha Chamber, please contact its representative in Hong Kong, Mr Yoichi Kinjo at Tel: 2501 7250 and Fax: 2868 1455.

香港國際委員會主席施文信近日率領小型代表團前赴日本沖繩，出席「香港商貿研討會」。是次研討會由那霸商會會議所主辦，並獲沖繩縣政府支持。期間，代表團於2月24日拜會那霸商會會議所副會頭有村喬（前排右），商討共同感興趣的事務。欲索取沖繩和那霸商會會議所的詳細資料，請與沖繩駐港代表金城陽一聯絡（電話：2501-7250；傳真：2868-1455）。



Top: Speakers at the Hong Kong-Guangdong Environment Partnership Seminar on Environment and Energy on March 15. From left to right: Mr Wang Zikui, Deputy Director General, Guangdong Environmental Protection Bureau; Mr Barrie Cook, Chairman of the Chamber's Environment Committee; Mr John Szeto, Vice Chairman of the Chamber's Environment Committee and The Honourable Christine Loh, Chairman, Legco Environmental Affairs Panel.

Bottom right: Mr Gordon Siu, Secretary for Planning, Environment and Lands, HKSAR Government, spoke at the luncheon.

上圖：3月15日，出席「粵港同心·環保力行」環境及能源高級研討會的嘉賓講者：（從左至右）廣東省環境保護局副局長王子葵、總商會環境委員會主席高保利、總商會環境委員會副主席司徒偉慈、立法會環境事務委員會主席陸恭蕙小姐。

右下圖：規劃環境地政局局長蕭炯柱在午餐會上致辭。



## CHAMBER IN ACTION



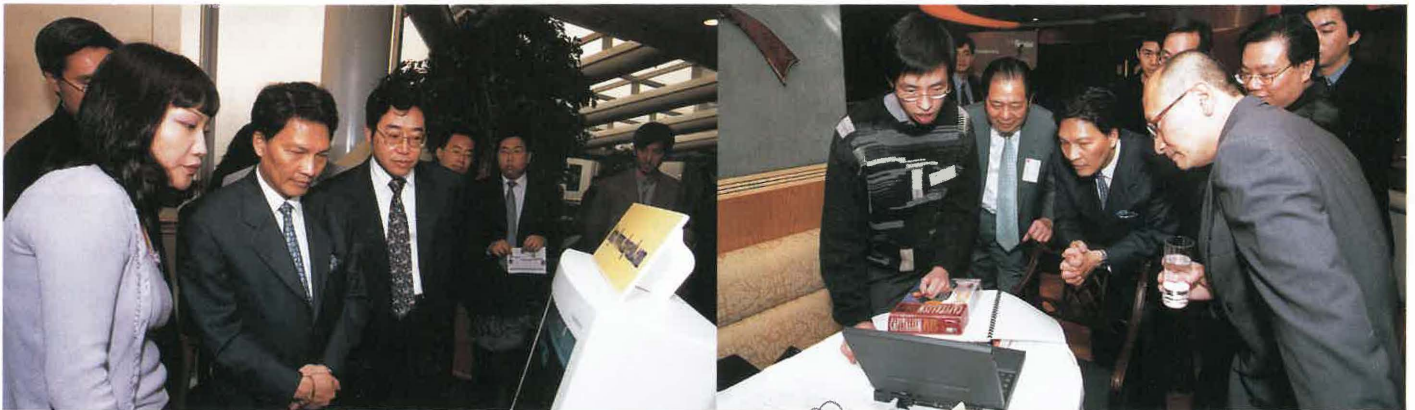
The Asia Committee organised a Roundtable on March 1, at which Mr Christopher Rees (left), Senior Trade Commissioner of Australia in Hong Kong, was the guest speaker. In his presentation, Mr Rees told members how Australia survived the Asian economic crisis and briefed members on the latest economic developments in Australia. He was welcomed by Mr Joseph Poon (right), Asia Committee Chairman.

亞洲委員會於3月1日舉辦小型午餐會，講者為香港澳洲商務處高級商務專員韋斯（左）。會上，韋斯向本會會員分析了澳洲如何在亞洲金融風暴中履險如夷，並簡介當地的經濟發展近況。



Mr Manohar Chugh (right), Chairman of the Europe Committee, welcomed Mr Etienne Reuter (left), Head of the Office of the European Commission in Hong Kong. He spoke at a Roundtable on the Euro.

歐洲委員會主席文路祝（右）接待歐盟歐洲委員會香港辦事處總監駱一德（左）。駱一德在本會有關歐元的午餐上發言。



With the intention of bringing together venture capitalists and new, cutting-edge high tech companies and talent, E1 Mix held their first informal gathering on the evening of March 9.

Innovation in emerging areas such as multimedia, the Internet and home networks requires skills from various disciplines. The idea of this event was to bring together entrepreneurs, technical experts, artists, fresh graduates, professionals and venture capitalists in a party atmosphere so they can explore commercial opportunities or just mingle and meet like-minded people. The party was hosted by Dr Lily Chiang (left), Vice-chairman of the Chamber, the Chamber and the Hong Kong Polytechnic University's Multimedia Innovation Centre.

Dr Lily Chiang commented that the event had been a major success and that she looked forward to holding a similar event in the near future.

One partygoer, Dr Pascale Fung, from the Hong Kong University of Science and Technology, said that she believed this type of event was imperative for Hong Kong's vision of becoming a high-tech hub.

E 1 Mix於3月9日晚舉行了首次非正式聚會，目的是匯集企業資本家、優秀的高新科技公司及專才，集思廣益。

多媒體、互聯網、本地網等新領域的發展，需要多方面的技術配合。此聚會的目的，是邀請企業家、科技專才、藝術工作者、大學畢業生、專業人士及企業資本家，在輕鬆的氣氛下共聚一堂，或探討商業機會，或認識同道中人，交流心得。

是次聚會由本會副主席蔣麗莉博士（左）聯同本會及香港理工大學多媒體創新中心籌辦。

蔣博士表示，這次聚會成績彪炳，並期望不久可舉辦相類活動。

香港科技大學的馮博士（參加者）相信，香港若要成為高科技中心，這類聚會是不可或缺的。



Mr Peter Sutch (left), Chairman of the Chamber, met with Mr Bo Xilai (right), Mayor of Dalian, at a dinner organised in his honour when he visited Hong Kong. The dinner was attended by 80 participants from the local and international business community. Mayor Bo outlined areas for international cooperation in Dalian and its economic development.

大連市市長薄熙來（右）訪港期間，總商會主席薩秉達（左）設晚宴款待，並吸引了本港及國際商界 80 名代表出席。席上，薄市長簡介了大連市的對外合作項目及市內的經濟發展情況。



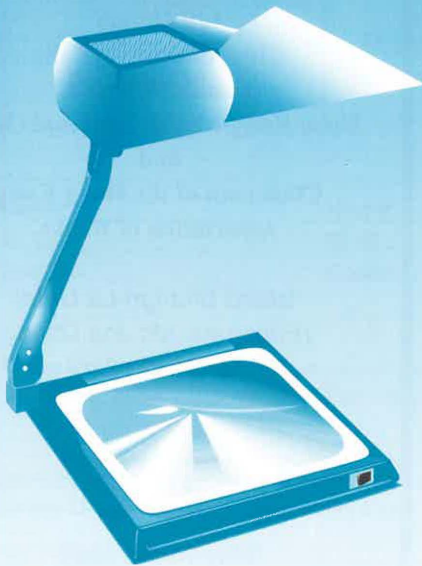
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# CHAMBER FORECAST

## COMING EVENTS

- Apr 21, 99** Seminar: Business Intelligence in a Declining Economy (English)
- Apr 21 - May 5, 99** Seminar: Management Update on Labour Laws [session 5 - 7] (Cantonese)
- Apr 22, 99** Training Course: Professional Selling Techniques for Sales Teams - How to Succeed in Face-to-Face Selling (Cantonese with English Manual)
- Apr 22, 99** Roundtable Luncheon: Short, Medium and Long Term Financing Solutions - Unearthing the Value of Your Company's Assets (Cantonese)
- Apr 22, 99** Training Course: Business Applications of Enneagram (Cantonese)
- Apr 23, 99** Joint Conference: Hong Kong Taiwan Economic Forum 1999 (Putonghua)
- Apr 23, 99** Training Course: Coaching & Teambuilding Skills for Managers & Supervisors - How to Inspire Commitment and Cooperation to Build Winning Teams (Cantonese with English Manual)
- Apr 27, 99** Annual General Meeting
- Apr 28-29, 99** The Chief Financial Officers Forum - "Leading Change: Managing in the New Economic Reality" (English)
- Apr 29, 99** Training Course: The Latest Developments with PRC Capital Gains Tax and Mitigation Measures (Cantonese)
- Apr 29, 99** Roundtable Luncheon: Technology and its relevancy to Hong Kong traditional manufacturing industry (Cantonese)
- Apr 30, 99** Roundtable Luncheon: Franchising in Mainland China - Experience Sharing with TCBY and Shenzhen Auntie Shirley Laundry House (Cantonese)
- Apr 30, 99** Guangzhou New International Airport - Business Opportunities (Cantonese)
- May 3, 99** Training Course: How to be an Outstanding Receptionist (Cantonese with English Manual)
- May 5, 99** Fellowship Dinner at the Races in Happy Valley (English)
- May 6, 99** Subscription Luncheon: Reform of China's Banking Industry and Its Future Development (Putonghua)
- May 6, 99** Cocktail Reception in Honour of European Consul Generals in HK (English)
- May 7, 99** Roundtable Luncheon: How do Asian Entrepreneurs and Investors benefit from Offshore Trusts? (English)
- May 12, 99** Roundtable Luncheon: Streamlining Sino-Hong Kong Manufacturing Management by applying Information Technology (Cantonese)
- May 12-13, 99** Training Course: Grammar Workshop (English)
- May 13, 99** Roundtable Luncheon: The Latest Developments in the Economy and Market Situation of Russia (English)

## COMMITTEE MEETING

- Apr 28, 99** Financial Services Committee Meeting  
(Regular committee meetings open to respective committee members only, unless otherwise specified.)



## Diary Dates

Apr 28-29, 1999

**The Chief Financial Officers Forum  
"Leading Change: Managing in the  
New Economic Reality"  
2 days Conference**

*Furama Hotel  
(Enquiries: Ms Yvonne Kwan,  
Tel 2823 1269)*

May 6, 1999

**Subscription Luncheon  
"Reform of China's Banking  
Industry and Its Future  
Development"  
Liu Jinbao  
Chief Executive of the  
Bank of China's  
Hong Kong-Macau Regional Office  
and  
Chairman of the Hong Kong  
Association of Banks**

*Island Shangri-La Hotel  
(Enquiries: Ms Joe Cheng,  
Tel 2823 1225)*

May 14-19, 1999

**Pacific Basin Economic Council  
32<sup>nd</sup> International  
General Meeting**

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香港總商會會員名冊



scheduled to publish this August, in book form and on Chamber's homepage,  
本會員名冊將於本年八月出版，除沿用的印刷本外，更會透過總商會網址，向全世界發行。

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As a Chamber member, you may highlight your company profile in addition to a free listing in the Directory:  
總商會會員請於會員名冊內刊登以下公司資料：

1. Corporate Logo Insertion 公司標誌

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- (2) Appeared on Chamber's homepage 公司標誌上網 (HK\$500) .....
- Do both (1) and (2) for just 兩項合計，只收 (HK\$750) .....

Please cut and paste your original Company Logo here  
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Finished logo size about 0.78" x 1"  
- on printed directory in Black & white  
- listed in Chamber's homepage in Colour

2. Photo Insertion 照片 .....

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(Photo)

Company Chief  
公司主要負責人  
HK\$250 per year  
每年 HK\$250

(Photo)

Business Contact  
業務聯絡人  
HK\$250 per year  
每年 HK\$250

please paste your Product Photo /  
other information here  
請貼上貴公司產品圖片 / 其他資料

HK\$2,200 per year  
每年 HK\$2,200

Name: \_\_\_\_\_  
姓名: \_\_\_\_\_  
Position: \_\_\_\_\_  
\_\_\_\_\_

Name: \_\_\_\_\_  
姓名: \_\_\_\_\_  
Position: \_\_\_\_\_  
\_\_\_\_\_

4. Company Name in Red Print 公司名稱套紅 (\$750) .....

5\*. Advertising Insertion 內頁廣告 .....

Please inquire for advertising rates for different positions of advertisement space in the Directory  
Telephone : (852) 2823 1288 Fax : (852) 2527 9843 Email: chamber@hkgcc.org.hk

For insertion, please complete this Form and send your cheque made payable to "The Hong Kong General Chamber of Commerce" to  
22/F United Centre 95 Queensway Hong Kong

Enclosed is a cheque for HK\$ \_\_\_\_\_ Cheque No.: \_\_\_\_\_  
Company Name: \_\_\_\_\_ Membership No.: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_

Signature & Company Chop :

Contact Person: \_\_\_\_\_  
Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

(Authorized Executive & Name in Block letters)

Date: \_\_\_\_\_

Note: Unless otherwise specified, insertions in the printed Directory are in black and white; Homepage placements are in colour close to specimens supplied.

ALL ADS (Items 2-5) WILL APPEAR IN THE CHAMBER HOMEPAGE MEMBERSHIP DIRECTORY PAGE, FREE OF CHARGE, UPON RECEIPT OF YOUR INSTRUCTIONS.

# 以前所未有的步伐 迅速上市



以最具競爭力的成本生產最優質的產品已不足以取勝。要於現今的市場上獨佔鰲

頭，速度及效率都是非常重要的。可否以最快捷及最具成本效益的方法將產品推出市場，是閣下產品成功與否的關鍵因素。

今天，製造商可能費煞思量，才可將一件產品送到消費者的面前，就以這個洋娃娃為例，它的设计是源自歐洲，配件及原料是來自亞洲五個不同的供應商，

生產資金是來自新加坡，而生產地點則是在深圳。但這只是一個開始而已，接下來的工序還包括倉存管理、訂單處理、開立

運輸文件、以至最終的包裝及分發至全球的買家。

若這個洋娃娃是閣下的產品，閣下需要一些可將所有工序組織起來的工具。這些工具可以有效地管理供應鏈資訊流程，從而使貿易夥伴節省數天、以至數星期的時間，提早完成訂單及將產品遞送到市場。

誰可給您這方面的保證？過去二十七年來，Asian Sources利用旗下的貿易刊物及最近屢獲殊榮的CD-ROMs、網站及軟件，將買家及亞洲製品供應商聯繫起來。而現在，Asian Sources推出最完美的電子貿易解決方案，為採購商及製造商創造更佳的供應鏈管理。

如欲了解Asian Sources如何助您削減經營成本及節省時間，請立即電郵至 [jlee@asiansources.com](mailto:jlee@asiansources.com) 或致電 (852)2831-0222。

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