

# The Bulletin

Magazine of The Hong Kong General Chamber of Commerce

香港總商會工商月刊



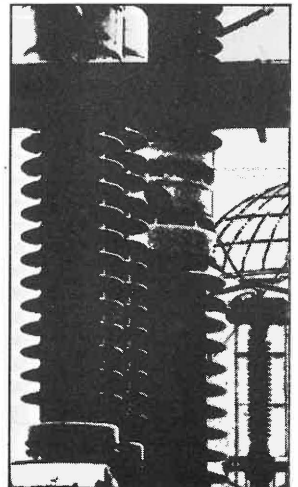
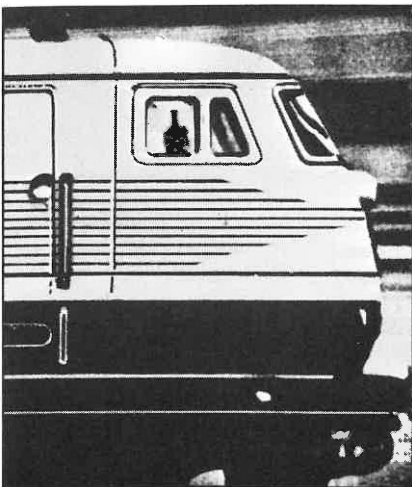
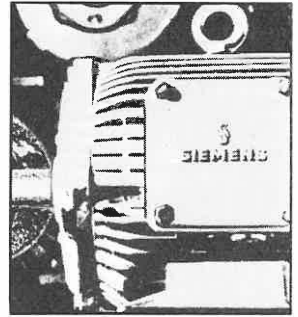
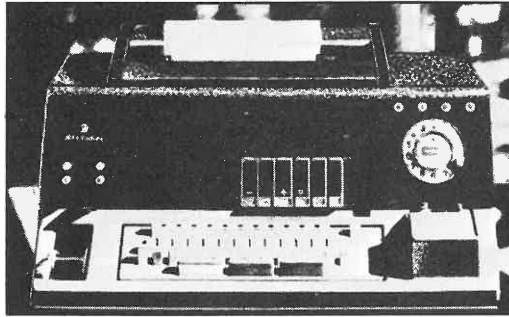
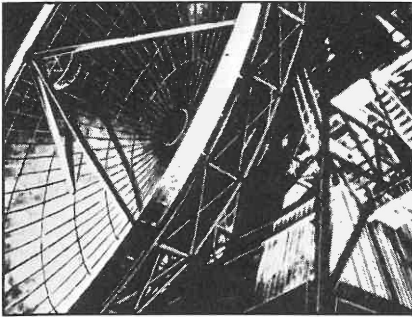
## The British Connection 港英關係專輯

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# The Bulletin

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**Chairman of the Chamber – Nigel Rigg**

## **An Enduring and Beneficial Partnership**

AS your new Chairman I have asked Jimmy McGregor to release his “Director’s Viewpoint” to me for this issue. I thought it might be appropriate for me to make a few general comments on taking up the chairmanship of the Chamber and particularly as this issue is devoted to a general theme of co-operation between Britain and Hong Kong, on which we in this territory so greatly depend.

The rate of development in Hong Kong, particularly in recent years, has been tremendous by any standard and a great deal of the credit must be given to the skill, dedication, and hard work of Hong Kong’s people, also the maintenance of sensible and helpful policies by the Hong Kong Government. But it must not be forgotten that this development owes much to the fact that we have had a stable political and economic environment within which we do business with the world.

This stability is in part due to the influence and guidance of the British Government and to the assistance which Britain provides around the world for Hong Kong interests. In recent years this assistance has not been greatly publicised and indeed we have heard much of the other side of the coin, the problems for Hong Kong that arise when British and Hong Kong interests are in opposition. Despite such problems, which are of course inevitable given the export-oriented economies of both territories, the British connection with Hong Kong is sound, solid, enduring, and beneficial. In my view the British connection should be strengthened and not weakened since it is entirely in our interests that this should be so. I hope readers find the several articles on the “British Connection” which appear in this issue interesting and informative.

Most people with any knowledge of Hong Kong would tend to agree that our economic advance in recent years has been something of a miracle. Miracles however are not perhaps to everyone’s liking. For example, a judge who recently retired from Hong Kong said he was not sorry to go in view of the changes in the Hong Kong environment that had occurred in recent years. I should think that many older people will echo his sentiments, bearing in mind the loss of much of the peace and tranquillity which formerly was a feature of Hong Kong. However, the majority of Hong Kong’s younger citizens will not remember these days and tend anyway to move faster and have greater expectations than their parents. The expression of their natural talents, creative minds and abundant energy will ensure a continued rapid rate of change.

The Hong Kong General Chamber of Commerce must also progress and it has evolved a new look in recent years. Here too not all our members like this process. Occasionally, where thought necessary, the Chamber may have to take a position which does not necessarily agree with the views of either the Government or of all our members. Given the size and variety of the Chamber’s membership, that is probably inevitable, but when we do take issue on policy matters of major importance, it is only after careful deliberation by appropriate committees and endorsement by the General Committee.

Finally I would stress that the Chamber is “you”. Without “you” and your participation in our affairs, the Chamber cannot function. If you have any suggestions or criticisms, please contact either your Director, Jimmy McGregor, or myself. It is possible that some members do not know individual executives within the Chamber whom they can approach on specific matters. I have asked Jimmy to give us a thumb nail sketch of each of them in forthcoming issues of *The Bulletin* so that you will know their areas of responsibility. They will always be pleased to deal with any enquiry from members concerning their respective branches.

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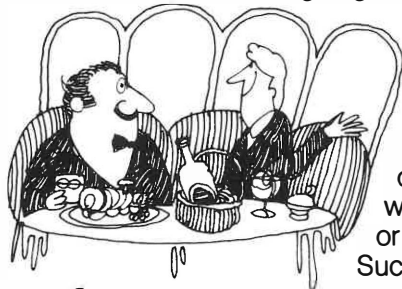
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*Sir Denys, would you say that the relationship between the British and Hong Kong Governments has changed in recent years, as a result of Hong Kong's growing commercial stature?*

The formal constitutional relationship has not altered. The British Government is still responsible for Hong Kong's external affairs and in most fields continues to exercise this responsibility fully. For example, all the civil air services agreements are negotiated by the British Government, even though they affect Kai Tak Airport or Cathay Pacific Airways.

So far as external commercial relationships are concerned, however, practices diverge considerably from the formal relationship and Britain has allowed Hong Kong a substantial degree of independence in dealing with her own external commercial affairs.

Obviously, as Hong Kong has developed into a trader of international importance with worldwide interests, it has become essential that we should handle our own external trade affairs. Indeed, there are many occasions on which the interests of Hong Kong and Britain are not the same. There may even be a conflict of interests, as happened during the EEC negotiations last year. It is, I suggest, to Britain's credit that she has long recognised and accepted the need to allow Hong Kong the fullest possible autonomy in the handling of her own external commercial negotiations.

*Would you agree that it is important for Hong Kong to retain British goodwill? How can we best do this?*

Certainly, it's essential.

It's been said that Hong Kong depends upon three main factors for its prosperity: Hong Kong's relationship with Britain, Hong Kong's relationship with China and Hong Kong's economic progress. Now we must not forget that Hong Kong's existence in its present form depends upon the British presence. This presence is vital to the maintenance of confidence in our future.

Since the British connection is crucial, we must do all that we can to make it as friendly a relationship as possible. And I am sure that the key to this is a better knowledge on both sides of the needs and problems of the other. We need to ensure that people in Britain have a better understanding of Hong Kong and its unique character. We

must try also to make them aware of how valuable Hong Kong can be to Britain. It is a splendid market place for British goods. It's a secure base from which British businessmen can operate throughout Asia.

On the other hand, it's equally important for us in Hong Kong to understand current thought and political factors in Britain. Understanding must be mutual if it is to be real or lasting.

*Don't we seem to be known in Britain more for action against corrupt officials than for our outstanding trade achievements? Do you think that more should be done to expand and improve our public relations effort in Britain? If so, in which directions should we go?*



## Sir Denys Roberts replies to Bulletin questions —



I think you are being unnecessarily pessimistic about the extent of knowledge about Hong Kong in Britain. My impression on is that our trade achievements are well understood — among the comparatively small number of people who have any real interest in such a subject.

On the other hand, most people are interested in the criminal, the bizarre or the sensational. For them, the trial of corrupt officials, whether this occurs in London or Hong Kong, is much more fascinating than any export statistics. It is bad news which is good news for newspapers.

However, even making allowances for this, I have no doubt that a careful

examination of the British press, radio and TV during the past year or so will show that there has been a heavy predominance of material which shows Hong Kong in a good light, which gives us full credit for our achievements, and much admiration for what we have been able to do with limited resources and under our many restraints.

We take a great deal of trouble to ensure that influential circles in the UK know about Hong Kong, particularly politicians, senior public servants and industrialists. And I am sure that we have been pretty successful in this.

But we must not be too sensitive to criticism. We are far from perfect. We are prepared to admit this to ourselves. We should not be aggrieved when others are occasionally critical.

*From time to time people in Hong Kong have gained the impression that the British Government has exerted pressure or influence on the Hong Kong authorities to bring about a faster rate of social development. Do you think this is a valid observation since, after all, Britain does bear final responsibility for Hong Kong?*

Because Hong Kong is a Colony, the Secretary of State is answerable to the UK Parliament for the affairs of Hong Kong. Therefore, members of that body have a proper constitutional duty and responsibility towards us. It is natural and right therefore that Parliament should express views about Hong Kong's problems. And it is equally right that we should listen to these views with care.

Inevitably, there will be differences of opinion as to what is best for Hong Kong. And I can assure you that this is the paramount consideration which influences the Hong Kong administration in the policies which it adopts.

The Government's social plans and objectives have been formulated here, with the full support of the British Government. The speed and manner in which they are implemented are very largely left to the Governor and the Government here. This also is fully understood and supported in London.

Of course, we do not always agree — but our occasional differences are few and unimportant compared with the broad measure of agreement and mutual confidence which govern our relationships with Her Majesty's Government.

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# THE BRITISH CONNECTION

*Hong Kong's links with Britain date back almost 140 years.*

*They have survived many dramatic changes in the political structure of Asia and in East-West relations. They have also survived the rapid disintegration of Britain's colonial empire during the past three decades, a period which has seen Hong Kong grow in stature and significance to become a regional centre for commerce, banking and trade and an industrial, export oriented economic entity quite capable in most respects of making its own way in the world.*

IN a speech to Chamber Members in 1976 the Chief Secretary, Sir Denys Roberts, compared our relationship with Britain to that of a successful son to his father: 'When young, the son needs to be cared for, encouraged and protected. But when he becomes an adult able to stand on his own two feet, his opinion of his father is ambivalent. He is usually anxious to prove his independence, but sometimes needs support, affection and help. It is a change which demands patience and understanding from both of them.'

Today the 'successful son' is among the world's top 20 trading territories and one hesitates to consider Hong Kong in the same light as Gibraltar, Bermuda or the Falkland Islands. We enjoy substantial independence in the management of our own commercial affairs. Yet, as Sir Denys pointed out, 'Hong Kong as we know it will survive only for as long as it remains under the protection of Britain - let there be no mistake about this.'

Chinese goodwill is essential to the future development and prosperity of Hong Kong, but British goodwill is equally important. This may be stating the obvious, but it is nonetheless true that our ties with Britain are sometimes taken for granted and our relationship with Britain is a frequent source of misunderstanding on both sides.

Chinese goodwill seems assured since there can be no doubt about Hong Kong's substantial and continuing value to China. But what about our value to Britain? This has been the subject of a good deal of speculation and calculation over the years, both here and in Britain. It is often assumed that a colony will only remain a colony as long as it continues to be of value to the colonising power, or until the indigeneous population makes life so difficult for the colonisers that they are forced to leave. These assumptions do not seem to apply in the case of Hong Kong.

In terms of *visible* trade, Hong Kong is the clear benefactor. We sell to Britain substantially more than we buy from her. Last year the balance of two way trade was more

than \$960 million in our favour. There has been a visible trade balance in Hong Kong's favour, in fact, for over 10 years.

On the other hand, significant invisible earnings accrue to Britain from Hong Kong. Just how large these earnings are cannot be accurately assessed, but one suspects that they would wipe out the deficit on visible trade and leave Britain with a healthy overall surplus.

However, the fact remains that Hong Kong's ties to the United Kingdom are not overtly those of a colony to its 'mother country'. Our pattern of external trade is more like that of an international city situated in the Pacific Basin region. In terms of value of trade, our three major trading



TABLE 1

HONG KONG – BRITAIN TRADE 1977

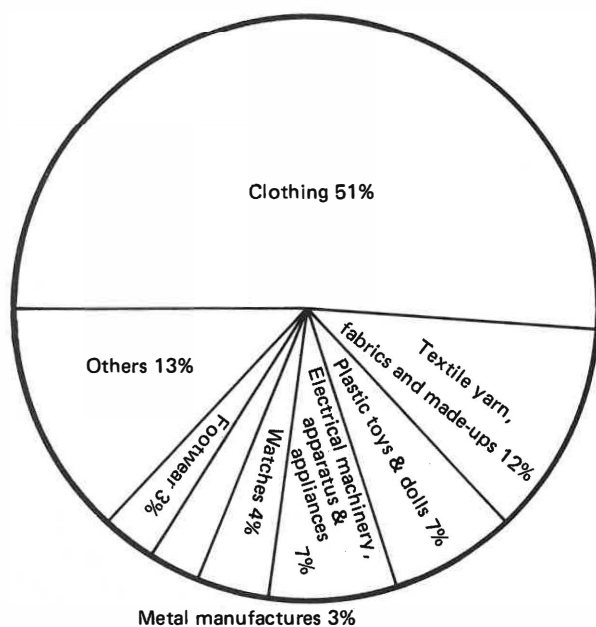
Clothing continues to account for over half of Hong Kong's domestic exports to Britain, despite a 14 per cent decline last year. Other leading items are woven cotton fabrics (down 26 per cent last year), toys and dolls (up 15 per cent), non-cotton fabrics (up one per cent), transistor radios (down two per cent) and watches (up 113 per cent).

Our exports to the UK fell by eight per cent overall last year, while imports from Britain rose by 20 per cent, as a result of which the balance of trade was substantially narrowed. Machinery, transport equipment and consumer goods account for the bulk of imports. Last year there were sizeable increases in purchases of transport equipment (up 24 per cent – and that doesn't include the orders placed by the

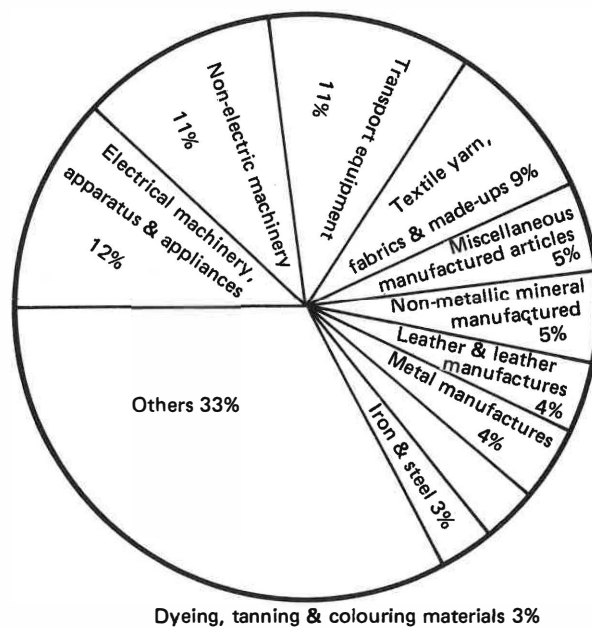
MTR); textile yarn, fabrics and made-ups (up 38 per cent); leather and fur goods (up 51 per cent); and metal manufactures (up 45 per cent).

|                                   | Value (HK\$M) | % change on 1977 |
|-----------------------------------|---------------|------------------|
| Imports                           | 2,192         | +20              |
| Domestic Exports                  | 3,035         | - 8              |
| Re-exports                        | 118           | + 2              |
| Total Exports                     | 3,152         | - 7              |
| Total Trade                       | 5,244         | + 2              |
| Balance of Trade (In HK's favour) | 960           | -61              |

Domestic Exports



Imports



partners are Japan, the United States and China, with Britain back in fourth place. Britain accounts for under nine per cent of our domestic exports, less than five per cent of imports and some 7.5 per cent of overseas industrial investment in Hong Kong. Many of Britain's ex-colonies in Africa and elsewhere are economically far more dependent on Britain than Hong Kong.

Nevertheless, the recent British Industrial Exhibition and the concomitant visit to Hong Kong by the Duke of Kent, in his capacity as Vice Chairman of the British Overseas Trade Board, served as a reminder, for those who needed reminding, that Britain does have a special relationship with Hong Kong. The exhibition focused British attention on the fact that Hong Kong is an important, sophisticated and rapidly growing market in which Britain has in recent years been losing out to many of its competitors. Britain's

exports to Hong Kong today account for less than five per cent of our total imports, but 10 years ago the share was nearer 10 per cent.

Does this decline reflect complacency on the part of British exporters and manufacturers? Are British exports in general less competitive now than they were, say, 10 years ago, or are there particular problems associated with the Hong Kong market? *The Bulletin* put this question to the Chief Executive of the British Overseas Trade Board, Mr. S. D. Wilks, who accompanied the Duke of Kent on his visit. He replied that there were a number of possible reasons, one of which was the growth of new markets in places like the Middle East:

'After the oil price explosion occurred in 1973/74 the Arab countries suddenly became very attractive customers and the proportion of British exports going to these coun-

(Continued on P. 11)

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HRH The Duke of Kent cuts the ribbon to open the British Industrial Exhibition.

tries doubled from five to 10 per cent. At the same time we have managed to maintain our share of the US market and now we are getting a larger share of the EEC market, partly as a result of our membership of the Community.

'Obviously Britain can't increase its market share everywhere, but I would agree that British companies have been missing opportunities in Hong Kong, and in South East Asia as a whole, and I find this rather sad.'

However, Mr. Wilks believed that despite the ill-feelings generated by the EEC textile agreement, to which Britain was a party, there is still a basic goodwill towards Britain as trading partner and that British products are still highly regarded here. He hoped that the balance of trade which presently favours Hong Kong (see Table I), might be redressed a little.

Complacency would appear to be one reason why Britain has been losing opportunities in the Hong Kong market, but other factors are involved too.

Japan enjoys an obvious advantage in selling to South East Asia. Indeed Japan's aggressive marketing and its apparent policy of penetrating export markets almost regardless of price has won it substantial shares in many markets outside South East Asia.

There is a large area of our imports — foodstuffs, raw materials and fuel — where the UK is not competing. In the areas where the UK is competitive, mainly machinery, capital goods, transport equipment and consumer goods, the British share is larger, although again it has declined proportionately in recent years.

In the past few years British export prices have increased faster than those of our imports from most sources. This has been partially but not completely offset by the downward movement in sterling. Double figure inflation often forced British exporters to adjust prices several times a year in the period up to 1977.

Some Hong Kong companies have had bad experiences with British deliveries. Although this situation seems to have improved, it has, perhaps unfairly, given British exporters as a whole a bad name. Regular publicity about strikes and industrial troubles in Britain, while similar troubles in other countries go unreported, has not helped Britain's reputation as an exporter. (The truth is that Britain's strike record in recent years has been a lot better than that of many other developed countries, including the United States, Canada, Australia, France and Italy).

Where British companies have succeeded in the Hong Kong market it would appear to be due to a combination of factors. These include reliable deliveries, regular visits by UK-based executives of the principal and close cooperation between the principal and the local agent, sales training in the UK for the agents' staff, a willingness to advertise (particularly in the case of consumer goods) and — most important — a readiness to study the market and adapt designs to the needs and tastes of the local consumer.

According to the Senior British Trade Commissioner in Hong Kong, Derek March, one important by-product of the British Industrial Exhibition was that it brought agents and principals together on a viable project as senior level. The principals were able to remind their agents of advances in technology and selling techniques; the agents reminded the principals of how Hong Kong has changed and progressed.

But of course in the final analysis, however competitive the product, aggressive salemanship is needed to sell it and it is here that many British exporters have been wanting in the past.

The Director and General Manager of the Hong Kong Telephone Company, Eric Walker, told *The Bulletin* about a letter he once received from a well-known British manufacturer which read, "we are sorry that we cannot quote on this occasion owing to pressure of work and our annual holiday."

'Now I suppose we British might understand what the letter meant, but I just wonder what impression it would make on a Japanese or a Korean or a Singaporean if they received such a letter?'

And just to stress the point, Mr. Walker cited another example from his personal experience:

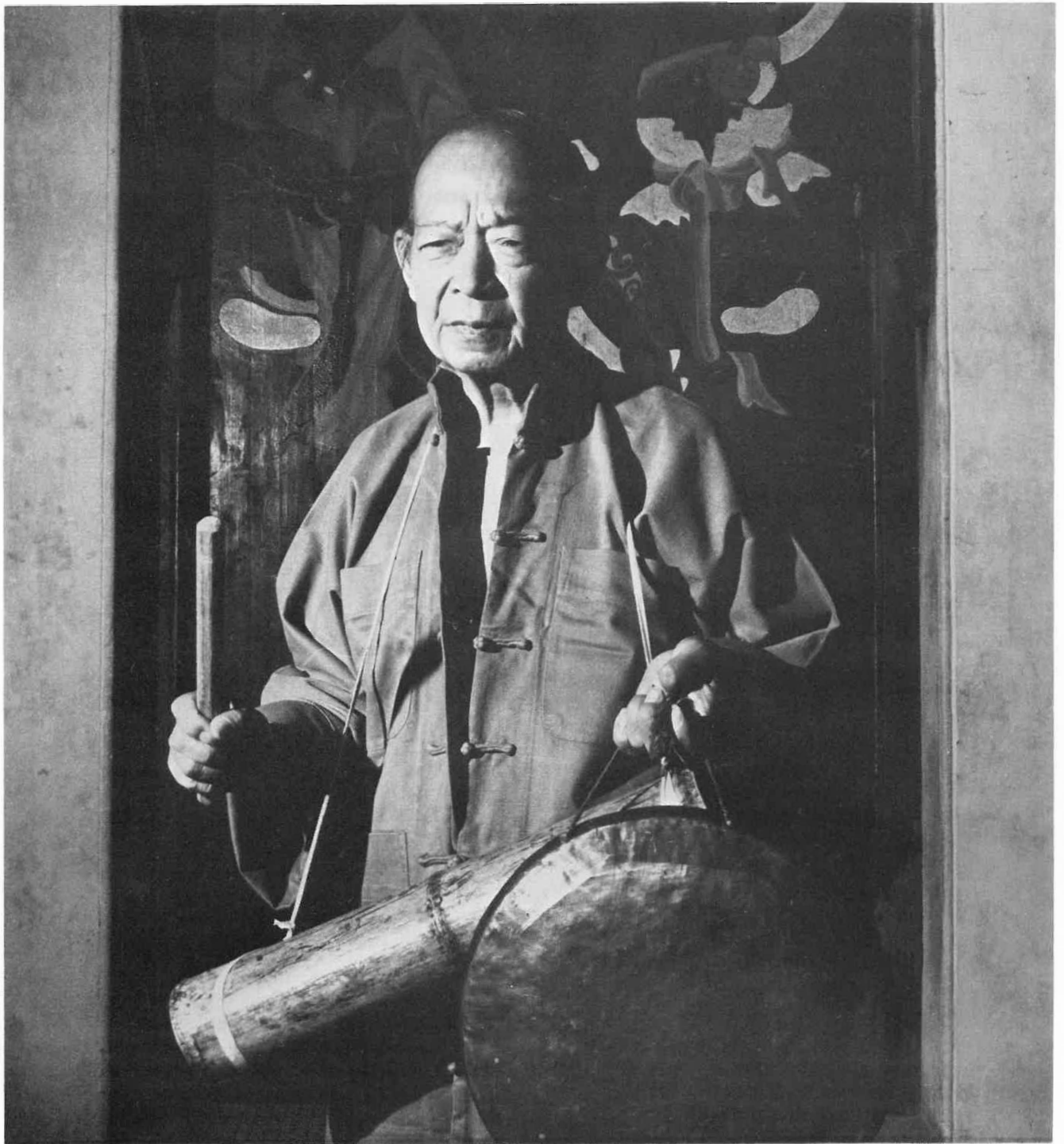
'Not very long ago the Telephone Company had some serious problems over the supply of switching equipment, problems so grave it was necessary to contemplate cancelling orders which had already been placed.

'I informed our three major suppliers, in Belgium, Germany and Britain. The Germans were in Hong Kong within 48 hours. The Belgians were here within a further 24 hours. The British company wrote me a letter dated three weeks later and I never even saw them.

'It was an unpalatable situation for the manufacturers to have to face, but the continental firms took the view that it was a temporary problem and that the company was going to be here for a long time to come after this particular hiccup had passed.

'So often the management in British companies shrug their shoulders and say "It's not my fault, it's the workers", or "it's the union". But I'm afraid you can only blame the management for the situation I have just described.'

Mr. Walker was quick to point out, however, that such problems are by no means confined to British companies. In fact, he said, the Telephone Company buys substantially from Britain, particularly underground cable, where British specifications and standards of production are undoubtedly superior to those of other countries. The bulk of the



## The Art of Communication

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company's switching equipment is at present purchased from manufacturers in Britain.

But if British manufacturers and exporters have tended to overlook Hong Kong in recent years, the British Government clearly attaches considerable importance to the Hong Kong market. While the Government's British Overseas Trade Board is unrepresented in other British colonial territories, we have a senior British Trade Commissioner, the only one in the world.

Hong Kong is also regarded as sufficiently important to warrant its own Trade Advisory Group under the auspices of the BOTB. This puts us on an equal footing with, for example, Japan, Middle East and the whole of North America. There are altogether 16 Advisory Groups under the BOTB.

Chamber members may not be familiar with the Hong Kong Trade Advisory Group. It is chaired by a former Chairman of Swires in Hong Kong. John Browne, who recently visited Hong Kong. *The Bulletin* asked him about the work of the HKTAG:

'There are some 15 members – senior businessmen or officials who are all familiar with Hong Kong. The Hong Kong Commissioner in London is on it, as is the TDC's Senior Representative in London. We meet every two months and discuss specifically ways in which the UK can increase its share of the Hong Kong market.

'Last year we ran a series of seminars in the UK arranged by various chambers of commerce or export clubs – which are smaller organisations in the provincial cities. A small group of us, say one person from the Department of Trade, together with myself or another member and Denis Bray or the TDC Representative, Mr. McKellar, would speak for 15 minutes or so and then answer questions on Hong Kong, and this might be followed by individual workshop sessions.

'We had meetings in Manchester, London, Glasgow and Newcastle in 1976 and in April and May we will be holding seminars in London, Birmingham, Manchester, Derby, Belfast and possibly Edinburgh. The Governor has kindly agreed to speak at the opening seminar in London on April 26th.'

The BOTB itself was established in 1972 to assist British exporters. The Board, under the Chairmanship of Sir Frederick Catherwood, directs the overall operations and, assisted by the Advisory Groups, advises the Government on broad matters of strategy concerning export promotion, while below the Board a large staff headed by Mr. Wilks is responsible for carrying out the particular items of export promotion. These include support for special fairs and exhibitions like the recent one in Hong Kong. In fact Mr. Wilks told *The Bulletin* that the BOTB supports British participation in more than 350 different fairs around the world, which works out at more than one a day.

The BOTB also provides a channel for the supply of information and market intelligence back to British exporters. Under this 'Export Intelligence Service' information sent in from all the various posts overseas regarding market opportunities, tariff changes, calls for tender, agents seeking a principal and so on is programmed through a computer and goes out targetted to the precise needs of exporters. The Department Stores Buying Mission to Britain organised by the Chamber in February was able to make contact with a wide range of British exporters, many of them new to the Hong Kong market, through this service.

In Hong Kong both the Chamber and the Trade Deve-

# THE BRITISH CONNECTION

lopment Council have been active in promoting two-way trade with Britain. Until recently the Chamber had a separate Area Committee for trade with Britain, but this was merged – appropriately enough – with the West Europe Area Committee after Britain joined the EEC.

The Chamber has organised three buying missions to Britain during the past 12 months – two department stores missions and a shipowners' mission. The recent department stores buying mission, headed by Daniel Koo, placed orders worth around £1 million for British consumer goods. Mr. Koo and other mission members were most impressed by the quality and design of goods they saw in Britain.



Members of the Chamber Retail Stores buying mission which visited the UK in February.

So far we have examined the economic ties between Britain and Hong Kong purely in terms of visible trade, where the balance strongly favours Hong Kong. The invisibles are of possibly even greater significance. However, to draw up a precise balance sheet in terms of assets and liabilities is a virtually impossible task, and a most unrewarding one – although many people both here and in Britain have tried.

Britain's earnings from Hong Kong take the form of profits on banking, insurance, shipping, airlines, construction, consultancy and other services.

Hong Kong's development as a financial centre owes much to British influence and British interests. London has been and remains one of the world's leading financial centres and, as we have remarked in these pages before, it is interesting that the two territories of South East Asia which might lay claim to the title of financial centre – Hong Kong and Singapore – both have strong historical ties with Britain. But of course Hong Kong would not be a financial centre if it wasn't internationally based, with involvement by US, Japanese, European and other interests as well as those of Britain.

If Hong Kong's banking system has benefitted from the expertise and experience of the City, it is equally true that the UK has profited from our financial growth. Not only does Hong Kong contribute directly to the profits of British based banks, it also serves as a bridge between China and

# SHELL GETS NINE OUT OF TEN



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**TABLE II**  
**BRITISH INDUSTRIAL INVESTMENT**  
**IN HONG KONG**  
 (as at 31/12/77)

| Industry                        | No. of Establishments |
|---------------------------------|-----------------------|
| Garments                        | 7                     |
| Spinning & Weaving              | 3                     |
| Watches, Clocks, etc.           | 3                     |
| Plastic Products                | 2                     |
| Chemical Products               | 2                     |
| Made-ups                        | 1                     |
| Electrical Products             | 1                     |
| Toys                            | 1                     |
| Printing                        | 1                     |
| Others                          | 10                    |
| <b>TOTAL</b>                    | <b>31</b>             |
| <b>Value: HK\$148.6 Million</b> |                       |

Britain (and indeed, China and many other countries).

It would also seem that Hong Kong is of considerable advantage to Britain's large institutional investors. The freedom to remit dividends and profits from Hong Kong was fully utilised by UK investors at the height of the stock market boom in 1973, when it was estimated that some \$250-350 million was remitted back to the UK. UK companies came in for a good deal of criticism at the time for allegedly 'milking' Hong Kong, even though much of this represented the realisation of earlier long term investment and faith in Hong Kong.

The ties between Hong Kong and Britain are equally evident in the insurance field. London is still probably the world's number one insurance market and the existence of British insurance companies here has helped Hong Kong. To cite just one example, the insurance cover for the construction of the Cross Harbour Tunnel came basically from the UK. Moreover, it came at a time when reportedly no other insurance markets were willing to provide cover for what appeared to some as a bit of a gamble. As we now know, it was a gamble which paid off handsomely. And



*Britain still leads the world in aero-engine technology.*

coming right up to date, the British Export Credit Guarantee Department in London has just provided imaginative terms of cover for the contract awarded to GEC for the new power station and to Metro-Cammell for a further 70 rail cars for the Mass Transit Railway.

It is generally acknowledged that Hong Kong is an important market for British shipping and associated services. Last year more than 23 million long tons of cargo was loaded or discharged in Hong Kong and of this some 8.5 per cent was carried in British registered vessels. Hong Kong also provides excellent ship repair and container facilities for British shipping and some Hong Kong-owned shipping companies have in the past placed quite substantial orders with UK yards. Further orders could be placed as a result of the shipowners' mission to Britain organised by this Chamber last May and the follow up visits to Hong Kong in December and March by the Chief Executive of the now state-owned British Shipbuilders, Michael Casey.

Kai Tak Airport is of considerable value to Britain as a negotiating point in the provision of airline services — although as far as Hong Kong is concerned this is something of a mixed blessing. Britain can and does offer landing rights in Hong Kong (as a 'domestic' airport) in exchange for similar landing rights in other countries.

Kai Tak Airport of course brings tourists to Hong Kong and tourism contributes substantially to the invisible earnings of both Hong Kong and Britain. Last year 71,097 British tourists came to Hong Kong and they spent an estimated \$122 million. In the other direction, some 42,000 Hong Kong tourists visited Britain. It is not known what they spent but it must have been quite a lot.

In the construction and consultancy fields there has been a major British involvement dating back many years. UK companies have received contracts for the Modified Initial System of the Mass Transit Railway amounting to more than \$1,000 million (see pages 20-21). And British consultants or contractors (often working in partnership with HK firms) have been involved in a host of other major projects, including the Cross Harbour Tunnel, the Plover Cove and High Island water schemes, highways and flyovers (including the \$260 million Tuen Mun Road) and some of the work on the New Towns. Again it is not possible to estimate the value to the UK of all these contracts.

Another area of substantial mutual benefit is investment in Hong Kong's manufacturing industry by British companies. At the end of 1977 this amounted to \$149 million or 7.5 per cent of total overseas industrial investment in Hong Kong (Table II). There are 31 manufacturing establishments which are either wholly or partly owned by British interests.

British industrial skills and expertise have therefore contributed directly to Hong Kong's industrial development. However, despite several attempts to lure new investors to Hong Kong there has been a marked slowdown in recent years. Investment from the United States and Japan, on the other hand, has continued to flow in at a steady rate.

*(Continued on next page)*

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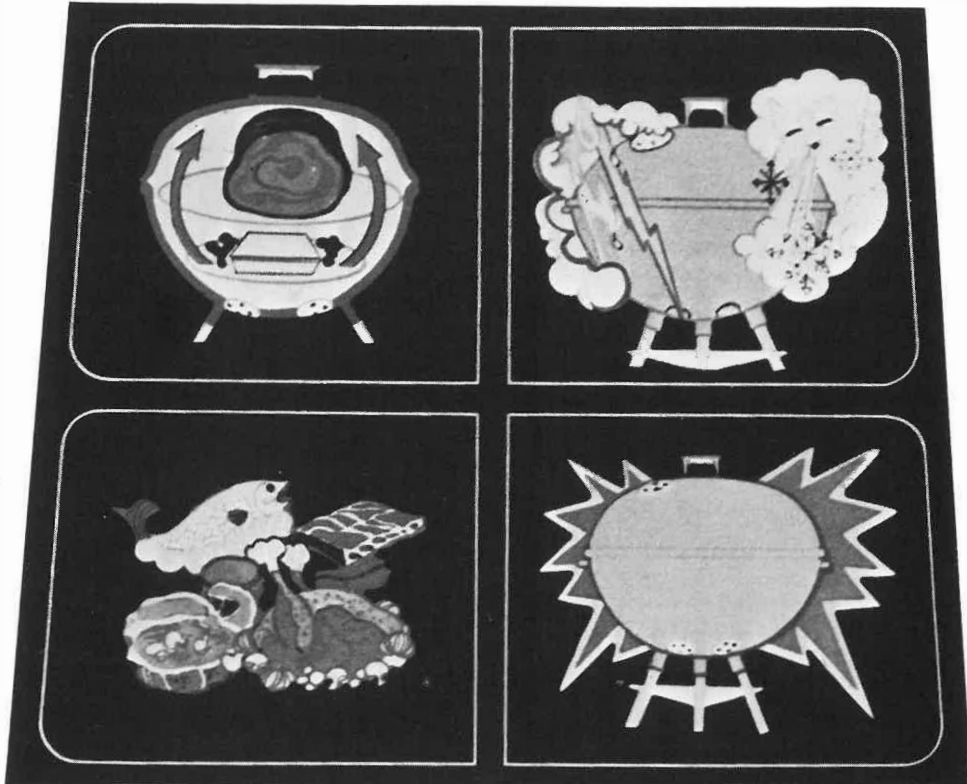
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Is this a reflection of the fact that British companies are investing overseas far less than they used to, or is it another example of British manufacturers failing to grasp the importance and potential of Hong Kong? *The Bulletin* put this question to Mr. Wilks of the BOTB:

'You must realise that Britain remains the world's second largest investor overseas behind the US and ahead of countries like Japan, West Germany or France. Perhaps British companies have been a bit slow to recognise the opportunities available in Hong Kong, but we are primarily seeking to export our goods because the manufacture of these goods means more jobs at home — and like some other countries we currently have a serious unemployment problem. But we are well aware that if you can't sell the goods overseas then investment is a good policy and it doesn't follow that because you are investing overseas you are exporting jobs. Quite often the opposite is true.'

A further industrial investment promotion mission organised by the Department of Trade, Industry and Customs will be visiting the UK this year to try to persuade British industrial companies to invest in Hong Kong.

Finally, how is one to classify the 'Hong Kong British' companies? They include many of the largest 'Hong's', such as the Hongkong Bank, Jardines, Hutchison and Wheelock Marden. They are in every sense Hong Kong companies and can no longer be regarded as overseas investment.

Nevertheless, their origins are British and they retain a strong British connection. Many of them act as agents for a wide range of British products, including some well-

known names, not just in Hong Kong but throughout the Far East. Their role in the overall development of Hong Kong has certainly been greater than that of more recently arrived multinationals from, say, the US or Japan. Their influence on the development of our economy can perhaps best be likened to the role of the 'zaibatus' in Japan.

Any attempt to set out all the economic and financial ties between Britain and Hong Kong and to quantify them in terms of dollars and cents or pounds sterling is, we feel, doomed to failure. Suffice it to say that the benefits accruing to both sides from a long and harmonious partnership are considerable. Perhaps the last word on the matter should go to a former President of the London Chamber of Commerce and Industry, Sir Patrick Reilly, who visited Hong Kong in 1973:

'Between parties who owe much to each other, calculations of who gets most out of the partnership seem to me unprofitable and indeed rather distasteful. I suppose it is inevitable that these calculations should be made, but so far as Britain and Hong Kong are concerned, if these are made fairly I don't think Britain need worry too much about the result.'

MP

## ***Our London Lobbyists***

### **The Hong Kong Government Office**

The Hong Kong Government has maintained an office in London since 1945. Organisationally it is part of the Government Secretariat and the Hong Kong Commissioner — currently Denis Bray — is directly responsible to the Chief Secretary. During his recent visit to Hong Kong Mr. Bray outlined for *The Bulletin* the work done by his office:

'The largest part of our staff of around 90 is concerned with acting as an agent for the Hong Kong Government is certain essential but rather mundane things such as recruitment, looking after Hong Kong students in Britain and arranging training courses in Britain for Hong Kong civil servants.

'There is a Liaison Section, whose job it is to maintain contact with Hong Kong residents in Britain and to provide support, particularly during the time they are working themselves into British society.

'There is a Public Affairs Section, which handles everything from school children's enquiries to major public relations exercises aimed at projecting Hong Kong's image to the British public.

'The Commercial Section, as the name suggests, deals with commercial relations — not with promotion or trade enquiries, which is the responsibility of the Hong Kong Trade Development Council, but with trade negotiations and keeping an eye on developments in economic thinking in Britain.

'Finally, there's the task of trying to make contact

with the "system" in Britain. This is a very important and time consuming part of my work.'

### **The Hong Kong Association**

The Hong Kong Association is a body of senior businessmen who have previously worked in Hong Kong, or have close links with Hong Kong. The Association's aims are fairly broad — basically, to promote good relations between Hong Kong and Britain. This is done by keeping politicians and senior civil servants informed about Hong Kong's problems and policies so that they might have a more sympathetic understanding of Hong Kong, particularly when issues arise which affect our interests.

The Association briefs Members of Parliament who are planning to visit Hong Kong and sees them again after they have returned to Britain. It also keeps in touch with British journalists who visit Hong Kong.

The Association's Committee meets in London every month. The current Chairman is Mr. John Swire.

There is also a Hong Kong Branch of the Association chaired by Sir Albert Rodrigues and whose Hon. Secretary is Jimmy McGregor, Director of the Chamber.

The local Branch plays an important role in helping to finance the Association's activities in London. Local membership currently stands at 145, and new members are welcome. Anyone interested in joining, or in learning more about the Association's activities, is invited to contact Jimmy McGregor, or his Personal Assistant, Mrs. Margaret Li.



## ‘Friendly Guidance’ or ‘Unwanted Interference’

IN trade and economic terms Hong Kong is an international city. But the administrative and legal infrastructure which has provided the framework for Hong Kong’s economic development is based firmly on British systems and tradition. There is little doubt that, by and large, the British influence has been beneficial and over a long period of time. The fact is that our constitutional links with Britain are fundamental to Hong Kong’s continued existence in its present form. Those who complain about British ‘interference’ in Hong Kong’s affairs may not have considered fully the consequences of a separation; a divorce is out of the question.

Government officials approached by *The Bulletin* were quick to deny that Britain ever actively intervened in the way Hong Kong manages its affairs, or exerted undue pressure on the Hong Kong Government to carry out or speed up a particular policy.

Hong Kong’s Commissioner in London, Denis Bray, explained:

‘It would be silly, with our easy access to British practices and experience, to sit down and think out something entirely from scratch. The various schemes that are developed in Hong Kong are developed in the light of the history and knowledge of not only the UK, but other countries too. But the point is that they are finally designed to work in Hong Kong.

‘As for “pressure”, well, surely we all want things to be better? Certainly some parts of the British “system”, if I might use that term, want us to go faster than we are going, but that is not the British Government. The British Government is naturally anxious to see Hong Kong make social progress but I wouldn’t call this “pressure”. The pressure comes from the Hong Kong Government itself, because it wants to see progress – not at a pace which might put the whole place in jeopardy, but as fast as we reasonably can.’

Mr. Bray was careful to distinguish between the British

Government – that is, the Ministers and civil servants in Whitehall – and what he calls the British “system”. This “system” and the way it works is not well understood in Hong Kong – perhaps it is not always well understood in Britain itself. Even Mr. Bray admits that he finds it complex and confusing after relatively straightforward system of government in Hong Kong, which also happens to be where he has spent most of his life.

There is not room here to describe the British system, what it is, how it works. Suffice it to say that when backbench Members of Parliament in Britain, or trade unionists or other groups, criticise Hong Kong they are not speaking for the British Government and there is no need for people in Hong Kong to get unduly alarmed.

A frequent target of such criticism is working conditions and labour legislation in Hong Kong. Many of the ‘sweat shop’ criticisms have clearly had a political motivation and have been used to bolster calls for protectionism against imports from Hong Kong and other ‘low-cost’ territories. That does not necessarily invalidate the criticisms, but the very fact that they are made has led some local manufacturers to believe that the Hong Kong Government is being pressurised by Britain to speed up the pace of new labour legislation or to introduce new measures which are too ‘advanced’ for Hong Kong.

*The Bulletin* put this suggestion to the outgoing Commissioner for Labour, Peter Williams:

‘Let me put it like this’, he replied, ‘we have an overall labour development programme, not just in terms of additional staff or buildings to meet physical development – for example in the New Towns – but also in terms of broad policy and new legislation. The Foreign and Commonwealth Office are of course aware of what these programmes are. In deciding where progress needs to be made we often consult the Overseas Labour Adviser in the FCO as to what is going on in other parts of the world – this is part

of his professional role. Sometimes he makes suggestions. But normally the first approach comes from us. We do not get pressure to do things with the initiative coming from the UK.

'The only occasions when you might say we are pressed is when we appear to be slipping on the implementation of a plan, or where a nominated piece of legislation is not coming along on schedule. The cite an example, we have been working on new legislation relating to silicosis. The necessary compensation arrangements and the amending legislation have been far more complex than we envisaged and have taken a very long time to sort out. Naturally there have been enquiries from time to time as to what has been causing the hold up.

'This is the only sort of "control" that is exercised by London. We certainly do not get directions or instructions to do things. The main pressure is our own common awareness, reflecting the need to keep up with the general economic progress Hong Kong is making. Here either ILO (International Labour Organisation) standards or general comparative standards in the region, particularly Singapore, come in useful as a measure.'

But while denying that they are ever pressurised or instructed by London, Government officials like Mr. Bray and Mr. Williams readily accept that the basic philosophy behind many of our policies comes from the UK. This is true in labour protection and technical training, in medical and health services, in education, in social welfare and many other fields.

Many of the senior personnel, not only in Government, but also in management, schools, technical institutes and universities, hospitals, clinics and voluntary agencies are either British or British trained. The same is true of many of our Executive, Legislative and Urban Councillors, be they businessmen, doctors, school teachers — or lawyers.

Hong Kong law is of course based on the British model. In his speech to Chamber Members referred to earlier the Chief Secretary, Sir Denys Roberts (himself a former Attorney General), paid tribute to Hong Kong's legal system and freedom of thought and expression. This, he said, has encouraged an open society 'in which ideas and enterprise develop without constraint and in which ingenuity and originality can flower.'

Allied to this, Sir Denys said, was the independence of the Judiciary. 'Many people find it hard to believe that members of the Judiciary, who are servants of the Crown and paid from revenue collected by the Government, are able to preserve a complete detachment when adjudicating between the Government and a private citizen. Yet I can assure the doubters that this is indeed so.'

Hong Kong's business community has flourished and prospered because its collective enterprise and initiative have not been stifled by laws which are restrictive or oppressive. This is a fact also much appreciated by overseas investors.

In last month's Bulletin we examined the Green Paper on Social Security, published at the end of 1977. Here too the British influence has been significant, although as Secretary for Social Services, E.P. Ho, told *The Bulletin*, the Green Paper is far from being a carbon copy of existing UK policies on social welfare:

'Up till the early 1970's our public assistance was in the form of dry rations. When we wanted to improve on those arrangements and introduce cash payments for the needy

(Continued on P. 23)

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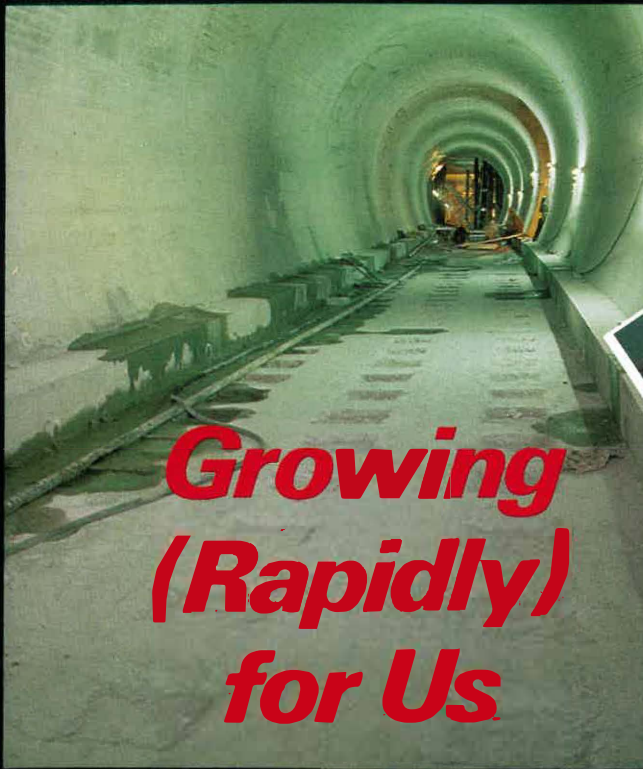
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# *Growing (Rapidly) for Us*

WORK on the largest and most expensive civil engineering project ever undertaken in Hong Kong — the Mass Transit Railway — is proceeding according to schedule and the first passenger-carrying trains will run between Shek Kip Mei and Kwun Tong in September 1979.

Six months later, it will be possible to travel in air conditioned trains from Kwun Tong to Central District in less than half an hour. By the mid '80s the combined Modified Initial System and Tsuen Wan Extension, covering about 26 kilometres, is expected to carry 1.8 million passengers per day.

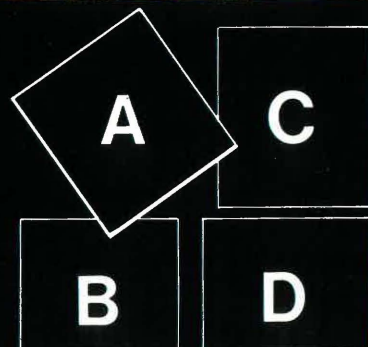
The Mass Transit Railway Corporation kindly arranged a series of visits recently for committee and senior staff members of the Chamber so that they were able to see at first hand how work is progressing. The visits included Waterloo Station, at the junction of Nathan and Waterloo Roads, the huge depot at Kowloon Bay, and a walk through an almost completed section of tunnel between Shek Kip Mei and Kowloon Tong.

The Modified Initial System (MIS) of the railway will stretch from Chater Road in the heart of Central District to Kwun Tong, a distance of 15.6 kilometres, or just under 10 miles. There will be 15 stations, or just under one for every kilometre of line. The whole system, including underground stations, tunnels and trains, will be air-conditioned, making it the only fully air-conditioned underground railway in the world.

The list of contractors for the railway is truly multi-national — with a substantial participation by British companies. In dollar terms the contracts are divided up as follows: Hong Kong 30 per cent, Japan 29 per cent, Britain 25 per cent, Germany six per cent, France five per cent, Sweden three per cent and the United States two per cent.

Initial contracts for the 10.5 kilometre Tsuen Wan Extension will be let before the end of this year and construction work will begin soon after. The Tsuen Wan Extension should be completed by the end of 1982.

No decision has yet been made about additional lines — for example along the north side of the Island. This of course is a matter for the Government to decide.





# The Chivas Regal of Scotches.



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12 years for you.

- A *View of Admiralty Station from Gammon House*
- B *Shek Kip Mei Station tunnel cross adit looking south*
- C *The MTR depot at Kowloon Bay*
- D *View of Kowloon Tong Station looking eastward*

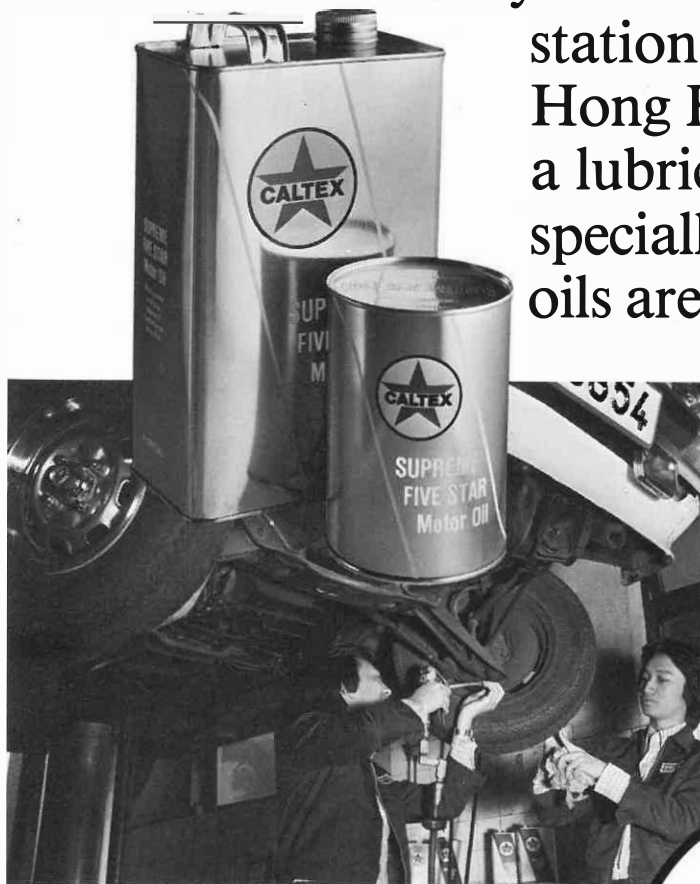
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we asked for the secondment of an officer from the UK. Mr. Strachan Heppell of the Department of Health and Social Security was made available. He brought with him a knowledge and experience of the British situation and applied it to Hong Kong conditions. So you could say that our social security set-up has a UK content, but with a strong Hong Kong flavour. We are also fortunate to have obtained the services of Mr. Heppell once again to help in the review of our social security arrangements last year and he made a major contribution to the Green Paper.'

But if British guidance and experience have contributed to Hong Kong's development in the social sphere, there have been times when Britain's trade interests have conflicted with those of Hong Kong and when this has happened we have taken opposite views at the conference table. Sometimes our point of view prevails but, as with all negotiations, sometimes it doesn't — as was the case last year when the textile agreement with the EEC was negotiated. The British position at Geneva was of course only a segment of the EEC negotiating stance.

The EEC textile negotiations were not the only occasion in recent years when Hong Kong's trade interests have appeared to be in conflict with, or at least divergent from those of Britain. *The Bulletin* asked the Director of Trade, Industry and Customs, David Jordan, how Hong Kong and Britain resolved the constitutional difficulty of having to disagree with one another:

### Autonomy

'We have had a *de facto* autonomy in the conduct of our external commercial relations since about 1969. This autonomy was initially confined to bilateral negotiations, which are in practice nearly all textile negotiations, with other countries. It didn't apply initially to Geneva with the GATT, because at that time Britain hadn't joined the EEC and spoke and operated as a member of the GATT in its own right. As the then British permanent representative put it, although Britain and Hong Kong might disagree so far as bilateral negotiations were concerned, they couldn't really disagree — though they might have different attitudes — in Geneva, since, as he said, "I am the permanent representative, speaking for both the UK and Hong Kong, and I am not going to contradict myself!"

However, Mr. Jordan said, this situation changed after Britain joined the EEC at the beginning of 1973:

'The EEC, in pursuit of its common commercial policy, has adopted the practice that they decide among themselves what their attitude towards a particular issue will be and then normally in any bilateral or multilateral negotiations there is only one Community spokesman who speaks for the Community as a whole, so that the UK point of view does not come across directly, but as a contribution to the joint Community position.

'Since Hong Kong is not associated with the Community, it has no voice in the Community's deliberations or in the

determination of the Community's policies. We do sometimes find ourselves in disagreement with the Community, both in GATT — in multilateral discussions — and, as everybody knows, in our bilateral textile negotiations.

'So far as policy is concerned we decide ourselves what we consider to be in Hong Kong's best interests. We may discuss this with British officials, but there has not for many years been any attempt by the British Government to give us instructions as to how we should conduct our commercial relations or negotiations on any particular subject.

'The constitutional problem of having to disagree with Britain has really been resolved by Britain joining the EEC. Nobody questions Hong Kong's right to disagree with, or to oppose or try to persuade others to oppose things the Community wants to do. So the only time there might be any constitutional difficulty would be if we were negotiating directly with the UK — as of course we used to, particularly over textiles, before the UK joined the Community. That can hardly arise now.'

### British Assistance

On an operational level, in certain key locations — Brussels for the EEC, Geneva for the GATT and in London and Washington — there are people working directly under the Hong Kong Government. But in most countries we continue to rely on the good offices of the local British Embassy, Consulate or High Commission. From time to time they are called upon to assist Hong Kong, sometimes by getting information for us and at other times by making representations on our behalf.

A recent example of this, Mr. Jordan said, was in connection with the unilateral restrictions on Hong Kong's textile exports imposed by the Norwegian Government. 'We asked the British Government not just to deliver a note on our behalf asking for consultations, but asking them to press the Norwegian Government either to remove the restrictions or to return to the conference table to see if we could come to an agreed conclusion on the subject. The British Embassy in Oslo was immediately sent instructions from London to make these representations on our behalf.'

*The Bulletin* asked Mr Jordan whether he thought our direct representation overseas should be expanded:

'I've been thinking about this off and on, but so long as we can rely on assistance from the UK Embassies and High Commissions in other countries I think it would be wasteful for us to establish an office of our own, even a one man office, unless we were satisfied that there was enough of a job to keep him fully occupied. We don't have a whole network of trade agreements with all the countries we trade with and our Government to Government relations even where we have agreements, say with Austria or Finland, are intermittent.

Some people may believe there is too much British 'interference' in our affairs, others may feel there is not enough. Perhaps the best reply is provided, once again, by Sir Denys Roberts:

'Hong Kong, as we know it, will survive only for as long as it remains under the protection of Britain — let there be no mistake about this. We should not allow disputes and differences of view to undermine the common history, the mutual advantage and the real affection which bind us together.'

**David Newbigging — Chairman of Jardine, Matheson**

**On the importance of our relationship with Britain:**

'I think organisations like the Hong Kong Association and private sector companies themselves, through their London offices or subsidiaries, do a lot of good work, much of it unheralded and unsung, keeping in touch with Westminster and Whitehall. Of course, it's very difficult to quantify the benefits of this, but I know a lot of it goes on.

'Politically, we rely very much on the triangular relationship of Peking — London — Hong Kong. I don't think one should ever overlook the importance of the UK factor in that equation.'

**On Jardines' trading connections with Britain:**

'One should never overlook the importance of decisions that are taken in Hong Kong by Jardines, with its head office here, which affect the sale of British goods into territories other than Hong Kong.

'If you take Jardines as a whole, I would guess we sell more British goods outside Hong Kong than we do in Hong Kong itself. For example, we sell more Scotch whisky in Japan in a month than we sell in Hong Kong in a year.

**Bill Brown — Deputy Manager of the Chartered Bank**

**On Hong Kong's changing relationship with Britain:**

'There has been a change in Hong Kong's relationship with the UK in recent years, but I don't think it has much to do with the fact that Hong Kong is more able to look after its own economy.

'I would have thought that the real change is due to the UK's change in the world as a whole. In prewar years in Britain there was a strong feeling of mother country towards her dependencies but the man-in-the-street today has no awareness of what is going on in the dependencies and he doesn't feel any obligation towards them. He is more likely to look on Hong Kong as a competitor for his job rather than as a British dependency.

'In these circumstances, perhaps it is just as well Hong Kong is able to look after its own economy!'

**Michael Bolsover — Chairman of British-American Tobacco (HK)**

**British exporters should come and see for themselves:**

'Many British companies do not appreciate the sophistication of the Hong Kong market today. They may be out of date, or if they are coming here for the first time they don't really see it. Hong Kong is small, but it's highly concentrated, with a large population, and it's highly competitive.

'Take BAT for example. We are selling to a very discerning and demanding consumer who won't be fobbed off with inferior goods and we are competing with international and local companies whose techniques are also highly sophisticated.

'Armchair views from afar lead to bad judgement and missed opportunity, as does superficial observation. To really appreciate the significance of Hong Kong you've got to come here and see for yourself.'

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Hong Kong is our main area of activity where traditionally a major portion of the Group's resources has been deployed in real estate. The Group's other major traditional area of activity is ship-owning.

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News, Events, Information  
From Within and Around  
The Chamber

## Chamber News

### Welcome to the Chamber

The following 22 companies joined the Chamber during March 1978:

A. Bond Global (HK) Ltd.  
Chesil of Hong Kong Ltd.  
Clifford Webb and Partners (H.K.)  
Circle Exports (Hung Fook) Limited  
Dover Industries Ltd.  
Economical Buying Services Co.  
Edmund Trading Company  
Edwin Hsu Ltd.  
Hanshim Trading Ltd.  
Hongkong Electric Holdings Ltd.  
Kaiser International Sales Services Ltd.  
Kowling Company Ltd.  
Macao Knitters (Hong Kong) Ltd.  
Oriental Pacific (Export) Ltd.  
Stevenson & Co.  
Tom K. Trading Ltd.  
Tom Lee Piano Co. Ltd.  
Tseyu Trading Company  
Universal Marble Limited  
Virtual Trading Company  
Weiss Engineering Company Limited

### Chamber Appointments

Mr. Brian Osborne, Partner of Peat, Marwick, Mitchell & Co. and Mr.



Ian R.A. MacCallum, Senior Partner of Wilkinson & Grist, have been appointed to serve on the Chamber's Home Affairs Committee.

### Chamber Scholarships

The Chamber's Annual Scholarship Presentation took place in the Chamber Boardroom on 17th March. The Chairman presented the Chamber scholarship awards, ranging from \$400 to \$6,000, to 13 students from the Universities, Polytechnic and Technical Institutes.

### EEC Certificates

The EEC authorities have, since 1st January, 1978, agreed to accept Certificates of Origin covering restrained textile products for shipments to the EEC countries issued by this Chamber and the other approved non-government organisations in Hong Kong. Furthermore, it has been agreed that the Certificate of Origin format should be aligned to ensure uniformity for all products shipped to the EEC countries with effect from 1st May, 1978. Members dealing in exports of any category of Hong Kong products to the EEC markets are requested, therefore, to use the new Certificate of Origin forms as from that date. The new forms are now available for sale at the Chamber at the usual price of \$3.00 per pad of 20 sets. Members are advised to obtain a supply without delay.

*A public Good Citizen Award Presentation was held at Sheung Shui on 20th February when the Hon. T.K. Ann presented on behalf of the Chamber a total of 39 awards amounting to \$34,000. The Vice Chairman and Director also attended the function.*

Should you have any queries, please contact the Chamber's Certification Manager W.K.F. Wang at 5-237177 ext. 32.

### Comparative Investment Incentives

The Chamber's Industry Division has compiled a Comparative Investment Incentive Chart, comparing Hong Kong's potential as an industrial centre with other Asian/Pacific countries. Copies are available from Alexander Au (Tel: 5-237177 ext. 43)

## Courses

### London Poly Courses

The City of London Polytechnic is inviting applications for various courses in English and Business Studies for Overseas Students. Fees for the courses are about £235 per term or £700 per year. For further information please write to: City of London Polytechnic, Calcutta House, Old Castle Street, London E1 7NT, UK.

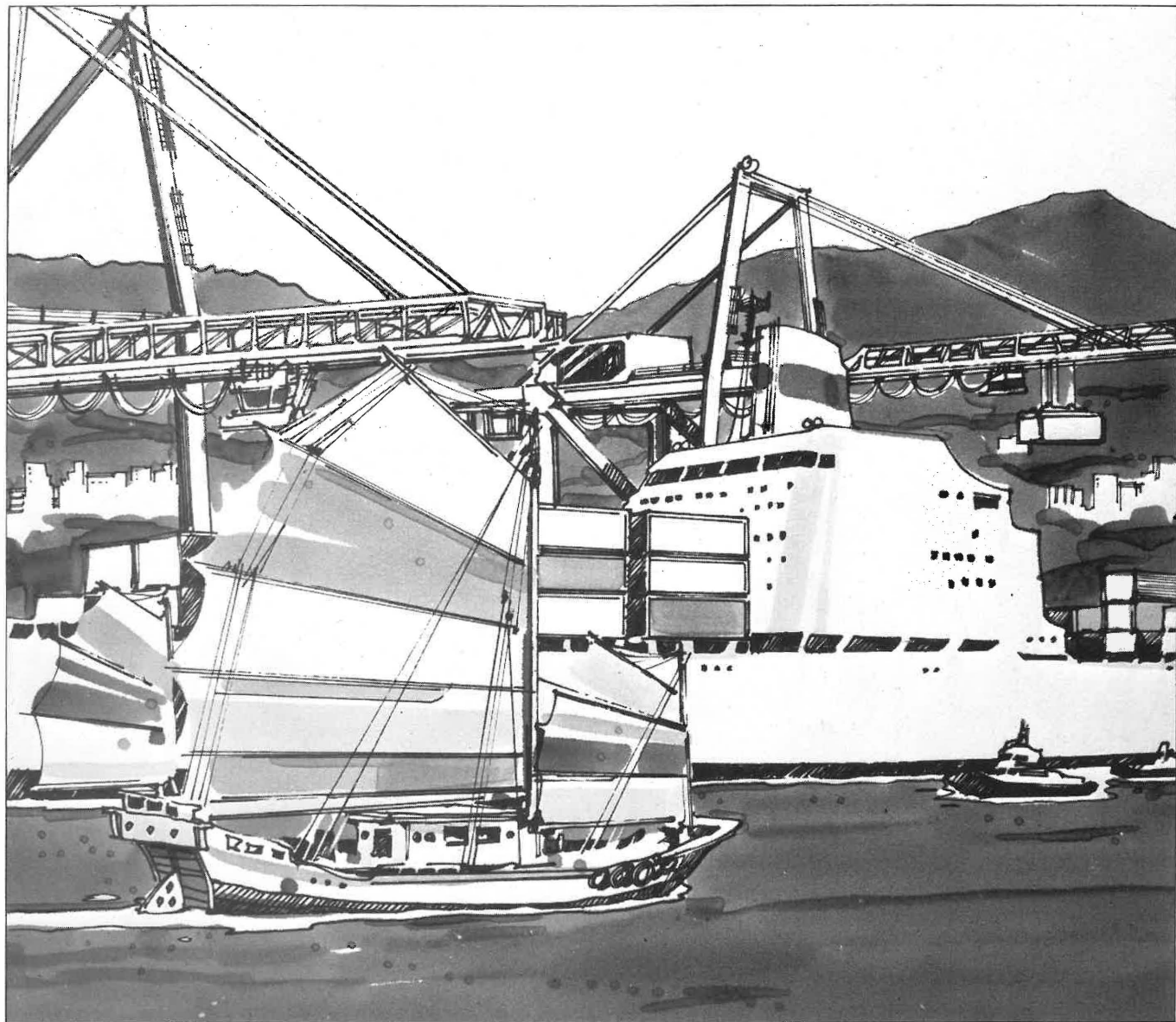
### London Secretarial Course

L.T.C. College of Secretarial and English Studies is accepting enrolments for the next academic year commencing in September 1978. Fees are about £476 per term or £1,144 for the complete course of three terms. For details please write to: L.T.C. College of Secretarial and English Studies, 26-30 Oxford Street, London, W1A 4DY, UK.



# HONG KONG

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## Grindlays Dao Heng Bank Limited

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# The Chamber Worldwide

## Britain

A luncheon meeting with H.R.H. the Duke of Kent as guest speaker, in his capacity as Vice-Chairman of the British Overseas Trade Board, was held on 8th March by the Chamber with the assistance of the British Trade Commission in Hong Kong.

H.R.H. spoke on the trading links between Britain and Hong Kong and also mentioned the buying missions to Britain organised by the Chamber in 1977 and 1978 under the leadership of Mr. Daniel Koo.

This function was unprecedentedly well attended by over 500 representatives from member firms and their guests.

Other VIP guests included Sir Denys Roberts, Lt. General Sir John Archer, Mr. S. D. Wilks (Chief Executive of BOTB), the Hon. T. K. Ann, the Hon. James M. H. Wu, Mr. Wong Tok-sau and Mr. D. M. March.

## U.S.A.

Preparations for this year's Industrial Investment Promotion in the U.S.A. are well underway. The Hong Kong delegation, consisting of Herbert Minich, the Chamber special representative in the United States, Paulus Chan of the DTIC and Sidney Fung of the Chamber's Industry Division, will

visit Cleveland, Erie, Pittsburg, Philadelphia, Cincinnati, New York and Boston during 12th to 30th June, 1978 and is likely to involve up to 40 U.S. industrial companies in the northeastern area.

## Europe

Tudor Griffiths, the Chamber's Deputy Director (Trade), attended a series of meetings on trade facilitation in Europe during February and early March. Tudor Griffiths is the Vice-Chairman of the Hong Kong Trade Facilitation Committee, which has accomplished a good deal in introducing simpler trade documentation here.

## Latin America

The Central & South America Area Committee received on 15th March a Trade Delegation from Panama headed by the President of the Panama Chamber of Commerce, Mr. Jose Diaz Seixas.

A second briefing meeting was held on 4th April for the participants of the trade mission scheduled to visit Panama City, Colon, Caracas, Margarita and Curacao during June and July 1978.

## Middle East

The Joint Chamber/TDC business group to the Middle East returned to Hong Kong on 11th March. The 17-member delegation, led by W. S. Chan of the Trade Division, met buyers in Dubai, Riyadh, Jeddah and Cairo and obtained orders with an estimated value of HK\$15 million.

## Africa

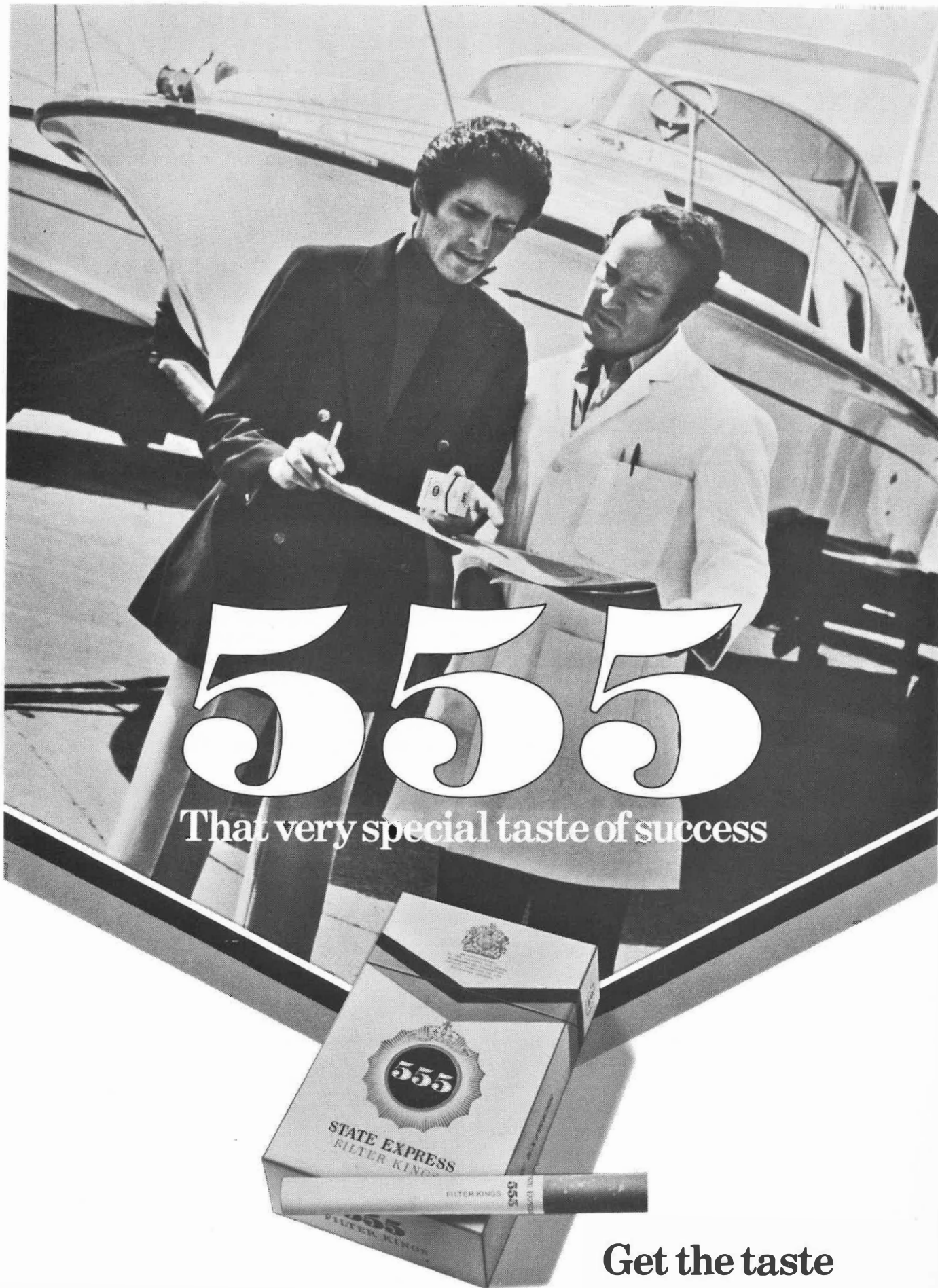
A joint Chamber/TDC business group is scheduled to visit Accra (Ghana), Lagos (Nigeria) and Nairobi (Kenya) from 22nd April to 17th May, 1978. Twenty seven commercial delegates representing 26 firms have confirmed their participation in this trade promotion mission. The group is to be led by W. S. Chan, Manager of the Chamber's Trade Division.

## Korea

A buying Mission was in Korea from 8th to 15th April. The Hong Kong Group, consisting of twenty delegates, was led by Mr Wong Po Yan, Chairman of our Japan, Taiwan and Korea Area Committee, and accompanied by Ernest Leong, Manager of the Chamber's Trade Division. The participants placed orders for textiles and a wide range of industrial raw materials.



*The Chamber's Annual Luncheon Party for all the Consular Corps was held at the Hilton Hotel on the 22nd March, 1978. The outgoing Chairman, Leslie Gordon, is pictured with the doyen of the Consular Corps, the Consul-General for Venezuela, Mr Oscar Michelena.*



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## 形勢變化 關係持久



香港總商會  
主席雷勵祖

本人作為新任主席，特假本期「執行董事專欄」，略表榮任本會主席的感想，特別因為本期是港英關係專輯，我們香港人對此均極為重視。

香港的發展進度，特別在最近幾年，已極其巨大。此種進展大都應歸功於香港市民的萬眾一心、努力工作及應變技術，也應歸功於香港政府奉行明智有效的政策。但不應忘記此種進展也有賴於我們一直有穩定的政治經濟環境，與世界各國進行貿易。

此種穩定部份應歸功於英國政府的指導及影響力與英國在世界各地為香港利益所提供的協助。近數年來，此種協助並未廣為宣傳報導；與此相反，我們經常聽聞的是港英利益發生衝突給香港造成的問題。鑒於港英兩地均是以出口貿易為主的經濟，此類問題實屬難免。儘管如此，港英關係仍然保持健全、牢固、持久、有利。本人認為，港英關係不應削弱，而應增強，才符合香港人的利益。本期「港英關係專輯」數篇文章，論述精彩，值得一讀。

對香港有所瞭解的人士，大都會同意香港近年來的經濟進展是一大奇蹟。然而，奇蹟也許不會獲得所有人的喜愛。例如，一位法官最近退休離港時表示，因為香港的環境近年來變化太大，他並不依依惜別。許多老年人會有同感，因為香港已失去不少昔日的安定及寧靜。然而，香港的年青人大都對昔日已經忘懷，往往比父母輩更快適應，並提出更高的要求。年青一代表現出來的聰明才智、創造精神及無窮精力，能確保香港繼續迅速進展。

香港總商會也應該向前進展。本會近年來已呈現出一派新氣象。同樣，不是所有的會員都喜歡此種進展。本會偶而必須採取不一定與港府或全體會員一致的立場。鑒於本會會員數目眾多，行業廣泛，分歧也許勢所難免；但本會對於重大的決策事宜，就一定經有關委員會慎重考慮，再由理事會批准實行。

最後，本人想強調香港總商會就是「你」。沒有「你」及你參與會務，本會就無能為力。你如果有任何建議及批評，請與執行董事麥理覺或本人聯絡。也許有些會員不認識本會負責各項事務的行政人員。本人已請麥理覺在下期「工商月刊」中刊登本會行政人員及其職責簡介，本會行政人員隨時歡迎會員提出任何有關的諮詢。



## 布政司羅弼時爵士

### 論港英關係

本刊記者問 □

羅弼時爵士答 ■

□ 羅弼時爵士，閣下是否同意英國與香港政府的關係在近年來因為香港經濟日益強大而業已有所改變？

■ 正式的法定關係並未改變。英國政府仍然負責香港的對外事務，而且大致上仍充分履行此種職責。例如，民航協定即使影響啓德機場或國泰航空公司，也仍由英國政府簽訂。

但在對外商務關係方面，英國經已容許香港有極大程度的獨立性。香港業已發展成為與世界各國有關係的國際性貿易中心，必須自行處理對外貿易事務。事實上，港英雙方在許多事件上的利益並非一致，甚至還有衝突，去年歐洲共市協定即其一例。英國早已容許香港在處理對外商業談判中有盡可能大的自主權，實屬明智之舉。

英國不僅讓香港自行發展貿易，而且隨時準備對香港提供協助。例如，香港駐世界各國領使館隨時願意為香港商人提供當地市場的資料。本港商人似乎尚未充分重視此種極有價值的服務。

□ 閣下是否認為香港必須與英國保持親善的關係？如何做才是最好的辦法？

■ 當然必須。衆所週知，香港的繁榮有賴於三大因素：港英關係、港中關係及本港經濟發展。我們不能忘記香港的存在有賴於英國的存在。英國的存在是香港前途的關鍵。

因此，必須盡力保持最親善友好的港英關係。本人認為關鍵問題是雙方要更充分地瞭解對方的需要及問題。我們要確保英國人民更充分地瞭解

香港及其獨特的情況、香港對英國的極大價值、香港是英國貨的極佳市場及英國商人在亞洲的穩固基地。

另一方面，香港人也必須瞭解英國的當前思潮及政治因素。正確持久的瞭解必須是相互的瞭解。

□ 英國人對香港的瞭解，似乎主要是反貪污運動，而不是巨大的貿易成就？閣下是否同意香港應該進一步改善在英國的公共關係工作？應該如何努力？

■ 本人認為我們對於英國對香港的瞭解過份悲觀了。本人的印象是，對於香港的貿易成就，英國真正感興趣的人數雖然較少，但却相當瞭解。

然而，大多數人則對聳動視聽的罪行或奇聞更感興趣。貪官污吏的審訊，不倫發生在倫敦還是香港，總是比出口統計吸引人得多。壞消息總是報紙的好消息。

儘管如此，只要仔細查閱一年來的英國報刊、電台及電視台，無疑可斷言極大多數是正面報導香港，充分肯定及熱情讚揚香港在有限資源及諸多限制中能獲得如此巨大的成就。

港府克服種種困難，確保英國有影響力的人士，尤其是政界人士、高級官員及工業鉅子，能瞭解香港。本人確信港府在此一方面相當成功。

但我們不應對批評過份敏感。我們必須自己承認，絕對不是十全十美，我們不應對批評感到煩惱。

□ 英國目前顯然在努力拓展香港市場。英國貿易部、英國駐港商務專員公署及本會等組織均已作出貢獻。閣下是否認為英國在過去十年中未能充

分利用香港的市場機會？

■ 本人認為英國在香港貿易中的比例在過去十年已告降低，令人極感遺憾，但有迹象顯示此種趨勢已經扭轉，差堪告慰。英國對香港的出口貿易，一九七六年為 18.32 億港元，去年已增至 21.92 億港元，約是英國對中國出口的三倍或對日本出口的一半。按人口相對計算，香港確是極大的市場。最近在香港舉行的英國工業展覽會極為成功，顯示許多英國工業家已認識到香港市場的重要性。香港多購買英國貨，就為英國多創造就業機會。中華電力公司最近向英國購置發電設備即是一大證明。香港市場對英國越有價值，香港與英國的關係就越好。

□ 香港人時常感到英國政府對港府施加壓力要加速社會發展。鑒於英國畢竟對香港負有責任，閣下是否認為上述觀察屬實？

■ 鑒於香港是殖民地，外交與聯邦事務部長向英國議會負責香港事務。因此，該部對香港有法定的職責。當然，議會理應對香港事務發表意見。我們也應慎重審聽取這些意見。

對於香港的意見，難免會有分歧。但本人可以担保，只有最高當局的考慮才能影響港府的決策。

港府制定的社會發展計劃及目標，獲得英國政府的完全支持。實施的速度及方式則大致由港督及港府自行決定。英倫當局對此也完全瞭解及支持。

當然，我們並不事事同意，但分歧是偶然的及次要的，香港及英女皇政府關係的主流是相互贊同及相互信任。

# 港英關係 互惠互利

香港與英國的關係發軔於約一百四十年前。

無論是亞洲政壇及中西關係的許多急劇轉變，還是大英殖民帝國近三十年來的迅速解體，都沒有削弱港英關係。而在此期間，香港就日益繁榮強盛，發展成為遠東地區的商業中心、金融中心及貿易中心，演進成為以出口為主的經濟體制，在大多數方面已足以自立於當今世界。

## 港英關係 雙方支持

布政司羅弼時爵士於一九七六年蒞臨本會晚餐會發表演講時，曾將港英關係比喻為一個事業成功的兒子與父親的關係：「兒子在年幼時需要照顧、鼓勵及保護；但他長大自立後對父親的看法就會有改變。他一方面急於要證明他的獨立，但有時又需要支持、關懷及幫助。此種改變需要雙方的耐心及諒解。」

如今，這個「事業成功的兒子」已名列世界最大的二十個貿易國家及地區。香港不是直布羅陀、百慕達或福克蘭羣島，在治理本港工商經濟方面有極大的獨立。但正如羅弼時爵士所指出：「如所週知，香港只有在英國的保護之下才能繼續存在——在這一點上不能發生錯誤。」

香港今後的發展及繁榮，既需要與中國的友好關係，也需要與英國的友好關係。香港與英國的關係，有時顯然被視為理所當然，因而往往成為雙方誤解的原因。

香港與中國的友好關係似已確定，因為香港顯然繼續對中國有巨大的價值。但香港對英國又有什麼價值呢？對於這個問題，港英兩地人士多年來曾有過頗多的推論及估計。根據一般的觀念，一個殖民地只有仍然對宗主國有價值時才能繼續成為殖民地，而殖民者也只有當在當地居民羣起反對時才會被迫棄離殖民地。此種推論似乎並不適用於香港。



表 一  
港英貿易統計  
(一九七七年)

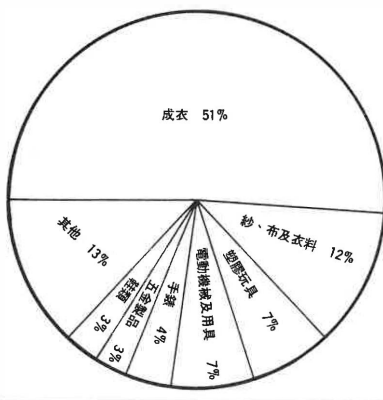
香港去年對英國的出口貿易中，成衣雖然下降了百分之十四，但仍佔一半以上。其他主要貨品包括棉織品（減少百分之二十六）、玩具（上升百分之十五）、非棉織品（略增百分之一）、原子粒收音機（稍減百分之二）及手錶（猛增百分之一百十三）。

香港去年對英國的出口貿易總值下降百分之八，而從英國的入口貿易則上升百分之二十，因此貿易差額大為縮小。入口英國貨的大宗是機械、運輸設備及消費品。去年購貨大增的有運輸設備（增加百分

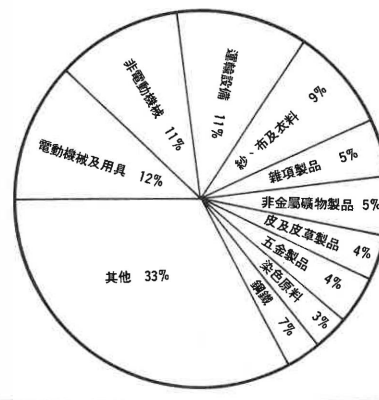
之二十，還不包括地下鐵路的定單），紡織用紗、布及衣料（增加百分之三十八），毛皮製品（增加百分之五十一）及五金製品（增加百分之四十五）。

|      | 價值<br>(億港元) | 與1976年比<br>較(百分比) |
|------|-------------|-------------------|
| 出口貿易 | 30.35       | - 8               |
| 轉口貿易 | 1.18        | + 2               |
| 合計   | 31.52       | - 7               |
| 入口貿易 | 21.92       | +20               |
| 貿易總計 | 52.44       | + 2               |
| 貿易差額 | 9.60        | -61               |

出口貿易



入口貿易



## 有形貿易 香港順差

就有形貿易而言，香港顯然獲得大量順差的利益。香港對英國的貿易，出口大大超過入口。去年港英雙邊貿易，香港順差超過九億六千萬港元之鉅。事實上，香港在港英貿易中保持順差，已有十多年之久了。

但另一方面，英國却從香港獲得大量的無形收入。但這些無形收入却無法精確計算，是否足以抵銷有形逆差而使英國在港英總收支方面獲得可觀的盈餘，則令人懷疑。

然而，香港與港國的關係却並非單

是殖民地與宗主國的關係。香港的對外貿易成績，顯示出香港已是亞太地區的國際城市。按貿易總值計算，香港的三大貿易國是日本、美國及中國，英國只佔第四位。英國在香港的出口貿易中只佔百分之九不到，在香港的入口貿易中只佔百分之五弱，在香港的外國工業投資中約佔百分之七點五。英國以前在非洲及世界各地的殖民地，就與香港不同，在經濟上大大依賴英國。

但是，最近在香港舉行的英國工業展覽會，及根德公爵以英國海外貿易局副主席身份來香港的官方訪問，却能提醒健忘的人士，英國確實與香港有特殊

的關係。該展覽會顯示英國重視香港此一迅速發展且日趨高級的重要市場，而近年來英國在香港市場的地位却被許多競爭對手逐漸取代。英國對香港的出口在本港入口貿易總值中的比例，在十年前曾達約百分之十，而如今連百分之五都不到。

### 英商坐失 香港市場

此種退步是反映了英國出口商及製造商故步自封，還是英國出口貿易的競爭實力已不及十年之前，或是香港市場有問題呢？本刊為此採訪了陪同根德公爵來港訪問的英國海外貿易局總裁威克斯先生。他回答可能有若干原因，其中之一是中東等地出現了新市場：

「自從一九七三年油價飛漲以來，阿拉伯國家一躍而成最佳顧客，而英國對中東的出口也從百分之五躍增為百分之十。同時，英國設法保持了在美國市場的地位，又因為加入了歐洲共市後已擴大了在共市的地位。

「英國顯然不能在世界各地都擴大市場，但本人認為英國公司已在失去香港及東南亞的市場機會，確實令人遺憾。」

但威克斯相信香港儘管對英國在歐洲共市紡織品協定的態度感到不滿，仍然與英國有友好貿易關係的基礎，而且英國貨在本港也仍受好評。他希望英國對香港的貿易逆差能略為改善。

故步自封似乎是英國失去香港市場的原因之一，但還有其他的因素。日本在對東南亞的出口貿易中顯然佔有優勢，日本幾乎不惜代價地滲透出口市場，已在東南亞外的許多市場中大有斬獲。

香港的入口貿易中，大部份——食品、原料及燃料，均無英國貨競爭。在有英國貨競爭的方面——主要是機械、資本貨物、運輸設備及消費品，英國所佔的比例較大，但在近年則有所減少。近數年來，英國貨出口價比香港其他入口貨漲得快，英鎊貶值只能部份抵銷。一九七七年之前，通貨膨脹曾迫使英國出口商對某些商品一年數次調整價格。

### 品質雖優 拓展不力

有些香港公司對英國出口商不能按期交貨頗為不滿。此種情況雖已有所改變，但也許已損害了英國出口商的名聲。關於英國工人罷工及工業困境的報導，對英國出口貿易當然有弊無利。（事實上，英國近年來的罷工情況已大大好過美國、加拿大、澳洲及意大利等許多已發展國家。）

有些英國公司在香港頗為成功，則

歸功於多種因素：包括交貨準時，英國總公司派員定期訪港及總公司與本港代理商密切合作，安排代理商職員赴英接受推銷訓練，願意做廣告，以及最重要的因素——重視市場研究並使設計適合本港消費者的需求及愛好。

但在市場拓展方面，歸根結蒂還是需要積極推銷，而許多英國出口商在過去却相當欠缺。

香港電話公司董事總經理獲加對本刊說起曾收到一個著名英國製造商的覆函：「本公司因工作繁忙，又逢年假，無暇報價，敬希鑒諒。」

「英國人也許懂得這封信的意思，但日本人、韓國人及新加坡人收到這種信會留下多麼惡劣的印象！」

然而獲加先生指出，類似問題並不只限於英國公司。事實上，電話公司購用大量英國產品，尤其是英國的地下電纜，質量標準無疑優於其他國家。該公司的轉接設備也向英國製造商購置。

### 政府重視 設局專理

雖然英國製造商及出口商近年來往往忽視香港，但英國政府却顯然對香港市場極為重視。英國海外貿易局在其他英國殖民地並不派駐代表，但香港却有英國駐港高級商務專員，全世界獨一無二。該局屬下還設有香港貿易顧問委員會，與日本、中東及整個北美洲等十六個顧問委員會等量齊觀。

香港貿易顧問委員會的主席是香港太古洋行的前任主席約翰·布朗恩。布朗恩最近來港時接受了本刊的訪問。

「香港貿易顧問委員會由十五位熟悉香港的工商領袖及高級官員組成，包括香港駐倫敦辦事處專員及香港貿易發展局駐倫敦高級代表。委員會每兩個月集會一次，討論英國拓展香港市場的策略。

「去年，本委員會派員出席了英國各地商會及出口協會所舉辦的一系列研討會，由貿易部代表、本人、黎敦義、貿易發展局代表麥家樂輪流演講十多分鐘，再答覆關於香港的問題，或個別參觀訪問。去年在曼徹斯特、倫敦、格拉斯哥及紐卡索舉行了研討會。今年四、五月份將在倫敦、伯明翰、曼徹斯特、達比、貝弗斯特或包括愛丁堡。港督已應邀於四月廿六日在倫敦研討會開幕儀式上發表演講。」

英國海外貿易局成立於一九七二年，宗旨是協助英國出口商。該局主席凱塞華爵士，在各顧問委員會協助下，為英國政府提供促進進出口貿易的策略；而以威克斯先生為首的衆多職員則負責展

開具體的促進工作。其中包括支持特別展覽會，最近在香港舉辦的展覽會即其一例。

在香港，本會與貿易發展局一貫積極促進港英雙邊貿易。本會原來專門有一個英國貿易委員會，直到英國加入歐洲共市後，才併入西歐貿易委員會。

本會在過去一年中組織了三個購買團訪問英國——兩個百貨業代表團及一個船東代表團。由古勝祥先生率領的百貨業採購團最近落單定購英國消費品的總值高達一百萬英鎊。古先生及其他團員對英國貨的品質設計均甚表讚賞。

### 無形收入 難以計算

上文僅涉及港英經濟關係中的有形貿易方面，而無形收入則可能更為巨大，但却很難作精確的計算及分析，雖然香港及英國已有過數次嘗試，但結果都是吃力不討好。

英國在香港的無形收入，是銀行、保險、船務、航空、建築、顧問及其他服務的盈利。

香港發展成爲一個金融中心，應大量歸功於英國的影響及英國的資金。倫敦歷來是，而且仍然是世界主要金融中心之一。

一方面，香港的銀行制度吸收了倫敦的經驗與技術；另一方面，英國也從香港金融業的發展中獲得了利益。香港不僅為英資銀行直接提供了盈利，而且是英國與中國（以及中國其他各國）的金融橋樑。

香港對於前來投資的英國大公司似乎也大有利益。英國投資者在一九七三年股市高潮中，就充分利用了本港滙兌股息的自由，估計有二億五千至三億五千萬美元被滙往英國。英國公司紛紛被指責為「騙取」香港人的金錢，不過也可

表 三  
英國在港的工業投資  
(截至1977年底計算)

| 工業種類             | 工廠數目 |
|------------------|------|
| 製衣業              | 7    |
| 紡織業              | 3    |
| 鐘錶業              | 3    |
| 塑膠製品             | 2    |
| 化工製品             | 2    |
| 衣料               | 1    |
| 電工製品             | 1    |
| 玩具               | 1    |
| 印刷               | 1    |
| 其他               | 10   |
| 總計 (總值 1.486億港元) | 31   |

反映英國公司早就看好香港而作長期投資，結果獲利回吐。

港英關係在保險業方面也很密切。倫敦可能仍然執世界保險業牛耳，本港有許多英國保險公司也對香港大有幫助。僅舉一例為證，興建海底隧道的保險主要就由英國承擔，因為據說當時其他保險中心均不願担此風險。而結果，此一風險獲得了可觀的盈利。最近，英國出口信用保險局倫敦辦事處又再為通用電器公司承保新發電廠，以及為都城嘉慕公司承保地下鐵路的七十輛火車。

衆所週知，香港是英國輪船公司及船務公司的一大重要市場。去年，香港裝卸的貨物總量共達二千三百萬噸，其中約百分之八點五由英國註冊船隻運載。香港為英國船隻提供優良的船舶維修及貨櫃設施，而香港的輪船公司也向英國造船廠定造大量船隻。本會組織香港船東代表團於去年五月訪問英國，英國國有造船公司總裁祈賽則於十二月及三月回訪香港，預料香港會繼續向英國定造大量船隻。

啓德機場作為提供航空服務的樞紐中心，對英國具有重大的價值，但對香港而言就利弊參半。英國有權而且確實把在香港的降落權（作為國內機場）用來交換在其他國家的降落權。

啓德機場為香港帶來遊客，而旅遊業對港英雙方的無形收入均大有貢獻。

在建築及顧問方面，英國歷來扮演主要的角色。英國公司承建地下鐵路修正早期系統的合約總值，超過十億港元。英國顧問工程師及承造商（經常與香港公司合伙）已參與了許多其他的重大工程，包括海底隧道工程、船灣淡水湖工程、萬宜淡水湖工程、公路及天橋工程（包括二億六千萬港元的屯門公路）以及新市鎮的部份工程。

### 互惠互利 發揚光大

英國公司投資香港製造工業是另一個港英互惠互利的方面。在一九七七年底，英國佔全港海外工業投資的百分之七點五，達一億四千九百萬港元。香港有三十一間製造廠是全部或部份英資企業。

香港工業的發展作出貢獻。香港雖然數度設法吸引新投資，投資已顯著放緩。繼續來港投資。

詢問英國海外貿易局的威克斯先生：

「必須記住英國仍然是全世界第二大海外投資者，僅次於美國，超過日本

、西德、法國及其他國家。也許英國公司忽視了香港的投資機會，但英國目前主要着重拓展出口貿易，在英國本土製造出口產品則能製造就業機會。」

港府工商署今年又將組織工業投資促進團，訪問英國，遊說英國工業公司來港投資。

此外，還有「香港英國公司」，包括許多最大的「行」，例如滙豐銀行、怡和、和記及會德豐等，已經是香港公司，不能再作為海外投資了。但這些公司創始於英國，與英國保持密切的聯繫。其中許多公司代理各種英國產品（包括若干名牌貨）在香港或整個遠東的經銷業務。這些公司對香港發展的貢獻，當然遠遠超出近年來港建廠的美日等國公司。

港英之間的經濟關係，既無法一一列舉闡明，更無法計算其價值，只能歸納為港英之間的長期友好關係使雙方均獲得巨大的利益。也許可以用倫敦工商總會前任會長雷里爵士一九七三年訪港時的一句演詞來結束本文：

「在互惠互利的雙方之間，計算誰獲利更多，似乎毫無益處，而且令人生厭。此類計算也屬難免，但就港英雙方而言，公平計算的結果一定會使英國感到滿意。」



## 「友善的指導」 還是 「過份的干預」？

香港在貿易及經濟方面已經是一個國際性的城市。但促進香港經濟發展的政治及法律的體制，却是遵循着英國的制度及傳統。毫無疑問，英國的影響已在香港有悠久的歷史，而且大致對香港是有利的。事實上，港英的法定關係，是香港能繼續其現狀的根本基礎。對於英國在香港事務中的「影響」感到不滿的人士，也許沒有充分考慮過港英脫離關係的後果；此種脫離是絕對不可能的。

### 英國政府 未施壓力

本刊所訪問的港府官員，均矢口否認英國積極干預香港治理本港事務，或者向香港政府過分施加壓力以推行或加速某項政策。

香港駐倫敦專員黎敦義指出：

「我們既然可以隨時獲得英國的經驗及方法，再重頭另搞一套就是愚蠢之舉了。香港的各種發展計劃，不僅借鑑英國的歷史及經驗，而且也借鑑其他國家，但關鍵是最後制定時均須適用於香港。」

「至於說『壓力』，英國『政壇』

某些人士的確要香港加速發展，但不是英國政府。英國政府當然希望香港社會進展，但這不是『壓力』。壓力來自於香港政府本身，因為港府希望社會進展——但不是用危害社會的速度過份冒進，而是按合理的速度盡快前進。」

黎敦義將英國政府（即內閣大臣及白宮官員）與英國「政壇」區別開來。

對於「政壇」及其現狀，香港人不甚明瞭，甚至英國人有時也不甚明瞭。連黎敦義也承認，香港政府制度較為單純，而英國政壇就極為複雜多變。本文限於

篇幅，不能詳加介紹。一言以蔽之，英國國會的後座議員、工會或其他組織，在批評香港時並不代表英國政府，香港人實在不必要過份緊張。

此類批評的目標之一是香港的勞工法例及工作條件。此類批評顯然有政治動機，用以對香港及其他「低成本」供應國的紡織品入口施行保護主義。結果使本港有些製造商認為香港政府在英國壓力下加快制定新勞工法例及推行過份「先進」的社會計劃。

本刊又訪問了勞工處卸任處長衛理欽。衛理欽指出：

「我們的計劃，不僅是要增加職員及興建樓房以滿足新市鎮等發展，而且要制定一般政策法例。英國外交及聯邦事務部當然獲悉我們的計劃。我們在制定發展計劃時，經常向該部海外勞工諮詢處請教世界各地的勞工法例。該處有時也提出建議，但通常是我們首先提出建議。就是英國建議的事項，我們也沒有受到壓力。

「也許唯一受所謂壓力的時候，是我們拖延實行已經提出的法例。例如，我們正在制定有關矽肺的新條例。但有關賠償條款却比預料的複雜得多，費時甚久。英國自然會時加諮詢延遲的原因。

「這是倫敦所施加的唯一『控制』，但我們肯定沒有受到英國指令要做這做那。主要的壓力是我們的自覺，鑒於香港經濟的迅速發展，香港在某些方面確已落後。例如，香港已落後於國際勞工組織標準及東南亞其他地區，尤其是新加坡。」

### 香港制度 效法英國

黎敦義及衛理欽等港府官員雖然都否認受倫敦的壓力及指令，但均承認香港許多政策的基本觀念確源自於英國。香港的勞工保護及工業訓練、醫療保健服務、教育制度、社會福利及其他許多方面，確實均效法英國。

不僅香港政府，而且工商企業、大中學校、醫院診所、志願社團的高級行政人員，均是英國人或受過英國教育的人士。香港行政立法兩局及市政局的許多議員，無論是商人、醫生、教師或律師，也有上述情況。

香港的法律當然基於英國法。布政司羅弼時（前律政司）去年對本會演講時就讚揚了香港的司法制度及思想言論的自由，已促進了一個開放性的社會，「各種思想及事業均可毫無束縛地自由發展，各種創造發明均可開花結果。」

羅弼時爵士指出，與此有關的是司法的獨立：「許多人感到難以相信，司法人員既然是政府官員而且由港府歲入中支薪，又如何能在判決政府與私人的官司中保持完全的超然立場。但本人可以保證，事實確是如此。」

香港的工商業，由於企業經營不受法律限制，所以一直繁榮昌盛。海外投資者也對此甚表歡迎。

本刊三月號評述了港府去年年底發表的社會保障綠皮書。社會事務司何鴻鑾先生向本刊表示，雖然英國對香港社會福利制度的影響甚為巨大，但綠皮書並不是英國社會福利政策的翻版：

「香港的公共援助，直至一九七〇年初仍是實物援助，然後就加以改進，推行現金援助。我們請英國派遣一名資深官員來港。於是，英國衛生及社會保障部的赫貝爾先生來港，在港府社會福利署以副署長名義工作。赫貝爾帶來了英國制度的經驗，並應用於香港的情況。因此，香港的社會保障制度既有英國的經驗，也有香港的特點。去年，赫貝爾先生又來港協助檢討香港社會保障計劃，他對綠皮書貢獻甚巨。」

何鴻鑾續謂，香港在其他方面實行的標準也有很多是英國標準：「在倫敦醫學會註冊的醫生可隨時在香港註冊掛牌行醫，牙醫也是如此。香港的教育制在一定程度上也是基於英國的模式。香港兩所大學頒發的學位，可以說是基於所謂的英聯邦大學學位制度。」

### 對外商務 有自治權

英國的指導及經驗對香港的社會發展作出了貢獻，但英國的貿易利益有時却與香港發生衝突，於是港英雙方在談判席上就採取了對立的觀點。香港的觀點有時佔了上風；但有時就未必，去年與歐洲共市的紡織品談判就是一例。英國在日內瓦的態度當然只是歐洲共市談判立場的一個部份。

歐洲共市紡織品談判並不是近年來港英貿易利益發生分歧甚至衝突的唯一事例。本刊詢問工商署署長左敦，港英

何解決因商務分歧引起的法定關係難題：

「香港自一九六九年起就事實上已在對外商務關係上有了自治權。此種自治權最初只限於雙邊談判，也即是與所有各國的紡織品談判。但最初並不適用於日內瓦的關稅及貿易總協定，因為當時英國尚未加入歐洲共市，仍是該總協定的獨立會員國。據當時的英國常駐代表說，英國與香港雖然在雙邊貿易談判

中會有分歧，但在日內瓦即使有歧見也不會對立，因為本人是常駐代表，代表英國與香港雙方發言，本人不能自相矛盾！」

但左敦指出，此種情形在一九七三年初英國加入歐洲共市後已有所改變。「歐洲共市奉行共同的商務政策，總是在內部決定對某一事件的立場，再由一位共市發言人代表共市各國參加雙邊或者多邊談判。所以，英國的觀點不能直接表達，只能遵循共市立場。

「香港不是共市成員，在考慮決定共市政策時就沒有發言權。香港有時確實與共市有分歧，在關稅貿易總協定、多種纖維協定及雙邊紡織品談判中均有分歧。

「就政策而言，我們自行決定最符合香港利益的政策。我們可能與英國官員商量，但英國政府多年來已不再干預香港的商務關係及談判。港英商務分歧引起的法定關係難題，確實因為英國加入歐洲共市而告解決。」

在歐洲共市總部布魯塞爾、關稅及貿易總協定總部日內瓦、倫敦及華盛頓等地，香港政府派有代表工作。但在大多數國家，港府均逕由英國使領館代表香港獲取資料或呈交文件。例如，最近挪威政府單方面對香港紡織品實施限制，「我們不僅請英國政府代表香港提交照會，而且請英國政府對挪威政府施加壓力，或者取消限制，或者恢復談判。英國立即指示駐奧斯陸大使館代表香港採取上述行動。」

本刊又問左敦是否應擴展香港直接駐外辦事處：

「本人對此也時作考慮，但只要香港能依靠英國駐各國使領館的協助，自行設立辦事處，即使是一人辦事處，就是浪費，除非確有足夠的職責。香港並未與所有的貿易伙伴國簽有協定，有的即使有協定也是間斷性的，例如奧地利及芬蘭。

「香港的貿易由工商界經營，貿易發展局則提供協助。該局設有海外辦事處系統。貿易促進是經常性的任務，而貿易談判則是間斷性的。」

\* \* \*

究竟英國是否過份「干涉」香港事務，眾說紛紜，莫衷一是。也許，羅弼時爵士提供了最好的答覆：「如所週知，香港只有在英國保護之下才能繼續存在——在這一點上不能發生錯誤。我們決不容許意見的分歧及爭論破壞了連接香港與英國的共同歷史，相互利益及親善關係。」

# 香港在倫敦的「說客」

## 香港政府駐倫敦辦事處

香港政府自一九六九年，設有駐倫敦辦事處。該處隸屬布政司署，香港專員——現任是黎敦義——直接向布政司負責。黎敦義最近訪問香港時向本刊簡述了該處的工作：

「本處有職員約九十人，極大多數是代表香港政府負責一些必要的事務，諸如招聘海外僱員、照顧香港留英學生、安排香港公務員在英國參加訓練課程等等。

「本處設有聯絡部，負責聯絡在英國的香港居民，提供支助，特別是支持初入英國社會工作的香港人。

「公共事務部職責廣泛，從答覆小學生詢問，直至組織大規模公共關係運動以提高香港在英國公眾中的形象。

「商務部處理商務關係——但不是

貿易促進及諮詢（該等事務由貿易發展局負責），而是貿易談判及觀察英國經濟思想的發展。

「最後，本處負有聯絡英國政界各派的責任。這是本人職責中一項非常重要而又需時甚多的工作。」

## 香港協會

香港協會是曾在香港工作的工商鉅子及與香港有密切聯繫的英國要人組成的組織。該會的宗旨相當廣泛——主要是促進香港與英國的良好關係。該會設法使英國政界人士及高級官員瞭解及同情香港的事務及政策，尤其是對於影響香港利益的事件。去年與歐洲共市的紡織品談判就是一項明顯的例證，該會向英國政府呈提了意見書，並與有關官員舉行了一系列會議。

該會向來港訪問的議員進行事前的

簡介及事後的聯絡工作。並與訪港的新聞界人員保持接觸。

該會兩年一次在六月舉行「端午晚餐會」，邀請英國議員及高級官員出席。一九七七年的貴賓是根德公爵。

該會理事會每月於倫敦集會。現任主席為約翰·斯華埃先生。

該會還有香港分會，主席為羅理基爵士，名譽秘書是本會執行董事麥理覺先生。本會作為該會香港分會辦事處，印發倫敦總會的月訊，包括關於港英貿易的報導及評論、英國經濟貿易發展近況及議會的活動。

香港分會對資助該會倫敦總會的活動，貢獻甚鉅。分會會員總數為一百四十五人，歡迎徵求新會員。凡有興趣加入該會或瞭解該會活動者，請與麥理覺或其私人助理李吳淑姬聯絡。

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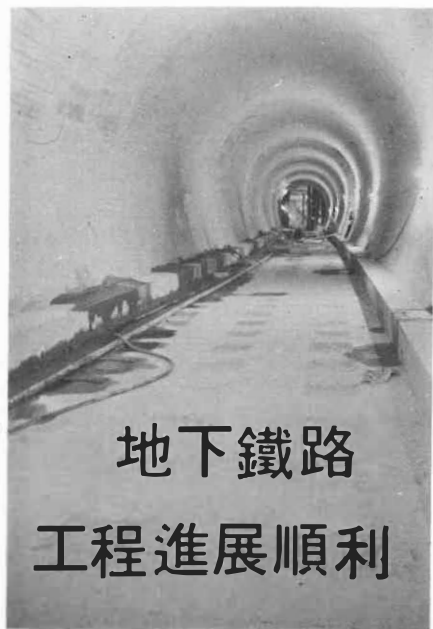
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## 地下鐵路 工程進展順利

香港開埠以來投資最鉅、規模最大的工程——地下鐵路建築工程，正在按期順利進展。其中石峽尾至觀塘路段將於一九七九年九月首先開放通車。

再過六個月後，香港市民就可乘坐空氣調節火車，只需二十多分鐘，從觀塘直達中環。到八十年代中期，修正早期系統及荃灣支線均將完工，全長二十六公里，每天可載客一百八十萬人次。

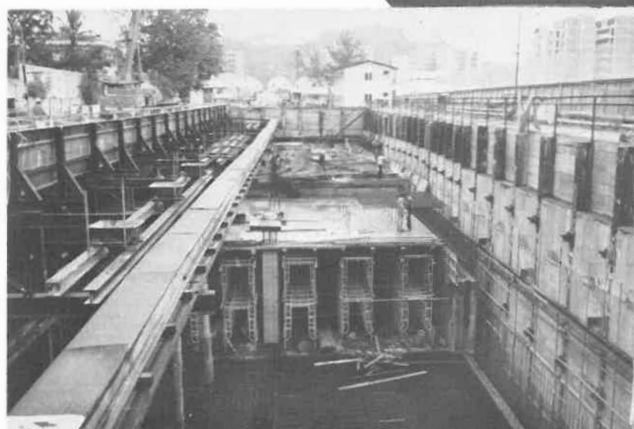
地下鐵路公司專門接待本會各委員會委員及行政人員，分數批實地參觀了地下鐵路工程的進展情形。他們在地下鐵路公司辦事處聽取了簡要介紹，接着參觀了彌敦道與窩打老道交叉口的窩打老道車站，然後從石峽尾車站沿着接近竣工的行車隧道步行至九龍塘車站，最後巡視了九龍灣車廠。

地下鐵路修正早期系統將從中環渣打道直達觀塘，全長十五點六公里，幾達十英哩。共有十五個車站，平均約每一公里路有一個車站。整個地下鐵路系統，包括地下車站、行車隧道及火車，均用空氣調節，將是世界上第一個全部空氣調節的地下鐵路。

參加地下鐵路工程的承建商，來自世界各國，其中英國公司佔相當大的比例。若按合約價值計算，香港佔百分之三十，日本佔百分之二十九，英國佔百分之二十五，西德佔百分之六，法國佔百分之五，瑞典佔百分之三，美國佔百分之二。

荃灣支線共長十點五公里，首批合約將於今年底批出，隨即開始建築工程。荃灣支線將於一九八二年底竣工。

是否建造更多的支線，例如港島北部支線，則尚未決定。當然，此事須由港府決定。





# 工商領袖論港英關係

工商界對港英關係的觀點，是估價香港前途的一項重要因素。本刊為此走訪了香港工商界數位領袖人物。

## 怡和集團主席紐璧堅先生

### 論港英關係的重要性：

「港府委任一位高級官員出任香港政府駐倫敦辦事處專員，顯示港府更加強調港英關係的重要性。」

「本人認為香港協會等組織及私人公司逕由倫敦辦事處或分公司，與英國議會及政府保持聯繫，進行了大量有用的工作，許多並未為人報導知悉。此類工作的利益，當然難以估計，但本人確知極為廣泛。」

「香港在政治上端賴中—英—港的三角關係。本人認為決不能輕視英國在其中的重要性。香港在政治上及經濟上相當穩定，此種穩定是香港人的極大保障，而此種穩定必須在上述三角關係中才能保持。」

### 論怡和與英國的貿易關係：

「怡和在香港總公司所採取的決定，會影響英國貨在香港以外市場的銷售，因此不容忽視。就整個怡和集團而言，在英國以外銷售的英國貨，比在本港市場的銷量多。例如，怡和經銷的蘇格蘭威士忌酒，日本一個月的銷量就超過香港一年的銷量。怡和還向日本銷售英國火車配件，裝配成日本火車出口至全世界。」

### 渣打銀行副經理白朗先生 論港英關係正在轉變

「港英關係在近年來已有所轉變，但本人認為此種轉變與香港已能自行發展經濟並無多大的關係。」

「本人認為此種轉變是因為英國與整個世界的關係發生了轉變。二次大戰前，英國人民對各附屬地有強烈的宗主國責任心。但時至今日，英國普通民衆對各附屬地的情況毫無瞭解，也毫無責任感可言；可能對於香港，非但不視為

英國附屬地，反而更看作會使他失業的競爭對手呢。」

「在此種情況下，香港能獨立自主地發展經濟，確實也是好事。」

## 英美煙草（香港）有限公司主席 鮑浩樺先生

### 論英國出口商應該親自來港考察：

「許多英國公司不瞭解香港市場已趨高級。他們可能已經落伍，或者初次來港訪問又視而不見。香港雖是彈丸之地，但人口衆多，居住集中，所以市場競爭非常劇烈。」

「以英美煙草公司為例。本公司產品的對象是不相信次貨的高級消費者。本公司的競爭對手是也有高級技術的國際及本港公司。」

「安坐家中觀看遠景，是膚淺的觀察，必然導致錯誤的結論，失去良好的機會。要瞭解香港，就應該親自來港考察。」

## 本會與世界市場

### 英國

英國海外貿易局副主席根德公爵殿下於三月八日應邀蒞臨本會午餐會並發表演講。

根德公爵講述了港英貿易關係，並提及本會於一九七七及七八年兩度組織採購團由古勝祥先生率領訪問英國。

午餐會由英國駐港商務專員公署協助本會組織。會員公司代表踴躍赴會，嘉賓雲集，共達五百多人，盛況空前。

其他貴賓包括羅弼時爵士、夏卓賢中將、威克斯先生（英國海外貿易局總裁）、安子介議員、胡文瀚議員、黃篤修先生及馬卓賢先生（英國駐港高級商務專員）。



### 美國

今年訪美工業投資促進團的準備工作正在積極進行。香港代表團的成員，將包括本會駐美特別代表米尼克、工商署陳榮光及本會工業部馮棟澤。該團定於一九七八年六月十二日至三十日訪問美國東北部紐約、克利夫蘭、伊利、匹茨堡、費城、辛辛那提及波士頓約四十家美國工業公司。

### 歐洲

本會副執行董事戈銳非斯於今年二至三月期間，赴歐洲出席了一系列貿易簡化會議。戈銳非斯是香港貿易簡化工作委員會副主席。該委員會在香港推廣簡化貿易文件及程序，成績頗佳。

### 拉丁美洲

本會中南美洲貿易委員會於三月十五日接待了以巴拿馬商會會長西塞斯先生為首的巴拿馬貿易代表團。

本會正在籌組的中南美洲貿易團，定於一九七八年六至七月訪問巴拿馬城、科倫、卡拉卡斯、馬加里達及凱拉索。參加者已於四月四日舉行了第二次簡介會。

### 中東

本會與貿易發展局聯合組織的中東推銷團，已於三月十一日凱旋返港。該團一行十七人，由本會貿易部經理陳煥榮率領，在杜拜、利雅特、吉特及開羅會晤了中東買家，所獲訂單總值估計達一千五百萬港元之鉅。

### 非洲

本會與貿易發展局聯合組織的貿易團，已定於一九七八年四月二十二日至五月十七日訪問加納的阿卡拉、尼日利亞的拉哥斯及肯雅奈的奈羅比。迄今已有二十六家公司的二十七位代表參加此次貿易促進團。該團由本會貿易部經理陳煥榮率領。

### 韓國

本會採購團於四月八日至十五日訪問了韓國。該團一行二十二人，由本會日、台、韓貿易委員會主席黃保欣先生率領，本會貿易部經理梁紹輝隨同前往。該團在韓國定購了紡織品及各種工業原料。

### 各國領事午餐會

本會與各國駐港領事的週年午餐會，於三月二十二日假座希爾頓酒店舉行，出席甚衆。

# 簡報匯編

## 本會消息

### 歡迎新會員

本刊歡迎二十二間公司於一九七八年三月間加入本會，成為香港總商會會員公司。名單詳列本期英文版。

### 本會任命

本會已委任畢馬域茂曹公司合伙人柯上邦先生及高露雲律師行麥嘉霖先生為本會民政委員會委員。

### 本會獎學金

一年一度的本會獎學金頒發儀式於三月十七日在本會會議室舉行。高登主席頒贈香港總商會獎學金予港大、中大、理工及四所工業學院的十三名學生。獎學金額自四百至六千元不等。



### 好市民獎頒獎大會

本會於二月二十日在上水舉行香港總商會好市民獎頒獎大會，本會會董安子介議員代表本會頒發好市民獎。獲獎者共計三十九名，獎金總額達三萬四千元。本會副主席雷勵祖及執行董事麥理覺也出席了大會。

### 出口共市簽證

歐洲共市當局經已同意，自一九七八年一月一日起，接受本會及本港其他簽證機構所簽發的輸往歐洲共市各國受限制紡織品的產地來源證。

歐洲共市當局並決定：自一九七八年五月一日起，輸往歐洲共市各國一切產品的產地來源證，應統一格式。因此，凡經營香港產品出口歐洲共市各國的會員公司，請自上述日期起使用新產地來源證申請表格。新表格在本會有售，每本二十份，售價仍為三元。請會員公司從速購用。

如有任何疑問，請向本會簽證處經理王恭甫查詢。（電話五·二三七一七七，內線三二）

## 課程及出版物

### 倫敦理工學院課程

倫敦市理工學院專為海外學生而設的英語及商業課程，現已接受申請報名。費用為每學期二百三十五英鎊或每年七百英鎊。詳情請函詢：City of London Polytechnic, Calcutta House, Old Castle St., London E1 7NT, UK.

### 倫敦秘書課程

倫敦訓練中心秘書及英語學院已在為一九七八年九月開始的學年接受申請報名。費用為每學期四百七十六英鎊或全課程共三學期一千一百四十四英鎊。詳情請函詢：L. T. C. College of Secretarial and English Studies,

26-30 Oxford Street, London, W1A 4DY, UK.

### 投資地區優點比較表

本會工業部編印了一份投資地區優點比較表，對照香港與亞太區其他國家工業的潛力，分發予會員公司及有意在香港投資的任何本港或海外公司。該表顯示，香港作為投資建廠生產的對象，比其他國家有許多優越性。請向歐永祥索取（電話五·二三七一七七內線四三）。

### 香港工業指南

生產力促進中心出版了「一九七七年香港工業指南」，內容包括香港製造工業及有關設施的各項最新資料。每本七十五港元，該中心各辦事處有售。

### 英國專利法簡介

歐洲研究會出版公司編印的「一九七七年專利法簡介」現已出版，簡要解釋英國新專利法。每本售價五點五英鎊（歐洲之外空郵另加一點七英鎊）。郵購聯絡地址：

ESC Publishing, European Study Conferences Limited, Kirby House 31 High Street, East, Uppingham, Rutland, Leicestershire LE15 9PY, U. K.





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