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# THE Bulletin

HONG KONG GENERAL CHAMBER OF COMMERCE MAGAZINE

港總商會月刊

一九九三年一月 JANUARY 1993



The tale of  
three China cities

Kung Hey  
Fat Choy



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# THE Bulletin

A Hong Kong General Chamber of Commerce magazine

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中共十四大後，中國三大城市的市長先後來港招商，並且順道訪問本會。三位市長的招商成績均十分美滿。



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# The tale of three cities

## Beijing, Shanghai and Guangzhou seek Hong Kong investment

**T**he Chamber, as 1992 closed, received three Mayoral visits from China's three major cities, each seeking Hong Kong investment in ambitious and exciting projects that will economically enhance those cities.

The Mayoral visits to Hong Kong were in the wake of the 14th Party Congress with its emphasis on economic reform. The plans disclosed by visiting high officials of the three cities elicited some comment about proof of Hong Kong's value to China and that Hong Kong itself had better keep on its own toes.

Now, each major Mainland city is, not only trying harder to tap Hong Kong investment in traditional and new fields of industrial development, but also shifting each city's investment targets into attractive urban projects in the services sector.

These projects include transforming shopping areas into modern retailing locations as well as real estate development in delapidated urban residential locations to expand the property market.

## 三城故事

### 北京、上海和廣州希望港商投資國內經改計劃下湧現的市區經濟發展項目

九九二年結束前，本會接待了三位分別來自中國三大主要城市的市長級官員，他們來港，主要是為了尋求港商參與多個大型項目，促進當地經濟發展。

中共十四大會議強調經濟改革，會議結束後，三位市長先後訪港，分析家認為，香港對中國的價值，從三位市長所披露的發展計劃可見一斑。

現在，內地各大主要城市不但積極吸引港資參與傳統和新高科技工業的發展，更將每一個城市的投資目標轉移至更具吸引力的市區服務業開發項目。

這些項目包括將購物區改建成現代化的零售點，並在市區危房地點發展房地產，擴大房產市場。

吸引外資的還有市區基建工程大型投資項目，例如公路、發電站、上海衛星城市浦東和外高自由貿易區的港口發展，以及廣州的地下鐵路工程。

○ 本會於十一月二十六日接待首個市政府



Mr C C Tung, vice chairman of the Chamber's China Committee, hosted the luncheon for Beijing Vice Mayor, Mr Wang Baosen (left). The Chamber's Legco representative, Mr Jimmy McGregor is on the right.

本會中國委員會副主席董建成主持為北京市副市長王寶森而設的午餐會。右為本會立法局代表麥理覺

代表團。北京派出四百名官員來港舉辦北京投資貿易洽談會，該市三位副市長除協助推廣是次洽談會外，還為北京市爭取於二零零零年主辦奧運會鋪路。

副市長王寶森於本會舉行的商務午餐會上向眾多會員表示，是次北京投資貿易洽談會是為了進一步擴大開放政策，廣交朋友，加強京港經濟貿易合作。

他說，中共十四大會議確立了鄧小平關於建設有中國特色的社會主義理論的主導地位和加快改革開放和現代化建設的方向。他強調投資貿易洽談會貫徹了十四大的精神，促進了社會主義市場經濟的發展。

他表示，在面積達一百平方公里的高新技術產業開發實驗區創辦的企業，可以享受類似經濟特區的優惠政策，在昌平和豐台的企業於營業後首三年獲免稅，三年後按百分之十五的稅率課稅。

外國資金獲准改造王府井購物區，建設一百個現代化的商場，當中還包括外資零售店。外資亦獲准投資改造市區的商業設施。外商還可帶資承包經營北京市一切工業企業。

本會國際事務部助理執行董事張耀成博士在評論時表示，北京一直對外國資金保持

審慎，以防經濟過熱，但現在他們在策略上似乎已作出頗為急劇的轉變，他們現時歡迎更多香港和外國投資。

「我得悉他們在吸引港資改建中央商業區方面非常成功，據報導，他們已邀請長江、和黃、東方海外貨櫃航運集團和新鴻基集團成片買入大部分北京中央商區，並將該區重建為世界級的商業區。」

○ 第二位訪港市長於十二月初到港，代表團規模雖不及較早前的北京代表團，但由於市長黃菊本人將來有可能晉身中共領導層，而且訪港前曾與多名重要官員作海外訪問，因此，其重要性猶勝北京代表團。

本會主席鄭明訓並於十二月二日為上海市長黃菊舉行商務午餐會，會上座無虛設。鄭明訓曾於十月二十日至二十二日期間曾代表本會率團前赴上海訪問。

席上，黃菊市長全面介紹了上海近期的發展，並解釋為何港商應再次投資上海，使上海再次發展成為長江流域富庶的經濟中心。

張耀成博士說：「各位或許亦有所聞，和黃集團已同意在上海興建一個貨櫃碼頭。」

The attractions also propose huge investment in urban infrastructure such as highways and power stations, the port development associated with Shanghai's satellite town, Pudong and the Waigaoqiao free trade zone, as well as the underground railway development in Guangzhou.

● The first mayoral delegation received by the Chamber was on November 26. Beijing sent 400 officials to Hong Kong to stage a Beijing Investment and Trade Fair. Three Vice Mayors from Beijing helped promote the Fair and Beijing's bid to stage the World Olympics in the year, 2,000.

Vice Mayor Wang Baosen addressed a well-attended Chamber subscription luncheon. He said Beijing's Fair aimed to enlarge the scale of China's policy of opening to the outside world, to strengthen cooperation and make friends on an extensive scale.

He said the 14th Congress established the guiding principle of Deng Xiaoping's theory on the construction of socialism with Chinese characteristics and the correct orientation for speeding up reform and modernisation schemes. The Investment and Trade Fair, Vice Mayor Wang Baosen asserted, implemented the spirit of the 14th Party Congress and promoted the development and growth of the socialist market economy.

He said enterprises established in the 100 sq kilometres Experimental Area for Industrial Development using High or New Technology were entitled to preferential policies akin to those in Special Economic Zones. In Changping and Fengtai these enterprises would be exempt from tax for three years and thereafter subject to only 15%.

Foreign capital would be allowed to transform the Wang Fu Jing shopping area with 100 modern emporiums including foreign funded retail shops. Foreign capital would be permitted to renovate business facilities in the urban area. Foreign businessmen, using their own funds, could contract to operate Beijing's industrial enterprises.

Commenting, Dr Y S Cheung, assistant Chamber director for International Affairs, said hitherto Beijing had been very cautious not to overheat its economy with foreign investment. But it seems they have changed their tactics quite dramatically in welcoming more investment from Hong Kong and foreign countries.

"I was told that they were very successful in attracting investment from Hong Kong to renovate the central business district. They have reportedly asked Cheung Kong, Hutchison Whampao, the OOCL Group and the Sun Hung Kai Group to buy up a large part of the Beijing central business district and rebuild the whole area turning it into a world-class commercial area."

● The second China Mayoral visit was in early December. The delegation was not the size of the earlier one from Beijing but it was most significant in that the Mayor himself, Huang Ju, possibly a future China leader, arrived from an overseas tour, with a lot of his key staff.

A well-attended Chamber members' subscription luncheon on December 2, was arranged for Mayor Huang Ju by the Chamber chairman, Paul Cheng, who had led a Chamber mission to Shanghai between October 20-22.

Mayor Huang Ju gave a very comprehensive introduction to recent develop-



**Vice Mayor Wang Baosen said Beijing's Fair aimed to enlarge the scale of China's policy of opening to the outside world, to strengthen co-operation and make friends on an extensive scale.**

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**Mayor Huang Ju highlighted recent developments in Shanghai and explained why Hong Kong should invest there again.**



**Mayor Li Ziliu of Guangzhou said during his visit that Guangzhou had attracted in the first 11 months of 1992 USD3.3 billion worth of investment from Hong Kong.**

ments in Shanghai and explained why Hong Kong should invest there again, repeating its historical development as the economic capital of the resource-rich Yangtse River Valley.

Dr K Y Cheung says: "You should be aware Hutchison Whampao has agreed to build a container port in Shanghai."

● The third Mayoral visit was by Mayor Li Ziliu of Guangzhou. The Municipality staged a Fair in Hong Kong between December 8-12 and Mayor Li paid a visit to the Chamber on December 11 with three Vice Mayors and other senior officials.

Dr Cheung says: "Guangzhou had a very ambitious plan to attract foreign investment worth USD4 billion within the week that Mayor Li stayed in Hong Kong. Guangzhou attracted in the first 11 months of this year USD3.3 billion. So, if they were successful during Mayor Li's stay, then they would have attracted USD7.3 billion from Hong Kong in 1992."

He says they concluded several real estate development projects above their future underground railway stations with a number of real estate investors. Names involved included Sino Land, New World, etc. They also obtained investment for the ring-roads they intend building around Guangzhou.

"They are going to build three ring-roads around the city and three around Greater Guangzhou," he says. "At the Chamber they urged members to go to Guangzhou more often because it was so close and because of so much Hong Kong investment."

The three Mayoral visits mean that the Chamber can establish direct linkage with China's three major cities, Dr Cheung says. ■

○ 第三位到訪的市長是廣州市長黎子流。廣州市於十二月八日至十二日在香港舉行了「對外經濟技術合作項目介紹會」，黎市長並於十二月十一日聯同三位副市長及其他高層官員訪問本會。

張博士說：「廣州市有一項雄心勃勃的計劃，期望能在黎市長留港的一星期內，吸引到四十億美元外資。廣州市在今年首十一個月已吸引外資三十三億美元，假如他們在黎市長訪港的一星期內成功招商，全年從香港吸引到的外資便達到七十三億美元。」

他表示，他們已就未來的地下鐵路車站與多家房地產投資者達成協議，發展若干房地產項目，其中涉及的地產商包括中信、新世界等。此外，他們亦取得廣州市環市公路的投資。

他說：「他們將興建六條環迴公路，三條環繞廣州市，另外三條環繞廣州郊區。他們與本會會員會面時稱，鑑於香港與廣州關係密切，而且港商在廣州的投資非常龐大，會員今後應多到廣州。」

張博士總結說，三位市長到訪，顯示出本會已跟中國三大城市建立了直接聯繫。■



Mayor Huang presents a scroll to Chamber chairman, Paul Cheng, in an exchange of gifts after the Shanghai Mayor had addressed a Chamber luncheon.

致辭完畢後，雙方交換紀念品，黃市長向本會主席鄭明訓致送一幅中國畫

# DIARY DATES

## KUNG HEY FAT CHOY!

The General Committee, Executive and staff of the Chamber would like to wish all our members, their staff and families a very happy, healthy and prosperous Year of the Roster.

## Chamber's seventh Vietnam mission

In 1989 the HKGCC recognised the enormous investment and commercial potential emerging in Vietnam as conditions in that country began stabilising and the Hanoi government started to welcome foreign visitors, both for business and tourism. The Chamber's first mission went to Vietnam that year and since then, we have been regular visitors. Next month's business mission will be the seventh such visit and, for the first time, the major coastal town of Danang will be included on the Chamber mission's itinerary. The Danang area boasts some of the finest scenery and beaches on the western Pacific coast and this region offers enormous possibilities for hotel, travel and hospitality investment, along with the relevant supporting infrastructure and service industries. Hong Kong is a major investor in Vietnam, one of our closest neighbours, being the largest in terms of number of projects and the second largest in respect of capital investment. The itinerary for this weeklong mission is:

Hanoi	20-23 February
Danang	24-25 February
Ho Chi Minh	26-28 February

High-level Government meetings are being arranged and itinerary details finalised so don't delay booking for this major business mission. Cost per person is HK\$18,000 which includes return economy airfare, ground and airport transfers, visa fees and administrative costs but not hotel accommodation and other incidentals. More information can be obtained by calling Simon Ngan (823 1231) or Amy Tse (823 1210).

# Chamber Forecast

Date	Time	Activities and Events
Jan 5	9.15 am	CHAMBER: Small Business Committee Meeting
Jan 6	12.30 pm	CHAMBER/BRITCHAM: Joint luncheon; speaker British Minister for Trade, Richard Needham. Island Shangri-La Hotel
Jan 6	5.00 pm	CHAMBER: Membership Committee Meeting
Jan 7	10.00 am	CHAMBER: Seminar with Finnish Foreign Trade Association & Finnish Business Council: Plus luncheon; speaker Deputy Finnish PM: "Development opportunities for Hong Kong in Finland and Greater Europe." Conrad Hotel.
Jan 7	12.00 pm	CHAMBER: Joint committees meeting: Central & South America Area and North America Area
Jan 7	4.30 pm	CHAMBER: General Committee Meeting
Jan 7-16		CHAMBER: Supervisory Skills Training
Jan 8	9.00 am to 12 noon	CHAMBER: Working seminar on "Profits Sources and Taxation." Speakers: Ian Harris, Patrick Paul, Roddy Sage Philip Marcovici and Alfred Shum Conrad Hotel.
Jan 13	11.00 am	CHAMBER: Europe Committee Meeting
Jan 14	11.00 am	CHAMBER: China Committee Meeting
Jan 14	2.30 pm	CHAMBER: Shipping Committee Meeting
Jan 14	4.00 pm	CHAMBER: Human Resources Committee Meeting
Jan 25-31		CHAMBER: Mission to Mexico
Feb 3	4.00 pm	CHAMBER: Environment Committee Meeting
Feb 9	11.30 am	CHAMBER: Northeast Asia Committee Meeting
Feb 17	12.30 pm	CHAMBER: Africa Committee Meeting
Feb 20-28		CHAMBER: Business Mission to Vietnam
Feb 27-Mar 14		CHAMBER/TDC: Business Group to Africa



## 本會動態

### 本地事務及行政部

#### 會員數字

月內加入本會的公司共一百三十六家。(註：一百一十八家透過郵遞招募運動，其餘自動加入。)截至十一月底，本會會員公司總數為三千四百零九。次階段會員郵遞招募運動展開至今，已成功招募二百六十八位新會員。

#### 會籍更新

十二月初，本會為會員提供「三年會籍特惠優待」，協助會員遏抑通脹，同時鼓勵他們繼續支持本會。參加計劃的會員可按九三年會費水平繳付未來三年會費，即時付款更可獲九五折優待。

#### 會員名冊

本會的會員名冊將增添更多資料，所有會員均可獲寄發一份所屬公司的資料，他們可因應需要作出修訂，並且加入公司業務簡介。預計會員名冊的廣告收益將大幅增加。

#### 委員會動態

##### 各委員會

本會將《全港退休保障計劃諮詢文件》連同首席經濟學家草擬的意見書分發予各委員會主席參考。民政事務委員會、法律委員會、小型企業委員會的主席已表示贊同意見書的內容，而工業事務委員會、人力資源委員會、環境委員會則將於十二月初舉行會議時加以討論。

##### 工業事務委員會

本會與香港貿易發展局聯合舉辦訪越代表團，團長是港府經濟事務司陳方安生。

代表團訪越的時間非常理想，因為期間適值越南正尋求將美國成衣配額增加十倍，並與訪問該國的美國國會人員商討兩國關係正常化問題。政治方面，代表團希望就難民問題作出改善。

委員會於十一月二十五日召開會議，聽取近期多項科技資源發展的匯報，其中包括科學園及工業署的科技及研究計劃。

##### 民政事務、人力資源委員會

兩委員會舉行聯席會議，討論學校教育目標諮詢文件，會後，兩委員會致函教育及人力統籌司，提交本會對諮詢文件的意見。

## THE CHAMBER IN ACTION



### Brigadier Ian Christie Reports

#### LOCAL AFFAIRS / ADMINISTRATION DIVISION

##### Membership Profile

136 new members joined the Chamber during the month. (Source: 118 from the Recruitment Mailing Campaign and the remainder by unsolicited application). Membership was 3,409 at the end of November. To date, the second phase of the mailing campaign has brought in a total of 268 new members.

##### Membership Renewal

Members will be given a three-year membership offer when they are invited to renew their subscriptions in early December. To help members to fight inflation, and to encourage extended membership loyalty, the Chamber offers the opportunity of paying three years' subscriptions fixed at the 1993 rate, plus a further five per cent discount for prompt payment.

*The Director and staff of the Chamber wish all members a successful and prosperous Year of the Rooster*

##### Membership Directory

An expanded format Membership List is to be produced by the Chamber's printer as a Trade Directory. All members will receive a copy of their entry for approval and have the opportunity of listing the nature of business in their own description.

##### Committees

The consultative paper on the "Community-wide Retirement Protection Scheme", together with a draft paper from the Chamber's Chief Economist, was sent to the Chairmen of all Committees. The Home Affairs, Legal and Small Business Committees have indicated agreement with the paper. Industrial Affairs, Human Resources and Environment Committees will consider the paper early in December.

##### Industrial Affairs Committee

The Hong Kong Economic Mission to Vietnam, jointly organised by the Chamber and the TDC, was led by the Secretary for Economic Services. The delegation was well-timed as Vietnam is negotiating



## Dr Walter Eltis

Paul Selway-Swift, of the Hong Kong Bank, chaired a general discussion on developments in the Hong Kong economy on November 25 with "Ambassadors" of the Hong Kong International Committee of the Chamber and Dr Walter Eltis, Chief Economic Adviser to the President of the United Kingdom Board of Trade. Dr Eltis was particularly interested in the current developing economic restructuring between Hong Kong and South China.

## 英國經濟顧問

香港國際委員會的「大使」於十一月二十五日與英國貿易大臣首席經濟顧問埃泰斯博士舉行會議，擔任是次會議主席的，是香港上海滙豐銀行代表施偉富。埃泰斯博士對香港、華南兩地經濟發展及重極甚感興趣。

a ten-fold increase in quotas of garments and a congressional team from USA was visiting Vietnam for talks on the normalisation of the Vietnam and USA relationship. Politically, the mission is expected to improve relationships over the refugee issue.

The Committee met on November 25 to be briefed on the development of technological resources, including the Science Park and the Industry Department's Technology and Research Scheme.

### Home Affairs and Human Resources Committees

A joint meeting to consider the consultative paper on Educational Objectives in Schools was held. A letter was sent to the Education & Manpower Branch putting forward some recommendations.

### Small Business Committee

The Committee met on November 19 to plan programmes for 1993, including a survey of the small business sector, liaison with small businesses in the PRC and nominations for a new Chairman.

### Membership Committee

The Committee met on November 4 to discuss follow-up actions for the new members recruitment mailings and future strategy. The performance of the Committee during its first year was appraised.

## EVENTS

### New Members' Briefing

18 new joining members attended a New

Members' Briefing on November 10.

### Small Business Twin Event (in Cantonese)

During the luncheon session on November 23, Messrs Vincent Ko and Simon Chiu addressed members on "Responsibilities of Directors for Small Business". During the afternoon seminar, there were discussions on the implications of the "A Community-wide Retirement Protection System".

### Visit Britain English Scholarship

The Chamber's sponsorship was awarded to Mr Sit Ka Wing of Electric Optics Asia Ltd.

### HKGCCnet

A strategic meeting on the future of HKGCCnet was held on November 24. It was agreed that research into member usage should take place; that more effort was needed to develop international, and to some extent local, links; and that some presently paper based services should in future become available only via the network.

### Multi Fax Mailings

Contact was made with prospective vendors of an in-house multi-fax system for the Chamber. Two trials of multi-faxing to all members have proved to be successful. Formal proposals will be submitted in December.

### Staff Training

Training on software applications, team building for executives and on business English for clerical staff is planned.

## 小型企業委員會

委員會於十一月十九日舉行會議，訂定九三年活動計劃，其中包括進行一項中小型企業調查，以及與中國內地的中小型企業建立聯繫。會上，與會者又提名候選人角逐下任主席。

## 會員關係/活動籌劃委員會

委員會於十一月四日召開會議，討論新會員招募計劃的跟進行動及未來策略，並且檢討委員會過去一年的表現。

## 會員活動

### 迎新午餐座談會

本會於十一月十日舉行迎新午餐座談會，參加的新會員共十八位。

## 小型企業委員會活動

委員會於十一月二十三日舉行圓桌午餐會(以廣東話進行)，會上，高維源、招良以《小型企業董事的責任》為題發表演說。同日下午舉行的研討會，主題是《強制退休保障制度對小型企業的影響》。

## 遊英國、學英語獎學計劃

本會的得獎者是易高光電亞洲有限公司代表薛家榮。

## “工商通”

本地事務及行政部於十一月二十四日舉行會議，討論“香港總商會工商通”的未來發展。與會者同意就會員的使用率進行調查；加強發展國際及某程上的本地網絡連繫；部份現時以書面文件形式提供的服務，日後應改用“工商通”網絡。

## 多向傳真

本會現正物色內部多向傳真系統的供應商。本會先後兩次進行的多向傳真試驗計劃均取得美滿成果，正式的建議書將於十二月完成。

## 職員培訓

本會現正計劃為行政人員提供電腦軟件應用、建立工作小組等培訓，同時又為處理文書工作的職員提供商業英語訓練。

## 國際事務部

### 月內重要事項回顧

十一月是國際事務部繁忙但成果豐碩的一個月，期間舉行的三大活動包括：

- 五十六人台灣代表團來港參加為期三天的第一屆台港經貿合作委員會聯席會議；
- 鹿兒島代表團一行二十九人來港參加第



Kirk West, Robert Monagan and Manohar Chugh. 韋斯特、莫納根、文路祝

## California Chamber

Members of the North America Area Committee received a delegation from the California Chamber of Commerce on November 13 and exchanged ideas on how to promote two-way trade relations.

## 加州商會

十一月十三日，北美洲委員會接待來自加州商會的代表團，並與他們就如何促進兩地雙邊貿易交換意見。

- 八屆鹿兒島/香港交流會議；
- 本會和香港貿易發展局合組三十七人代表團於十一月十一日至十八日訪問越南。
- 有關詳情可參閱下述的分區委員會報告。

## 委員會動態 非洲委員會

十一月十二日，尼日利亞工業及科技部長馬明到訪，並以《尼日利亞促進及保障投資協定》為題發表演說。

同日，納米比亞貿易及工業部長阿馬蒂拉率領一個高層代表團到訪，並向會員講述該國的經濟狀況及政策。

十一月十三日，埃及商人協會代表團在該會代表托厄爾率領下到訪。

十一月二十三日，突尼西亞工商及手工藝品聯盟代表費利率領四十人代表團到訪。

## 阿拉伯委員會

委員會於十一月二十日召開會議，討論與非洲委員會合併的可行性，與會者建議將非洲、阿拉伯、印度劃分為同一組別，因為商人通常同時與這些地區進行貿易。

## 中南美洲委員會

十一月十一日，智利生產及發展委員會副主席馬納塞比切率領代表團到訪，並向會員介紹該國政經形勢，他又暗示智利可能是繼墨西哥後下一個加入《北美自由貿易協定》的國家。

十一月十二日，阿根廷外長特勒率領一個官方代表團到訪，本會十三位會員予以熱誠款待。代表團表示對中國貿易興趣濃厚，並對中港的密切聯繫感到頗為詫異。

## 中國委員會

十一月四日，深圳市引進外資領導小組辦公室主任魏岳波率領代表團到訪，他們此行旨在宣傳於十一月二十日至二十六日在深圳舉行的「中國大企業對外開放成果展」。

十一月十九日，南通市經濟信息中心主任陳企方率領代表團一行十二人到訪，他們此行旨在加強香港與南通市的聯繫。

十一月三十日，沙市進出口公司副總經理李田平率領三人代表團到訪，並向會員介紹沙市的投資環境。

十一月二十六日，北京市副市長王寶森應邀參加本會舉辦的午餐會，並於席上以《北京投資環境》為題發表演說。當日出席的會員共九十位，他們成功地與赴宴的三十位北京高層人員建立了聯繫。

## 歐洲委員會

香港貿易發展局倫敦辦事處副經理馬斯登於十一月四日到訪。委員會於十一月二十三日舉行會議，聽取波蘭駐港總領事克日什托夫講解與波蘭進行貿易須注意的問題。

## Hubei visit

Li Tian Ping, deputy general manager of the Shashi Import and Export Corporation, led a three member delegation from Hubei Province to the Chamber on November 30 to promote investment opportunities in Hubei.

## 湖北省代表團

十一月三十日，沙市進出口公司副總經理李田平率領三人代表團到訪，並向會員推介沙市的投資機會。



Mr Li Tian Ping. 李田平

## INTERNATIONAL AFFAIRS DIVISION

### Highlights of the Month

November was a busy and rewarding month for the Division. Three big projects took place :-

● A 56-member delegation from Taiwan to attend a three-day programme in Hong Kong for the first Taiwan-Hong Kong Joint Business Cooperation Meeting.

● A 29-member delegation from Kagoshima to attend a three-day programme in Hong Kong for the 8th Kagoshima/Hong Kong Conference.

● A 37-member delegation, jointly organised by the Chamber and the TDC, visited Vietnam from November 11 to 18.

Details of these events can be found under the headings of the relevant areas.

## COMMITTEES

### Africa Committee

Major General A B Mamman, Minister of Industry & Technology of Nigeria, briefed members on "Investment Promotion and its Protection Agreement in Nigeria" on November 12.

Mr Ben Amathila, Minister of Trade & Industry of Namibia, led a high-level delegation to call on the Chamber on November 12 and briefed members on the economic situation and policy of the country.

Mr Said El Tawil led a delegation of the Egyptian Businessmen Association to visit the Chamber on November 13.

Mr Mohamed El Fehry, member of the UTICA Executive Board, led a 40-member "Tunisian Trade and Economic Mission" to call on the Chamber on November 23.

### Arab Committee

The Committee met on November 20. Members discussed the feasibility of merging the Committee with the Africa Committee. It was also proposed to put Africa, Arab and the Indian sub-continent into one grouping as the same traders usually trade in all of these areas.

### Central & South America Committee

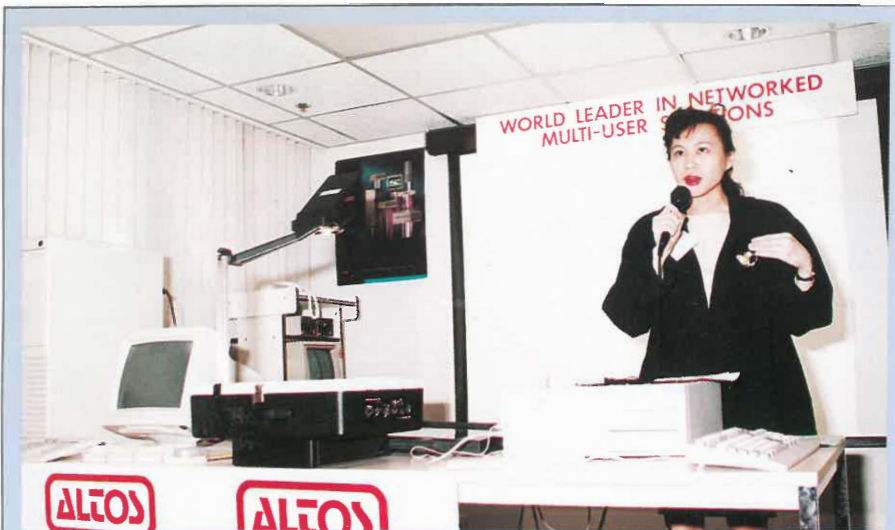
A delegation, led by Mr Rene Abeliuk Manasvich, Minister and Vice President of the Production & Development Corporation of Chile, visited the Chamber on November 11. They briefed members on the current economic and political situations of Chile and indicated that the country would be next on the agenda to join NAFTA after Mexico.

An official delegation, led by Dr Guido Di Tella, Foreign Minister of Argentina, visited the Chamber on November 12. They were well-received by 13 Chamber members. The group expressed their great interest in trading with China and were amazed with the important links between China and Hong Kong.

### China Committee

A delegation, led by Mr Wei Yeubo of the Shenzhen Municipal Foreign Investment Leading Group, visited the Chamber on November 4 to promote the "China Large Enterprises' Achievements & Sino-Foreign Investment & Cooperation Trade Fair", which took place in Shenzhen November 20-26.

Ms Chen Qi Fan, Director of the Nantong City Economic Information, led a 12-member delegation to visit the Chamber on



One of the lecturers. 研討會其中一位講者



A seminar in progress. 研討會進行情況

## Computer seminars

With Altos Computer Systems and Information Processing Consultants, the Chamber organised, for members, on December 1 and 2 two half-day seminars titled, **Computerisation for the Garment Industry**. The seminars examined ways to solve the industry's computerisation needs and looked at the most common management and control problems in garment manufacturing and trading where efficiency could be improved.

November 19 to foster closer relationship between Hong Kong and Nantong City.

A 3-member delegation from Sha City, Hubei Province, led by Mr Li Tian-Ping, Vice General Manager of Shashi Import & Export Corporation, met with Chamber members on November 30 to promote the investment environment of Sha City.

## 電腦研討會

本會與宏基電腦(遠東)公司、資訊系統顧問有限公司於十二月一日及二日聯合舉辦了兩個為期半天的研討會,探討成衣業電腦化問題。研討會集中研究如何應付製衣廠的電腦化需要,並試圖找出成衣製造及貿易方面最常見的管理及控制問題的解決方法,希望藉此提高生產效率。

Mr Wang Bao-Seng, Vice Mayor of Beijing spoke at a Chamber luncheon on November 26. He addressed members on the "Investment Environment in Beijing". 90 members attended the luncheon and established contacts with 30 senior members of the Beijing trade fair delegation.

## 北美洲委員會

月內共有四個代表團到訪:

- 亞洲統基金會代表克羅斯(十一月十一日);
- 波士頓商務小組,團長是馬庫斯(十一月十一日);
- 加州商會代表韋斯特、莫納根(十一月十三日);
- 大達拉斯商會,團長是該會主席克勞福德(十一月二十日)。

本會與代表團討論的問題主要是環繞美、中、港關係,以及香港在爭取延續中國最惠國待遇方面的遊說工作。

委員會於十一月十二日召開會議,會上,卡姆應邀向會員介紹美國候任總統的最新資料,同時分析他對美中關係的取向。委員會同意嘗試與中南美洲委員會舉行聯席會議,探討兩會日後應否合併。

## 東北亞洲委員會

第八屆香港/鹿兒島交流會議已於十一月十六日至十八日舉行,日本鹿兒島縣知事土屋佳照率領代表團一行二十四人來港參加。

交流會議活動包括安排鹿兒島縣知事參觀香港會議展覽中心、香港空運貨站有限公司,以及為代表團其中十七位成員安排為期一天的深圳考察。在港逗留期間,縣知事拜訪了本會主席、工商司、市政局副主席等。蘇海文博士為代表團設晚宴,並舉行了一次遊覽香港海港的活動。

十一月十七日,本會與香港旅遊協會、市政局一同為鹿兒島代表團設晚宴,出席的嘉賓約一百位。

交流會議於十一月十八日正式舉行,雙方派出的代表合共超過七十五位。本會主席及鹿兒島縣知事聯合主持揭幕儀式。當日早上和下午分別舉行演說和座談會環節,主題包括貿易及工業、旅遊、文化體育等。其後,雙方簽署聯合公報,保證日後繼續加強合作;簽署儀式完成後,雙方代表會見新聞界。

當日晚上,所有與會者都獲邀參加由鹿兒島縣政府主辦的「鹿兒島之夜」晚會。

十一月十九日,鄭明訓應代表團的邀請,出席於銅鑼灣一家百貨公司舉行的「鹿兒島縣觀光物產展」揭幕典禮。代表團於當日下午返回日本。

## 南亞洲委員會

越南經濟代表團於十一月十一日至十八日訪問越南河內及胡志明市,十六家公司共派出三十二位代表參加,代表團團長是港府經濟事務司。期間,代表團拜訪了越南政府多個機構。

十一月四日,委員會舉行會議,會上,副主席切拉蘭獲選為主席,準備接替由於調任到美國公司工作而即將卸任的白偉德;袁耀全獲選為委員會副主席。

## 船務委員會

委員會於十一月十九日舉行會議，與會者同意再度提名環球船務有限公司葛靈頓代表本會加入香港職業訓練局的南商海員訓練委員會。與會者又同意應由非定期航線船駁服務公司小組委員會召開會議，檢討現行非定期航線船駁服務收費，該小組委員會的建議將於適當時候由船務委員會研究。

## 香港國際委員會

委員會主席鄭明訓於十一月三十日致函全體香港大使，公布明年的活動大計，並邀請他們積極參與。委員會決定明年繼續推廣香港大使計劃。

月內，香港國際委員會大使及成員與多位訪港來賓舉行會議，這些來賓包括澳洲布羅肯·希爾控股有限公司主席；英國貿易大臣首席經濟顧問埃泰斯；荷蘭高層代表團。

## 港台經貿合作委員會

十一月一日，中華台北——香港經貿合作委員會代表團一行五十六人在該會及台灣全國工業總會理事長許勝發的率領下來港，參加首次聯席會議。

聯席會議於十一月二日正式舉行，兩委員會共派出一百多位成員參加。會後，雙方簽署聯合公報，協議繼續加強合作。兩委員會又同意成立工作小組，分別處理金融業、建造業、服務業、中小型企業等事宜。此外，與會者又討論簽證申請、航空交通等問題。

下次聯席會議將於明年四、五月間在台北舉行。

代表團留港期間，曾參觀香港電訊衛星地面站、元朗工業村、證券交易所等。

## 經濟事務部

經濟事務部的九三至九四年度財政預算案建議書經已完成，並已提交財政司參考。據瞭解，建議書載納的多項意見均獲港府考慮。

此外，該部又進行調查，希望找出會員對強制性退休保障計劃的意見。目前該部正在擬定報告書，準備在理事會通過後提交港府研究。

十一月間，首席經濟學家出席香港人事管理學會活動，就香港經濟及來年工資增長預測發表演說。他曾就同一主題於多個非正式場合與工商界人士進行討論。

## 服務業部

### 香港服務業聯盟

#### 執行委員會

委員會於十一月十八日舉行會議，評估烏拉圭回合談判進展及服務業聯盟各委員會

## Industrialising Namibia

Ben Amathila, Namibian Minister of Trade and Industry, led a delegation who met Director, Brig. Ian Christie and Chamber executive staff, on November 12. The Minister explained newly-independent Namibia plans to industrialise its economy to reduce its dependence on South Africa for manufactured goods. It is looking for investors and trading partners.

### 納米比亞工業計劃

十一月十二日，納米比亞貿易及工業部長阿馬蒂拉率領代表團到訪，本會執行董事祈仕德准將和多位行政人員予以接待。阿馬蒂拉稱，納米比亞最近才宣告獨立，該國現正推行工業化計劃，減少對南非製成品的倚賴。代表團此行旨在尋求投資者及貿易夥伴。



Ben Amathila. 阿馬蒂拉

### Europe Committee

Mr David Marsden, Deputy Manager for the HKTDC's London Office, called on the Chamber on November 4. The Committee met on November 23 during which they were briefed by Mr Krzysztof Ciebien, Polish Consul-in-Charge, on doing business with Poland.

### North America Committee

Four delegations called on the Chamber. They were :-

- Asian Heritage Foundation, Mr Seth Cropsey, on November 11.
- Boston Business Group, led by Mr Paul Marcus, on November 11.
- California Chamber of Commerce, Mr Kirk West and Mr Bob Monagan, on November 13.
- Greater Dallas Chamber of Commerce of 6, led by its Chairman, Mr John Crawford, on November 20.

Discussions were mainly on US-China-Hong Kong relations and on Hong Kong's lobbying effort on China's MFN.

The Committee met on November 12, after a presentation by a guest speaker, Mr John Kamm, who brought members updated on the US President-elect and his likely direction on future US-China relations. The Committee agreed to hold joint meetings, on a trial basis, with the Central & South America Committee to see whether an amalgamation is desirable or not in future.

### Northeast Asia Committee

The Eighth Hong Kong-Kagoshima Conference was held from November 16-18. Governor Y Tsuchiya, Kagoshima Prefecture, Japan, led a 24-member delegation to participate in the conference.

Their programme included a visit by the Governor to the Hong Kong Convention and Exhibition Centre and HACTL and a

one-day study tour to Shenzhen by a group of 17 Kagoshima delegates. The Governor also called on the Chamber's Chairman, the Secretary for Trade & Industry, and the Vice Chairman of the Urban Council. Dr H Sohmen entertained the Governor with a lunch and a harbour cruise.

A welcoming dinner reception, jointly hosted by the Chamber, the Tourist Association and the Urban Council, was organised for the Governor and the Kagoshima Delegation on November 17. About 100 guests attended the reception.

The conference was held on November 18 with more than 75 participants from both sides. The Chamber's Chairman and the Kagoshima Governor jointly opened the conference. Speeches were given and workshops were held respectively in the morning and the afternoon in the areas of trade & industry, tourism and culture & sports. A joint communique was signed to pledge for continuous co-operation between Hong Kong and Kagoshima. A press conference was held after the signing ceremony.

In the evening, all participants of the conference were invited to the "Kagoshima Night" - a reception hosted by the Kagoshima Prefectural Government.

On November 19, Mr Paul Cheng was invited to open the Kagoshima Tourism and Products Fair at a Department Store in Causeway Bay. The Kagoshima delegation left in the afternoon.

### South Asia Committee

The Economic Mission to Vietnam visited the cities of Hanoi and Ho Chi Minh City from November 11-18. The Mission was led by the Secretary for Economic Services. 16 companies with 32 participants were represented on the mission. Mission members called on a number of



The Egyptians with Chamber chairman, Paul Cheng.

## Egyptian ties

Paul Cheng, Chamber chairman, received Dr Mohieddin Elghareeb, Executive President of the Egyptian General Authority for Investment on December 7. Dr Elghareeb and his delegation were in Hong Kong to promote Hong Kong investment in the economy development of Egypt.

A delegation from the Egyptian Businessmen's Association, led by Said el Tawil, also met Director, Brig Ian Christie and members of his executive staff on November 13. The Association representatives said the Association was interested in establishing a closer relationship with the Chamber to improve trade and investment between Hong Kong and Egypt.



Said el Tawil. 托厄爾

## 埃及尋求加強聯繫

十一月十三日，埃及商人協會代表團在該會代表托厄爾率領下到訪，並與本會執行董事祈仕德准將及多位行政人員舉行會議。代表團成員指出，協會有意與本會建立更密切的聯繫，同時希望加強港埃兩地貿易及投資關係。

工作。與會者同意旅遊/招待服務委員會進行改組，並與香港旅遊業議會合作，跟進各項與旅遊業有關的事宜。

### 運輸/分發服務委員會

委員會於十一月十三日與港口發展局代表祈立德、規劃署代表白嘉義舉行會議，討論貨櫃拖拉機/吊機船的存放和停泊，以及港府建議的九號貨櫃碼頭安排。

### 資訊服務委員會

委員會於十一月十六日召開特別會議，討論及評估港府的電訊政策，以及關貿總協定烏拉圭回合談判中的電訊談判。應邀出席的港府代表包括經濟事務科代表麥敬平、彭立仁，以及貿易署代表喬樂平、甄美薇。

### 活動/事項

聯盟執行秘書於十一月十六至二十一日

出席一個主題為「中國服務業貿易思想激盪」的會議，並以《服務業貿易：亞洲機會及香港經驗》為題發表演說。會議由中國對外經濟貿易部主辦，並獲聯合國贊助舉行。

十一月三日，本會執行董事及服務業聯盟執行秘書與英國第三產業協會主席比維爾舉行會議。

十一月六日，七十位會員參加服務業聯盟籌組的廣東大亞灣核電廠參觀團。

十一月十一日，聯盟執行秘書出席港府的統計諮詢委員會會議，討論香港統計發展。

聯盟執行秘書於十一月二十三日主持一個由小型企業委員會舉辦的研討會，討論港府公布的退休保障計劃諮詢文件。

在服務業聯盟呼籲私人機構捐贈個人電腦作慈善用途後，已接獲十三家公司捐出共三十一件電腦器材。該批器材已分別轉送香港傷殘人士電腦用戶協會及傷殘人士資訊科技周。

聯盟嘗試出版一份《工商業機會通訊》，

鼓勵從事服務行業的香港和外國公司進行合作。

### 香港特許專營權協會

協會於十一月十二日至十五日協辦九二特許經營展覽會，地點是香港會議展覽中心。參展的本港及海外公司共十八家，展出的行業包括洗衣、廣告牌製作、飲食、時裝零售、電腦程式、女傭招聘、天花清潔及除塵等等，到場參觀的人士超過一萬名。

協會於十一月五日舉行會議，討論來年行動計劃；與會者同意將某些與特許經營有關的書籍翻譯成中文，並在香港出版。此外，與會者贊成於明年四月組團參加在華盛頓舉行的下一屆國際特許專營權展覽會。

《特許經營通訊》創刊號業已出版及分發。

key government organisations in Vietnam during their tour.

The Committee met on November 4. Mr Sham Chellaram, Vice Chairman and Chairman-elect, subsequently succeeded Mr David Budd, outgoing committee Chairman, due to the latter's imminent posting to the US. Mr Andrew Yuen was elected Vice Chairman.

### Shipping Committee

The Committee held a meeting on November 19, at which it was agreed to re-nominate Mr W A Codrington of World-wide Shipping Agency Ltd as Chamber representative to serve on the Merchant Navy Training Board of the Vocational Training Council. It was also agreed that the Tramp Agency Sub-Committee should be invited to convene its meeting to review the existing scale of tramp agency fees. The Sub-Committee's proposals will be considered by the Shipping Committee in due course.

### Hong Kong International

The Chairman, Mr Paul Cheng, wrote to all HKI Ambassadors on November 30 to advise them of the proposed activities for 1993 and invite their active participation. It was

agreed that the key activity for HKI in 1993 should be the continuation and expansion of the Ambassadors programme.

During the month, HKI Ambassadors, together with other interested Chamber Committee members, hosted several meetings with important visitors and delegations. These included a meeting with Mr Brian Loton, Chairman of the Broken Hill Proprietary Co Ltd, Australia; Dr Walter Eltis, Chief Economic Adviser to Mr Michael Heseltine, the President of the Board of Trade, UK; and a VIP delegation from the Netherlands.

### Hong Kong-Taipei Business Cooperation Committee

A 56-member Chinese Taipei-Hong Kong Business Cooperation Committee delegation, led by Mr Hsui Sheng Fa, Chairman of the CTHKBCC and the Chinese National Federation of Industries, visited Hong Kong from November 1-3 for the first Joint Meeting of the HKTBCC and CTHKBCC.

The first Joint Meeting was successfully held on November 2. Over 100 members from HKTBCC and CTHKBCC attended the meeting. A joint communique was signed af-

ter the meeting to foster further cooperation. The two Committees agreed to set up working groups in specific business sectors including finance, construction, manufacturing, service industries and medium & small sized enterprises. Issues concerning visa application, air links were also discussed.

The next Joint Meeting has been scheduled for next April/May in Taipei.

During the CTHKBCC delegation's stay in Hong Kong, delegates visited the Hong Kong Telecom Earth Satellite Station, Yuen Long Industrial Estate and the Stock Exchange.

### ECONOMICS DIVISION

The Economics Division completed its pre-Budget submission to Government for the 1993-94 Budget year and delivered its recommendations to the Financial Secretary. It is understood the wide-ranging submission was well received by Government.

The Division also initiated a programme aimed at soliciting the views of Chamber Committees and members on the Government's proposal for a mandatory retirement protection scheme for Hong Kong. It is in the process of putting together a paper on the issue for General Committee's approval and ultimate submission to Government.

During November, the Chief Economist spoke to the Hong Kong Institute of Personnel Management on the outlook for the Hong Kong economy and wages growth in the new year. He also briefed several informal gatherings of business leaders on the same subject.

### SERVICE INDUSTRIES DIVISION

#### Hong Kong Coalition of Service Industries

##### Committees

#### Executive Committee

The Committee met on November 18 to evaluate progress of the Uruguay Round and CSI committees/projects. It was agreed that the Travel/Hospitality Services Committee would be restructured and would cooperate with the Joint Council of the Travel Industry of Hong Kong to take up issues of interest to the travel/tourism sector.

#### Transport/Distribution Services Committee

The Committee met on November 13 with Mr Tony Clark of the Port Development Board, and Mr Larry Parker of the Planning Department, to discuss storage and parking of container tractors/trailers and the Government's proposed arrangement for Container Terminal 9.

#### Information Services Committee

The Committee held a special meeting on



## Hello Certificates

Harry Garlick, Assistant Director for Local Affairs and Connie Kwok, the Chamber's Manager for Human Relations, pictured after presenting Hello Certificates to the Chamber's support staff who spent Saturday mornings at sessions on telephone/teamwork training.

### 職員培訓課程

本會於多個周末早上，為部份職員舉辦一個名為'Hello'的培訓課程，課程內容包括電話應對、如何建立工作小組等，本地事務及行政部助理執行董事葛立科、人力資源經理郭陳相燕於課程結束後向學員頒發證書，圖為頒發證書儀式完成後全體合攝。

November 16 to discuss and evaluate the Government's telecommunications policy, as well as the telecommunications negotiations in the Uruguay Round of GATT. Government guests included Messrs Robin McLeish and Andrew Pyne of the Economic Services Branch, and Mr Robin Gill and Ms Salina Yan of the Trade Department.

### Activities/Events

The Secretary attended a "Brain-Storming Session on Trade in Services in China" on November 16-21, and presented a paper entitled "Trade in Services: Asian Opportunities and the Hong Kong Experience". The conference was organised by China's Ministry of Foreign Economic Relations and Trade and sponsored by the United Nations.

The Chamber's Director and the Secretary met Sir Hugh Bidwell, Chairman of British Invisibles, on 3 November.

On November 6, 70 members joined a CSI visit to the Daya Bay Nuclear Power Plant in Guangdong.

The Secretary attended a meeting of the Government's Statistics Advisory Board on November 11 to discuss statistical development in Hong Kong.

The Secretary was chairman at a seminar on November 23 on the Government's consultative paper on retirement protection, organised by the Small Business Committee.

As a result of the CSI's call for donation of used PCs for charitable purpose, 31 pieces of PC equipment have been received from 13 companies. The equipment has been sent to "HUG", the Hong Kong Computer User Group for Persons with Disabilities, and "IT Week for the Disabled".

The CSI launched a trial edition of a "Business Opportunities Newsletter" to encourage business partnership between Hong Kong and foreign companies in the service sector.

### Hong Kong Franchise Association

The Hong Kong Franchise Association co-sponsored the first franchise exhibition in Hong Kong, Franchising 92, held on November 12-15 at the Hong Kong Convention and Exhibition Centre. Eighteen local and overseas franchises were represented including laundry, sign making, catering and fashion retailing, computer programmes, maid recruitment, ceiling & duct cleaning, etc. Over 10,000 visitors visited the exhibition.

The HKFA Committee met on November 5 to discuss the HKFA's action plan. It was agreed that the HKFA would translate selected books on franchising into Chinese and publish them in Hong Kong, and that a mission to visit the next International Franchise Expo in Washington DC would be organised next April.

The first "Franchising Newsletter" was published and distributed. ■

## UK Scholarship winner

**Harry Garlick, Assistant Chamber Director for Local Affairs, presents successful applicant, Sit Ka-wing, with a Chamber sponsored scholarship under the British Council's Visit Britain English Scholarship Scheme 1992/93.**

**Ka-wing is planning manager at Electric Optics Asia Ltd. The scholarship scheme originated as a joint initiative between the British Council Hong Kong and the British Tourist Authority in 1987.**

**There were 12 awards this year compared with nine awards last year.**

**The aim is to give promising individuals from various sections of Hong Kong society the opportunity to improve their English language skills by following a four week language training course at a top quality British Council recognised language school and to deepen their knowledge of British life and culture by living with a British family.**



### 英語獎學計劃

本地事務及行政部助理執行董事葛立科向得獎者薛家榮頒發獎項。「遊英國、學英語獎學計劃」由英國文化協會主辦，本會給予贊助。薛家榮是易高光電亞洲有限公司的策劃經理。

該項獎學計劃於一九八七年由英國文化協會和英國旅遊協會始創，今年的獎學名額共十二個，較去年的九個為多。

這計劃旨在為從事各行各業、具備潛質的學員提供改進英語技巧的機會，獲選的學員可於英國著名的語言訓練學校修讀為期四周的課程，並透過與英國家庭生活，深入瞭解英國生活及文化。



The Nigerian Minister and a member of his delegation. 尼日利亞部長及其代表團

## Nigeria's export processing zone

**Nigeria is developing its first export processing zone at Port Calabar, Major General A B Mamman, Nigerian Industry and Technology Minister, said on a visit to the Chamber on November 12. Mrs Christine Wong, chairman of the Chamber's Africa Area Committee, chaired the meeting attended by a number of interested Chamber members. Major General Mamman said Nigeria was offering a package of incentives to industrial investors, including tax exemption, free repatriation of capital and profits and 100% foreign ownership.**

### 尼日利亞出口加工區

十一月十二日，尼日利亞工業及科技部長馬明到訪，並與本會舉行會議，他在會上透露，尼國正於卡拉巴爾港發展一個出口加工區。主持會議的，是非洲委員會主席王余善瑩。馬明稱，尼日利亞可為工業投資者提供多項優惠，包括稅務豁免、資金及利潤自由調回本國、外資全資擁有當地公司等。



# Conference in Beijing

Dr Chan speaks on Asian Opportunities and the Hong Kong Experience

**D**r W K Chan, the Chamber's Assistant Director for Service Industries and secretary of the Hong Kong Coalition of Service Industries (HKCSI) presented a paper to the MOFERT/UNCTAD Brain-Storming Session on Trade in Services in China, in Beijing, between November 16-20 1992.

China's opportunities in trade in services:

China's recent renewed commitment to market reform provides a favourable context to develop trade in services. It is especially welcome that the concept of socialist market economy is now enshrined in the official economic strategy.

In such a huge country as China, the development of the market element has to be achieved progressively and carefully. Thus it is important for China to move ahead within the framework of the General Agreement on Tariffs and Trade (GATT) and the General Agreement on Trade in Services (GATS). This will enable China to take advantage of the global opportunities

afforded by GATT, as well as ensure its economic development will be consistent with recognised and established international trade practices. It will be in the interest of all parties for China to restore its membership as early as possible.

Internally, the enhancement of China's infrastructure should be stepped up. This should include not only physical infrastructure, such as transport and telecommunications, but also "human capital" through education and training. Of particular relevance is that of trained business professionals, such as managers, accountants, and human resources executives, to service the ever growing number of state and private enterprises.

More specifically, there are four areas where the potential for developing exports of services is greatest, namely, tourism, labour services, business services, and professional services.

## Tourism

Tourism is one of the biggest export indus-

tries in China. It employs more than 1.7 million people. There are more than 2,000 hotels and 300,000 rooms. Since the "open door" in 1978, foreign exchange earnings from tourism has grown at an average of 24% every year. In 1991, more than 33 million tourists visited China, bringing in foreign exchange revenue of US\$ 2.84 billion.

However, for a country of 5,000 years of history, an area of 9.6 million sq km, a coastline of 18,000 km, and a population of 56 major ethnic divisions, the numbers of China's 249 scenic tours, 14 special-interest tours and 100 national and local festivals seem totally out of proportion. Moreover, a closer look at the composition of the tourists shows that more than 90% of them are ethnic Chinese from Hong Kong, Macau and Taiwan, the great majority of them being short-stayers and do not spend a great deal. This has resulted in a relatively low revenue per tourist: Although it is visited by 7% of the world's tourists, China receives only less than 1% of total world

## 中國服務業潛力巨大

陳偉羣博士分析亞洲機會，縷述香港經驗

### 中國服務業貿易機會

中國最近再次保證市場改革持續，此政策為國內服務業貿易發展締造了一個良好環境。但更值得高興的，是中國已將社會主義市場經濟概念納入官方經濟政策中。

中國是個幅員遼闊的國家，市場經濟發展須按步就班，小心翼翼地進行，而假如中國能夠加入關貿總協定、《國際服務貿易總協定》，將可享有關貿總協定帶來的全球性機會，同時確保本身的經濟發展符合普遍認同和行之有效的國際貿易慣例。因此，中國恢復關貿總協定會籍，對各方都有好處。

內部而言，中國的基本建設應該加快步伐，而且不應只限於例如運輸、電訊等實質基建，教育、訓練等人力基建也要顧及；中國的公私營企業發展迅速，因此，培訓工商業專才，如經理、會計師、人力資源管理人員等，更是急不容緩的工作。

更具體來說，中國在四個範疇有潛力發展服務業出口，這四個範疇分別是：旅遊服務、勞工服務、工商業服務、專業服務。

本會服務業部助理執行董事陳偉羣博士於一九九二年十一月十六至二十日遠赴北京，出席一個由中國對外經貿部、聯合國貿易及發展會議合辦的「中國服務業貿易思想激盪」會議，並以《服務業貿易：亞洲機會、香港經驗》為題發表演說。本文摘錄了其演辭重要部份。

### 旅遊服務

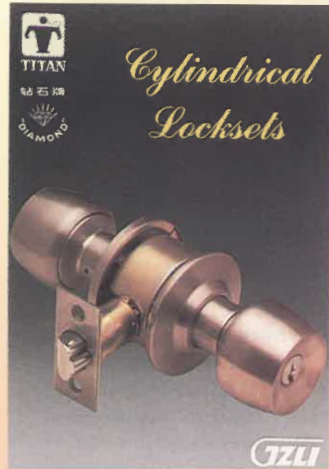
旅遊業是中國其中一種最大規模的出口貿易，從業員多達一百七十萬人。中國國內現時有二千多家酒店，合共有套房三十萬間以上。自從一九七八年實行「門戶開放」政策以來，中國從旅遊業賺取的外匯收入，每年平均增長百分之二十四；一九九一年，前往中國的遊客共有三千三百多萬人次，為中國帶來了二十八億四千萬美元的外匯收益。

然而，細心一看，中國有五千年的悠長歷史，土地面積達九百六十萬平方公里，海岸線延伸一萬八千公里，聚居的主要少數民族多達五十六個，每年舉行的國家及地方節日約一百個，旅遊勝景二百四十九個，其中十四個更屬世界奇景，諸此種種，根本與現時的旅遊業發展不成比例。此外，只要進一

步分析，當可發覺外地遊客中，九成以上是來自香港、澳門、台灣的華人，而且其中絕大多數都是短期旅客，花費十分有限。結果，若以遊客人均計算，所得收入相對上屬於偏低；全球遊客中，百分之七選擇前往中國，但中國所得的旅遊業收入，僅佔全球在這方面收入的百分之一；旅遊業收益在中國國民生產總值中所佔比例，在亞太區國家中亦算偏低。

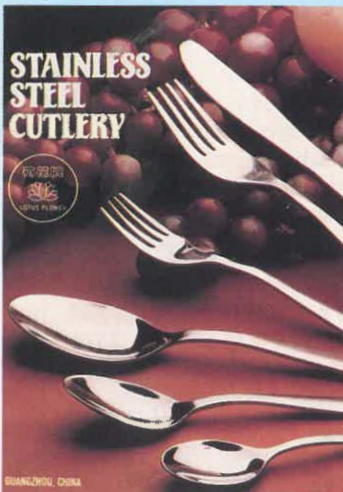
換句話說，中國在旅遊業方面具有極大潛力。中國應致力吸引逗留時間較長、消費額較高的海外遊客，要達到這目標，必須在基建、酒店、文物保存等方面作出更多投資，而更重要的，是盡快提高服務質素；前蘇聯、東歐等地區逐漸成為旅遊熱點，旅遊業市場的競爭不斷加劇，消費者對服務質素的要求日益提高。中國擁有自然美景、悠長歷史等優勢，很值得在基建、人才培訓方面作出更多投資。最近，中國旅行社在香港上市，創下四百一十一倍超額認購的驕人紀錄，而在掛牌的第一天，股價更暴升一倍，顯示出國際投資者非常支持中國大力投資旅遊業，而且相信投資越多，回報也就越大。

下轉二十一頁



# GZLI 廣州輕工業品進出口(集團)公司

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CABLE: "INDUSTRY" GUANGZHOU TEL: 3337522

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- 廣州輕工業品進出口(集團)公司鞋帽箱包公司
- 廣州輕工業品進出口(集團)公司鐘錶眼鏡塑料製品公司
- 廣州輕工業品進出口(集團)公司電器公司
- 廣州輕工業品進出口(集團)公司文體用品公司
- 廣州輕工業品進出口(集團)公司玩具公司

tourism revenue. Its tourism receipts of less than 1% of GDP is low compared with other countries in the region.

All this means that immense potential exists for expanding tourism as an export industry. Attention should be focused on attracting longer-staying and money-spending tourists from overseas. This will call for more investment in infrastructure, hotels, and conservation of heritage. More importantly, there is an urgent need to upgrade the quality of the services provided. As Russia and Eastern Europe are emerging as new popular tourist destinations, the market has become more competitive, and consumers are more demanding on quality. With its landscape and history a natural advantage, it will be highly worthwhile for China to invest more on infrastructure and training. Recently, when China Travel International Investment was listed in the Hong Kong stock market, its shares were 411 times oversubscribed, and its share value almost tripled on the first day. This is a resounding signal from the international investor community that it is worth putting more money into China's tourism industry, and that more investments will bring bigger returns.

#### Labour Services

There is great potential for China to export its labour services, not because it is the most populous nation on earth, but because the Chinese has throughout history developed a reputation of being a most industrious people. Of this Hong Kong has first-hand experience.

Hong Kong's economy is being restructured in such a way that production



From left: Li Zhongzhou, deputy director-general of MOFERT, Vice Minister Tong Zhiguang.  
左起：中國對外經貿部副司長李仲周、副部長佟志廣

processes with a lower value-added content are being shifted away from Hong Kong to other parts of Asia. However, there always remain some industries which, due to their localised nature, cannot be relocated, despite increasing constraints on the supply of labour. The problem is solved, albeit temporarily, by importing foreign labour.

As an example, Hong Kong's boom in office industries, coupled with the changing family structure, have produced many women office workers and created a big demand for domestic helpers.

This demand can only be satisfied by bringing in foreign labour, as local labour market supply is tight. In 1991 more than

75,000 households in Hong Kong employed domestic helpers from abroad, mostly from the Philippines, although many also came from Thailand and China.

Besides, there are a significant number of vacancies in the labour market which are not filled and which cannot be relocated. To this Hong Kong responds with a controlled scheme which imports up to 25,000 foreign labourers, most of them from China. A great majority of these workers are employed in the construction, retail and restaurant sectors.

As the growth of Asian economies continue, there will be more and more

*continued on page 23*

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# Report on the 'Brain-Storming' Conference

The meeting was the second in the series of programmes funded by UNCTAD/UNDP (United Nations Conference on Trade and Development/United Nations Development Programme) under its "Technical Assistance Programme." The programme is specifically aimed at helping China develop its service industries, particularly those with export potential. The present Brain-Storming Session was hosted by MOFERT (Ministry of Foreign Economic Relations and Trade). The Chairman of the meeting was Mr Li Zhongzhou, Deputy Director-General of MOFERT's Department of International Relations (DIR).

The forum was attended by about 45 participants, including the following:

*International experts:* Murray Gibbs, UNCTAD; Jan Mattsson, UNDP; Gary Sampson, Director of GATT's Services Division; Paul Luyton, European Service Industries Forum; W K Chan, HKCSI; Cristina Hernandez, GATT Counsellor of Mexico; Mr Paci, World

Tourism Organisation; Thierry Noyelle, UNCTAD adviser; Professor Sieh Mei Ling, UNCTAD adviser; Tang Xiaobing, UNCTAD.

Chinese participants included: Tong Zhiguang, Vice-Minister, MOFERT; Long Yongtu, Director General of DIR, MOFERT; Li Zhongzhou, Deputy Director-General of DIR, MOFERT with representatives from: DIR, MOFERT, China Information Industry Association, National Tourism Administration, CITIC, Great Wall Industry Corporation, China Accountant Association, National Construction Engineering Corporation, International Trade News, Research Institute for International Econ. Cooperation, International Trade Research Institute

Under the Technical Assistance Programme, UNCTAD/UNDP provides funding and technical advice to help Chinese officials undertake relevant studies and projects. This include:

Meetings/forum funded by UNCTAD/UNDP, Technical advice and assistance in China's, negotiations on

GATS under the Uruguay Round, Study projects undertaken by appropriate Chinese, institutes under MOFERT, assisted by UNCTAD advisers.

A video recording, in which Dr Chan took part, was produced to help disseminate the ideas formulated in the forum to Chinese businesses in the service sector.

The conference topics were grouped under four major headings:

- Presentations by international experts on the general theme of trade in services in China.
- GATS negotiations under the Uruguay Round - To help China formulate its negotiating position in the Uruguay Round, particularly on the requests/offers of initial commitments of GATS.
- Externalisation of services - To examine how productivity of Chinese enterprises can be enhanced by separating the services such as marketing, management, advertising, from these enterprises (thus "externalising" them).
- Enhancing China's exports

of services - Identifying specific service industries with export potential.

I presented a paper entitled "Trade in Services - Asian Opportunities and the Hong Kong Experience", in which I suggested, among other things, that China will benefit from more liberalisation of trade in services, and that there is good potential for developing exports of services in the sectors of tourism, labour services, business services and scientific professional services.

## SUMMARY OF MAJOR DISCUSSIONS

### Uruguay Round

Cristina Hernandez, Counsellor of the Mexican Mission in GATT, introduced the UNCTAD-sponsored study on Mexico's service economy, highlighting the trend towards liberalisation and privatisation. The greatest impact is felt in the sectors of telecom, financial services, port and professional services.

Gary Sampson, Director of GATT's Services Division, emphasised that develop-



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# erence

ment is integral to the GATT in the Uruguay Round. On GATS, he said there is now agreement not to re-open the text of the framework agreement and the sectoral annexes, as they are reasonably balanced. All outstanding issues therefore relate to sector-specific initial commitments (i.e. requests/offers). There are four problem areas:

- Maritime services: The US is seeking an exemption from the MFN obligation.

- Audiovisual services: The EC wants preferential treatment within EC countries on cultural grounds, thus requiring an MFN exemption.

- Telecommunications: The US considers itself open and is pressing others like the EC to de-monopolise. Sweden has proposed a "separate track" to negotiate further liberalisation in telecommunications after the Uruguay Round is completed.

- Financial services: A group of "G6 countries" - US, EC, Japan, Sweden, Canada, and Switzerland - are pressing developing countries to offer more.

Messrs Wang Yi and He

Ning of MOFERT gave an account of China's negotiation on GATS in the Uruguay Round. China has expanded its GATS offer recently.

Murray Gibbs of UNCTAD introduced the Technical Assistance Programme.

### Externalisation of services

Mrs Yu Weixiang of the International Trade Research Institute under MOFERT reported on the pilot study on producer services with respect to light industry products. With the growth in the economy, there is great demand for producer services such as advertising, accounting, communication, banking, etc., which cannot be carried out in-house effectively. There is a need therefore to "externalise" these services to provide better quality and to meet the needs of the national economy.

Zhou Lin reported on a similar pilot study in respect of steel industry. He was not as optimistic as Mrs Yu that the 20-30% of services currently provided in-house can be ex-

ternalised.

Mr Paci gave a presentation on tourism on behalf of the World Tourism Organisation, which is an executive arm of UNDP. The importance of tourism, including domestic tourism, is highlighted: it creates small businesses and accounts for 15% of world GDP. Developing countries, however, have less than 25% share of worldwide tourism receipts. The WTO is now working on a classification of tourism statistics which will be considered by the UN Statistics Commission in 1993.

Ms Li Yaying of the National Tourism Administration gave an account of the tourism situation in China, emphasising the state's commitment to expanding this sector, particular to earn foreign exchange and to provide employment.

Liu Wenjun of CITIC explained CITIC's business and its involvement in Hong Kong. CITIC is a typical enterprise with its services "externalised," benefitting from linkage with other local and international enterprises.

### Strategy for enhancing ex-

### ports of services

Zhang Ningxiang of the Research Institute for International Economic Cooperation of MOFERT presented a paper on exports of contracted projects and labour services. The largest market for both is Asia. Compared to Philippines and Egypt, China's exported labour are fewer and generally lower-skilled; they also earn less. There is thus big potential to expand export of this sector, and it is contemplating competing more actively for the market of domestic helpers in Hong Kong. As to contracted projects, the main items are engineering design/consulting and construction, in which China has much experience.

Zhang Ningxiang of the China Accountants Association introduced the accounting profession in China. With 600 firms, 10,000 CPAs, and 200,000 practitioners, the profession is still growing to meet the needs of Chinese enterprises. It is now going through a process of changing from the previous Soviet-based standards to international accounting standards. ■

### 上接十七頁

#### 勞工服務

中國在勞工服務輸出方面潛力非常巨大。中國不單是全球人口最多的國家，其國民傳統上亦向有勤奮不息的美譽，香港對這點最是熟悉不過。

香港正在進行經濟重整，一些增值成份較低的生產工序逐漸遷往亞洲其他地區進行，不過，雖然香港勞動力供應緊絀，但礙於本質關係，部份工業沒法遷往他處，而紓緩問題的其中一個方法，就是輸入外地勞工。

舉例說，香港工商業發展蓬勃，加上家庭結構正在轉變，越來越多婦女出外工作，因而對家務助理的需求變得十分殷切；由於本地勞動力市場供應緊張，香港惟有輸入外地勞工，暫時應付所需。一九九一年，香港僱用的外地家務助理共七萬五千人，雖然其中大部份來自菲律賓，但來自泰國、中國的也為數不少。

此外，其他行業有待填補的職位空缺亦

很多，有見及此，香港實行有限度輸入外勞計劃，容許輸入二萬五千名外地工人，其中大部份來自中國。這些外勞從事的行業，主要是建築、零售和餐廳。

隨著亞洲經濟增長，勞工服務貿易大有可為；這種貿易除了可幫助一些遇到勞工短缺的國家解決問題外，亦可為勞工輸出國帶來可觀外匯收入，而到外地工作的工人更可接受訓練，吸收別處的成功經驗。

儘管勞工服務貿易具備的優點很多，但必須一提，這種貿易必須屬於短暫性的，才會有利於輸入和輸出兩方，否則，輸入外勞變相成了移民，為雙方帶來社會經濟失衡的嚴重問題。

#### 工商業服務

中國的勞動力供應充裕，在多種工商業都擁有飽受訓練的專才，特別是些需要勞工密集的行业。這現象可從最近兩個涉及香港例子加以印證：

##### (一) 香港貿易發展局

自一九九二年十月起，香港貿易發展局

將額外的文書工作以合約方式批予廣東的機構處理；該局在廣東設有一所僱用十位職員的辦事處，專責一些需要大量人力進行的工作，例如將中文資料輸入貿易發展局的數據庫等，這類工作在香港很難找到合適人選。此外，廣東辦事處還負責下列事務：

- 管理載列五萬家中國企業資料的數據庫；
- 初步處理內地公司向廣州信息中心發出的查詢；現時該中心每星期約收到二千宗查詢，其中以尋求合作夥伴和原料供應商佔大多數；
- 火車班次；
- 深圳、上海股票價格。

雖然該辦事處設於廣東，但並非香港貿易發展局在中國大陸的一項投資；事實上，該局只是透過購買內地人士提供的服務，協助香港業務的運作，這是中國服務輸出的一種。

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## Conference in Beijing

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opportunities for trade in labour services. Such trade not only helps the host country by relieving it of its labour supply, but benefits the exporting country as well. Besides earning export income, the labourers are often being trained, albeit indirectly, in the norms and characters of a modern successful economy.

Despite the advantages, it should be recognised that trade in labour services is, by definition, only beneficial to both parties if it is temporary. If not, it tends to become immigration, rather than trade in services. Often there are also problems of socio-economic adjustments which must not be overlooked.

### Business services

China has abundant supply of manpower and skills for business services, especially those of a labour-intensive nature. This can be illustrated by two recent examples involving Hong Kong operations.

(1) *The Trade Development Council*: From October 1992, the Trade Development Council (TDC) of Hong Kong has subcontracted its extra clerical work to Guangdong. A staff of 10 are employed in its Guangdong office for labour-intensive tasks such as entering Chinese text

from newspapers into the TDC database - jobs which are typically difficult to fill in Hong Kong. The Guangdong office also deals with the following matters:

Managing a databank on 50,000 Chinese enterprises. Initial processing and onward transmission of trade enquiries made by mainland companies to the Guangzhou Economic Information Centre. There are about 2,000 enquiries per week, typically on requests for trading partners or supplies of raw materials.

Although an establishment in Guangdong, the office is not an investment by the TDC in the mainland, but rather a device through which the TDC purchases the services of mainlanders to facilitate its operations in Hong Kong. It thus represents a form of export of services for China.

(2) *Cathay Pacific*: Recently Cathay Pacific announced that it would set up an information processing company in Guangzhou next year. The company, the Guangzhou Guo Tai Information Processing Company, will undertake revenue accounting work.

It is considered more cost-effective for Cathay Pacific to have its information processing operations there than in Hong Kong. The Guangzhou company, again, is a means through which Cathay Pacific purchases mainland services.

Such moving of administrative jobs over the border has been made easier by

recent advances in telecommunications. Lately, Hong Kong Telecom concluded a deal with its counterpart in Guangdong, the Guangdong Posts & Telecommunications Administrative Bureau, to offer private leased circuits to Hong Kong companies with offices in Guangdong. Such private circuits enable companies to communicate with their mainland operations as if those offices were in Hong Kong, without going through mainland telephone networks. Under the arrangement, the administration is handled by Hong Kong Telecom, with the Guangdong Bureau effectively acting as a sub-contractor.

As the benefits of moving jobs across the border, i.e. lower labour and property costs, become more apparent, more and more companies are expected to follow suit. But there is no reason why the mainland operation must be a satellite of some parent company elsewhere. Local, Guangdong companies may very well offer similar business services to client companies in Hong Kong, or indeed anywhere else.

### Professional services

Because China is the most populous country on earth, with a relatively low per capita GDP, it is often assumed that its strength lies only in low-cost labour services. However, this assumption is spurious. China has a very strong profes-

### 上接二十一頁

#### (二)國泰航空公司

國泰航空公司最近宣布，該公司準備於明年在廣州設立一家資訊處理公司，新公司名為「廣州國泰資料處理公司」，專責處理收入會計工作。國泰航空公司認為，在廣州開設這種資料處理公司的成本，比在香港開設的要低。國泰航空公司正是要透過這家公司，購買中國大陸的服務。

近年電訊科技發展神速，令到行政工作遷移中國的困難大為減少；最近，香港電訊公司與廣東郵電管理局達成協議，為一些在廣東設有分行的香港公司提供私人租用的迴路，有了這些私人迴路，香港的公司可與內地公司直接聯繫，毋須通過內地的電話網絡進行，這樣，香港公司與內地辦事處進行聯繫，跟在香港的辦事處聯繫同樣容易。根據協議，有關行政工作由香港電訊公司負責，而廣東郵電局實際上擔當承包商的角色。

香港公司將工序遷往中國大陸，以利用例如勞動力和物業成本較低等好處，這情況日益彰顯，預計越來越多公司將相繼效法；不過，廣東公司同樣可以為香港或其他地方的客戶提供這類工商業服務。

### 專業服務

中國是全球人口最多的國家，但人均國民生產總值相對偏低，因此，很多時人們都

誤以為中國的潛力僅在於其低成本勞工服務，然而，這假設是錯誤的，中國在科技領域的專業服務環節實力非常雄厚，例如工程、醫療等，一向傳統優良，並建立了相當高的質素和水準。中國可能需要入口一些諸如國際銀行及會計的外地服務，但在科技領域，卻大有能力將之轉化為商品，並向外銷售。無論以質量和成本而言，中國的專業服務都具備極高競爭能力。

雖然中國本身對這些專業服務亦需求甚大，但這並不應該影響其輸出的機會。事實上，內部「消耗」和輸出這些服務，兩者並不互相排斥，舉例說，中國有意並有能力發展解決環境問題的技術及工程，中國於「地球高峯會」上簽署了所有確保持衡發展的條約，充份顯示其保護環境的決心；作為一個發展迅速的國家，中國需要面對的環境問題很可能較其他國家要多，但正因為這樣，中國具備一種其他先進國家所缺乏的優勢：她可為其他發展中國家提供解決發展中國家問題的方法。

除工程外，中國的醫學科技亦非常出眾，尤其在結合西方醫藥和傳統中國醫療方法方面，更是十分出色，這種「另類醫藥」正逐漸為現代醫學界主流派所接受，由於世界其他地方在「另類醫藥」的發展起步較遲，相信中國在這方面可佔盡優勢；針灸、草藥等已有數千年歷史，現時是世界各地消費者透

透過服務業貿易享受其成果的時候了。

世界服務業市場的競爭日趨熾烈，中國應確保本身的服務出口潛力不會受到質素信譽所影響，而其中一種方法，就是引進國際公認的專業標準，工商業服務的標準亦應與公認的國際標準看齊。

### 機構安排

服務業環節無疑是充滿機會，但由於分布散亂，要協調發展並不容易；要克服這困難，可先行建立一個可作為匯集意見渠道的組織，然後策略性地發展及推廣服務業。「服務業聯盟」、「服務業委員會」等組織在其他國家正發揮著匯集力量、籌統各有關機構工作的重要作用，假如中國服務業內領導人帶頭設立這類組織，中國肯定會得益不少。

同時，假如中國向外地服務業政策制訂者和從業員吸收經驗，肯定亦會獲益良多。中國最近委任諾貝爾得獎者克萊恩為國家計委會顧問，顯示出中國亦明白這道理。服務業方面，中國或可考慮成立一個由商人、學者、聯合國組織人員等三方面所組成的顧問委員會。

總括來說，雖然中國是個發展中國家，但很有潛力在世界服務業貿易中爭一重要席位。

sional services sector in the scientific disciplines, such as engineers and doctors, who have a long tradition and an established reputation of good quality and high standards. China may need to import the services of foreign professionals in international banking and accountancy, but in the case of professionals of the scientific disciplines, China can turn the table and sell some of these services to others. In terms of quality and cost, Chinese professionals are no doubt highly competitive.

Such professional services are in great demand domestically, but this should not prevent export opportunities from being explored.

In fact, domestic "consumption" and exporting of these services are not necessarily mutually exclusive. As an example, China has both the will and the capability to develop technology and engineering solutions to its environmental problems. It has demonstrated its commitment to sustainable development by signing up in all the treaties of the Earth Summit. As a rapidly developing country, China probably has more environmental problems than others, but precisely because of that, it has an edge over competitors from advanced countries: It will be able to offer a developing-country solution to other developing countries.

Besides engineering, China also excels in the medical sciences, especially in blending western medicine with traditional Chinese practice. As "alternative medicine" is increasingly accepted by the mainstream of contemporary medical practice, China stands to gain the most, since nowhere in the world has alternative medicine been more developed than in China. Disciplines like acupuncture and herbal medicine have had thousands of years of history; it is time now their benefits were enjoyed by consumers worldwide through trade in services.

As the world market for services is getting increasingly more competitive, China should ensure that its potential for exports of services is not compromised by doubts over their quality. One major strategic direction to pursue is therefore the international recognition of the standards of its professionals.

The quality of business services should also be brought in line with recognised international standards.

#### Institutional arrangements

Despite the opportunities, service industries are fragmented and their development difficult to coordinate. To overcome that, it is recommended that some form of agency should be established as a focal point for the strategic development and promotion of service industries in China.

Bodies such as "Coalition of Service Industries" or "Service Industries Councils" have played an important facilitating role in other countries, in focusing attention and coordinating among various agencies. China will certainly also benefit from a similar body made up of the leaders of its own service industries.

At the same time, it will be to China's great benefit if it can draw on the experience of service sector policymakers and practitioners from elsewhere. China has

clearly recognised this by its recent appointment of Nobel prize-winner Lawrence Klein as an adviser to the State Planning Commission. In the case of service industries, perhaps it could consider establishing a tripartite advisory council, made up of businessmen, academia and officials from United Nation bodies.

To conclude, although a developing country, the opportunity exists for China to become a major contender in the world's trade in services. ■



From left: Dr W K Chan from the Chamber; Gary Sampson, director of services negotiations at GATT; Li Zhongzhou.

左起：陳偉羣博士、關貿總協定服務業談判總監桑普森、李仲周



A break in the brain-storming session.

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# Royal Observatory visit

## The role, activities and responsibilities of the Observatory are explained

Following discussions between the Chamber and Royal Observatory executives, a visit to the Nathan Road complex which houses the Observatory and its complex equipment, administration buildings and staff quarters, was held on December 1 by a group representing the Chamber.

Led by the Chamber's Assistant Director Local Affairs, Harry Garlick, Chamber members and executives were welcomed by the Royal Observatory's Director, Mr Patrick Sham, ISO, JP and his supporting staff, who outlined the role, activities and responsibilities of the Observatory.

Royal Observatory executives, including Assistant Director (for Ops and Meteorological Services) Robert Lau, JP, then led the group through the departments of the Observatory and outlined the various procedures and sources of information which, when gathered, formed the basis for weather patterns and forecasting.

Apart from providing regularly updated information for dissemination to the community via the media and its own au-

tomatic telephone answering service, the Observatory supplies detailed forecasts and data to the aviation and shipping industries and the Transport and Education departments.

In addition, the Royal Observatory is the official "timekeeper" for Hong Kong and maintains a 24-hour telephone service for those wanting to make sure their watches are correct!

One lesser known function of the RO is that they can arrange special weather forecast services for organisations who need such information on a regular basis (telephone 732 9468 for details).

The Chamber visit concluded with a tour of the RO display and exhibit area, followed by tea and a presentation by Assistant Director Harry Garlick of a Chamber tie to Mr Sham on behalf of the Chamber executive and members of the Chamber's Human Resources Committee.

For members information and convenience, useful Royal Observatory numbers follow, all of which are 24-hour services: ■

## ROYAL OBSERVATORY HOTLINES

Tropical cyclone warning signals		835 1473
Local forecasts/temperature readings	(English)	369 0066
	(Chinese)	369 2200
Weather information on South China	(English)	369 3970
Coastal Waters and tidal information	(Chinese)	369 5001
General weather forecast and Time Check		732 9472

## Telecommunications policy

At the invitation of the Hong Kong Coalition of Service Industries (HKCSI), Robin McLeish and Andrew Pyne from the Economic Services Branch had an informal meeting with members of the HKCSI's Information Services Committee on Hong Kong's telecommunications policy. Here is a summary of what emerged from the discussions:

The Government plan to liberalise telecommunications services consists of two aspects: First, to replace the scheme of control by a price-capping scheme.

Second, to open local telephone services to competition by not renewing HK Telecom's exclusive licence in 1995.

Hong Kong has opted for a liberal market-driven approach rather than a duopoly approach. As to the Telecommunications Authority (TA) there are two aspects to consider: On resources, the TA will have its own staff and in-

house specialists. On the organisation/location of the TA, the HKCSI suggestion for an independent body is receiving attention and some announcement is expected shortly.

As the policy making body, the primary concern of the Economic Services Branch is to propose legislation to implement the results of the Telecom Review. This will involve providing the TA with the legislative remit for regulating a more liberalised environment. It is hoped that in future the policy and regulatory process will be made more transparent. On GATS, Hong Kong has maintained an active role in telecommunications negotiations. Recently Sweden initiated the idea for a separate track to be established on telecommunications negotiations, which would continue beyond the Uruguay Round. Hong Kong is now considering whether or not to join this separate track.

## Visit to Vietnam

Hong Kong's highest level Mission to Vietnam, where the territory now has an important developing market, visited Hanoi and Ho Chi Minh City between November 11-18. The Mission, comprising 37 members, was co-organised by the Chamber and the Hong Kong Trade Development Council and led by Mrs Anson Chan, Secretary for Economic Services.

The Chamber's Industrial Affairs Committee chaired by the Chamber's second vice chairman, William Fung, first proposed the visit for prospective industrial investors interested in Vietnam's economic development. The Chamber had hitherto organised numerous Vietnam visits primarily to find opportunities for traders.

Mrs Anson Chan's leadership of the Mission signified at the same time the Hong Kong's Government's interest in the economic development of Vietnam where Hong Kong hopes to repatriate its sizeable and costly Vietnamese refugee population in the next three years.

Hong Kong is currently the largest investor in Vietnam and second biggest in the number of projects actually being implemented.

Mission members commented on the good-timing of their visit. Vietnam, they explained, was currently negotiating a 10-fold increase in garment export quotas and a US Congressional team was visiting Vietnam for talks on normalisation of relations. In Hanoi, the Mission visited the Vietco Chamber, the State Committee for Cooperation and Investment, the Ministry of Commerce and Tourism and the Ministry of Light Industry.

In Ho Chi Minh City, the Mission met the Vietco Chamber and the People's Committee of the City. Apart from these group meetings, individual meetings were arranged for Mission members according to their business interests, such as textiles and garments, food and drink processing, air cargo handling, banking, light industry production, toys and telecommunications.

Delegates on the Mission were told economic growth in the first three quarters of 1992 exceeded 1991 when Vietnam attracted USD1.2 billion in direct foreign investment. Inflation was down 15-20%. Vietnam's surplus in its balance of trade payments in the first three quarters of 1992 equalled the final result in 1991. It was now exporting almost as much rice as Thailand.

### 越南之行

本會於九二年十一月十一日派遣一個高層代表團訪問越南河內及胡志明市。代表團成員共有三十七位，團長是港府經濟事務司陳方安生。是次訪問活動由本會及香港貿易發展局聯合主辦。

訪問越南的建議最先由本會工業事務委員會主席暨理事會成員馮國綸提出，其目標是為有興趣的工業投資者尋找機會。本會以往曾先後多次籌組訪越活動。

陳方安生親自率團出發，顯示出港府除了希望在未來三年將滯港而且為數甚多的越南難民全部遣返外，亦對該國經濟發展頗感興趣。

香港目前是越南最大的外資來源地，就實際推行的投資項目的總數而言，亦排行第二。



The Hong Kong Mission arrives in Hanoi  
香港代表團抵達河內



A group picture of the Hong Kong Mission.  
代表團全體合照

代表團認為是次訪問的時間十分恰當，他們解釋，越南現時正與美國磋商，希望將成衣出口配額增加十倍，此外，又與一個美國國會代表團討論兩國關係正常化事宜。

在河內，代表團拜訪越南工商總會及河內市人民委員會。

除了代表團的集體訪問活動外，本會又根據個別成員興趣，為他們安排舉行與個別行業有關的會議，這些行業包括紡織及成衣業、飲食加工業、空運業、銀行業、輕工業生產、玩具及電訊業等。

代表團獲悉，越南一九九二年頭三季經濟增長已超越九一的經濟增長，期間吸引的直接外國投資達十二億美元。國內通脹已回落至百分之十五至二十。越南於九二年頭三季的外貿順差已達九一年全年的總和，而現時該國出口的稻米量幾乎已趕上泰國。 ■



William Fung meets the Vietnamese Minister of Finance.

馮國綸會晤越南財政部長



In Hanoi (from left): William Fung, second vice chairman of the Chamber; James McCulloch, deputy head of mission in the British Embassy in Hanoi; Mrs Anson Chan, Hong Kong's Secretary of Economic Services and Mission leader; Le Van Triet, Vietnam's Minister of Trade.

代表團攝於河內(左起): 本會第二副主席馮國綸、英國派往河內大使團副團長麥科洛克、代表團團長港府經濟事務司陳方安生、越南貿易部長

Working lunch at the Saigon Floating Restaurant hosted by Bill Cameron, Hong Kong Bank's representative in Vietnam.

香港上海滙豐銀行駐越南代表卡梅倫於西貢畫舫為代表團舉行工作午餐會



The delegation meets the Minister of Commerce and the Minister of Tourism and Trade.  
代表團拜會越南商務部長和旅遊及貿易部長

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# Changing relations

Dr Chey explains why Australia has opened a Consulate in Guangzhou

**D**r Jocelyn Chey, Australian Consul General in Hong Kong, explains Australia's changing role in its relations with Hong Kong and the Asia Pacific region in a wide-ranging interview with *The Bulletin*.

Dr Chey, who between 1988-92 was director China/SE Asia branch of the International Wool Secretariat in Hong Kong, begins by saying the old-fashioned view of two-way trade between Hong Kong and Australia is based on the volume of commodities each needs one from the other. Australian imports from Hong Kong in the latest statistics have declined.

*That's because of the economic situation in Australia?*

Dr Chey: "No, it's because our trade is less regulated than anybody else. The US and Europe have country quotas for a great many commodities and particularly for those things Hong Kong and Macau export, basically textiles, clothing and footwear items.

"We have no country quotas. We never have had. Even when the quota system was applied most strictly we had global quotas. Im-

porters could source wherever they could with global quotas to their own best advantage.

"We all know that Hong Kong clothing and footwear is now made in China. People only bring it through Hong Kong when it is necessary to meet quota restrictions. And that's not necessary for Australia.

"But there is a great deal of consolidation in Hong Kong. There is a great deal of following up on quality and on delivery. A lot of people still prefer to do their business with China through Hong Kong even though they are not actually sourcing from Hong Kong.

"There is still a very important role for Hong Kong in all of that. It is going to continue for a long time. It is the Hong Kong-China relationship that is going to keep on driving this city from now on.

"We can see it even in the accountants. There are a lot of Australian accountants working here in Hong Kong.

"The accountancy firms are now advertising in Australia looking for more people to come here to do work in China. They may be based in Hong Kong but what they are going to be handling is work with

Mainland firms as China firms realise the value of having properly qualified and properly vetted accounts when they are proposing to list on the Chinese and the Hong Kong stock exchanges or elsewhere.

"They need that (these qualified services). They fit into the management, trading, finance, regulation and marketing area where Hong Kong is going to play such an important role with China."

Jocelyn Chey, who in 1985-88 was senior trade commissioner in the Australian Embassy in Beijing, says Australia hasn't as much direct investment in Hong Kong as Japan and the United States. But Australian direct investment is quite substantial, the fourth biggest investor in Hong Kong. More companies are coming into Hong Kong, such as engineering companies and legal and insurance companies in the services sector.

"Australian manufacturers are coming into Asia but they are not coming into Hong Kong. Our biggest manufacturing investment in Hong Kong is a company that is part of the Broken Hill Proprietary

## 漸變的外貿關係

梅卓琳博士解釋澳洲為何在廣州開設新的領事館

**澳**洲駐港總領事梅卓琳博士接受《工商月刊》訪問，分析澳洲跟香港和亞太區的關係。

梅卓琳博士於一九八八至九二年曾擔任國際羊毛局中國/東南亞地區總監。她說，以往澳洲和香港的雙邊貿易，主要視乎兩地所需物品的數量而作出調整；最新的數字顯示，香港輸往澳洲的貨品逐漸減少。

問：是由於澳洲經濟不景所致？

梅卓琳博士：「不，真正原因是澳洲貿易管制較其他國家寬鬆，美國和歐洲國家對香港和澳門入口的貨品都設有配額，受影響的貨品主要是紡織品、成衣、鞋履等。

「我們不設國家配額，我們從沒有這樣做。我們有的只是全球配額制度，對世界各國一視同仁，只要不逾全球配額，入口商可隨意輸入貨品。

「我們清楚知道，香港出口的成衣和鞋履是中國製造的，只不過商人透過香港作轉口站，以符合配額要求罷了。但輸往澳洲的貨品毋須這樣。

「儘管這樣，香港本身進行的工序也不

少。香港商人須負責品質保證、運送等工作，因此，雖然我們知道產品並非源於香港，但仍然願意透過香港購買。

「香港在這方面的角色非常重要，而且重要性將持續。港中關係對香港的經濟，意義非常重大。

「我們甚至可從會計界發展情況加以說明；現時在香港工作的澳籍會計師很多。

「會計師行在澳洲刊登廣告，找尋適當人選到中國工作；新招聘的會計師，所屬的總公司可能設於香港，但他們需處理中國企業的會計工作，因為中國企業都知道，假如他們希望在國內、香港或其他地方上市，必須聘用合資格而且經驗豐富的專業會計師審核帳目。

「他們需要這些專業服務，以配合管理、貿易、金融、市務等發展，而香港在這些方面將扮演極為重要的角色。」

梅卓琳博士曾於一九八五至八八年擔任澳洲駐北京高級商務專員，她說，澳洲在香港的直接投資雖然較日本、美國的少，但數額亦相當巨大，澳洲目前是香港第四大外資來源地。近年愈來愈多從事工程、法律和保險服務行業的澳洲公司來港開業。

「澳洲廠商亦到亞洲投資，但他們沒有

選擇香港。我們在港最大的製造業投資，是布羅肯·希爾控股集團屬下的一家分廠，該廠位於新界，主要是生產蓋屋頂用的鋼材。據稱，該廠遇到很嚴重的勞工短缺問題，他們仍有一定的生意額，但我不知道他們會繼續在香港經營多久，同類公司大多已遷往中國大陸。

「布羅肯·希爾控股集團的亞太區總部設於香港，但在港的製造廠卻只有這一家。該公司以香港為根據地，進行遠至印尼、蒙古等地的礦物開發及出口業務。

「布羅肯·希爾控股集團主席洛頓最近曾經訪港，他向我表示，這是香港政府首次邀請澳洲商人來港訪問。過去，港府邀請的澳洲來賓，大部份是新聞界從業員，對澳洲來說，洛頓先生獲邀請來港訪問，無疑是一種光榮。」

梅卓琳博士預測，澳洲食品加工業在東南亞和中國將大有可為。澳洲本身擁有遼闊的土地，加上農業毋需政府補貼，競爭力極佳。

「亞洲人的品味隨著財富增加而不斷提高，他們購買愈來愈多肉類、奶品、優質蔬果。澳洲有能力長年供應各類農產品，舉例說，當北京出產大白菜的季節完結後，澳洲

(BHP)Group. It is in the New Territories making steel roofing material. They tell me they have great difficulties with the labour shortage. They still have business but I really wonder myself how long they'll stay in Hong Kong. Most of that type of company has moved into China.

"BHP has its regional headquarters here and its Hong Kong manufacturing venture is rather a loner. Basically they are based here for their minerals exploration business which covers everywhere from Indonesia to Mongolia and their trading export business.

"Brian Loton, BHP chairman was here recently. They tell me it was the first time the Hong Kong Government invited an Australian businessman to come here as a Government guest. I think in the past all their guests have been media people. I think it was a compliment to Australia to invite Mr Loton.

Jocelyn Chey thinks there will be a very big future for Australian processed foods business into Southeast Asia and to China.

Australia has a natural advantage with plenty of land. Having an unsubsidised agricultural sector makes it very competitive.

"As Asian people become more affluent their tastes change. There will be more Asian demand for meats, dairy products and high quality fruit and vegetables. Australia is also well placed to supply many of Asia's out-of-season agricultural products. For example, when the cabbage season is over each year in Beijing, Australia takes over as the supplier of Chinese cabbage to Hong Kong."

"Australian food products are well represented on Hong Kong supermarket shelves. But there is one point to be remembered about the supermarket business. With increasing affluence, Hong Kong people do less shopping at supermarkets and eat out more. The expanding part of the market is not so much the supermarkets but the restaurant suppliers.

"It means our export growth is not so visible if you go and look for it. Some of the Australian products that are expand-

ing very fast are seafoods. Seafoods are now No 3 among our exports by value to Hong Kong. Products like lobsters, abalone and scallops are very much favoured by local taste and they are also re-exported into China.

"Australian wine exports have been one of our success stories. This year exports have been something like 30% up. Not only have they increased in this part of the world but in Europe, too. We have taken Britain by storm. Scandinavia shows huge growth. There is increased interest in Germany and even France.

"The French are now using our technology. Australia has a very strong hold on the medium price products. The Hong Kong consumer who buys French or Italian because it's more expensive doesn't really have the sophistication to know what he is buying.

"As people get to learn more about wines and appreciate them, they turn to Australian wines because they are better value for money."

Jocelyn Chey says the racing industry in

可暫時取代中國，給香港輸入大白菜。

「香港超級市場銷售的澳洲食品種類繁多，但有一點必須緊記：隨著香港日益富裕，港人出外用膳的次數不斷增加，而逛超級市場的次數則相應減少，因此，食品市場的擴展目標並不是超級市場，而是酒樓餐廳。

「換句話說，澳洲對港的出口貿易增長不一定是可尋的，某些種類的澳洲食品貿易，如海鮮等，近年急速膨脹，以價值計算，海鮮食品在澳洲輸入香港的貨品中排名第三。本地人很喜歡澳洲出產的龍蝦、鮑魚、扇貝等，部份產品更轉口往中國大陸。

「澳洲的酒精飲品，出口成績亦極佳，今年（一九九二年）的出口增長達百分之三十，錄得增長的市場，除香港外，尚包括歐洲多個國家，我們成功在英國奪得頗大的市場佔有率，歐洲半島的增長十分強勁，德國、法國等的銷售情況亦持續向好。

「法國現時也利用我們的技術。澳洲在生產中價產品方面實力雄厚，香港消費者選購法國或意大利酒，只因為兩國產品價格昂貴，他們並不清楚瞭解貨品的品質。

「當人們對酒類的認識增加，開始懂得欣賞美酒的時候，他們便會改為選購物有所值的澳洲美酒。」

梅卓琳博士說，香港的賽馬活動，關係著澳洲一大出口業務；澳洲不但輸出騎師、練馬師和馬匹，還供應賽馬用的電子科技服務。澳洲輸往香港的馬匹不會罹患馬科邁亞密副類二型病毒，她認為假如香港的馬匹全部從澳洲入口，這種病毒就不會在香港出現。

她說，澳洲的中小型廠家在亞洲亦有一定市場；澳洲有能力輸出醫療技術，而澳洲西部生產的巡邏艇、雙體船等，亦非常適合亞洲市場需要。

香港海事處訂購的六艘澳洲巡邏艇已開始付運，其中已送抵本港的一艘特別構造的高速快艇，專門用作執行反走私任務。

香港亦有購買澳洲製造的高速雙體船，除了供愉景灣航線使用外，尚用作提供珠江三角洲航線和來往中國沿岸新建的渡假區航線服務。

「究竟應在澳洲、香港或是中國生產，是個費煞心量的問題。澳洲公司正重新評估選址問題，我相信會有愈來愈多公司選擇將生產工程分散在澳洲和亞洲兩地進行。」

她舉例說：「『鄧洛普太平洋』是一家澳洲公司，專門生產一整系列的產品，該公司在澳洲、華南、華北等地都設有工廠，而市場、批發業務則集中於美國，有關業務由香港的亞太區總部負責統籌。當然，該公司在中國也有市場。

「澳洲廠商一直夢寐以求的，是進軍中國龐大的襪子市場，『鄧洛普太平洋』已開始拓展這市場，他們在北京開設了一家生產襪子的工廠。目前他們的市場佔有率仍然很小，但需求正不斷激增。

「另一方面，由於某些原因，香港一些公司將業務遷往澳洲，舉例說，國泰航空公司便決定將部份資料處理電腦服務遷往澳洲進行，他們為甚麼這樣做？原因是他們的員工希望到澳洲。

「能否提供高質素的服務，很大程度上視乎有沒有高質素的員工；澳洲的生活方式是很多年青人所嚮往的。澳洲可提供工商業需要的經營環境和後勤基建。」

問：澳洲還可在哪些方面跟亞洲合作？

梅卓琳博士：「我們剛才已談過貨品供應、分散生產、服務出口和專業訓練等，但沒有提到教育服務，這是非常重要的環。

「不久前我曾向中華廠商聯合會發表演說，我將演辭讀完後，請聽眾們將亞太區的

地圖倒轉過來，我向他們解釋，人們慣性地將澳洲放在地圖的最底部，但這只不過是人們的習慣而已，澳洲絕不應被置於地圖的底部，地球是圓形的，澳洲同樣可在地圖頂部出現。

「事實上，假如你將亞太區的地圖倒轉過來，你會發覺澳洲是處於亞太區的中心而不是偏遠的邊陲地帶。」

梅卓琳博士總結說：「澳洲對亞太區的發展極感興趣，我們在香港、中國和東南亞其他國家都有投資，我們與區內國家的人民、貿易、經濟聯繫非常密切。」

她指出，澳洲最近在中國設立了第二家領事館。

「我們在北京已有一家大使館，在上海亦有領事館，最近開設的領事館位於廣州，其作用是專責促進貿易及投資，並且協助澳洲公司在華南開展業務。」

問：你的意思是華南的澳洲公司很多，因此有需要在廣州開設一家領事館，為這些公司提供服務？

梅卓琳博士：「對，華南確有很多澳洲公司。領事館的工作是協助尋找商業機會。澳洲廠商在中國的投資，比在香港的更龐大。

「中國企業與澳洲的聯繫日益密切，單以悉尼為例，中資公司已有百多家，現時每年均有不少中國代表團訪問澳洲。」

「香港清楚知道，未來必須增強與中國的貿易，這是大勢所趨；中國經濟發展神速，而香港可在提供服務方面扮演極為重要的角色。不過，中國已開始成長，在商言商，若要保持競爭力，必須超越對手；大家必須知道，中資公司已開始建立內部會計系統了。」

Hong Kong is another important industry for Australia — not just the jockeys, trainers and the horses but the racing services and electronic technology Australia provides. Australian horses exported to Hong Kong don't have equine fever. The incidence of the virus has only arisen since horses were not exclusively imported from Australia.

She says small Australian manufacturers were finding niche markets in Asia. Australia is able to export its medical technology. Western Australia was manufacturing patrol boats and catamarans that are considered the best for the Asian market.

The Hong Kong Marine Department is in the process of taking delivery of six Australian-built patrol boats. One, delivered so far, is a special high-speed craft designed for Hong Kong's problem of getting on top of its smugglers.

There have also been sales of fast catamaran ferries, not just for use for Discovery Bay, but for use on routes on the Pearl River and to the new resorts, etc. being built along the China Coast.

"The whole equation is changing of whether it makes most sense to manufacture in Australia or manufacture here or in China," Dr Chey says. "Australian companies are reassessing locations. I think we are going to see an increasing number of companies locating part of their processing in Australia and part in Asia.

She gives an example: "Dunlop Pacific, an Australian company is involved in a whole range of products and doing manufacturing in both Australia and Southern and Northern China. Dunlop also has a marketing and wholesaling business in the US. The work is coordinated by a regional office here. They are also marketing in China, too.

"There is an Australian manufacturer's dream about providing socks for the big Chinese population. Dunlop have actually began to tackle that market. They have a factory making socks in Beijing. Of course, they have only a small percentage of the market but they've got excess demand.

"On the other hand, we see companies from this area that are attracted to move into Australia for some reason or another. Like, for instance, Cathay Pacific which has decided to locate some of its data processing computer services in Australia. Why are they going there? It's because their people want to go there.

"You cannot run sophisticated services like that without having good people. So why not set up your industry in a place like Australia that still offers a lifestyle that is unequalled and has attractions for young people who want a future for their families. Australia can provide that sort of environment and all the back-up infrastructure they need from other service industries, a highly skilled workforce and quick communications with this part of the world.

## The Australian community

**D**r Jocelyn Chey, who is an Australian married to a Chinese gem-dealer in Hong Kong in 1964, says the Immigration Department puts the size of the Australian community in Hong Kong at 14,000 from its records of arrivals and departures of passport holders. But the Consulate General uses the figure of 17,000 to include long-stayers, etc.

She says Australians in Hong Kong are mostly professional people lawyers, teachers, doctors, dentists, engineers, journalists, etc.

*So where does the Australian community now rank in size, before or after the British community?*

Dr Chey: "The British are a very difficult number to verify because there are a lot of local people who are British passport-holders and there is still quite a large defence community. I don't know what the total number of British are. I am sure they are more than the Australians but the last figures we saw in the Consulate General put the size of the British community (excluding servicemen) and the Australian community at pretty much the same size."

She says: "Australia is a lot

closer to this part of the world than Britain. In the nature of things you would expect there would be more Australians here.

*The Australians are on the increase?*

Dr Chey: "Yes, I would say so. As a casual observation I would say we have an increasing number of young people looking for employment all around Southeast Asia because of the economic situation in Australia where it is harder for people to find jobs. And because much more now appears in the Australian newspapers about what's happening in this part of the world. That naturally attracts people."

She says: "The trade connections between China and Australia go back to the last century. It was the same ships that took tea from China that also took wool from Australia using alternate runs to Europe."

Dr Chey, who has a Master of Arts degree from Hong Kong University and was cultural counselor in the Australian Embassy in Beijing in 1975-79 goes on: "There has just been an announcement from our Prime Minister that before the end of the century more than half Australian

schoolchild an Asian language school student Asian language

What are they are learning what else?

Dr Chey: largely Indonesian ways been a the Indonesian Indonesia is Australia is a language is English (Australian) best to Indonesian leavers by have had 11 language taught

"We have Japanese in the world Chinese comes

Dr Chey, the Department in the UK 1969-72, said Chinese and Australian Universities visited her in Australian languages at were interested

## 居港澳籍人士

**梅卓琳**博士是澳洲人，一九六四年在香港與一位華籍珠寶商人共諧連理。她向本刊表示，入境事務處根據出入境資料估計，香港約有一萬四千名澳洲籍人士；但澳洲駐港總領事館則相信，若把長期在港居留的澳籍人士計算在內，總數應有一萬七千名。

她說，在港的澳洲人大多數是專業人士，例如律師、教師、醫生、牙醫、工程師、新聞從業員等等。

問：就總數而言，香港的澳洲人和英國人相比怎樣？

「很難計算在港英國人的數目，因為本地人中，很多持有英國護照，而且駐港的英軍也為數不少；我不知道在港的英國人實際有多少，雖然領事館最新的數字顯示，兩國在港的僑民數目相若，但我個人相信，這裡的英國人比澳洲人多。」

「澳洲距離香港較近，因此，來港人數很多，是很自然的事。」

問：在港的澳洲人數目是否不斷增加？

「對，我相信數目正不斷增加。據我瞭解，由於澳洲本土經濟並不十分好，很多年青的澳洲人都四出到東南亞找尋工作。澳洲的報章雜誌經常報導東南亞的經濟發展情況，吸引了不少人來這裡碰碰運氣。」

「中國和澳洲的貿易往來，可追溯到一個世紀前；當時中國用船隻把茶葉運往澳洲，然後把澳洲的羊毛運到歐洲。」

梅卓琳博士曾於香港大學取得文學碩士學位，於一九七五至七九年期間擔任澳洲駐北京領事館文化參贊。她續稱：「我國總理最近宣布，在本世紀末以前，超過一半的澳洲學童將修讀亞洲語言，而在昆士蘭省，已有三份之一的學童正研習亞洲語言。」

問：除了印尼語外，他們主要是學習哪幾種語言？

梅卓琳博士：「大部份是學習印尼語因為印尼是亞洲諸國中最接近澳洲的一個而且印尼語較容易掌握。到了二零零零年澳洲新區（最接近印尼之處）畢業的學生中，將有百份之四十六已有十年印尼語的

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absolutely no trouble getting work. The demand for Asian language teachers equalled the demand for computer scientists and programmers.

*How many Australians in Hong Kong know the local language?*

Dr Chey: "That's a much smaller proportion. What we are talking about is a change that is taking place now at Australian school and university levels. What you do find around Hong Kong is not people like myself — I was one of the first graduates in Chinese — but a group who were a few years behind me who belong to another wave of Australians, like Alf Croucher, secretary of the Australian Chamber of Commerce.

"They studied Chinese and made it their business to develop trade with China. There may not be many Cantonese speakers among them but there are Mandarin speakers. They are still doing China business. A lot of them are based in Hong Kong.

*Where did they learn their Chinese?*

Dr Chey: "In Australia. May be they spent some time in China or in Taiwan. But basically they stud-

ied in Australia."

*Many studied in Hong Kong?*

Dr Chey: "No, not so many."

"This is one of the subjects I keep mentioning to people in the Education Department. They don't have an international education policy. The education system here has been set up to cater for local needs. I think from now on, since they have basically met the needs of the local people, they should start to plan to open up the education system, particularly at post-graduate level, for international students. It would do a great deal to improve the quality of education here. It would be of benefit to Hong Kong as well as Australia and other countries."

"You say the British studied their Chinese here. There are specialised language schools for the diplomats and the defence people. A handful of Australians have been through those schools. People like Greg Clark who is now in Japan and Stephen FitzGerald who was the first Australian Ambassador to China.

"That was something your employer had to put you through. I'm talking about people who learned Chinese as part of their regular university course." ■

練。

「我們現有大約一萬名學童正學習日語，是日本本土以外最多人學習日語的國家，中國僅排名第二。」

梅卓琳博士曾於一九六九至七二年於悉尼大學東方研究院執掌教鞭。她說，最近一位任教於一所澳洲大學的朋友來港探望她，據這位朋友指出，在澳洲，假如有興趣教授亞洲語言，不愁沒有工作；澳洲對亞洲語言老師的需求，不亞於電腦科學家或程式編寫人員。」

問：在港的澳洲人當中，懂本地話的有多少？

梅卓琳博士：「不多。但我剛才說的，是澳洲學院和大學正在出現的轉變，香港的澳洲人並不同，舉我自己為例，我是最早期修讀中文的澳洲學生之一，但在我畢業後幾年，澳洲才出現學習語言的第二波，現任香港澳洲商會秘書長的柯安斐便屬於第二波的佼佼者。

「他們學習中文，並把中文應用在工商業方面，與中國發展貿易關係。他們不一定

懂廣東話，但懂普通話的卻很多。這些人現時仍有跟中國有業務往來，其中很多並以香港為基地。」

問：他們在哪兒學中文？

梅卓琳博士：「在澳洲，他們或許亦在中國或台灣學習過中文，但主要是在澳洲。」

問：在香港接受教育的澳洲人多嗎？

梅卓琳博士：「不很多。我不斷向教育署要求增設適合澳洲人的課程，但他們缺乏國際教育政策，香港的教育制度只針對本地人需要。現時香港的教育制度大致上已能滿足本地人的需要，有關當局應開始考慮將教育制度向各國學生開放，尤其是研究生程度的，這樣不但對本地的教育質素很有幫助，對澳洲和其他國家也有好處。

「你剛才提到英國人在香港學習中文，對，香港有一些專門為外國駐港外交和國防人員而設的語言學校，很多澳洲人都曾經進過這些學校，例如現時已調駐日本的格爾格·克拉克，澳洲首任駐華大使斯蒂芬·菲茨杰拉德等。」 ■

*What else can Australia do for Asia?*

Dr Chey: "We have talked about the commodities we can supply. We have talked about the linking of companies that are going to be processing in Asia as well as at home. We have talked about the services exports and the Australian professional training. We didn't mention education services which are very important.

Dr Chey says: The last time I gave a speech to the Chinese Manufacturers' Association at the end I asked them to get hold of a map of the Asian/Pacific region and turn it upside down. You're used to thinking of Australia at the bottom of the map. But that's just a hang-up people have. There is absolutely no reason why these maps should be printed with Australia at the bottom. The world is round. Australia could equally as well be on the top.

"Actually if you look at your Asia/Pacific map upsidedown you'll find Australia right in the centre of the Asia/Pacific region not somewhere remote and a long way away."

Dr Chey sums up this way: "Australia has a very vested interest in what happens in this part of the world. It is engaged both here and in China and other parts of Southeast Asia. It has a lot of people-to-people links and a lot of trade and economic links. Australia is vitally interested in what happens to Hong Kong."

She also points out Australia has just opened its second consulate in China.

"We have an Embassy in Beijing and consulates in Shanghai and now Guangzhou. Guangzhou is basically a trade office. Its function will be to promote trade and investment and to assist Australian companies doing business in South China.

*You mean there are enough Australian companies in South China to warrant a Consulate in Guangzhou to serve them?*

Dr Chey: "Yes, there are quite a number of Australian joint ventures in Southern China. The Consulate's job will also be to identify business opportunities. There is more Australian manufacturing investment in China than there is in Hong Kong. And there are a lot of companies doing business there.

"There is also an increasing number of Chinese companies that are linked with Australia. In Sydney alone there are more than 100 Mainland Chinese companies. And there are a lot of business delegations from China going to Australia.

"Hong Kong knows perfectly well its future is in doing business with the Mainland. What perhaps they forget is that the Mainland is developing very fast. Hong Kong has a very important role in providing services to China. But China is coming up, you know. In business you have always got to keep a few steps ahead of the competition. You have got to be aware of what Chinese companies are doing on their own account." ■

# Seamen's Training Centre

The Chamber's Shipping Committee organised, on December 3, a delegation of shipping members to visit the Seamen's Training Centre, operated by the Vocational Training Council, on the coast at Tai Lam Chung in the New Territories. The Centre has been established to provide the shipping industry with a regular supply of deck cadet officers and seamen ratings to meet the standards of modern ships' crews. It also offers refresher courses to seafarers in such skills as firefighting and first aid. The visit provided an opportunity for members to view the up-to-date training facilities at Tai Lam Chung and the extensive programme of courses that are being offered there.

## 海員訓練中心

十二月三日，船務委員會組織代表團參觀位於大欖涌的香港職業訓練局海員訓練中心。

該中心成立的目的，是為船運業訓練高質素的海員，以配合現代船運業的需要。此外，該中心又為已入職的海員提供進修機會，讓他們重溫例如滅火、急救等知識。

經過此行後，代表團對海員訓練中心的先進設施和廣泛課程均有一定瞭解。

John Meredith (left) presents a souvenir to Jack Haworth, Centre Manager, after the delegation toured the facilities.

代表團參觀中心設施後，馬德富(左)向中心經理霍沃思致送紀念品



A group picture of the Chamber delegation, led by John Meredith. The delegation leader is the Chamber's Shipping Committee Chairman, John Meredith. The photo shows the entire delegation.







Meredith, Chamber Shipping Committee chairman.



Jack Haworth briefs the delegation.

霍沃思向代表團進行講解



Above and left : A realistic demonstration of the sort of fire fighting instruction given at the Centre.

逼真的滅火示範

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香港電訊

# The key to HK's future

Ian Perkin reports on Robert Broadfoot's address to Chamber members.

**T**HE continued rapid economic development of the Mainland is the key to the future of Hong Kong, according to the Director of the Political and Economic Risk Consultancy, Mr Robert Broadfoot.

He told the Market Pulse VI Luncheon meeting with Chamber members that without sustained development in China, Hong Kong would be a "nice city in a third world country" after 1997.

Mr Broadfoot said the whole key to the future was managing change in a world that is going through an unprecedented amount of it with the end of the Cold War.

Those that thought Hong Kong would not change would be proved wrong, he said.

He warned that the post Cold War era would see a shift away from an emphasis on multi-lateral free trade to trading blocs, such as the European Community, NAFTA and even Asean's AFTA concept.

"You may not like it but I think it is going to happen," he said.



Mr Broadfoot 布羅德富特

"Asia has worked very nicely in a free trade world, but what about the future?"

He said Asia's future will not be arranged around Japan, but probably China - especially for Hong Kong and Taiwan.

But he added it is a mistake to think merely geographically.

"What I think is the most dynamic force in the Asian region and will remain so for the next 10 years is the overseas Chinese community throughout the region," he said.

"If you look at most of the countries in the region for the most powerful business force, it is not Japan or China, but the local Chinese business community.

"The Chinese, in every country except two in Asia, dominate the economies, and those two are Japan and Korea.

"So, if you want to understand the future of Hong Kong, if you want to understand the future of Asia, you have to understand the local Chinese communities."

Mr Broadfoot said the overseas Chinese population of 51 million people worldwide controlled a Gross National Product of US\$500 billion which is greater than that of China itself.

Mr Broadfoot said the Mainland Chinese

## 香港前途之所繫

中國的經濟發展、海外華人社會和海外公司對香港前途影響重大

**政**治及經濟風險顧問有限公司董事總經理布羅德富特表示，中國經濟能否持續急速發展，對香港前途舉足輕重。

本會最近舉辦「市場脈搏之六」午餐會議，布羅德富特應邀擔任主講嘉賓，他向出席的會員稱，假如中國沒有持衡的發展，一九九七年後，香港雖繁榮依舊，卻難免成為一個「第三世界國家的城市」。

布羅德富特說，隨著冷戰結束，世界出現前所未見的劇變，香港能否適應這劇變，將是本身成敗的關鍵。

他說，認為香港不會轉變的人，最終定會發覺自己犯了錯誤。

他警告說，冷戰時代告終以後，多邊自由貿易體制受重視的程度減弱，取而代之的，是例如歐洲共市、《北美自由貿易協定》、東協國家貿易圈等貿易集團概念。

「各位或許不願見這局面出現，但我相信這會成為事實。亞洲過去在自由貿易世界中表現出色，但日後又怎樣呢？」

他認為亞洲的前途繫於中國（特別是香港和台灣）而非日本，但他補充，若單從地

緣因素考慮，未免流於片面。

「未來十年，亞洲區最強大的動力，相信仍會源於區內的海外華人社會。

「環顧區內各國，最強勁的經濟力量並非來自日本或中國，而是亞洲其他國家本身的華人工商社會。

「除了日本和韓國外，區內各國的經濟都以華人為核心。

「因此，若要分析香港和亞洲的前景，必須先行瞭解亞洲各國的華人社會。」

布羅德富特續稱，全球海外華人口共約五千一百萬，控制著大約五千億美元的國民生產總值，此數字較中國的國民生產總值還要大。

布羅德富特又稱，過去十年，中國能夠在經濟方面取得非凡成就，主要是由於桎梏工商發展的限制已告解除，海外及國內投資者獲准大展拳腳，把經濟一次又一次地推向新高峯。

「中國目前所吸納的外國投資，較區內任何國家都要多，單看今年（一九九二年）頭九個月，吸納的外資總數已達三百億美元。

「這九個月期間所吸納的外資總數，相等於自從鄧小平實行開放政策以來所吸納的外資總額的三份之二。

「海外投資是中國經濟發展的動力泉

源，而將海外投資注入中國大陸的，正是海外華人。

「注入中國的外資，其中三份之二來自以香港人為首的海外華人。」

布羅德富特說，香港未來十年能否繼續取得成功，將取決於三大因素。

「第一是中國經濟持續表現良好。

「假如中國經濟表現疲弱，無論現時中、英、港之間的政治局勢有甚麼改善，香港都會遇到挫折。

「其次是海外華人的取向，因為他們既能推動區內經濟發展，亦能動搖區內經濟根基。

「香港不但是海外華人的投資熱點，亦是他們進軍中國大陸市場的據點。

「第三個因素是海外公司，他們留在香港發展的原因，不外是跟中國大陸或海外華人做生意。

「假如他們不能與中國或海外華人進行貿易，根本就不會留在這裡。」

布羅德富特補充，香港的海外華人和海外公司都不願置身於任何涉及香港前途的政治紛爭之中。

「他們最關心的，是中國經濟和政局將有甚麼變動。」

economy itself had been successful in the last decade because the barriers to doing business had been broken down enough to allow overseas and local investors to do enough to push the economy along.

"China is now drawing more investment money (from overseas) than any other country in the region - US\$30 billion in the first 9 months of this year.

"The first nine months of this year is equivalent to two thirds of all foreign investment that has gone into China in the last 14 years since Deng Xiaoping opened its doors," he said.

"What is moving the Chinese economy is the overseas investment that is going into the country; what is moving the overseas investment that is going into China is overseas Chinese.

"Two thirds of the investment going into China is from overseas Chinese, led by Hong Kong," he said.

Mr Broadfoot said Hong Kong required three key things to be successful in the coming decade.

"Number one, it requires the Chinese economy to perform well.

"If the Chinese economy does not perform well, Hong Kong is going to have a problem whatever happens in the current political situation between Britain, Hong



Robert Broadfoot addresses chamber members. 布羅德富特向會員發表演說

Kong and China.

"The second important thing in Hong Kong's future is the overseas Chinese community because overseas Chinese are the movers and shakers that are making this place tick.

"They are not just investing here, it is the base from which overseas Chinese are investing in the Mainland.

"The third factor that is going to shape Hong Kong's future is overseas companies, and the reason they are here is to either do business with the Mainland or

with overseas Chinese.

"If you are not doing business with one of those two, you are probably not here," he said.

Mr Broadfoot added that both overseas Chinese and overseas companies in Hong Kong would prefer to stay out of any of the political debate about the future of Hong Kong.

"What is far more important to them is what is happening to the Chinese economy and China's own political situation," he said. ■



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# The recent crisis in the ERM

Its relevance for Hong Kong's linked exchange rate system.

**D**uring the past few months the exchange rate mechanism linking European currencies has been hit by successive crises. In September there was a major upheaval involving devaluation of the Italian Lira, the Spanish Peseta, as well as the removal of the Pound Sterling from the ERM. The French Franc has come under speculative attack on several occasions, the Portuguese Escudo has been devalued in recent weeks and the Scandinavian currencies have all come under pressure at different times, even though some of them are not members of the ERM.

Such crises are endemic to mechanisms which involve pegged exchange rates among central banks. For example the Bretton Woods system of pegged exchange rates which prevailed from 1944 until 1971 or 1973 — depending upon precisely when you choose to date its demise — was also subject to intermittent crises. Like the ERM, the Bretton Woods system was an agreement among central banks to peg exchange rates within specified bands on either side of a fixed parity, except that rates were pegged vis-a-vis the US\$. Initially the bands were set at 1 1/2%, though they were widened in the later years of the system to 2 1/2% on either side of the fixed parities. Under the ERM there are very similar arrangements according to which individual currencies are pegged at a central rate vis-a-vis the other currencies in the system, though in practice this means they are pegged to the Deutschmark. In the case of the ERM there is a narrow band of 2 1/4% on either side of each currency's central rate against the Deutschmark and a wider 6% band which was observed by currencies such as the Italian Lira and the Pound Sterling. It should be pointed out that during the Bretton Woods era foreign exchange controls were pervasive, and there were substantial restrictions on capital movements between countries which helped to reduce the tendency of the system to be subjected to crises periodically. Nevertheless, in spite of capital controls, crises occurred with almost predictable regularity.

As part of the movement towards European unity under the Maastricht Treaty, governments of EC countries have agreed to reduce or eliminate entirely any remaining capital controls. This obviously makes the currency system more vulnerable to crisis, but even in the absence of free capi-

*The author of this article is John G. Greenwood, Chairman and Group Economist, G T Management (Asia) Limited, who addressed the Chamber on this subject on December 9.*



tal movements there are still three fundamental problems with pegged exchange rates among central banks which predispose the mechanism to periodic crises.

First, real economic shocks can and do occur which change the relative position of countries which are members of the ERM. For example, a substantial rise in the price of oil would benefit the competitive position of Britain or Holland whereas other European countries which are not oil producers would suffer correspondingly. Another obvious example is the case of Germany, where we have recently seen the unification of a large, rich, efficient, high-productivity economy with a small, poor, inefficient, low-productivity economy. German unification has radically changed Germany's financial profile, converting it from a country enjoying a current account surplus and a balanced budget to one with a rough current account balance (i.e. so the country is no longer a capital exporter) and a budget deficit.

Second, even if real economic changes did not occur from time to time, central banks themselves conduct policies which are inconsistent with maintaining a fixed exchange rate. Broadly speaking, central banks have two arms of policy. With one arm they can conduct open market operations and other transactions to adjust liquidity in the domestic money market; with the other arm they can conduct interventions in the foreign exchange market. Since monetary policy operates with a lag, it takes a considerable time for interventions in either the domestic money market or the foreign exchange market to translate into changes in the money supply. On a day-to-day basis intervention in the domestic money market — for example to ease liquidity, or to help

smooth the issue of the government's next tranche of bonds — can be inconsistent with the obligation to maintain a fixed exchange rate. The only way to solve this contradiction between domestic and external intervention by central banks is either to deny central banks the opportunity to intervene in their domestic money markets, or to abandon independent currencies and to move immediately to a unified currency for Europe as a whole.

Third, even if the European economies were fortunate enough to avoid real economic shocks and their central banks were unusually disciplined and avoided the domestic money market interventions mentioned above, nevertheless some countries may start out with the wrong exchange rate. A clear case in point is the UK which joined the ERM in October 1990 at an exchange rate which substantially overvalued the Pound relative to the Deutschmark. (This is illustrated in the accompanying chart.) The central rate was set at 2.95 DM per Pound whereas the purchasing power parity calculation shown in the chart implies that a more appropriate rate would have been around 2.60.

According to the Maastricht Treaty, the second stage of the progress towards monetary union calls for a sustained period of unchanged exchange rates between 1994 and 1999, during which there is required to be a general convergence of consumer price inflation, government debt and budgetary positions as a percentage of GDP, and long term interest rates.

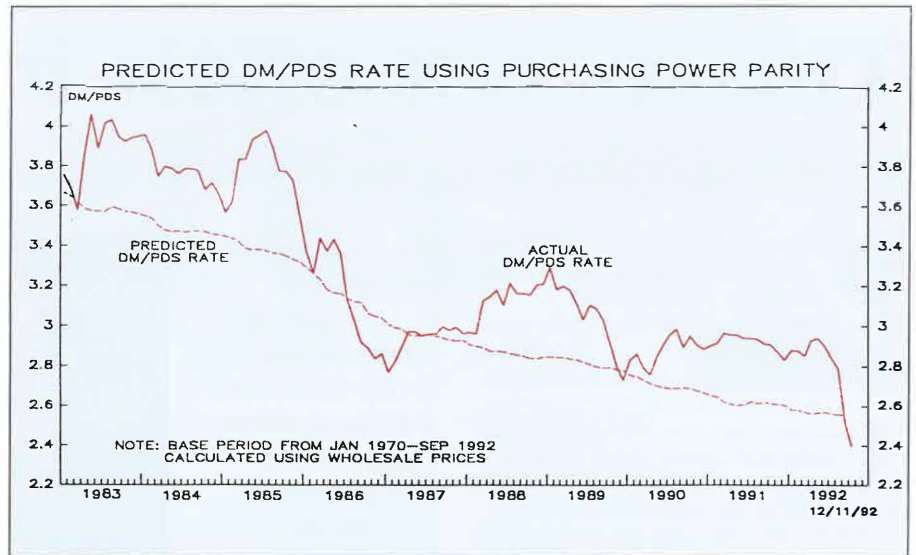
Quite aside from the possibility of achieving convergence according to these criteria, I believe that it is virtually impossible for European currencies to be maintained at rigid exchange rates within the narrow band of the ERM for such a sustained period without crisis. It follows that the prospects for achievement of European Monetary Union (EMU) by 1999 are extremely remote.

What are the implications of this conclusion for Hong Kong? If we contrast the set of arrangements under the ERM with the linked rate system for the Hong Kong dollar we can see that there are some clear differences. Fundamentally, the conditions for issue of Hong Kong dollars

## CURRENCY

are much more demanding than those governing the issue of other currencies under orthodox central banking systems. In Hong Kong each bank is required to pay US dollars at a fixed rate of exchange to the Exchange Fund when it wishes to obtain or issue Hong Kong dollar bank notes. Conversely, each bank is entitled to redeem bank notes on identical terms. As a result, there is a 100% reserve cover for every Hong Kong dollar note that has been issued, which is clearly very different from the position of European central banks. In addition, Hong Kong's Exchange Fund does not have the range of instruments available to other central banks to intervene in Hong Kong's domestic money market. Thus when we measure the Hong Kong monetary system and our linked exchange rate mechanism against the three criteria which I applied to the ERM, what do we find?

First, real economic changes can and do affect Hong Kong, but the main resource that Hong Kong has is its people: it does not have substantial resources of oil or gas or any other raw material, so Hong Kong's competitive position is unlikely to be affected by relative price movements of commodities in the world outside. Moreover, as long as Hong Kong maintains highly flexible wages and prices, the economy should be able to adapt quite rapidly to changing circumstances. Second, while the Exchange Fund has acquired new powers since July 1988 to intervene in the domestic money markets, these powers have been used sparingly and usually only with the intention of moving the free market exchange rate back closer to the official parity. To use the metaphor which I applied to central banks in the ERM, the Exchange Fund really only has one arm of policy, i.e. its obligation to maintain the fixed external



exchange rate and its powers to intervene in the domestic money market are entirely subsidiary to that. Third, although Hong Kong may have started out in October 1983 with the "wrong" exchange rate, it was only a few weeks or months before Hong Kong's prices and wages had adjusted to the 7.8 rate, and that criticism could no longer be applied today. In short, none of the weaknesses apparent in the ERM apply in any significant degree to Hong Kong's linked exchange rate mechanism.

In conclusion, pegged exchange rates among central banks are inevitably subject to periodic crises which will disrupt monetary stability policy from time to time. It is inconceivable that the ERM can survive between 1994 and 1999 without such a crisis affecting it. Hence, in my view Europe is unlikely to succeed in adhering to the Maastricht timetable, and as a result the prospects for achieving Euro-

pean Monetary Union after 1999 are very remote. There are really only three options for Europe — other than continuing with a system of variable exchange rates. Either the ERM countries should move immediately to a single currency system, or they should radically reduce the powers of their central banks to intervene in the domestic money markets and force them to adopt a currency board mechanism similar to the system in Hong Kong. The third option is to have a small, inner core group of countries which create an EMU (e.g. Germany and the Benelux), with all other countries maintaining variable exchange rates outside the EMU. Since none of these is politically feasible in the short term, I think we have to conclude that the ERM will continue to exist in roughly its present form, and that it will be continuously subject to currency crises until 1999 and beyond. ■



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# Timely blooms

But the flower business with China may be down this year

**T**he number of transactions of Chinese flowers this year may be less than last year, says K S Chan, Director of Lily Flowers.

K S Chan says the price of peach blossom is 10% to 20% higher than last year. Due to the lack of rainfall in the second half of the year, the quality of the peach blossom on the whole is not that good. So blooms of a better quality will be more expensive.

He says the flower business depends a lot on the weather. "Despite the warm weather even at this time of the year, I think the peach blossom will bloom just on time because the Lunar New Year is coming a bit earlier than past years."

K S Chan says some of the flowers are imported from Mainland China but flowers in his garden are all grown in Hong Kong because his customers demand better quality.

"About 70% to 80% of the peach trees we see in the flower markets are imported from China because nowadays in Hong

Kong, the land for growing plants is diminishing. Some of the farms have moved northwards. So most of the flowers are imported from the Mainland.

"Usually, the price of the flowers from China is 20% to 30% lower than the price of the local ones.

"But our customers are mainly the trading firms and some large households. They prefer the local flowers, though more expensive, to those that are imported. It is, in fact, a matter of confidence.

"The local flowers are better in quality due to the difference in the method of cultivation. People in China grow their peach trees in the field and irrigate them with impure water.

"Over some days, the dust particles and micro-organisms in the water will then block the roots and the leaves. So the peach blossom is less bright in colour.

"But ours are irrigated with water from the mountain or the well and the dust particles are much less."

K S Chan says most of his customers are repeat customers. "They usually reserve the flowers in the early days of the 12th month of the Lunar calendar, either by telephone or in person.

"But as you know, the economic performance last year was not that good. I expect the business during the Lunar New Year, including the fair, will only be average, may be 10% to 20% less than last year.

"The business during the Lunar New Year in selling the peach trees and other flowers accounts for only about 20% of our annual sales. Our main business is in plant rental services and landscape planning."

K S Chan says the peach blossom, the tangerine, the herbaceous peony, the tree peony and other flowers symbolising wealth and fortune are of the greatest demand during New Year.

"I think the number of transactions will be smaller than last year but since we have increased the price, hopefully, we can maintain the value of sales of last year." ■

## 桃花盛放喜迎春

然而，今年中國進口年花生意可能略為遜色

**莉** 莉花業董事陳國森表示，今年年花生意額可能會較去年略為遜色。

陳國森說，今年桃花價格較去年高一至兩成。由於下半年雨量不足，桃花的整體質素並非太好，因此，質素較高的會較其他一般的昂貴。

他表示，天氣對花業的影響十分大。「雖然到了現在，天氣依然和暖，但由於今年的農曆新年比往年來得早，我想那些桃花會開得合時。」

陳國森說，市面上部分年花從中國大陸進口，但由於他的顧客要求高，其花園內出售的全是香港種植的花。

「我們的花市看到的桃花約有七至八成從中國入口，因為今天香港可用來種花的地不斷減少，有些花農甚至將花園北移大陸，所以，大部分年花均是從中國入口的。」

「內地進口的年花價格一般較本地種植的低兩至三成。」

「但我們的顧客對象以商行和一些大戶人家為主，他們寧願選擇價錢較高的本地年花，也不喜歡購買較便宜的進口年花。這其

實與顧客的信心有關。

「中港兩地的培植法不同，但以本地年花的質素較高。中國的花農將桃花種於田中，並以未經過濾的水灌溉。

「一段日子後，水中的微塵粒和微生物便會堵塞桃樹的根和葉，桃花的顏色亦因此較為黯淡。

「但我們的桃花則以山水或井水灌溉，當中的微塵粒少得多。」

陳國森說，其大部分顧客都是熟客。「他們多數會在農曆十二月初打電話或親身到本園訂花。」

「不過，你也知道去年的經濟表現並非理想，預計今年農曆年包括年宵花市的生意只是一般，可能較去年少百分之十至二十。」

「農曆年售賣桃花和其他年花的生意額只佔我們全年銷售額兩成。我們主要的業務還是在盆栽租賃和園林設計方面。」

陳國森表示，農曆年間，桃花、大吉、芍藥、牡丹和其他象徵富貴吉祥的花卉最受歡迎。

「我認為，若以成交量計算，數目會較去年少，但希望藉著提高價錢，能維持去年的營業額。」 ■

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# Competition in cut flowers

Development of florist industry in other countries threatens the 'kingdom of flowers'

**S**tephen Choi, director of Hing Fat Floral Co., says the development of the florist industry in other countries has affected the cut flower business in the Netherlands, the "Kingdom of Flowers" quite substantially.

He says cut flowers imported from the Netherlands mainly include roses, carnations, fressia, irises, various kinds of lily, cymbidium, tulips, daffodils, the Transvaal daisy and grape hyacinth.

"Since the price of carnations from the Netherlands is much higher than from other countries, people are importing less carnations from the Netherlands."

According to the government statistics, the Netherlands, our largest flower exporter, exported some HKD46 million worth of flowers to Hong Kong in 1991, accounting for 32.05% of our total import of flowers.

Colombia ranked second, sharing 15.97% of our imports and Singapore ranked third, sharing 15.23%. Other major importing countries include Thailand, Malaysia, New Zealand, and China.

Stephen Choi says the price of Dutch flowers are higher than flowers from other countries in general but the quality is better and more stable.

"Also the Dutch flowers have a greater variety. Some species are even unique to the Netherlands. That's why the demand for them is much greater than flowers from other countries.

"But flowers from other countries are affecting the sales of Dutch flowers. The impact on the import volume may not be great because the Hong Kong market is, in fact, expanding. The total volume of cut flowers imported is a lot more than in the past.

"But the competition is keener. The impact on some flowers such as roses, carnations, baby's breath and lily is quite substantial because other places have developed their own florist industry and can produce flowers of similar quality."

Nevertheless, says Stephen Choi, the Netherlands remains the strongest country in cut flowers because it can control the market well.

"The Netherlands is a distributing centre of flowers. It collects flowers from all over the world. Some of the flowers may be sold back into their own country of origin.

"Nowadays, some countries export their flowers directly to Hong Kong and export a portion of them to the Netherlands.

"If, for instance, I want to buy a particular kind of flower that is unique to a certain country, how many at least should I buy to make the purchase worthwhile?"

"I have to take into account the minimum order, the freight cost and other charges. If I only import one or two kinds of flowers, it is not worthwhile. I may have to buy at least one thousand bundles if I buy directly from the country.

"The price of the flowers in the Netherlands is higher but it can give me the species and the quantity I want even if the quantity is small. That is its advantage."

Stephen Choi says the impact of the long journey and the frequent delay of the flights to the quality of the Dutch flowers is minimal.

## 鮮花業競爭日大

其他國家的花業發展日盛，「鮮花王國」地位備受威脅

**興**發鮮花批發董事蔡生表示，其他國家的種花業發展對「鮮花王國」荷蘭的鮮花業的影響頗大。

他表示，從荷蘭入口的鮮花主要包括玫瑰、康乃馨、較剪蘭、愛麗詩（蝴蝶花）、百合、惠蘭、鬱金香、洋水仙、太陽菊和麝香等。

「荷蘭康乃馨的來價較其他國家的為高，因此人們從荷蘭入口的康乃馨數量已較從前少。」

政府統計數字顯示，荷蘭是本港最大的鮮花進口國，一九九一年共輸入約值四千六百萬港元的鮮花，佔本港進口鮮花額百份之三十二點零五。

哥倫比亞排名第二，佔進口總值百份之十五點九七，新加坡排第三位，佔百份之十五點二三。其他主要進口國家包括泰國、馬來西亞、新西蘭和中國。

蔡生表示，荷蘭鮮花價格一般較其他國家的高，但質素則較佳和較穩定。

「此外，荷蘭的鮮花品種較多，有些更

是荷蘭獨有的品種，因此荷蘭的鮮花需求量較其他國家的鮮花大得多。

「然而，其他國家的鮮花正影響荷蘭鮮花的銷量。入口量方面的影響可能不大，因為香港市場實際上不斷擴大，鮮花的總入口量較從前增加了不少。

「不過，競爭則較為激烈。某些鮮花如玫瑰、康乃馨、滿天星和百合所受的影響相當大，因為其他地區已發展了他們的種花業，所出產的花在質素方面跟荷蘭的亦不相伯仲。」

蔡生表示，雖然荷蘭面臨其他國家威脅，但由於控制市場得宜，始終能維持其鮮花強國的地位。

「荷蘭是鮮花的分發中心，集合了世界各地的鮮花，其中一些更可能回售原產國家。

「現在，有些國家直接出口他們的鮮花來香港，而同時將一部分鮮花運往荷蘭。

「舉例說，假如我想買一種某一個國家獨有的鮮花，究竟最少要買多少才合算？」

「我要考慮最少訂貨量、運費和其他費用的問題。假如我只入口一種或兩種花，這宗交易並不化算，如果我直接向出產國購買，我可能需要買最少一千束。

「荷蘭的鮮花價格較高，但可供應我想要的品種，即使數量不多，也能滿足我的需求，這便是荷蘭優勝之處。」

蔡生表示，雖然荷蘭和香港之間的機程很長，而且航機經常延誤，但荷蘭鮮花所受的影響極微。

「荷蘭鮮花較為可靠，是由於其包裝方法較其他地方好。當地使用的盒較堅固，所用的雪種亦較好。當然，當地的代理商會將這些額外成本轉嫁於顧客身上。

「進口荷蘭鮮花的其中一大問題在於其匯價，它的影響可大可小，因為價格本身不穩定，匯價亦波動很大。

「通常，我們的荷蘭代理商會先傳真一份價目表供我們參考，但到了他到市場代我們入貨的那天，價格可能有出入，而不穩定的匯率亦影響來價。

「這是我們不能控制的，所有經營進出口業務的人都會遇到匯價問題，還幸供貨一向穩定。」

蔡生說，經濟狀況對鮮花業構成相當大的影響。他說：「最嚴重可減少三至四成生意額。」

「由於鮮花並非日常必需品，經濟不景時，鮮花的耗用量會大減。但假如經濟情況



# Flower Market trends

"Dutch flowers are more reliable because their packaging is better than other places. The box is harder and the refrigerator is better. Of course, the Dutch will pass this additional cost on to the consumer."

"One major problem in trading with Dutch cut flowers is the exchange rate. It's effect can be very great because the price is not fixed and the rate fluctuates a lot."

"Normally, our Dutch agent will fax us a price list for reference. But the price may be lower or higher on the day they purchase the flowers for us in the market. The unstable exchange rate also affects the price."

"This is uncontrollable. Everyone doing the import-export business has problems with the exchange rate. Fortunately, the supply is steady."

Stephen Choi says the economic performance may affect the florist business quite substantially. He says: "It may, at worst, reduce 30% to 40% of the business."

"If the economic condition is bad, the volume of flowers consumed will be less since flowers are not necessities. But if the economic condition is good, people are willing to spend more. So the economic condition does play a significant role in the florist business."

He says the Lunar New Year will definitely stimulate the sales of the flowers. During the few days of the Lunar New Year, the sales may be 50% more than usual.

"Since we are a wholesaler, the number of our customers, i.e. the retailers, is fixed. So the business during the Lunar New Year does not figure a great deal in our annual sales."

Stephen Choi says the competition among imported flowers wholesalers is very keen because there are too many of them. He says: "Say for Dutch cut flowers importers alone, there are already over 10 of them."

"If we want to keep our customers, the most crucial thing is to make the customers feel we are reliable. If our supply is unsteady, people will lose confidence in us."

良好，人們便願意多花錢。由此可見，經濟狀況對鮮花業務相當重要。」

他表示，農曆新年肯定會刺激鮮花的銷量。新年期間，銷量可能較平日增加百分之五十。

「由於我們是批發商，顧客（即零售商）的數目已固定，因此，農曆新年期間的生意額佔我們全年銷售額的比重不是很大。」

蔡生說，進口鮮花批發商數目太多，競爭非常激烈，他說：「單以荷蘭鮮花進口商而言，已有超過十家。」

「我們要留住顧客，最重要是令他們覺得我們可靠、值得信任。假如我們供貨不穩定，顧客便會對我們失去信心。」

## Demand increases for dry goods stalls at Lunar New Year market

Urban Services officials say the Flower Market, a traditional symbol of the Hong Kong Lunar New Year, is changing.

The demand for wet goods stalls (including cut flowers) is diminishing and the demand for dry goods stalls (including gift items) is increasing, says Chan Siu-yuen, Staff Officer (Markets) of the Urban Services Department.

The annual fair was originally begun by hawkers in Wanchai streets. With the reclamation of Victoria Park, the Urban Council moved it to a more convenient venue.

This year, a total of 1,561 pitch sites were offered at five different sites.

Chan Siu-yuen says, "On Hong Kong island we have the biggest fair in Victoria Park. On Kowloon side, we have four sites, two in Kowloon East and two in Kowloon West. So altogether we have five sites."

"And in the New Territories, the fairs are organised by the Regional Services Department. So we don't intrude in their affairs."

## 年宵花市話今昔

農曆年宵市場的乾貨攤位，競爭較濕貨攤位激烈

市政總署官員表示，年宵花市是香港農曆年的傳統標記，但其結構正不斷改變。

市政總署參事（街市）陳兆遠表示，濕貨攤位（包括切花）的需求正不斷下降，而乾貨攤位（包括禮品）的需求則持續上升。

年宵市場最初在灣仔街頭舉行，隨著維多利亞公園填海工程完成，市政局便將花市轉移至這個更方便市民的場地。今年，市政局共推出分布在五個不同地點的一千五百六十一個攤位。

陳兆遠說：「最大型的年宵市場位於港島的維園，九龍區則有四個舉行地點，兩個在九龍東部，兩個在九龍西部，港九兩區共五個舉行場地。」

「新界區的年宵花市由區域市政署舉辦，所以不在我們管理範圍之內。」

「年宵市場攤位主要可分為三大類，其一是濕貨攤位，售賣鮮花、石景盆栽和金鱼。

「此外，我們還有乾貨攤位，售賣糖

果、玩具、圖畫、裝飾品等。

「每一個花市現場還設有數個熟食中心，出售熟食和飲品。」

「我們會在農曆年前一個月左右在市政局轄下一個場地舉行攤位競投。」

今年的競投活動已於九二年十二月一日至八日在伊利沙伯體育館舉行。他說：「由於花市舉行場地太多，我們要按花市舉行地點分日進行競投。」

助理參事（街市）梁瑞森表示，他們並無有關的官方統計數字，顯示每個花市的生意額和人們在花市獲得的利潤，但他估計數目應以百萬元計算。

「我想各人的經驗迥異。乾貨的投標者來自不同階層，其中一些是專業商人，其他可能只是玩票性質，他們幸運的話，也許可以獲得利潤。」

陳兆遠說：「事實上，年青的投標者對乾貨攤位的興趣日增，因為他們想藉此吸取一些從商經驗。」

「近年，投標者中不乏香港理工學院或其他院校的學生，他們分成小組競投攤位，旨在吸取經驗。」

them are professional traders but others just bid for fun. If they are lucky enough they can make a profit."

Chan Siu-yuen says, "Actually the young bidders are more and more interested in the dry goods stalls because they want to get some business experience."

"In recent years, we have students from the Hong Kong Polytechnic and other institutions. They group themselves into small business groups and bid for a stall just for the experience."

"I think it is a good opportunity for them because they have to calculate how much they have to spend to operate a stall and how much return they are going to make."

Chan Siu-yuen says in addition to the auction price, successful bidders have to pay a temporary hawker license fee and the electricity charges for each pitch. They have to engage their own contractor to erect their stall.

He says the fair involves many organisations and government departments.

"We have support from the police to keep order and we have support from the Transport Department for the redirection of the traffic."

"The Fire Service Department will deploy several of their staff to prevent fire. And we get support from the Electrical and Mechanical Services Department to add lights and do some minor work."

"Also we have to get support from the Auxiliary Medical Services and the Civil Aid Service."

"Within our Department, we have support from the General Duties team, i.e. the Hawker Control Force. We also engage a large number of our cleansing staff to clean up the site after the fair and to arrange disposal of waste on a day to day basis during the fair."

"The fair will end at 6 a.m. on Lunar New Year's Day. After that, we will demolish all the stalls and take away the tonnes

of rubbish as quickly as we can."

"We clear the site on the first day of the year to return the venue to our Leisure Service people who let it out to ball-park players."

Chan Siu-yuen says the starting price for a pitch at the Flower Market this year has been increased slightly due to inflation. The trend of increase in upset price of dry goods stalls exceeds the increase in wet goods stalls because of the greater demand for dry goods stalls.

"Maybe it's more dangerous to run wet goods stalls as far as profit-making is concerned. It depends a lot on the weather and the season. So the number of bidders for wet goods stalls is different from year to year, depending on the flower harvest."

"But there are more and more bidders for the dry goods stalls. So in response to the actual demand, we have adjusted the number of stalls."

"Previously, we had more wet goods stalls than dry goods stalls. But for these few years, we have equal number of both."



Mandarin trees ready for the Lunar New Year 果實累累的桔樹，是農曆新年不可少的擺設

「我認為這是他們一個實習的好機會，因為他們要計算經營一個攤位的成本和他們將要賺得的利潤。」

陳兆遠說，除了競投價外，中標者還要繳付臨時小販牌費和每個攤位的電費。此外，他們要自行聘請承建商搭建攤位。

他表示，年宵花市還涉及許多團體和政府部門。

「我們要獲得警方支援維持秩序，亦需要運輸署重新劃分附近的交通路線。」

「消防署亦會派員駐守，防止火警發生。此外，我們亦需要機電工程署協助，加強照明系統和負責一些小型工程。」

「我們還需輔助醫療服務隊和民安隊的支援。」

「即使在本地署內，我們亦需要一般事務隊（即小販管理隊）協助。此外，我們還需召集大量清潔工人在年宵市場結束後清理現

場，並負責花市舉行期間每天的廢物處理工作。」

「年宵市場於農曆年初一早上六時結束，屆時，我們要盡快拆毀所有攤檔和清理數以噸計的廢物。」

「我們必需在年初一清理現場，以便將場地交回文康科的職員，租予球類活動人士使用。」

陳兆遠透露，今年年宵市場的攤位底價受通脹影響而輕微上升，由於乾貨攤位的需求較濕貨攤位大，乾貨攤位的底價增幅亦較大。

「或許經營濕貨攤位的風險較大，既要顧及天氣，又要視季節而定，所以，濕貨攤位的競投人士數目每年不同，視當年的年花收成而定。」

「但乾貨攤位的競投者則愈來愈多，我們亦因應實際需求調整了攤位數目。」

Leung Sui-sum says the Urban Services Department reviews every year the response of people in respect of each and every venue.

"For instance, because of the good response last year in the venue in the Kwun Tong Recreational Ground, we have recommended an additional 20% of stalls for this venue this year."

"But of course the total number of stalls is restricted by the site. You can't have a lot more stalls because of the site constraints. And actually the police are also very concerned about the control of the crowd."

Chan Siu-yuen says the volume of bidders for flower market stalls depends on the bidders' estimates of the current buying power of the people. He thinks the amount of disposable income the people will have this year will undoubtedly be affected by the property boom over the year and the present political situation.

"Since the property price is so high, people have to save more money to meet their commitments. Thus they have less money to spend elsewhere," he says. ■

「過往，濕貨攤位的數目比乾貨攤位多，但近數年，兩者的數目相同。」

梁瑞森說，市政總署每年均會就市民對每一個年宵市場的反應進行檢討。

「例如，鑑於去年在觀塘遊樂場舉行的花市反應熱烈，我們今年將該處的攤位數目增加百分之二十。」

「當然，攤位數目始終受場地限制。由於場地所限，不可能設太多攤位，而且警方對於如何控制人羣亦非常關注。」

陳兆遠說，年宵市場攤位的競投人士多寡，主要視投標者對目前人們的消費能力的估計而定，他認為，人們今年可支配收入必會受到過去一年樓價暴漲和目前的政治形勢影響。

他說：「樓價高企，人們要多省點錢來供樓，在其他方面的消費自然減弱。」 ■

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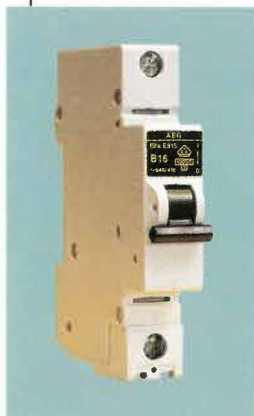
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