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THE Bulletin

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

一九九三年二月 FEBRUARY 1993



JAPAN — The land of the big GNP — braces for a slower growth rate

VIETNAM SEEKS TAX EXPERTISE & INVESTMENT

BRITAIN: MINISTER MAKES A TRADE GROWTH COMMITMENT

SPECIAL REPORT: OFFICE EQUIPMENT

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PRODUCED BY

Printline Ltd

Unit A, 18/F Harvard House,
105-111 Thomson Road
Wanchai, Hong Kong
Tel 838 7282. Fax 838 7262

PRINTED IN HONG KONG

PUBLISHED BY

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製作：Printline Ltd.

出版：

香港總商會

香港金鐘道統一中心廿二樓

電話：529 9229

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COVER STORY

The Ginza Toyko's symbol of commerce.. At the annual joint luncheon of the General Chamber and the Japanese Chamber speakers ranged all the way from how Japanese businessmen can through Hong Kong establish trade and manufacturing plant in China to the restructuring that is going on in Japan to rescue Japan from its economic downturn. Japan's big GNP is predicted to produce slower annual growth rates than in the past. 5

東京銀座商場是日本商業的象徵。本會及香港日本人商工會議所的周年聯席午餐會上，兩位講者分別就日本商人進軍中國市場的策略、如何協助日本脫離經濟困境等主題發言，講者預測明年日本的國民生產總值增長會放緩。

PBEC STEERING COMMITTEE MEETING 26

太平洋地區經濟理事會指導委員會會議



BRITAIN'S TRADE COMMITMENT 英國決心推動自由貿易

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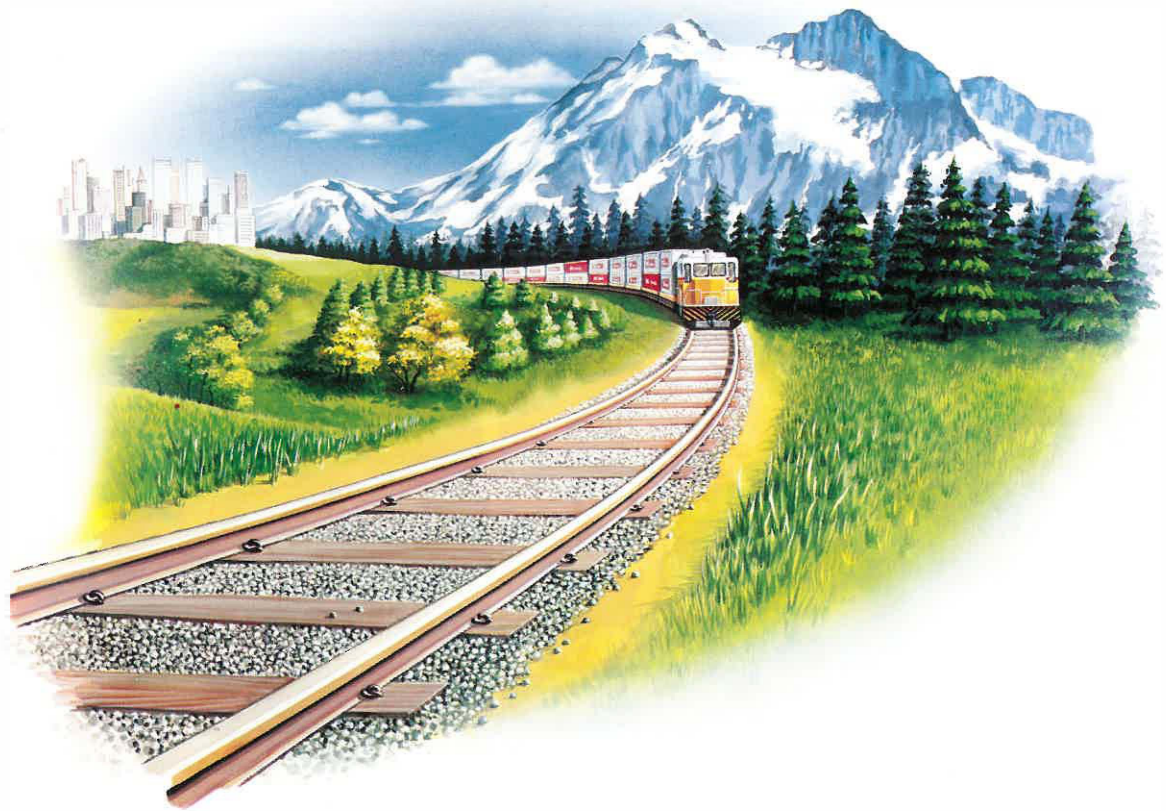
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A China strategy using Hong Kong

Dr Yeung sends a message to those Japanese interested in trading and manufacturing in China

Dr T M Yeung on December 15 gave 10 top Japanese businessmen and consular officials in Hong Kong what he called a thumb-nail sketch of a sound strategy for Japanese interested in trading and manufacturing in China. He asked them to pass his strategy back to Japan, especially to businessmen in the secondary cities.

The occasion was the annual joint luncheon of the HKGCC and the Hong Kong Japanese Chamber of Commerce and Industry (HKJCCI). This time the Japanese were hosts with Mr Motohiko Numaguchi, chairman of HKJCCI and of Mitsubishi Corporation (HK) Ltd, in the chair at the Japanese Club.

Simon Lee, the HKGCC general committee's rapporteur on its Northeast Asia Area Committee, thanked the Japanese hosts.

Dr Yeung, who is the vice chairman of Hong Kong's Perfekta Enterprises Ltd, was the Chamber's speaker in his capacity as vice chairman of its Northeast Asia Area Committee. His address was titled, "Hong Kong: The Shop Window and Investment Door to China."

He told the Japanese businessmen at the joint gathering of over 20 local and Japanese prominent bankers, traders and

Dr. Eric Yeung, vice chairman, Northeast Asia Committee, HKGCC.
本會東北亞洲委員會副主席楊俊文博士



local manufacturers in Hong Kong:

"I urge you to work with us in bringing this message back to Japan. Particularly, in the secondary cities where many businessmen have not been exposed to the dynamic potential of Hong Kong as the most important launching pad to the largest market in the world."

Dr Yeung began by presenting data of China's economic development and concluded, "The Chinese economic engine is roaring."

He said Japan is Hong Kong's second biggest source of imports after China and one of the reasons for this was the fact that Hong

Kong is a 'shop window' for Japanese goods. He extended the 'shop window' concept from Hong Kong consumers to Hong Kong tourists and businessmen who frequently visit China. He said they brought Japanese goods with them and joined the ranks of the "walking advertisements" for Japan.

Dr Yeung said: "The 'shop window' concept does not stop at the sale of Japanese items. It also extends to the way they are retailed. Japanese department stores have already dominated Hong Kong department store retailing."

Any visitor to Hong Kong, including the Chinese, would become familiar with these

建立後勤基地 進軍中國市場

楊俊文博士建議有意進軍中國市場的日本商人先在香港建立後勤基地

楊俊文博士於十二月十五日一個午餐會上向香港十位日本工商界領袖及駐港領事館人員發表演說，他在演辭中提出一些策略，給有意進軍中國市場的日本商人作為參考，他呼籲與會者代將他的策略轉告日本商界，特別是一些二線城市的商人。

楊俊文博士發表演說的場合，是香港總商會與香港日本人商工會議所的周年聯席午餐會，是次聚會由香港日本人商工會議所主辦，地點是日本會所，而大會主持人是商工會議所主席暨三菱(香港)有限公司主席沼口會頭。

本會理事會的東北亞洲委員會發言人李國賢代表本會向日方主持人致謝。

楊俊文博士是香港寶法德企業有限公司副主席，亦是本會東北亞洲委員會副主席，

他的講題是《香港：貨品窗櫺及投資中國之門》。

當日出席的聽眾包括二十多位本地及日本銀行界和工商界知名人士，楊俊文博士向他們稱：「本人呼籲各位將這訊息帶返日本，特別是那些跟香港接觸較少的二線城市，因為這些城市中，很多商界人士都不瞭解香港可作為進軍全球最龐大市場的跳板。」

楊博士以分析中國經濟發展的數據作開

‘ I would recommend Japanese banks, insurance companies and security houses increase their presence in Hong Kong with a view to gaining faster access when they make their entry into the Chinese market later on ’



Second passenger terminal at Narita airport

成田機場第二號客運站

Japanese department store names and the merchandising system they represented.

“When these Japanese department stores expand into China they will receive instant recognition as fine retailers. If this were one of Japan’s grand strategies to China’s retail market, then it is to Japan’s advantage to intensify its advertising, merchandising efforts in Hong Kong.

“If one were to stretch one’s imagination further, I would recommend Japanese banks, insurance companies and security houses to increase their presence in Hong Kong with a view to gaining faster success when they make their entry into the Chinese market later on.”

Dr Yeung then turned to Japanese manufacturers and said they, too, no doubt wanted to increase their sales in China — the most populated market in the world — particularly when the Western world was trying to slow down Japanese exports.

“Unfortunately, trade barriers do exist in China and the only logical way to overcome them is to set up plants there to reduce the cost of goods and hence the retail price.

“Setting up a factory with good hardware is easy. But to operate one like a factory in Japan with the proper corporate culture and quality consciousness would require much training. Management and

continue on page 10

始，他的結論是「推動中國經濟發展的引擎正在咆哮」。

他說，日本是香港第二大入口貨品來源地，排名僅次於中國；香港名副其實是日本貨品的「窗櫺」。他解釋，很多香港旅客和商人不時往返中港兩地，他們進入中國時，多會攜帶一些日本貨品作手信，因而不自覺地成了日本貨品的「活招牌」。

楊博士說：「[購物窗櫺]的概念除了可應用於日本貨品的銷售外，亦可引伸至其零售方式；日本百貨公司早已雄踞香港的百貨業市場。」

「來港的遊客，除了內地人士外，大多對本地日本百貨公司的商號名稱耳熟能詳，而且非常瞭解各大公司的經營方式。」

「日本百貨公司進軍中國市場後，相信內地人亦會迅速認同它們為銷售優質產品的零售商。假如日本有意大舉進軍中國零售業市場，則應在香港加強宣傳及市務推廣。」

「若把眼光再放遠點，我會建議日本銀行、保險公司、證券行加強在港的業務，以便日後進軍中國市場的時候，可取得更快的成效。」

楊博士接著談到日本廠家，他說，毫無疑問，日本廠家希望增加在中國——全球人口最多的國家——的銷售額，特別是當西方國家減少購買日本貨品的時候。

「可惜，中國仍然存在著不少貿易障

礙；克服這些障礙的唯一合理方法，就是在中國設廠，減低生產成本，進而調低零售價格。

「只要擁有良好的生產設備，開設工廠並不困難，但若要員工同時具備日本正統的公司文化和品質管理意識，則需要長時間訓練方可達到。由於環境關係，中國目前的管理和技術訓練工作並不容易。」

「此外，由於缺乏適當設施，要說服日本僱員長時間在中國生活也絕不容易；通訊是另一問題，中國現時的電訊系統仍未發展完備。」

他說，解決上述問題的有效方法，是利用香港作為訓練及技術支援中心，而香港政府的輸入外地勞工計劃，正正有助將此項構思變成事實。

「有興趣的工業界人士應首先進行調查研究，以確定日後準備在中國哪個地點設廠，在揀選了合適的城市或城鎮後，可利用香港的合約勞工計劃，招聘該等地區的應屆大學或學院畢業生來港工作。」

「各位可在香港設立自己的工廠，或者跟一些本身工廠可騰出多餘地方生產其他產品的本地工業家合作。」

「受聘在香港工作的僱員或各位的合作夥伴，可與新招聘的合約工人一起學習各位的管理制度、所需技術和生產品質規定，這樣既可培養公司文化，又不會受到外來政治

或社會因素的干預。」

楊博士續稱，三、四年後，當日本工業家準備就緒，便可在中國設廠，屆時可將全部在港受訓的合約工人調返國內的新廠工作，這樣，從新廠投產的首天開始，即可生產適合外銷或內銷的優質產品。

一般而言，國內生產的貨品，特別是與內地公司合作生產的，三成左右可作免稅內銷。獲得稅項豁免，競爭力自然比並非在中國設廠的對手優勝不少。

「而香港工廠方面，可聘用第二批從中國輸入的工人填補空缺，屆時各位的合營夥伴或員工應該已經可以自行訓練這批新人，毋須花費日本公司太多精力。」

楊博士說，香港生產的貨品，成本雖然比內地工廠生產的要高，但較諸經濟合作及發展組織成員國生產的仍然很便宜，因此，在世界市場仍有一定的競爭力。

「除了作為培訓和生產中心外，香港尚可成為國內工廠的服務及技術支援基地。」

舉例說，香港可派遣工程師到內地，協助當地工廠解決困難。

「生產所需的新資料和特別材料，可從日本經香港輸入內地，確保生產指示全面及準確執行。香港所具備的支援功能對國內工廠的有效運作極為重要。」



Tokyo Tower, the symbol of Japan's economic success 標誌著日本驕人經濟成就的東京鐵塔

Bracing for slower growth

Fuji Bank manager explains the causes of the economic downturn in Japan

Minoru Oka, general manager of the Fuji Bank, Hong Kong Branch, told the annual joint HKGCC-HKJCCI luncheon the current downturn in Japan is largely home-grown. He said cyclical fluctuations were only one facet and predicted the economy would grow at a slower rate in future.

The speaker from the Japanese side at the luncheon said: "The collapse of asset prices after the burst of Japan's so-called 'bubble economy' was the most prominent factor contributing to the current downturn.

Two other contributing factors, as suggested by economists, are the growth restraints caused by the over-inflated Japanese economy and a cyclical low in technological breakthroughs (in which technology can stimulate strong sales).

"Mr Alan Greenspan, chairman of the US Federal Reserve Board, noted another contributing factor during his trip to Japan in mid-October. He suggested that the debt deflation factor should also be



Minoru Oka, general manager Fuji Bank and director of the Hong Kong Japanese Chamber of Commerce & Industry

blamed. Borrowings which helped boost consumer spending during the bubble have placed an additional burden on the economic slowdown.

"Today, Japanese are repaying their debts, saving more and spending less."

Minoru Oka said, last but not least, surges in the cost of capital was another major contributing factor.

"In Japan companies are allowed to include the unrealised profit from appreciation in property and stock investments as capital when used as collateral for credit facilities. Such low-cost capital was further applied to expand business, investments and overall returns. However, the deflated property values and equity prices had brought a halt to this mechanism."

The Fuji bank manager said in times of economic downturn, financial institutions were expected to help stimulate the economy. However, in the current economic downturn Japanese financial institutions have been hard hit and are not offering to



Kebana, flower arrangement.

日本花道



Mount Fuji, the tourists' symbol and Shinkansen.

富士山和新幹線子彈火車同樣是日本旅遊業的標記

日本經濟增長持續放緩

富士銀行經理分析日本經濟滑坡的原因

富士銀行香港分行總經理岡理事於香港總商會/香港日本人商工會議所聯席午餐會上指出，日本經濟不景，主要是內部因素使然。他認為周期性波動只是事實的其中一方面，他預測日本未來數年的經濟增長將較為緩慢。

他說：「日本的所謂『氣泡經濟』破滅後，資產價格大幅下瀉，導致出現目前的經濟不景。」

據經濟學家分析，另外兩大主要原因包括：第一，日本經濟過度膨脹，政府不得不採取措施，限制經濟增長；其次，目前是科技突破的周期性低潮（新科技可刺激銷售）。

「美國聯邦儲備局局長格林斯潘去年十月中訪問日本時指出，借貸收縮是日本經濟不景的另一肇因，他認為，經濟放緩的時候，借貸有助刺激消費。」

「今天，日本人為了償還債項，不約而同地努力儲蓄，減少消費。」

岡理事說，資本成本大幅上漲，相信亦是原因之一。

「在日本，當房地產和股票的投資用作信貸抵押時，其未實現的利潤可視作資本折舊備抵；這種低成本的資本可進一步用作擴展業務、投資及賺取整體回報，不過，由於

地產和股票價格下跌，這機制霎時停止運作。」

他說，經濟滑坡的時候，金融機構通常會協助刺激經濟復甦，然而，從現時情況看來，金融機構所受的打擊反而最大，它們根本沒有能力負起挽救經濟的重責。

「近年日本的大集團減少對銀行融資的

依賴，他們現時可透過發行商業票據、證券等方式在資本市場籌集資金。」

「在這種環境下，金融機構不得不將目標轉移到中小型企業和私人的房地產、信貸等業務；到了房地產和股票價格急跌，銀行只剩下大量沒法追討的欠款。」

岡理事說，在這種不利的形勢下，日本



Sumo wrestling, popular sport and another symbol of Japan's strength.

相撲是日本流行的運動，是日本力量的另一象徵



Tokyo Stock Exchange in the 1980s before prices began to fall.

八零年代股價狂瀉前的東京證券交易所

政府推出一套方案，力圖挽救國家經濟和穩定金融制度。曾經有傳媒批評，這是耗費公帑以補救金融機構缺失的做法，加上出現另一次政治醜聞，政府更難就是否將方案付諸實行作出決定。

除了政府的「救亡計劃」外，日本部份大企業亦考慮凍結僱員薪金水平和資本開支，希望藉此維持利潤水平（即使沒有利潤增長也在所不計）。

「有些企業又致力提高海外分行的生產力和效率。日本本土的工廠是過去多番重整的對象，因此，日本工人已成為了效率極高的一羣。不過，白領工人的效率仍有待提高。」

他續稱，近年服務業在日本經濟所扮演的角色日益吃重，日本白領工人的數目創下歷年最高紀錄。

「過去從沒有受過整頓的日本白領工人，現時成了重整計劃的對象。西方的『考績制度』可能在白領工人身上大派用場。」

「這是非常大膽的計劃，因為傳統上日本人一切以年資為先。其他計劃包括培訓更多具備專業技能的僱員而不是『普通僱員』。」

「減低開支和超時津貼亦是很多企業所採用的策略。」

「結果，一向以『工作狂』見稱的日本

男人固然可以早點回家，但消費力也由於收入減少相應被削弱，對於家庭主婦來說，這些不擅家務的男性簡直就是『窩囊廢』，他們提早回家，不但不懂得幫助處理家務，反而礙手礙腳，社會問題隨之而產生。」

岡理事預測：「在徹底精簡架構和減少不必要開支前，日本服務業將不會出現持久的經濟增長。」

「若說經濟增長強勁，人們會很自然地聯想到雙位數字的增長，不過，從一九六五年東京奧運會後的一年表現看來，即使是百分之五點七的溫和增長已算不錯，因為當時日本的經濟已頗具規模。」

「日本一九八七年的人均生產總值曾一度超越美國，佔當年全球生產總值的百分之十六，但現時日本正處於經濟增長放緩時期，未來數年，很難奢望每年增長可達四、五個百分點之多。」

take this role.

“In recent years large conglomerates in Japan had become less dependent on banks for financing. They can now raise funds by means of using capital markets via CP programmes and other forms of securities issuances.

“This prompted financial institutions to expand business relations with smaller companies, individuals and real estate with credit, based mostly on inflated equity. The crash of property and equity prices have thus left banks saddled with non-performing loans.”

Minoru Oka said in view of these adverse situations, the Japanese Government proposed a stimulus package to revive the country's economy and stabilise the financial system. This had been criticised in the media as funding the mistakes of financial institutions with public taxes. And, once again, another political scandal in Japan has also made a decision on this package appear distant.”

Apart from the Government's “rescue package,” some large companies in Japan had seen the light and are considering their own packages to maintain profitability (even though growth would remain zero) by freezing employee levels and capital spending, Minoru Oka said.

“Strategies to enhance the productivity

and efficiency of overseas production facilities have also been adopted. Having been the target of many past restructurings, factory workers in Japan are now among the most efficient in the world. Yet, white collar workers are still lagging behind."

He said the importance of the service sector had increased significantly in recent years in the Japanese economy. Japan now had a much larger population of white collar workers than ever before.

"Never having been under the pressure of restructuring in the past, they are now the target of current plans. Western style "merit systems" for white collar pay are being considered.

"This is a very bold step in Japan where almost everything is based on seniority. In addition policies of breeding more specialised staff instead of 'general staff' are also being adopted."

Other policies being adopted by many companies included reduction in expense accounts and overtime pay. This had driven the infamous "workaholic salaryman" to go home early pinching housewives consumer spending budgets and creating a social problem. These non-domesticated males are known to their wives and families as "large garbage" because their presence at home is more a hindrance than a help.

Minoru Oka ventured: "The focus that should be stressed here is that lasting economic growth will not take place until thorough lasting cutbacks are achieved.

"One may naturally link strong economic growth with double-digit growth but, as evident from the fact that only a modest growth rate of 5.7% was seen in

A China strategy using HK

continue from page 6

technical training in China is difficult because of the environment of China today.

"It is also difficult to convince Japanese staff to spend long periods living in China because of lack of amenities. Communications with Japan is another problem as telecommunications in China are not yet fully developed."

Dr Yeung said the logical solution to these problems is to utilise Hong Kong as a training and technical support centre. This idea had become a reality when Hong Kong Government introduced the importation of contract worker scheme."

Interested industrialists should first survey China to decide where to set up a factory in the future. After choosing the desired city or town, fresh university and high school graduates from that chosen area could then be recruited to Hong Kong through the contract worker scheme.

"In Hong Kong you can either set up your own factory or joint-venture with a



Hakuba ski ground. 滑雪勝地苗場

the year following the Tokyo Olympic Games in 1965, this modest growth rate is acceptable in an economy which has expanded to such a significant size.

"Japan, that outstripped the US in terms

local industrialist who may have surplus space in his existing plants for the manufacturing of your products.

"Your Hong Kong staff or your joint venture partner could learn, along with the newly arrived contract workers, your management system, the required techniques and quality specifications for production. Correct corporate culture would be cultivated without any external political or social interference."

Dr Yeung said after three or four years when the Japanese industrialist was ready to set up his plant in China, the entire contract worker teams brought to Hong Kong for training would then be transferred to the new China factory. Good quality products could be made in China from Day One for export and for the Chinese market.

Thirty percent of production was usually allowed to be sold duty-free. This was especially so if there was a joint-venture arrangement with a Chinese firm. The duty-free status would enable a price advantage over competitors who did not have manufacturing facilities in China.

of GNP per capita in 1987 and constitutes 16% of the world's total GNP, is bracing for a period of slow economic growth and can hardly expect to have annual growth rates of 4-5% in coming years." ■

"As replacement, a second lot of new Chinese recruits will be sent down to your Hong Kong factory for training and production. By then your Hong Kong partner or your Hong Kong staff should be able to train these new workers with minimum support from Japan."

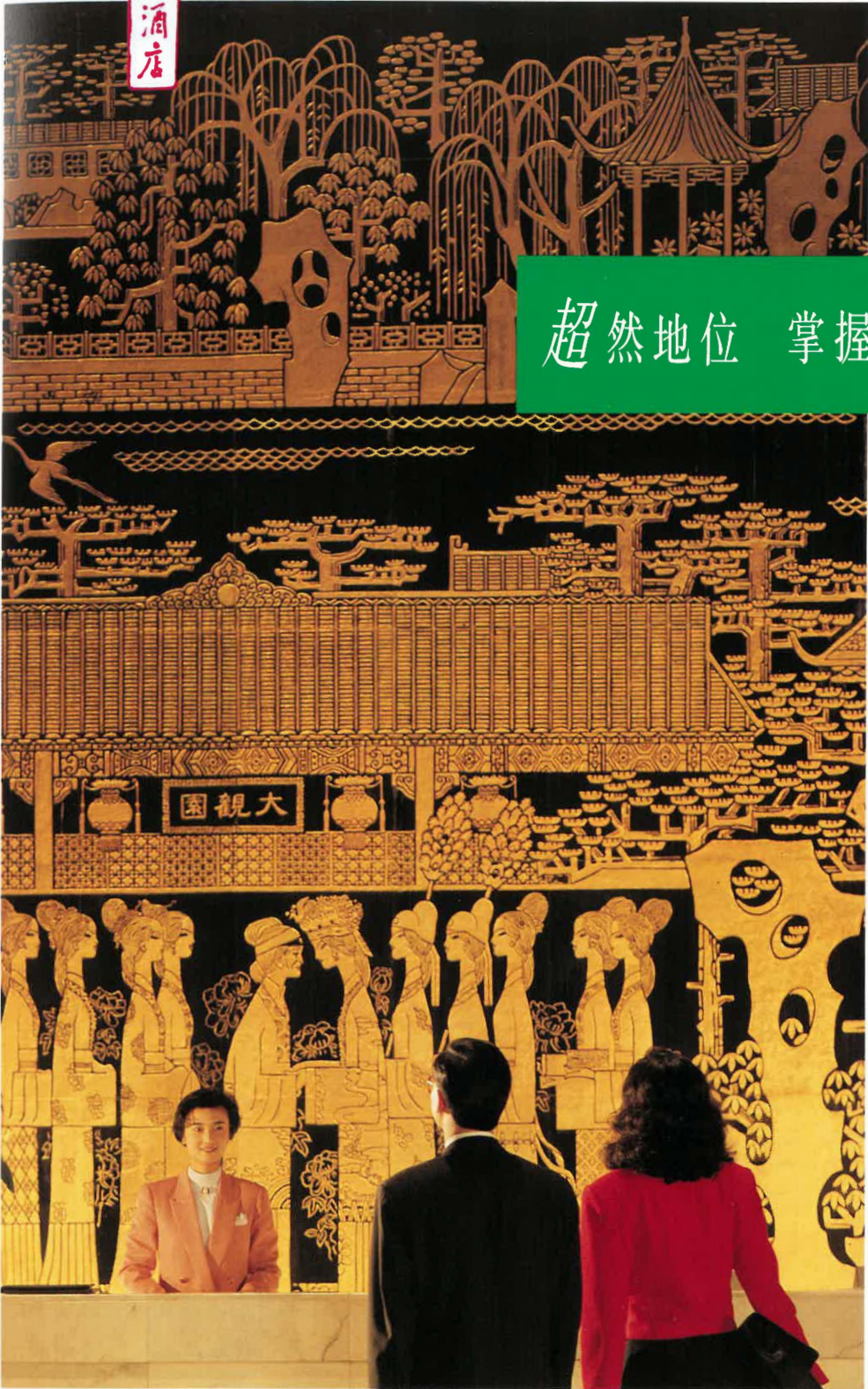
Dr Yeung noted that products manufactured in Hong Kong, though having a higher production cost than China, would still be cheaper than those made in OECD countries and thus would be competitive on world markets.

"Besides being a training and production centre, the Hong Kong plant would also be used as a service and technical support base for the China factory," he said.

This would be done by way of sending Hong Kong engineers into China to help solve production problems.

"New information and special material required for production from Japan can also be supplied via Hong Kong to ensure comprehension and accurate execution. This support function is vital to the smooth operation in China," he said. ■

花園酒店



超然地位 掌握成功之勢

宏偉的建築、堂皇的氣度、瑰麗豪華的享受、環球薈萃的美食，與鉅細無遺的服務，成就了花園

酒店備受推崇的超然地位。
廣州五星級花園酒店，大堂

寬敞宏大，為全中國之冠，當中巍然而立的“紅樓夢”巨幅貼金雲石壁畫，不但富藝術特色，更代表着酒店目不暇給的享受和設施：1,112 間舒適典雅客房，14 所中西餐廳、可容納達1,800人的會議中心、多用途宴會廳、設備一應俱全的商務樓層.....

花園酒店，每一個服務細節都要求至善至美，讓閣下領略客旅真情，洽談商務，成功在握。



花園酒店
The Garden Hotel
GUANGZHOU

利園國際集團管理

成功商務愉快旅情



廣州市環市東路三六八號 電話：(86-20) 333 8989 電傳：44766 GDHTL CN 傳真：(86-20) 335 0467
香港營業辦事處 香港希慎道利園酒店廿二樓 電話：805 6210 傳真：577 8197

DIARY DATES

Record Chamber membership

The HKGCC has achieved an alltime record with 3536 companies on the membership register at the middle of January and we are delighted to welcome all these new members to the Chamber. As a result of heightened Committee work and activity, increased services for members and the high-level subscription events for Chamber members and the business community, many companies are now realising the benefits Chamber membership offers. Probably the most valuable is the opportunity to increase business contacts - "networking" - through attending Chamber events and being involved in our activities and committees. We hope that many new members will take advantage of the variety of opportunities offered for their participation in the Chamber.

Popular sales training courses return

In response to many requests from member companies, we are repeating these courses in sales techniques, conducted in Cantonese, for the sixth time. The PROFESSIONAL SALES TRAINING (PST) Course is designed for those who are about to start, or are in the early stages of a career in selling, or are owners/managers of small businesses who must act as their own sales force. The ADVANCED SALES TRAINING (AST) Course is aimed at more experienced salespeople including those who have successfully completed the PST Course. By conducting these courses in the Chamber, we are able to offer them at considerably lower fees. There is a limit on places, with bookings on a first-come, first-served basis. Brochures are available from Celia Lo (823 1247) who will also take your booking.

PST Dates : Feb 18/19/20/24/25/26
AST Dates : Mar 4/5/6/10/11/12
Times : Wed-Fri 6.30-9.30 pm:
 Saturdays 9.00 am-1.00 pm.
Cost : PST
 \$3,300 (HKGCC members)
 \$3,800 (others)
 AST \$3,300 (HKGCC members)
 \$3,800 (others)
 PST & AST
 \$6,300 (HKGCC members)
 \$6,800 (others)
Venue : HKGCC Conference Room,
 22nd Floor, United Centre,
 95 Queensway, Hong Kong
 (above Admiralty MTR)

Chamber Forecast

Date	Time	Activities and Events
Feb 1	12.30 pm:	CHAMBER: Roundtable Luncheon: Graham Bibby, "Currencies: the art of successful management".
Feb 2	4.30 pm	CHAMBER: Small Business Committee Meeting
Feb 3	4.00 pm	CHAMBER: Environment Committee Meeting
Feb 8	12.30 pm	CHAMBER: Roundtable Luncheon: Samuel C H Wu, "Is your Heart at Risk?"
Feb 9	11.30 am	CHAMBER: Northeast Asia Committee Meeting
Feb 9	12.30 pm	CHAMBER: Subscription Luncheon: Donald Tsang, Director-General of Trade: Island Shangri-La.
Feb 15-19		CHAMBER: Pearl River West Delta Mission
Feb 16	12.30 pm	CHAMBER: New Members' Briefing Luncheon (in Cantonese)
Feb 17	12.30 pm	CHAMBER: Africa Committee Meeting
Feb 17	4.30 pm	HKCSI: Executive Committee Meeting
Feb 18/19/20		CHAMBER: Professional Sales Training
Feb 20-28		CHAMBER: Business Mission to Vietnam
Feb 23	12.30 pm	CHAMBER: Roundtable Luncheon: Danny Chau, "Effective Credit Management for small to medium companies."
Feb 23	5.00 pm	CHAMBER: Membership Committee Meeting
Feb 24/25/26		CHAMBER: Professional Sales Training
Feb 27-Mar 14		CHAMBER/TDC: Business Group to Africa
March 4/5/6		CHAMBER: Advanced Sales Training
March 9	12.30 pm	CHAMBER: New Members' Briefing Luncheon (in Cantonese)
March 10/11/12		CHAMBER: Advanced Sales Training
April 17-26		CHAMBER: Study Mission to South Africa
April 22-29		CHAMBER/HKPC: International Franchise Expo in Washington, DC.

本會動態

本地事務及行政部

會員數字

十二月底的會員數字創下歷年最高紀錄，達三千五百四十六家。

月內加入本會的公司共一百三十七家。(註：一百零六家透過郵遞招募運動，其餘自動加入。)次階段會員郵遞招募運動展開至今，已成功招募三百七十三位新會員。

會籍更新

截至十二月底，已有一千四百八十四家會員公司更新九三年會籍，其中二百一十五家公司選擇提早一次過繳交三年會費，享受九五折及三年固定會費優待。

委員會動態

人力資源委員會

委員會於十二月十日舉行會議，與香港城市理工學院波布萊德爾博士討論工商管理碩士課程內容。委員會成立工作小組，於十二月十七日與本會首席經濟學家舉行會議，表達委員會對全港退休保障計劃的意見。

十二月一日，人力資源委員會及民政事務委員會多位成員參觀天文台，參加者獲悉港府正就本會所作建議重新檢討惡劣天氣警告訊號系統。

THE CHAMBER IN ACTION



Brigadier Ian Christie Reports

LOCAL AFFAIRS/ADMINISTRATION DIVISION

MEMBERSHIP PROFILE

Membership was at an all-time high of 3,546 companies at end December.

A total of 137 new members joined the Chamber during the month. (106 from the Recruitment Mailing Campaign, the remainder by unsolicited application). To date, the second phase of mailing campaign has brought in a total of 373 new members.

Membership Renewal

A total of 1,484 members have renewed their Chamber membership for 1993, of which 215 companies choose to be the early payers to take advantage of the special three-year fixed subscription rate plus the 5% discount.

COMMITTEES

Human Resources Committee

The Committee met on 10 December. Dr N S Poblador of City Polytechnic of Hong

Kong discussed with members the content of MBA programmes. A working group was formed which met the Chief Economist on 17 December to convey views on the Community-Wide Retirement Protection System.

Members of the Committee, together with members of the Home Affairs Committee, visited the Royal Observatory on 1 December. We are advised that Government is doing some re-thinking on adverse weather condition warning systems, in response to comments made by the Chamber.

Textiles Committee

The Committee met on 3 December to consider the impact of NAFTA on textile and garment trade.

Environment Committee

The Committee met on 8 December. The main item of business was to consider future objectives and organisation structure.

Legal Committee

The Committee met on 9 December to decide follow-up action on outstanding business, and to consider proposals put forward by the Company Law Reform Standing Committee to bring sections of

How to save energy

C M Lin, principal consultant in the Environmental Management Division of the Hong Kong Productivity Centre, addressed interested members on 14 December on opportunities of lowering operational costs through energy saving. Aspects he dealt with included current consumption in Hong Kong; how to identify energy saving opportunities; typical energy saving measures applicable in Hong Kong; the economics of energy saving; and, the difficulties and problems encountered in energy saving.

節省能源

十二月十四日，香港生產力促進局首席顧問(環境管理)連燦明應邀向本會會員講述如何節省能源以降低成本。他的演辭內容包括：香港目前的能源消耗量；如何找出節省能源的機會；香港適用的節省能源措施；從經濟學角度看節省能源；節省能源會遇到的問題和困難。



C M Lin addressing Chamber members at a luncheon session.

連燦明於本會舉辦的圓桌午餐會上發言



The HKANA Board with Mr George Elledge (front row, third right) and Mr Harry Garlick (back row, second right).

協會董事局與歐勵治(前排右三)、葛立科(後排右二)合照

Thank you from HKANA

The Hong Kong Article Numbering Association (HKANA) held a thank you dinner on 26 November for two retiring founder members of its Board of Directors, George Elledge, the first Chairman of HKANA and the Chamber's Assistant Director. Harry Garlick, both played a leading part in establishing the Association in 1990. Both have resigned from the HKANA Board.

香港貨品編碼協會

香港貨品編碼協會於十一月二十六日設晚宴，向兩位行將離開協會董事局的創會成員表示謝意，兩位行將卸任的成員分別是協會首任主席歐勵治和香港總商會助理執行董事葛立科，兩位成員在一九九零年香港貨品編碼協會創辦的時候，曾擔當十分重要的角色。



Harry Garlick receiving a thank you gift from the incoming HKANA chairman, William Grimsey of Park 'N Shop.

協會新主席新賢思(百佳超級市場)向葛立科致送紀念品

the Companies Ordinance into line with UK legislation.

Industrial Affairs Committee

On 16 December, a group of 20 members visited the Industry Department to be briefed on the Calibration Services available in the government's laboratory.

Staff met the Deputy Director-General, Industry Department, Mr Max Li, on 17 December to be briefed on changes in Government's attitude to and plans for support for industry in Hong Kong.

EVENTS

Training Courses

The Supervisory Skills Basic Course was completed successfully. Three Chamber staff attended.

The Chamber, in cooperation with Al-tos Computer Systems (FE) Ltd and Information Processing Consultants Ltd, launched two afternoon sessions of training for garments' traders and manufacturers. Both sessions were fully subscribed.

New Members' Briefing Luncheon

To facilitate better communication with members and in view of the growing number of Chinese firms in Chamber membership, alternate New Members Briefings are conducted in Cantonese. The first such meeting was held on 3 December, with a good attendance of 25 joining members from various sectors.

Mr Huang Ju's Luncheon

Mr Huang Ju, the Mayor of China's largest city, Shanghai, was invited to address members on new investment opportunities in Shanghai. About 190 members attended.

Small Business Members Luncheon (in Cantonese)

T G Cheung of China Light & Power gave a presentation on 7 December on the long term supply and pricing policy of electricity.

Roundtable Luncheons

A luncheon on 9 December on "ERM - The Present and the Future of the European Currencies" was well attended by members. The speaker for the event was Mr John Greenwood, the Chief Economist and the Managing Director of G T Management.

A luncheon was held on 14 December 1992 on "Opportunities of Lowering Costs Through Energy Saving" by Mr C M Lim, a senior consultant of the HK Productivity Centre. Many manufactur-

紡織業委員會

委員會於十二月三日召開會議，討論《北美自由貿易協定》對紡織業及成衣貿易的影響。

環境委員會

委員會於十二月八日舉行會議，討論未來目標及組織架構。

法律委員會

委員會於十二月九日召開會議，繼續討

論上次會議餘下的議題，同時考慮向公司法改革常務委員會提出建議，希望將香港公司條例與英國有關法例看齊。

工業事務委員會

一九九二年十二月十六日，委員會二十位成員參觀工業署，聽取該署官員講解政府化驗所的校正服務。

本會職員於十二月十七日與工業署助理署長李啟文會面，瞭解港府在支援香港工業方面的態度及計劃有何改變。

月內活動回顧

訓練課程

督導技巧基本課程已完滿結束，本會派出三位職員參加。

本會與宏基電腦(遠東)有限公司、資訊系統顧問有限公司合辦兩項訓練課程，對象是成衣貿易商和製造商，兩項課程均滿額報讀。

迎新午餐會

鑑於加入本會的華資公司數目日增，為加強與這些會員的溝通起見，本會部份迎新午餐會將改用廣東話進行，首次以廣東話進行的迎新午餐會於去年十二月三日舉行，參加者共二十五位，反應頗為熱烈。

黃菊午餐會

上海是中國最大的城市，該市市長黃菊於去年十二月應邀於本會舉辦的午餐會上發表演說，主題是上海的投資新機會，出席的會員共約一百九十位。

小型企業會員午餐會

一九九二年十二月七日，中華電力有限公司代表張定根於午餐會上就長遠供電及定價政策發表演說。

圓桌午餐會

本會於一九九二年十二月九日舉行一個題為《歐洲匯率機制——歐洲貨幣的現在及將來》的圓桌午餐會，參加人數十分踴躍。當日的講者是景泰投資經理(亞洲)有限公司首席經濟學家兼董事總經理祁連活。

十二月十四日，香港生產力促進局高級顧問連燦明應邀出席本會舉辦的圓桌午餐會，並以《節省能源，降低成本》為題發表演說，出席的多位廠家均踴躍跟講者交換意見。

會員服務

非移民美國簽證

本會獲美國駐港總領事館的特許，作為會員申請非移民簽證的代表。本會將負責核對申請資料、收發申請表及已簽證的護照，以及將之交還申請的會員；此措施可免除會員親身到領事館辦理手續的麻煩。本會將按每項申請酌收手續費港幣二百元。此項服務於一九九三年一月一日起供會員使用。

會員折扣優惠計劃

參與會員折扣優惠計劃的商號已增至二十五家，其中包括提供購買汽油優惠的靚殼香港有限公司和「開心假期」折扣的國泰航空公司。

本會行政

週年會員大會

月內，本會跟畢馬域會計師行舉行會議，討論將於一九九三年四月二十七日召開的週年會員大會的事宜，其中包括新的郵遞投票程序。



The delegation from Turkey meets the Arab Area Committee.

阿拉伯委員會與代表團舉行會議

Delegation from Turkey

Michael Brown, chairman of the Arab Area Committee, together with other committee members and Chamber executives, welcomed a trade delegation from Turkey of 17 December. Members of the Turkish delegation were board members of the Mersin Free Trade Zone Corporation. They were seeking investment in the zone. Ahmet Ugar, vice chairman of the corporation, led the delegation.

土耳其代表團

十二月十七日，阿拉伯委員會主席白朗聯同多位成員及本會行政人員接待來自土耳其的貿易代表團。代表團由梅爾辛自由貿易區管理局成員組成，他們此行旨在尋求港商投資。代表團團長是管理局副主席烏加爾。

ers attended the event and exchanged views with the speaker.

MEMBER SERVICES

Non-immigrant Visas for US

The Chamber has been given permission by the US Consul General to act as a conduit for non-immigrant visa applications by members. The Chamber will check the content of applications and forward them to the Consulate, collecting the processed passport for return to the member. This will avoid the need for personal interview of the applicant. A charge of \$200 per application will be levied. The service will commence on 1 January 1993.

Chamber Members Discount Club

The number of suppliers in the Chamber Members Discount Club has increased to 25, including a gasoline discount from Shell Hong Kong Ltd and discount on "Discovery

Tours" from Cathay Pacific Airways Ltd.

ADMINISTRATION

Annual General Meeting

Plans for administering the 1993 Annual General Meeting on 27 April, including the new postal voting procedures, were discussed with KPMG Peat Marwick.

Local Area Network — Multi-fax Service

The purchase of an in-house multi-fax distributor system has been approved. The system is 'state of the art' and the Chamber will be acting as a pioneer in a new technology.

INTERNATIONAL AFFAIRS DIVISION

COMMITTEES

Africa Committee

The Africa Committee met on 15 Decem-



Jack Swatz. 斯沃茨



Nebraskans visit Chamber

Jack Swatz, president, leading a trade delegation of four Americans from the Nebraska Chamber of Commerce and Industry visited the Chamber of December 11 seeking information and closer trade ties.

內布拉斯加訪客

十二月十一日，美國內布拉斯加州工商會主席斯沃茨率領貿易代表團一行四人到訪，他們此次來港，主要是希望收集訊息和加強兩地貿易聯繫。

The Nebraskan delegation meets Chamber executives.

本會行政人員與內布拉斯加代表團舉行會議

Joint venture

Albert Ng, partner in accountants, Arthur Andersen & Co addressed members who attended Market Pulse II on converting viz. a processing plant into a foreign investment Joint Venture in China.

外資合營企業

安達信公司合夥人吳港平應邀出席本會舉辦的「市場脈搏之二」，並就如何在中國將一家加工工廠轉變成為外資合營企業發表演說。



Albert Ng. 吳港平



Market Pulse II. 「市場脈搏之二」進行情況

區域性網路

購買內部多向傳真系統的建議已獲批准，本會將成為率先採用這種先進科技的機構。

國際事務部

委員會動態

非洲委員會

委員會於十二月十五日舉行會議，與會者同意於九三年與香港貿易發展局聯合舉辦一個非洲商團，以及獨立主辦兩個考察團，目的地分別是突尼西亞和南非。委員會否決與阿拉伯委員會合併的建議。

阿拉伯委員會

十二月七日，委員會接待來自埃及的代表團，代表團團長是埃及投資局執行總監埃哈雷布博士，團員其中包括埃及麥堅時律師行代表埃米博士，他們向會員介紹埃及政府可為投資者提供的優惠。

十二月十七日，本會與到訪的土耳其梅爾辛自由貿易區管理局代表團舉行會議，主持會議的是本會阿拉伯委員會主席白朗。

中南美洲委員會

委員會於十二月二日召開會議，會上，烏拉圭駐港總領事馬樂怡女士應邀擔任主講嘉賓，她的講題是烏拉圭目前的經濟及政治形勢。

委員會同意與北美洲委員會舉行聯席會議，並贊成研究兩委員會合併的建議。首次聯席會議定於九三年一月七日舉行。

本會的墨西哥考察團將於一九九三年一月二十四日至二月一日舉行，合辦的機構包括香港貿易發展局及墨西哥投資管理局。

中國委員會

十二月二日，上海市市長黃菊擔任本會午餐會的主講嘉賓，參加的會員共約一百九十位，他們跟上海市政府代表團成功建立了聯繫。出席的上海市官員其中包括上海市府外事顧問李儲文、上海中國對外經貿部部長沙麟。

十二月十一日，廣州市市長黎子流到訪，本會主席鄭明訓聯同理事會和中國委員會多位成員予以接待。黎市長、巢振威副市長、謝士華副市長向與會者講述廣州最近的發展。

月內，兩個分別來自中國廣東省和安徽省的考察團到訪，他們均希望瞭解本會的角色及工作。

歐洲委員會

委員會於十二月十六日舉行會議，深入討論九三年活動計劃，其中包括籌組代表團訪問西班牙和葡萄牙。

ber and agreed that a Joint Chamber/TDC Business Group to Africa and two study missions to Tunisia and South Africa should be organised in 1993. The Committee decided against the merging with the Arab Committee.

Arab Committee

Members welcomed on 7 December a Egyptian delegation headed by Dr Mohieddin Elghareeb, Executive President of the General Authority for Investment. Dr Elghareeb, accompanied by Dr Taher Elmy of Baker & McKenzie, briefed members on

the investment programmes and incentives offered by the Egyptian government.

The Chamber also hosted a meeting for the board members from the Mersin Free Trade Zone on 17 December. The delegation from Turkey was received by Mr Michael Brown, Chairman of the Arab Committee.

Central & South America Committee

The Committee held a meeting on 2 December, at which Mrs Lucia Maruri, Consul General of Uruguay, was invited as guest speaker to brief members on the



The Miga meeting.
會議進行中

Multilateral investment

Christina Westholm-Schoder, Regional Manager of MIGA (Multilateral Investment Guarantee Agency), updates members on current MIGA activities, at a luncheon session in the Chamber's boardroom. It was her second visit.

多邊投資

多邊投資保證組織亞太區經理絲德爾出席本會舉辦的午餐會議，向會員講述該組織的活動近況。這是她的第二度訪問本會。



Christina Westholm-Schoder.
絲德爾

委員會於九三年一月七日與芬蘭外貿協會、芬蘭商會聯合主辦研討會，主題為《香港在芬蘭及大歐洲的發展機會》。芬蘭副總理兼外貿部長薩洛拉寧擔任主講嘉賓，他的講題為《芬蘭和歐洲於二零零零年的發展》。隨同薩洛拉寧來港訪問的尚包括多家芬蘭公司的董事。

北美洲委員會

十二月十一日，美國內布拉斯加州工商會主席斯沃茨率領貿易代表團一行四人到

訪，與本會討論美中關係、最惠國待遇問題發中國目前的形勢。

東北亞洲委員會

委員會於十二月十五日舉行會議，會上決定於九三年籌組考察團訪問韓國及台灣。委員會將於下次會議討論籌組考察團前往遠東俄羅斯的可行性，並且研究再度與南亞洲委員會合併（但專責範圍不包括印度次大陸地區在內）。

同日，本會與香港日本人商工會議所舉



John Kamm seated between Robert Dorfman (left), chairman of the Chamber's North America Area Committee, and Manohar Chugh, the committee vice chairman.

康原攝於會上，左為本會北美洲委員會主席杜羅弼，右為委員會副主席文路誠



The Committee meeting with John Kamm as guest speaker.

康原應邀於委員會會議上擔任主講嘉賓

US-China relations

John Kamm, managing director of Kamm & Associates, was guest speaker on "US-China relations in the next four years" at the meeting of the North America Area Committee on 12 November. He thought US-China relations under President Bill Clinton would probably be formulated largely by a group of people. He expected divisions between the Administration and Congress would arise at the end of his first year in office. He said Al Gore, the newly-elected Vice President was a figure to watch. Even if Bill Clinton got re-elected for another four years, Al Gore would still only be 52. There was no doubt he wanted to be President. There was a danger Gore would have great influence on the formulation of US foreign policy including China and the MFN issue.

As President of the Senate, John Kamm thought, Al Gore would move early to solidify an alliance with Senator Mitchell, the majority leader, who was the main driving force for placing conditions on MFN. Al Gore had made several speeches during the presidential election campaign claiming China's behaviour in the area of human rights and trade had exceeded US tolerance and was a threat to the national interest. John Kamm thought President Bill Clinton would concentrate on domestic issues and turn foreign policy over to Al Gore and a team of people.

美中關係剖析

十一月十二日，北美洲委員會舉行會議，Kamm & Associates 董事總經理康原應邀以《未來四年美中關係》為題發表演說。康原認為，新任總統克林頓的美中關係政策很大程度上將由總統幕僚合力訂定，他預料克林頓就任後的首年年底，美國政府和國會將出現意見分歧。

他指出，新任副總統戈爾是個不可忽視的人物，因為即使克林頓下一屆成功連任，到了第二屆任期屆滿時，戈爾才五十二歲，毫無疑問，戈爾確是有意問鼎總統寶座。康原稱，戈爾很有可能在訂定美國外交政策（包括中國政策和最惠國待遇問題）方面擔當重要角色。

他又說，戈爾身為參議院主席，可能會籠絡多數黨領袖米切爾參議員，後者一向鼓吹有條件延續中國的最惠國待遇。戈爾於競選期間曾經多次表示，中國在人權和貿易方面的表現已超逾美國所能容忍的極限，而且對美國利益構成威脅。康原相信克林頓會集中處理內部問題，讓戈爾和其他人處理外交政策。

行周年聯席午餐會，席上，委員會副主席楊俊文博士代表本會發表演說，講題是《香港：貨品窗櫺及投資中國之門》。

南亞洲委員會

十二月十五日，越南胡志明市政府稅務局官員到訪，他們此行旨在進行一項研究。

本會向全體會員發出通告，詳述準備於九三年初舉辦訪越代表團的計劃，代表團的目的地包括河內、峴港、胡志明市，日期定於一九九三年二月二十日至二十八日。

船務委員會

十二月三日，委員會主席馬德富率領代表團一行十四人參觀海員訓練中心，受到負責管理該中心的香港職業訓練局助理執行幹事（工業訓練）歐陽文德、中心經理霍沃思的熱烈歡迎。代表團聽取有關人員介紹中心提供的訓練課程後，一同參觀中心各項設施。

本會的運費常務小組委員會分別於十二月一日及十日與香港航運協會及寶基公司舉行會議，討論提高繫泊及解纜收費的建議。各方同意的九三年整體收費增幅為百分之十

四點三，此幅度已獲船務委員會批准。新收費將於一九九三年一月一日起生效。

此外，委員會又通過非定期航線船駁服務公司小組委員會調整收費的建議，新收費亦將於一九九三年一月一日生效。

香港國際委員會

月內，香港國際委員會「大使」行程定期更新作業已完成，該等資料將送交政府及香港貿易發展局各海外辦事處，讓他們協助推行本會的「大使計劃」。

委員會與太平洋地區經濟理事會澳洲委員會緊密聯繫，安排兩位香港「大使」於今年五月於珀斯及墨爾本舉行的活動發表演說。

港台經貿合作委員會

委員會秘書處根據首次聯席會議的建議，開始籌備成立各個環節工作小組。委員會於月內發出通告，以評估會員對此事的反應。

經濟事務部

十二月份，經濟事務部的主要工作是就港府的《社會退休保障計劃諮詢文件》擬定意見書，為此，該部廣泛諮詢各委員會及個別會員的意見，並且向他們解釋這項強制性計劃的詳情。本會首席經濟學家草擬了一份意見書作內部討論之用。

十二月三日，稅務委員會召開會議，除討論多項稅務問題外，亦有研究退休保障計劃。此外，委員會又籌辦一個研討會，討論港府的盈利來源稅務準則第二十一號指引。研討會定於一九九三年一月八日舉行，名額迅即預訂一空，顯示出會員對此課題興趣十分濃厚。

月內，首席經濟學家繼續接受新聞界訪問，分析香港經濟情況及有關問題，此外，他又與多個到訪的代表團舉行會議。

服務業部

委員會動態

財政服務委員會

委員會於十二月一日召開會議，深入研究港府的社會退休保障計劃。

基建工程委員會

委員會於十二月十五日與港府新機場工程統籌處處長蕭炯柱、助理處長鄧國威、臨時機場管理局商務總監趙禮銓舉行會議，討論機場核心工程項目進展情況及其他有關赤鱗角新機場的事宜。

數據統計委員會

委員會於十二月三日舉行會議，評估各方對服務業聯盟的消費服務價格指數及一份提交港府的意見書的反應。委員會歡迎港府按季度公布服務業統計數字。

行政人員招聘顧問

由服務業聯盟成員組成的行政人員招聘顧問服務工作小組於十二月四日召開會議，與會者贊成訂定業內經營守則，最終並希望成立一個由業內人士組成的組織。畢烈獲選為工作小組召集人。

資料保障工作小組

工作小組由資訊服務委員會成立，旨在研究法律改革委員會即將公布的資料保障法例諮詢文件。工作小組於十二月二十三日與



Market Pulse III. 「市場脈搏之三」進行情況

Economic integration

Paul Hsu, senior partner of the Taiwan law firm, Lee & Li, spoke to members who attended Market Pulse III on economic modernisation viz. Taiwan and Hong Kong with the coastal provinces of China and the Asia Pacific region.

台港經濟融合

台灣一家律師行的高級合夥人徐小波出席名為「市場脈搏之三」的圓桌午餐會，他在會上講述台灣和香港如何與中國沿岸省份和亞太區其他國家進行經濟融合。



Paul Hsu 徐小波

current economic and political situation of the country.

The Committee agreed to hold joint meetings with the North America Committee and consider the possibility of merging the two Committees. The first joint meeting has been scheduled for 7 January 1993.

There will be a Hong Kong Study Mission to visit Mexico from 24 January to 1 February 1993. It will be a mission co-organised by the Chamber and the TDC, with partial sponsorship from the Mexican Investment Board.

China Committee

Mr Huang Ju, Mayor of Shanghai, was invited to speak at a Chamber subscription

luncheon on 2 December. One hundred and ninety members attended and made initial contacts with the Shanghai Municipal Government delegation, which included Mr Li Chu Wen, Foreign Affairs Adviser to the Shanghai Municipal Government; Mr Sha Lin, Director of the Shanghai Commission of Foreign Economic Relations and Trade.

Mr Li Zi Liu, Mayor of Guangzhou, and the Guangzhou Municipal Government Delegation visited the Chamber on 11 December. The Chamber Chairman, Mr Paul Cheng, and members of the General Committee and China Committee received the delegation. Mayor Li, Vice-Mayor Chao Zhen-Wei and Vice-Mayor Xie Shi-Hua briefed members on the recent development of Guangzhou Municipality.



New Year dinner party

Hari Harilela, a member of the Chamber's general committee, invited Director, Brig Ian Christie, and his staff to a New Year most enjoyable dinner party on 5 January at his Kowloon home.

The two tables of Mr Hari Harilela's guests from the Chamber.

夏利蒞宴請本會職員

法律改革委員會私隱權問題小組委員會成員江偉舉行首次會議。

意見書

服務業聯盟於十二月一日向貿易署長提呈一份意見書，內容主要環繞專業服務的不平等對待、互相承認及當地知識要求，該份意見書其後給轉送往港府駐日內瓦貿易談判代表參考。

十二月十四日，聯盟執行秘書及資訊服務委員會成員古範思、顧米高與立法局《一九九二年電腦罪行條例草案》專責小組代表會面，申明服務業聯盟對該條例草案的意見，並闡釋上月提交立法局的一份意見書的要點。

到訪嘉賓

十二月二十一日，執行秘書會晤上海市

政府經濟委員會代表團，雙方討論香港和上海的服務業發展及雙邊機會。

香港特許專營權協會

協會正與香港生產力促進局聯合籌組代表團，準備於九三年四月參加在華盛頓舉行的國際特許專營權博覽會。

ment of Guangzhou Municipality.

Two study groups from China visited the Chamber in December to learn about the role and responsibilities of the Chamber. They were the delegation from Guangdong Province and the delegation from Anhui Province.

Europe Committee

The Committee met on 16 December to further discuss committee activities for 1993, which included plans for the organisation of a Chamber delegation to Spain and Portugal.

A seminar with lunch will be jointly organised by the Chamber, the Finnish Foreign Trade Association and the Finnish Business Council on 7 January 1993. The main theme is "Business Opportunities for Hong Kong Companies in Finland and



The ladies pose on the imposing stairway of the Hari Harilela residence.

新年晚宴

一月五日，本會理事會成員夏利萊邀請執行董事祈仕德准將及總辦事處全體職員到他的府上參加晚宴。

Greater Europe". Mr Pertti Salolainen, Finland's Deputy Prime Minister & Minister for Foreign Trade, will be the guest speaker for the luncheon. He will speak on "Finland and Europe in the Year 2000". He will also be accompanied by a group of Finnish company directors to visit Hong Kong.

North America Committee

A four member delegation, led by Mr Lance Paulsen, President of the Nebraska Chamber of Commerce and Industry, visited the Chamber on 11 December. Discussions focused on the US-China relations, the MFN issue and the current situation in China.

Northeast Asia Committee

The Northeast Asia Committee met on 15 December and decided that two study

missions will be organised in 1993 for Korea and Taiwan. The Committee will discuss at the next meeting the possibility of sending a study mission to Far Eastern Russia and the re-merging with the South Asia Committee with exclusion of the Indian sub-continent.

The Joint Hong Kong General Chamber of Commerce/Hong Kong Japanese Chamber of Commerce and Industry Luncheon was held on 15 December. Dr Eric Yeung, Vice Chairman of the Northeast Asia Committee, represented the Chamber to speak on "Hong Kong: Your Shop Window and Investment Door to China".

South Asia Committee

Government tax officials from Ho Chi Minh City, Vietnam, visited the Chamber on 15 December, as part of a fact-finding tour of the territory. The visitors were briefed on Hong Kong and the Chamber.

Notice of plans for the organisation of a Chamber mission to Vietnam in early 1993 was issued to all members. The itinerary of the mission will cover Hanoi, Danang and Ho Chi Minh City from 20 to 28 February 1993.

Shipping Committee

A 14-member delegation led by Mr John Meredith, Chairman of the Shipping Committee, visited the Seamen's Training Centre on 3 December and was warmly received by Mr M T Au-Yeung, Assistant Director of the Vocational Training Council which operates the Centre, and Mr J E Haworth, the Centre Manager. The delegation was given a thorough briefing on the training programme offered by the Centre, followed by a guided tour of its training facilities.

The Chamber's Tariff Standing Sub-Committee held two meetings on 1 and 10 December, jointly with representatives from the Hong Kong Liner Shipping Association and Po Kee Co, to discuss proposed increase in mooring and unmooring charges. The agreed overall increase in tariff for 1993 was 14.3%, which was approved by the Shipping Committee. The new tariffs will become effective on 1 January 1993.

The Committee also endorsed the recommendations from the Tramp Agency Sub-Committee regarding the revision of tramp agency fees. It was agreed that the new scale of fees be introduced with effect from 1 January 1993.

Hong Kong International

During the month, the regular updating of the travel schedules of HKI Ambassadors was completed. This information will be made available to the Government and TDC overseas offices, which will assist in facilitating the matching exercise for our Ambassadors.

HKI was in close contact with the Aus-

tralian Committee of the Pacific Basin Economic Council with a view to arranging two specific speaking engagements for interested Ambassadors to be held in May in Perth and Melbourne.

Hong Kong-Taipei Business Cooperation Committee

The HKTBCC Secretariat is now in the process of forming various working groups as proposed at the First Joint Meeting. Circular has been sent to assess members' responses.

ECONOMICS DIVISION

During December, the Economics Division's prime task involved the preparation of the Chamber's submission to Government on its consultation paper "A Community-wide Retirement Protection System". This process included seeking the views of a wide range of Chamber committees and individual members on the approach the Chamber should take on the issue. It also involved explanations to various committees of the proposed Government Scheme for a mandatory or compulsory scheme, and a draft paper prepared by the Chief Economist for internal discussion purposes.

The Taxation Committee of the Chamber met on December 3 and in addition to discussing various taxation matters, also commented on the proposed retirement scheme. The Taxation Committee also resolved to hold a Chamber seminar on the Government's Practice Note 21 on Source of Profits and Taxation. The Seminar was arranged for 8 January 1993 and quickly became fully booked, indicating strong members' interest in this vital subject for Hong Kong-based companies.

During the month, the Chief Economist continued to give media interviews on the state of the Hong Kong economy and related issues and also met with several visiting delegations to the Chamber.

SERVICE INDUSTRIES DIVISION

HONG KONG COALITION OF SERVICE INDUSTRIES

Committees

Financial Services Committee

The Committee met on 1 December to examine, in detail, the Government's consultative paper on community-wide retirement protection scheme.

Infrastructure Projects Committee

The Committee met on 15 December with Mr Gordon Siu, Director of the New Airport Projects Coordination Of-

office, Mr Paul Tang, Assistant Director of NAPCO, and Mr Richard Judy, Commercial Director of the Provisional Airport Authority, to discuss progress of the airport core programme projects and business issues in relation to the new Chek Lap Kok airport.

Statistics Committee

The Committee met on 3 December to assess responses to the CSI's Consumer Services Price Index and the submission paper to the Government. The Committee also gave its support to a Government initiative to launch a new quarterly survey on service industries.

Working Party of Executive Search Consultants

The Working Party convened by the CSI met on 4 December and agreed to develop a code of practice for the industry, with a view to eventually establishing an

industry body. Mr Peter Bennett was elected convenor of the Working Party.

Data Protection Working Group

The Working Group was established by the Information Services Committee in anticipation of a consultative document on data protection legislation to be published by the Law Reform Commission. It held its first meeting on 23 December with Mr Con Conway, a member of the Law Reform Commission subcommittee on privacy.

Representation

The Coalition submitted a paper on "Unequal treatment, mutual recognition, and local knowledge requirements in respect of professional services" to the Director-General of Trade on 1 December. The paper has since then been transmitted to Hong Kong Government's trade negotiators at its Geneva Office.

On 14 December, Coalition Secretary

and Information Services Committee members, Messrs Griff Griffith and Michael Gooch, attended a hearing of the LegCo Ad Hoc Group on the Computer Crimes Bill 1992, to explain the CSI position on the Bill and elaborate on the CSI position statement submitted to LegCo last month.

Visitors

The Secretary met a delegation of the Economic Commission of the Shanghai Municipal government on 21 December to discuss development and bilateral opportunities in the tertiary sector between Hong Kong and Shanghai.

HONG KONG FRANCHISE ASSOCIATION

The HKFA is organising jointly with the Hong Kong Productivity Council a mission to visit the International Franchising Expo in Washington next April. ■



Expoship Far East

Paul Cheng (second from right), Chamber chairman, lent the Chamber's support to the local maritime industry at the opening on 2 November of Expoship Far East '92 organised by Seatrade Far East, one of the group companies in Hong Kong Trade Fairs at the Hong Kong Convention and

Exhibition Centre. Governor Chris Patten (centre) cut the ribbon. On the right of Mr Cheng in the picture is Derek Dickins, managing director of the Hong Kong Trade Fair Group and chairman of the Chamber's Northeast Asia Area Committee. ■

遠東船務展覽

本會主席鄭明訓(右二)於十一月二日出席假座香港會議展覽中心舉行的「遠東船務展覽九二」開幕儀式，該展覽會由海貿遠東集團主辦。中：港督彭定康主持剪綵；圖中站於鄭明訓右方的是香港海貿遠東執行董事兼本會東北亞洲委員會主席翟勤仕。

A trade growth commitment

Trade Minister Richard Needham gives assurances

Richard Needham, Britain's Trade Minister, back from his third visit to China in five months, spoke on January 6 assuring Hong Kong businessmen of Britain's continuing commitment for 100 years to free trade and trade growth between Europe and the Asia Pacific.

The Minister was addressing a combined subscription luncheon of members of the General Chamber and of the British Chamber amid reports British firms were bidding for contracts for construction of the Guangzhou underground railway. He began by saying a visit to Hong Kong was a wonderful lift to recession-torn Europe.

He said the mission of British businessmen he had just taken to China was probably the most high-powered of the all such missions. It had been put together in a fortnight. It showed the importance British industry and British commerce now put on improving and widening the relationship with China.

"Wherever I've been in China, the constant message that comes back to me is how important it is for Britain in particular to invest more and trade more, set up more joint ventures and to be seen in the marketplace," Richard Needham said.

"I have to say that I think Britain has been slow to foreseeing and grabbing, or taking advantage of, all the opportunities that exist

in China and in the region generally.

"We have this massive investment of some GBP50 billion in Hong Kong so if ever there were people who have the knowledge, experience, contracts and enthusiasm to get up and go into this market, it should be us.

"And I think from China's point of view

— and Hong Kong's point of view — it is perfectly right to ask what is the long-term British commitment? There is inevitably in the minds of many for historical reasons doubts about our long-term commitments.

"These doubts have to be put aside. We have to show that we are not interested in coming here for five or 10 years, but for 50 years or 100 years. I am convinced of our determination. And I am convinced Chinese officials in the regions of China welcome Britain's new determination to expand our relationships."

Richard Needham said this widening of Britain's effort would require a continuous commitment from the British Government, a commitment from British industry



Richard Needham 李德衡

and from British commerce. It would also require resources, organisation and a controlling strategy that would be short-term, medium-term and long-term.

He said he believed the British economy was now in a position where British people themselves would have greater self-confidence and a

greater opportunity to get out into the wider world. Britain was starting this year from a very different position than it did a year ago.

"Everything is in place for a recovery. We have inflation at 3%. We have interest rates at 10%. I think we will be able to build with you a much greater investment programme over the next few years."

He said trade between Europe and the Asia/Pacific was growing at a phenomenal rate. Last year was the first time in the history of world trade that European/Asia Pacific trade was greater than North American/Euroean trade at USD261 million.

"It is growing at something like 15-18% a year, 70% Asia Pacific and 70% the other way."

英國決心推動自由貿易

李德衡向港商作出保證

今年一月六日，本會與香港英商會聯合舉辦商務午餐會，英國貿易工業部專責貿易事務次官李德衡應邀擔任主講嘉賓。李德衡於席上向香港商人保證，未來一百年，英國仍會繼續致力推動歐洲與亞太區之間的自由貿易發展。李德衡於過去五個月內曾三度訪問中國。

報章報導，英資公司最近積極參與競投廣州地下鐵路的建築合約。

他說，他率領的代表團相信是眾多訪華英國商團中最具影響力的一個；代表團在短短兩星期內組成，顯示出英國工商界極希望加強和拓展對華貿易關係。

「無論我到達中國哪個地方，我都有一種感覺：英國應加強在中國的投資，進一步促進兩國貿易，在中國開設更多合營企業，

擴大市場的佔有率。

「無可否認，英國過去在預計、掌握、利用中國及區內現存的貿易機會方面，反應有點遲緩。

「我們在香港擁有約值五百億英鎊的龐大投資，因此，若論進軍中國市場所需要具備的知識、經驗、熱誠，相信沒有誰比我們更為優勝。

「從中國和香港的角度看，當然希望知道英國的長遠承擔是甚麼；基於很多歷史原因，有人對我們的長遠承擔表示懷疑，但這亦無可厚非。

「不過，這些疑慮必須摒除；我們將證明一點，我們進軍中國市場的目標，並非短短五年或十年，而是五十年甚至一百年，我對此充滿信心，我同時亦深信中國政府定會歡迎英國致力加強兩國關係的決心。」

李德衡說，要達到這目標，英國政府不

懈的努力自然非常重要，但除此以外，英國工商界的承擔亦同樣不可缺少；此外，還需要資源、組織和短中長期策略加以配合。

他相信目前英國人民已充滿自信，而英國對外拓展的機會也更多；他形容英國九三年初的情況，跟一年前不可同日而語。

他說：「經濟復甦已經指日可待；我們現時的通脹率只有百分之三，利率維持在百分之十水平，我相信英國有能力在未來數年開展大型的投資計劃。」

他說，歐洲/亞太之間的貿易增長強勁，去年兩區的貿易額超越了北美和歐洲之間的二千六百一十億美元，這是世界貿易史上所罕見的。

「歐洲/亞太貿易每年的增長率約達百分之十五至十八，而歐洲/亞太和亞太/歐洲的雙向貿易各佔本身對外貿易的七成。」

李德衡說，若要保持與中、港、台和亞



Richard Needham said for that growth to continue from Hong Kong, China, Taiwan and the Asia Pacific would require the continued success of the open trade system.

"All of you have seen in the last few months the real hiccups in the final GATT negotiations (Uruguay Round) In fact, I'm sure had not Britain taken over the presidency of the Community when it did, the GATT negotiations would not have been brought back into line.

"It needed a major European country totally wedded to the concept of free trade in order to get those GATT negotiations back on line. They are absolutely crucial to your success because even in this recession Hong Kong's exports have continued to grow exponentially to the European markets, the UK and to the United States."

He said, though regional trade in this area is of vital importance it was not enough. GATT is absolutely vital.

"Had it not been for Britain, then that gap position would never have been close to solution as it now is."

He said Britain was as equally committed as Hong Kong on the US MFN status for China and for Hong Kong.

"And finally, and perhaps not quite so well understood, you need us in terms of ensuring that the single European market which is now open for business does not

Above: The joint General and British Chambers subscription lunch.

上圖：本會與香港英商會聯合舉辦的商務午餐會

Below: Gift from General Chamber chairman Paul Cheng.

下圖：本會主席鄭明訓向李德銜致送紀念品





Press conference afterwards.
午餐會後舉行的記者招待會

become a barrier. You need us to make sure the anti-dumping proposals that constantly come across my desk from the Commission brought very often by southern member States do not distort trade between the Asia Pacific and Europe.

"There are therefore many deep and abiding alliances between the UK, Hong Kong and China which stretch much more beyond bilateral relationships that we have with one another into the whole world trading scheme. And where we through history

太區國家的貿易增長，必須確保區內的自由貿易制度維持不變。

「過去數月，關貿總協定(烏拉圭回合)談判遇到不少困難，事實上，要不是英國在共同體擔當主導地位，關貿總協定談判可能無法重回正常軌道。

「現時有需要由一個熱衷自由貿易的歐洲國家帶領關貿總協定談判回到正常軌道。談判成功與否，對香港同樣舉足輕重，因為雖然歐洲正處於衰退時期，香港輸往歐洲、英國、美國等市場的出口貨品仍有可觀增長。」

他說，區內貿易無疑十分重要，但關貿總協定談判更是不容有失。

「假如沒有英國的努力，關貿總協定談判肯定沒法達到目前接近成功的階段。」

他續稱，英國對美國是否延續中國最惠國待遇問題的關注，不亞於香港本身。

「最後一點或許並不廣為人所瞭解：香港需要英國確保單一歐洲市場繼續採取自由貿易政策，確保單一市場不會豎立貿易障礙，確保由貿易專員公署轉介、美國南部州份議員提出的反傾銷建議不會影響亞太區與

have always been champions and will continue to be champions of free trade.

"That is the most important message I can bring to you today: That Britain is not an inward-looking country, not a frightened nor uncertain country looking to the past rather than the future but a country that in a European and a world sense is committed to a trading system which will benefit all and which will bring the Third World countries, the poorer countries, rapidly up to the standards of the more developed." ■

歐洲之間的貿易。

「英國、香港和中國之間存在著一種密不可分的盟友關係，這種關係較諸彼此間在世界貿易體系中建立的雙邊關係更為重要；回顧過去，我們在貿易方面成績斐然，相信日後我們仍會繼續成為自由貿易世界中成功的表表者。

「今天，我想帶給各位一項極之重要的訊息：英國不是個孤芳自賞的國家，她既非懦弱怕事、優柔寡斷，亦非只知緬懷過去、不懂眺望將來；無論從歐洲或世界的宏觀角度看，英國決心推動的，將是一個會令各方受惠，會令較貧困的第三世界國家迅速冒升至較發達國家水平的貿易體制。」 ■

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The PBEC Steering committee meeting. 太平洋地區經濟理事會指導委員會會議進行中

New development plan

Brig Ian Christie reports on the last PBEC Steering Committee meeting in Hawaii

The annual meeting of the Pacific Basin Economic Council (PBEC) Steering Committee takes place every October in one of the Hawaiian islands. Last year the Steering Committee met on the main island, a marvellous venue for conferences and seminars of this sort.

On this occasion the meeting was for the first time under the auspices of the new PBEC management, following the decision at PBEC's International General Meeting last May in Vancouver. At that time the International Board of Directors chose the Centre for Strategic and International Studies (CSIS) Pacific Forum to become the headquarters for the Organisation's new International Secretariat.

As of May, the Board elected as its new International President, Mr P H Koo, chairman of Lucky Goldstar International Corporation of South Korea. The Board also appointed a new International Director General, Mr Robert Lees, formerly president of the Pacific Intertrade Corporation of Los Angeles.

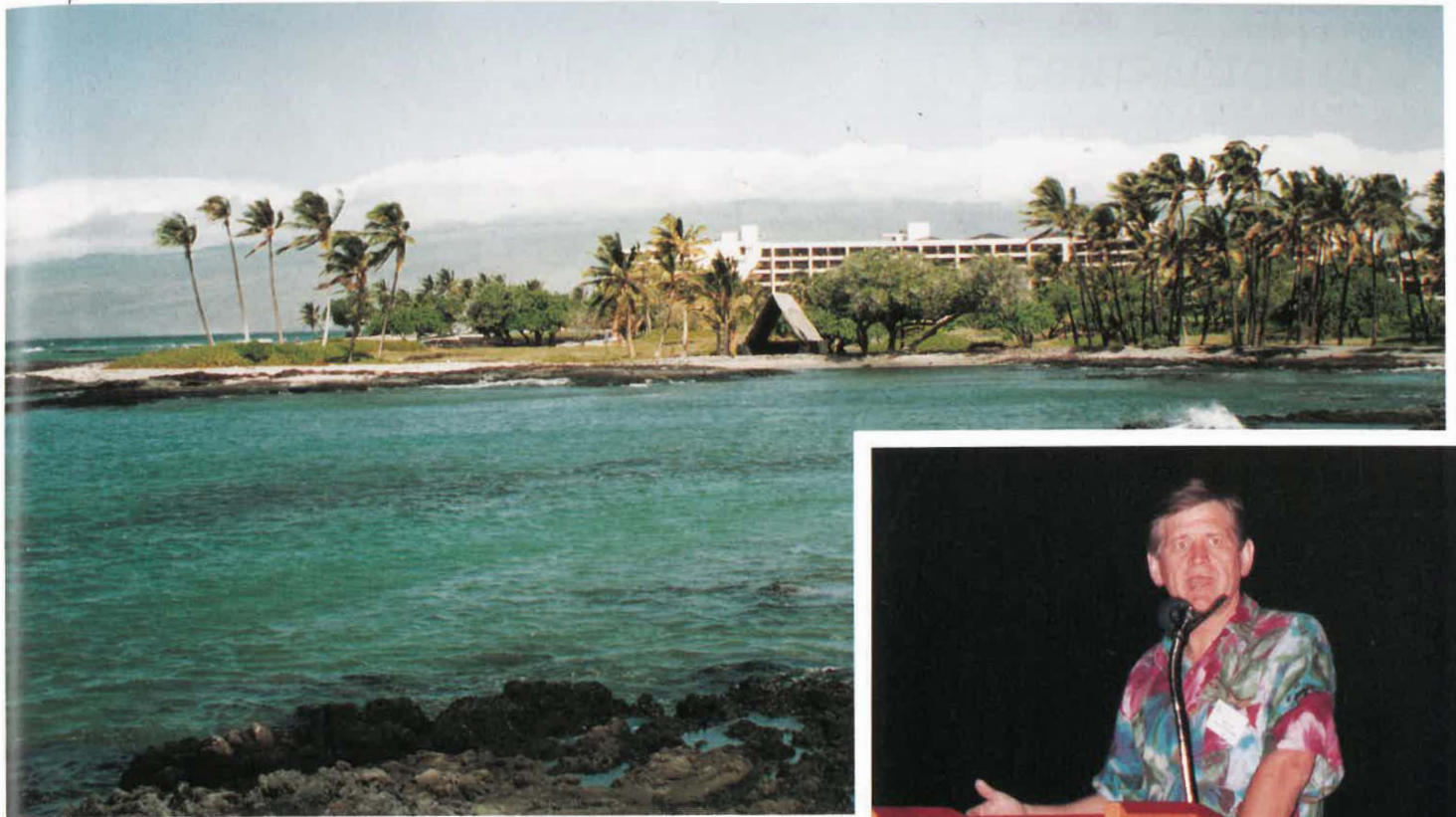
The annual Steering Committee meeting is the occasion on which most of the



P. H. Koo, the new International President of PBEC.
理事會國際主席具平會

business of PBEC is conducted and is normally attended by representatives of national member committees.

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A view of Mauna Lani Hotel, the Steering Committee meeting venue.
Right: Bob Lees, new International Director General.

蒙拿拉尼酒店(指導委員會會議舉行的會場)

新任國際總監利斯



未來發展大計

於夏威夷舉行的九二年太平洋地區經濟理事會指導委員會會議業已完結，祈仕德准將返港後匯報會議成果

太 平洋地區經濟理事會指導委員會會議每年均於十月份在美國夏威夷其中一個島嶼上舉行，而九二年度的會議會場則在夏威夷主島上，該處非常適合舉辦類似的會議及研討會。

這是太平洋地區經濟理事會管理層自從去年五月在溫哥華的國際週年會員大會改選後首次舉行的會議，五月的會員大會上，與會者通過選擇美國策略及國際研究中心太平洋論壇為理事會秘書處新址。

五月的會員大會上，南韓幸運金星國際集團主席具平會獲選為新一任的國際主席，



Steering Committee delegates enjoy a barbecue.

指導委員會代表享受一頓豐富的燒烤美食

New development plan

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Brig Ian Christie, who is Director General of the Hong Kong PBEC Committee attended the Steering Committee and reported:

"On this occasion, in recognition of the need to revitalise PBEC, the new International President and the new International Director General proposed a new PBEC development plan to further strengthen the organisation and to ensure its continued expansion into the future.

"Key elements of this plan for the growth and development of PBEC are:

i. A new Special Fund has been created and already USD2.3 million of a target of USD5 million has been raised to be used for special projects and research.

ii. It is recognised that PBEC must orientate itself to provide greater business opportunities for its membership and future events will take that into account.

iii. Every effort will be made (as a part of ii.) to increase the number of national member committees and within each the number of corporate members.

There are currently 14 members of PBEC: Australia, Canada, Chile, Chinese Taipei, Fiji, Hong Kong, Japan, South Korea, Malaysia, Mexico, New Zealand, Peru, the Philippines and the United States.

We are targeting the other members of ASEAN (Indonesia is expected to join shortly) as well as more countries in Central America (Colombia is expected to join soon) and from elsewhere in the re-

而前洛杉磯太平洋國際貿易集團主席羅伯特·利斯則獲委任為國際總監。

一年一度的指導委員會會議是太平洋地區經濟理事會討論會務的聚會，一般而言，轄下各個國家委員會均會派代表出席。

本港的代表是太平洋地區經濟理事會香港委員會總幹事祈仕德准將，他返港後匯報大會成果。

他說：「鑑於有需要恢復太平洋地區經濟理事會的活力，新任國際主席和國際總監提出一套計劃，希望加強組織的影響力，確保可於未來持續發展。

「有關計劃旨在促進太平洋地區經濟理事會的發展，內容主要包括：

- 成立一項特別基金，作為特別項目及研究經費。目前已收的捐款約達二百三十萬美元，大會希望最終可籌得五百萬美元。
- 太平洋地區經濟理事會必須作出調整，為會員提供更多工商業機會；理事會日後舉辦的活動應顧及這點。
- 盡量增加國家委員會的數目，以及每一國家委員會內的公司會員數目。

目前太平洋地區經濟理事會共有國家會



PBEC delegates enjoy a barbecue. 與會代表享用燒烤餐

gion. It is hoped that China, Russia and Vietnam may soon apply as well.

As part of its intention to heighten its profile and improve its overall image, PBEC intends to re-establish itself as the premier international business organisation in the Pacific, recognised as the Pacific region's, Voice of Business.

A number of Special Committees have been established to focus on specific problems and to help to achieve closer working relationships with other international organisations, such as APEC, PECC, and the GATT.

Of special interest is the Foreign Investment Special Committee whose purpose is to encourage transnational investment, re-

source sharing and to identify barriers to investment within the Pacific region, in order to lobby to have those barriers dismantled.

Secondly, of special interest is a newly-established Strategy Special Committee which will be responsible for steering PBEC into the future by devising strategies and plans for the long-term development of PBEC; to recommend specific projects for the Special Fund and for the Special Committees; and, to ensure greater speed and efficiency in PBEC decision-making.

● The next International General Meeting will be in Seoul between 22-26 May this year, where the theme will be "Open Regionalism — A New Basis for Globalism?" ■

員十四個，即澳洲、加拿大、智利、中華台北、斐濟、香港、日本、南韓、馬來西亞、墨西哥、新西蘭、秘魯、菲律賓、美國。

指導委員會希望邀請加入的國家包括東南亞國家聯盟其他成員國(印尼將於短期內加入)和中美洲國家，此外，委員會又希望中國、俄羅斯、越南可於短期內申請加入。

為了提高知名度和改善形象，太平洋地區經濟理事會準備作出重整，務求再度成為太平洋區首屈一指的國際工商業組織，再次發揮區內「工商界喉舌」的功能。

理事會轄下設有多個專責委員會，各自負責處理一些獨特的問題，並且協助加強與其他國際組織(如亞太區經濟合作組織、太平洋經濟合作會議、關稅及貿易總協定)的工作關係。

其中較受人注目的是外國投資專責委員會，該委員會的目標是鼓勵跨國投資、分享資源、找出區內的投資障礙並設法予以清除。

另一個新成立的策略專責委員會亦頗受注目，該委員會負責制訂太平洋地區經濟理事會未來的長遠發展策略和計劃，就特別基金和各專責委員會的活動提供意見，並且確

保理事會能夠迅速而且有效地作出各種決定。

下一屆國際週年會員大會將於今年五月二十二至二十六日在漢城舉行，而主題已定為《開放地區主義——世界主義的新基礎？》。 ■

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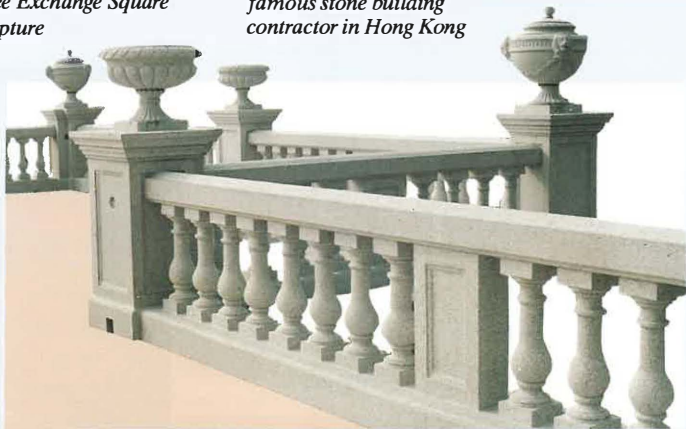


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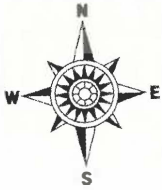
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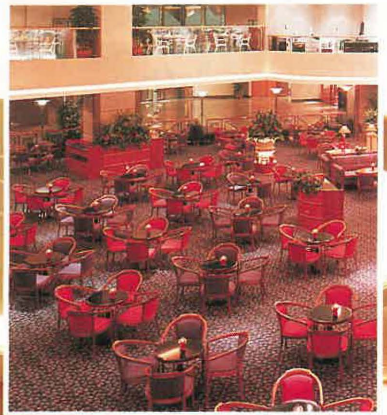
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Chamber meets a tax delegation from the land of "Doi Moi".

A top level Vietnamese taxation delegation told Chamber members in December that the Vietnam Government wanted to encourage further foreign investment in the country. They indicated it was the Government's aim to have a tax system in place that would help facilitate greater investment.

But they warned that the tax law related to foreign enterprises was sometimes complicated and sometimes regarded by foreign enterprises as not rational.

The Vietnam delegation's visit came just a few weeks ahead of the Chamber's own mission to Vietnam scheduled for late February and visiting Hanoi, Danang and Ho Chi Minh City.

Leader of the Tax Delegation was Mrs Nguyen Thi Kim Tuyen, Vice President of the State General Department of Taxation in Ho Chi Minh City.

Mrs Tuyen is effectively deputy director of taxation responsible for the tax district extending from Danang south with 40 million of Vietnam's 67 million people and accounting for 70% to 80% of the total tax collection.

She was accompanied to the Chamber by Mrs Duong Thu Ha, a Vice Director of the Ministry of Finance Accounting Service Company and Mr Truong Van An, a Tax Expert in the Ho Chi Minh City Tax Department.



Mrs Nguyen Thi Kim Tuyen with Chamber Director Brig Ian Christie
新任德准將與代表團團長合照

Escorting the delegation in Hong Kong was Mr John M Harvey, a Partner of Ernst & Young in Hong Kong and Mr Lenard Tan, Managing Partner, Ernst & Young in Hanoi and Ho Chi Minh City.

The delegation said they had come to Hong Kong to study the territory's own tax system as much as to impart information

about Vietnam's tax system.

They said there are now very many tax incentives for foreign companies in Vietnam when compared with the tax system applied to domestic enterprises.

For example, manufacturing machinery, factory equipment and raw materials used by foreign owned enterprises are not

惠，較諸給本土商人提供的更為吸引；舉例說，外資企業在越南使用的機器、工廠設備、原料等完全毋須繳稅，而且部份公司的稅務豁免期長達四年。

不過，由於越南的稅務法例頗為複雜，越南財政部正進行檢討，日後可能會出現某些修訂。

以出口業為例，該國開始向食品及海鮮食品加工業徵收較低關稅，鼓勵這些行業的發展。

然而，由於入口作內銷的貨品大部份需繳付頗高的進口關稅，導致出現極為嚴重的走私問題，越南政府正努力試圖加以遏止。

代表團稱，政府鼓勵外國投資的第一步，是實行門戶開放政策，促進國內經濟發展。

他們指出，越南國土遼闊，人口眾多，天然資源豐富，可惜經濟發展屢受戰爭影響，不過，越南政府現正致力與外商合作，試圖重建經濟。港商是合作目標之一。

代表團希望確定何種稅務政策最能切合越南未來經濟發展。

吸收稅務知識 鼓勵外國投資

洗柏堅從到訪的越南稅務代表團口中獲悉，越南正逐步實行市場開放政策

越南一個稅務高層代表團於九二年十二月訪問本會時表示，越南政府希望鼓勵港商加強在該國投資。

他們透露，越南政府準備訂出一套新的稅制，藉此刺激外國投資。

不過，代表團希望提醒港商，越南針對外國企業的稅務法例有時頗為複雜，甚或被認為是不設實際。

本會將於二月底派遣代表團訪問越南河內、峴港、胡志明市。

代表團團長是胡志明市國家總稅務局副

主席 Nguyen Thi Kim Tuyen，她的職位相當於稅務局副局長，專責峴港以南的稅收事務，其管轄稅區範圍人口約四千萬，佔全國稅收七至八成。越南目前人口共六千七百萬。

同行的尚有越南財政部會計服務公司副總裁 Duong Thu Ha、胡志明市稅務局專家 Truong Van An。

陪同代表團到訪的，包括香港安永會計師事務所合夥人夏約翰、河內及胡志明市安永會計師事務所首席合夥人陳繼斌。

代表團稱，他們是次來港，主要是希望考察香港的稅制，同時向港商闡釋越南的稅務政策。

他們說，現時越南為外商提供的稅務優

taxed at all in Vietnam.

The law also allows for some companies to be tax exempt for up to four years.

But because some parts of the law are complicated, the Ministry of Finance is reviewing its tax policies and there may be some changes, the delegation said.

As far as export industries are concerned, the country has applied low rates of duty on reprocessing in the food and seafood industries to encourage their development.

But there are high duties on most imports for resale in the country which has given rise to a serious smuggling problem that the Vietnam Government is now trying to combat.

The delegation said the first step taken by the Government to encourage foreign investment was the open door policy, or Doi Moi, aimed at helping to develop the economy.

They pointed out Vietnam was a big ter-

ritory with a large population and good natural resources, but that economic development had been virtually halted by war.

The Government is now seeking to address this through greater co-operation with foreign investment companies, including those based in Hong Kong.

It is for this reason, the delegation was attempting to determine what future tax policies might be suitable for a developing Vietnam. ■

Eighth Chamber CO office

The Chamber on 2 January opened an additional Certificate of Origin issuing office at Cheung Sha Wan Plaza, on the first floor, Room 107 A & B, 833 Cheung Sha Wan Road for the convenience of manufacturers in the Cheung Sha Wan-Sham Shui Po area. The office is close to the Lai Chi Kok MTR station. It will provide a full certification service for companies requiring COs for exports and re-exports to all countries. The service includes COs for exports of restrained textiles to the United States. Emphasis will be on providing a fast issuing service. Normally applications received before eleven o'clock each day will be ready for collection on the same working day. Eight Chamber offices now provide this CO issuing service:

● Kowloon Cheung Sha Wan Plaza, Room 107A & B 1/F Cheung Sha Wan Plaza, 833 Cheung Sha Wan Road, Kowloon. Anthony Tang, Assistant Manager, Tel: 310 1378. Fax: 310 1350.

● Hong Kong Admiralty branch office, Shop No 2031, United Centre, 3rd Floor, 95 Queensway, Hong Kong. W C Lo, Senior Manager, K K Fong, Manager. Tel: 527 8118 Fax: 866 9672, 866 9730.

● Hong Kong Central Branch Office. Room 907 Swire House, Chater Road, Central, Hong Kong. Freddie Yuen, Manager. Tel: 526 2131. Fax: 877 2032.

● Kowloon Tsimshatsui branch office. Room 1129 Ocean Centre, 5 Canton Road, Tsimshatsui, Kowloon. W H Tong, Manager. Tel: 730 8121. Fax: 736 7093.

● Kowloon TST East Branch. Room 803 8th floor, Eastpoint Commercial Building, 83-55 Chatham Road, Tsimshatsui, Kowloon. C C Chan, Manager. Tel: 739 7008. Fax: 368 0059.

● Kowloon, Mongkok branch office. 11th floor, May May Building, 683-685 Nathan Road, Kowloon. Henry Chung, Manager. Tel: 395 5515. Fax: 391 9469.

● Kowloon Kwun Tong branch office. G31-34 Kwun Tong Harbour Plaza, Wai Yip street,



W S Chan, Assistant Director, Certification, Anthony Tang, Assistant Manager with the staff at Cheung Sha Wan new branch office.

本會簽證部助理執行董事陳煥榮、副經理鄧達賢攝於長沙灣新辦事處

Kwun Tong, Kowloon. Nelson Chau, Manager. Tel: 344 86713. Fax: 342 5574.

● NT Tsuen Wan Branch office. Room 1047 Nan Fung Centre, 264-298 Castle Peak Road, Tsuen Wan, NT. Michel Yau, Assistant Manager Tel: 416 0844. Fax: 412 2799.

● 九龍尖沙咀東部尖東辦事處
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負責人：陳昌志(經理)
電話：7 3 9 7 0 0 8
傳真：3 6 8 0 0 5 9

● 九龍旺角辦事處
地址：九龍彌敦道六八三至六八五號
美美商業大廈十一字樓
負責人：鍾榮光(經理)
電話：3 9 5 5 5 1 5
傳真：3 9 1 9 4 6 9

● 九龍觀塘辦事處
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地下G 3 1-34室
負責人：周國豪(經理)
電話：3 4 4 8 7 1 3
傳真：3 4 2 5 5 7 4

● 新界荃灣辦事處
地址：荃灣青山道二六四至二九八號
南豐中心一零四七室
負責人：尤華民(副經理)
電話：4 1 6 0 8 4 4
傳真：4 1 2 2 7 9 9

本會第八間簽證辦事處

本會位於九龍長沙灣道八三三號長沙灣廣場一樓一零七A、B室的第八家簽證辦事處已於一月二日正式投入服務。新辦事處位於長沙灣道近荔枝角地鐵站附近，相信可為長沙灣、深水步一帶的廠家提供方便服務。

新辦事處可為有需要為輸往各國的出口及轉口貨品辦理產地來源證的公司提供全面的簽證服務，其中包括簽發輸往美國的受管制紡織品出口產地來源證。

新簽證辦事處提供快捷的簽證服務，每天上午十一時前接獲的簽證申請，通常於同日下午即可辦妥備取。

本會現時共有八家簽證辦事處：

● 九龍長沙灣廣場辦事處

地址：九龍長沙灣道八三三號
長沙灣廣場一樓一零七A、B室
負責人：鄧達賢(副經理)
電話：3 1 0 1 3 7 8
傳真：3 1 0 1 3 5 0

● 香港金鐘辦事處

地址：香港金鐘道九十五號
統一中心二樓商場二零三一室
負責人：盧永釗(高級經理)
方建強(經理)

電話：5 2 7 8 1 1 8
傳真：8 6 6 9 6 7 2

● 香港中環辦事處

地址：香港中環遮打道
太古大廈九零七室
負責人：袁富瀾(經理)
電話：5 2 5 2 1 3 1
傳真：8 7 7 2 0 3 2

● 九龍尖沙咀辦事處

地址：九龍廣東道五號
海洋中心一一二九室
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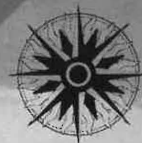
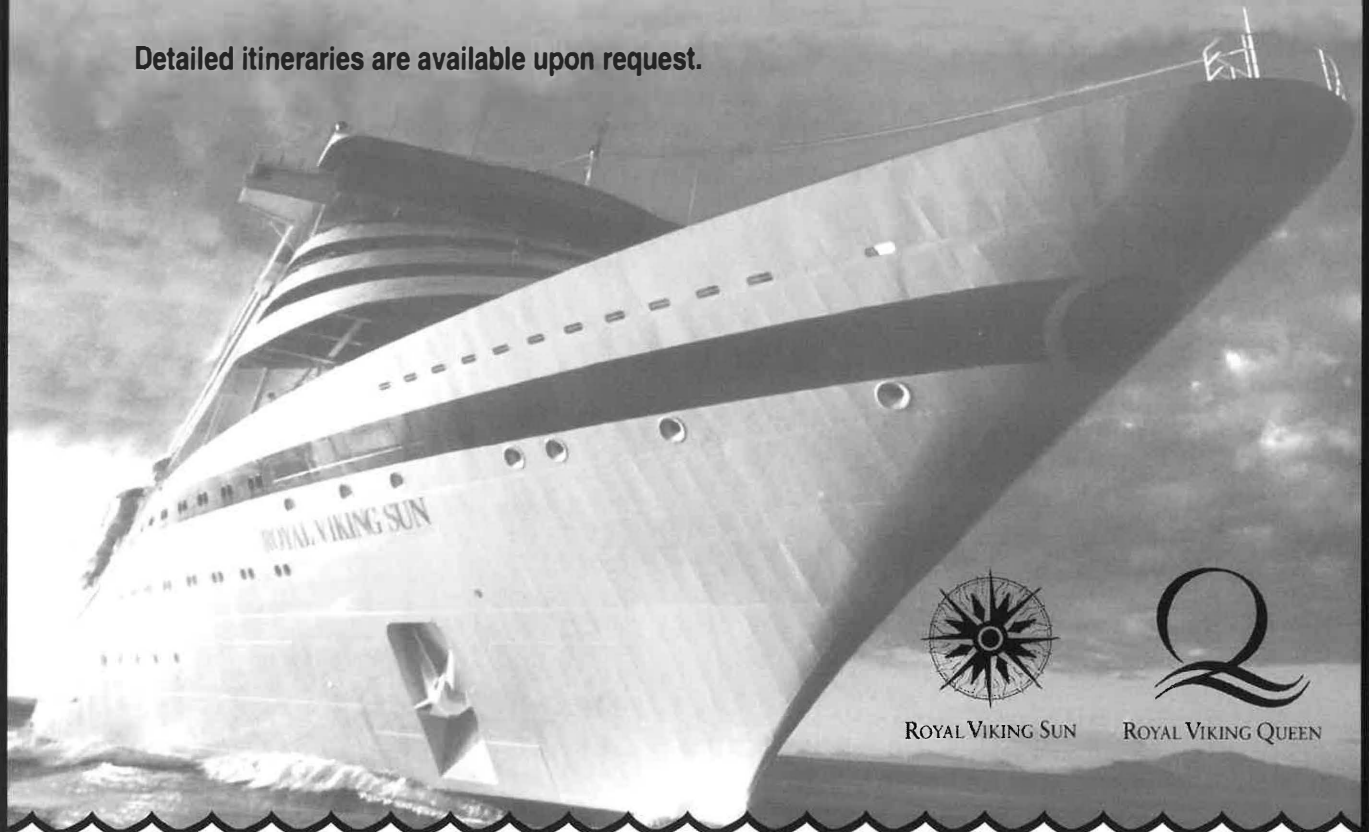
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Finland increases its presence

The Finnish Trade Association and the General Chamber jointly held a seminar on January 7 on business opportunities in Finland and Greater Europe with seven Finnish speakers and about 140 participants. It concluded with a luncheon address by the Finnish Deputy Prime Minister and Minister for Trade, Pertti Salolainen, a former correspondent with the British Broadcasting Corporation.

The Deputy Prime Minister said Hong Kong and Finland had common goals and common ambitions in international trade. Finland's trade with Hong Kong grew last year by 44% and Finland would as a result increase its presence here. There were now about 50 Finnish companies in Hong Kong.

The volume of trade was not yet very big but when the possibilities of the region and Southern China were considered the prospects for Finland were good. As a small country, Finland could not be good at everything. Its strategy was to choose Finland's natural sectors of industry, such as forest products, forest machinery, transportation, all kinds of chemicals, etc. These were 75% of all Finland's exports.

Then there were fields like, telecommunications such as mobile phones, in which Finland was a world leader.

Pertti Salolainen said Finland was the country that suffered most when communism in the former Soviet Union fell. In 1982 some 26% of Finnish exports went to the Soviet Union. Barely 2-3% of total exports went to the present-day Commonwealth.

Many of the Finnish industries that exported to the former Soviet Union were labour intensive, such as clothes, textiles, building materials etc. Unemployment that was once 5-6% is now about 30%.

At the same time as this change, Finland faced ever more competition on the Western front

Finnish Deputy Prime Minister Pertti Salolainen.

芬蘭副總理薩洛拉寧



and everywhere else in the world. One of the trends of world trade had been tougher competition and that was, of course, what the GATT negotiations were all about.

The Finnish Deputy Prime Minister said Finland as an EFTA member had suffered a delay in its negotiations to join the Common Market, through Switzerland's withdrawal. He expected now it would enter the EEC about next July. He said that areas of the former Soviet Union were the greatest natural resources base in the whole world. Those resources cannot be utilised today but one day those resources will be utilised. The early bird would catch the worm.

Finland was little more than 200 kilometres from St Petersburg, the former Leningrad. As a full member of the European Community Finland by the mid-90s could operate in the EC market exactly as France could and it could at the same time take advantage of the natural resources in the former Soviet Union. Concluding he said: "We believe in this region. We are going to strengthen our presence in this part of the world tremendously. Not only in this region but also in Asean, Japan and South Korea. Our difficulties today are just temporary. Finland will be a very good base for investment for Hong Kong investors." ■

芬蘭準備加強在港投資

一月七日，本會與芬蘭外貿協會、芬蘭商會聯合主辦一個研討會，題為《香港在芬蘭及大歐洲的發展機會》，當日應邀發言的芬蘭嘉賓共七位，而參加者則約有一百四十名。緊接研討會後，本會為芬蘭副總理兼外貿部長薩洛拉寧舉辦商務午餐會。薩洛拉寧曾任英國廣播電台特約記者。

薩洛拉寧在演辭中指出，香港和芬蘭在國際貿易方面的目標和理想很相近。鑑於去年芬港雙邊貿易激增了百分之四十四，芬蘭決定加強在香港的投資。現時全港共有大約五十家芬蘭公司。

他表示，芬港兩地貿易量目前仍不算十分龐大，但要是將亞太區和華南一併考慮，芬港貿易前景頗為樂觀。芬蘭雖然是個小國，但在很多方面都表現出色；芬蘭的策略是充份利用其天然資源，例如生產林業產品和機器、運輸設備、化學品等等，這些產品

佔芬蘭出口約百分之七十五。

此外，芬蘭在電訊科技(例如無線電話)方面更執世界牛耳。

薩洛拉寧說，前蘇聯的共產政權倒台，損失最慘重的要算是芬蘭；一九八二年，芬蘭的總出口中，約有百分之二十六輸往蘇聯，但現時輸往獨聯體的貨品，僅佔總出口的百分之二至三左右。

芬蘭以前蘇聯為出口對象的工業，大多屬於勞工密集式的，例如製衣、紡織、建築材料等等，這些工業相繼沒落，令到芬蘭的失業率由當年的百分之五至六驟升至現時的百分之三十。

另一方面，芬蘭又得面對西方及世界其他地方前所未有的激烈競爭。他說，世界貿易競爭日趨白熱化，這點從關貿總協定的談判過程亦可見一斑。

這位芬蘭副總理說，芬蘭早已是歐洲自

由貿易協會成員，但由於瑞士宣布脫離共市，影響所及，芬蘭加入共市的進程亦受到延誤，他預期芬蘭要到明年七月左右方可加入。

他說，前蘇聯境內蘊藏著全球最豐富的天然資源，這些資源目前尚未開發，但他相信這不過是時間問題；他強調，誰人早著先鞭，誰就會獲益最多。

芬蘭國界由聖彼德堡延伸至前列寧格勒，全國面積只有二百多平方公里。他表示，芬蘭於九十年代中期加入歐洲共市後，將可獲得等同法國等成員國的貿易地位，屆時芬蘭將致力開發前蘇聯境內的天然資源。

薩洛拉寧總結說：「我們對亞太區充滿信心。我們將大幅加強在香港的投資，不但在香港，還有在東協國家、日本、南韓。我們目前的困境很快便會過去，芬蘭將成為香港工商界一處理想的投資地點。」 ■



Seminar participants.
研討會參加者



Mr Veli-Matti Kajova,
Vice consul and Trade
Commissioner opening
the seminar.
芬蘭駐港副領事兼貿易專員
賈友華主持研討會揭幕儀式

The seminar panel.
研討會單位講者



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Source of profits

Grey areas still remain after the Inland Revenue publishes Practice Note 21

Many grey areas still remain in determining source of profits for taxation purposes despite the recent release of Practice Note 21 on the issue by the Inland Revenue Department (IRD).

A seminar on the issue organised by the Chamber on January 8 found that borderline cases regarding source still had to be determined on an individual case-by-case basis.

Panellists at the seminar urged all those attending to consult the IRD on individual cases to help come to some agreement on the source of profits issue.

The extremely successful seminar was attended by more than 70 members of the Chamber and proved extremely popular across a wide range of membership categories.

Panellists taking part included the Chairman of the Chamber's Taxation Committee, Mr Ian W Harris of Hongkong Bank, and deputy Chairman, Mr Patrick Paul of Price Waterhouse.

Other panel members were Taxation Committee members Mr Roddy Sage of KPMG Peat Marwick and Mr Philip Marcovici of Baker & McKenzie, as well as Mr Alfred Shum of Ernst & Young.

After an introduction to the issue by Mr Harris, which traced the recent history of the source of profits issue, Mr Shum gave a detailed run-down of taxation practices in China.

The panel then conducted a lively question and answer session and debate

continued on page 42



Alfred Shum (Ernst & Young), Philip Marcovici (Baker & McKenzie) and Roddy Sage (KPMG Peat Marwick)

沈鈺文(安永會計師事務所)、
馬國維(麥堅時律師行)、
薛樂德(畢馬域會計師行)

Patrick Paul (Price Waterhouse), deputy Chairman of the Chamber's Taxation Committee, and Ian Harris (Hongkong Bank), Committee Chairman

本會稅務委員會副主席白保羅
(羅兵咸會計師事務所)、
主席夏禮成(香港上海滙豐銀行)



盈利來源研討會

灰色地帶依然存在

儘管稅務局最近公布了《稅務準則第二十一號指引》，但在確定何種盈利來源需要繳稅方面，仍存在不少灰色地帶。

本會於一月八日舉辦稅務研討會，討論結果顯示，盈利來源仍需視乎個別情況決定。出席研討會的講者呼籲參加者逕向稅務局查詢個別情況，以澄清本身對盈利來源的疑問。

當日的研討會反應熱烈，參加者超過七十位，顯示出各行各業均對此課題極感興趣。

研討會講者包括本會稅務委員會主席夏禮成(香港上海滙豐銀行)、副主席白保羅(羅兵咸會計師事務所)、薛樂德(畢馬域會計師行)、馬國維(麥堅時律師行)、沈鈺文(安永會計師事務所)。

大會首先由夏禮成介紹近期盈利來源稅務問題的背景資料，接著由安永會計師事務所代表沈鈺文詳細分析中國稅務準則。其後，講者主持一個輕鬆的答問環節，並就收入來源及《稅務準則第二十一號指引》引發的問題展開討論。

接著，薛樂德帶領聽眾深入分析多個有

關應用收入來源原則的個案及例子，並邀請聽眾就每個個案或例子發表意見。其後討論的課題範圍廣泛，目的是協助會員瞭解各項衍生的複雜稅務問題。

鑑於研討會反應熱烈，本會現正考慮於未來數月(很可能在三月份)再度舉辦同一課題的研討會。

Logic's quality service

Growth with satisfied customers

Ricky Chan, Director of Logic Office Supplies Ltd., says it is important to choose, when buying office furniture, a company capable of providing quality services.

Logic Office Supplies Ltd., established in 1987, represents in Hong Kong and Macau some famous brands such as Samas Vickers' Evance from the UK, Ergam Roneo from France, SMED from Canada and Steifensand from Germany.

Ricky Chan says: "We also represent some Asian factories. Normally, the Asian products can just meet the basic requirements but the price is more competitive.

"Moreover, we enjoy a shorter delivery time for Asian products. A short delivery time means a cut in the cost.

"Of course, the higher segment like the banks, the finance institutions and the listing companies are willing to spend a lot of money to furnish their offices because of the company image.

"But many companies are of a smaller scale and ask for practical and functional



Ricky Chan 陳振明

furniture. The Asian products can fit their demand."

Ricky Chan says the outlook of the Asian furniture may be more or less the

same as the European one but the latter are more perfect in detail.

"For the Asian products, a table is just a table. But for the European producers, a table can conjunct with other kinds of systems furniture.

"The European and American products are more systemised because the factories are willing to spend a lot of money on concept design and tooling and they have good designers to search for the world market needs and develop new ranges of furniture.

"The durability is, of course, different. So we are willing to offer three years to 10 years warranty for any product."

Ricky Chan says the most important thing the customers should consider when choosing their furniture is the ability of the company to provide good and sufficient service.

"When a customer moves into a new office, he has so many things to worry

continue on page 42



The Face-lift of The Hong Kong General Chamber Of Commerce



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首重優良服務

勵致與顧客一起成長

勵致洋行董事**陳振明**表示，在選購辦公室傢具時，最重要是選擇一家能提供優良服務的傢具公司。

勵致洋行於一九八七年成立，為多個名牌傢具的香港和澳門總代理，其中包括英國的 Samas Vickers' Evance、法國的 Ergam Roneo、加拿大的 SMED 和德國的 Steifensand。

陳振明說：「我們亦代理一些亞洲的傢具。一般而言，亞洲的產品只能符合基本要求，但價錢方面則較具競爭能力。」

「此外，亞洲產品所需的運送時間較短，換言之，成本得以降低。」

「當然，一些較高級的機構，如銀行、財務機構和上市公司等，為顧及公司形象，大都願意斥巨資購置辦公室傢具。」

「但許多公司的規模較小，所以他們要求的都是些實用而多功能的傢具，而亞洲的產品正符合他們的要求。」

陳振明表示，就外觀而言，亞洲和歐洲的傢具可能大同小異，但從微細的地方看，歐洲傢具則稍勝一籌。

「亞洲出品的，桌子便是桌子，但歐洲出品的桌子卻可與其他系統傢具連接起來。」

「由於歐美廠家願意在概念設計和工具

裝置等方面投入大量資金，而且有出色的設計師為他們分析世界市場的需要，不斷發展新系列的傢具，故此，歐美產品較為系統化。

「耐用程度自然有所不同，所以無論任何產品，我們均提供三至十年的保證。」

陳氏稱，顧客在選購傢具時，應考慮該家公司能否提夠足夠而優良的服務。

「顧客搬新辦公室必然要顧及許多問題，而且他對辦公室傢具認識不會很多。」

「但一家服務優良的辦公室傢具公司由於有豐富的參考設計，而且清楚瞭解不同顧客的需要，可因應客戶的要求提出不同的建議。」

「銷售人員會利用電腦描劃辦公室的陳設，然後邀請客戶往陳列室參觀實際的產品，或播放錄影帶，展示新辦公室的構思模樣。」

「此外，由於租金昂貴，顧客一般預留給裝置傢具的時間不多，所以存貨充裕、價錢合理、運送快捷和服務優良均十分重要。」

「我們亦強調長期服務。譬如三個月後，你的老板想作一些改動，我們便會跟你開會，根據你的指示實現你心目中的構想，而且所收取的費用非常合理。」

陳振明表示，最重要是令顧客滿意。「只要他們的業務擴大，我們亦會同步成

長，因為他們可能滿意我們的服務，或者他們希望的辦公室風格統一，而再次惠顧。」

陳振明認為，未來辦公室傢具的潮流將以系統傢具和拆件式傢具為主。

「系統傢具的組合變化較多，而且每一件傢具互相配合，加多減少亦甚為方便。」

「拆件式傢具運送時，各部分是分開的，運送成本因而較低。此外，顧客可自己動手擴展或更改它的組合，過程並不困難。」

「顧客愈來愈注重人體功率學。現在，他們購買椅子時，會考慮椅子的構造是否良好，能否承托他們的身體，因為他們每天可能要在辦公室坐上超過八小時。」

陳振明表示，勵致洋行一九九二年的營業額為九一年的兩倍，他預期隨著辦公室供應量增加，今年的營業額增幅可達百分之五十。

「我們將於六月前在中國的主要城市開設陳列室。由於外資增加，加上當地的公司亦日漸成長，中國市場的發展潛力無可限量。」

「因此，儘管香港的政經情況並不穩定，但我們在中國的業務增長，應可抵銷香港的欠佳表現，所以，整體而言，我們今年的營業額可望增加百分之五十。」



Workstations 工作站

Taiwan product

Systems and freestanding furniture is the future trend

Andy Lo, Managing Director of UB-Haworth (Hong Kong) Limited, says systems and freestanding furniture are the future trend in office furniture.

He says UB Office Furniture is the largest office furniture retailer and manufacturer in Taiwan. The Company expanded to Hong Kong in 1987 and recently became the sole agent of the Haworth brand from U.S.A

UB-Haworth (Hong Kong) Limited also acquired the sole agency of such famous brands as Estel from Italy, Klobber from Germany, Comforto and Haworth from U.S.A., Vinco from France and Della Valentina from Italy.

Andy Lo says: "Most offices in Hong Kong are our clients and their requirement is very high, especially the foreign firms. They prefer high-end products. So we import brands from other countries.

"But the quantity we import does not exceed our own Taiwan product. The share of foreign firms is only about 20%. So our main

business is still in our Taiwan furniture."

He says: "Most of the Taiwanese companies in Hong Kong buy our own products because they have used them in Taiwan and are familiar with them.

"On the other hand, Hong Kong people like to try new things. They seldom stick to one brand. As long as it is new, creative and reasonably priced, they will buy it. This is natural in a free economy.

"Also, the depreciation rate of office furniture in Hong Kong is higher. Office furniture in Hong Kong only lasts for three to five years. In Taiwan, it usually lasts for 10 years.

"In Hong Kong, when people move to a new office, they usually throw away their old office furniture. They always demand new things.

"This is beneficial to us. When we opened our office here, there were already 67 imported brands of office furniture and several hundreds of office furniture companies. If Hong Kong people do not like to

try new things, it would have been very difficult for us to break into this market."

Andy Lo says another characteristic of the Hong Kong market is that a lot of office furniture businesses is in the hands of designers. As much as 40% of the total sales are made by designers.

"Usually companies pass the whole project to interior designers, including the choice of office furniture.

"So if the interior designer has HKD300,000 to spend on office furniture, he will normally choose furniture which costs less than that amount so that he can earn a profit. So interior designers play an important role in the market."

Andy Lo says system furniture and freestanding furniture are the future trend in office furniture.

"Hong Kong started importing partitions about seven to eight years ago. But they were only for separation use. It was not until 1991 that people adopted the

concept of a workstation.

"The workstation concept not only facilitates the management of the working environment, it shows the company respects the staff by giving them privacy.

"With the use of partitions, the space above the desktop is fully utilised. Hanging cabinets are installed to store information.

"More important, workstations can reduce the delivery cost of the furniture because everything is delivered in pieces and is easily packed by machines.

"If you want to change the layout of the partitions you have to rely on skilled people to pull the partitions down and rebuild the layout.

He says: "So in past two years, free-standing furniture has become more and more popular.

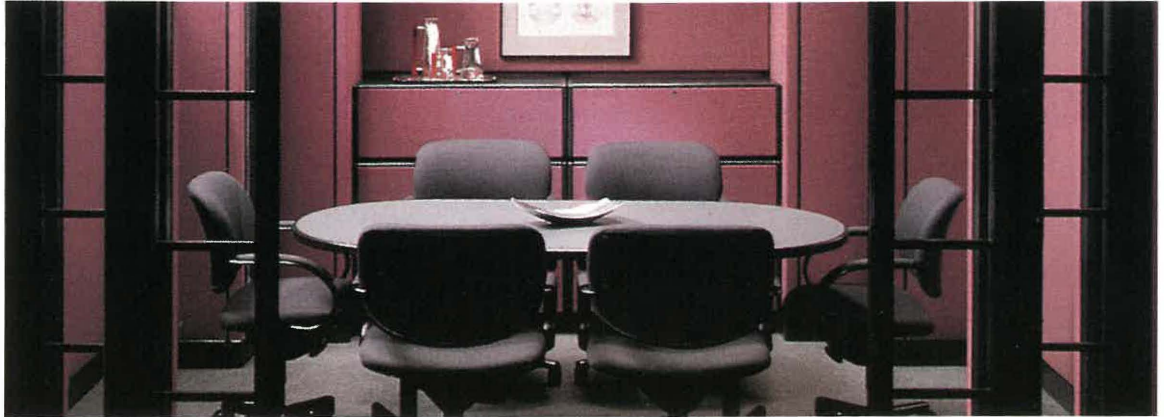
"Two desks are connected at a joint and the partitions are fixed to the desks. If you want to change, you just disconnect the desks and move the desk and the partition with it.

"Systems furniture will remain in fashion because it has many functions."

Andy Lo says his sales turnover in 1992 increased by 50% over 1991. He expects another 50% growth this year despite the uncertainty of the current political and economic situation.

"Both the British and the Mainlanders do not want to hamper the economy of Hong Kong. I think they will sort out their problem within three to six months' time. So I am still confident about our growth." ■

Common
conference area
會議間



台灣傢具實用至上

未來的趨勢將以系統傢具和獨立式傢具為主

優美辦公家具有限公司董事總經理羅安琪認為，未來辦公室傢具的潮流將以系統傢具和獨立式傢具為主。

他表示，優美辦公家具有限公司是台灣最大的辦公室傢具零售商兼製造商，該公司於一九八七年來港發展業務，最近更成為美國 Haworth 牌傢具的獨家代理。

優美辦公家具有限公司亦獨家代理多個著名牌子的辦公室傢具，包括意大利的 Estel 及 Della Valentina、德國的 Klobler、美國的 Comforto 和法國的 Vinco。

羅安琪說：「香港大部分公司均是我們的客戶，他們的要求很高，特別是那些外國公司，他們偏愛一些高檔產品，所以我們進口其他國家的產品。」

「但進口的數量僅佔全部的兩成左右，絕不會超過台灣產品的數量；我們的業務仍以台灣傢具為主。」

他說：「大部分在港的台灣公司均購買我們的產品，他們在台灣時已經使用我們的傢具，因而對它們非常熟悉。」

「另一方面，香港人喜歡嘗試新事物，很少忠於一種牌子，只要那些傢具夠新鮮、

夠創意，價錢又合理，他們便會購買，這是自由經濟下的自然現象。

「此外，在香港，辦公室傢具的折舊率較高。香港的辦公室傢具只用上三至五年，但在台灣，一般會用上十年。

「香港人搬新辦公室時，一般會丟棄舊傢具，他們經常追求新事物。

「這對我們很有利。我們來港開業時，這裡已有六十七種進口辦公室傢具和數百家辦公室傢具公司。假如香港人不是喜歡嘗試新事物的話，我們要打進這市場便不容易了。」

羅安琪說，香港市場的另一特色，是許多辦公室傢具的生意均操縱在室內設計師的手裡，這些設計師所帶來的生意佔總營業額的四成。

「通常許多公司會將整項裝修工程交予室內設計師，其中包括選購辦公室傢具。」

「假如該設計師可動用三十萬港元購置辦公室傢具，通常他會選購低於此價的傢具來圖利，因此，室內設計師在傢具市場中所扮演的角色亦十分重要。」

羅安琪表示，辦公室傢具趨於以系統傢具和獨立式傢具為主。

「香港在七、八年前開始進口屏風，但只限於分隔的用途。直至九一年，人們才採納工作站的概念。

「工作站不但使工作環境便於管理，而且可顯示公司對員工的一份尊重，讓他們保留一點私穩。」

「使用屏風板，桌面以上的空間亦可充分利用，例如可裝設吊櫃來存放資料。」

「更重要的，是工作站可節省運費，因為所有傢具均是分拆運送的，裝箱時亦可使用機器。」

「假如你想更改屏風的編排，便要依賴技術人員將屏風拆除，按新的編排重新裝置。」

他說：「因此，獨立式的傢具在這兩年大行其道。」

「兩張桌子連成一起，而屏風則裝置在桌子上，假如你想更改辦公室的設計，只需把桌子分開，將桌子連同屏風一起移動。」

「但系統傢具仍會繼續流行，因為它的用途十分多樣化。」

羅安琪說，優美家具去年的營業額比九一年增加了百分之五十，雖然今年政治和經濟情況不甚穩定，但他仍預期今年會有百分之五十的增長。

「英國和中國大陸均不希望桎梏香港的經濟發展，我想他們會在三個月至半年時間內將問題解決，所以我們對今年的業務發展充滿信心。」 ■

Logic's quality service

continue from page 37

about and he is no office furniture expert.

"But a good office furniture company can propose different kinds of office furniture according to clients' needs because they have good project references and know different customer needs.

"The sales people will use the computer to prepare a drawing of the office. Then they will invite the client to the showroom to view the actual product or show him some video tapes illustrating how the new office will be like.

"Moreover, the customer normally has a tight schedule because the office rental is very high. So ample stock, good price,

Source of Profits

continue from page 36

on various aspects of the source issue and the questions raised by Practice Note 21.

Mr Sage led panel members through several examples or scenarios involving the application of the source of profits principles.

Each member of the panel was then invited to comment on different aspects of

fast delivery and number one service is necessary.

"We also emphasise our long term services. Let's say your boss wants some adjustment after three months. We will then come to see you and do everything you want under your instructions at a very reasonable cost."

Ricky Chan says it is important to keep his customers happy. "Once they grow, we grow with them too because they may enjoy our service or they may want to make their office consistent in style, so we enjoy repeat orders."

Ricky Chan says he thinks the future trend of office furniture will emphasise on system furniture and knock-down furniture.

"System furniture has very good combi-

the source application in each of the scenarios or case studies.

The subsequent discussion ranged over a broad area helping to acquaint all those taking part with the complexities of the problems involved.

The seminar was so successful and well attended that the Chamber is examining the possibility of holding a second seminar in the next few months, possibly in March. ■

nation capabilities. Everything is matched and you can add parts to it conveniently.

"Knock-down furniture is shipped to Hong Kong in pieces with different kinds of components. So the delivery cost is cut.

"Moreover, you can expand it or change it, very easily yourself."

"Also, people are more and more concerned about ergonomics.

"Now when people buy a chair, they will consider whether the chair has a good system of support for their bodies because everyday they may sit in the office for more than eight hours."

Ricky Chan says the sales turnover of Logic in 1992 was double compared with 1991. With the increase in the supply of office space, he expects another 50% growth this year.

"We will set up showrooms in the major cities of China before June. China is a very good market because there are many foreign investment and the local companies are getting stronger and stronger.

"So even if the economic and political situation in Hong Kong is quite unsure, I think our China business can absorb the weakness of the Hong Kong and we can have an overall 50% sales growth in 1993." ■

工月商刊 THE Bulletin

1993 SPECIAL REPORTS

March	Taiwan Office Automation/Information Technology
April	Germany Shipping/Air Freight/Port Facilities
May	United Kingdom Banking and Finance
June	U.S.A. Courier Services/Business Centres
July	France Property Market
August	Singapore Insurance
September	Netherlands Telecommunications



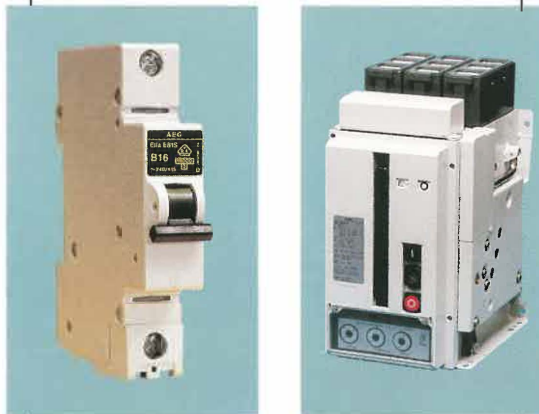
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AEG China Ltd.
Hong Kong Office
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Member of the Daimler-Benz-Group

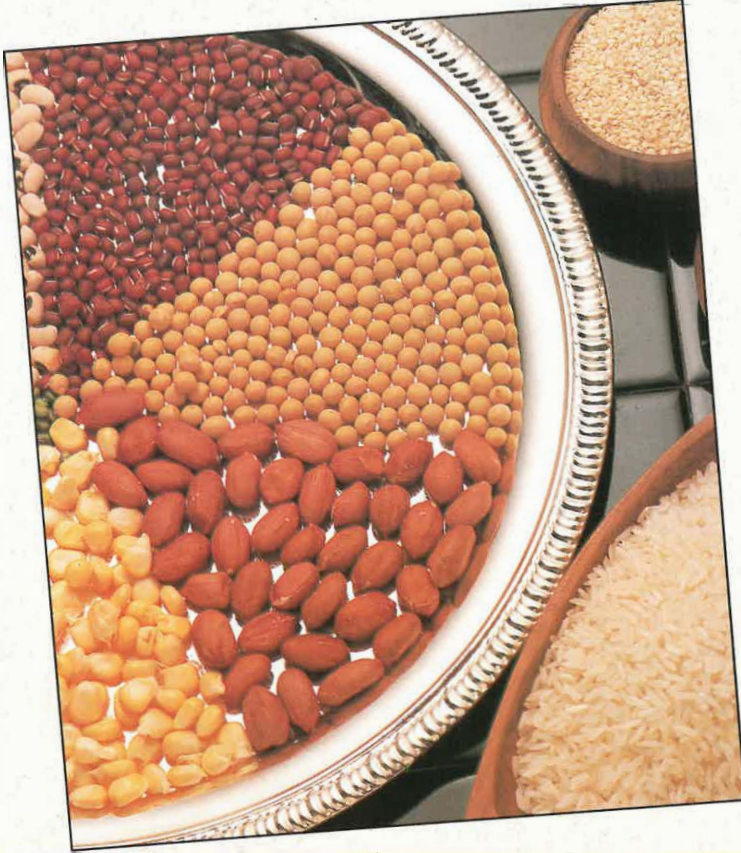


湖南省糧油食品進出口公司

HUNAN CEREALS, OILS & FOODSTUFFS IMPORT & EXPORT CORPORATION

地址：中國湖南省長沙市五一西路2號
電話：447913 426043 電掛：5752
電傳：98105 HFIEC CN 傳真：0731-445811

Add: 2, Wuyi West Road, Changsha, Hunan, China.
Tel: 447913 Telex: 98105 HFIEC CN Fax: 0731-445811
Cable: 5752 or "HUNANFOOD" CHANGSHA



Scope of Business: Cereals, beans, edible vegetable oils, edible oil seeds, oils for industrial use, oil seeds for industrial use, soyabean cakes and expellers, livestock, live poultry and other live animals, frozen pork, frozen beef, frozen suckling pigs, frozen poultry, frozen pork by-products, frozen poultry by-products, pork products, cured food, fresh eggs, preserved eggs and other kinds of eggs, live pond fish, miscellaneous live fish, frozen mudsnail meat, frozen eel fillets, frozen snapping turtle, frozen frog legs, fresh fruits, dried fruits, fresh vegetables, preserved vegetables, quickfrozen vegetables, air-dried vegetables, canned vegetables, canned meat and other canned food, salted mushrooms, wines and spirits, confectionery and biscuits, sugar products, drinks, condiments, bean products, edible salt, fragrant oil and other foodstuffs.

