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

一九九三年六月 JUNE 1993



**Chamber  
Chairman  
calls on  
Taiwan  
President ...  
and new  
Taiwan PM**

**WHO'S WHO IN THE CHAMBER'S NEW GENERAL COMMITTEE**

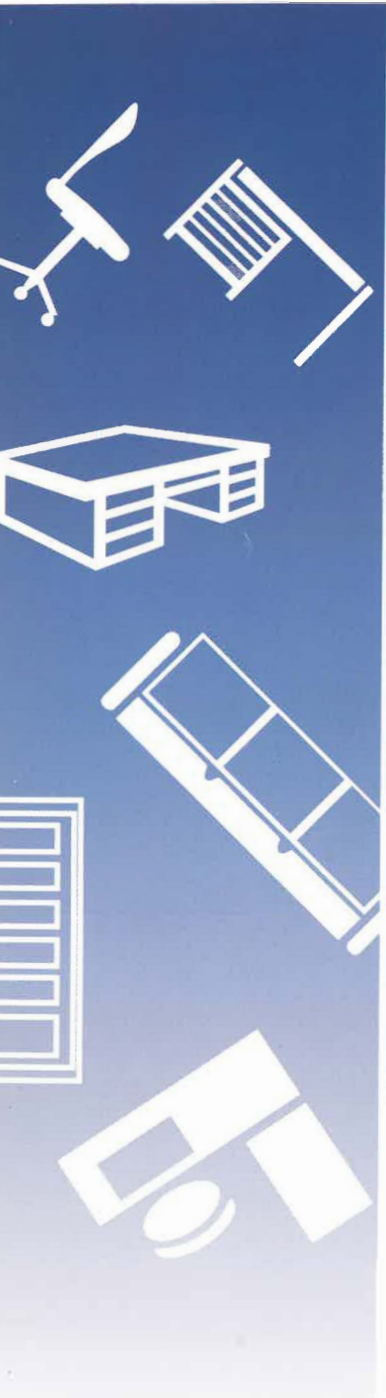
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### COVER STORY

Paul M F Cheng, Chamber chairman, paid courtesy calls on Taiwan President Lee Teng Hui and the new Taiwan Premier Lien Chan when he led a 26-member delegation from the Chamber's Hong Kong/Taiwan Business Cooperation Committee to Taipei on May 2-3 to sign a Memorandum of Understanding pledging further cooperation.

香港台北經貿合作委員會二十六人代表團在香港總商會主席鄭明訓的率領下，於五月二日至三日訪問台灣，期間禮貌性拜訪台灣總統李登輝和新任行政院院長連戰。委員會與台灣對口組織簽署《合作協議備忘錄》，致力加強雙方合作。

### NEW OPTIMISM OVER AIRPORT FINANCING PLAN 45

機場財務計劃  
前景樂觀



### CHINA PANEL VISITS BEIJING 35 中國委員會訪問北京

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# Employers should monitor ORSO changes

In the not too distant future, the Government's new Occupational Retirement Schemes Ordinance (ORSO), already passed into law, will finally come into operation. This means that Chamber members should be examining their own retirement schemes now to ensure they fit with the ORSO requirements.

While generally welcoming the new law, business management, as well as personnel and retirement benefit specialists, still have some concerns about the potential impact of the Ordinance on business. In particular, they are point to the requirement to establish consultative committees within companies to oversee their private sector retirement schemes.

The Ordinance, which had a rough ride through the Legislative Council (Legco), with no less than 250 proposed amendments to an already re-drafted bill, has still to be enforced. It should not be confused — as it too often is — with the proposal for a mandatory or compulsory retirement scheme covering all employees in the local economy.

The mandatory scheme proposal is still going through the consultation stage between the community and Government and it will be a good while yet before it reaches the statute books.

In fact, the proposal for a compulsory scheme has prompted such a diverse and critical reaction from a wide cross-section of the community that it will probably need another consultation period.

That could take many months, if not longer.

The introduction of the ORSO on the other hand is imminent with Government representatives suggesting it will be in effect this month, but private sector specialists sceptical about this. They predict it could be the end of the year before the Ordinance comes into force and employers have to abide by its provisions concerning existing retirement schemes.

While all welcome the general thrust of the Ordinance towards better regulation of schemes and the protection of contributors, they are worried about some aspects of ORSO. These include such things as grappling with the extent of the Hong Kong Ordinance which has overall standards above that laid down in most other legislation in overseas jurisdictions, as well as funding standards and an investment restrictions.

The most immediate concern, however, is just how the proposal setting up consultative committees in the work place on the respective retirement schemes on individual businesses. Professionals in the field, as well as managers within companies are worried that the establishment of such committees could well be disruptive to employer-employee relations.

At a seminar organised recently by the Hong Kong General Chamber of Commerce, the Assistant Insurance Commissioner, Mr Archie Lam, outlined the role and function of the proposed committees. He said the committees would only need to be established where a retirement benefits scheme had more than 20 members and committee members would be selected by those in the scheme.

The committee would then play an advisory role on all aspects of the company's retirement scheme — advice to be considered by the Administrator of a scheme, but not necessarily followed. Under certain provisions of the Ordinance, the consultative committee can also request certain information on financial and other aspects of the relevant retirement scheme.

Mr Lam did not allude to any potential problems with the consultative committee mechanism, but others taking part in the seminar indicated that it could cause problems. They were especially concerned about the effect such committees could have on relations between management (of the scheme and the company) and the employees involved in the scheme.

This could most realistically emerge where the consultative committee, for example, took a different view of any aspect of the scheme to that of the Scheme Administrator. But there were also concerns about how the committee would be elected, how many members their might be (would it become unwieldy?) and whether there would be a "cap" on membership.

These details have been left to be settled by the registrar at a date sometime after the ORSO itself comes into force. Mr Stuart Leckie, managing director and actuary at the Wyatt Co (HK) warned that the consultative committees could produce problems both for company managers and scheme administrators.

He was also concerned about the likely size of committees, especially in those companies with large retirement schemes covering a substantial workforce. Mr Leckie also expressed some concern over whether the Government would have in place enough of its own personnel to be able to administer the Ordinance in an effective manner. Senior Manager of Personnel at the Hong Kong Bank, Mr Brian Renwick also warned that the introduction of the Committees could prove disruptive to employee relations if not handled carefully.

The overwhelming view of the seminar participants, however, was that the introduction of the ORSO would be beneficial for the fast growing retirement schemes business in Hong Kong. They warned that employers will have to abide by the scheme, perhaps by year's end, if not in the next month or so, when the Government timetable suggests the ORSO could be in force.

Most importantly, they advised — as does the Chamber — that employers get to know the Ordinance now and to assess the existing retirement schemes in their businesses against the requirements of the Ordinance. If changes are then deemed to be required, individual businesses and retirement scheme administrators and managers would still have time to put them in place before the Ordinance comes into force.



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# 退休計劃條例將次生效

**剛** 獲立法局通過成為法例的《職業退休計劃條例》不久便會生效，會員應盡快研究本身的退休計劃，確保符合法例規定。

雖然社會人士對新法例普遍表示歡迎，但工商界管理階層、人事及退休福利專家等，仍然關注新法例對工商業的潛在影響，特別是規定在公司設立諮詢委員會以監察退休計劃這方面。

《職業退休計劃條例》在立法局審議過程中遭受連番波折，議員建議把經重新擬定的條例草案再次修訂的地方不下二百五十處。很多人有誤解，以為這條例中所指的就是適用於全港僱員的強制性退休保障制度。

強制退休保障制度目前仍處於諮詢階段，距離真正立法尚有一段日子；事實上，社會各階層對這制度意見紛紜，莫衷一是，反應頗為強烈，看來很可能需要另訂一段為時最少數月的公開諮詢期。

反觀《職業退休計劃條例》，實施期已迫在眉睫，因為港府代表建議把生效日期訂於本月；不過，私營機構的專家對這項建議的可行性表示懷疑，他們預測條例的生效日期會是本年底，並強調現有的退休計劃條款對僱主仍有約束力。

條例的立法原意是加強退休計劃的監管和保障供款人，社會各階層對此都表示歡迎，不過，他們同時亦憂慮條例某些方面可能欠缺妥善，例如法例訂出的整體標準、供款水平、投資限制等都高於大部分其他海外司法權區。

但最令人憂慮的，其實是在個別公司的營運地點設立退休計劃諮詢委員會的建議；業內專家和公司管理階層均憂慮，該等委員會的設立，很可能會影響勞資關係。

本會最近曾經舉辦一個研討會，應邀出席的講者其中包括保險業監理處助理保險業監理專員**藍國強**。藍氏向會員簡介諮詢委員會的角色及功能時解釋，參與人數超過二十名的供款計劃才需要設立諮詢委員會，而且委員會成員將由參與計劃的僱員中選出。

委員會的功能，是就公司退休計劃向計劃經理提供參

考意見，但後者不一定要加以採納。根據條例規定，諮詢委員會有權要求獲得某些與計劃有關的財政及其他資料。

藍氏並沒有提到諮詢委員會機制的潛在問題，但其他研討會講者卻暗示，這機制可能會構成問題，他們尤其關注該等委員會對參與計劃的管理階層（包括管理計劃的僱員代表和公司方面）與僱員的關係有何影響。

舉例說，假如諮詢委員會在任何方面與計劃經理持不同意見，問題便可能出現。此外，如何選出委員會、委員會成員數目若干（會否變得過於臃腫？）、成員有否任何限制等，亦同樣是惹人關注的問題。

法例把這些細節交由註冊處長在條例生效後某段時間內自行解決。惠悅僱員福利顧問有限公司董事總經理兼精算師**李仕達**警告說，諮詢委員會可能會為公司管理階層和計劃經理帶來困難。

他又關注到委員會的規模問題，特別是一些員工人數眾多的龐大退休計劃，他又擔心港府能否撥出足夠人手執行《職業退休計劃條例》。香港上海滙豐銀行人事部高級經理**尹力行**亦指出，如果處理不當，實行諮詢委員會制度可能會影響僱員關係。

研討會多位講者都同意，《職業退休計劃條例》的實施，將對本港增長迅速的退休計劃業務有所幫助，但他們補充，根據港府的時間表，僱主可能在下個月或本年底便要實行新的計劃。

多位講者提出忠告，僱主務須充份瞭解條例內容，並且評估現有的退休計劃，看看是否符合法例的規定。公司和退休計劃經理如認為必須作出調整，仍可趕及在新法例生效前完成。





# The General Committee

## 理事會成員簡介



**Paul M F Cheng,  
Chamber Chairman**

Paul Cheng is Chairman of Inchcape Pacific Limited, a regional subsidiary of Inchcape plc, the international marketing and services group. In this capacity Paul Cheng serves as Country Manager for Hong Kong, Macau, Taiwan, China and the Philippines.

He was re-elected Chairman for a second year by the

General Committee of the General Chamber after its annual general meeting on April 27 when five new members were elected from 10 candidates who stood for six seats. Paul Cheng is also Chairman of Hong Kong International, a committee formed by the Chamber to promote Hong Kong world-wide in the transition to its change of sovereignty in 1997. He is the founding Chairman of the Hong Kong/Taipei Business Cooperation Committee and was appointed in 1992 to the Governor's Business Council.

Before joining Inchcape in 1987, Paul Cheng was Senior Managing Partner, Asia, for Spencer Stuart & Associates for 10 years. Earlier career appointments were with IBM, Warner Lambert and Richardson Vicks in both the US and the Far East.

From 1988-1991 Paul Cheng was an appointed Legislative Councillor. He now serves on such key government boards and committees, as the Hong Kong Trade Development Council, the International Business Committee, the Committee for Pacific Economic Cooperation and the ICAC Advisory Committee on Corruption. A recent appointment has been to the newly-established Industry and Technology Development Council.

He serves on both the Hong Kong Polytechnic and Chinese University Councils. He chairs the UK/HK Scholarships Committee.

Paul Cheng was President of the American Chamber of Commerce in 1987 and he currently serves as a trustee of the Chamber's Charitable Foundation. He is a member of the Asia Society's International Council and serves on the East Asian Advisory Board for the Wharton School of the University of Pennsylvania.

He is a keen golfer and tennis player. He served as the Vice Chairman of the Sports Development Board and Chairman of the Hong Kong Sports Institute (both 1989-92).

Born in China and raised in Hong Kong, Paul Cheng completed his education in the United States where he graduated BA and MBA. He is married with five children.

### 鄭明訓 (主席)

鄭明訓現任英之傑太平洋有限公司董事。英之傑太平洋有限公司是英之傑集團成員，專責亞太區業務統籌工作。英之傑是一個國際市務及經銷集團；他在集團內擔任香港、澳門、台灣、中國、菲律賓等地區的業務主管。

四月二十七日舉行的周年會員大會上，共有十位候選人角逐六個理事會席位，獲選的理事中，五位是新成員。鄭明訓蟬聯理事會主席。鄭明訓同時兼任本會香港國際委員會主席，該委員會的目標是在九七年過渡期間推廣香港的國際形象。他亦是香港台北經貿合作委員會的創會主席。一九九二年獲委任為總督商務委員會委員。

鄭明訓加入英之傑前，曾擔任萃仕顧問有限公司亞洲高級合夥人達十年。他早年擔當的要職，包括萬國商業機器、沃納·蘭伯特、理查森·維斯等公司在美國及遠東區的管理職位。

一九八八至九一年，他獲委任為立法局議員；目前他仍然參與多個政府顧問局及委員會工作，其中包括香港貿易發展局、國際商貿委員會、太平洋經濟合作香港委員會、總督特派廉政專員公署貪污問題諮詢委員會等，最近他又獲委任加入剛成立的工業及技術發展委員會。

他現時是香港理工學院校董會及中文大學校董會校董、英港獎學金委員會主席。

鄭明訓是一九八七年度香港美國商會主席，現為該會慈善基金會托管人，亦是美國賓夕凡尼亞大學華頓學院東亞事務諮詢委員會委員。

鄭明訓酷愛網球運動，曾任體育發展局副主席及銀禧體育中心主席（兩者均於一九八九至九二年）。

鄭明訓生於中國，長於香港，其後到美國接受教育，並取得學士及工商管理碩士資格。已婚，現有子女五名。

### Fung Kwok Lun, William, JP First Vice Chairman

Managing Director of Li & Fung Limited and Chief Executive

### 馮國綸 (本會第一副主席)

現任利豐董事總經理暨集團總裁。一九四九年生於香港，一九

Officer of the Group. Born in Hong Kong in 1949, he completed his secondary schooling at King George V School in 1966. He then entered Princeton University in the USA and graduated B S E with honours in 1970. He obtained a MBA degree from Harvard Graduate School of Business Administration in 1972. He joined Li & Fung Limited in 1972 as Manager of the Textiles and Garment Division. Thereafter he managed various areas of Li & Fung's activities before his appointment as Chief Executive Officer.



William Fung is a member of the Textiles Advisory Board, Chairman of the Hong Kong Committee for Pacific Economic Cooperation, a member of the Economic Advisory Committee, a member of the Hong Kong Tourist Association Board of Management, a member of the Working Committee on Trade Development, Hong / Japan Business Cooperation Committee, and a member of the Executive Committee and the Council of the Hong Kong Management Association. He is First Vice Chairman of the General Chamber of Commerce and Chairman of its Industrial Committee.

He is a member of the Board of Governors of Lingnan College, a member of the Industry and Technology Development Council, a member of the Consultative Committee on the New Airport and Related Projects. He is a part-time member of the General Policy Unit of the Hong Kong Government and past chairman of the Hong Kong Exporters' Association, past member of the Hong Kong Trade Development Council. He was made a Justice of the Peace in August 1989.

William Fung is also active in a number of social and educational clubs and associations. He is a member of the Young Presidents' Organisation, the Princeton Club in Hong Kong, the Harvard Business School Association in Hong Kong, Governor of the Pacific Club, Kowloon and a past president of the Harvard Club of Hong Kong.

六六年於英皇佐治五世書院完成中學課程，一九七零年於美國普林斯頓大學取得 BSE 榮譽學位後，隨即進入哈佛商學院繼續進修，一九七二年取得工商管理學碩士學位。

一九七三年回港，同年加入利豐有限公司為紡織及成衣部部門經理，歷任多個部門主管職位，後來晉升為利豐董事總經理暨集團總裁。

他目前的公共服務計有：紡織業諮詢委員會主席；太平洋經濟合作議會香港委員會主席；經濟諮詢委員會委員；香港旅遊協會董事局成員；港日商業合作委員會委員；香港管理專業協會執行委員會及董事局成員；香港總商會理事會第一副主席及工業事務委員會主席。

此外，他亦是嶺南學校校董會校董；工業及技術發展委員會委員；新機場及有關工程諮詢委員會委員；香港政府中央政策組非全職成員；香港出口商會前主席。他在一九八九年獲委任為太平紳士。

馮國綸亦是多個社交及教育團體的活躍成員，其中包括 Young Presidents' Organisation；普林斯頓香港會；哈佛商學院香港協會；九龍太平洋會理事會；哈佛香港會前主席。

### Robert (Bob) M Savage, Second Vice Chairman



Managing Director IBM China/Hong Kong Corporation, responsible for the operations of IBM's business in Hong Kong and China. Joined IBM as a programmer trainee in Perth, Western Australia, in 1964 and began his marketing career in 1969 and held various marketing and finance positions in Australia before being assigned in 1985 to IBM's Asia/Pacific

Group Headquarters in Tokyo as Director of distribution channels. Prior to be assigned to his present position he was assistant general manager marketing operations in Hong Kong.

Bob Savage is a member of the Hong Kong Management Association, a member of the Australian Society of Accountants, the Australian Institute of Management and the Australian Insti-

### 邵偉志 (本會第二副主席)

萬國商業機器中國／香港有限公司董事總經理，專責該公司的中港業務運作。一九六四年加入澳洲珀斯市的萬國商業機器公司，擔任見習程序員，一九六九年開始投身市場拓展工作，曾先後擔任多個專責市務及財務的職位，一九八五年獲派往萬國商業機器設於日本的亞太區業務總辦事處，出任分銷業務總監一職。晉升現職前，他曾任香港萬國商業機器公司業務部副總經理。

他現時是香港管理專業協會、澳洲會計師協會、澳洲管理學會、澳洲澳洲零售及市務學會會員。他畢業於西澳洲科技學院，取得會計學及市場學學位。

他服務本會的中國委員會已有多年，目前是香港美國商會總監、香港藝術節常務委員會委員、香港藝術節籌款委員會委員、香港管理專業協會增選理事及執行委員。

他已婚，有子女三名。





tute of Sales and Marketing. He holds degrees in accounting and marketing from the West Australian Institute of Technology.

He has been a member of the Chamber's China Committee for a number of years. He is a Governor of the American Chamber of Commerce and a member of the Hong Kong Arts Festival Committee and chairman of its Fund Raising Committee. He is a coopted Council Member and Executive Committee member of the Hong Kong Management Association.

He is married with three children.

## Chan Wing-kee

Managing Director of Yangtsekiang Garments Manufacturing Co Ltd. Graduated in 1970 from Purdue University (USA) with a Bachelor of Science in Industrial Engineering degree. He was a member of the Basic Law Consultative Committee both in Hong Kong and Macau. This year he was elected a Hong Kong deputy to the 8th National People's Congress of China and appointed a Hong Kong Affairs Adviser.

Chan Wing-kee is Chairman of the Hong Kong Exporters' Association, Chairman of the Hong Kong Shippers' Council, Vice Chairman of the Chinese Manufacturers' Association, Vice Chairman of the Federation of Hong Kong Garments Manufacturers and Council member of the Hong Kong Trade Development Council.

## 陳永祺

長江製衣廠董事總經理，一九七零年於美國珀杜大學取得工業工程學學位，是港澳區基本法諮詢委員會成員，今年更獲選為中國第八屆全國人民代表大會香港區代表；此外，他亦於今年獲委任為港事顧問。

目前陳氏擔任的公職包括：香港出口商會主席；香港付貨人委員會主席；中華廠商聯合會副會長；香港製衣業總商會副會長；香港貿易發展局執行委員會成委。

## Chiang, Lily Ms

Executive Director of Chen Hsong Holdings Limited and Chief Executive of various Chen Hsong subsidiaries. She has the distinction of being one of Hong Kong's few female chartered mechanical engineers. She obtained her first degree in mechanical engineering from the University of Southern California and a MBA from the Chinese University of Hong Kong.

Lily Chiang sits on various Government advisory committees such as the Criminal and Law Enforcement Injuries Compensation Boards of the Social Welfare Department and the Standing Commission on Civil Service Salaries and Conditions of Service. She is also an Adjudicator of the Immigration Tribunal.

She serves on the advisory committee of various educational institutions, including the Committee on Technical Education and the Committee on Training of Technologists of the Vocational Training Council. She is on the Engineering General Advisory Committee and First Campaign Committee of the Hong Kong University of Science and Technology. She is a Council member of the Open Learning Institute and a Director of the Institute of Industrial Engineers.

She is chairman of H-Group, Metal and Machinery, of the Federation of Hong Kong Industries.

## 蔣麗莉

震雄集團有限公司執行董事暨震雄集團多間附屬公司的行政總裁。她是本港少數考獲機械工程師資格的女性。她在美國南加州大學取得機械工程學士學位，返港後於香港中文大學取得工商管理學碩士資格。

她目前是政府多個諮詢委員會的成員，其中包括社會福利署暴力及執法傷亡賠償委員會、公務員薪俸及條件常務委員會等；此外，她亦是人民入境事務審裁處審裁專員。

她參與的教育機構包括工業教育委員會、香港職業訓練局科技人才培訓委員會、工程諮詢委員會、香港大學科技推廣委員會、公開進修學院、香港工業工程師學會等。

她現時是香港工業總會金屬及機械分組主席。

## Chugh, Manohar

A qualified electronics and radio engineer, Manohar Chugh is founder, proprietor and chief executive of Electric & Electronics Industries. He has been an active member of the Chamber since 1976. Currently, he is vice chairman of both the Europe and North America Area Committees promoting trade. He has participated in numerous business groups that have visited European (including Russia) and South American countries.

Manohar Chugh has also been active in the Lions Club. He is a past president of the Lions Club of Hong Kong (1987-88) and

## 文路祝

專業電子及無線電工程師(孟買大學聖澤維爾工業學院)，環球電業製品廠創辦人及東主。一九七六年起積極參與本會會務，現時是歐洲及北美洲地區貿易推廣委員會副主席。過去曾參與多項訪問歐洲(包括蘇聯)及南美洲國家的活動。他亦是本會工業委員會及中小型企業委員會委員。

文路祝亦活躍於獅子會。他是一九八七至八八年度香港獅子會會長；一九八八至八九年國際獅子會接待委員會地區主席(港澳三

District Chairman of the Lions Club International (District 303, Hong Kong and Macau) and head of the reception committee for overseas dignitaries (1988-89). He was appointed by the Financial Secretary this year to the Government's Supply Voltage Advisory Committee. He has served as a General Committee member of the Indian Chamber of Commerce, Hong Kong and on the Indian Chamber's Trade Promotion Committee. He is a member of the Toastmasters' Club, the Indian Association and the Young Executive Group.

He is 49 and married with two daughters.



零三區)。他今年獲財政司委任為港府電力供應諮詢委員會委員。他同時亦擔任香港印度商會理事會理事、印度商會貿易促進委員會委員、Toastmasters' Club、印度協會、Young Executive Group 會員。

他現年四十九歲，已婚，有女兒二名。



### Fung Wing-cheung, Tony

Chairman of Sun Hung Kai & Co, Tony Fung has had a career spanning 20 years in the securities industry and in China trade. He is also Chairman of Tian An China Investments Company Limited, SHK Hong Kong Industries Limited and SHK China Industrial Investments Limited. He is a Director of Fountain Set (Holdings) Ltd, Star Paging (International Holding) Ltd, Lam Soon (Hong Kong)

Ltd, Shell Electric Mfg (Holdings) Company Limited and San Miguel Brewery Limited.

He is also a member of the National Committee of the Chinese People's Political Consultative Conference, a member of the General Committee of the Hong Kong General Chamber of Commerce General Committee, Vice Chairman of the Advisory Committee of the Chinese University of Hong Kong's three-year MBA Programme and Chairman of the Chinese University Appointments Board.

Tony Fung is 42 and has three children.

### 馮永祥

新鴻基集團主席，從事證券及對華貿易二十年。他同時亦擔任天安中國有限公司、新鴻基香港工業有限公司、新鴻基中國工業投資有限公司主席，福田實業集團有限公司、星光傳訊(國際控股)有限公司、南順(香港)有限公司、蜆殼電器工業(集團)有限公司、生力啤酒廠有限公司董事。

馮永祥現時是全國政協國家委員會委員、香港總商會理事會理事、香港大學三年制工商管理學碩士課程諮詢委員會副主席、中文大學委任委員會主席。

馮氏現年四十二歲，有子女三名。

### Michael George Gale, JP

Appointed first Chief Executive of Hong Kong Telecommunications Limited when it became a publicly-listed company on the Stock Exchange of Hong Kong on 1 February, 1988. Hong Kong Telecom, formed from the combined assets of Cable and Wireless (Hong Kong) Ltd (now known as Hong Kong Telecom International Limited) and those of Hong Kong Telephone Company Limited, has provided local and international telecommunications services in Hong



### 祁敖

祁敖於一九八八年二月一日香港電訊有限公司上市時獲委任為行政總裁。香港電訊由香港大東電報局及香港電話有限公司資產合組而成，過去百多年一直為香港提供國際電訊服務，現時是香港最大的公司之一。香港電訊於紐約及太平洋證券交易所亦有掛牌。

他在一九五九年加入大東電報局集團，曾歷任多個高層職位，包括倫敦總公司市務部總經理；大東電報系統有限公司總經理；香港大東電報局董事總經理；香港電話公司董事總經理等。一九八八年二月，他獲委任為大東電報局公共有限公司董事局香港區董事。

他除了擔任香港總商會理事會理事外，亦是香港工商專業聯會會員、香港科技大學校董會校董。一九九一年五月，他獲選為香港管理專業協會資深會員。

祁敖於一九九二年七月獲委任為非官守太平紳士，同年十月獲委加入新成立的總督商務委員會。

Kong for more than 100 years. It is one of Hong Kong's largest companies and is also listed on the New York and Pacific Stock Exchanges.

Michael Gale joined the Cable and Wireless Group in 1959 and has since held a number of senior positions, including Group General Manager/Marketing Division, London; General Manager, Cable and Wireless Systems Limited; Managing Director Cable and Wireless (Hong Kong) Limited; and Managing Director Hong Kong Telephone Company Limited. In February 1988, he was appointed to the Court of Directors of Cable and Wireless plc as Director, Hong Kong.

Besides being a member of the General Committee of the General Chamber, he is a member of the Business and Professional Federation of Hong Kong and a member of the Council of the Hong Kong University of Science and Technology. In May 1991 he was elected a Fellow of the Hong Kong Management Association.

Michael Gale was appointed an unofficial Justice of the Peace in July 1992. In October 1992 he was appointed a member of the newly-created Governor's Business Council.

Born 1940. He is married with two children.

他生於一九四零年，已婚，有兩名子女。

### Dr Hari N Harilela, OBE, LL.D, JP

Chairman of the Harilela Group of Companies and a leader of the Indian Community in Hong Kong. The Harilela Group owns the Holiday Inn Golden Mile Hotel, the Holiday Inn Park View, Singapore, Holiday Inn Crowne Plaza, Bangkok, and the Holiday Inn Penang, Malaysia. Besides Hotels, the Group also owns real estate properties, a medical centre, retail stores, Indian specialty restaurants and several other investments in Hong Kong and abroad.

He heads several charitable organisations in Hong Kong. Dr Harilela is the Honorary Consul for Butan in Hong Kong and Macau.



### 夏利萊博士

夏利萊集團主席，香港印度社會領袖。夏利萊集團擁有金城假日酒店、新加坡園林假日酒店、曼谷皇室假日酒店、馬來西亞檳城假日酒店；除酒店外，該集團亦擁有一些房地產、零售店、一間醫療中心、數間印度餐廳及多項在本地及海外的投資。

他目前是本港多個慈善團體的主席，亦是不丹駐港澳區榮譽領事。今年他獲中國政府委任為港事顧問。



### Gerry A Higginson

Career: 1988-93 The Wharf (Holdings) Limited, Executive Director, responsible for the operations of all core property investments, terminals and transport. Senior Executive Director Wharf Properties Ltd; Chairman, The Cross-Harbour Tunnel Co Ltd; Chairman, The Star Ferry Co Ltd; Chairman, Hong Kong Tramways Ltd; Director, Modern Terminals Ltd; Director, Hong Kong Air Cargo Terminals Limited; Managing Director, Harbour City Management Limited; Director, Harriman Leasing Ltd;

Kong Air Cargo Terminals Limited; Managing Director, Harbour City Management Limited; Director, Harriman Leasing Ltd;

### 許堅信

一九八八至九三年擔任九龍倉集團有限公司執行董事，專責集團的核心地產投資、貨運站和運輸業務。此外，他亦是九龍倉地產有限公司高級執行董事、香港隧道有限公司主席、香港天星小輪有限公司主席、香港電車有限公司主席、現代貨櫃碼頭董事、香港機場貨運站董事、海港城管理公司董事總經理、香港駕駛學院主席、九龍倉電訊投資公司董事。

曾任職政府工作：海事處處長(1987—88)；副經濟事務司(1984—86)；已故港督尤德爵士私人秘書(1982—84)；助理金融司(1980—82)；麥理浩勳爵私人秘書(1971—73)；其他地區及政務工作。皇家香港警察隊(1966—68)；皇家海軍(1960—66)。

公共服務：機場諮詢委員會；香港僱主聯合會；香港總商會；香港工業總會；香港旅遊協會。

Chairman, The Hong Kong School of Motoring Limited; Executive Director, Kowloon Wharf Terminals and Warehouse Limited; Director, Wharf Communications Investments Ltd.

1968-88 Hong Kong Government: Director of Marine (1987-88). Deputy Secretary for Economic Services (1984-86). Private Secretary to the Governor, the late Sir Edward Youde (1982-84). Assistant Financial Secretary (1980-82), Private Secretary to the Governor, Sir Murray (now Lord) Maclehoose (1971-73). Other District and Administrative posts. 1966-68 Inspector of Police, Hong Kong. 1960-66 Royal Navy.

Community service: Airport Consultative Committee, Employers' Federation of Hong Kong, Hong Kong General Chamber of Commerce, Federation of Hong Kong Industries, Hong Kong Tourist Association.

### Jack, Margaret Mrs

Director of Shell Companies of China and Hong Kong from April 1990, responsible for all Shell's China operations; investment projects and public affairs in relation to Hong Kong and China.

Mrs Jack received her degree in Bachelor of Commerce at the University of New South Wales in Sydney, Australia, in 1974 and qualified as a chartered accountant in 1976. From 1980-90 she served as a Senior Partner for Price Waterhouse China and during this period she worked with multi-national clients on China trade and investment projects in industries including high-tech, oil and gas, telecommunications, steel, textiles and chemicals.

Mrs Jack has actively participated in the activities of the Hong Kong General Chamber of Commerce to promote trade and investment in China. She is a member of the Chamber's China Committee since 1984. She held the Committee chairmanship from 1988-90 and led numerous delegations of the Chamber to conduct dialogues with senior Chinese officials in Beijing. These dialogues included meetings with Premier Li Peng, Secretary General Jiang Zemin, Vice Premier Zou Jiahua, Vice Premier Zhu Rongji, and Madam Chen Muhua, Vice Chairman of the Standing Committee of the National People's Congress. In 1992 Mrs Jack was elected to the Chamber's General Committee and was invited to join the Government's Trade Advisory Council.



### 孫似欽

現任中國香港蜆殼集團公司董事，專責該公司在中國的一切業務，以及關於香港及中國的投資項目及公共事務。

一九七四年畢業於澳洲悉尼新南威爾斯大學商學系，一九七六年取得特許會計師資格。一九八零至九零年，她擔任羅兵威會計師事務所中國部高級合夥人，期間曾與多個跨國集團合作，範圍包括高科技、石油及煤氣、電訊、鋼鐵、紡織及化學產品等對華貿易及投資項目。

孫似欽積極參與香港總商會會務，致力促進對華貿易及投資。她自一九八四年起一直擔任本會中國委員會委員，一九八八至九零年擔任委員會主席，期間曾率領本會多個代表團訪問中國，並與中國政府高層官員會面，包括總理李鵬、副總理朱鎔基、鄒家華、人大常委會副委員長陳慕華等。一九九二年，她當選本會理事會理事，同年獲邀請加入港府貿易諮詢委員會。

### Koo Shing-cheong, Daniel

A native of the Meixian district of Guangdong Province, Graduate of St John University in Shanghai.

Chairman and Senior Managing Director of Shui Hing Company Limited, retailing through department stores, specialty shops and supermarkets since 1946. He was instrumental in creating the Hong Kong Shoppers' Paradise and making Hong Kong stores a showcase for high quality merchandise from the United States and Europe. He was the first retailer in the 1960s to bring in designers' label goods from Italy, France, the United Kingdom and Australia and make extensive use of modern

### 古勝祥

原籍廣東省梅縣，早年畢業於上海聖約翰大學。

現任瑞興百貨公司主席兼高級董事總經理，該公司始創於一九四六年，業務範圍包括百貨公司、零售店、超級市場等。他致力塑造香港購物天堂的形象，並引入高質素歐美商品。他在六十年代率先入口意大利、法國、英國、澳洲等國家名牌商品，並聘用海外顧問，引進最新的銷售宣傳技巧及技術。他揉合了東西方管理技巧的精髓，把原本屬小型家庭式的公司發展成為一家國際知名的企業。

sales promotion techniques and technology, employing overseas consultants. By combining the best of East and West he has converted a small family store into a company recognised internationally. He won the Award in 1982 of the National Retailers' Management Association. He is an International Director of the National Retailer's Federation.



Daniel Koo serves on many committees and councils to promote trade and understanding and to improve the quality of life in Hong Kong. He is the International Director of the National Retail Federation. He is Honorary President and International Advisor of the Hong Kong Retail Management Association and a Council Member of the Hong Kong Management Association. He is Life Honorary Chairman of the Chinese General Chamber of Commerce, Senator of the Hong Kong Junior Chamber of Commerce, Permanent Honorary Chairman of the Hong Kong and Kowloon Provision Wine and Spirits Dealers' Association, Past President of the Rotary Club of Hong Kong Island West, a Voting Member of the Tung Wah Group of Hospitals and the Po Leung Kuk. He was presented in 1964 with the Honour of Cavaliers al Marita Bella Republic by the Italian President in recognition of his efforts in being the first in Hong Kong to generate trade with Italy. Daniel Koo is also a member of the Chinese Political Consultative Committee.

Daniel Koo has three sons and five grandchildren. He spends his leisure time, reading, swimming and playing golf.

一九八二年，他榮獲國家零售管理協會大獎，現時他擔任國家零售業聯會國際董事。

古勝祥服務多個公共委員會，致力促進貿易及瞭解，改善港人生活質素。他是香港零售管理協會名譽主席兼國際顧問、中華總商會永遠榮譽會長、香港青年商會議員、香港出入口華洋酒商會永遠會長、前港島西區扶輪社會長、東華三院及保良局成員。一九六四年，他獲得意大利總統頒授榮譽勳章，以表揚他作為首位與意大利進行貿易的港商的努力。古氏亦是中國政協委員會委員。

古勝祥有兒子三名，孫兒五名。工餘時間，他喜歡看書、游泳和哥爾夫球。

### Lee, Simon K Y, MBE, JP



Born 1927. Graduated in St Joseph College in 1941. Chairman and Managing Director of the Sun Hing Group of Companies (established in 1945) with over 400 employees. He has been in the shipping, insurance, warehousing and transportation-related business in Hong Kong for over 40 years. Served quite extensively on Hong Kong Government marine-related committees, i.e.

Port Committee, Pilotage Advisory Committee, Port Executive Committee and Container Handling Committee of the Port Development Board. Past Chairman of the General Chamber's Shipping Committee and Past Chairman of its Asia Committee, leading several goodwill missions to Japanese prefectures and to South Korea. Vice Chairman of the Hong Kong/Taiwan Business Cooperation Committee.

Community Service: District Governor of Lions Clubs International District 303 (Hong Kong and Macau) 1970-71, International Director 1987-89, and Board Appointee 1990 of the Lions Clubs International at Oakbrook, Chicago, USA. Chairman of the Chinese Club 1983-86. Chairman of the Society for the Deaf 1979-85. Appointed Unofficial Justice of the Peace in 1985.

### 李國賢

生於一九二七年，一九四一年畢業於聖約瑟書院，現任新興行船務有限公司（一九四五年創立，現有員工四百多名）董事總經理，從事船務、保險、倉務及與運輸有關的行業超過四十年。他曾經參與多個政府海港委員會工作，例如港口事務委員會、領港事務諮詢委員會、港口事務委員會執委會、港口發展局貨櫃設施發展委員會等；曾任香港總商會船務委員會及亞洲委員會主席，期間先後多次率領親善訪問團訪問日本和南韓。

公共服務：獅子會資深會員；國際獅子總會港澳三零三區總監（1970—71）；獅子會國際理事（1990）；華商會主席（1983—86）；聾人協會主席（1979—85）；一九八五年獲委任為非官守太平紳士，現任香港大學校董會校董。

李國賢已婚，有子女各兩名。

Current Member of the Court of the University of Hong Kong.  
Married, with two sons and two daughters.

### Joop B M Litmaath.



Born in the Netherlands and a Hong Kong resident for 30 years. Describes himself as a typical trader, representing small business on the Chamber's General Committee. Been active in the Chamber for 25 years. Managing Director of Scarfield Enterprises Ltd. Exporter of sundries, audio video tapes, flashlights, bulbs and batteries, household and ceramic ware, forklifts, etc. Importer

of timber, food products and candles.

Joop Litmaath is a sparetime pianist and leader of a Dixieland Band. President of the Rotary Club of Hong Kong. Past chairman of the Dutch Association. Vice Chairman of the Dutch Business Association. Official announcer at the Stanley Dragon Boat races for the past 12 years. Board member of the Hong Kong Country Club and Board member of the Hong Kong Sea School (Stanley).

### 李馬

李馬生於荷蘭，在港居留達三十年。他形容自己是個典型的商人，能在本會理事會代表小型企業的權益。他服務本會近二十五年，現職馬得利洋行董事總經理，馬得利洋行出口雜貨、錄像帶、閃光燈、燈泡及電池、家庭用品、陶瓷用品、割草等等貨品，以及進口木材、食品及蠟燭等。

他是一位業餘鋼琴家和迪克西蘭爵士樂隊領隊，其他公職包括：香港扶輪社會長；前荷蘭協會主席；荷蘭商業協會副主席。過去十二年，他一直擔任赤柱龍舟比賽正式宣布員。他是香港鄉村俱樂部及香港航海學校董事局成員。

### Ian MacCallum

Solicitor, who has been resident in Hong Kong for 37 years. He has been a member of the Legal and Home Affairs Committee of the Chamber for more years than he cares to remember. Apart from his Chamber activities he is very involved in the Community's affairs, having been president of the Law Society and chairman of Justice. He is presently chairman of the Community Advice Bureau as well as being involved with The Salvation Army and St James Settlement.



### 麥嘉霖

麥嘉霖是一位執業律師，在港居留達三十七年。曾任本會民政事務委員會及法律委員會委員。他除了服務本會外，亦積極服務社會，包括擔任香港律師公會主席；現任社會諮詢行動小組主席；聖雅各福羣會副主席；救世軍諮詢委員會前主席。

### Hamish Mathers, CBE

Chairman and Chief Executive of the Mass Transit Railway Corporation since January 1989. He was born in 1933 in Dundee, Scotland, and educated at the Dundee Technical College, graduating with a mechanical engineering degree. He served as an executive engineer with Harrison and Crossfield Ltd in South India, 1957-59. He

### 馬達成

一九八九年一月起出任地下鐵路有限公司主席及行政總裁。生於一九三三年蘇格蘭鄧迪，並於鄧迪工業學院取得機械工程學位。曾任職機構包括：哈里森及克羅非爾德有限公司(1957—59)、Unilever PLC/UAC Ltd (1960—88)，並於多間尼日利亞公司擔任總經理及副主席等職位。

他於一九八二至八八年擔任尼日利亞廠商協會副主席。現時是香港僱主聯合會成員；特許運輸公會香港分會第二副主席；香港管理專業協會副主席；香港外展信託基金會董事會成員。

他於一九五九年結婚，現有子女三名。最大嗜好是哥爾夫球。



was with UAC Ltd/Unilever from 1960-88 in several Nigerian appointments from general manager to deputy chairman.

Hamish Mathers was vice president of the Manufacturers' Association of Nigeria 1982-88 and Governor of the Corona School Trust. In Hong Kong he is a council member of the Employers' Federation; second vice chairman of the Chartered Institute of Transport, Hong Kong Section; deputy chairman of the Hong Kong Management Association and a Council member of the Outward Bound Trust of Hong Kong.

He has been married since 1959 and has three children. His main sport is golf.

### The Hon J D McGregor, OBE, ISO, FRSA, JP

Twice elected to the Chamber's function constituency seat in the Legislative Council.

Jimmy McGregor came to Hong Kong with the Royal Air Force and transferred to the Hong Kong Government in 1954. He was posted to the Commerce and Industry Department and throughout the next 22 years rose to become the substantive Deputy Director of Commerce and Industry and Deputy Commissioner of Customs. In these capacities he had extensive knowledge of the development of public policies relating to trade problems, controls, promotion, industrial development and many other aspects of Government work in this field. He retired early in 1975 to take over the Hong Kong General Chamber of Commerce as its Director, staying with the Chamber for 13 years and helping its extensive services to members and to Hong Kong generally.

Jimmy McGregor has served on various Government Boards, Councils and Committees and, as the elected member for the Chamber in Legco, often been outspoken in his views on public issues.

He is the Vice Chairman of the Hong Kong Chinese Bank Limited and a Director of a number of other companies in the fields of finance, trading, insurance and manufacturing.

Married with two children.



### 麥理覺議員 (本會立法局功能組別代表)

現任麥理覺有限公司董事總經理。他是上市公司亞洲證券國際有限公司主席、華人銀行副主席、香港力寶集團多家附屬公司的董事。

麥理覺兩度獲選以本會功能組別代表身份晉身立法局。

他在一九五四年隨皇家空軍來港，後轉往香港政府部門工作，任職工商署達二十二年，最後晉升至副工商署長及副關稅專員；此段期間，他在貿易問題、管制、推廣、工業發展及港府運作等方面獲得了廣泛的知識；他在一九七五年退休，其後的十三年出任本會總裁職位，期間致力協助本會拓展會員服務。

麥理覺以本會立法局代表身份服務多個政府委員會，並經常就公眾關注的問題發表意見。

他目前除擔任香港華人銀行副主席外，更兼任多間財務、貿易、保險、製造業公司的董事。

他已婚，有子女兩名。



### Murray, Simon

Born 1940. Nationality: British. As Group Managing Director of Hutchison Whampao Ltd, he heads one of Hong Kong's most diversified and successful groups. Based in Hong Kong, Hutchison is involved in property, container terminals, retailing, telecommunications and media and in energy. It is part of the Li Ka-shing group of companies which together account for about 11% of the

total capitalisation of the Hong Kong stock market. Overseas the

### 馬世民

生於一九四零年，英籍。現任和黃集團有限公司董事總經理；和黃集團是香港一間多元化的公司，業績極佳，總公司設於香港，從事的業務計有地產、貨櫃碼頭、零售、電訊、新聞、電力等，是李嘉誠集團公司的一部分，李氏旗下業務佔本港股市資本比重約百分之十一。和黃的海外業務遍及中國大陸、亞太區、北美洲和歐洲。馬世民在和黃集團兼任多個職位，包括聯營公司香港電燈有限公司主席、香港國際貨櫃碼頭有限公司主席、赫斯基石油公司聯合主席，後者是加拿大最大的私營燃油及煤氣公司，和黃在該公司佔有頗大權益。此外，他亦是東方海外(控股)有限公司董事。

曾任職機構：馬世民於一九八四年加入和黃前，曾在自己創辦的達文威投資公司任職董事總經理，該公司主要業務是為遠東區主

company has business interests in China, the Asia-Pacific, North America and Europe. Simon Murray holds a number of positions within the Hutchison Group. He is Chairman of associate, Hong Kong Electric Holdings; Chairman of Hong Kong International Terminals (HIT); and Co-Chairman of Husky Oil, one of Canada's largest privately-owned independent integrated oil and gas companies in which Hutchison owns a significant interest. He is a Director of Orient Overseas (International) Ltd.

Past positions: Before joining Hutchison Whampao in 1984, Simon Murray was Managing Director of his own company, Davenham Investments Ltd, an engineering consultancy firm representing and advising major international companies in the Far East. He came to Asia in 1966 to work for the Jardine Matheson Group. During 14 years with Jardines, Simon Murray held executive directorships in a number of Jardine companies. From 1973-75 he was based in London as a Director of Matheson & Co responsible for trading operations in Europe and liaison with Far East operations.

In the early 1960s, Simon Murray spent five years with the French Foreign Legion. His experiences with the Legion in Algeria are described in his best-selling book, "Legionnaire."

Professional and Community involvement: Besides being elected to the Chamber General Committee, Simon Murray is a Council member of the University of Hong Kong Business School and a member of the Executive Council of the Poon Kam Kai Institute of Management.

He is a member of the advisory council of the Hong Kong Red Cross and a member of the Board of Directors of the Community Chest of Hong Kong. Other charities in which he is involved include Save the Children Fund and The China Coast Community Association. Simon Murray has played a significant role in the preparation for political change in Hong Kong in the 1990s. In 1989 he was Chairman of Honour Hong Kong, a group of local business and professional organisations formed to maintain confidence in the Territory. He is also a trustee of the Anglo Hong Kong Trust, a private initiative formed in 1988 to foster good relations between Hong Kong, China and Britain.

Simon Murray is married with three children. He speaks Thai, French and German.

要跨國企業提供工程顧問服務。他在一九六六年到亞洲區工作，最初任職怡和集團，在怡和的十四年工作生涯中，歷任集團多間附屬公司的執行董事。一九七三至七五年，他調駐倫敦怡和公司，專責歐洲貿易及遠東區業務聯繫。

六十年代初期，馬世民曾於法國外籍軍團服役五年，並隨軍到阿爾及利亞執行任務，他把期間的經歷寫成一本名為《法國外籍軍團》的小說，這書成了他自己銷量最佳的著作。

專業及公共服務：除了獲選為香港總商會理事會理事外，他又擔任香港大學商學院諮詢委員會、潘錦佳管理學院執行委員會委員。

此外，他亦是香港公益金董事會董事、香港紅十字會諮詢委員會委員。他參與的其他慈善服務包括拯救兒童基金會、中國沿岸社區協會等。一九八九年，他出任 Honour Hong Kong 主席，該組織由一羣本地的工商及專業人士組成，旨在保持港人的信心。此外，他又是英港信托基金會信託人，該組織旨在促進中英港的關係。

馬世民已婚，有子女三名。除英語外，亦懂泰語、法語和德語。



**Selway-Swift, Paul E**

Executive Director of the Hong Kong and Shanghai Banking Corporation Ltd. He has responsibility for all Hongkong Bank's operations in Hong Kong and China. In Hong Kong this encompasses a retail network of 237 branches, seven Corporate Banking Centres and a large Treasury operation. The Bank in Hong Kong employs about 11,000 staff with a further 217 local staff in China

where it has five branches and four representative offices.

Paul Selway-Swift is a director of Wardley Ltd and also of the Hang Seng Bank Ltd, the Group's 62% owned commercial banking subsidiary. He is also a director of several public companies, including Cathay Pacific Airways Ltd, Hong Kong Electric Holdings Ltd and Hutchison Whampao Ltd. He is a director on the Asia Pacific Board of Visa International.

Paul Selway-Swift is Chairman of the Hong Kong Association

## 施偉富

香港上海滙豐銀行執行董事，專責銀行在中港兩地的一切業務運作。滙豐銀行在港設有二百三十七間分行、七間公司銀行中心和一個大型財資中心，僱用員工總數達一萬一千名；此外又在中國大陸設有五間分行和四間代表辦事處，僱用員工二百一十七名。

施偉富同時兼任獲多利有限公司及恆生銀行有限公司董事，滙豐銀行擁有恆生百分之六十二的權益。此外，他亦是多間公共公司的董事，其中包括國泰航空公司、香港電燈、和記黃埔、Visa 國際亞太區董事局成員。

他現時是香港銀行公會主席、香港特別行政區土地基金信託委員會委員、香港貿易發展局成員。



of Banks, a member of the Investment Committee of the Hong Kong Special Administrative Region Government Land Fund Trust and a member of the Hong Kong Trade Development Council.

### Sidney-Woollett, Ralph

Began work in the Hong Kong private sector in 1964 after serving in the British Army as a regular officer in the 10th Gurkha Rifles. Since 1966 managing director of his own general trading company doing business with 24 countries. Committee member of the Hong Kong Exporters' Association from 1964 until now. Chairman HKEA 1967 and 1984. Chamber representative for Member Companies 1967-72 and from 1988 to the present.



Trade Promotion: Chairman of the first joint Hong Kong Trade Development/ Hong Kong Exporters' Association trade mission to London in 1968. Founding chairman 1986 Hong Kong Gifts and Houseware Fair. Founding and Current Chairman Hong Kong Premium Shows 1991 and 1992. Executive Committee member of Coalition of Service Industries.

### 華利德

華利德曾在英軍服役，是曙喀兵團第十團正規隊員。一九六四年轉投香港私營機構工作。一九六六年，華利德創辦自己的貿易公司，並擔任公司董事總經理，與二十四個國家進行貿易。他自一九六四開始擔任香港出口商會委員會委員，並曾分別於一九六七年及一九八四年出任該會主席。他於一九六七至七二年及一九八八年至今出任本會理事會理事。

貿易推廣：一九六八年擔任香港貿易發展局和香港出口商會首個訪問倫敦代表團的聯合主席；一九八六年香港禮品及家庭用品展覽會第一屆籌委會主席；一九九一及九二年香港贈品展覽會籌委會主席；香港服務業聯盟執行委員會委員。

### Sutch, Peter D A

Chairman of the Swire Group in Hong Kong since June 1, 1992. Joined the Group in 1966 and since then has held various positions in the shipping and aviation fields. He was Managing Director of Cathay Pacific Airways from 1984 and Deputy Chairman of the Group from 1988.



Outside the Swire Group, Peter Sutch holds numerous appointments, including Board member of the Hong Kong and Shanghai Banking Corporation Ltd, The Community Chest of Hong Kong, Aviation Advisory Board, member of the Governor's Business Council, University of Hong Kong, Hong Kong Trade Development Council, etc.

### 薩秉達

一九九二年六月一日起出任太古集團主席。他在一九六六年加入太古集團，歷任船務及航空部門多個不同職位，一九八四年起出任國泰航空公司董事總經理，一九八八年成為國泰集團副主席。

他在太古集團以外參與的機構包括：香港上海滙豐銀行董事局；香港公益金；航空業諮詢委員會；總督商務委員會；香港大學；香港貿易發展局等等。

### Tien Pei-chun, James OBE, JP

Born: Jan 8, 1947. Nat: British. Educ: M Sc Chemical Engineering 1970 San Jose State University; B Sc Chemical Engineering, 1968 University of Illinois. Chairman and Managing Director Manhattan Garments (International) Ltd, Manhattan Properties Ltd.

Public Service: Chairman of Hong Kong Productivity Council; Hong Kong Director of the Asian Productivity Organisation; Member of the following Government Boards and Committees: Industry Development and Technology Council; Vocational

### 田北俊

生於一九四七年一月八日，英籍，教育背景：聖荷西大學理學碩士（一九七零年）；伊利諾大學理學士（一九六八年）。萬泰製衣（國際）有限公司及萬泰地產公司（譯名）董事長。

公共服務：香港生產力促進局主席；亞洲生產力組織；工業發展及科技委員會；香港職業訓練局；紡織業諮詢委員會；教育委員會；公共服務委員會；證券及期貨上訴委員會；香港教育學院臨時校董會。

Training Council; Textiles Advisory Board; Education Commission; Public Service Commission; Securities and Futures Appeals Panel; Provisional Governing Council of the Hong Kong Institute of Education.

Non-Government Boards and Committees: Chairman, Standing Committee on Textiles of the Federation of Hong Kong Industries; Chairman, Hong Kong Garment Manufacturers' Association; Vice Chairman, Textile Council of HK Ltd; Member, Garment Advisory Committee of the Hong Kong Trade Development Council.



服務的非政府組織包括：香港紡織業聯合有限公司常務委員會主席；香港製衣廠同業公會主席；紡織業委員會副主席；香港貿易發展局成衣業諮詢委員會委員。

### Tung Chee-chen



Vice Chairman of Orient Overseas International Ltd (OOIL) and Managing Director of Island Navigation Corporation International Ltd (INCL). As Vice Chairman of OOIL he is responsible for the formation and development of the Group's investment strategy. He joined the Board of Directors of OOIL in March, 1973 and became Vice Chairman in April, 1985. C C Tung is also Vice

Chairman of the Hong Kong Shipowners' Association, a member of the Port Development Board, the Port Welfare Committee and Chairman of the Merchant Navy Training Board of the Vocational Training Council.

### 董建成

香港郵船有限公司副主席，金山輪船國際有限公司董事總經理；作為香港郵船有限公司副主席，他的主要職責是製訂集團的投資策略。他在一九七三年三月加入香港郵船有限公司董事局，一九八三年獲委任為副主席。董氏目前亦是香港船東會副主席、港口發展局成員、港口福利委員會成員、香港職業訓練局海員訓練委員會主席。

### Alex L F Ye

Born in 1942 and raised in Shanghai. Graduated B Sc and M Sc from the Shanghai Fudan University.

In 1991 posted to Hong Kong as the Chief Executive of the Hong Kong-based Shanghai Desk. The Shanghai Desk is the result of a co-operation between the Shanghai Foreign Investment Commission and Arthur Anderson & Co. It provides services to existing enterprises in Shanghai and assists in promoting the flow of foreign investments into Shanghai.

From 1968-88 Alex Ye worked extensively in the electronics industry in Shanghai. In 1988 he was appointed Executive Vice Chairman of the then newly formed Shanghai Foreign Investment Commission, which has authority to approve major foreign investment projects.



### 葉龍蜚

一九四二年生於上海，於上海復旦大學取得物理學學士及碩士資格。

一九九一年，他調駐香港，出任“Shanghai Desk”的行政總裁；“Shanghai Desk”是香港安達信公司和上海外國投資委員會的一個合作項目。其業務是提供服務，幫助投資者到上海投資，並協助已經在上海投資的企業家解決困難和問題。

一九六八至八八年間，葉氏在上海電子業從事廣泛工作；一九八八年，他獲委為上海市外國投資委員會副主任，該會有權審批大型的外商投資項目。



The Hong Kong delegation with the Taiwan President. 香港代表團拜訪台灣總統

# Paul Cheng calls on Taiwan President, Premier

HKTBCC signs Memorandum of Understanding pledging further cooperation with Taipei counterpart

**A** 26-member delegation from the Hong Kong/Taipei Business Cooperation Committee (HKT-BCC), led by Chamber Chairman, Paul M F Cheng, paid courtesy calls on the Taiwan President, Lee Teng Hui, and the new Premier of the Executive Yuan, Lien Chan, during a two-day visit to Taiwan on May 2-3.

The courtesy calls officially endorsed the Chamber's work with Taiwan on trade and investment through the HKTBCC and its equally influential counterpart in the Taiwan, the Chinese Taipei/Hong Kong Business Cooperation Committee (CTHK-BCC). The work is now in its second year.

The two Committees signed a Memorandum of Understanding at the conclusion of their meeting, pledging further cooperation in the fields of manufacturing, banking and finance and in the service industries.

In the Memorandum:

- Hong Kong requested Taiwan to relax restrictions on products from the Territory and that Taiwan further open its investment and manufacturing markets to Hong Kong.

- Taiwan requested Hong Kong to ease restrictions on working permits issued to Taiwanese businessmen working in Hong Kong and that the length of stay for Taiwanese visitors be extended.

The HKTBCC delegation was warmly received by its counterpart, the CTHKBCC.

The second joint meeting was opened in the Taipei World Trade Centre by Paul Cheng and Hsui Sheng-fa, chairman of the CTHKBCC.

The objective of the joint meeting (twice annually, once each in Taiwan and in Hong Kong) is to enhance understanding between Hong Kong and Taiwan businessmen of the prospects for developing



Paul Cheng presents a souvenir to the Chinese Taipei Business Cooperation Chairman and distinguished businessman, Hsui Sheng Fa.

鄭明訓向中華台北香港經貿合作委員會主任委員許勝發致送紀念品

trade and investment in Hong Kong, Taiwan, Southern China and other Asia countries.

Keynote speakers included Vincent Siew, Chairman of the Taiwan Council for Economic Planning and Development and J P Lee, deputy HKTBCC delegation



The two Business Cooperation leaders exchange the Memorandum of Understanding they have just signed.  
兩經貿合作委員會首腦交換〈合作協議備忘錄〉



The theme was future economic cooperation in Paul Cheng's keynote speech.  
鄭明訓的演說主題是未來經濟合作



J P Lee (left), convener of the Working Group on Banking and Finance, raises issues affecting the Hong Kong financial sector in doing business with Taiwan.  
金融銀行業工作小組召集人李澤培(左)談到影響香港金融界與台灣商人合作的問題



Paul Cheng thanks Ms Yip from the Mainland Affairs Council who hosted a luncheon for the Hong Kong delegation.  
鄭明訓向設宴款待香港代表團的台灣大陸委員會代表葉金鳳致謝



Hong Kong delegates attended a banquet hosted by the Chinese National Federation of Industries after the second joint meeting.  
第二屆聯席會議結束後，中華民國全國工業總會宴請港方代表



The delegation poses with the new Taiwan Premier. 代表團與新任行政院院長合攝

## 港台經貿委聯席會議

港台北經貿合作委員會與台灣對口組織簽署《合作協議備忘錄》，致力加強雙方合作

**香** 香港台北經貿合作委員會二十六人代表團在本會主席**鄭明訓**的率領下，於五月二日至三日訪問台灣，期間禮貌性拜訪台灣總統**李登輝**和新任行政院院長**連戰**。

本會轄下的香港台北經貿合作委員會和台灣極具影響力的中華台北香港經貿合作委員會攜手致力促進港台貿易及投資，兩位政要對此表示支持。兩會的工作已邁進第二年。

兩委員會在聯席會議進入尾聲的時候，共同簽署了一份《合作協議備忘錄》，矢言在製造業、金融銀行業和服務業方面加強合作。

《合作協議備忘錄》內容主要包括：

- 港方要求台方放寬香港輸往台灣產品的限制，並且加速開放市場予香港投資業與製造業；

- 台方要求港方放寬簽發工作許可證予在港工作的台灣商人，並且延長台灣旅客在港的逗留時限。

代表團受到對口組織中華台北香港經貿合作委員會的熱誠接待。

第二屆聯席會議假座台北世貿中心舉行，會議揭幕儀式由鄭明訓及中華台北香港經貿合作委員會主任委員**許勝發**聯合主持。

聯席會議（每年兩次，分別在台灣和香港舉行）的目標，是加強港台兩地商人的瞭解，以便日後攜手拓展香港、台灣、華南和其他亞洲國家的貿易和投資。

會議的主講嘉賓包括台灣經濟建設委員會主任委員**蕭萬長**、港方代表團副團長（力寶集團董事）**李澤培**。

此外，聯席會議又討論台灣的貿易和投資政策，以及在中國的投資經驗。會議舉行期間，三個聯合作小組分別舉行研討環節，討論兩地在製造業、銀行金融業和服務業的合作前景。

截至一九九二年底，港台兩地全年雙邊貿易大幅增至接近一千二百億港元。台灣是香港第四大貿易夥伴，而香港則是台灣的第二大出口市場。 ■

leader and a director of the Lippo Group in Hong Kong.

The joint meeting also discussed trade and investment policies in Taiwan and investment experiences in China. The working groups held concurrent sessions on the prospects for future cooperation in the fields of manufacturing, banking and finance and investment.

Two-way trade between Hong Kong and Taiwan expanded to almost HKD120 billion at the end of 1992.

Taiwan is Hong Kong's fourth largest trading partner and Hong Kong is Taiwan's second largest export market. ■

# DIARY DATES

## LUNCHES AND SEMINARS FOR MEMBERS

Although we're now officially into summer and approaching the time when many people take long leave, there's still plenty of Chamber activities for members to attend in order to expand their business contacts and opportunities, as well as gain up-to-date information on topics of general or specific interest. During the first part of this year, we made a concerted effort to widen the variety of speakers and issues they address, especially at our Roundtable luncheons. Some of our most successful Roundtables and seminars, have dealt with topical issues that directly relate to the efficient operation of many of our members' day-to-day business operations and we intend to continue this type of programming. We are, therefore, always receptive to ideas on current issues and affairs, as well as good presenters, for Chamber functions and welcome suggestions from members. To "point you in the right direction", the following (and their responsibilities) would be glad to hear suggestions from members:

**Y S Cheung: 823 1233**  
Assistant Director/Industrial & Corporate Affairs:  
HUMAN RESOURCES/INDUSTRIAL  
/MEMBERSHIP

**Ian Perkin: 823 1242**  
Chief Economist (Assistant Director)/Local  
Affairs & Economics  
HOME AFFAIRS/LEGAL/TAXATION/ECONOMIC  
POLICY & RESEARCH

**Sidney Fung: 823 1267**  
Assistant Director/International Affairs:  
AREA TRADE COMMITTEES/SHIPPING/HONG  
KONG INTERNATIONAL/SUPPORT TO PRC  
PROJECTS/PACIFIC BASIN ECONOMIC  
COUNCIL/HONG KONG-TAIPEI BUSINESS  
COOPERATION COMMITTEE

**W K Chan: 823 1294**  
Assistant Director/Service Industries Division  
(The Hong Kong Coalition of Service Industries  
and The Hong Kong Franchise Association):  
INFRASTRUCTURE PROJECTS/INFORMATION  
SERVICES/TRANSPORT & DISTRIBUTION  
SERVICES/TRAVEL & HOSPITAL  
SERVICES/PROFESSIONAL SERVICES/FINANCIAL  
SERVICES

# Chamber Forecast

Date	Time	Events and Meetings
June 7	12.30 pm	CHAMBER ROUNDTABLE: Ian Watson, HongKong Bank; "Risks in Negotiating Export LC's".
June 7-16		CHAMBER: Mission to Vietnam
June 8	11.30 am	CHAMBER: Asia Committee Meeting
June 8-9		CHAMBER/HKFA: Franchising Conference and Workshop in Guangzhou
June 10	10.30 am	CHAMBER: Receiving delegation from Flanders, Belgium.
June 10	12.30 pm	CHAMBER ROUNDTABLE" Professor Liu Chu "New Foreign Investment Challenges in the PRC."
June 14-17		CHAMBER: Mission to Pearl River Delta
June 15	6.45 pm	CHAMBER: Directors' Dinner Seminar; "Strategic Management in the 1990's": The Overseas Bankers Club
June 16	3.15 pm	HKCSI: Transport/Distribution Services Committee Meeting
June 16	4.30 pm	HKCSI: Executive Committee Meeting
June 17	11.00 am	CHAMBER: Seminar on Belasis Hall Technology Park in UK; lunch at The Conrad
June 17	6.00 pm	CHAMBER: Reception for prospective members: The Hong Kong Club
June 22	4.30 pm	CHAMBER: Small & Medium Enterprises Committee Meeting
June 23	10.00 am	CHAMBER: Industrial Visit to Castle Peak Power Station
June 23	10.30 am	HKTBC: Taiwan Trade & Investment Workshop and Lunch
June 26	3.00 pm	CHAMBER: Receiving delegation from Chile
June 28	4.00 pm	CHAMBER: Environment Committee Meeting
June 30	11.00 am	CHAMBER: Europe Committee Meeting
June 30	12.30 pm	CHAMBER ROUNDTABLE: Roy Delbyck, Baker & McKenzie: Implications of the recent US legal ruling on US duties/Nissho Iwai Case.
July 1-10	6.30-9.30 pm	CHAMBER: Professional Sales Training
July 2	12.30 pm	CHAMBER: Pan-Africa Committee Luncheon Meeting
July 2	4.00 pm	CHAMBER: Human Resources Committee Meeting
July 5	10.30 am	CHAMBER: Receiving delegation from Moscow Training Centre
July 5	12.30 pm	CHAMBER ROUNDTABLE: "How discrepancies occur in LC operations."
July 7	12.30 pm	CHAMBER ROUNDTABLE: Dr Nicholas Miles, of Gilmore Hankey Kirke, reports on Industry Environmental report and recommendations.
July 8	11.00 am	CHAMBER: China Committee Meeting
July 22	2.30 pm	CHAMBER: Shipping Committee Meeting
July 28	5.00 pm	CHAMBER: Membership Committee Meeting

## THE CHAMBER IN ACTION



### 本會動態 月內活動回顧

一九九三年度周年會員大會已於四月二十七日順利舉行，出席周年會員大會的獲授權代表共一百三十位，另有二十六位投票委任書持有人代表一千零三十四位會員投票。此外，一百二十四位會員選擇以郵遞投票方式投票。

五月五日，南京市市長王榮炳應邀於本會舉辦的午餐會上致辭，講述南京市的發展和工商機會。是次活動參加者反應熱烈，出席的嘉賓超過三百位。

### 委員會動態

#### 會員關係及活動籌劃委員會

委員會於四月二十九日舉行會議，討論如何跟進去年會員招募運動中曾表示有意加入本會的回覆和今年新的招募策略。

月內共有四十三位會員加入。本會目前的會員數字為三千四百四十七。

#### 環境委員會

委員會於五月四日舉行會議，研究港府的環

### Brigadier Ian Christie Reports

#### INDUSTRIAL AND CORPORATE AFFAIRS DIVISION

##### HIGHLIGHTS

The 1993 Annual General Meeting was successfully held on 27 April. 130 members attended the Meeting by their authorised representatives. 26 proxy holders appointed by 1,034 members also attended and voted. 124 members elected to vote by post under the new procedures.

A luncheon was organised on 5 May in honour of Mr Wang Rong-bing, the Mayor of Nanjing, and members of his delegation. The Mayor delivered a speech on "Nanjing-Progress towards a Merger between an Ancient Capital and a Modern Metropolis". The event was well subscribed with over 300 participants.

##### COMMITTEES

#### Membership Committee

The Committee met on 28 April to discuss the follow-up action for the 1992 recruitment "Yes" replies and new recruitment strategy for 1993. 43 new members

joined the Chamber during the month. Membership stood at 3,447.

#### Environment Committee

The Committee met on 4 May to consider the Government's Environment White Paper, the Committee's position paper on a charging system for sewage disposal and the formation of a vehicle emissions working group.

#### Human Resources Committee

The Committee met on 6 May. It was agreed that the LAB should be alerted to the Committee's concerns on the impact of the proposal to remove the 12 months' wage ceiling on severance payment and long service payment under the Employment Ordinance. It was also agreed to meet with the Confederation of Trade Unions on Labour Disputes Legislation.

#### Small & Medium Enterprises Committee

The Committee met on 11 May. Mr Denis Lee and Mr James Sutherland were re-elected as the Chairman and Vice-Chairman respectively.

#### Industrial Affairs and Textiles Committees

The meeting was held on 11 May. The

## Visit by ME Chambers

A seven-member delegation comprising the chiefs-of-staff of the Chambers of Commerce in the Middle East visited the Chamber on 6 March. The delegates were visiting Hong Kong as guests of Cathay Pacific Airways and the Hong Kong Trade Development Council.

### 中東商會

由中東多個商會首腦組成的七人代表團於三月六日訪問本會。代表團此行是應國泰航空公司和香港貿易發展局的邀請來港訪問。



Brig. Ian Christie in discussion with members of the delegation.

新仕德准將與代表團進行討論

# Governor's annual visit to the Chamber

**T**he Governor, Chris Patten, with his Information Spokesman, Mike Hansen, visited the Chamber on May 10. It was the Governor's customary visit in which he made his usual annual off-the-record address to General Committee members and members of the Chamber's Council. The Chamber Chairman, Paul M F Cheng, was in the chair.

Afterwards, the Governor with Paul Cheng and Chamber Director, Brig Ian Christie, inspected the Chamber's premises and met some members of the Chamber staff.

## 港督光臨本會

五月十日，港督彭定康及其新聞發言人韓新到訪。傳統上港督每年均會訪問本會，向理事會和諮議會發表非正式演說；今年的會議由本會主席鄭明訓主持。

會議結束後，港督在鄭明訓、本會總裁祈仕德准將陪同下參觀本會辦事處，並與部分職員會面。



**The well-attended meeting.**  
出席會議的會員人數甚眾



**The Governor replies to a questioner after his off-the-record address.**  
港督發表非正式演說後回答與會者的問題



**Staff at work.**  
本會職員正埋首工作





**The Governor is invited to inspect the Chamber premises and meet the staff.**

港督應邀參觀本會辦事處，並與部分職員會面



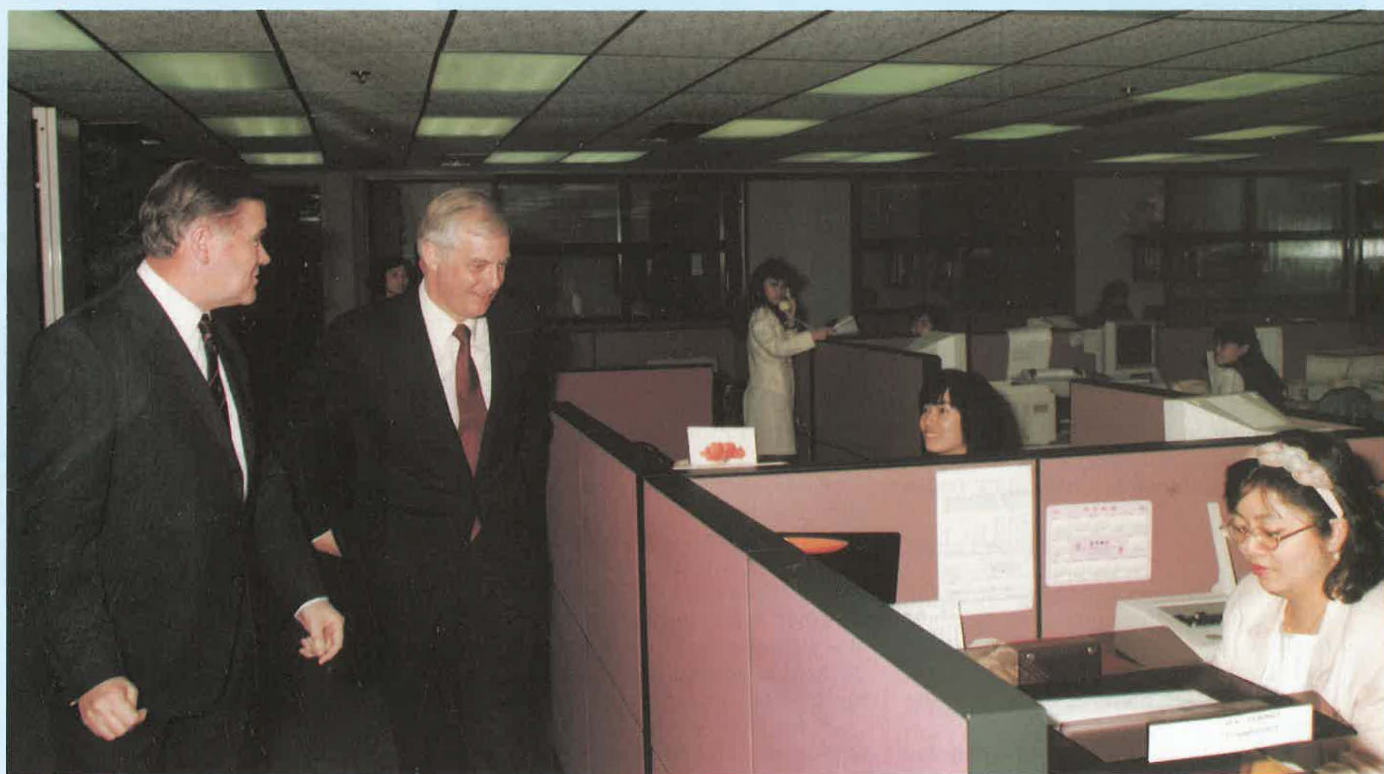
**The Governor talks with Chief Economist, Ian Perkin.**

港督與本會首席經濟學家洗柏堅交談



**The Governor greets Manager of Public Relations, Ms Josephine Mayfield.**

港督與本會公共關係經理梅鳳德會面





The well-attended meeting. 出席會議的會員人數甚眾

## Buying mission from Russia

The Chamber welcomed on 23 April a buying mission from Russia, arranged by the East Europe Business Association in Hong Kong. Members of the mission briefed Chamber members who attended on the Russian market and answered questions about how to trade with Russia.

### 俄羅斯採購團

俄羅斯採購團於四月二十三日到訪，他們此行由香港東歐商業協會安排。採購團成員向會員講述俄羅斯市場最新情況，並解釋與俄羅斯進行貿易須知。



Chamber Director, Brig Ian Christie, welcomes the Russians.

本會總裁祈仕德准將接待俄羅斯採購團

two Committees endorsed the proposal of organising a Textile & Garment Technology Seminar in September, reviewed the Committee's past and future activities, and discussed quality certification issues in China.

### EVENTS

- A Cocktail reception hosted by the Chairman for active committee members to show the Chamber's appreciation of their contribution was held on 19 April. 120 committee members attended the function.

- The Chamber organised a half-day

Seminar on "Database for Garment Company" on 26 April. Speakers were from Information Processing Consultants Ltd and IBM.

- Mr Alfred Shum of Ernst & Young addressed members on "The Tax Implication for Manufacturing Ventures in PRC" on 26 April, with 25 participants.

- Dr Townsend, CEO of the Provisional Airport Authority, was the guest speaker at a well-attended Chamber luncheon on 29 April to address on the progress of the replacement airport project.

- Ms Clarina Man of Bank of China spoke on "The Recent Trend of RMB

境白皮書和委員會就污水排放系統所擬定的立場書，並且討論成立汽車廢氣排放工作小組事宜。

### 人力資源委員會

委員會於五月六日召開會議，與會者認為應向勞工顧問委員會反映意見，表達本會對根據《僱傭條例》取消十二個月遣散費和長期服務金上限的關注。與會者又贊成與香港職工會聯盟舉行會議，就勞資糾紛法例進行討論。

### 中小型企業委員會

委員會於五月十一日舉行會議，會上，李榮鈞、詹瑞能分別聯正、副主席。

### 聯席會議

五月十一日，工業事務委員會和紡織業委員會舉行聯席會議，會上通過在今年九月籌辦紡織及成衣技術研討會的建議。此外，委員會又檢討以往活動，並討論中國簽發品質證明書事宜。

### 重要事項回顧

- 本會主席於四月十九日舉行酒會，以表揚活躍參與委員會會務的會員，出席是次活動的委員會成員共一百二十位。
- 本會於四月二十六日舉辦一個為時半天的研討會，主題是《成衣公司的數據庫》，講者分別來自資訊處理顧問有限公司和萬國商業機器有限公司。
- 四月二十六日，安永會計師事務所代表沈玉文主持一個圓桌午餐會，討論國內廠商所面對的稅務問題。當日出席的會員共二十五位。
- 四月二十九日，臨時機場管理局行政總監亨利安遜博士應邀擔任本會午餐會的主講嘉賓，講述新機場工程的進展，當日出席的會員人數甚眾。
- 五月六日，中國銀行代表文曉鈴應邀在本會舉辦的圓桌午餐會上發表演說，主題是《人民幣近期走勢及其對港商在內地的投資有何影響》，當日出席的會員共三十四位。
- 五月十日，香港上海滙豐銀行代表沃森應邀擔任圓桌午餐會的主講嘉賓，他的講題是《洽談出口信用證的風險》，參加者共三十四位。鑑於向隅者眾，沃森同意於六月七日再就同一主題發表演說。
- 五月十一日，本會舉辦一個以廣東話進行的迎新座談會，出席的新會員共二十二位。
- 本會與英國文化協會合辦的有效英文寫作課程已於四月展開。

### 國際事務部

#### 重要事項回顧

香港台北經貿合作委員會和中華台北香港經貿合作委員會第二屆聯席會議已於五月三日在台灣舉行，與會代表共二百位，其中包括香港總商會暨香港台北經貿合作委員會主席鄭明訓及來自港方的二十六位代表。聯席會議舉行期間，服務業、金融銀行業和製造業工作小組分別召開會議。聯席會議結束前，兩委員會簽署《合作協議備忘錄》，致力加強彼此合作。第三屆聯席會議訂於一九九三年十一月一日在香港舉行。港方代表團訪台期間，先後獲得台灣總統李登輝、行政院院長連戰接見。

### 委員會動態

四月二十七日，非洲委員會和阿拉伯委員會舉行聯席會議，與會者原則上贊成兩委員會合併，並決定在周年會員大會後選出主席及副主席。

五月六日，本會總裁在多位行政人員的陪同下接待分別來自利雅得、巴林、卡塔爾、杜拜、阿曼、達曼、舍爾杰等地的商會代表。

### 美洲委員會

月內接待的訪客計有：

- 烏拉圭財政部外貿處東南亞貿易特別顧問費爾南德斯(四月十四日)；
- 南加州香港協會八人代表團，團長是該會主席陳文正(四月十五日)；
- 哥倫比亞三十五人代表團，團長是該國外貿部長桑托斯(四月二十六日)；
- 肯得商會主席伯比、博格特(四月十九日)；
- 墨西哥塔毛利帕斯州州長勒馬、美國德薩斯州哈靈根市市長洛佩斯(四月二十九日)；
- 墨西哥坦納商會主席利蒙、皮革及鞋履業供應商協會主席恩里克斯(四月二十九日)；
- 委內瑞拉新任駐港副領事杜菲(五月三日)。

本會於五月十一日假座香港萬豪酒店為到訪的加港商業協會代表團舉行午餐會議；代表團團長是該會全國主席阿蘭森。

本會決定與香港貿易發展局合組商團訪問哥倫比亞、智利和巴拿馬。

### 中國委員會

委員會周年訪京代表團一行二十人在主席羅素的率領下於四月二十八日至五月一日訪問北京，代表團此行獲得中國對外貿易經濟合作部協助安排。訪京期間，代表團拜會副總理李嵐清、交通部部長黃振東、對外貿易經濟合作部副部長佟志廣及多位政府高層官員。

委員會於五月十二日召開會議，會上，羅素、董建成分別蟬聯主席和副主席。與會



The meeting with the Tunisians.

本會與突尼西亞代表團舉行會議



Salah Hannachi (left) puts Tunisia's case.

哈南奇(左)講述突尼西亞的投資環境

## Tunisia seeks investment

Salah Hannachi, the Tunisian Minister for International Cooperation and Foreign Investment, led a delegation that was received on 8 April by the Chamber Director, Brig Ian Christie, interested members and Chamber executives. The Tunisian Minister briefed Chamber executives and Chamber members on the investment environment.

### 突尼西亞尋求投資

四月八日，突尼西亞國際合作及外國投資部長哈南奇率領代表團到訪，本會總裁祈仕德准將聯同多位會員及行政人員予以接待。突尼西亞部長於會上介紹該國的投資環境。

and their Effects on Hong Kong's Investments in China" on 6 May, with 34 participants.

- Mr Ian Watson of the Hong Kong Bank addressed members at a roundtable luncheon on "Risks in Negotiating Export LCs" on 10 May, with 34 participants. The topic was so popular that Mr Watson agreed to repeat his talk on 7 June.

- 22 members attended a New Members' Briefing session in Cantonese on 11 May.

- The Efficient English Writing courses jointly organised with the British Council started in April.

### Retirement Fund Trustee

The Trustees met on 19 April to review the performance of the fund managers, to consider the impacts of the ORSO on the fund, and to appoint the Second Vice-

Chairman as an ex-officio member of the Board of Trustees.

### Administration

The on-going improvement exercise on in-house administration led to the procurement of an easily operated copy-printer, which would simplify operation procedures and improve working environment. Visa card payment will be accepted for members' bookings of Chamber events.

### Trade Enquiries

1,664 trade enquiries were handled, of which 927 were from TDC. 46 business visitors were received, to whom 625 business contacts were provided.

### Trade Statistics

The Hong Kong Overall Merchandise



From left: Nat Lopez, Governor Lerma and C L Kung, chairman of the Central and South American Committee of the Chamber, who was in the chair.

左起：洛佩斯、州長勒馬、中南美洲委員會主席龔甲龍

## Promoting Tamaulipas

The Governor of the Mexican State of Tamaulipas, Manuel Carazos Lerma and the City Commissioner of Harlingen, in the neighbouring US State of Texas, Nat Lopez, visited the Chamber on 29 April. They were promoting their respective State and City interests and explained how Harlingen acted as a gateway for Tamaulipas to the US.

## 塔毛利帕斯訪客

四月二十九日，墨西哥塔毛利帕斯州州長勒馬、美國德薩斯州哈靈根市市長洛佩斯到訪，他們此行旨在推廣所屬州市的貿易，並且解釋哈靈根市如何利用塔毛利帕斯州作為通往美國的門檻。



Ms Andrea Fong between Dr W K Chan, Chamber Assistant Director of Service Industries and Ms Charlotte Chow, manager of the Franchise Association.

本會服務業部助理總裁陳偉羣博士、房萃儀(中)、香港特許專營權協會經理周育珍

## Franchise roundtable

Ms Andrea Fong, of Wilkinson and Grist, conducted in Cantonese on 5 May the first of a series of roundtable luncheons on "Franchise Agreement - Important Issues to Local Franchisees." The luncheon was oversubscribed with a small waiting list. Two more roundtable luncheons were scheduled for 18 May and 1 June.

## 特許經營圓桌午餐會

高露雲律師行代表房萃儀以廣東話在首個特許經營圓桌午餐會發表演說，主題是《與本地特許專營權受讓人息息相關的重要問題》。午餐會參加人數十分踴躍，另外兩個類似的圓桌午餐會將於五月十八日及六月一日舉行。

者又討論訪京一行的成果及日後委員會活動計劃。

五月十二日會議舉行前，委員會接待了一個由中國國家計劃委員會中小企業對外合作協調辦公室成員組成的十一人代表團，會員與眾位訪客就中國中小企業合作機會交換意見。

此外，委員會又接待了來自連雲港市的代表團。代表團一行八人，團長是該市常務副市長高有為。

## 歐洲委員會

月內本會接待的訪客計有：

- 由東歐商業協會統籌的俄羅斯採購團(四月二十三日)；
- 馬德拉發展公司高級經理弗蘭卡(四月二十八日)。

## 東北亞洲委員會

五月六日，大阪商工會議所國際部副經理麻野長二到訪，與本會討論國際商業峯會的事宜，該峯會是「全球商業機會會議 93」的項目之一。

鑑於反應未如理想，原訂於五月二十六日至六月一日舉行的南韓訪問活動暫時押後。

## 南亞洲委員會

月內接待的訪客包括南澳洲工商總會主席弗賴伊、總經理湯普森等。

委員會正為訪越代表團積極安排，是次訪問的城市包括河內、峴港、胡志明市等，期間將會晤有關城市的政府及貿易組織代表。

## 香港國際委員會

委員會公共關係工作小組於四月十九日舉行第三次會議，決定影視宣傳資料的終稿。

四月十九日，英國工黨議員布雷博士伉儷與本會代表舉行會議，地點是英之傑集團會議室。布雷博士聽取會員講述港督的政改建議及中英關係發展。

## 太平洋地區經濟理事會

委員會於五月十日舉行會議，討論國際周年會員大會事宜。太平洋地區經濟理事會香港委員會主席蘇海文博士將率領十四人代表團前往漢城參加會議。

## 本地及經濟事務部

月內該部負責的委員會並無舉行會議，但忙於進行各項研究及與本地官員和到訪的代表團會晤。助理總裁／首席經濟學家應邁向人事管理學會、香港城市理工學院、亞洲學會等組織發表演說。



Trade for January 1993 has been published and distributed.

## INTERNATIONAL AFFAIRS DIVISION

### HIGHLIGHTS

The Second Joint Meeting of the HKTBCC and CTHKBCC was held in Taiwan on 3 May. 200 delegates attended the meeting, including Mr Paul Cheng, Chairman of the HKGCC and the HKTBCC, who led a 26-member delegation from Hong Kong. Working Group Meetings of the Services, Banking and Finance, and the Manufacturing Sectors were conducted over the period of the Joint Meeting. A Memorandum of Understanding was also signed to foster further cooperation between the Hong Kong and Taipei Committees. The Third Joint Meeting will be held in Hong Kong on 1 November 1993. Whilst in Taipei, members of the Hong Kong delegation were received by the President of Taiwan, Mr Lee Teng-hui, and the Prime Minister of Taiwan's Executive Yuan, Mr Lien Chan.

### COMMITTEES

#### Africa and Arab Committees

A joint Meeting of the Africa and Arab Committees was held on 27 April. Members agreed in principle to merge the two committees and to elect a new Chairman and Vice-Chairman after the Chamber's Annual General Meeting.

On 6 May, the Chamber Director and Executives received seven VIP guests representing the Chambers of Commerce of Riyadh, Bahrain, Qatar, Dubai, Oman, Dammam and Sharjah.

#### Americas Committee

The following visitors were received for the month:

- Mr Juan Manuel Fernandez, Special Consultant for South East Asian Trade from the Foreign Trade Department of the

The Colombian businessmen accompanying the Foreign Trade Minister.

陪同外貿部長訪港的哥倫比亞商人

## Big Colombian delegation

Juan Manuel Santos, Colombian Minister of Foreign Trade, visited the Chamber on 26 April, with a big delegation of 35 Colombian businessmen, looking for more trade with the Far East. The Minister said economic development undertaken by successive government administrations in Colombia had produced continuous record economic growth.

### 哥倫比亞代表團

四月二十六日，哥倫比亞外貿部長桑托斯率領三十五人代表團到訪，代表團成員全是有意尋找遠東區貿易夥伴的商人。這位外貿部長稱，哥倫比亞政府致力經濟發展，並取得持續的經濟增長。



Minister Santos addressing interested Chamber members. C L Kung, chairman of the Central and South American Committee was in the chair.

外貿部長桑托斯向會員致辭。主持是次會議的，是本會中南美洲委員會主席龔甲龍

## 服務業部

### 香港服務業聯盟

執行委員會於四月二十一日舉行會議，討論各委員會的工作進展。與會者歡迎零售管理協會主席湯俊傑和前任運輸／分發服務委員會主席高鑑泉加入。

數據統計委員會於四月二十三日召開會議，會上選出郭國全為主席。此外，委員會又與政府統計處舉行會議，討論有關製訂香港的本地生產總值數據的事宜。

四月二十三日，財政服務委員會成員與金融及經濟司簡德倫舉行會議及共進午餐。

服務業聯盟於五月四日舉辦鐵路發展研討會，參加者多達一百七十人。研討會講者包括運輸司梁文建、路政署高級工程師麥齊光、九廣鐵路主席夏啟宏。參加者普遍同意有需要增加直通客貨運火車往返中港兩地。

五月七日，聯盟舉辦圓桌午餐會，主題是商標條例法律改革，主講嘉賓計有知識產權署副署長韋德詩、助理署長柏偉文、高級律師鄭張德秀等。

### 香港特許專營權協會

國際特許專營權博覽會



The luncheon scene. 午餐會一景



From left: Director Brig Ian Christie, Robert Dorfman, Philip Allanson and Stephen Iu.

左起：本會總裁靳仕德准將、本會北美洲委員會主席杜羅弼、阿蘭森(正在發言者)、史提芬·余

## HK-Canada Business Assn 港加商業協會

Robert Dorfman, Chairman of the North American Committee, was the Chamber's host at a luncheon on May 11 for the 22 members of a visiting group from the Hong Kong-Canada Business Association led by National Chairman, Philip Allanson. Chamber members briefed the Canadians on economic developments between Hong Kong and Southern China. They were in Hong Kong for their annual national board meeting.

五月十一日，本會北美洲委員會主席杜羅弼為到訪的港加商業協會代表團舉行午餐會，代表團一行二十二名，團長是該會全國委員會主席阿蘭森。本會向代表團介紹香港與華南兩地的經濟發展情況。代表團此行主要是參加周年全國委員會會議。

香港特許專營權協會、香港生產力促進局、美國商務部駐港辦事處合組三十六人代表團參加於四月二十二日至二十九日在華盛頓舉行的國際特許專營權博覽會，博覽會參展商為數超過三百位。協會是博覽會上唯一的香港參展機構，所設的攤位成績甚佳。多位港方代表表現正洽談引進特許專營權事宜。

### 商務圓桌午餐會

協會的特許專營權圓桌午餐會系列於五月五日正式展開，當日的午餐會以廣東話進行，主題是「與本地特許專營權受讓人息息相關的重要問題」，參加者反應十分熱烈。另外兩個圓桌午餐會分別訂於五月十八日和六月一日舉行。

### 廣州中國特許經營投資會議

這個會議將於六月八日至九日在廣州舉行，有關籌備工作現正密鑼緊鼓地進行。協會邀請特許專營權轉讓人和受讓人主持投資座談會，向中港投資者進行業務推介，參加者亦可利用這次機會與中國工商界建立聯繫。截至五月中，已確定的座談會共四個，涉及特許專營權七項。

### 諮詢

協會的諮詢服務獲得公眾人士充份利用。■

Ministry of Finance of Uruguay, on 14 April.

- A delegation of eight from the Hong Kong Association of Southern California, led by its President, Mr Joseph Chan, on 15 April.

- A group of thirty-five delegates from Colombia, led by Mr Juan Manuel Santos, Colombian Minister of Foreign Trade, on 26 April.

- Mr Stephen J Burpee, President of Kent Chamber of Commerce, and Mr Christine Borgert, Associate of TRADEC, on 19 April.

- Dr Leonardo Chapela C, Technical Adviser of Unidad De Desincorporacion, Mexico, on 27 April.

- The Governor of the State of Tamaulipas, Mexico, Mr Manuel Cavazos Lerma, and the City Commissioner of Harlingen, Texas, Mr Nat Lopez, on 29 April.

- Mr C P Jose de Jesus Carpio Limon, President of the Tanner Chamber of Commerce in Mexico, and Lic Alejandro Castro Enriquez, President of the National Association of Suppliers for the Leather and Footwear Industries in Mexico, on 29 April.

- The newly-appointed Vice-Consul of Venezuela, Mrs Graciela Duffy, on 3 May.

The Chamber hosted a luncheon meeting at the JW Marriott Hotel for a delegation from the Canada-Hong Kong Business Association, led by Mr Philip Allanson, National Chairman of the Association, on 11 May.

An agreement was reached on 12 May whereby the Chamber would co-sponsor a Business Mission to Colombia, Chile and Panama with the TDC.

### China Committee

The annual China Committee Delegation to Beijing, under the sponsorship of the Chinese Ministry of Foreign Trade and Economic Cooperation (MOFTEC), visited the Chinese capital from 28 April to 1 May. The Chairman of the Committee, Mr Anthony Russell, headed the delegation comprising 20 Committee members. Delegates met with Vice Premier, Li Lan Qing; Minister of Communications, Mr Huang Zhen Dong; Vice Minister of MOFTEC, Mr Tong Zhi Guang; as well as several other senior government officials.

The China Committee met on 12 May during which Mr Anthony Russell and Mr C C Tung were re-elected Chairman and Vice-Chairman.

Members also discussed the results of the Beijing visit as well as plans for further Committee activities.

Prior to the meeting on 12 May, members received an 11-member delegation organised by the Coordinating Centre for Business Cooperation of China of the



The meeting in the Incape boardroom. 會議假座英之傑太平洋有限公司會議室舉行

## Dr Jeremy Bray visits

**D**r Jeremy Bray, Hong Kong-born brother of retired Hong Kong Home Secretary, Dennis Bray, and a Labour MP in the British House of Commons for many years met Hong Kong International Committee chairman, Paul M F Cheng on 19 April together with several Hong Kong Ambassadors members of the HKI Committee. Dr Bray was accompanied by his wife, Elizabeth.

HKI and its ambassadors are dedicated to promoting and protecting Hong Kong's reputation and trade in the transition to 1997. Dr Bray emphasised the importance of upgrading Hong Kong Kong technologically by funding research and scientific development.

The HKI, during May, had its third meeting to finalise the script of its presentation kit. The Public Relations Manager of the Chamber, Ms Josephine Mayfield, is revising some of the presentation points. One of the objectives of HKI in 1993 is to expand the role of the ambassadors to speak at the tertiary educational institutes and thus improve the confidence of university undergraduates in their future. Ms Tina Cheng, secretary of HKI, has been busy lining up speaking engagements for the ambassadors. Another objective is to contact overseas journalists visiting Hong Kong and to arrange interviews for them with HKI ambassadors so that the HKI's message can be disseminated abroad. Tina Cheng is arranging these interviews through Mark Pinkstone, who is in charge of the Overseas Section of the Government Information Department.

### 英國工黨議員

四月十九日，英國眾議院資深工黨議員布雷博士伉儷與香港國際委員會主席鄭明訓及數位「香港大使」會面。



Mrs Elizabeth Bray and her husband Dr Jeremy Bray.

布雷博士伉儷

香港國際委員會及「香港大使」致力促進和維護香港的聲譽及貿易。

布雷博士強調必須資助研究及科技發展，提高香港的科技水平。

五月間，香港國際委員會舉行第三次公共關係工作小組會議，會上討論了影視宣傳資料的終稿。本會公共關係經理梅鳳德日前正修訂部分資料。

委員會今年的目標之一，是增加「香港大使」在本港專上學院及大學演說的次數，希望有助增強大學生對香港前途的信心。委員會秘書鄭慧瑩一直忙於為大使們安排演說機會。

其次，委員會希望接觸訪港的新聞從業員，並安排「香港大使」與他們會面，藉此把香港國際委員會的訊息帶往海外國家。鄭慧瑩透過港府新聞署海外公關組主管彭I.敦作出此等安排。

## Franchise delegation

Thirty six members of the Hong Kong Franchise Association went as a delegation to the International Franchise Expo in Washington DC from 22-29 April.

### 特許專營權博覽會

香港特許專營權協會三十六人代表團於四月二十二日至二十九日參加在華盛頓舉行的國際特許專營權博覽會。



Group picture of the Hong Kong delegation.

香港代表團全體合照



The group visits a franchised printing operation. Ms Charlotte Chow (centre), manager of the HKFA.

代表團參觀一家特許經營的印刷廠，中為香港特許專營權協會經理周育珍



The HKFA stand at the Expo.

香港特許專營權協會設於博覽會的攤位

State Planning Commission. Members exchanged ideas with the visitors concerning cooperation opportunities with China's medium and small sized enterprises.

The Chamber also received a visit by an 8-member delegation from Lianyungang City, led by its Standing Vice Mayor, Mr Gao You Wei.

### Europe Committee

The following visitors were received at the Chamber :

- A buying delegation from Russia organised by the East Europe Business Association, on 23 April.
- Mr Jorge Veiga Franca, Senior Manager of the Madeira Development Company, on 28 April.

### Northeast Asia Committee

Mr Ryoji Asano, Deputy Manager of the International Division, and Mr T

Kodama, Secretary Section, both of the Osaka Chamber of Commerce and Industry visited the Chamber on 6 May to discuss plans for the International Business Summit, a programme held under G-BOC '93.

Due to insufficient support, the proposed mission to South Korea scheduled for 26 May-1 June 1993 was postponed.

### South Asia Committee

Visitors for the month included Mr Geoffrey Fry, President, and Mr Lindsay Thompson, General Manager of the Chamber of Commerce and Industry of South Australia.

Arrangements for a planned mission to Vietnam are in hand. Delegates will be visiting Hanoi, Danang and Ho Chi Minh City during which meetings are being organised to meet with key government and trading organisations at each city of call.

### Hong Kong International

A third HKI PR Group meeting was held on 19 April to finalise details on the audio-video presentation script.

Dr Jeremy William Bray, UK Labour MP, with his wife and Assistant, Mrs Elizabeth Bray, met with members at the Inchcape Boardroom on 19 April. Dr Bray sought members' views on the Governor's reform proposals and developments with Sino-British relations.

### Pacific Basin Economic Council (PBEC)

Recruitment for the International General Meeting ended on 10 May. Dr Helmut Sohmen, Chairman of PBEC Hong Kong, will lead a 14-member delegation to Seoul.

### LOCAL AFFAIRS AND ECONOMICS DIVISION

The Division continued to be active last month. There were no committee meet-



ings during the month, but the Division remained busy with ongoing research projects, media inquiries and meetings with both local officials and visiting missions. The Assistant Director/Chief Economist was active on the lecture circuit speaking to such groups as the Hong Kong Institute of Personnel Management, Wilshire Associates (from Los Angeles), the City Polytechnic of Hong Kong and the Asian Institute of Management.

## SERVICE INDUSTRIES DIVISION

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

The Executive Committee met on 21 April to discuss progress of the various CSI committees. It also welcomed new members Mr Roger Thomas of the Retail Management Association and Mr Stanley Ko, newly elected Chairman of the Transport/Distribution Services Committee.

The Statistics Committee met on 23 April and elected Mr K C Kwok as Chairman. It also held a meeting with the Census and Statistics Department on the subject of compiling GNP statistics for Hong Kong.

On 23 April, the Financial Services Committee met and lunched with Mr

Michael Cartland, Secretary for Financial Services.

The HKCSI event "On the Line - Seminar on Railway Development" on 4 May was attended by 170 participants. Speakers of the seminar included Secretary for Transport, Mr Michael Leung; KCRC Chairman, Mr Kevin Hyde; and Highways Department Engineer, C K Mak. Participants generally agreed that more through trains to China would be required for both passenger and freight transport.

On 7 May, the Coalition organised a roundtable luncheon on the Reform of the Trade Marks Ordinance, with guests from the Intellectual Property Department including Deputy Director, Ms Averil Water; Assistant Director, Mr Ray Perera; and Senior Solicitor, Ms Flora Cheng.

### HONG KONG FRANCHISE ASSOCIATION (HKFA)

#### International Franchise Expo

The HKFA, together with the Hong Kong Productivity Council and the US & Foreign Commercial Service, led a 36-member delegation to visit the International Franchise Expo in Washington DC from 22-29 April. There were over 300 exhibitors at the Expo. The HKFA was the only Hong Kong exhibitor at the Expo,

and the HKFA booth was very well-received. A number of franchises are being negotiated and may be brought to Hong Kong as a result of this delegation.

#### Business Roundtable Luncheon

The first session of the HKFA series of roundtable luncheons was held on 5 May. The luncheon entitled "Franchise Agreement — Important Issues to Local Franchisees" was conducted in Cantonese. Response to the luncheon was enthusiastic: it was quickly over-subscribed. Two more roundtable luncheons will be held on 18 May and 1 June respectively.

#### Franchise Conference in Guangzhou

Preparation work was underway for the Franchise Conference in Guangzhou on 8-9 June. Franchisors and master franchisees are invited to present business workshops to potential investors from China and Hong Kong. Others can make use of the opportunity to meet with business counterparts from China. By mid-May, four workshops have been subscribed involving seven franchises.

#### Consultancy

The Association's consultancy services were well made use of by members of the public. ■

## Where to begin in Beijing



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Vice Premier Li Lanqing, speaks to the delegation on China's relationship with Hong Kong.

副總理李嵐清和代表團談論中港關係

## Talks with Li Lanqing

### New Vice Premier is strong on China's relationship with Hong Kong

**A**nthony Russell, chairman of the Chamber's China Committee and leader this year of the Committee's annual delegation to Beijing on 28 April-1 May, says the highlight of the visit was the meeting with Vice Premier Li Lanqing.

Vice Premier Li was appointed in the Spring by the People's Congress.

"He made what I felt was one of the strongest statements, if not the strongest statement, I have heard from Beijing about the relationship between Hong Kong and the Mainland. He emphasised that Hong Kong and the Mainland had so much they could do together economically that would be for the benefit of both.

"He stressed Beijing would never do anything which would injure Hong Kong's economy. Indeed, he likened the relationship by using the well-known Chinese saying about being as close to each other as lips and teeth.

"He spoke at considerable length to our 20-member delegation, after we had been told we would not be able to have more than an half hour with the new Vice Premier because he had another very pressing commitment where he would be obliged to arrive on time.

"He seemed so concerned to impress upon us how he saw the relationship with Hong Kong and how important it was, that he actually spent a very full hour with us. Nobody who listened to what he had to say could have been left in any doubt at all about Beijing's resolve and how Beijing valued Hong Kong's economy and its level of investment in the Mainland. How Beijing recognised Hong Kong's economic health was of fundamental importance to China's economic progress."

Anthony Russell said at the same time the delegation acknowledged that the more Hong Kong was able to do for Chi-

na the more China would in turn be able to do for Hong Kong. The relationship was one of interdependence and could only progress on that basis.

He said the delegation during its stay in the Chinese capital had meetings with both the Commission for Restructuring the Economy and the State Administration for Exchange Control where the question of the timetable for the renminbi becoming fully convertible was discussed.

"We were told it was on the agenda but there was no fixed timetable for convertibility. We also asked about plans for the Swap Centres and inquired whether or not they were concerned about the rapid depreciation of the RMB.

"It was clear that they are not comfortable about what has been happening and that they have been trying in the Swap Centres to stabilise the position. But the Swap Centres had been set up to reflect market conditions and that was

**MISSION TO BEIJING**

Beside the new Vice Premier Li is China Committee delegation leader, Anthony Russell. On the extreme left is C C Tung, vice chairman of the China Committee and on the extreme right is MOFTEC Vice Minister Tong.

李嵐清旁邊的是中國委員會代表團團長羅素，最左的一位是委員會副主席董建成，而最右的一位則是中國對外貿易及經濟合作部副部長佟志廣



Meeting with Qiao Rui, Deputy Director of the State Administration of Exchange Control.

代表團會晤國家外匯管理局副司長喬瑞



Mr Jin Xin, Commissioner of the State Tax Bureau, with delegation leader, Anthony Russell.

中國國家稅務局局長金鑫與代表團團長羅素合照



Vice Minister of MOFTEC, Tong Zhi Guang, hosted a welcoming banquet for the delegation on April 28.

中國對外貿易及經濟合作部副部長佟志廣於四月二十八日設宴歡迎本會代表團

how they had been operating.

"Nevertheless, they did feel recently that a number of speculators had become involved in the market and that the pace of the decline of the RMB had been unhealthy. So they had intervened to try to bring some stability to the RMB. They didn't make any predictions.

Paul Etchells (Swire) asked about trying to balance surpluses and deficits between affiliated companies. They maintained that this was no longer a problem.

One of the points we did raise was about different rates at different Centres and that it was a little frustrating at times for a company to go to a Swap Centre and to be told they have to deal at a certain rate when they knew they could do better if they went elsewhere. We urged them to try to introduce some mechanism whereby one could deal nationally rather than just locally.

"That would be fairer and might create more liquidity in the market so that different Centres — one might have a surplus and another a deficit — should be able to deal with each other. Though they have a national dealing centre in Beijing it hasn't at present actually remedied the diversity of rates quoted at different Swap Centres.

"They said there was a problem and they were trying to address it. It was not that easy to solve it but they were determined to do it. I think the way they will do it is through the national Swap Centre.

"With one Swap Centre in Beijing any other Swap Centre can telephone and Beijing will be able to marry them together and become a clearing house.

"Vice Minister Tong Zhi Guang, from the renamed Ministry of Foreign Trade and Economic Cooperation (MOFTEC), personally took control of our delegation which was a big compliment to the Chamber. We felt we had some very good meetings. We were able to raise a lot of questions and we were given a lot of answers.

"I think that the majority of the people who went on our delegation felt it was very worthwhile and very informative. They got good background.

"I suppose one of the themes which came through was that Beijing was privately expressing a lot of concern about inflation and saying steps would have to be taken. But what they said privately was perhaps more vigorous than what they said publicly.

"Since our visit they have announced interest rates are going up. Many of us expressed our concern that unless the rate of inflation was brought under control that the inflation problem could become quite serious.

"They kept on saying that they understood inflation and they thought they



Sheng Shu Ren, vice chairman of the State Planning Commission met the delegation on April 29.

中國國家計劃委員會副主任盛樹仁於四月二十九日與代表團舉行會議

## 副總理暢談中港關係

李嵐清促進中港關係的決心堅定不移

**中**國委員會主席羅素於四月二十八日至五月一日率領委員會周年訪京團訪問北京，他返港後表示，這次訪問中最矚目的活動，是獲得副總理李嵐清接見。

李嵐清於今年初獲人大委任為副總理。羅素稱：「李副總理談到中港關係時，立場非常堅定，這是北京政府歷來最明確的表態。他強調，香港和中國大陸在許多經濟問題上都可以互惠互利地合作。」

「他又說，中國政府永遠不會做出一些損害香港經濟的事情，他甚至以『唇齒相依』來形容中港關係。」

「最初我們獲悉，李副總理最多只會用半小時接見我們的二十人代表團，因為他於會後另有重要約會，必須盡快動身，但結果他仍然和我們傾談了好一段時間。」

「他看來非常希望讓我們明白他如何看待及重視中港關係，他結果花了整整一小時接見我們。在場人士都充份瞭解中國政府的決心，以及北京當局如何重視香港經濟和港商在大陸的投資。中國政府承認，香港經濟健康對中國經濟發展極為重要。」

羅素又說，他向代表團解釋，香港為中國作出的貢獻愈多，中國給香港做的事也會愈多。中港兩地是互相倚賴的，而只有這

樣，兩地方可取得進步。

他說，代表團逗留北京期間，曾與國家體制改革委員會和國家外匯管理局舉行會議，其中更談及人民幣全面自由兌換的時間表。

「我們獲悉，人民幣自由兌換一事已列入他們的討論議程中，但具體時間表則尚未決定；此外，我們又問到外幣調劑中心的發展計劃，以及中國有關當局對人民幣大幅貶值是否感到憂慮。」

「他們很明顯對目前情況感到不安，他們曾經嘗試透過調劑中心穩定匯價，但該中心設立的原意只是反映市場情況，作用僅此而已。」

「無論如何，他們覺察到最近有大批投機者入市，而且人民幣貶值速度並不健康，因此，他們已插手干預，希望令人民幣匯價稍為穩定下來，但他們沒有就結果作出任何預測。」

當代表團成員包逸秋（太古洋行）問及中國如何平衡聯營公司的盈餘和虧損時，他們堅持這問題已不存在。

代表團又向他們反映，調劑中心出現多種不同牌價，有時會令一些公司感到頗為困擾，因為不同的調劑中心會有不同的兌換

could control it. Their determination to control it was one of the main issues that came through.

*Question: Is it cyclical or is it structural?*

Anthony Russell: "It is a bit of both. I suppose it always has to be in part cyclical because it comes in a vicious cycle. But it is also a reflection of some structural problems. The economy has just got thoroughly overheated during the past year. A lot of key materials are in short supply. Prices are rising very fast. Interest rates have been well below the level of inflation. There has been a big incentive to borrow so the money supply has been expanding very rapidly.

"I think now what they have to do is push up savings rates in order to discourage consumers from spending and to keep their money in the bank. At the same time they must push up interest rates so that only the efficient companies can afford to borrow.

"It is very difficult to achieve this in a conventional way with only the semi-market economy that they have. I think they have got to ration credit very tightly.

"In the first quarter of this year money supply was growing at twice the target rate. They will have to control the availability of credit very tightly in the remaining months of the year.

"All of this came through from some of the discussions we had.

*Question: But they have not been shouting about it?*

Anthony Russell: "I think the volume is gradually turning up. It is difficult to handle an economy in transition. I think they solved it more rapidly and effectively in 1989-90 than people expected them to do. But on the other hand, they actually took a bit of a sledge hammer to it. This time round I think they would prefer not to employ such draconian methods.

"But fine tuning is not possible in the present circumstances. They have just got to be very firm and rein in the availability of credit."

*Question: What is the affect on China's inflation on Hong Kong?*

Anthony Russell: "The impact comes really on the foreign investors and traders. Foreign investors are finding that raw material costs, construction costs, etc., are much higher than they originally anticipated. There are substantial salary increases to compensate for inflation.

"I think foreign investors are happy to give wage increases and try to support improvements in the standard of living. But

what they want to see is that when they give a wage increase it actually does contribute to a rise in disposable income and that it is not all gobbled up by inflation.

"It does mean some costs to foreign investors are going to rise quite rapidly. It also means for China's international trade that the price of their goods will rise. It is probably also having its impact on the exchange rate.

"It will be difficult to strengthen the exchange rate while you have such a high level of inflation.

"The impact on Hong Kong comes when China's economy has to slow down. Galloping along at the pace of last year is not necessarily healthy for Hong Kong because Hong Kong's infrastructure and services must keep pace with China's expansion and I really don't think at the present time our infrastructure is keeping pace. It's putting a lot of strain on Hong Kong.

*Question: You are talking about CT9?*

Anthony Russell: "I would say even more critical is the railway. It would seem we've got saturation on the KCRC. We urgently need the extra railway corridor in the west of the NT. It is really a very serious situation. The facilities at Lowu are just not keeping pace.

"China is electrifying the line from Guangzhou to Shenzhen. When that's completed one should be able to get from Guangzhou to Shenzhen in about one hour. But then to get from Lowu to Hunghom takes about 35-40 minutes. So Hong Kong is going to be the slow part of the journey. It is ridiculous.

"The volume of passengers wanting to go to Guangzhou with increased accessibility on an electrified line will be much greater. I hear the officials in Guangzhou are quite critical of Hong Kong's rather slow performance in addressing this infrastructural development." ■



Meeting with the Huang Zhen Dong, Minister of Communications.

代表團中國交通部長黃鎮東會面

價。我們呼籲當局嘗試實行新的機制，劃一全國調劑中心的兌換價，以免出現地區性的差異。

「這做法會較為公平，而且可能會令市場流通率提高，最終讓不同的調劑中心可以互相交易。雖然北京設有一所全國交易中心，但目前仍未能解決不同調劑中心出現不同兌換價的問題。

「他們表示已覺察到問題所在，並且正在嘗試解決。雖然成功不易，但他們已決定一試。據我理解，他們是希望利用調劑中心進行。

「北京已設有調劑中心，其他地方的調劑中心只消用電話和這中心聯繫，北京調劑

中心即可發揮一間結算行的作用。

「對外貿易經濟合作部副部長佟志廣親自為代表團進行安排，這是本會的莫大光榮。我們覺得會面成果甚佳，我們有機會提出很多問題，而且都獲得解答。

「大部分成員都認為不枉此行，他們獲得不少有用的資料。

「中國官員私下向我們表示，他們十分關注通貨膨脹問題，並已採取多種措施加以遏抑。但他們私下提到的措施，較公開宣布的更為嚴厲。

「我們訪京後不久，他們便宣布調高利率。代表團成員大都對通脹問題表示關注；除非通脹受到控制，否則問題會日益加劇。



Yau Ke Qing, deputy director in the State Commission for Restructuring Economic Systems briefs the Chamber delegation.

中國國家經濟體制改革委員會副司長閻克慶與代表團會面

「中國官員不斷重申，他們明白通脹問題，而且相信有能力加以控制；他們控制通脹的決心很大。」

問：中國的通脹是周期性的還是結構性的？

羅素：「兩種性質都有。我認為中國的通脹必定有些周期性的成份，因為這是個惡性循環；過去一年，中國經濟過熱，很多主要物料供應短缺，物價飛升，利率遠比通脹率為低，導致借貸活動大增，貨幣供應量迅速膨脹。」

「他們現在要做的，是提高儲蓄利率，減低消費意欲，鼓勵人民把資金存放在銀行；當局必須把利率調高至只有那些真正有能力的公司才可負擔的水平。」

「由於中國正處於半市場經濟階段，要以傳統方式達到上述目標十分困難，我認為

他們必須嚴格控制信貸。」

「今年頭一季，貨幣供應增長是預期中的兩倍，今年所餘時間，他們必須非常嚴格地控制信貸。」

「這是我們會面後所得出的結論。」

問：但他們從沒有抱怨通脹問題。

羅素：「抱怨的聲音會日漸響亮，過渡期的經濟很難處理。中國當局在八九至九零年財政年度解決經濟問題的速度和效率都較人們預期中的為高，但另一方面，他們實際上採取了過激的手段，這次我想他們不會再實行類似的嚴厲措施。」

「但在目前情況下，仔細安排並不可能，他們只能堅定不移地控制信貸。」

問：中國的通貨膨脹對香港有甚麼影響？

羅素：「受影響的最主要是外國投資者

和商人。外國投資者會發覺原料、建築等等方面的成本較原先預計的上漲了不少，此外，他們又要把工人的工資大幅提高，以抵銷通脹。」

「外商很樂意增加工人的工資，並且設法改善他們的生活水平，但他們希望提高工資後，工人的可用收入會增加，而不是被通貨膨脹蠶食淨盡。」

「外商的經營成本確實急升，對中國的對外貿易而言，這意味著貨品價格上升，此外，匯率也很可能受影響。」

「在通脹高企的情況下，要強化匯率並不容易。」

「要是中國經濟因為通脹而放緩，香港便會受到影響。去年中國經濟增長步伐急速，但這對香港不一定有利，香港本身的基建和服務業發展必須配合中國的增長速度，但我認為目前本港的基建發展已有點追不上，因此，香港所受到的壓力不少。」

問：你指的九號貨櫃碼頭嗎？

羅素：「我認為更迫切的是鐵路。九廣鐵路的運載能力看來已經飽和，我們急切需要在新界西興建一條鐵路，這是個非常嚴峻的問題，羅湖的設施已不足應付所需。」

「中國正在進行廣深鐵路電氣化計劃，計劃完成後，乘客往返深廣兩地只需大約一小時，但過境後從羅湖到紅磡一段則需要三十五至四十分鐘，香港段反而成了最慢的一段，真是荒謬得很。」

「選擇乘搭電氣化火車到廣州的乘客將日益增加，聽說廣州的官員對香港解決基建問題的速度頗有微言。」



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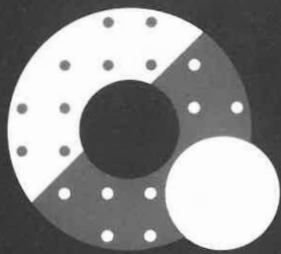
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總督工業獎  
GOVERNOR'S  
AWARD FOR  
INDUSTRY  
1993

# 出口市場推廣 最高榮譽

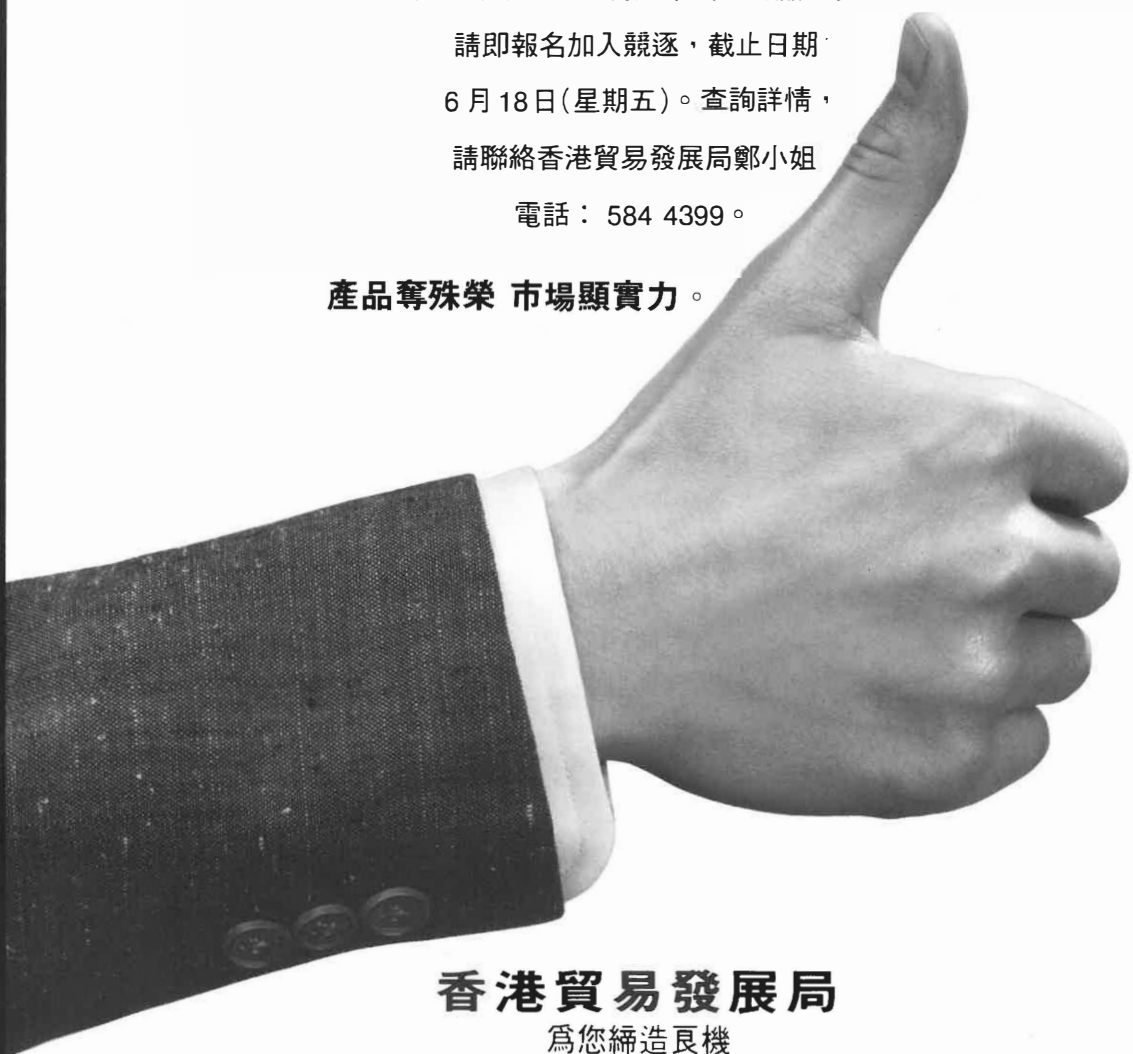
## 1993年總督工業獎之出口市場推廣大獎 現已接受提名參選

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# Impressive development

## Significant growth in economic sector

**W**ang Rong-bing, Mayor of Nanjing on a visit to Hong Kong, said the GNP of his city increased 26% last year and the output of its industries by 33%. The revenue of industry and other enterprises reached RMB4.2 billion, 26% higher than 1991.

The Mayor, addressing a well-attended Chamber business luncheon on May 5 hosted by Chamber Chairman Paul M F Cheng, said that in the first four months of this year, Nanjing had maintained a growth of over 20% in further economic development. Rural production, at the same time, had more than doubled compared with the same period last year.

He reported a breakthrough last year in export-oriented production. He said 865 foreign-funds-related enterprises had been approved and enterprises in this category now exceeded 1,600. Contracted foreign funds amounted to USD1.2 billion.

The Nanjing Mayor said the foreign funds came from 40 nations. The total op-

erating output in value of enterprises with foreign funds in the first quarter of this year amounted to over a RMB1 billion,



Mayor Wang Rong-bing addresses the Chamber business lunch.

王市長於午餐會上致辭

1.75 times the value of output last year.

The foreign exchange they created reached USD14.51 million, 4.4 times last year. It was expected that foreign-funds-related enterprises could increase output by RMB1.5 billion in 1993.

He said 34 plots of land, a total of 300,000 square metres, had been approved for leasing to enterprises in this category. More than 10 real estate companies in Hong Kong were helping develop the real estate market in Nanjing.

Mayor Wang Rong-bing attributed this rapid growth to local efficiency and development by companies with foreign-funds. He said the strong attraction of businessmen outside China to Nanjing was due to the city's unique position, influence and economic strength.

He said Nanjing, with a population of 5.2 million and over 8,000 industrial enterprises, ranked fifth among China 50 strong cities, after Shanghai, Beijing, Guangzhou and Tianjin.

An Economic Coordination Associa-

## 南京發展一日千里

### 工業增長強勁

**南**京市市長王榮炳訪港時指出，南京去年的國民生產總值比對上一年增長了百分之二十六，工業生產增長百分之三十三，工業企業實現利稅達四十二億元人民幣，比一九九一年增加了百分之二十六。

王市長於五月五日出席一個由本會主席鄭明訓主持的午餐會，當日的參加者非常踴躍。王市長在席上表示，今年頭四個月，南京市的經濟發展仍保持了百分之二十的速度，其中鄉鎮工業的生產比去年同期增長一倍多。

他說，去年南京的外向型經濟取得了新的突破，全年新批准外商投資企業八百六十五家，令到該類企業增至一千六百多家，合同外資金額達十二億美元。

他補充，外資來自四十個國家，總產值達十億元人民幣，比去年同期增長了一點七五倍；出口創匯一千四百五十一萬美元，比去年同期增加了四點四倍。預計年內三資企業可新增產值十五億元人民幣。

他說，南京共批出租土地三十四幅，總面積三十萬平方米；香港房地產業已有十多家公司捷足先登，在南京市發展房地產事業。

王榮炳說，南京之所以發展迅速、經濟效益好、外向型經濟連續邁上新台階，對境外客商有較強的吸引力，主要是與南京的特定地位、影響和經濟方面的基礎實力有關。

他說，南京人口五百二十萬，有工業企業八十多家，在「五十強」綜合實力城市的排名僅次於上海、北京、廣州和天津。

一九八五年，南京和上海、武漢、重慶組成了「長江沿岸中心城市經濟協調會」，目的是開展運輸、商業等九個方面的「橫向聯合」。

一九八六年，南京發起組織「南京區域經濟協調會」，參加的地區其中包括江蘇、安徽、江西等省份；過去六年，已形成跨地市的行業網絡和企業集團八十多個。

市長說，南京市的輕工業可分為三十六個行業、二百多個工業門類，產品多達二千多個大類，其中電子生產規模踞全國各大城市的第二位，汽車廠生產規模踞第三位，石油化工生產綜合能力踞第二位。產品遠銷一百多個國家及地區。

他說，南京市擁有萬噸級以上泊位十六個，年吞吐量四千九百萬噸，是全國第四大遠洋港口和第一大內河港口。

南京有定期班輪直達日本神戶和香港，

到香港的集裝箱輪每月六班。南京境內有六十多條通往華南、華北、華東等地區共百餘個市縣的公路，並有三條連接上海及其他地方的鐵路幹線，以及通往全國主要城市的空中航線二十三條；現時每天都有航班往返香港和南京。

他續稱，南京有各類學校二千七百多家，其中高等院校二十九所，副教授以上的專業人員五千多人。全市有各類科研機構五百一十個，各類專業技術人員超過三十二萬人，並有中國科學院學部委員三十多人。該市的天文、地質、古生物等研究機構，都是國內一流的科研單位。南京是國家確定的科技體制與經濟綜合配套改革試點城市之一。

一九九二年，全市建成區面積已達一百三十多平方公里，預計將逐步建設擴大到二百四十三平方公里。近年來，住宅建設和水、電、氣供應等公用設施發展迅猛，投資已達一百多億元人民幣。南京長江公路二橋即將動工。

此外，王市長又提到南京推行開放經營。南京素以中國六大古都之一享負盛名，現時準備大力發展旅遊業。最後，他詳細列出南京市的工業合作發展項目。



The luncheon audience. 午餐會參加者眾



Meeting the media. 王市長於午餐會後會見新聞界



A joke with his host. 王市長與午餐會主持人言笑甚歡

tion of the Core Cities along the Yangtze River was formed in 1985, sponsored jointly by Nanjing, Shanghai, Wuhan and Chongqing. Its purpose was to enforce "horizontal unity" in nine aspects, such as transport and commerce.

In 1986 Nanjing itself sponsored an Economic Coordination Association in its own area. Eighteen cities and regions in Jiangsu, Anhui and Jiangxi provinces joined in. In the past six years more than 80 networks of the same business and enterprise groups, with no limitation of provinces and cities, have been formed.

The Mayor said there were 36 different industries, over 200 industrial classifications and 2,000 major categories of products being manufactured in Nanjing. The scale of its electronic sector ranks second of all major Chinese cities. Nanjing's position in automobile manufactur-

ing is third. Petro-chemical production ranks No 2. Products are exported to over 100 nations and regions.

He said the port, with 16 berths and capacity for anchoring ocean-going ships of over 10,000dwt, ranks fourth of all exporting ports in China and the first as an inland river port. It has an annual handling capacity of 49 million tonnes.

Nanjing has regular liner services to Kobe and Hong Kong. Six container ships sail to Hong Kong every month. About 60 highways lead to 100 cities all over China. Three main railways connect Nanjing with Shanghai and other parts of China. Twentythree daily airlines services include regular flights to Hong Kong.

The Mayor said Nanjing has 2,700 different kinds of schools, including 29 universities and colleges and over 5,000 professors of various kinds. It has 510 research bodies, over 320,000 professional

workers and over 30 Fellows of the China Academy of Sciences. Its institutes of Astronomy, Geography and Ancient Biology are of international standing. Nanjing is one of the China cities designated to combine the scientific system with the economic system and enrich the market with science and technology.

Nanjing's size has reached 130 square kilometres but it is expected to expand to 243 square kilometres. RMB10 billion has been invested in public utilities. It ranks among the major cities for water and power supplies. A second Nanjing Yangtze River Bridge is due for construction.

The Mayor spoke also on Nanjing's promotion of open management in the commodity market and the development of tourism as one of the six ancient capitals. He listed projects for development by industrial cooperation. ■

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# Townsend optimistic

## Looks forward to agreement on financing plan

**C**hek Lap Kok is rapidly taking the shape of the island airport it will ultimately become, Dr Henry Townsend, the new Chief Executive Officer of the Provisional Airport Authority (PAA), told a Chamber business luncheon on April 29.

"Dredgers are working round the clock to claim 938 hectares of land from the sea. On both Chek Lap Kok and on Lam Chau. Land is being excavated to make up the remaining 310 hectares of the airport island," Dr Townsend told the well-attended luncheon.

He said 66 hectares of new land — roughly three and a half times the size of the Happy Valley racecourse — has so far been formed. The new airport is a massive construction project and the PAA expects to have a peak labour force on the island of about 18,000 people.

"We are moving 160,000 cubic metres of rock and dredging 250,000 cubic metres of mud and sand every day. This is



Dr Henry Townsend 亨利安遜博士

equivalent to moving the volume of the Bank of China building every two and a half days.

"By May next year, we will have sufficient land ready to enable us to start building the foundations for the passenger terminal provided, of course, that agreement on financing is reached with Legco and China.

"The 1.2 km long building is now in its final design phase. It will be one of the largest passenger terminals in the world, with facilities and a level of service that will meet the demands of tomorrow's air traveller.

"By 1995 we will begin building the first of two parallel runways at the airport and the construction of the privately owned airside support facilities which are needed for the airport opening."

Dr Townsend said in terms of airside business, the PAA has received expressions of interest for the cargo handling facilities, the fuel storage and distribution system,

## 機場工程進展良好

亨利安遜博士講述機場工程的實質進展，他期待著與中方達成財務安排協議

**臨**時機場管理局行政總監亨利安遜博士於四月二十日本會舉辦的商務午餐會上指出，赤鱗角的工程進展非常迅速，機場島嶼已漸見雛形。

亨利安遜博士於席上稱：「挖泥船二十四小時晝夜不停運作，最終會填得九百三十八公頃土地。機場島嶼其餘三百一十公頃土地會在赤鱗角及欖洲兩島上開拓。」

他說，直至現時為止，已填得土地六十六公頃，面積大約相等於三點五個快活谷馬場。興建新機場是一項龐大的工程，預計進入建築高峯期時，大約會有一萬八千名工人在地盤工作。

「本局的填海工程部每天處理十六萬立方米的石頭，挖掘二十五萬立方米的沙和海泥。以這個速度計算，平均兩天半時間即可移走體積相當於整座中國銀行大廈的物。」

「到了明年五月，就會有足夠土地展開機場客運大樓的地基工程。當然，動工前要

在財務安排上與立法局和中方達成協議。客運大樓全長一千二百米，目前已進入最後的設計階段，落成後會是全球最大的機場客運大樓之一。大樓的設備和服務，將可滿足明日航空旅客的需求。」

亨利安遜博士說，在機場禁區業務方面，臨時機場管理局已收到有意承辦多項設施的興趣表達書，包括承辦貨物處理設施、飛機燃料貯存及分布系統、飛機維修及飛機膳食設施等。該局希望確保機場能以相宜的價格提供高質素服務，同時盡可能令服務開放，為使用者提供更多選擇。

「空運貨物處理的專營權可望於今年年底前批出，而其餘的機場禁區業務專營權會在明年初批出。但根據《中英諒解備忘錄》的規定，在批出上述專營權之前，必須在聯合聯絡小組機場委員會上諮詢中方的意見。」

「至於非禁飛區業務方面，我們正繼續研究各項計劃，務求把機場島嶼上毗連客運大樓的土地的商業價值盡量提高。同時，我們亦會不斷改善機場島嶼上的道路、鐵路和渡輪設施。」

「客運大樓附近的土地已撥作發展酒店、辦公室和展覽場地之用。我們目前正考

慮於該處關設一個工商業園區。

「同時，我們繼續將興建機場的成本控制在原定的預算內。按付款日價格計算，臨時機場管理局的經營成本連預期的通貨膨脹，仍控制在四百八十二億元（不包括融資費用）。

「按一九九一年三月的價格計算，本局的經營成本則仍為三百三十七億元。」

「參與新機場業務的還有取得上述專營權的私人機構。機場島嶼上亦會有政府的設施。」

「眾所周知，機場如要維持良好的盈利狀況，必須有具競爭力的收費、高水準的服務和理想的乘客量增長。本局保守估計，新機場在正式運作的首年收益，在扣除機場的營運成本和償還債務後，還會有少量盈餘。」

「我們的財政前景雖然很好，但也不能因而忽略了在國際市場集資的工作。但就我們一直以來與外國財團的接觸顯示，國際間對新機場計劃充滿信心，並樂意為我們提供貸款。我們期待著與中方就財務安排達成協議，以便我們在融資方面取得更大的進展。」



Part of Dr Townsend's luncheon audience  
部分出席午餐會的會員



Dr Townsend receives a memento from Simon Murray, a general committee member, who was the Chamber's host.

本會理事會成員馬世民向亨利安遜博士致送紀念品，前者是這次午餐會的主持人

Answering media questions afterwards.

亨利安遜博士於午餐會後回答新聞界的問題



aircraft maintenance and aircraft catering facilities. The PAA's aim will be to ensure quality service at competitive prices and, where possible, open access and a choice of service providers.

"We are hopeful we will be able to award the franchises for air cargo operations before the end of the year, followed by the other airside franchises early next year. In accordance with the Memorandum of Understanding, China will need to be consulted on these franchises in the Airport Committee of the JLG.

"Landside, we are continuing to develop plans for those areas on the island immediately adjacent to the airport itself to optimise their commercial value and the attractiveness of the road, rail and ferry

access which will serve them and the airport itself.

"We have allocated land close to the passenger terminal for hotel, office and exhibition centre facilities and we are currently considering establishing a business and industrial park.

"Meanwhile we are continuing to keep the cost of building this airport within our original budget. The Authority's cost, in money-of-the-day terms, takes into account estimates for inflation and still stands at HKD48.2 billion, excluding financing charges.

[Our cost at March 1991 prices remains at HKD33.7 billion].

"There will also be private sector participation through the franchises and Government facilities.

"As you know the financial success of any airport depends on competitive pricing, quality services and air passenger growth rates. Even with our conservative forecasts we are confident that the airport will generate sufficient revenues to enable us to cover operating costs, service our debt and make a small margin in the first year of operation.

"Our financial prospects are good. We must not, of course, be complacent about the task of raising funds in international markets. But our contacts to date indicate there is great international confidence in the project and willingness to lend. We look forward to the time when agreement with China on our financial plan allows us to make progress in this area." ■

# NT Western Corridor Plan

Trains will travel to container port at 100 mph

**K**evin Hyde, chairman and chief executive of the Kowloon-Canton Railway Corporation (KCRC), told a railways seminar on May 4, the KCRC is "pushing its barrow" for construction of the projected NT Western Corridor Line, where trains including to the container port, will travel at 160 kilometres (about 100mph) an hour.

Demand would make the construction of the new line necessary long before the decade ended, he said.

The Transport Branch has produced a consultation document, called a Railway Development Study, and it was this document that formed the basis of discussion at the seminar organised by the Hong Kong Coalition of Service Industries (HKCSI), which is the services arm of the Hong Kong General Chamber of Commerce.

Others, with the main focus on freight movement by rail from China to the container port at Kwai Chung, were Michael Leung, Secretary for Transport, the Senior Engineer of the Government's Railways Department, C K Mak, and Kevin Hyde. Brian Stevenson, chairman



Kevin Hyde. 夏啟宏

of HKCSI, was the Moderator.

Michael Leung said freight movements between Hong Kong and China by road are increasing by an average of 18% a

year, or from 5.4 million tonnes in 1987 to about 12.2 million tonnes in 1992. To cope with demand, Hong Kong had expanded border crossings both in terms of physical capacity and operating hours.

The Government had recently invited the private sector to express interest in building Route 3 Country Park Section under a franchise agreement. When completed, this dual three-lane road will greatly improve communication between crossing points and the container port.

The Government was also planning the construction of a River Trade Terminal at Tuen Mun to provide increasing scope for freight traffic by barge to Hong Kong along the Pearl River.

Rail, said Michael Leung, now took a 10% share of total freight trips between Hong Kong and China. To help increase the freight handling ability of the KCRC in the medium term, a five hectare site on Hunghom Bay reclamation will be granted to the Corporation for expansion of its existing main yard, raising capacity to 140 wagons a day.

This was an interim measure. Michael Leung said there is a strategic role for a

## 九鐵有意發展新界西鐵路

火車時速百哩，直達貨櫃碼頭

**九**廣鐵路主席兼行政總裁夏啟宏於五月一日出席一個研討會時指出，該公司正在「毛遂自薦」，申請發展新界西部走廊鐵路；構思中的新鐵路可通往貨櫃碼頭，行車速度每小時可達一百六十公里（相等於大約每小時一百英里）。

他又指出，由於貨運需求甚殷，這條鐵路必須在九零年代結束以前興建。

研討會由香港服務業聯盟（本會轄下的服務業部門）主辦，會上眾位講者利用運輸科編制的《鐵路發展研究》公眾諮詢文件作為討論基礎。

當日的講者計有運輸司梁文建、路政署高級工程師麥齊光、九廣鐵路主席夏啟宏，大會主持人是香港服務業聯盟主席史蒂芬遜。眾位講者主要集中討論興建貨運鐵路連接葵涌貨櫃碼頭問題。

運輸司梁文建說，中港陸路貨運由一九八七年的五百四十萬噸增至一九九二年的一千二百二十萬噸，平均每年增長百分之十八，為了應付需要，香港方面已經擴充邊境

關卡人手，同時延長開放時間。

政府最近邀請私營機構公開競投一項興建郊野公園段第三號幹線的合約。預計該條可三線行車的幹線竣工後，可大大改善來往邊境和貨櫃碼頭的交通。

港府亦計劃在屯門興建一個內河貿易貨站，以方便駁艇沿珠江將貨物運往本港。

目前的中港貨運，一成是以鐵路運輸，為了加強貨運能力，中期而言，九鐵路在紅磡填海所得的貨物起卸區取得五公頃土地，作為擴充現有貨場之用，九鐵處理貨物能力現已增至每天一百四十貨卡。

但這只是過渡措施，貨運鐵路必須有效地把貨櫃運往港口。中國在鐵路發展和集裝箱化方面作出了龐大投資，而香港處理鐵路貨運（特別是集裝箱）和將之有效地從中國運往世界其他地方的能力增強，將有助提高香港作為轉口港的地位。

該項鐵路發展研究建議興建一條新鐵路，行走西部走廊，並提供三項鐵路服務，包括港口鐵路線、長途客運服務、近郊客運線至邊境、元朗和天水圍。

夏啟宏於研討會上強調，九廣鐵路仍未

計劃開展這些工程，他說：「港府並沒有向我們表示，九鐵現時有權或將有權進行這些工程，但這並不意味著我們不會繼續毛遂自薦；當然，相信各位亦會原諒我今天把握機會再自薦一番。」

「現在我想首先略為介紹今日的九廣鐵路。九廣鐵路是一家經營鐵路服務的公司，它具有三大特點：

- 第一是它的綜合性角色，它為數個市場服務。這些市場各自處於不同的發展階段，包括新界西北部的輕便鐵路；羅湖至九龍的重型客運鐵路；國際直通客運鐵路；貨運鐵路。
- 第二是它作為連接中港兩地的重要性。現時乘坐火車經過羅湖站往返香港和中國的旅客，總數較利用香港所有出入境通道（包括機場）進出的旅客都要多。
- 第三是它的財力。我們的鐵路服務，每年回報率達百分之九，相信在座大多數人士都不會認為這比率是過高，但環顧世界各地，這個收益水平實在已經很不錯，據我所知，能真正真正取得百分之九回報的鐵路服務公司，全球只有九廣



The audience. 出席研討會的聽眾

freight railway in transporting containers efficiently to the port. China is investing heavily in its railway development and containerisation. Hong Kong's ability to receive this rail freight, particularly containers, and to transport the volume efficiently between China and the rest of the world would enhance Hong Kong's role as an entrepot.

The Railway Development Study envisages a new railway running through a Western Corridor and accommodating three rail services: the Port line, a long distance passenger service and a commuter service from Yuen Long/Tin Shui Wai to the urban area.

The KCRC does not have this project sewn up, Kevin Hyde told the seminar.

"We have no indications from the Government that KCRC has the right or will have the right to proceed with it. That's not to say we are not continuing to push our own barrow. And in the course of my talk today I make no apologies for pushing KCRC's barrow."

He said the KCRC as a railway operating company has three dominant characteristics:

- The first is a mixed role, it serves several markets. Some of those markets are in different stages of maturity. They include the Light Rail in the northwest of the NT; the commuter operation on our Heavy Line from Lowu to Kowloon; the international through-train passengers; and rail freight transport.

鐵路一家。

「九鐵的負債比率很低，而且正有下降趨勢。我們的負債對權益比率是一對五點一，展望將來，隨著資金收益增加，九鐵的財政能力將更加健全。我們計劃斥資約五十億港元，作為現有業務的開支，預計短期內我們可清還所有債務。

「因此，九鐵有能力在既有的業務上進行新的商業投資項目，以應付香港的運輸需要。

「現在我想分別談談剛才提到的幾個市場，藉此闡釋九鐵如何構思未來的鐵路發展。

「首先是新界西北的鐵路發展。目前九鐵利用輕鐵系統每天接載乘客三十二萬人次，新界西北部的人口很快便會到達一百萬，他們的居住地點遠離香港市區，而現時尚未有任何運輸系統把他們直接接載往返市區。

「九鐵專門應付內部運輸的重型鐵路，每天運送乘客四十萬人次，這是我們的核心業務，不過，新界人口增長日趨穩定，雖然現時仍有增長，但整體而言，新市鎮家庭成員人數正在減少，因此，該區的乘客人數不會有很大的增幅。然而，這是我們的核心業務，我們必須維持足夠的載客能力，以服務該區人口。

「現時每天有十萬名旅客利用羅湖出入

境通道過境。每年到中國的遊客共七千八百萬人次，其中二千六百萬（即接近一半）是經過羅湖出入境通道進出中國的，這是個增長最迅速的市場，我們預計這市場會在九七年前後繼續增長。

「問題是這條鐵路的載客能力在九七年前便會達到飽和，我們曾經與深圳當局聯手進行一項研究，結果顯示有需要在十年內興建另一條過境鐵路；問題其實並非是九鐵沒有能力接載這麼多乘客過境，而是深圳本身缺乏足夠的基建設施，以應付日增的過境旅客。

「直通火車市場看來很小，每天只不過接載八千人次，但每一列車都是滿載乘客的，它的載客量已達大約百分之一百零二，很明顯，現時的直通火車不能應付需求，我們需要更快、班次更頻密的高效率火車，我們已經和中國有關當局討論這事，預計未來會有更多直通車往返中港兩地。

「至於貨運服務，我們現時每年運送大約五百萬噸散裝貨物和二百萬頭生畜，大部貨物都是供香港內銷的，我們預測增長會持續。

「此外，集裝箱運輸的需求亦有增長，我們遇到的最大困難，是現時五百多班火車中，可供集裝箱列車使用的只有大約十四班，而且這些貨卡不能直達葵涌貨櫃碼頭。

「香港所有鐵路市場和新界鐵路基建設



• The second characteristic is the importance of the KCRC line as a connection to and from China. To put that in perspective, more people leave and arrive in Hong Kong at Lowu, using our line, than all the other entry and exit points in Hong Kong put together. And that includes the airport.

• A third characteristic of the KCRC is its financial strength. Its return on its rail operations is 9%. I am sure many of you would think that's not so great. But for a railway in the world that is extremely good. And I know of no other railway in the world that generates a genuine 9% on its rail operations.

"It has a very low debt and its debt is declining. And we have a strong debt to equity ratio of 1 to 5.1. If we project ahead we see cash flows that make the KCRC even stronger. We are currently planning to spend about HKD5 billion on the existing business. At the end of that expenditure we will be virtually debt free.

"So we have a situation where the KCRC is capable of undertaking a new commercial investment that can add to its business and to meet Hong Kong's transport needs.

"Can I take just a moment to look at the markets I've talked about and give a feel for the way we see things developing:

"If we take the northwest NT first we currently carry 200,000 people a day on the Light Rail system. The



**Brian Stevenson, HKCSI chairman, opens the seminar.**

香港服務業聯盟主席史蒂芬遜主持研討會揭幕儀式



**From left: Eva Cheng, Principal Assistant Secretary Transport Branch; John Telford, Deputy Secretary for Transport; Brian Stevenson, HKCSI chairman; Kevin Hyde, Chairman and chief executive KCRC; C. K Mak, Senior Engineer of the Highway Department.**

左起：運輸科首席助理運輸司鄭汝華、副運輸司杜富達、香港服務業聯盟主席史蒂芬遜、九廣鐵路主席兼行政總裁夏啟宏、路政署高級工程師麥齊光

population is going to be close to a million people very soon. They are quite isolated from the urban area of Hong Kong. There is no transit system that takes them to and from the urban area of Hong Kong.

"If you look at the domestic traffic on our Heavy Line we move about 400,000 people a day. That's our core business but the population in that part of the NT is stabilising. Though there is some growth, the families are generally getting smaller and you don't see very significant growth. However, it is our core business and we have to provide the capacity to serve those people.

"The cross-border traffic at Lowu is 100,000 a day. To put that in perspective, if I can use another statistic, China receives about 78 million visitors a year, 36 million of them (or close to 50%) cross in and out of China at Lowu. It is also our fastest growing market and one that we see in the long-term continuing to grow up to and beyond 1997.

"The problem with that particular market is it will reach capacity before 1997. We undertook a study with the Shenzhen authorities which showed that there was a need for a second cross-border point, this decade, not next decade. The problem is not that the KCRC can't take people to that border but that the infrastructure in Shenzhen itself is not able to deal with the numbers that will be crossing.

"The through-train market,

施都快要飽和，我們需要興建另一條鐵路，以應付增長，同時滿足新界西北居民的需

求。「事實上，中國方面的情况也相去不遠，不同的只是它們的規模比香港的大得多。在可見的未來，火車仍是中國最主要的運輸工具，現時中國的鐵路系統僅能滿足百分之五十的運輸需求，但中國已全力進行基建，而其中最重要的項目，要數連接華南華北的京九鐵路。

「中國當局非常重視這條鐵路，他們計劃把工程的完工期由一九九七年推前兩年。這條鐵路跟我們的研究結果十分契合，我們預測華中將成為中國經濟起飛的另一地區，即繼沿海地區以後的另一增長區域。

「如果我們全盤考慮中國運輸業的轉變，我們有信心，通往華南港口的鐵路服務需求會有增長，特別是華中的港口。中國應

付這些增長的能力會大幅增加，而中國鐵路當局訂定營運策略時，將遠比以往更著重商業考慮。

「舉例說，廣州鐵路局最近便進行公司化，並且易名為廣州鐵路(控股)公司，這做法旨在確保中國的鐵路業務符合商業效益。

「如果一併考慮其他因素，我們會預測中國將開辦由華中至華南港口的按時開出的、多運輸方式間聯運集裝箱的貨運鐵路服務。

「相信這發展有助香港保持本身作為華南華中主要港口的地位。

「不過，我們必須明白，這是香港的港口而不是中國的唯一選擇，中國沿岸將有兩條新鐵路——一條已經建成，另一條正在興建中。已完成的一條是通往蛇口的，該條鐵路於幾個星期前已經啟用，並會在短期內全面投入服務；蛇口不是個深水港，因此，各

位大可反駁說，這條鐵路不會對我們構成很大的威脅。

「然而，興建該條新鐵路的工人現已調派進行鹽田鐵路工程，該條鐵路現正興建中，預計可於一年內竣工。鹽田是個深水港，長遠來說，有能力與香港互相競爭。我們深信必須興建一條鐵路直達香港貨櫃碼頭，以運載產於華中的高價和敏感性貨物。

「事實上，要不是這樣，損失的定會是香港，因為如果基建不完備，商人定會遷移到別的地方經營。

「在考慮過各種不同類型的市場後，我們認為有需要興建一條客貨共用線，連接葵涌、新界西北部和現有的九廣鐵路幹線，我們的構思是每隔半小時開出一班貨運列車，令單向貨運量每年增至一百萬個標準貨櫃單位。

「現時九廣鐵路的客運列車，每隔三分

looks small but it is 8,000 people a day. Every train is full. It's capacity averages out about 102%. It clearly can't meet demand and there is a need for faster and more frequent high capacity trains. We are talking to the authorities on the other side to look at that. We can see into the future more through trains.

"In the freight business we carry about five million tonnes of break-bulk freight each year and about two million head of livestock. Most of that is for domestic consumption in Hong Kong. We see that continuing more or less into the future.

"But we also see a growing demand for container business. The major difficulty for us in meeting that demand is that, of 500-plus trains a day that operate on this line, only about 14 train paths are available for freight. And, as has been pointed out, the freight trains do not have direct access to the port of Kwai Chung.

"So the overall picture as we see it is that Hong Kong will soon reach capacity in all of its markets and in its infrastructure in the NT. We have a need for an additional link to meet the

demand growth as well as the expectations of the people living in the northwest NT.

"Actually the picture isn't much different in China itself but on a much larger scale. Rail will continue in the foreseeable future to be China's prime mode of transport. Currently it can meet only about 50% of demand for freight transport. But China has made a significant commitment to building new

infrastructure. And the most important new infrastructure is the North-South line, called the Beijing to Kowloon Line.

"That has now been given a higher priority for completion, two years earlier than its original date of 1997. This line also reflects our own research which points to the fact that Central China is the next growth phase for the Chinese economy. That is, following on the growth that has been achieved in the coastal region.

"If we look at all of that, from our knowledge of the changes taking place in the transport industry in China, we feel confident in being able to predict that demand for access to southern ports will grow, particularly from the central region. There will be significantly more capacity within China to handle that demand. That the China rail operators themselves will be much more commercial in their approach to the businesses they run.

"An indication of that is the recent corporatisation of the Guangzhou Railway Administration, now called Guangzhou Railway (Holdings) Corpora-



Transport Commissioner Michael Leung addresses the seminar.  
運輸司梁文建在研討會上致辭

鐘開出一班，假如每隔半小時開出一班貨運列車，我們便可在同一鐵路上開辦客運服務，為過境的國際旅客提供另一條直通火車的路線。

「根據建議，火車的最高行駛速度可達每小時一百六十公里，這是香港最快的火車。」

夏啟宏接著放映幻燈片，詳細解釋九鐵的建議，他說：

- 長遠來說，計劃中的深圳都會系統會連接深圳機場。該項工程完成後，可通往第二個過境通道，而現有的火車路線可選擇使用落馬洲或羅湖過境。深圳有關當局表示，他們認為這計劃事在必行。
- 鐵路網的第二部分，將連接新界西北部和邊境，並且直達新界東部市鎮。
- 下一步是將新界西北部路線連接地鐵的新機場鐵路，這項建議目前仍在研究中，但我們相信可於鐵路和地鐵交匯處興建一個國際客運站，供中港直通客運和落馬洲或羅湖線過境的客運使用。
- 最後，當我們把上述部分連接一起的時候，便會提供貨運服務，正如我剛才提到，我們需要一個貨場，處理運抵貨櫃碼頭的貨物，確保貨物準時交付。與其把貨櫃堆疊在租金昂貴的貨櫃碼頭，倒不如在內地或新界北區開闢數個貨櫃停

放處，以控制運送貨櫃列南抵達葵涌碼頭的時間。

- 鐵路貨運站可建於八號貨櫃碼頭後面或藍巴勒海峽，我們目前尚未作出決定，但工程師則認為在八號貨櫃碼頭後面興建會較容易，而且成本也較低。研究指出，長遠而言，在八號貨櫃碼頭後面興建貨站，日後可連接大嶼山鐵路。」

夏啟宏說：「假如把這建議作整體分析，當會發覺它可解決廣泛的市場需要，我們相信這建議可配合五個不同市場的發展，而且可增強香港作為華南主要港口的功能，並提供將於九十年代告終前必須建立的過境鐵路聯繫。新鐵路將成為通往新界西北部的快速運輸路線。」

「此外，這條新鐵路亦有助紓緩道路交通擠塞問題。最近運輸署公布的數據顯示，由現在至二千年，道路上的商用車輛數目將增加三倍。

「新鐵路可提供最大的彈性，讓乘客在轉車次數最低的情況下由新界西北部直達東北部或往返新界南北。」

「正如我剛才提到，我們的財力預計在九五年後仍可保持穩健。九鐵是一家提供綜合鐵路服務的公司，雖然綜合鐵路系統和單一大量運輸系統不同，但我們剛好擁有這方面的經驗。」

「我們在過境運輸方面亦經驗豐富，我們和廣東有關當局的關係良好，這是經過多年才可建立的；我想，中國大概不會希望在解決同一問題時，需要和兩個不同的香港機構磋商。」

「我們和中國鐵路局以至其轄下的旅遊和運輸公司的關係都很好，九鐵的電力供應系統和中國鐵路局的相同，這點對兩地火車互通極為重要。」

「我們擁有貨運經驗，並會繼續加以發展。我們在中國內外均有貨運經驗。」

「我們相信，連接所有系統是必需的，建議中的新鐵路不但可連接九鐵現有的系統，更可將轉車處數目減至最少，以及為乘客提供由機場直達新界或轉車前往中國的路線。」

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tion. All of that is geared to ensuring that each of the railway operators in China will operate on a commercial basis.

"And that leads on, with other factors, to the fact that we will see scheduled, intermodal train services operating from Central China south for containerised freight traffic to the ports in the southern part of China.

"All this, we believe, creates a real opportunity for Hong Kong to retain its position as China's premier port in the Southern and Central region of China.

"But we have to say that the port of Hong Kong is not China's only option. We've got two railways — one completed and one under construction now. The one completed is the line to Shekou. That was opened a few weeks ago and will be in full operation quite shortly. Shekou is not a deepwater port so it could be argued that its potential as a threat is not so great.

"However, the men that built that line have now been moved over to the Yantian line. That is now under construction and they tell us it could be completed with in one year. Of course, Yantian is a deepwater port, with long-term potential for being a real competitor to Hong Kong. We believe it is critically important for rail to access the container port of Hong Kong particularly for those high-valued, sensitive-type goods that are and will be produced in Central China.

"In essence, we believe, it is for Hong Kong to lose. Business will simply go elsewhere if the infrastructure is not put in place.

"So after talking about all those different markets that we believe require serving, our proposal boils down to providing a mixed freight-passenger railway connecting Kwai Chung, the northwest NT and the existing KCRC line. Our concept would see a freight train operating every half hour. It would provide capacity for one million TEUs each year in each direction.

"The half-hour slot for a freight train contrasts with the KCRC's existing line where we are operating with a headway between trains of every three minutes. So a freight train every half hour will, give us capacity to operate passenger trains on the same line and we believe also it creates the opportunity of an alternative through train operation for international passengers wanting to walk across the border.

"The proposal that we would have is trains operating at up to 160 kilometres an hour, which would be the fastest trains in Hong Kong."

Kevin Hyde showed slides to build up the picture of the proposals. He said:

- "The planned Shenzhen Metro system had a long-term link to their airport. The project would also provide

**"In essence, we believe, it is for Hong Kong to lose. Business will simply go elsewhere if the infrastructure is not put in place.**

**"So after talking about all those different markets that we believe require serving, our proposal boils down to providing a mixed freight-passenger railway connecting Kwai Chung, the northwest NT and the existing KCRC line. Our concept would see a freight train operating every half hour. It would provide capacity for one million TEUs each year in each direction."**

access to a second cross-border point and enable the trains operating on the existing KCRC line to use Lok Ma Chau as well as Lowu. Indications from the Shenzhen authorities are that they regard this access plan as both desirable and required.

- "The second part of the the chain would be to tie the Northwest NT, both to the border and access to the towns in the Eastern part of the NT.

- "Next would be the urban link down from the Northwest to interconnect with the MTR's airport line. It can either be the airport line or Tsuen Wan. The alternative is still to be discussed. At that particular interconnection point we believe there is an opportunity to create an international terminal for both through trains operating up into China and for cross-border traffic operating to either Lok Ma Chau or Lowu.

- "Finally, when we tie it all together we add freight to the picture. As we have pointed out there is a need for a freight yard to prioritise traffic coming down to the port to enable as far as possible on-time deliveries. Instead of stacking containers at the container port on very expensive land we might stack them further up into China or at this northern freight yard and deliver them on time to

the container terminal operators.

- "The rail terminal is either behind Terminal No 8 or in Ramblers' Channel. We don't have a fixed view on that. Engineers say the terminal behind No 8 would be easier and less costly. It has also been pointed out this creates a longer-term opportunity to bring the line across to the Lantau development.

Kevin Hyde said: "I believe if we look at this proposal as a whole it is one in a rare category of providing solutions for a wide variety of market needs. We can see about five different markets that can be served. Particular benefits are enhancing Hong Kong's role as the premier Southern China port. It will also provide the cross-border rail link that will be needed before the end of the decade. And it will provide a fast link for the Northwest NT.

"It will also contribute to easing road congestion. We looked recently at some Transport Department statistics and we could see a quadrupling of commercial vehicles on the roads between now and the year 2000.

"And it also provides maximum flexibility to enable people to move by rail from the Northwest to the Northeast, from North to South and vice versa with the least amount of interchange between the various systems.

"As I pointed out earlier, we are in a strong financial position and we will continue to be beyond the mid-1990s. We are a mixed railway. The proposal requires a mixed railway and we believe we have experience of that, which is quite different from operating a single mass transit system.

"We have very significant experience with border issues. And we have the best of relations with our Chinese partners in Guangdong. The relationships that we have built up over many years includes with border authorities. I am not sure China would want two different operators dealing on the same issues with Hong Kong.

"We have very strong relations with the Chinese Railways and also with their travel and freight operations. KCRC also has the same electric power supply as the Chinese Railways' system and that's important for allowing their trains or ours to cross the border.

"We have freight experience and are continuing to develop that. Freight experience both in and outside China.

"We believe that our proposal connects all the systems that are necessary. It ties together, not only KCRC's current systems, but also minimises the interchanges and provides the opportunity for people to go from the airport to the NT directly, or directly into China." ■



The briefing meeting. 座談會舉行情況

# Mexico's onerous measure

## Chamber responds to members' concern

**D**irector Brig Ian Christie has circularised Chamber members seeking input to assess the extent to which they have been affected by Mexico's sudden imposition on April 15 of anti-dumping procedures on 14 imports and groups of imports that are made in China.

He sought from members — copied to 13 other Hong Kong trade organisations — information about their annual business with Mexico in the affected items and the value of goods currently in transit which will be affected and probably will have to be diverted as a result of Mexico's action with immediate effect.

In the light of the importance of the issue, the Chamber organised a briefing meeting on 17 May with Agustin Gutierrez Canet, Consul General of Mexico in Hong Kong and Gabriel Alvarado, Trade



From left: Samson Chan (Manley Toys); Enrique Nort, Mexican Deputy Trade Commissioner; Gabriel Alvarado, Mexican Trade Commissioner; Agustin Gutierrez Canet, Mexican Consul General; Mr C L Kung, chairman of the meeting; and Brig Ian Christie, Chamber Director.

左起：陳明耀（萬利玩具）、墨西哥副商務專員諾爾特、商務專員阿爾瓦拉多、駐港總領事古思定、座談會主持人龔甲龍、本會總裁祈仕德准將

## 墨國反傾銷措施

### 回應會員所關注的問題

**四**月十五日，墨西哥突然宣布向十四類產於中國的進口貨品實行反傾銷措施，本會總裁祈仕德准將迅速就此事向會員發出通告，希望評估會員會受到何種影響。

他希望取得的資料包括受影響貨品每年的貿易量、付運中的貨品總值等。由於墨西哥的反傾銷措施即時生效，付運中的貨品可能被迫要轉運到其他地方。

鑑於事態嚴重，本會特別於五月十七日

舉行座談會，邀請墨西哥駐港總領事古思定、商務專員阿爾瓦拉多參加，向會員分析事件的背景。

當日的座談會由中南美洲委員會主席龔甲龍主持，出席的會員講述本身如何受到墨西哥反傾銷行動的影響，並且表達憂慮。

墨西哥駐港總領事建議本會率先準備一份正式的意見書，反對徵收反傾銷關稅。他又建議本會派出代表團前往墨西哥，與墨國

外貿及工業發展部展討論這問題。

本會總裁祈仕德准將於會後立即發出通告，呼籲會員盡快決定是否願意分擔本會有關行動的經費，包括法律費用及其他支援性開支。他同時又呼籲會員提供墨國貿易夥伴的名單，以便本會尋求該國工商界的支持。

此外，本會又致函北京中國對外貿易及經濟合作部，查詢中國準備就墨西哥的反傾銷措施採取甚麼行動。 ■

Commissioner of Mexico. The Mexican officials told members about the background.

At the well-attended meeting, chaired by Mr C L Kung, chairman of the Chamber's Central and South American Area Committee, individual members told how the Mexican action was affecting them and expressed their concern.

The Mexican Consul General then suggested the Chamber could take the lead in preparing a formal appeal against the anti-dumping duties. He suggested the appeal might include sending a mission to Mexico to discuss the matter with the Mexican Minister for Foreign Trade and Industrial Development.

The Chamber Director asked members in his circular, sent immediately after the briefing meeting, to indicate their willingness to contribute to the cost on a joint basis of the preparation of a case against Mexico's action that will have to be prepared with legal advice and support. He also asked for lists of business partners so the Chamber can enlist the support of the Mexican business community.

In addition the Chamber has also written to the Ministry of Foreign Trade and Economic Cooperation in Beijing asking what China is doing about the anti-dumping action. ■

## The affected goods

Article	Countervailing duty(%)
1. Toys	351
2. Shoes	1,105
3. Textiles:	
Yarn and fabrics of vegetable fibres	331
Yarn and fabrics of man-made fibres	501
4. Manufactured textile products:	
Apparel	533
Other textile manufactures	379
5. Organic chemicals	673
6. Bicycles	
Tyres and inner tubes	594
Bicycles	144
7. Electrical appliances	129
8. Hand-tools	312
9. Iron fittings	33
10. Flourite	16
<b>Antidumping investigations already in course:</b>	
11. Christmas tree lights	162
12. Candles	103
13. Brass padlocks	114
14. Tableware	26

## What the Mexicans say

1. In the last few years, Mexican imports of Chinese-made products have increased at a very high rate. These imports are concentrated in several consumer goods categories, like shoes, tableware, toys, apparel, domestic appliances, candles and bicycles as well as handtools and inputs of yarns and fabrics, organic chemicals, etc.

2. Many Mexican producers formally complained that these imports were entering the Mexican market at prices well below similar Mexican manufactured goods and other imported goods. In many cases the prices of the Chinese products were below the cost of raw materials at international prices. The situation caused injury to Mexican industries.

3. On these grounds the Mexican Ministry decided to launch antidumping procedures on 10 articles or groups of articles. It was decided to apply provisionally countervailing duties pending the results of investigations.

4. The antidumping investigations and the countervailing duties are fully compatible with the GATT provisions and with international trade practices.

5. The antidumping actions are a response to a specific situation: the pricing of export

products below production cost, domestic price or internationally recognised fair value. The Mexican measures do not run against general principles governing bilateral trade, regulations and practices.

6. In January-November 1992, Mexico's imports from China reached USD371.8 million an increase of 24.9% over the same period the previous year. Though imports from China are just one percent of total Mexican imports, the market share of several Chinese products has increased significantly in the last two years.

### 墨國官員 解釋因由

1. 過去數年，墨西哥進口的中國產品大幅增加，這些進口產品集中於幾類消費品，例如鞋履、餐具、玩具、成衣、家庭電器、蠟燭、單車、紡紗及布料、有機化學品等等。

2. 很多墨西哥廠商投訴，該等產品的進口價遠低於墨國本土和其他國家輸入的產

品價格，很多時甚至較國際原料價格還要低，這情況對墨國工業極為不利。

3. 有見及此，墨西哥外貿部決定在等候調查結果期間實行反傾銷措施，向十個類別的貨品徵收暫時性的反傾銷關稅。

4. 反傾銷調查和反傾銷關稅完全符合關貿總協定的規定和國際貿易慣例。

5. 反傾銷行動只針對下列情況：出口貨品的訂價低於成本價格、本地市場價格或國際公認的公平價格。墨西哥的措施並不違反雙邊貿易、規例及慣例的原則。

6. 一九九二年一月至十一月期間，墨西哥從中國進口的貨品總值達三億七千一百八十萬美元，較對上一年同期激增百分之二十四點九。雖然從中國進口的貨品僅佔墨國總入口的一個百分點左右，但過去兩年，某幾類中國貨品在墨西哥市場的佔有率大幅上升。 ■



The ICC meeting in progress. 國際商會會議舉行情況

## Call for statesmanship

ICC president Hari Singhania slams GATT negotiation failures

**H**ari Shankar Singhania, India's No 4 top industrialist and president of the International Chamber of Commerce (ICC) said after the ICC's two-day Asian Regional Meeting in Hong Kong that he recognised the hitherto untried one-country-two-systems for the Territory after 1997 would be a challenge but from symbiotic economic developments on both sides of the border that had been described to him at the ICC meeting he was sure it would be an eventual success.

Earlier, at a ICC lunch, Mrs Anson Chan, who has just relinquished her appointment at Secretary for Economic Services, said she thought it was a great pity that current disagreements over the pace of developing a more representative system of Government for Hong Kong were obscuring the economic symbiosis that is taking place with China.

Paul M F Cheng opened the Asian Regional Meeting on May 19. Delegates came from the ICC National Committees of India, Japan, Korea and Singapore and from the Chinese Taipei Business Council of the ICC. Direct members attended from Chambers of Commerce and other organisations in Hong Kong



ICC President, Hari Shankar Singhania.  
國際商會主席辛漢尼亞

and Malaysia and the CACCI in Calcutta. The local organisers of the meeting were the HKGCC.

Hari Singhania gave an overview of ICC strategy in increasing its role in Asia and Jean-Charles Rother, the ICC Secretary General outlined a programme

of action. Subjects discussed included the environment, banking, transport and telecommunications.

Papers were delivered in the first session on Communications Strategy, the International Court of Arbitration, ICC cooperation and coordination with regional organisations and an overview of these organisations by HKGCC Director, Brig Ian Christie.

In the second session on economic developments in Asia, papers were delivered on China's role in the Asian/Pacific economy, the Chinese Productivity Triangle (Taiwan, Hong Kong and South China), Ties between North China and South Korea, the emerging AFTA (Indonesia, Malaysia, Singapore and Thailand) and the New Market Economy Countries such as Vietnam.

On May 20 the second session continued with papers on Japan's role in regional development, Japanese direct investment in Southeast Asia and China, and the business outlook for Southern Asia.

The third session on the world economy included an assessment of economic world growth prospects, the Uruguay Round, Emerging Regional Trade Blocs and their impact on the

# 請盡顯政治家風範

辛漢尼亞批評關貿談判未能達成協議

**為** 期兩天的國際商會亞洲區會議經已結束，印度第四大工業家兼現任國際商會主席辛漢尼亞在會後表示，他瞭解香港在九七年後推行「一國兩制」是一項十分艱巨的任務，但他在這次會議中獲悉中港經濟的緊密聯繫後，有信心「一國兩制」終會成功。

而在較早前舉行的國際商會午餐會上，剛卸任的前經濟司陳方安生則表示，目前中英就香港代議政制的進展步伐所引起的爭拗妨礙了中港經濟的緊密發展，實在令人惋惜。

鄭明訓在五月十九日為亞洲區會議揭幕，與會者來自印度、日本、韓國及新加坡的國際商會國家委員會，以及國際商會中華台北商務委員會，此外，香港、馬來西亞的商會及其他機構和加爾各答的亞太區工商會聯合會的會員亦有出席是次會議。香港總商會是這次會議的本地主辦機構。

辛漢尼亞於會上講述如何加強國際商會在亞洲所扮演的角色，而國際商會秘書長魯爾亦簡單介紹了一連串有關活動。討論的主題包括環境保護、銀行業、運輸業及電訊業。

第一節會議發表的演辭包括通訊策略、國際仲裁法庭、國際商會與地區組織的合作和聯繫；本會總裁祈仕德准將為這些地區組織作簡介。

會議第二節重點討論亞洲的經濟發展，範圍包括中國在亞太經濟中所扮演的角色、中華生產力三角（台灣、香港及華南地區）、華北與南韓的聯繫、醞釀中的亞洲自由貿易聯盟（印尼、馬來西亞、新加坡、泰國）以及新近實行市場經濟的國家如越南等。

第二節會議於五月二十日繼續，會上發表的演辭內容包括日本在亞洲發展中所扮演的角色、日本在南亞和中國的直接投資以及南亞的商業前景。

會議第三節的主題為世界經濟，內容包括評估世界經濟增長前景、烏拉圭回合談判、醞釀中的地區貿易集團和這些貿易集團對太平洋地區及九二年後的歐洲共同體構成的影響。

此外，會上討論的事項包括環保問題，並由馬來西亞國際工商會行政總裁詹金斯講述《馬來西亞眼中的「世界關注環境問題工業局」》，香港總商會環境委員會主席柯禮頓則講述《香港的環境問題》。

辛漢尼亞於會後接受《工商月刊》的訪問。他在印度 J K Organisation 工業集團擁有資產總值十四億美元，每年營業額達十



HKGCC Chairman, Paul M F Cheng (left), opens the ICC Regional Meeting. On his right is ICC President Hari Shankar Singhania and ICC Secretary General, Jean-Charles Routher.

香港總商會主席鄭明訓(左)宣布國際商會亞洲區會議正式揭幕，其左為國際商會主席辛漢尼亞和秘書長魯爾

Pacific Rim and the Post-1992 EEC.

Also discussed were environmental challenges and the role of the World Industry Council for the Environment (WICE), a Malaysian Perspective on the subject by P J L Jenkins, executive director of the Malaysian International Chamber of Commerce and Industry and Environmental Challenges in Hong Kong by Guy Clayton, chairman of the HKGCC Environment Committee.

*The Bulletin* interviewed Hari Singhania after the ICC meeting. His industrial conglomerate — the J K Organisation — in India has assets of USD1.4 billion and an annual sales turnover of HKD1.2 billion. It employs 50,000 workers throughout India manufacturing tyres and tubes, cement, paper, synthetic fibres, textiles, petrochemicals, pharmaceuticals, chemicals and plastics.

“As a businessman I have been coming to Hong Kong for almost 40 years.” he said. “I find remarkable progress everytime I come here. I’m really impressed by the enormity of the economic growth. Five or seven years ago Hong Kong was looking a little depressed because of the uncertainty associated with the Joint Declaration. Now I find that people are really looking forward to 1997. I am sure Hong Kong will continue to be a success.”

Hari Singhania says as President of the ICC he will be visiting Japan early in June to meet Prime Minister Kiichi Miyazawa who will be host in July to the next meeting of the G7 countries. He says ICC regularly has an audience with the G7 meeting national host leaders before the G7 meets and for example in the past has had opportunities to meet George Bush, John Major and Chancellor Helmut Kohl, etc.

“We will present to Prime Minister Miyazawa the international businessmen’s viewpoint on what are the issues we feel the G7 nations should address themselves.

“The current issues are firstly, the economic recovery of Europe. We think, apart from what has already been done, basic structural reforms are essential in order to obtain a sustainable recovery. That is the key to economic growth in the rest of the world. If the G7 economies don’t do well, other parts of the world will suffer, too.

“We will stress on that point and ask for more financial discipline and physical discipline.

“The second point we will stress is for the completion of the GATT Uruguay Round of negotiations. It is now more than two and a half years beyond the deadline which the Round set for itself. We think very strongly in ICC that delay in complet-



ing the negotiations is causing immense harm to increasing investments in trade because it creates such uncertainty.

"We think it is very essential a more statesmanlike attitude should be shown by the leaders of the industrialised countries. The uncertainty is giving rise to protectionism, or the conduct of business in a way that is not in line with the open multilateral system. Bilateral and unilateral action is not right. It is against the very fundamental of a market economy.

"It has been estimated that the trade that could develop from a successful Uruguay Round, given time, would be about USD200 billion. This is all being lost to the world. If order can be restored and better rules of the game in doing international trade and investment can be established, then I think the developing countries particularly will have a better chance to develop.

He says: "I think we are very fortunate that the market economy system is being used by an increasing number of countries around the world — even China and Vietnam, the ex-Soviet Union and Eastern European countries that used to have command economies.

"I think now is a unique opportunity to make our market economy system work successfully. It is high time that those who have been breaching the system should practise it themselves and not show signs

of wavering on any pretext.

"Free trade has become Fair Trade and that has become Managed Trade. They are preaching us the system but when it comes to themselves — Do they really believe in it?"

"I think this is a very important time.

"Another aspect is that many developing countries that have adopted economic market reforms, should be held to those reforms. The reform process, during the transition period, does bring some pain. It is very necessary that the goods they can produce should not be denied access to many other countries of the world. We must provide more trade than aid."

He explains: "We have had two separate meetings in Hong Kong. One focused on high technology and

profitability and I think it brought very well to the fore how important high technology is and how important a role it plays in competitiveness. It is really the way for economic growth in the future. It was very well brought out in our first meeting.

"The second meeting allowed us to get together to understand each other and ICC priorities. ICC is very interested to have more presence in this very important and growth-related area. That is why in 1991 we held our regional meeting in Japan and now we have held it here this year.

"It was gratifying to get together with our membership from the Asia/Pacific, understand their views and acquaint them with what ICC is doing and for the ICC to understand their priorities." ■

**Hari Singhania  
presents a  
memento to  
Mrs Chan.**

辛漢尼亞向陳  
方安生致送紀  
念品



二億港元，僱用工人五萬名，業務遍布印度各邦，專門生產輪胎及內胎、水泥、紙張、合成纖維、紡織品、石油化學產品、藥物、化學製品及塑膠。

他說：「我來港經商已經差不多四十年了，每一次我來到這裡，都會發現這裡有明顯的進步，其經濟增長幅度之大，簡直令人讚歎。五至七年前，香港受到《中英聯合聲明》所帶來的不明朗因素困擾，經濟一度看來略為萎縮，但現在我發現人們真的期望九七年來臨。我相信香港會繼續繁榮。」

辛漢尼亞表示，六月初他會以國際商會主席身份前往日本，拜會日本首相宮澤喜一；宮澤喜一將主持七月舉行的七大工業國會議。辛漢尼亞表示，國際商會一般會在七大工業國會議舉行前拜訪會議舉行的國家的首腦，過去，他們便曾拜訪美國總統布殊、英國首相馬卓安和德國總理高爾。

「我們會向首相宮澤喜一轉達各國商人認為七大工業國應面對的一些問題。

「目前，他們首要面對的是歐洲的經濟復甦問題。我們認為，要令經濟復甦維持一段長時間，除了他們已經實行的一些措施外，基本架構改革才是最重要的。這是世界其他國家經濟增長的關鍵，假如七大工業國經濟不景，其他國家同樣受影響。

「我們會強調這一點，並要求有更多財政上和實質行動上的約束。

「我們強調的第二點是盡快完成關貿烏拉圭回合談判。現談判比原定限期超出兩年半多，國際商會強烈認為談判延遲達成協議會產生不明朗因素，嚴重影響不斷膨脹的貿易投資。

「我們認為，工業國領袖應顯示出更多政治家風範，這點非常重要。不明朗的形勢會引致保護主義抬頭，或者令做生意的方式與開放的多邊制度不符。無論是雙方面或單方面的行動或者違反市場經濟的基本原則，都是不對的。

「據估計，假如烏拉圭回合談判成功，假以時日，所產生的貿易額可高達接近二千億美元。假如貿易秩序得以恢復，並確立一套更完善的國際投資貿易規則，發展中國家便可以有更佳的发展機會。」

他說：「幸而愈來愈多國家實行市場經濟模式，即使是原來實行指導經濟的中國、越南、前蘇聯和東歐國家也開始實行市場經濟。

「我想現在不但是令我們的市場經濟體系更成功的黃金機會，也是那些曾提倡這個體系的人堅定不移地實行市場經濟的大好良機。

「自由貿易已發展為『公平貿易』，而『公平貿易』又已演變為『管理貿易』，他們不斷向我們鼓吹這制度，但當要他們付諸實行時，他們又會否真正奉行呢？

「我認為這是個關鍵時刻。

「另一方面，許多已採納經濟改革的發展中國家應堅持到底。過渡期間，改革必然會帶來一些陣痛，所以，他們的產品必須能輸往其他國家，我們給予他們的，應是更多的貿易機會而非更多援助。」

他解釋說：「我們在香港有兩個不同會議。其中一個集中討論高科技和盈利能力，我認為這個會議很清楚帶給與會者一個訊息，那就是高科技的重要性和高科技在提高競爭力過程中扮演的重要角色。這的確是未來經濟增長的途徑。這個訊息在我們首個會議中已清楚顯示出來。

「第二個會議讓我們彼此認識和清楚瞭解國際商會的首要任務。國際商會有意在這個非常重要和不斷增長的地區加強影響力，因此，一九九一年我們在日本舉行地區會議，而今年我們選擇在香港舉行會議。

「能令亞太區各國會員聚首一堂，讓我們聽取他們的意見，讓我們知道國際商會的動向，也讓國際商會瞭解他們的重視的事情，實在令人欣慰。」 ■

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# Mrs Anson Chan's regrets

## Disagreements over government obscuring economic symbiosis

**M**rs Chan told an ICC lunch that, with a per capita GDP of USD16,500, Hong Kong had caught up with Australia and had overtaken Spain and New Zealand.

Hong Kong, she said, is the world's 10th largest trading entity and held the world's 12th largest foreign exchange reserves.

During the years 1987-92 Hong Kong's gross domestic product grew by 26% in real terms — or an average of just under 5% per annum. Per capita GDP grew by nearly 4% and private consumption expenditure by just over 7%.

At the same time Hong Kong's total trade grew by 150% in value terms or 20% per annum, fuelled mainly by a phenomenal 280% rise in the value of its re-exports. The vast majority of these re-exports which now account for some 75% of total exports, originate in China. Indeed 33% of Hong Kong's total trade is now China-related so it should come as no surprise to learn that Hong Kong and China are now each other's largest trading partners.

Mrs Chan said this shift in the pattern of our external trade from domestic exports to re-exports has been accelerating since the early 1980s. It is a direct result of China's open door policy and reflects a profound re-structuring of Hong Kong's economy.

"Over the 1990s we have witnessed a steady migration of manufacturing industry over the border to the special economic zones of Shenzhen and the Pearl River Delta. A recent survey by the Hong Kong Trade Development Council indicated that 50% of Hong Kong's manufacturers, including those in the electronics, toys and watch industries, have moved most of their labour and land-intensive production into Guangdong Province.

In the short time between 1987 and 1992 Hong Kong direct investment in China rose from a mere USD2 billion to USD23 billion; the vast majority of it destined for the Southern Chinese provinces which are now home to some 16,000 factories owned or operated either by Hong Kong

companies or their joint ventures partners.

They provide employment to some three million Mainland workers — about five times the size of Hong Kong's own industrial work force. Nowadays Hong Kong capital and expertise are also helping to finance and build highways, power plants and telephone systems.

"We are China's largest source of foreign investment, tourist receipts and remittance income. In turn China is probably the largest single external investor in Hong Kong, not only in trade-related businesses but increasingly in our infrastructure, the property market and financial services."

Mrs Chan said Hong Kong's future was now inextricably tied up with China.

"It is in my view a great pity that our current disagreements with the Chinese Government over the pace of developing a more representative system of Government are tending to obscure the significance of the economic symbiosis which is taking place between Hong Kong and Southern China," she said.



**Mrs Anson Chan, former Secretary of Economic Services, was a luncheon speaker.**

前經濟司陳方安生在午餐會上致辭

## 政爭影響經濟關係 前經濟司引以為憾

中英政制爭拗減低了中港經濟緊密發展的重要性，實在令人惋惜不已

**陳方安生**在國際商會的午餐會上表示，香港的人均生產總值為一萬六千五百美元，已經趕上了澳洲，並超越了西班牙和新西蘭。

她表示，香港是全球十大貿易實體，外匯儲備總額在世界各國中排名第十二。

一九八七年至九二年，香港的實質生產總值增加了百分之二十六，平均每年增長接近百分之五。人均生產總值增加了大約百分之四，而個人消費開支則增加了百分之七。

同期，香港的轉口總值增長創下了百分之二十八的驕人紀錄，令貿易總額按價值計算增加了一倍半，平均每年增加百分之二

十。目前，轉口值佔出口總值百分之七十五，而這些年以來，大部分轉口貨品均源於中國。事實上，香港貿易總值中百分之三十三與中國有關，所以，香港和中國互為對方的最大貿易夥伴絕對不足為奇。

陳方安生表示，自八十年代初開始，本港對外貿易的模式漸漸從本地出口主導轉變為轉口貿易主導，這主要由於中國的開放政策所致，亦反映了香港的經濟架構已作出根本的轉變。

「九十年代，我們目睹製造業相繼北移至深圳和珠江三角洲一帶的經濟特區。貿易發展局最近所作的一項調查顯示，百分之五十的製造商已將勞工和土地密集的生產工序北移到廣東省，其中包括電子、玩具和鐘表業。

「一九八七至九二年期間的短短五年

裡，香港在中國的直接投資已從二十億美元激增至二百三十億美元，其中大部分資金投資在華南的省份，當地現已有一萬六千多家由香港公司或其合資夥伴擁有或經營的工廠。

「這些工廠為內地工人提供了三百多萬個就業機會，這個數目是香港本身工業勞動力的五倍。目前，香港的專業技術和資金亦協助建設公路、發電廠、電話系統和提供建設資金。

「我們是中國最大的外資、遊客和外匯收入來源，而中國亦很可能是香港最大的單一外來投資者，投資的範疇不單是與貿易有關的業務，他們在本港的基建、物業市場和金融服務的投資亦愈來愈多。」

陳方安生表示，香港的未來和中國不可分割。

她說：「我們目前與中國政府就本港代議政制發展步伐所引起的爭拗，似乎減低了香港和華南經濟緊密發展的重要性，我認為這是十分可惜的。」

# Movers and shakers

Robert Broadfoot puts the Overseas Chinese in perspective

**R**obert C Broadfoot, managing director of Political and Economic Risk Consultancy Ltd, told a lunch on May 19 of the International Chamber of Commerce that the exchange reserves of the Overseas Chinese based economies in this region are greater than the reserves of Japan and the US combined.

Because of labour and other cost pressures the Overseas Chinese needed to diversify their investments and lines of products. Flavour-for-the-month in terms of investment was now Mainland China and that is where the capital would be going for the next 10 years.

He quoted World Bank figures to show Asia was growing economically at double the rate of any other region in the world.

Back in 1970-75 Asian countries were getting 27% of the direct investment going into the developing countries of the world. These days Asian countries were getting almost two-thirds of the direct investment going into the developing areas of the world.

It was not really surprising that Asia was growing quite rapidly. In export muscle Asia has risen from 17% of global exports to 24% and by the year 2,000 Asia will probably produce about 30% with an increasing part of those exports being intra regional.

"As a market you are talking about



Robert Broadfoot, luncheon speaker.

布羅德富特在午餐會上致辭

22% of world imports today. It's going to be about 30% of the world's imports in the year 2,000," Robert Broadfoot predicted.

He said the region, fragmented by race, religion, and languages, was urbanising, with a relatively limited scope and distribution network.

He said: "Take a look at the size of the Asian cities where the real business is going to be focused in the next 10 years. Places like Seoul are going to be close to 14m people. This is a city that is going to have more people than most countries in Europe and most States in the US. From a distribution and marketing standpoint it is going to be quite attractive."

"But with rapid growth in Asia you see some really awkward income distributions. In some countries like Thailand 57% of the wealth of the country is in the hands of the top 20% of the population. He said it was the same in most countries in Asia, with the exception of Taiwan and Japan where there is a more equitable distribution of wealth. They each have a nation of consumers as opposed to just the top 20%.

He asked: "What is the per capita income of some of these cities going to be? Probably in Seoul there is a per capita income of USD11,600. For a family of four that's USD55,000. In Hongkong you have about USD28,000 for the top 20% of the people. That 20% is about 1.2 million. For a family of four you are talking about USD100,000. No wonder we are conspicuous consumers!"

"One of the things you have to do as businessmen is to think what should be your assumptions and where you could go dangerously wrong. We have been

## 未來世界經濟 且看誰主浮沉

布羅德富特探討海外華人未來扮演的角色

**政**治及經濟風險顧問有限公司董事總經理布羅德富特於五月十九日國際商會午餐會上表示，亞太區以海外華人為主的經濟實體的外匯儲備總額，較諸日本和美國儲備的總和還要多。

受到勞工和其他成本的壓力，海外華人必需分散投資和產品類別。而近期的熱門投資地點中國，更是未來十年吸引資金的熱點。

他引述世界銀行的數字說，亞洲的經濟增長速度是世界其他地區的兩倍。

一九七零至七五年間，世界各國在發展中國家的直接投資中，亞洲國家吸納了其中百分之二十七；但近年亞洲國家吸納這些資金的比重已增加至接近三分之二。

因此，亞洲增長迅速一點也不足為奇。

在出口方面，亞洲佔全球出口總值的比例亦從百分之十七增加至百分之二十四，到了二〇〇〇年，亞洲出口將佔全球出口的三成，其中輸往區內國家的比重更會愈來愈大。

布羅德富特預測：「今天，這個市場佔世界進口總值百分之二十二，但到了二〇〇〇年，這個比例會增加至百分之三十。」

他表示，亞洲區雖然有著不同種族、不同宗教、不同語言，卻都漸漸發展為大都市，但地域分野和分布網絡則較為狹窄。

他說：「讓我們看看未來十年真正進行投資的亞洲城市的規模。以漢城為例，人口將接近一千四百萬，這個城市的人口將超過歐洲大部分國家或美國大多數州份。從分銷和市場角度而言，這個城市將非常吸引。」

「然而，雖然亞洲的經濟增長非常迅速，但入息分布卻極不平均。舉泰國為例，百分之五十七的財富集中在全國五分之一的人手上。他表示，亞洲大部分國家均出現這

種情況，只有台灣和日本例外；台日的財富分佈較為平均，全國國民均有不俗的消費力，而非只是最富有的百分之二十。」

他設問說：「這些城市的人均收入會有多少？漢城的人均收入大約是一萬一千六百萬美元，一個四人家家庭就有五萬五千萬美元。香港最富有的百分之二十人口約有人均收入二萬八千美元，一個四人家家庭也就有十萬美元的人均收入。」

「作為商人，其中要做的，是想一想應作出哪些假設？哪方面會很大機會出錯？我們一直假設中國的人均收入為三百七十美元，假如你是商人，這項假設會影響你決定銷售的產品。」

「但他們已經作出一項研究顯示，正確的假設是平均的購買力而非一些人為的匯率。該項研究指出，中國的人均收入約為二千四百美元。由此可見，也許亞洲並非人們想像中的窮困！假如以購買力為基礎，中國

operating on the assumption that China has a per capita income of USD370. If you are a businessmen that assumption will influence what you are going to try to sell.

“But they've done a study now that says purchasing power parity, not some artificial exchange rate, is the right assumption. The study says China on a per capita basis has an income of about USD2,400. So perhaps Asia is not as poor as many may think? If you go on a purchasing power basis, China is the second economy in the world after the US.

“Take a look at India. India is in about fifth position in terms of the size of economies in the world. So if you are trying to figure the positive and negative implications, it's nice to say we're wealthy. But it also means don't assume

that because China has a low per capita base you are going to get 15% real growth rate for the next 45 years.

“It is not going to be that long before they begin bumping against some of the restrictions on growth. Thailand has been the flavour of the month now for about five years. They had a slight political problem last year. You can hear how Thailand has been leading the world in growth. But they have made less progress than any other Asia country in eliminating poverty over the past 10 years.

“I'm talking about the people living below the subsistence level. In the past 10 years Thailand has gone in below subsistence from 17% of the population down to 16%. That's a dismal one percentage point. The trickle-down affect

does not work in Thailand.

“Look at other countries like Malaysia. It may not get a lot of credit, but Malaysia is a really dynamic economy. Less than 2% of the population is now below the subsistence level.

“Take China, as big as it is, has already improved much better than Thailand. Even Indonesia has made some pretty good progress in reducing its incidence of poverty.

“If you are trying to figure out as businessmen where Asia's going, what numbers do you have to use? Let's take Hong Kong as an example. We are growing 5-6% a year in real terms. You have less than 600,000 people employed in manufacturing. You've got almost four million people employed by Hong Kong factories 50 miles away across the border.

是世界第二大經濟實體，僅次於美國之後。

「讓我們看看印度。以經濟規模而言，印度排名世界第三，因此，假如你嘗試推斷正負兩面的含義，可以說我們很富有；但這同樣表示，不要因為中國偏低的入均收入而假設要四十五年才獲得百分之十五的實質增長。

「他們要衝破桎梏增長的障礙，其實並不需要這麼長的時間。泰國在過去五年一直是投資的熱門地點，去年曾出現政治問題，但並不嚴重；你也聽過泰國在經濟增長方面一直傲視全球，然而，過去十年，他們在消除貧困的工作上，進展卻是亞洲國家最緩慢的。

「我所談論的是生活於自給自足水平下的人。過去十年，泰國不能自給自足的人口從百分之七十七下降至百分之十六，百分之一的減幅實在微不足道，積極投資的成效並無在泰國出現。

「再看其他國家，以馬來西亞為例，所獲信貸可能不多，但其經濟的確充滿活力，其未能達到自給自足水平的人口不足百分之二。

「像中國這樣大的一個國家，改善程度也較泰國為高，即使印尼在減少貧困的工作上也有不俗的進展。

「假如你以商人的角度看亞洲的發展方向，你會得出那些結論？以香港為例，我們每年的實質經濟增長是百分之五至六，少於六十萬人受僱於製造業，但香港廠商在距離這裡五十哩的地方，卻僱用了差不多四百萬名工人。

「這些工廠的出口並不包括在香港本地生產總值之內。最後所得的增長率因而大大低於實際數字。香港的通脹率達百分之十至十二，但另一方面，由於我們的出口價以中國整體出口價而非香港的出口價為基準，出口價只有百分之二至三的增長。假如你所使用的基本數據也不能真實反映情況，作為一

個商人，你應如何作出取舍呢？」

布羅德富特說：「我想你會發現，冷戰結束後，很多數字都是不確的。首先，所有數字都有地域上的問題，這是第一個錯誤，亦是我希望各位不會犯上的錯誤。

「國民生產總值和通脹率等數字可反映出某一個地區的經濟情況，但冷戰結束後，我們可以看到國家的邊界正在轉變，現在你使用的數字，與五年後的可能不一樣。

「你如何界定香港經濟的範圍？是否以新界為限？或者是否應擴展至中國？事實上，應否擴展至東南亞？」

「假如你在研究印度經濟的規模，哪裡是印度最強的經濟？是否在印度國內，或是應擴展至東南亞或美國等大部分較活躍的印度商業奇才已移居的地點？」

「所以，以地域分界非常困難。

「我的公司每次要就世界大事作出反應時都會非常審慎。前蘇聯解體對亞洲業務有何影響？伊拉克侵佔科威特對南韓在印尼的投資又有何影響？」

「你如何分析這些形勢，並得出有意義的結論？我只有從種族、民族、部族——或任何政治上恰當的字眼——的角度出發。

「從我的觀點出發，在分析東亞或東南亞市場時，每當有大事發生，我也會問，海外華人有何反應？」

「假如你細看亞洲區內每個經濟實體，你會發現大部分均操縱在海外華人手裡，只有南韓和日本例外。印尼的海外華人數目不足百分之四，但卻控制了全國百分之七十五由非外資擁有的資產。

「泰國的華人數目不及百分之十，但他們控制了全國九成的商業及製造業資產和一半的銀行資金。在菲律賓這個全亞洲最努力脫貧的國家，只有不足百分之一的華人，但他們卻是生產力最高的一羣，這也是近日子裡紛紛被綁架的原因。約三分之二的當地銷售總額是透過華人網絡交易的。

「據我分析，台灣和香港是區內最活躍的地區，兩地共有約五千一百萬海外華人，這些人有多富有？」

「這些以華人為主的經濟實體擁有的外匯儲備，比美國和日本的外匯儲備總和還要高，即使不把中國大陸計算在內，這肯定仍是世界最大的一個組合。

「他們有足夠的資產投資。且看他們的本地儲蓄率，其中部分可能像新加坡的中央公積金般強制儲蓄，但基本上華人社會或其他國家的華人社羣都傾向儲蓄大量金錢。假如你將日本的來往賬盈餘與台灣、香港和新加坡華人的比較，你會發現未來資金將來自這些華人。

「出口方面又怎樣？除了空話外，中國大陸唯一的出口便是原材料，而來自中國的出口大部分是港台華人的資金，或是由海外華人擔任中間人所作的交易。

「現時海外華人成了有權有勢的一羣。他們的本土市場大部分已經飽和，他們必須令本身市場和產品線變得多元化，因此他們正從農業轉而發展電訊業，從酒店業發展至其他工業。

「目前，台灣和香港的勞工和成本價過高，已不利於生產，但企業家不能就此坐以待斃，他們要設法經營下去，因此，他們轉移至這些範疇繼續經營。

「領導層也經常更換，政治並非用來參與，而是用來利用的，你可能會面對政治轉變，領導層可能出現變化，因此，你應分散風險。

「年青人的思想較其上一代更能適應國際潮流。上一代幾經艱苦才有機會入學，但他們的兒子可以入讀哈佛大學，成為工商管理碩士。他們的兒子可能個人關係不夠廣，但在國際間打交道，則可能較具信心。

「現在中國似乎是他們的熱門投資地點。」

"Now those factories don't have their exports included in Hong Kong GNP. What you are winding up with in Hong Kong is a rate of growth that is grossly understated. There is 10-12% inflation here but on the other hand our export prices are only going up 2-3%. because we are not basing our export prices on a Hong Kong basket but on a China basket. How do you as a businessman make decisions when the fundamental numbers you are using are wrong?"

Robert Broadfoot said: "I think one of the things you are going to find out in this post Cold War world is most numbers are wrong. First of all most numbers are geographic. Now that's the first mistake and probably the most important point I hope you come away with."

"Numbers like GNP and inflation tend to define a situation in a particular area. But as we have seen since the end of the Cold War that countries and their borders are changing. You've got a situation where the numbers you are using may not be the same five years from now."

"How do you define the area of the HK economy. Does it end in the New Territories? Or does it extend into China? Does it, in fact, extend to Southeast Asia?"

"If you are looking at the size of the Indian economy, where is India's strongest economy? Is it in India, or does it extend to Southeast Asia or the United States where some of the more dynamic entrepreneurial talents have migrated?"

"So, thinking geographically can be a problem."

"In my company, we are getting a bit gunshy in terms of having to respond to events. What does the collapse of the Soviet Union mean to business in Asia? What does the MFTA mean for business here. What does Iraq's invasion of Kuwait

mean for Korean investment in Indonesia?"

"How do you analyse these situations and come away with something meaningful? What I do is I think racially, or ethnically or tribally — whatever the politically correct word may be."

"From my perspective to analyse East Asia or Southeast Asia, whenever I see an event I ask how do the Overseas Chinese jump?"

"If you take a look at every economy in the region, with the exception of Korea and Japan, it is dominated by overseas Chinese. With less than 4% of the Indonesian population, the overseas Chinese control 75% of the assets of the country that are not in the hands of foreigners."

"Less than 10% of Thailand is ethnically Chinese but they control 90% of the commercial manufacturing assets of the country and 50% of the capital of the banks. Less than 1% of the Philippines population is ethnically Chinese — the country that's doing its best to march backwards in Asia — yet that 1% of the population is the most productive and that's why their kids are getting kidnapped these days. Two-thirds of all local sales are through the Chinese network."

"Taiwan and Hong Kong, for purposes of my analysis, are the most dynamic force I can find in the region. Altogether there are about 51 million Overseas Chinese. How wealthy are these people?"

"Take a look at the exchange reserves of the Chinese based economies in the region. They are greater than the level of US and Japanese exchange reserves combined. That's not bad for 51 million people. Even if you eliminate Mainland China, it is far and a way the largest of any group in the world."

"They've got the assets to invest. Take a look at the domestic savings rate. Some of it may be forced like the Singapore CPF. But basically the Chinese society, or the

racial groups in countries like Indonesia that are ethnically Chinese, tend to save an awful lot. If you compare the current account surpluses of Japan and those of the Chinese in Taiwan, Hong Kong and Singapore, it is from the Overseas Chinese where the capital is going to be coming from for the next 10 years."

"What about exports? The only exports of Mainland China beside their hot air are raw materials. The exports that are coming from China tend to be from foreign investments of Hong Kong Chinese or Taiwanese or deals that are transacted by Overseas Chinese middlemen."

"Now is the time when the Overseas Chinese are the movers and shakers. Their home markets are in many cases saturated. They have to diversify both locally and in their product lines. So they are moving from agriculture to telecommunications, from hotels to other industries."

"Domestic labour and cost pressures in Taiwan and Hong Kong are just too expensive to produce in these countries nowadays. But entrepreneurs don't curl up and die. They have to figure out how to survive. So they move to those areas where they can continue to do business."

"You are getting many leadership transitions. Politics is not something you participate in. It is something you use. You may wind up with a situation where you are getting political transition. Lines of influence may be changing, so you spread your eggs into other baskets."

"The younger generation has a much more international view than their fathers did. The fathers went to the school of hard knocks. Their sons went to Harvard and became MBAs. The sons may have fewer personal contacts but they feel more confident about moving internationally."

"China happens to be their flavour of the month right now." ■

# 工月商刊 THE Bulletin

## 1993 SPECIAL REPORTS

**JULY**

**FRANCE  
PROPERTY MARKET**

**AUGUST**

**SINGAPORE  
INSURANCE**

# Trade marks reform

The Information Services Committee of the Hong Kong Coalition of Service Industries (HKCSI) — the services arm of the General Chamber — held a roundtable luncheon on the reform of the Trade Marks Ordinance on May 7. Twenty members attended.

The chairman was Roger Barlow from the HKCSI Information Services Committee. Guests from the Intellectual Property Department were Averil Waters, deputy director; Ray Perera, assistant director; and Flora Cheng, senior solicitor.

Ray Perera gave a brief introduction to the Government's consultative document, Reform of the Trade Marks Ordinance, on which

the consultative period was extended to May 27.

Brief discussion afterwards covered these points:

1. The impetus for change has come from:



Ray Perera addresses the roundtable.

柏偉文在圓桌午餐會上致辭

- The introduction of service marks in 1992.
  - The TRIPS (trade-related aspects of intellectual property rights) negotiations in the Uruguay Round.
  - Harmonisation of trade marks laws under the World Intellectual Property Organisation (WIPO).
2. The overall aim of the reform is to make it easier to register trade marks.
3. Some of the more important recommendations are in the Chapters in the consultative document:
- Chapter 3: Removal of the distinction between Part A and Part B marks. There will be special provision for well-known marks.
  - Chapter 4: Multiclass registration will be provided.
  - Chapter 5: Cancellation of trade marks will be provided on the basis of non-use.
  - Chapter 6: For assignment of trade marks without goodwill, the present provision to require an advertisement will be deleted.
  - Chapter 7: In addition to "identical" goods and services, infringement will apply to "similar" goods or services. On the other hand, use of a trade mark in comparative advertising will be allowed; also trade mark rights will not prevent parallel imports.

At the roundtable (from left) Deputy Director Ms Averil Waters, Assistant Director Ray Perera, Chairman Roger Barlow of HKCSI's Information Services Committee and Dr W K Chan, secretary of HKCSI.

(左起)知識產權署副署長韋德詩、助理署長柏偉文、香港服務業聯盟資訊服務委員會主席巴盧、香港服務業聯盟執行秘書陳偉豪博士攝於午餐會上



## 商標法例改革

香港服務業聯盟轄下的資訊服務委員會於五月七日舉辦圓桌午餐會，討論商標條例的法律改革，當日出席的會員共二十位。服務業聯盟是本會屬下一個專責服務業的部門。

圓桌午餐會的主持人是資訊服務委員會主席巴盧，應邀出席的嘉賓包括知識產權署副署長韋德詩、助理署長柏偉文、高級律師鄭張德秀。

柏偉文首先簡介港府的商標條例改革諮詢文件，該份文件的公眾諮詢期現已延長至五月二十七日。

其後的討論主要集中於下列三方面：

- 一、促成改革的動力來自：
  - 一九九二年引進的服務業商標法例；
  - 烏拉圭回合中與貿易有關的知識產權談判；
  - 希望與世界知識產權組織的商標法例看齊。
- 二、改革的整體目標是令商標註冊更為簡單
- 三、諮詢文件中載列的重要建議包括：
  - 第3章：取銷甲部和乙部商標的區分，並為知名商標訂定特別條款。
  - 第4章：提供多類別商標註冊。
  - 第5章：規定不應用的商標予以取銷。
  - 第6章：就沒有商譽的情況下轉讓商標而言，現有規定刊登廣告的條款將予刪除。
  - 第7章：除了「相同的」貨物和服务外，侵犯商標權的範圍將擴闊至「類似的」貨物或服务。另一方面，法例將容許在貨比貨式廣告中使用商標，以及商標權利無礙平行入口。



Caltex Green Fund Committee: Legislative Councillor, Mrs Peggy Lam, Jamie Allan, Ralph Perry, Archibald Chan and Dr Chan Wai Kwan.

加德士環保基金委員會：立法局議員林貝聿嘉、艾哲明、勞百利、陳棟榮及陳偉羣博士

## Dr Chan joins Caltex Green Fund Committee

Caltex's general manager and director, Ralph Perry, announced on May 14 the appointment of Dr Chan Wai Kwan to be a member of the Caltex Green Fund Committee. Dr Chan is Assistant Director, Service Industries, at the General Chamber of Commerce.

The Caltex Green Fund Committee helps disburse millions of dollars in funding local environmental projects.

Dr Chan replaces Humphrey Keenlyside from the Private Sector Committee on the Environment. Dr Chan said: "The Caltex Green Fund is a good model showing how the commercial sector can contribute to the environment. As local businesses and industries are taking an important role in protecting the environment, I hope to use my knowledge in this area to help the Fund develop a fuller perspective."

Ralph Perry said: "Mr Chan has a good knowledge of the environmental problems and needs of Hong Kong. With his participation, the Caltex Green Fund can make better use of its resources to help green Hong Kong."

Established in April 1991, the Caltex Green Fund is one of the largest privately-financed environmental funds in Hong Kong. It encourages motorists to use unleaded petrol and the financing of

local environmental projects. To date the Fund has committed HKD3.5 million to sponsoring more than 50 environmental projects. The fund comes from a portion of Caltex's Techron Unleaded sales.

It is managed by an independent committee on which Legislative Councillor Peggy Lam, environmental journalist Jamie Allan and Archibald Chan, Director of Personnel and Administration also serve. ■

## 陳偉羣加入環保基金會

香港加德士有限公司總經理兼董事勞百利於五月十四日宣布委任陳偉羣博士為加德士環保基金委員會委員。陳偉羣博士現任香港總商會服務業部助理總裁。

加德士環保基金委員會負責協助分配數以百萬元的基金作本地環保工程的發展經費。

陳偉羣博士接替來自私營機構關注環境委員會的金力生出任基金委員會委員。陳偉羣博士說：「加德士環保基金是個良好典

範，顯示出工商界亦可對環保作出貢獻。隨著本地工商界在環保工作上肩負的角色日益重要，我希望能運用我對這方面的認識，協助基金委員會更全面地發展。」

勞百利說：「陳偉羣先生對環保問題和香港在這方面的需要有深入瞭解，他加入後，加德士環保基金委員會必能更有效地運用其資源綠化香港。」

加德士環保基金於一九九一年四月成立，是香港私營機構集資的大型環保基金之

一。這項基金鼓勵駕車人士使用無鉛汽油，並為本地環保工程提供經費。直到目前為止，基金已撥出三百五十萬港元，贊助的環保工程超過五十項。基金款項由加德士無鉛汽油的銷售額中撥出。

這項基金由一個獨立委員會管理，成員其中包括立法局議員林貝聿嘉、專責報導環保事務的記者艾哲明及加德士人事及行政董事陳棟榮等。 ■



# Another milestone

## Federal Express celebrates its 20th anniversary

**J**ohn Allison, managing director of Federal Express Hong Kong, China and Macau, says the company is very much a success story as it celebrates its 20th birthday.

He says during its history, Federal Express has achieved a number of "firsts":

- pioneered the "hub and spokes" system that has been widely adopted by the airline industry around the world;
- the first air express company to have its own planes, crews and ground fleets;
- the first air express company to install bar-code technology in its delivery vans to track packages;
- the first express company with its own air fleet to offer next-morning service from Asia to thousands of points throughout North America;
- the first in the industry with money-back guarantees and free proof-of-delivery.

John Allison says: "We are the first American company to reach an annual billion dollar revenue within 10 years of the founding of the company without any acquisition of other companies.

"So we have been incredibly successful and we are now working to make the same success we enjoy in the United States come true here and internationally."

He says Hong Kong is one of Fed Express's largest offshore markets and has enjoyed strong growth and continuing improvement in service over the years.

"Hong Kong is certainly one of the cornerstones to our continued success here in Asia. So it has become the headquarters for our Asia Pacific-Middle East region.

"It is also a major gateway into China and its growth remains strong. We would see it continue to play a very important role in the international market."

Sussy Chako, Marketing Manager of Federal Express for Hong Kong, China & Macau, says the competition in the courier industry is very keen and has never ceased to provide innovative products and services over two decades.

She says: "It is a competitive marketplace. But from our standpoint, this competition is just making the service better for the customers.

"Our standpoint has always been that quality of service is very important. We are the pioneer, for example, in our track-



John Allison 顏里舜

ing system which from minute to minute, we can tell you where your package is.

"The competition is getting very excited but we are trying to do the same because we see that is important to the customers. I think this competition is

necessary and is healthy."

John Allison says Federal Express has continued improving their tracking system and the most current product is the ASTRA (Advanced Sorting Tracking Routing Aid) system.

He explains that laser beams and invisible light curtains will read the bar code for destinations and type of service on a package passing under the ASTRA scanner. This information helps to facilitate the movement of packages by activating the diverters to pass the packages onto the correct belt.

"We also see other companies attempting to do the same but we are still doing much better than anybody else"

He says another improvement is in the custom clearance process. Federal Express's Expressclear computerised customs clearance system eliminates the need to clear each item as it arrives by transmitting information about imports while they are still in the air.

"This is not as big an issue in Hong Kong because Hong Kong is a free port. But in countries where goods are heavily regulated with custom duty, the faster we can make the custom clearance process, the better service we can provide for the customer."

## 又一新里程

### 聯邦快遞慶祝成立二十周年

**聯**邦快遞今年慶祝成立二十周年，該公司董事總經理顏里舜表示，過去二十年，聯邦快遞的發展可說十分成功。

他指出，聯邦快遞過去曾經屢創先河：

- 首創「中樞集散處理」運送系統，成為全球空運業爭相仿效的對象；
- 第一家擁有本身機隊、飛行及地勤人員及車隊的速遞公司；
- 第一家在運送車輛安裝電腦數碼系統來追蹤包裹的速遞公司；
- 第一家速遞公司以其本身機隊提供由亞洲往北美洲多個地點的翌日遞送服務；
- 速遞業內首家提供原銀奉還保證及免費收件證明。

顏里舜說：「我們是美國首家無須收購其他公司也能在開業十年內全年盈利達到十億美元的公司。

「所以，我們可以說獲得空前成功；現在我們正努力將美國取得的成就在香港以至全球的業務中重現。」

他表示，香港是聯邦快遞最大的海外市場之一，業務持續強勁增長，多年來服務不斷改善。

「香港無疑是奠定我們在亞洲區的成就的基石，香港已成為我們亞太及中東區的總部。

「香港也是通往中國大陸之門，而其業務持續增長凌厲，預期香港將在國際市場上擔當一個非常重要的角色。」

聯邦快遞香港、中國及澳門市場部經理許素嫻表示，速遞業競爭熾烈，過去二十年業內不斷推出新產品和服務。

她說：「這個市場競爭激烈，但我們認為，競爭只會提高顧客服務水平。」

John Allison says last year has been a very good year for couriers and their performance in the business has been very strong.

"On the express side of the business, growth remains very strong. And that's where the growth is as projected into the future."

Sussy Chako says: "We also find that there are more and more shippers who need to ship heavyweight packages by express. Everything from emergency orders to just high-value goods that need to move very quickly."

Foreseeing the future, John Allison says the Hong Kong market is already well-developed and they are going to keep it growing in size year after year.

"In our Hong Kong headquarters, we will focus on opportunities that may occur in China. That will probably be our major growth market in the future."

He says Federal Express has formed a HKD6 million task force to study the China market and to develop an expansion plan for the future.

"We now have direct service to 14 cities in China. That constitutes a strong market force. It is a market all of us in the airline and express business want to tap."

He says there are problems in dealing with the companies in China where China is changing from state control to private enterprise.

"The Chinese are anxious to learn and to develop. Every time I travel to China, there are new buildings going up. You can see it is developing."

"But it is a country that is just going from a very controlled environment towards a free market. It is a long road for a communist country to move in that direction."

"So certainly that is one of the obstacles for the evolving free market, though I'm sure it will get better every year." ■

「我們一向非常著重服務質素。舉例說，我們傲視同儕的追蹤系統可隨時告訴你包裹的下落。」

「市場競爭日趨激烈，但我們仍堅持一貫作風，因為我們覺得優良的服務對顧客至為重要，我認為這種競爭是必須的，而且也是良性競爭。」

顏理舜表示，聯邦快遞不斷改良其包裹追蹤系統，最新的產品是「先進分揀追蹤線路輔助系統」。

據他描述，當包裹經過該系統的掃描器時，激光束和無形光幕會閱讀包裹上代表目的地和服務種類的條碼，然後這些資料會指引分向器把包裹傳送至正確的輸送帶上，加快包裹的流量。

「我們也知道其他公司亦紛紛仿效，但我們始終稍勝一籌。」

他表示，他們亦在清關程序方面作出改



## UPS Million Dollar Club 聯合包裹 公布優勝者名單

**A**s part of its strategy to promote excellence in staff performance, United Parcel Service (UPS) organised a "Million Dollar Club" competition between June and December 1992 to motivate each sales staff to break the HKD1 million revenue mark.

Account executives who generated more than HKD1 million during the second half of 1992 were eligible to join UPS' Million Dollar Club.

Pictured are UPS Business Development Manager Christine Kwok (third from left) with 10 winners of the "Million Dollar Club" competition. ■

**爲**了鼓勵營業部員工致力打破一百萬元收益大關，聯合包裹運送服務公司於一九九二年六月至十二月舉辦了一項名為 Million Dollar Club 的比賽。此項活動為該公司促進員工表現的部分策略。

凡於一九九二年下半年營業額超過一百萬元的客戶主任均可加入 Million Dollar Club。

圖為聯合包裹業務拓展部經理郭翠瓊(左三)與十位比賽優勝者。 ■

進。聯邦快遞的「速遞清關」電腦化清關系統於抵達目的地前將進口貨品的資料傳送到地面，免除貨品逐件清關的程序。

「香港是自由港，所以清關問題不大。但在一些關稅特重的國家，我們完成清關程序的時間愈短，為顧客提供的服務便愈佳。」

顏理舜表示，去年速遞業的成績非常理想，業務增長十分強勁。

「速遞業務的增長非常強勁，預期未來業務的增長也是在速遞方面。」

許素細說：「我們發現愈來愈多付貨人需要利用速遞運送重型包裹，一些緊急訂單的貨物以至需要迅速付運的高價值貨品也有。」

展望未來，顏理舜表示，香港市場已發展成熟，他們將繼續令其繼續壯大。

「我們香港的總部會集中發展在中國湧

現的機會，因為中國很可能是未來增長最大的市場。」

他表示，聯邦快遞準備進行一項耗資六百萬港元的特別項目，專門研究中國市場，並提出未來的擴展計劃。

「現在我們在中國十四個城市提供直接服務，構成了十分強大的市場勢力。中國是航空界和速遞業均想打進的市場。」

他說，中國企業現正從國營轉變為私營，因而與國內公司做生意存在一定困難。

「中國人都很熱切學習，非常渴望發展。

由此可見，他們正不斷發展。

「但這是一個從嚴格控制的環境轉變至自由市場的國家，對共產主義的國家而言，邁向這個目標是一條很長的路。

「這無疑是轉變中的自由市場所要面對的障礙之一，但我相信明天會更好。」 ■

# The gourmet obsession

Continuing HK domestic demand for freshly killed China chicken means US frozen parts are increasingly finding their way into China to meet a Guangdong shortfall

**A**gricultural officials, both local and foreign, have repeatedly over the years warned Hong Kong people their gourmet obsession for freshly killed roast chicken would some day have to give way to eating the imported frozen whole bird (or its wings, legs, feet and now franks) — much like the rest of the world.

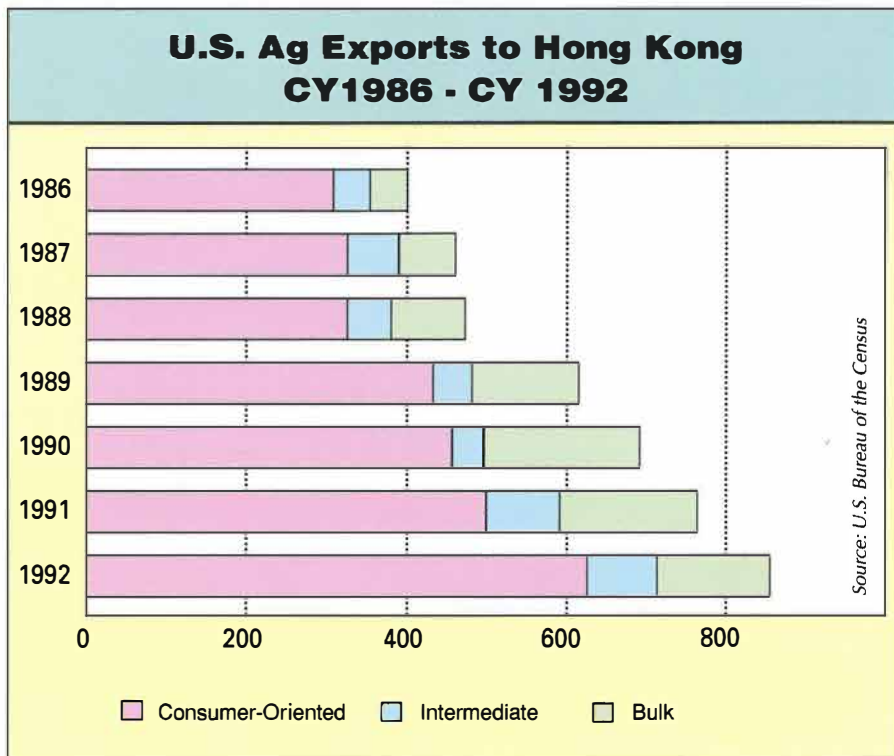
But many Hong Kong chefs in hotels and restaurants, not to mention some housewives, still persist in preferring the China-exported live bird that is killed and dressed on the spot here in our local markets. They pay more, of course, for their gourmet preference. But the virtual obsession does sometimes put a strain on the supply of live birds from Guangdong.

Phillip Holloway, Consul (Agriculture) at the US Consulate General believes that strain is now beginning to show more and more. There sometimes aren't enough live birds left for consumption in the villages and towns of Guangdong.

And what are the Guangdong villagers and townspeople doing to satisfy their own domestic demand for chicken?

Phillip Holloway says Hong Kong is importing more and more frozen chicken parts from the US (see table). And he thinks at least some of that increase is finding its way into places like Shenzhen and beyond to make up the live bird shortfall.

Last year, once again, US poultry meat (by value USD140 million) topped the list



of US food exports to Hong Kong. Chicken meat (USD127 million) was the star performer, not necessarily frozen whole birds but chicken wings, feet and franks.

Generally speaking Hong Kong's food and beverage market is one of the most important and fast growing markets in the world for American foods and farm com-

## 飲食講究稱第一 購買力強冠亞洲

香港市場對中國鮮雞的需求日增，意味著美國凍雞有機會打入中國市場，以解決廣東本身雞肉供不應求的問題

**本**地及外國專責農業事務的官員多年來曾經一再指出，香港人講究飲食，烹製燒雞時特別注重材料新鮮，但相信有朝一日，香港人將不得不和世界其他地方的人一樣，改吃進口的原隻凍雞（或者急凍雞翼、雞腿、雞腳、雞肉腸等）。

除了家庭主婦外，很多香港酒店和餐廳的廚師仍然鍾情於中國進口的鮮雞，並指定於濕貨市場即時宰殺處理，當然，鮮雞價錢會較高。不過，他們的偏好有時會為廣東省進口的鮮雞供應帶來壓力。

美國駐港總領事館參贊（農業）何樂焯相信，這種壓力會日漸增大，因為廣東省城鄉本身的供應偶爾亦非常緊張。

那麼，當地居民怎樣滿足本身對雞肉的需求呢？

何樂焯說，香港進口美國凍雞部分（如雞翼、雞腿等）的數量不斷增加，他認為部

分增長可能是用作轉口到深圳等城市，以解決當地雞肉供應不足的問題。

以價值計算，去年美國家禽肉類（約值一億四千萬元）繼續高踞美國進口食品的首位，而雞肉（佔其中一億二千七百萬元）的進口量則最為矚目；雞肉指原隻凍雞、雞翼、雞腿、雞腳、雞肉腸等。

總的來說，香港是美國食品和農場商品最重要而且增長最迅速的市場之一，美國人認為香港是個名副其實的自由港。

香港是美國在亞洲的第二大高增值/增值農產食品進口地，排名僅次於日本；以

### U.S. Ag Exports to Hong Kong: CY88 - CY92 (Thousand of US\$: FOB US Ports)

COMMODITY	1988	1989	1990	1991	1992
Poultry Meat	50,313	93,472	88,029	111,346	139,752
Cotton	21,904	52,138	76,892	98,436	73,880
Ginseng	43,687	36,156	73,222	67,482	92,934
Raw tobacco, f-cured	40,100	32,687	71,134	30,657	23,690
Organes	39,326	53,560	53,640	26,534	55,351
Apples	15,911	16,634	21,089	24,998	26,817
Shell Eggs	7,375	4,341	10,574	22,074	22,534
Edible nuts	6,323	8,219	10,796	21,336	31,652
Grapes	15,638	18,739	21,127	20,570	21,946
Wheat	18,259	20,996	16,088	20,265	22,064
Furskins (undressed)	10,618	17,607	15,405	18,285	13,019
Beer & Ale	2,895	8,437	10,424	18,092	10,464
Raw tobacco, burley	17,427	14,729	25,940	17,749	16,824
Beef, frozen & fresh	10,886	13,795	12,816	17,091	22,710
Pistachios	2,483	3,722	5,630	13,876	20,088
Cocoa & products	9,619	9,276	10,614	10,010	11,803
Lettuce	6,609	7,282	7,538	6,772	7,443
Soups Broth Preps.	2,099	4,255	5,556	6,683	5,930
Sweet corn (canned)	3,866	3,674	3,183	6,612	7,062
Prunes & Plums, fresh	6,320	6,300	5,887	6,576	6,609
Potatoes F.Fry froz.	3,761	4,729	5,576	6,329	6,373
Cattle hides	1,765	1,737	1,286	5,411	11,391
Almonds	1,479	3,543	2,755	5,250	8,570
Lemons	3,930	3,991	4,609	5,230	5,198
Melons	3,508	2,935	4,593	4,934	2,888
Cherries	2,524	4,616	2,163	3,558	5,643
Beverage bases	14,619	11,308	7,031	3,032	3,583
Ice cream	1,555	2,613	1,898	2,718	3,402
Raisins	1,236	1,368	1,582	2,428	4,607
Wine	1,597	1,961	1,692	1,803	2,211
Potato chips	613	890	1,425	1,711	2,160
Rice	3,059	3,833	2,017	1,454	1,023
Prunes (dried)	1,234	709	988	930	1,050
Cut flowers	6	119	151	141	154
Others	76,172	142,003	117,915	160,569	169,657
<b>TOTAL</b>	<b>448,626</b>	<b>612,324</b>	<b>701,265</b>	<b>770,942</b>	<b>860,482</b>

Source: U.S. Bureau of the Census

modities. Americans say it just what they should expect in a classic free port.

The US ranks Hong Kong as its second biggest importer of high value/value added agricultural products in Asia after Japan and the fourth (after Japan, South Korea and Taiwan) largest US agricultural export market among the 18 Asia countries.

But the US ranks Hong Kong first on a per capita consumption basis. Hong Kong's less than six million people last year ate USD143 worth of US farm products.

The leading items Hong Kong imports

in addition to poultry meat, are oranges, ginseng and tobacco. Imports in 1992 of US fresh fruit and vegetables added up in value to USD148 million. Hong Kong takes about one-tenth of the citrus and non-citrus fruits that the US exports. The US is Hong Kong's No 1 supplier.

The Territory is among the top three US export markets for oranges, apples, grapes, tomatoes, celery, lettuce, peppers and onions. The market for US fruits and vegetables has grown by an average of 45% each year since 1987. Frozen vegetables, led by French fries,

also continue to rise.

Hong Kong is perhaps the highest per capita consumer of fresh oranges in the world. It imported 107,000 metric tonnes from the US in 1992. And that was in a year when it was trying to beat off competitors from all over the world who had gained footholds in the Hong Kong market while California oranges were recovering from two years of drought that made the Californian fruit smaller.

US exports of shell nuts, including pistachio almonds and macadamia, more than doubled in 1991 and grew a further 48% to USD32 million in 1992.

Hong Kong's imports of cotton suffered a setback in 1992 but they have quadrupled in just five years. US exports of undressed mink fur skin to Hong Kong jumped from less than half a million USD in 1978 to over USD10 million in 1992. Hong Kong is now one of the largest US export markets for US mink.

US wild ginseng is much sought after in the Hong Kong market and exports in 1992 increased to USD93 million, 38% more than in the previous year.

Demand for tobacco remains strong from Hong Kong cigarette manufacturers, despite continuous increases in duties. Hong Kong imported USD452 million worth of cigarettes from the US in 1992.

Phillip Holloway says he expects the trend of increasing sales of US farm produce to Hong Kong to continue in the next few years. The per capita income in Hong Kong is second to Japan and a significant portion is spent on food.

According to a recent study conducted by the University of Pennsylvania, Hong Kong people enjoy the highest purchasing power in Asia, surpassing Japan.

While the Hong Kong food market is segmented between the Western-oriented institutional trades of hotels, restaurants and supermarkets and the traditional Chinese market, there is a growing awareness of the high quality of American foods. With the growing presence of Americans (24,000, highest expatriate population after 90,000 Filipinos) and six million tourists annually, the food market is Westernising.

Young Chinese in lifestyle are increasingly turning toward convenience foods. McDonald's, Pizza Hut, Kentucky Fried Chicken, Wendy's, Hardee's Fairwood, Cafe De Coral, Jack in the Box, etc. are increasingly in evidence. ■

貨量計算，香港在十八個亞洲國家的排名則僅次於日本、南韓和台灣。

然而，在人均消耗量方面，香港則高踞首位。過去一年，香港不足六百萬的人口，共耗掉總值一億四千三百萬的美國農產食品。

除了家禽肉類外，其他重要的進口美國產品尚有鮮橙、人參和煙草。此外，美國輸出的柑橘和非柑橘類果品中，一成是輸往香港，美國是香港第一大果品供應國家。

香港是美國鮮橙、蘋果、提子、番茄、芹菜、生菜、胡椒、洋葱等農產品的三大出口市場之一；港人食用美國鮮果和蔬菜的數量自一九八七年起每年平均增加百分之四十七，其他以薯條為主的急凍蔬菜，進口量亦持續增加。

以人均計算，香港可能是全球鮮橙消耗量最高的地方，一九九二年，香港輸入美國鮮橙十萬零七千公噸，當時美國鮮橙正面對各國競爭對手的威脅，而且加州鮮橙的產量亦經過為時達兩年的乾旱期後轉趨正常。

一九九一年從美國進口的硬殼果仁，例如阿月渾子果仁、杏仁、澳洲堅果等，總值比九零年增加了一倍多，而去年總值進一步激升百分之四十八，達三千二百萬美元。

香港去年入口的美國棉花，增長則不如理想，但過去五年，進口量已增長四倍。美國進口的未經處理的貂皮和動物毛皮，總值由一九七八年的不足五十萬美元大幅增至九二年的一千多萬美元，香港現時是美國最大的貂皮出口市場之一。

去年美國野山人參的進口量亦大幅增加超過百分之三十八，總值達九千三百萬美元。

雖然進口關稅持續提高，香港煙草商對美國煙草的需求依然強勁，去年香港共輸入總值四億五千二百萬美元的美國煙草。

何樂焯預料，未來數年，美國輸往香港的農產品量會繼續增加。

以人均消費額計算，香港人用於食物方面的支出僅次於日本；不過，最近一項由美國賓夕凡尼亞大學進行的研究顯示，香港人的購買力冠於全個亞洲，甚至日本也瞠乎其後。

香港食品市場主要可分為兩個，一是西餐館(包括酒店和餐廳)和超級市場，其次是傳統的華人市場。港人日漸重視美國的高質素食品。

居港的美國人(共約二萬四千人，人數僅次於共達九萬的菲律賓人)為數甚眾，加上每年都有六百萬名遊客來港觀光，難怪香港的食品市場如此西化。

年青的一代逐漸轉為光顧一些供應快捷方便食品的食肆，快餐店如麥當奴、必勝客、肯德基家鄉雞、雲迪斯、哈迪斯、大快活、大家樂、Jack in the Box 等等，營業額全都有不俗的增長。 ■

## U.S. Ag Exports to Hong Kong: CY88 - CY92 Volume

COMMODITY	1988	1989	1990	1991	1992
Poultry Meat (MT)	49,011	84,814	88,376	112,358	154,761
Cotton (MT)	14,520	37,449	53,311	65,415	68,256
Ginseng (MT)	387	1,018	905	523	726
Raw tobacco, f-c (MT)	6,544	5,465	11,662	4,918	3,250
Oranges (MT)	79,434	103,120	108,000	42,174	107,433
Apples (MT)	33,775	34,338	41,502	43,993	45,453
Shell Eggs (1000doz.)	11,408	7,036	13,841	29,740	29,793
Grapes (MT)	15,565	21,519	20,326	20,596	19,710
Wheat (1000 MT)	126	124	111	154	157
Furskins, und (1000pc)	334	805	800	830	704
Beer & Ale (Kl)	4,663	16,851	20,573	34,767	21,086
Raw tobacco, bly(MT)	2,673	2,423	3,768	2,272	2,262
Beef, froz.fr (MT)	2,337	2,891	3,471	3,832	5,399
Pistachios (MT)	634	1,385	1,895	4,121	6,319
Cocoa & products (MT)	3,351	2,82	4 2,132	2,192	2,563
Lettuce (MT)	14,994	19,142	15,224	12,358	13,648
Soups Broth (MT)	3,699	4,685	6,223	8,015	9,848
Sweet corn (canned)	5,797	5,238	7,493	14,156	12,841
Prunes/Plums, freshMT	6,129	7,510	6,026	8,667	8,470
Potatoes F.Fry FzMT	6,186	13,427	8,430	9,222	10,250
Almonds (MT)	473	640	781	1,503	2,286
Lemons (MT)	6,597	7,128	8,410	6,557	8,004
Melons (MT)	7,017	6,189	9,216	9,425	6,750
Cherries (MT)	1,231	2,735	1,039	1,282	2,553
Beverage bases (MT)	1,257	2,028	617	638	576
Ice cream (MT)	2,878	1,897	1,312	1,503	2,101
Raisins (MT)	618	796	1,027	1,552	3,291
Wine (Kl)	1,154	1,429	1,123	1,282	1,545
Potato chips (MT)	207	364	512	608	825
Rice (MT)	7,253	10,243	5,149	3,955	2,070
Prunes (dried) (MT)	755	421	1,405	1,695	1,481

Source: U.S. Bureau of the Census

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# New Technology Training Scheme

The Vocational Training Council (VTC) is inviting employers to participate in the New Technology Training Scheme.

The Committee on Training of Technologists of the VTC is responsible for the administration of the training scheme. The object of the scheme is to provide assistance to companies in Hong Kong that wish to have their staff trained in a new technology that would be useful to their business. The support will be given in the form of a training grant to the company provided that the company matches it with a comparable sum.

In the context of this scheme, new technologies include those which are not widely applied in Hong Kong and the absorption and application of which will significantly benefit the local industries.

Training grants to be offered under the scheme are of two types:

- (a) Type A- Overseas training courses or working attachments
- (b) Type B- Local training courses or working attachments

The overseas training grant not exceeding HK\$37,500 per trainee, will be paid to the sponsoring employer to cover in part, the cost of passage to an overseas facility and assistance towards living and training expenses. The local training grant not exceeding HK\$15,000 per trainee will only cover course fee.

Employers participating in the scheme will be required to provide training programme, application for training grant and employer's undertaking.

Apart from administering the scheme, the VTC offers assistance to employers in identifying suitable overseas training opportunities. Recently, the VTC and the Centre on Education and Training for Employment (CETE) of Ohio State University, U.S.A. have agreed to collaborate in the New Technology Training Scheme overseas training placements and programme development in the United States. Any employers who require assistance in identifying suitable placements in the United States to acquire new technologies may use this service.

If you are interested to participate in the above scheme, please telephone 836 1702 or fax to 838 0667 for more details or complete and return the coupon below:

To: The Committee on Training of Technologists  
c/o The Technologist Training Unit  
Vocational Training Council  
16th Floor, VTC Tower  
27 Wood Road  
Wanchai  
Hong Kong

We are interested to participate in the New Technology Training Scheme. Please send us more details.

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Nature of Business: \_\_\_\_\_

Name of Person to Contact: \_\_\_\_\_

Position: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

# Richard Williams leaves

Goodbye to another popular American who worked here four times and loves Hong Kong and its people

**R**ichard Williams begins by describing United States relations with Hong Kong as "very good." Like his predecessors in the foreign service he has learned to know intimately Hong Kong and its people.

He began his foreign service in Hong Kong. He has been posted here four times in his career. It could be his last assignment also, but not necessarily as he himself explains.

He has contributed immensely in his foreign service career to the tremendous legacy of goodwill that exists between Hong Kong and the United States.

He says: "Going back many years the main issue the United States would have with Hong Kong was about textiles. In recent years we have not had serious difficulties there.

"When I came here to work for the fourth time three years ago we had some differences about the Vietnamese boat people but that issue has ebbed.

"We are trying fitfully to renegotiate some agreements with Hong Kong because with 1997 approaching some agreements between the UK and the US that embraced Hong Kong have to be done some different way.

"We are hopeful we can reach agreement about things, such as extradition, mutual legal assistance, a bilateral investment treaty and a civil air agreement. All of those things have not been moving very fast but we hope that progress can be reached over the next couple of years.

"In addition there has been a question of the practice of law by American lawyers and other foreign lawyers here which has been controversial for a number of years and supposedly is about to be ameliorated in some way. But the Law Society's proposals have really not surfaced very much yet. That's one we are watching carefully.

"Hong Kong has a glorious and well-deserved reputation as the world's greatest adherent to free trade. But there are certain enclaves that are distinct exemptions to this position. In addition to legal practice, in our view at least, civil air is another one.

"But on the broad question of relations between the US and Hong Kong, certainly the great friendship of the two places is as strong — at least from an American

point of view — as it has ever been.

"The Governor's trip to the States a month ago: he was very well received and gave a very fine impression in our view. He was very strongly for the extension of Most Favoured Nation treatment to China without conditions and he had some affect there.

"You have seen what the President has done on MFN. The conditions have been



Richard Williams

imposed by executive order rather than by legislation.

Congresswoman Pelloso said she would abandon her earlier insistence that there should be some linkage.

"We also have since last year the Hong Kong Policy Act of 1992 which was primarily the work of Senator Mitch McConnell, Kentucky, a moderate and intelligent senator. It incorporates a number of different policies toward Hong Kong intended to be supportive of the present and future here."

*Are you satisfied with the trade relationship?*

Richard Williams: "We have excellent cooperation with the Hong Kong Government. Our Customs services work very closely on problems such as textiles transshipment. The Hong Kong textiles regime is among the best in the world. Given the tremendous financial advantage these days of producing textiles in China rather than other places, there is a continuing pressure for those textiles to find their way into the world market. But the Hong Kong Government is very helpful in dealing

with that problem.

*Is American direct investment in Hong Kong being maintained?*

Robert Williams: "Oh yes, indeed. Direct investment we have estimated at USD7 billion for some time. It is continuing. For instance, across the street (from the Consulate General) is the Citibank Tower. It is not all Citibank money that built it but it is an example of the continuing American interest. Exxon is still very much involved with financing CLP generating capacity."

He said another example is the American company Sealand which is a member of the Consortium for Container Terminal No 9, that also includes Jardines. Sealand believes its investment will be over USD100 million.

*It is being held up at the moment.*

Robert Williams: "Indeed. But in the last week or so it does look like the infrastructural projects and the economic side of the controversy between the British and the Chinese may be easing a little bit.

*What's the American attitude toward Chek Lap Kok?*

Robert Williams: "We believe very strongly that Hong Kong needs a new airport. We hope the two sides will reach agreement and it will go forward as rapidly as possible. One only has to go through Kai Tak to be aware how near it is to bursting at the seams."

*Any other problems with Hong Kong you would like to mention?*

Robert Williams: "No, I don't really think so."

The Consul General said he came to Hong Kong on his first assignment with the US State Department. That was in 1958.

"I had not any particular training in Chinese or Asian affairs when I was at University. So my assignment here was just the way the State Department system worked. I just happened to be assigned here. But in those early days I became fascinated by China. I liked Hong Kong very much.

"In my first year I did consular work that entailed going out to investigate fraudulent visa application claims. I went to see people, their letters and their documents in their own homes. In retrospect it was useful because I eventually saw all the neighbourhoods of Hong Kong. I went to squatter villages and even places in Tsuen Wan that had been built in the mid-19th century.



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ry. When you went from the ground floor to the 2nd floor you ascended a ladder. You sometimes went into a room that was a black hole with no windows.

"In the second year I was here I began to do political analysis. That was at the time when this Consulate was for the US the Embassy that we would have had in China if we had been able to be there.

"We were analysing Chinese developments at a time when the Chinese and Soviets were bitterly criticising each other but they hadn't quite taken the gloves off. One would criticise Yugoslavia and the other Albania, but what they meant was each other.

"I was reminded by my boss at that time, who I saw a couple of years ago, that the first piece I wrote was on a Chinese editorial called 'Long Live Leninism,' which was against the Russians who were allegedly abandoning Lenin.

"It was at that time I met my wife. She is Chinese from Tianjin and was a Mandarin instructor here in the Consulate. Needless to say that added to my interest in China. But my father died about that time so I left for the States for five years and worked in our private family business in Chicago.

"I came back in 1965 entering the foreign service again and initially worked in Lyndon Johnson's White House for a couple of years. It was at an interesting time. In my first week we were doing correspondence dealing with the racial incidents at Selma, Alabama. This was at the time of Martin Luther King and so much turbulence in the United States.

"We were also writing condolence letters to the families of the men who were dying in Vietnam.

"After the White House I went into full-time Chinese language studies in, both Washington and Taiwan. I came back to Hong Kong at the very end of the Cultural Revolution. I wasn't here when the bombs were going off but I think I saw the last demonstration by the leftists on October 1, 1968. I stayed in Hong Kong for four years.

"About the time I left Nixon was going to China. A tremendous transformation from the US point of view had taken place. When we normalised relations with China in 1979 it was agreed each side would open two consulates in each other's country. Our's were in Guangzhou and Shanghai.

"We rushed to open Guangzhou in part because of Hong Kong Government anxiety. Until then anybody whom wanted to emigrate to the US from China had to apply in Hong Kong because we had no offices in China. That meant they could be here for a period of months before all their processing was completed. And, on occasion when a visa applicant wasn't qualified then the Hong Kong Government was stuck with these people.

"We opened Guanzhou almost a year before we opened Shanghai and that was the first consulate general we had in China for a long time. So I was the first Consul General in China for many years. I lived in the Dongfang Hotel for a couple of years which was a dubious paradise

but my wife and children did have an opportunity while we were these to visit her family in Tianjin.

"We were in Gunagzhou for a couple of years. Then I came out here as deputy to the Consul General from 1981-85. I was in Washington from 1985-89 in the State Department in charge of Chinese and Hong Kong affairs. In the latter part of that period when we recognised Mongolia I became also the Ambassador to Mongolia. That also was an adventure.

"I then came here as Consul General three years ago.

"I think I've been very lucky. In all the areas of the earth in the last several decades Asia and China have certainly been the most fascinating and the greatest of success stories. It's nice to be with winners.

*What are you going to do now?*

Richard Williams: "I will go back to the State Department for a couple of months. Probably, I will go up to the United Nations for the General Assembly — three months this Fall.

"Then early next year it's possible they might offer me another Ambassadorship if I want to take it. I would do that. Otherwise I will retire but I won't retire to do nothing.

"I'm thinking of doing some combination of teaching, may be some writing, may be some consultancy.

*May be a job like Donald Anderson or Burt Levin?*

Richard Williams: "Yes, it could be something like that." ■

# 工月商刊 THE Bulletin

Advertising rates - effective January 1993.

(In Hong Kong dollars)

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# Altos開放式多用戶電腦系統 助你拓展業務



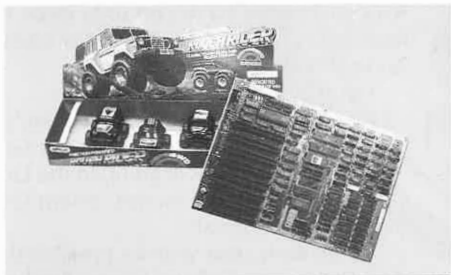
鐘表製造



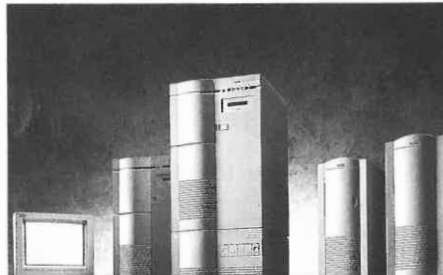
電子產品製造



出入口行業



玩具製造



Altos開放式電腦系統



零售業



成衣製造



批發經銷



生產管理

Altos電腦系統是全球首屈一指的多用戶電腦製造商，目前世界各地有超過十五萬間公司已裝置Altos的系統。Altos之所以備受用家歡迎，是因為它能夠提供真正的開放式電腦系統。

Altos在製造以UNIX為基礎的電腦系統方面，已擁有超過十五年經驗，除了連接網絡，系統管理與數據傳輸處理的技術外，更提供多種全能的UNIX系統方案，順理成章成為主要的集成系統製造商。

Altos提供一系列的多用戶電腦系統，配以加強之UNIX操作系統。無論是中小型公司，或業務多元化之機構，Altos都可為其設計配合不同業務需要的電腦系統。

Altos System 15000可連接八至二百個用戶，正好配合閣下發展迅速的業務。該產品並於AIM Technology九二至九三年冬季報告中，勇奪最物有所值、最佳表現及最佳效能產品獎項。

Altos更為從事批發經銷、電子或成衣製造，法律、會計、船務、會所管理、保險及金融等各行各業的公司，提供專門電腦應用軟件。

所以，無論閣下從事那一種行業，Altos都必定有適合閣下業務需要的電腦系統，從而提高工作效率、生產及利潤。

Altos以客為本，提供免費安裝、訓練及支援服務，並為此屢獲殊榮。本公司在九二年度的VAR-BUSINESS年報中，被獲選為增值轉銷商的最佳經營伙伴。本公司以優秀的產品、價格及支援服務連續

三年奪標。請即致電528-0233與本公司聯絡，讓我們協助閣下在事業上大展鴻圖。



World Leader in Networked Multi-User Solutions.

想知道更多關於Altos  
最新開放式多用戶電腦產品的資料？

請即填妥下列表格寄回或傳真至本公司：

- Altos開放式電腦系統資料  
 Altos業務電腦應用軟件資料

姓名：\_\_\_\_\_ 職位：\_\_\_\_\_

公司：\_\_\_\_\_

地址：\_\_\_\_\_

電話：\_\_\_\_\_

或歡迎駕臨以下陳列室參觀：

**Altos電腦系統**

香港中環金鐘道95號統一中心2樓2001室

電話：528 0233 圖文傳真：861 3758

廣東省食品進出口（集團）公司

**Guangdong Foodstuffs  
Import & Export (Group) Corporation**



**經營範圍**

糧油食品、輕工紡織、五金礦產、機電化工、土畜產、  
陶瓷工藝、文體用品、醫藥保健等商品的進出口業務，並接受委托、  
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承辦中外合資經營、合作生產、來料、來樣加工、來件裝配、  
補償貿易、期貨貿易、易貨貿易、轉口貿易和寄售貿易等業務。  
經營投資、租賃、廣告、信息諮詢、旅遊娛樂、飲食服務等。

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We handle the import and export of such merchandise as cereals,  
oils & foodstuffs, light industrial products & textiles, metals & minerals,  
machinery & electric appliance, chemicals, native produce & animal by-products,  
ceramics, arts & crafts, stationery & sports goods, medical & health products. We also welcome  
being assigned to act as the agents for the import and export of the afore-mentioned products and  
deal in the domestic and international transportation and warehousing.

We undertake the businesses of Sino-foreign joint ventures, cooperative production,  
processing with supplied accessories, compensation trade,  
futures trade, barter trade, entrepot trade, consignment sales and so forth.

We also handle investment, product leasing, advertising, information consulting,  
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