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THE Bulletin

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Consultant to fight Mexican anti-dumping duties



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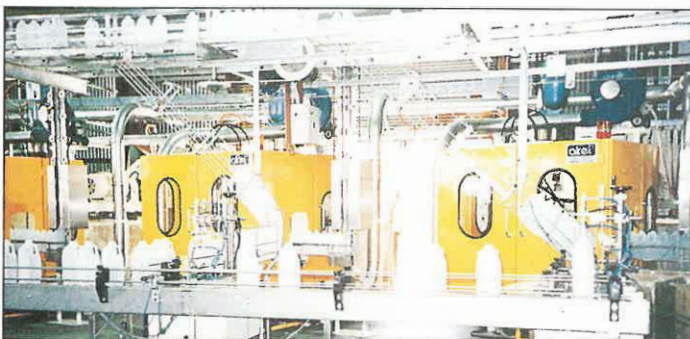


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COVER STORY

**Chamber flies in Mexican
consultant Bravo Aguilera to
help Hong Kong victims of
onerous Mexican
anti-dumping duties. 7**

本會從墨西哥邀請阿吉萊拉專
程來港擔任顧問，為那些受到
墨西哥反傾銷措施影響的人士
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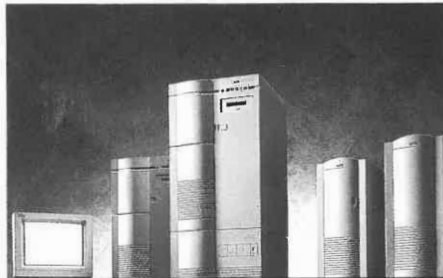
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MFN renewal applauded, anti-dumping deplored

Sometimes it seems the global free trade battle is like repairing an old water pipe - just as you plug a leak in one part of the pipe, another springs up further along the line. Last year, there were outbursts to be tackled all over the place - Special 301, Section 301, sporadic anti-dumping actions, continued failure in the Uruguay Round of GATT and, of course, annual MFN renewal.

So it was no surprise last month to see yet another leak emerge along the trade pipeline. The good news of the renewal of China's Most Favoured Nation Status (MFN) by new US President Bill Clinton - albeit with conditions - had barely been delivered when yet another problem emerged. This time it was a sudden and wide-ranging anti-dumping action by Mexico against imports from China.

MFN trading status for China was granted for another year by the new Clinton Administration on June 1, but with conditions that may mean an even tougher battle will be required to have it extended in June next year. It is then that the US Secretary of State will have to report to President Bill Clinton on whether MFN should be extended to China for another 12 months from 3 July 1994.

Under the terms of the Clinton renewal, the Secretary will not make a favourable recommendation unless China is perceived as abiding by freedom of emigration and complying with the 1992 US-China agreement on goods produced by prison labour. He will also have to rule on whether China has made "significant" progress in five other areas - human rights, political prisoners, humane treatment of prisoners, developments in Tibet and permitting international radio and television broadcasts into China.

We at the Chamber strongly welcomed the further MFN extension for one year by President Bill Clinton, although we would have preferred it to have been unconditional. At least the renewal by the President's executive action will give both the US and China time to discuss their remaining trade differences and we hope they will be successful in these discussions.

For our part, we are also prepared to do battle next year to ensure that MFN stays with China and that Hong Kong continues to enjoy the indirect benefits China's MFN status bestows. Our resolve becomes all the stronger the more we see new threats emerging to freer world trade whether at a multi-lateral or bilateral basis.

We were yet again reminded of the continuing need to fight for freer trade - and to battle the evils of anti-dumping actions - just as President Clinton was putting his name to MFN extension. Hong Kong was barely able to celebrate the US decision when it became apparent that America's southern neighbour, Mexico, had launched a punitive anti-dumping action against a wide range of goods made in China and (mostly) re-exported through Hong Kong. The Mexican action, which may take some time to resolve, involved not only punitive duties on Chinese goods ranging from 16 per cent to a massive 1,105 per cent but the introduction of these duties virtually overnight and without

warning to exporters. This meant that goods on the water or otherwise in transit to Mexico were caught by the sudden and unexpected action.

For its part, the Chamber has taken swift action, alerting members on the extent of the Mexican action, meeting with the Mexican Consul General and Trade Commissioner and calling in an independent expert to advise and consult with members on the issue. The Chamber is also in the process of writing to influential Mexican friends of Hong Kong on the issue.

While the Mexican anti-dumping action is potentially damaging in its own right, it is important, too, as a reminder of how fragile the ideal of free trade is, whether it is viewed on a narrow bilateral basis or in the broader multi-lateral picture.

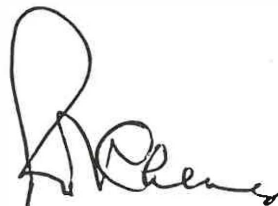
It is for this reason that the Chamber, on behalf of the Hong Kong business community, will continue to argue for freer and more open international trade at all levels - from the completion of the Uruguay Round of the General Agreement on Tariffs and Trade (GATT) and the unconditional extension of MFN to China to the abandonment of anti-dumping actions wherever they may occur.

It is only through a freer and more open global trading system that economic health at both national and international levels can be assured as the world prepares itself for the 21st Century. The Hong Kong General Chamber of Commerce, like the Hong Kong Government, is committed to free trade and it is for this reason it has moved so swiftly in defence of China (and re-export trade through the territory) in the Mexican anti-dumping issue.

While Mexico is not in the first rank of the territory's trading partners, it is an important trading entity nonetheless, ranking as our 30th biggest export market and 34th biggest import source. It is likely to become all the more important, too, with the imminent birth of NAFTA, the potentially powerful North American Free Trade Agreement between Canada, the US and Mexico.

As far as MFN is concerned, the Chamber is also preparing already for next year's battle by planning to lobby both American and Chinese Mainland authorities on the need for trade co-operation rather than confrontation. The US and China are the territory's two biggest trading partners and a long term healthy trade and investment relationship between them is vital to Hong Kong's own longer term interests.

As the leader of the last two MFN renewal missions to Washington, I can assure all Chamber members that the General Chamber and its partners in this enterprise will once again be putting Hong Kong's case forcefully in the next 12 months - with, we hope, the same positive results, the renewal of China's MFN status in 1994.




最惠國待遇令人喜 反傾銷措施令人憂

全球自由貿易之戰，有時直如修補百孔千瘡的舊水管，前端的破洞剛剛填塞妥當，末端又出現另一裂口。去年世界各地遇到的棘手貿易問題多不勝數，其中包括《特別三零一法案》和《三零一法案》調查行動、時有所聞的反傾銷措施、關貿總協定烏拉圭回合談判仍然未能達成協議等，當然還少不了一年一度的最惠國待遇問題。

上月雖然突然出現了另一個「貿易管道裂口」，但一點也不教人感到詫異。美國總統克林頓剛剛宣布延續中國最惠國待遇後不久，另一問題卻隨即湧現；墨西哥向中國進口貨品採取了一系列毫無先兆、影響範圍廣泛的反傾銷措施。

六月一日，克林頓宣布有條件延續中國最惠國貿易待遇一年，這意味著明年爭取延續最惠國待遇的工作將變得更加困難。美國國際卿須於明年向總統克林頓建議應否於一九九四年七月三日起再度延長中國的最惠國待遇一年。

根據克林頓延續中國最惠國待遇的條件，除非中國容許國民自由移居外地，並且遵守一九九二年與美國就囚犯生產貨品問題所達成的協議，否則國務卿不得作出有利中國繼續取得最惠國待遇的建議。國際卿同時亦要決定中國在其他五個方面，包括改善人權、釋放政治犯、善待犯人、解決西藏問題、容許國際電台和電視台向中國廣播節目等，是否已取得「重大」進展。

香港總商會非常歡迎美國總統克林頓再度延續中國的最惠國待遇一年，儘管無條件延續更為理想。最低限度，克林頓的行政措施會讓中美兩國有時間就所餘的貿易政策分歧進行磋商。本會盼望有關問題最終可獲完滿解決。

本會明年會再接再厲，爭取延續中國最惠國待遇，確保香港繼續享有中美貿易所帶來的間接利益。目前世界自由貿易體系，無論在多邊或雙邊貿易方面，都正面對多項新的威脅；但威脅愈多，我們推動自由貿易的決心也愈大。

然而，正當克林頓簽署延續中國最惠國待遇法案的時候，爭取自由貿易、抗衡反傾銷措施的進程又再次備受威脅；香港還未來得及為美國的決定舉杯慶祝，即驚聞美國南鄰墨西哥準備向廣泛種類的中國直接進口及（大部分）經香港轉口到該國的貨品採取懲罰性反傾銷措施。

墨國的反傾銷措施，是要向中國進口貨品徵收百分之

十六至百分之一千一百零五的懲罰性關稅，特別值得注意的，是新措施幾乎即時生效，事先毫無徵兆，出口商事前並沒有收到任何警告，換句話說，付運途中的貨品亦受到這項突變所影響。

為此，本會迅速採取行動，一方面就墨國行動的影響範圍作出分析，另一方面又與墨西哥駐港總領事及商務專員舉行會議，並且邀請獨立的專家就這問題向會員提供諮詢及顧問服務。本會目前正著手草擬函件，準備尋求墨西哥一些具影響力人士給予協助。

墨國的反傾銷措施本身具有相當破壞力，這點自不待言，但除此以外，措施對脆弱的自由貿易體系，無論是狹義的雙邊貿易和廣義的多邊貿易，均構成重大打擊。

正因為這樣，本會將繼續代表香港工商界爭取更自由、更開放的國際貿易，舉凡推動關貿總協定烏拉圭回合談判以至游說無條件延續中國最惠國待遇和揚棄反傾銷政策等，本會都會悉力以赴。

只有自由開放的全球貿易體系，方可確保下一世紀各國以至全世界的經濟可健康發展。本會和香港政府均決心推動自由貿易，正因為這個原因，本會積極且迅速地就墨西哥的反傾銷行動作出回應。

墨西哥並非本港首要的貿易夥伴，在香港出口市場和入口來源地中，分別排名第三十和三十四位。但《北美自由貿易協定》生效以後，墨西哥將和加拿大、美國組成貿易聯盟，其重要性勢必與日俱增。

就最惠國待遇而言，本會已準備明年分別前赴美國和中國進行游說，希望有助促進兩國貿易合作，避免出現對抗局面。中美兩國同是香港的重要貿易夥伴，兩者的友好貿易及投資關係對香港的長遠利益舉足輕重。

本會於過去兩年均牽頭組團前往華盛頓，爭取延續中國最惠國待遇，明年亦不例外，本會將與其他工商組織攜手合作，在來年強而有力地表達香港的意見。本會盼望九四年可繼續協助中國成功取得最惠國待遇。

鄭明訓



Chamber flies in consultant to help traders

Puts members in right hands to pursue their own complaints against onerous mandatory duties

The Chamber has seized the initiative in helping Hong Kong traders fight the Mexican anti-dumping action taken in mid-April against 10 categories of China-made goods, including goods in transit and involving the sudden imposition of mandatory duties worth millions of HKD.

Most of China-made goods exported to Mexico are re-exported through Hong Kong.

Through contacts at the international general meeting in May of Pacific Basin Economic Council (PBECC) in Seoul, the Chamber Director, Brig Ian Christie, sent an invitation to Bravo Aguilera, former Vice Minister of Trade in the Mexican Government and Mexico's chief negotiator in the Uruguay Round of GATT, to fly to Hong Kong, sound out at a free briefing those facing heavy losses and find out

if they wanted his professional services to help them file complaints with the Mexican Government.

Bravo Aguilera, who has his own company in Mexico, called International Consultants Ltd and is well-connected with the Mexican Committee of PBECC, met on 8 June with 43 Chamber members and members of other Hong Kong trade and industry organisations affected by the Mexican anti-dumping measure.

In the chair was Dr Y S Cheung, Chamber assistant director. He explains to *The Bulletin* the background to the complicated and unique trade dispute:

"Hong Kong is not the place being accused by Mexico of dumping. We do not have, therefore, the necessary status to



Bravo Aguilera, Mexican consultant, giving his briefing.
阿吉萊拉於會上發言

negotiate with the Mexican Government as such. However we do share most of the trading volume between China and Mexico and therefore are greatly affected.

"The second difficulty from our point of view, is that the country being accused, that is the PRC, is not a member of the

墨國顧問專程來港 協助會員尋求對策

本會為會員覓得合適人選，以便他們就反傾銷關稅措施提出上訴

今年四月中，墨西哥突然向十個類別的中國進口產品徵收反傾銷關稅，而且付運中的貨品亦無倖免，估計涉及的懲罰性關稅總額達數以百萬港元。有見及此，本會率先迅速採取行動，協助會員尋求對策。

中國輸往墨西哥的貨品中，大部分經香港轉口。

太平洋地區經濟理事會國際周年會員大會於五月在港舉行，本會總裁**祈仕德**將把握這個難得的機會，邀請前墨西哥政府副貿易部長兼墨西哥駐關貿總協定烏拉圭回合首席談判代表**阿吉萊拉**專程來港，為那些蒙受重大損失及希望獲得專業協助的會員提供諮詢服務，並指導會員如何向墨西哥政府提出上訴。

阿吉萊拉是墨西哥國際顧問有限公司東主，與太平洋地區經濟理事會墨西哥委員會關係密切；他在六月八日來港出席本會舉辦的座談會，向四十三位受到反傾銷措施影響的本會及其他工商組織會員講解。

當日主持座談會的，是本會助理總裁**張耀成**博士，其後他向《工商月刊》解釋這件貿易糾紛的因由：

「香港並沒有受到墨西哥的反傾銷指控，因此，我們毋須以被指控的地區身份與墨西哥政府進行談判。不過，由於我們是中墨貿易的中介，所受的影響亦非常嚴重。

「從我們的角度看，另一個困難，是被指控的中國並非關貿總協定成員國，因此，這次事件只能視作雙邊而不是關貿總協定貿

易成員國的糾紛處理。

「我們在法理上並無理由提出申訴，實際上，我們亦沒法透過任何渠道把這件事提升到一個受到國際貿易體制監管的層面上。

「不過，透過太平洋地區經濟理事會香港委員會，我們在五月份漢城舉行的國際周年會員大會上有機會和墨西哥委員會討論這問題，結果委員會給我們推薦了阿吉萊拉。祈仕德准將安排他在很短的時間內動身來港。

「座談會上，阿吉萊拉講述反傾銷指控的背景資料，並籲請受影響的香港公司填妥一份由墨西哥貿易部發出的問卷，正式提出上訴及就指控進行答辯。」

張耀成博士繼續說：「指控中有些地方

Re-exports to Mexico grow 75%

Mexico's trade with Hong Kong has increased substantially in the last 18 months, mainly due to a big increase of re-exports via Hong Kong to the central American country.

Mexico ranked as Hong Kong's 34th biggest trading partner in 1991, but jumped to 31st last year and so far this year (Jan-to-Apr) is ranked 30th in terms of total trade.

Total trade between the two economies last year was HK\$5,272.8 million (US\$676.6 million), up 48.5 per cent from the 1991 figure of HK\$3,551.2 million (US\$455.3 million).

Re-exports, however, were up 75.7 per cent to HK\$3,922.5 million from HK\$2,232.1 million in 1991, while domestic exports were up 5.5 per cent to HK\$617.4 million.

This took total exports to

HK\$4,539.9 million, up 61.1 per cent from 1991, while imports rose 0.6 per cent to HK\$737.88 million.

In the first four months of this year total trade between Hong Kong and Mexico was HK\$1,683.5 million, up 19.5 per cent from HK\$1,409 million in the first four months of 1992.

Re-exports were up 23 per cent, domestic exports up 50 per cent and imports

down 16.3 per cent.

Major domestic exports from Hong Kong to Mexico are textiles and apparel, watches and clocks, while major re-exports include textiles and apparel, toys and radio receivers.

Imports from Mexico are dominated by iron and steel and related products, electrical components such as semi-conductors and resins and plastics materials. ■

MEXICO - HONG KONG TRADE

	1992		1991		1990	
	HK\$ mill	US\$ mill	HK\$ mill	US\$ mill	HK\$ mill	US\$ mill
IMPORTS	737.88	94.6	733.74	94.07	510.02	65.3
EXPORTS	617.39	79.2	585.33	75.04	591.18	75.7
RE-EXPORTS	3,922.5	502.8	2,232.1	286.1	1,549.9	198.7
TOTAL EXPORTS	4,539.9	582.0	2,817.4	361.2	2,141.1	274.5
TOTAL TRADE	5,272.8	676.6	3,551.1	455.2	2,651.4	339.89
	JAN - APR 1993		JAN - APR 1992			
	HK\$ mill	US\$ mill	HK\$ mill	US\$ mill		
IMPORTS	209.7	26.88	250.8	32.15		
EXPORTS	280.4	35.95	187.1	23.99		
RE-EXPORTS	1,193	153.0	971.0	124.4		
TOTAL EXPORTS	1,473	188.9	1,158.2	148.4		

港墨轉口貿易急升

墨西哥與香港的貿易在過去十八個月大幅增加，主要是由於經香港轉口往中美洲國家的貨品數量激增所致。

一九九一年，墨西哥是香港第三十四大貿易夥伴，而今年截至現時為止（一月至四月），貿易總額的排名已躍升至三十位。

去年，兩地的總貿易額達五十二億七千二百八十萬港元（折合約六億七千六百六十萬美元），較九一年的三十五億五千一百二十萬港元（四億五千五百三十萬美元）驟升了百分之四十八點五。

不過，去年香港輸往墨西哥的轉口貨品總值卻由九一年的二十二億三千二百一十萬元大幅增加百分之七十五點七，達三十九億二千二百五十萬元，而輸往墨西哥的本地出口貨品總值亦增加了百分之五點五，達六億一千七百四十萬元。

同期的總出口較九一年的激增了百分之六十一點一，總值四十五億三千九百九十萬元，而入口則微升百分之零點六，達七億三千七百八十八萬元。

今年頭四個月，港墨貿易總額達十六億

八千三百五十萬元，較去年同期的十四億零九百萬元增加了百分之十九點五。

今年首季輸往墨西哥的轉口和本地出口貨品總值分別上升了百分之二十三及百分之五十，入口則減少百分之十六點三。

香港輸往墨西哥的本地出口貨品主要是紡織品、成衣和鐘錶，而轉口貨品則主要是紡織品及成衣、玩具、無線電接收器。

香港從墨西哥進口的產品主要包括鋼鐵及有關產品、電器零件、半導體、樹脂及塑膠材料等。 ■



很不尋常：

「首先，墨西哥的懲罰性關稅措施即時生效，完全沒有寬限期。一些正在付運途中的中國或香港貨品，將於四月中旬以後運抵墨西哥。

「其次，墨西哥政府按類別而不是類別中的產品項目徵收關稅。

「第三，反傾銷關稅並非像正常情況一樣針對個別公司，一些以前從沒有把貨品出口往墨西哥的公司也受牽連。只要任何公司的貨品屬於指定類別，即須繳交反傾銷關稅。

「我形容墨西哥的行動不尋常，因為它違反了關貿總協定的規定；關貿總協定規定不得向產品羣徵收反傾銷關稅。

「實行反傾銷措施時，可進行一項測試，看看那些傾銷的產品會對本地工業造成損害。不過，由於中國並非關貿總協定成員國，這規定並不適用，換句話說，有關測試亦不適用於中國，而中國亦不能向關貿總協定組織申訴。

「中國的唯一解決方法，是與墨西哥進行雙邊談判，暫時仍沒有跡象顯示，中國會在六月三十日墨西哥政府訂定的最後限期前就有關指控作出回應。

「因此，那些在中國從事生產，然後經香港把貨品轉口往墨西哥的商人，都希望在這限期前盡速尋求對策，以減低可能遭受的損失。

「我們呼籲會員填妥墨西哥貿易部發出的問卷，以確立一個所謂『正常價格』，這樣對反傾銷調查非常有用，而且可幫助把受影響商人的意見傳達到墨西哥貿易部行政架構的頂層。

「這是香港廠家唯一可以做的事，而香港政府則可在關貿總協定反傾銷規定委員會提出上訴，並且投訴墨西哥按類別而非按個別公司的個別產品項目徵收反傾銷關稅。

「墨西哥於一九八六年加入關貿總協定，香港亦是關貿總協定成員之一。假如墨

From left: Bravo Aguilera, Dr Y S Cheung, C L Kung, chairman of the Chamber's Latin and South American Area Committee.

左起：阿吉萊拉、張耀成博士、本會拉丁美洲及南美洲地區委員會主席龔甲龍

國政府把這種加諸中國的反傾銷措施用於其他成員國，而我們又不指出這是違反關貿規定的做法，則後果堪虞。

「香港政府——雖然我不能代表政府發言——可能無法就這問題參與中墨雙邊談判，但墨西哥現時的做法，是按產品類別徵收反傾銷關稅，有違關貿總協定精神。

「這事可交由港府處理，而本會可以做的，是務實地處理這問題，盡量協助會員以至本港工商界減低可能遭受的影響。

「為此，我們籌辦了一個座談會，並且安排阿吉萊拉來港擔任顧問，為有意採取進一步行動的會員提供協助。

「阿吉萊拉除了講述反傾銷指控的背景資料外，並會指導會員如何盡量減低可能受到的影響，而當務之急，正如我剛才提到，是盡快正確無誤地填妥墨西哥貿易部發出的問卷，然後於指定日期前送回該部，所有資料應輔以正確的西班牙文翻譯。

「我們相信，通過太平洋地區經濟理事會的聯繫，阿吉萊拉是處理這問題的理想人選，當然，我們並沒有認定他是唯一的人選。

「本會安排他來港，為會員提供免費的諮詢服務，但以後的發展就要視乎商業感覺和商業風險而定，會員可自行決定跟進這問題時是否需要顧問的協助。

「這是他們的決定，本會不會進一步參與。

「座談會上，部分會員建議本會游說中國政府作出多一點努力，設法減低港商可能遭受的影響。我答說，可以，如果有相當數目的會員有具體需要，本會會竭盡所能給予協助；不過，座談會結束至今，我再沒有聽到會員的類似建議。」 ■

GATT. Therefore this is not a GATT issue. This is a bilateral issue.

“We legally have no ground to complain. In practical terms we don't have any channel to bring this into the proper international regulatory trade framework.

“However through the Hong Kong Committee of PBEC we have been able to talk to the Mexican PBEC at the PBEC international meeting in May at Seoul. Bravo Aguilera was recommended to us. Brig Christie arranged for him to fly to Hong Kong at very short notice.

At his briefing at the Chamber, Bravo Aguilera outlined the background to the anti-dumping allegations and advised affected Hong Kong companies to complete a questionnaire provided by the Mexican Ministry of Trade to formalise their complaints and answer the allegations.

Dr Y S Cheung says: “There were some extraordinary things in the allegations:

“First, the Mexicans imposed the duties with no breathing space. There was no grace period for goods that had left the ports of China and Hong Kong and were in transit on the high seas and would arrive in due course after mid-April.

“Second, the Mexican Government imposed duties on categories of products rather than on specific items within those categories.

“Thirdly, the anti-dumping duties are not targeted against specific companies, which is the usual procedure. Companies that have never exported to Mexico may also be affected. Once a company's products fall in the defined categories, anti-dumping duties will be applicable.

“I say Mexico's action is extraordinary because it has violated GATT rules. GATT rules do not allow duties to be imposed on groups of products.

“When anti-dumping measures are imposed you can apply an injury-test to your local industry. But as China is not yet a



GATT member this GATT rule is not applicable to China. So China cannot apply the injury test. It cannot lodge its complaint with the GATT panel.

"So the only avenue available to China and to Mexico is by bilateral negotiations. We do not see any sign for the moment that China will answer to Mexico's allegations before the deadline imposed by the Mexican Government which is 30 June.

"So the Hong Kong traders, squeezed in between, are now trying to find ways to minimise the impact of these antidumping duties imposed upon their products, manufactured in China, traded by Hong Kong and shipped to Mexico.

"Our briefing meeting was not to determine the rights or wrongs of the Mexican Government's actions. The briefing was aimed to help Hong Kong traders to minimise their losses as a result of actions taken by other governments.

"So specifically we would urge members to look into ways to answer Mexico's allegations by filling in the Mexican Ministry of Trade's questionnaire, to establish what is called 'normal price' which is very important to an anti-dumping investigation and help them go through the Administrative maze of the Mexican trade framework.

"This is the only thing we can do for our traders. The Hong Kong Government, on the other hand, can bring the issue to

The free briefing. 費用全免的座談會

the Committee of the GATT Anti-dumping Code and complain against this practice of imposing anti-dumping duties on categories of products rather than on the specific products of specific companies.

"Mexico joined the GATT in 1986. So Hong Kong and Mexico are both members of the GATT. It will be very dangerous if the Mexican Government extends its practice against China to other GATT members if we do not point out now that this is something against the GATT rules.

"As far as the Hong Kong Government is concerned — though I cannot speak for them — they may not be in a position to get involved in the Mexican-China bilateral negotiations on this issue. But what Mexico is doing on a categories of products basis is against the GATT spirit.

"Let's leave that to the Hong Kong Government. As far as the Chamber is concerned, what we can do is deal with the matter in practical ways and minimise the impact on our members concerned.

"And to a larger extent to the business community of Hong Kong.

"It was on that footing that we organised the briefing meeting and arranged for Bravo Aguilera to come here as a consultant and help if members want to take it up.

"Bravo Aguilera gave some back-

ground on these anti-dumping allegations and proposed how to minimise the impact. First, as I have already said, by promptly and correctly filling in the Mexican Ministry's questionnaire and then return the questionnaire with the correct Spanish translation to the Ministry of Trade before the required deadline.

"We believe, though our own contacts in the PBEC, Bravo Aguilera is a very capable person in handling these matters. But it is not our intention to suggest Bravo Aguilera is the only person who can do it."

"The Chamber arranged him to come and give a free briefing as a free service to members. However, anything thereafter is subject to commercial sense and commercial risk. It is up to the member companies themselves to pursue the matter further or not with or without consultants.

"It is entirely up to them. The Chamber will not be involved any further.

"At the briefing meeting there were members who raised the question that the Chamber should lobby the PRC Government to do something more to help minimise the impact on Hong Kong traders. I answered, yes, the Chamber will do anything that it can, should there be such a specific request and there is a sufficient level of concern. However, since then, I have not heard anymore from members along those lines. ■

CHAMBER SERVICES

This month we would like to remind you of several services your Chamber membership offers, some of which are unique to the Chamber and all of them at reduced fees for members.

COMMERCIAL DOCUMENTATION ...

for Hong Kong re-exports and exports can be obtained from any of the Chamber's eight certification offices, all of which are conveniently located near MTR stations. The Chamber is the largest issuer of commercial documents in Hong Kong and offers an efficient, prompt service with many documents able to be processed within one working day.

The Chamber is the sole Hong Kong licensing authority for internationally-recognised ATA Carnets, essential for business people travelling overseas with samples. Chamber members only pay HK\$600 per application, instead of the usual HK\$1,200.

Plans are being finalised for the Chamber's ninth Certification Office which will serve members on the eastern end of HK Island. This new office will be at Times Square in Causeway Bay, above the MTR station, and is due to open in September.

For any enquiries regarding commercial documentation, please call W.C. Lo, Senior Manager for Certification, at 527 8228.

MAILING SERVICES ... for your promotional material can be easily arranged, either to a specific sector of Hong Kong business and industry, or to the entire Chamber membership. Full details and charges (discounted for members) can be obtained from Francis Lo, Senior Manager Information Services, at 823 1288.

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TRANSLATION SERVICES ... specialising in English to Chinese are available at very moderate rates and we guarantee the standard and delivery time. For any type of data or documents, please call Vincent Mok at 823 1250.

Chamber Forecast

Date	Time	Events and Meetings
July 1	3.00 pm	CHAMBER: Delegation from Hubei Province, led by Jia Zhi Jie, Governor of Hubei
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 3	10:00 am	HKCSI: Shipping Statistics 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." (In Cantonese)
July 7	12.30 pm	CHAMBER ROUNDTABLE: Dr Nicholas Miles, of Gilmore Hankey Kirke, reports on Industry Environmental report and recommendations.
July 7	5:00 pm	HKFA: Franchise Association Meeting
July 8	11.00 am	CHAMBER: China Committee Meeting
July 9	2-4.30 pm	CHAMBER: Industrial visit to Motorola Plant
July 12-14		CHAMBER: Mission to Wuhan, Hubei Province
July 13	12.30 pm	CHAMBER ROUNDTABLE: "How discrepancies occur in LC operations" (In Cantonese)
July 14	5:00 pm	CHAMBER: Small & Medium Enterprises Committee Meeting
July 22	2.30 pm	CHAMBER: Shipping Committee Meeting
July 28	5.00 pm	CHAMBER: Membership Committee Meeting
Aug 18	12.30 pm	CHAMBER: Asia Committee Meeting
Aug 30		CHAMBER: US Congressional Staffers' visit to Hong Kong and Southern China (one week programme)
Sept 1-8		CHAMBER: Mission to Far Eastern Russia
Sept 15	12.30 pm	CHAMBER: Pan-Africa Committee Meeting
Sept 19-29		CHAMBER: Mission to Spain and Portugal
Sept 22-24		HKCSI: Ninth International Conference of Coalitions of Service Industries, Auckland
Sept 28-Oct 2		CHAMBER: Investment Study Mission to Tunisia



人人通行無阻 ...



部部通行無阻 ...



句句通行無阻 ... 往返深圳。

一套暢通無阻的無線電通訊系統，是提高工作效率、增加經濟效益的重要因素。和記電話800兆赫幹線通，為照顧日益頻繁之港深通訊需要，特別推出深圳漫遊服務，將通訊範圍由香港伸展至深圳市、龍崗、西鄉及鄰近地區；配合其一貫清晰可靠、效率一流的通訊服務，傳達訊息自然快捷準確。所有申請深圳漫遊服務之用戶，一經接納，即可在深圳地區利用和記電話800兆赫幹線通，直接打出及接收有線或無線電話，與香港保持緊密聯繫。和記電話800兆赫幹線通同時具備多項優點：■ 通訊範圍遼闊，除深圳地區外，亦遍及港九市區、香港仔及新界，以至大嶼山赤鱗角 ■ 汽車對講機可接駁圖文傳真機 ■ 電腦分配頻道，毋須搶線或共用頻道，商業機密不虞外洩 ■ 妥善週全的售後服務，保證用戶更有信心。閣下如欲享用和記電話800兆赫幹線通暢通無阻的深圳漫遊服務，進一步提高工作效率，請即致電熱線查詢。



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THE CHAMBER IN ACTION



Brigadier Ian Christie Reports

INDUSTRIAL AND CORPORATE AFFAIRS DIVISION

COMMITTEES

Membership Committee

The Membership Committee met on 18 May to discuss the recruitment and retention strategy, as well as details about the Prospective New Members' Cocktail on 17 June. A total of 38 members joined the Chamber during the month. Membership stood at 3,483.

Preparation for membership recruitment mailing was finalised with the first batch of mailers sent out by the second week of June.

Human Resources Committee

A seminar on Labour Dispute Legislation was held on 17 May, with over 70 attendees, followed by a meeting of the Working Group to review present labour dispute legislation. A special meeting of the Human Resources Committee was held on 31 May to consider a submission to the Labour Department on this issue.

EVENTS

● Industrial Series III on "Astec's Experience: Global Power Supply and ISO-9000" was held on 17 May. Mr Barry Slaughter and Mr Rory O'Neil of Astec addressed 18 members on the subject.

● A group of 12 members visited Chen Hsong Machinery Co Ltd and HK

Cad-Cam Services Co Ltd on 18 May to inspect Cad-Cam design and mould making.

● Ms Francine Brevetti addressed members at a Roundtable on "Profit through Publicity" on 24 May and another one on "How to Talk to a Reporter" on 31 May. Both topics were repeats and attracted 23 and 28 participants respectively.

● Mr Ian Watson of the Hongkong & Shanghai Banking Corporation repeated the topic of "Risks in Negotiating Export L/Cs" at a Roundtable to 33 members on 7 June.

● Two courses on Sales Training were completed with great success, and a third course would be organised in July.

● A Directors' Dinner Seminar was held on 15 June with full subscription.

INTERNATIONAL AFFAIRS DIVISION

HIGHLIGHTS OF THE MONTH

Following immediate implementation of the Mexican anti-dumping proceedings against certain products of China origin, the Chamber took the initiative to organise the following activities in order to assist the affected members. A meeting was held on 17 May, at which the Consul General of Mexico in Hong Kong, Mr Agustin Gutierrez Canet, and his Trade

本會動態

工業及行政事務部

委員會動態

會員關係及活動籌劃委員會

委員會於五月十八日舉行會議，討論會員招募及挽留策略，以及將於六月七日舉行的會員招募雞尾酒會詳細安排。

月內共有三十八位會員加入，令到本會會員總數增至三千四百八十三。

郵遞招募運動的籌備工作已經完成，首批郵件於六月第二個星期寄出。

人力資源委員會

五月十七日，委員會舉辦一個勞資糾紛法例研討會，出席的會員超過七十位。研討會結束後，工作小組舉行會議，檢討現行勞資糾紛法例。委員會於五月三十一日召開特別會議，研究一份準備提交勞工署的勞資糾紛法例意見書。

月內活動回顧

- 工業事務座談會之三於五月十七日舉行，主題是《雅達電子公司的經驗：全球電力供應及國際標準化組織 9000》，主講者是雅達電子公司代表斯勞特、奧尼爾，出席的會員共十八位。
- 五月十八日，十二位會員組團參觀震雄



Shirley Kwok and the HKFA manager, Charlotte Chow. 郭心儀與香港特許專營權協會經理周育珍

Legal aspects of franchising

Ms Shirley Kwok of Wilkinson and Crist, on 1 June briefed members of the Hong Kong Franchise Association on the legal aspects of a franchise agreement with special attention on termination clauses, which she advised members to be aware of.

特許經營之法律問題

六月一日，高露雲律師行代表郭心儀向香港特許專營權協會會員講述特許經營協議的法律問題，其中特別提到如何終止協議。



(From left): Baroness Denton, Chamber Director, Brig Ian Christie and Denis Lee, chairman of the Chamber's Small and Medium Business Committee.

(左起)登頓女男爵、本會總裁祈仕德准將、本會中小型企業委員會主席李榮鈞

Baroness Denton

Baroness Denton, visiting UK Minister for Small Business and Consumer Affairs, met on 1 June the Chairman of the Chamber's Small and Medium Business Committee, Denis Lee; members of the Hong Kong Coalition of Service Industries (HKCSI), Anthony Au and Griff Griffith (who also represents Tradelink); and the Chairman of HK Information Technology Federation, Con Conway. Baroness Denton had a useful discussion on the application of information technology (IT) to small businesses, the establishment of "one-stop shops" of IT consultancy within the UK Department of Trade and Industry and on the strengthening of IT links between the UK and elsewhere.

登頓女男爵

六月一日，英國小型企業及消費者事務部長登頓女男爵到訪，並與本會中小型企業委員會主席李榮鈞；香港服務業聯盟代表區焯洪、古範思（同時代表香港貿發靈網絡服務公司）；香港訊息科技協進會主席江偉等舉行會議。登頓與眾位代表就資訊科技在小型企業的應用、在英國貿易及工業部轄下設立資訊科技顧問單位、加強英國及其他地方的資訊科技聯繫等方面進行了有建設性的討論。



Baroness Denton addresses the meeting. 登頓女男爵致辭

Commissioner, Mr Gabriel Alvarado, were invited to brief members on the background to the proceedings and to give advice in dealing with the situation. Mr Canet agreed to convey members' concern and views to the Mexican government.

In order to assess the extent to which members were affected by the anti-dumping measures, a circular was sent to all Chamber members to seek feedback on

the annual business with Mexico of affected items and the value of goods currently in transit which would be affected.

Subsequently, the Chamber and the Trade Department jointly invited a consultant, Mr Luis Bravo Aguilera, Vice-President of Consultores Internacionales, from Mexico to advise members of the Chamber and other associations on how to appeal against the imposition of anti-dumping tariffs. Mr Aguilera is a former

機器有限公司和香港電腦輔助設計及生產有限公司，藉此瞭解電腦輔助設計、電腦輔助製造及製模過程。

- 法蘭心於五月二十四日和五月三十一日主持圓桌午餐會，主題分別是《透過宣傳賺取利潤》和《如何跟記者交談》，兩個圓桌午餐會均是第二度舉行，出席的會員分別有二十三和二十八位。
- 六月七日，滙豐銀行代表沃森再度以《洽談出口信用證的風險》為題舉行圓桌午餐會，出席的會員共三十三位。
- 兩個推銷技巧訓練課程均已完滿結束，第三個課程將於七月舉行。
- 董事晚宴暨研討會於六月十五日舉行，所有名額均已填滿。

國際事務部

月內事項回顧

墨西哥宣布向某些類別的中國進口貨品採取反傾銷措施，有見及此，本會迅速作出回應，率先舉辦一連串活動，為受影響的會員提供協助。本會於五月十七日舉行會議，邀請墨西哥駐港總領事古思定及商務專員古鐵雷斯出席，向會員講解新措施的前因，同時給予會員忠告。古思定同意代表會員向墨西哥政府反映意見。

為了評估會員受影響的程度，本會向全體會員發出通告，呼籲他們踴躍就本身每年與墨西哥進行的貿易總額、受影響貨品種類、付運中貨品總值等問題給予回覆。

此外，本會又與港府貿易署聯合聘請一位墨西哥顧問專家，即墨西哥國際顧問服務公司副主席阿吉萊拉，為本會會員及其他工商提供諮詢服務，以及指導會員如何就反傾銷關稅提出上訴。阿吉萊拉曾任墨西哥貿易及商務部副部長及墨西哥駐關貿總協定貿易談判代表。首輪諮詢會議於六月八日舉行，出席的會員超過四十位。本會將繼續密切注視事態發展，並不時向會員報告最新情況。

委員會動態

美洲委員會

由中南美洲委員會和北美洲委員會合併而成的美洲委員會於五月二十日舉行首次會議，會上，美國商會葉君哲應邀擔任主講嘉賓，向會員就最惠國待遇問題及美國商會最新的訪美之行致辭。

會上，龔甲龍、多爾夫曼分別當選為委員會正、副主席。

月內委員會接待的訪客計有：

- 由美國賓夕凡尼亞州商務部副商業發展部長蒙哥馬利率領的三人代表團，雙方就本會與賓夕凡尼亞州政府的雙邊商務關係進行討論。
- 墨西哥國民對外貿易銀行國際市務部董事阿圭列斯於六月二日到訪，他剛剛參加過漢城舉行的太平洋地區經濟理事會

國際周年會員大會。美洲委員會主席龔甲龍及本會多位行政人員予以接待。阿圭列斯此行旨在推介該銀行為墨國外商所提供的服務。

- 六月十日，美國一個甚具影響力的代表團到訪，代表團由美國參議員莊士頓兩位公子，即貝內特、莊士頓和亨特。莊士頓率領，團員包括多位路易斯安那州政府官員及能源業商人。

亞洲委員會

六月七日，本會派出的九人代表團結束為期十天的訪越行程，他們途經河內、釜山、胡志明市等地。這是本會一九八九年後舉辦的第七個訪越代表團。

中國委員會

委員會於七月十二日至廿四日組團訪問武漢。武漢是中國第六大工業城市，對外商甚具吸引力。代表團此行旨在考察當地的經濟及投資環境。

廣東省副省長盧瑞華於六月九日至十三日來港主持「廣東交易會 93」，本會於六月九日為他舉行一個私人性質的午餐會，理事會及中國委員會均派出代表參加。

六月十日，前中國對外經濟貿易部官員劉毅教授應邀擔任一個圓桌午餐會的主講嘉賓，以《中國外商面對的新挑戰》為題發表演說。

歐洲委員會

委員會於六月十九日舉行會議，會上白金蟬聯主席，而懷斯、萬大衛則分別當選副主席。

委員會發出通告，邀請會員參加暫訂於今年九月十九日至二十九日舉行的西班牙及葡萄牙訪問活動。是次訪問預計將途經巴塞隆拿、馬德里、里斯本等城市。

匈牙利代表團於五月三十一日至六月二日訪問香港，期間主辦一項商業網絡推廣活動，委員會副主席懷斯於該項活動揭幕時致辭。五月二十五日，懷斯接待匈牙利商會主席托爾納伊。

六月十日，委員會與訪港的比利時佛蘭德斯代表團舉行會議。代表團團長是佛蘭德外貿部長。與會者獲悉，佛蘭德外貿局將於本港設立代表辦事處。

船務委員會

委員會於五月二十日召開會議，馬德富、何祖英分別獲選連任正副主席。

會上又研究多項問題，其中包括香港船公司規例、船隻於香港水域內外遇到武裝襲擊等。

香港國際委員會

邀請第二批美國國會議員助理訪港的籌備工作業已展開，港府駐華盛頓辦事處將邀請最少十二位議員助理訪港，是項活動由本會及



The Vice Governor addressing the gathering. 副省長於席上致辭

Lunch for vice governor

廣東省副省長

The Chamber hosted a private lunch on 9 June for the Executive Vice Governor of Guangdong Province, Lu Rui Hua. Chamber Chairman Paul M F Cheng, China Committee Chairman Anthony Russell, members of the General Committee and the China Committee attended. The Vice Governor gave members a brief update on current economic developments within the province.

六月九日，本會為廣東省副省長盧瑞華舉行私人性質的午餐會。本會主席鄭明訓、中國委員會主席羅素及多位理事會和中國委員會成員均有參加。盧瑞華於席上講述廣東省最新經濟發展情況。



Vice Governor Lu meets Anthony Russell. 廣東省副省長盧瑞華、中國委員會主席羅素

香港多個工商組織聯合舉辦。

委員會於五月二十六日為美中關係國家委員會七人代表團舉行早餐會議，代表團就中美關係發展前景、最惠國待遇等事宜作出詳盡分析。當日出席會議的會員超過七十位。

委員會的視聽宣傳資料經過修訂後，已提交指導委員會審核。

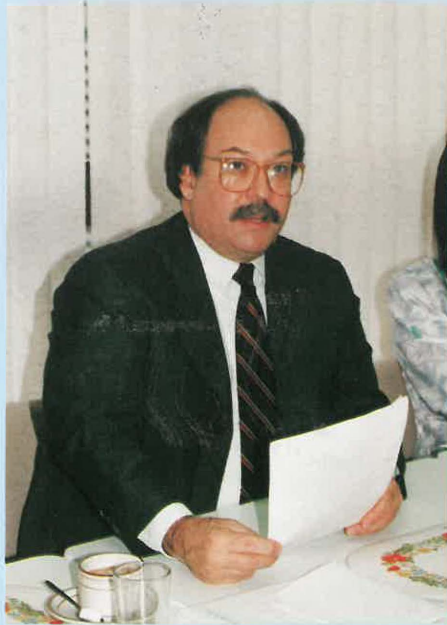
香港台北經貿合作委員會

委員會將與遠東貿易服務公司聯合舉辦一個

「台灣貿易及投資座談會」，日期是六月二十三日，已報名參加的會員已超過五十位。

太平洋地區經濟理事會

二十六屆太平洋地區經濟理事會國際周年會員大會已於五月二十二日至二十六日在漢城舉行，期間與會的工商界領袖超過六百五十位，他們包括理事會十四個國家及地區。香港代表團由太平洋地區經濟理事會香港委員會主席蘇海文博士率領。會上發言的嘉賓其中包括韓國總統金泳三、馬來西亞總理馬哈



Keith Emerson

埃默森

Franchise development

On 18 May R Keith Emerson, vice president of Development of Futurekids Inc., shared his experiences with members of the Hong Kong Franchise Association. He spoke on how to decide which kind of franchise you would want to pursue, how to choose it and the problems frequently encountered when bringing an overseas franchise home.

特許專營權發展

五月十八日，Futurekids 副主席埃默森以該公司的特許經營發展為題，與會員分享本身在這方面的經驗。他講述如何選擇特許專營權和引進海外特許專營權經常會遇到的困難。

蒂爾、菲律賓總統拉莫斯、關貿總協定秘書長鄧肯爾等。港方代表團又於會議舉行期間，舉辦一個題為《轉變中的香港政局》的座談會，蘇海文博士於會上發表演說，參加者達六十人。

其他活動

國際商會亞太區會議

五月十九日至二十日，巴黎國際商會假座港島香格里拉大酒店舉行亞太區會議，與會者討論國際商會的政策事宜及其他區域問題。本會是該項活動的主辦機構之一。前經濟司陳方安生應邀於期間一個午餐會上致辭。

本地及經濟事務部

該部月內忙於進行一項研究，以評估中國外匯調劑中心人民幣大幅貶值的影響。除了內部分析和向傳媒發表評論外，本會又向會員發出通告，匯報分析結果。月內，首席經濟學家向數個團體發表演說，其中包括威廉斯堡協會、新界崇德社等；此外，他又接受多家本地及美國、日本、加拿大、比利時等國家的傳媒機構的訪問。

委員會動態

經濟政策委員會

委員會於六月五日舉行會議，著手草擬九三至九四年度財政預算意見書及討論中國外匯調劑中心人民幣大幅貶值可能帶來的影響。

稅務委員會

委員會於六月十日召開會議，討論多項問題，其中包括草擬中的九三至九四年度財政預算意見書。委員會於六月一日舉行盈利來源稅務研討會，反應十分熱烈。

服務業部

香港服務業聯盟

委員會動態

基建工程委員會

委員會於五月二十六日與臨時機場管理局新任行政總監亨利安遜博士、商務總監趙禮銓舉行會議，討論多項關於赤鱗角新機場的商務問題。

運輸 / 分發服務委員會

委員會於六月十五日舉行會議，討論如何回應港府的機場鐵路發展諮詢文件。

其他活動

五月二十日，香港服務業聯盟主席史蒂芬遜、執行秘書陳偉羣博士出席一個由香港貿易署長苗學禮主持的午餐會，與關貿總協定秘書長鄧肯克交換烏拉圭回合談判進展的意見。

五月二十七日，服務業聯盟舉辦一個資訊保障研討會，出席的會員超過一百二十位。研討會的講者其中包括法律改革委員會的兩位代表、來自英國的資訊保障專家霍蘭等。研討會結束後翌日，資訊服務委員會主

Vice Minister of Trade and Commerce of Mexico and the former Mexican GATT Trade Negotiator. The first consultation meeting with Mr Aguilera was held on 8 June, and over 40 members attended. The Chamber will continue to monitor the situation closely and keep members informed of further developments.

COMMITTEES

Americas Committee

The first meeting of the Americas Committee, a committee that was formed as a result of the amalgamation of the Central & South America Committee and the North America Committee, was held on 20 May. Mr Lyn Ward Edinger, Chairman of the American Chamber of Commerce, was invited as the guest speaker. He briefed members on the MFN issue and the AmCham's recent visit to Washington.

At the meeting, Mr C L Kung and Mr Robert Dorfman were elected respectively Chairman and Vice-Chairman of the new Americas Committee.

Visitors during the month included:-

● A delegation of three, led by Mr Michael J Montgomery, Deputy Secretary for Business Development, Department of Commerce, Pennsylvania, USA, had a meeting with Chamber staff on 24 May to discuss bilateral business relations between the Chamber and the State Government.

● Mr Raul Arguelles, Director of International Marketing, Banco Nacional De Comercio Exterior, SNC, visited the Chamber on 2 June, after his participation in the PBEC IGM in Seoul. He was received by Mr C L Kung, Chairman of the Americas Committee, and Chamber staff. The objective of his visit was to introduce services offered by his banking institution to foreign investors in Mexico.

● A high-powered trade delegation called on the Chamber on 11 June, following its visit to China. The delegation was led by Sen Johnston's sons, Mr Bennett Johnston and Mr Hunter Johnston. The group comprised officials from the Louisiana State Government and businessmen in the energy sector.

Asia Committee

A nine-member Chamber Mission departed on 7 June for a 10-day tour to Vietnam, visiting Hanoi, Danang and Ho Chi Minh City. This was the seventh mission organised by the Chamber since 1989.

China Committee

The China Committee is organizing a Mission to Wuhan from 12 to 14 July. As one of China's six largest industrial cities, Wuhan is a city worthy of consideration by foreign traders and investors. The purpose of the mission is to study the current



Meeting with the Louisiana delegation. 本會代表與路易斯安那州官員及商人舉行會議

Louisiana delegation

Senator Bennet Johnson's sons, Bennet Johnson III and Hunter Johnson, led a trade delegation from Louisiana that visited the Chamber on June 11. It comprised officials of the Louisiana State Government and Louisiana businessmen in the energy sector. They had just been to Beijing, Shanghai and Southern China and discussed with Chamber members investment opportunities in China.

路易斯安那州代表團

六月十一日，美國參議員莊士頓兩位公子(即貝內特·莊士頓和亨特·莊士頓)率領一個貿易代表團到訪，團員包括多位路易斯安那州政府官員及能源業商人。代表團剛剛到過北京、上海、華南等地訪問。代表團與本會代表討論中國的投資機會。

economic situation and investment environment of the city.

Mr Lu Rui Hua, Executive Vice-Governor of Guangdong province, was in Hong Kong for the '93 Guangdong Fair on 9-13 June. The Chamber had the honour to host a private lunch for Vice-Governor Lu on 9 June. The Chamber Chairman and some members from the General Committee and China Committee attended.

A roundtable with Professor Liu Chu as speaker was held on 10 June. Professor Liu was a former official from MOFERT. He gave members an interesting speech on "New Challenges for Foreign Investors in China".

Europe Committee

At a meeting held on 19 June, Mr Fritz Pleitgen was re-elected Committee Chairman with Mr Colin Wyss and Mr David Rimmer elected as Vice-Chairmen.

A general circular on a proposed Mission to Spain and Portugal was issued inviting members' participation. The Mission plans to visit the cities of Barcelona, Madrid and Lisbon on 19-29 September 1993.

Mr Colin Wyss, Vice-Chairman, provided the opening remarks for a business networking event organised in conjunction with the visit by a delegation of Hungarian businessmen to Hong Kong from 31 May to 2 June. Prior to the occasion,

Mr Wyss hosted the Chairman of the Hungarian Chamber of Commerce, Dr Lajos Tolnay, on 25 May.

A briefing meeting was held on 10 June for a delegation from Flanders, Belgium. The delegation was headed by the Hon John Sauwens, Flemish Minister for Foreign Trade. It was noted that the Flemish Foreign Trade Board would soon open a representative office in Hong Kong.

Shipping Committee

A meeting was held on 20 May at which Mr John Meredith and Mr Davy Ho were re-elected Chairman and Vice-Chairman respectively.

The meeting also examined a number of issues which included the regulation of shipping agents in Hong Kong and armed attacks on vessels in and around Hong Kong waters.

Hong Kong International (HKI)

Preparations for the second group of the US Congressional Staffers' Visit have now begun. A minimum of 12 legislative assistants will be recruited by the Hong Kong Government Office in Washington. Again this event will be jointly sponsored by the leading trade and industry associations in Hong Kong including the Chamber.

The HKI hosted a breakfast meeting on

席巴盧主持一個午餐會，邀請法律改革委員會私隱權小組委員會成員及三合立法局議員參加。

六月一日，聯盟執行秘書及資訊服務委員會多位成員與英國小型企業及消費事務部長登頓舉行會議，討論如何提高小型企業的資訊科技水平。

香港特許專營權協會

商務圓桌午餐會

五月十八日，Futurekids 副主席埃默森以該公司的特許經營發展為題，與會員分享這方面的經驗，他講述如何選擇特許專營權和引進海外特許專營權經常會遇到的困難。

六月一日，高露雲律師行代表郭心儀向會員講述特許經營協議的法律問題，其中特別提到如何終止協議。

廣州特許經營研討會

六月八日至九日，本會及香港特許專營權協會與中國貿促會廣東分會、中國政府廣東省工商行政管理局假座廣州中央酒店聯合舉辦一項特許經營研討會。是次活動十分成功。

出席研討會揭幕儀式的嘉賓計有：廣東省人民政府副秘書長蔣月明、中國貿促會廣東省分會副會長湯灼甜、廣東省工商行政管理局副局長王炳坤、本會總裁祈仕德准將、香港特許專營權協會主席赫頓等。

麥堅時律師行代表吳美寶、廣東省工商行政管理局副處長趙建華、香港特許專營權協會經理周育珍於會上分別就特許經營協議、中國商業登記手續、如何選擇特許經營等課題發表演說。

參加研討會的嘉賓共約二百五十位，其中二百位是內地人士。特許經營商號如洗衣集團有限公司、甘迪安娜、觀都美學研習社、永新國際有限公司、百敵消有限公司、6-12 便利店集團、7-11 便利店及一位特許經營顧問分別舉辦座談會，推介本身可提供的業務機會。



Chamber Director, Brig Ian Christie, introduces Assistant Director for International Affairs, Sidney Fung, to the Turkish Consul General.

本會總裁祈仕德准將向土耳其駐港總領事介紹國際事務部助理總裁馮棟澤

Turkey and Central Asia

Omer Sahinkaya, Consul General of Turkey, in Hong Kong visited the Chamber on 31 May to discuss the prospects for developing economic links through Turkey with Central Asia countries, formerly parts of the Soviet Union.

土耳其及中亞細亞

五月三十一日，土耳其駐港總領事薩欣凱亞到訪，並與本會代表討論如何透過土耳其拓展與中亞細亞國家（即前蘇聯部分地區）的經濟聯繫。



Bob Muse and Chamber Director, Brig Ian Christie. 繆斯及本會總裁祈仕德准將

Textiles expert

Bob Muse, national expert to the European Commission on textiles, visited the Chamber on 3 June. He discussed with interested Chamber members developments in the European single market.

紡織業專家

六月三日，歐洲共同體紡織業專家繆斯到訪，並與本會會員討論歐洲單一市場的發展。

26 May for a 7-member delegation of the National Committee on US-China Relations. The delegation gave a thorough briefing on the prospects for future development of bilateral relations between China and US, including the MFN issue. Over 70 members participated in the meeting.

A first draft of the HKI audio visual presentation script had been edited and circulated to the HKI Steering Committee for comments and approval.

Hong Kong-Taipei Business Cooperation Committee (HKTBC)

A "Taiwan Trade and Investment Workshop", jointly organised by HKTBC and Far East Trade Services, will be held on 23 June. Over 50 members have signed up for the workshop.

Pacific Basin Economic Council (PBEC)

The 26th International General Meeting of PBEC was held from 22 to 26 May in Seoul, Korea. More than 650 business leaders and government officials attended the meeting, including a 14-member delegation from the PBEC Hong Kong Committee. The delegation was led by Dr Helmut Sohmen, Chairman of the Committee. Distinguished speakers at the meeting included Mr Young-Sam Kim, President of Korea; Dr Mahathir Mohamad, Prime Minister of Malaysia; Mr Fidel Ramos, President of the Philippines; as well as Mr Arthur Dunkel, Director General of GATT. PBEC Hong Kong also organised a briefing session on "The Changing Political Scene in Hong Kong", at which Dr Sohmen gave a keynote speech. The session was attended by 60 participants.

EVENTS

International Chamber of Commerce Regional Meeting

A Regional Meeting of the Paris-based International Chamber of Commerce (ICC) was held at the Island Shangri-La on 19 and 20 May. Participants from the Asia Pacific area discussed policy matters relating to the ICC and emerging regional issues. The Chamber was the Hong Kong co-organiser for the event. Mrs Anson Chan, former Secretary for Economic Services, was a guest speaker at one of the luncheons hosted by the Chamber.

LOCAL AFFAIRS AND ECONOMICS DIVISION

The Division had a busy period in the last month with a great deal of time taken up analysing the likely impact of the depreciation of the Chinese currency, the Renminbi, on Mainland Foreign Exchange

Adjustment Centres (the so-called "swap markets"). Apart from internal analysis and media comments, the study resulted in a short briefing note being prepared and distributed to all Chamber members. The Chief Economist spoke to several groups during the month including the Williamsburg Group and the Zonta Club of the New Territories. He also conducted several interviews with local and international media groups, including visitors from the US, Japan, Canada and Belgium.

COMMITTEES

Economic Policy Committee

The Committee met on 5 June to begin early planning for the Chamber's 1993-94 Budget submission and to discuss the potential impact of the RMB depreciation on Mainland currency swap centres (Foreign Exchange Adjustment Centres).

Taxation Committee

The Committee met on 10 June to discuss a wide range of issues including the proposed 1993-94 Budget submission. The Taxation Committee also held another successful seminar on Taxation and Source of Profits on 1 June (see separate report).

SERVICE INDUSTRIES DIVISION

HONG KONG COALITION OF SERVICES INDUSTRIES (HKCSI)

Committees

The Infrastructure Projects Committee met on 26 May with Dr Henry Townsend, newly-appointed Chief Executive of the Provisional Airport Authority, and Mr Richard Judy, Commercial/Operations Director of the PAA, and held discussion on a wide range of business issues in relation to the new airport at Chek Lap Kok.

The Transport/Distribution Services Committee met on 15 June to discuss its response to the Government consultative paper on Railway Development Study.

Events

On 20 May, CSI Chairman, T Brian Stevenson, and Secretary, Dr W K Chan, attended a lunch with Mr Arthur Dunkel, Director-General of GATT, hosted by Hong Kong Director-General of Trade Mr Tony Miller, to exchange views on the progress of the Uruguay Round.

About 120 members attended the CSI seminar on Data Protection on 27 May. The seminar featured a panel of six speakers, including two members of the Law Reform Commission and data protection expert Kevin Holland from the UK. This was followed by a lunch the following day (28 May), with members of the Law Reform Commission Privacy Sub-commit-



From left: John Sauwens, Colin Wyss and Chamber Director, Brig Ian Christie.

左起：紹雲斯、懷斯、本會總裁祈仕德准將

Flemish Trade Minister

佛蘭德斯貿易部長

Belgium's Flemish Minister for Foreign Trade, John Sauwens, with a delegation of eight visited the Chamber on 10 June. Colin Wyss, Vice Chairman of the European Area Committee introduced the visiting delegation to interested Chamber members. The Flemish delegation had been on a fact-finding mission to Guangzhou and Guangdong. They said the Flemish Foreign Trade Board would open a representative office in Hong Kong in September as Hong Kong was the hub of the booming Southern China economy.

六月十日，比利時佛蘭德斯代表團到訪，團長是該國外貿部長紹雲斯。本會歐洲委員會副主席懷斯為代表團與委員會成員作介紹。代表團此行途經香港，準備到廣州及廣東進行考察。與會者獲悉，佛蘭德外貿局將於今年九月在港設立代表辦事處。

tee as well as three LegCo members, hosted by CSI Information Services Committee Chairman, Mr Roger Barlow.

The Secretary and members of the Information Services Committee met Baroness Denton, UK's Minister for Small Business and Consumer Affairs, on 1 June to discuss the promotion of information technology for small businesses.

HONG KONG FRANCHISE ASSOCIATION (HKFA)

Business Roundtable Luncheons

On 18 May 1993, Mr R Keith Emerson, Vice President, Franchise Development of Futurekids Inc, shared his experiences with members of the HKFA on how to choose a franchise and on problems frequently encountered when bringing in an overseas franchise.

Ms Shirley Kwok of Wilkinson & Grist briefed members of the Association on 1 June on the legal aspects of a franchise agreement with special attention on termination of the agreement.

Conference on Franchising in Guangzhou

The Chamber and the HKFA jointly organised with the China Council for the Promotion of International Trade - Guangdong Sub-Council and the Guangdong

Administration of Industry and Commerce, a highly successful Conference on Franchising in China on 8-9 June at the Central Hotel in Guangzhou.

The conference was opened by a distinguished panel of Guangdong government leaders, including Mr Jiang Yue Ming, Deputy Secretary-General of the Provincial Government; Mr Tang Zhuo Tian, Vice President of the CCPIT's Guangdong Sub-Council; Mr Wang Bin Yun, Vice President of the Guangdong Provincial Administration for Industry and Commerce; as well as Chamber Director, Brigadier Ian Christie; and HKFA Committee Chairman, Mr Harold Hutton.

Ms Mabel Ng of Baker & McKenzie, Mr Zhao Jian Hua of Guangdong Provincial Administration for Industry and Commerce, and HKFA Manager, Ms Charlotte Chow, spoke at the conference on subjects covering the franchise agreement, business registration procedures in China, and how to choose a franchise.

There were altogether 250 participants, including 200 from mainland China. Franchise operators such as American Laundryland, Candiana, Ledoux Esthetiques, Noveli, Pesticide Services, 6-Twelve Convenient Mart and 7-11 Convenience Stores and a franchise consultant conducted workshops during the conference to promote their businesses. ■

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樂聲牌

RMB: Caution advised

Chamber issues a Notice to Members on revaluation implications

The Chamber on June 9 circularised the following 13-point Notice to Members advising caution — and asking among other things at what rate will those now taking refuge in foreign currencies decide the RMB is oversold?

1. The depreciation of the Renminbi (RMB) on Mainland foreign exchange adjustment centres or swap markets last week has implications for both the Chinese and Hong Kong economies.

2. Claims of a currency crisis are unfounded. But HKGCC members are advised to exercise caution in their renminbi-Hong Kong dollar-third currency dealings and in their immediate business commitments on the Mainland.

3. The depreciation continues the devaluation of the RMB in Mainland (official, semi official and informal) markets which has been evident since the opening up of the economy began back in 1979-80.

4. There may be further depreciation

of the RMB to come (evidence of trading this week, — second week of June — confirms that), but at some stage those who have sought refuge in foreign currencies could well decide the RMB is oversold. At what rate that might occur is anybody's guess. But when it is reached, the RMB rate could swing quickly the other way.

5. Speculation has been substantial in all aspects of the Mainland economy (currency, commodities, equities, property). Higher inflation has also forced RMB holders to seek a hedge against its further erosion of value. Interest rates have been severely negative.

6. With the Government enforced "floor" on the swap rate since February, trading in the swap centres had all but dried up. Its removal made depreciation inevitable. The authorities (the State Administration of Exchange Control) had only limited resources to defend the "floor."

7. The depreciation is the inevitable result of increased speculation in the cur-

rency, hedging against its loss of value due to inflation and the by-passing of the swap centres for informal market trades. Only the timing of the depreciation was at issue.

8. A Jan-March trade deficit as well as continued short term capital outflow, largely due to increased imports, may have also encouraged the authorities to act. Yet with the flood of longer term investment into the country via the capital account the small trade deficit in the first four months of 1993 should not have been too much of a worry.

9. China will attempt to avoid return to the "floor" on swap centre rates in the future, but the real key to opening the forex market (and the fulfillment of GATT entry conditions) remains the loosening of restrictions on who is able to use swap centres and the abandonment of the official rate. As long as restrictions remain, the "informal market" will remain an outlet for foreign currency deals and ultimate RMB valuation.

慎防人民幣超賣

本會分析人民幣貶值所帶來的影響，並呼籲會員進行人民幣交易時必須審慎

本會於六月九日發出一份載有十三項要點的通告，呼籲會員進行人民幣交易時採取審慎態度，並提醒那些以外幣作資金避難所的會員小心人民幣出現超賣情況。

1. 中國大陸外匯調劑中心的人民幣匯價上週大幅貶值，對內地及香港經濟均有一定影響。
2. 雖然出現貨幣危機的說法是毫無根據的，但會員進行人民幣——港元——第三貨幣交易及在中國大陸作出短期商業承擔時應特別審慎。
3. 自從一九七九至八零年中國實行經濟開放政策以來，內地貨幣市場（包括官方、半官方或非正式市場）的人民幣匯價明顯持續下跌。
4. 未來日子，人民幣匯價可能進一步下挫（從本週貨幣交易價格即可見一斑），但到達某個階段後，那些已經以外幣為資金避難所的投資者可能會發覺人民幣已經超賣，至於到達哪個匯價才屬超賣，目前誰也沒法確定，但一旦到達這個水

平，人民幣匯價便可能會迅速反彈。

5. 大陸經濟各個環節（貨幣、商品、證券、物業）都出現投機炒賣情況；由於通脹高企，持有人民幣的人不得不尋找對沖保值方法，以免所持貨幣的價值受到侵蝕。中國目前正出現嚴重負利率問題。
6. 自從中國政府今年二月為人民幣調劑價訂出「下限」以來，外匯調劑中心的人民幣買賣幾近停頓；下限規定解除後，人民幣貶值勢所難免。有關當局（國家外匯管理局）用以堅守「下限」的資源頗為有限。
7. 貨幣炒賣氣氛濃烈，人們希望尋求對沖保值，以免資金受到通貨膨脹的侵蝕，加上很多人透過「非正式」外匯市場而不是外匯調劑中心進行貨幣買賣，人民幣貶值幾乎成了無可避免的結果，問題只在於何時正式貶值而已。
8. 今年一月至三月所出現的貿易逆差，以及由於進口貨品增加而引致的短期資金外流，可能亦會鼓勵有關當局採取干預

行動，但由於較長期的投資仍然透過資本賬戶源源湧入中國，今年頭一季所出現的小額貿易逆差應不致令人過於憂慮。

9. 中國日後會試圖避免再次在外匯調劑中心實行規定「下限」的措施，但開放外匯市場（及符合重返關貿總協定的條件）的真正關鍵之處，依然在於放寬誰可使用外匯調劑中心的限制，以及放棄官方匯價。有關限制一日存在，「非正式」貨幣市場將仍舊會成為外幣買賣的渠道和反映人民幣最終價值的地方。
10. 對香港工商界而言，更令人關注的可能是人民幣貶值所反映出的中國經濟狀況。人民幣貶值，證實了中國逐步從計劃經濟邁向市場導向經濟的同時，正遇到經濟過熱、需求過盛、通脹高企等問題。
11. 中國物價開放，需求增加，刺激通脹上升，令人民幣匯價（只不過是自由市場體系中的另一「價格」而已）在「非正式」市場很容易受到貶值的威脅。人民幣匯

Effect on HK investment

Miss Man Hiu-ling, economist with the Bank of China, told a Chamber roundtable luncheon on 6 May that the renminbi (RMB) in the past was at a rather steady exchange rate of RMB10-USD2. But since the 1980s the value of the RMB had gradually fallen. In 1985 the exchange rate was USD12.5 to RMB100 and by 1990 it was USD9.5 to RMB100. That represented a fall in value of 46%.

The State Administration of Exchange Control in April 1991 adopted a policy which allowed the RMB exchange rate to fluctuate at a slower pace rather than fall in a sharp plunge. But despite this government intervention the RMB on the foreign exchange market continued to slide from USD1-RMB5.5 to the present rate of RMB8.85.

The gap between the RMB's value as fixed by offi-

cial and its value on the foreign currency market now stood at present at a differential of 50%.

In February 1993 The State Administration of Exchange Control tried to stop the RMB from falling further by announcing that a reasonable exchange rate should be USD1-RMB9. However the RMB remained vulnerable despite this verbal intervention.

Ms Man attributed the RMB's fall to these reasons:

i) The demand for foreign currencies increased because of the need to import goods and materials into the Mainland. In the past three years imports exceeded exports.

ii) To facilitate and prepare for China's entry into the GATT, the PRC government relaxed import restrictions and allowed China-made products to be sold in Mainland China. Rules on joint-venture partnerships, service industries and sav-



Ms Man addressing the Chamber roundtable luncheon.
文曉鈴於圓桌午餐會上發言

ings of foreign currencies have been relaxed and as a result demand for foreign currencies increased, threatening the value of the RMB.

iii) The PRC Government hoped the difference in the RMB's value fixed by officials and the value on the foreign exchange market could be adjusted by market forces and a smaller difference would convince the GATT that the PRC is committed to a market economy.

iv) Inflation is expected to rise. Last year the inflation rate was 12.8% With a rise in the supply of currencies and fixed capital to 37%, the exchange rate unavoidably fell.

v) Speculation and investment put pressure on the RMB.

vi) Investors of joint venture partnerships are allowed to retain their quota for exchanging RMB earned into foreign currencies. The State Administration of Exchange Control reserves a large sum in foreign currencies for these transactions.

Ms Man concluded that the devaluation of the RMB would create higher inflation and vice versa. She thought that the devaluation would hit the advancement of higher technology since it would be more expensive to import tools and machinery. ■

分析人民幣貶值原因

五月六日，中國銀行經濟研究員文曉鈴應邀出席本會舉辦的圓桌午餐會，她在席上指出，人民幣過往的匯價一向頗為穩定，長期停留在二美元兌十元人民幣水平，但自從八零年代開始，人民幣匯價持續下跌；一九八五年，每百元人民幣兌美元匯價是十二點五元，到了一九九零年，匯價下挫至九點五元，跌幅達百分之四十六。

一九九一年四月，中國國家外匯管理局實行新政策，容許人民幣匯價出現緩漸的浮動（不是急劇下跌）。不過，雖然政府在外匯調劑中心作出干預，但人民幣兌美元匯價仍然由五點五兌一滑落至目前的八點八五兌一水平。

目前人民幣的官價約高於外匯市場牌價百分之五十。

一九九三年二月，外匯管理局試圖阻止人民幣匯價進一步下跌，宣布合理匯價應為

一美元兌九元人民幣，不過，這次口頭干預並未能扭轉人民幣的弱勢。

文曉鈴認為人民幣下跌的原因有六個：

(一)中國進口貨品及材料數量激增，因而對外匯的需求亦相應大增。過去三年，中國每年的進口總值均高於出口總值。

(二)為重新加入關貿總協定作好準備。中國政府放寬進口限制，容許中國產品返銷內地，而隨著合營企業、服務業、外匯存款等方面的規定放寬，國內對外幣的需求大增，令到人民幣幣值備受威脅。

(三)中國政府希望利用市場供求情況縮窄人民幣官方牌價和外匯市場兌換價之間的差距，假如兩者的差距真的逐漸拉近，即可向關貿總協定證明，中國確有決心推行市場經濟。

(四)預期通貨膨脹會惡化。去年通脹率達十二點八，而貨幣和固定資本供應量則增加了

百分之三十七，這情況下，匯價下跌實屬無可避免。

(五)投機炒賣及投資大增，令人民幣受到壓力。

(六)合營企業投資者可按留成配額把賺得的人民幣兌換外幣，外匯管理局不得不預留了一筆龐大數額的外幣作此等用途。

文曉鈴總結說，人民幣貶值將進一步刺激通脹，而通脹則會加速人民幣貶值。她認為人民幣貶值會影響科技發展，因為從國外進口的設備及機器變得愈來愈昂貴。 ■

10. More important for Hong Kong business may be the message the RMB devaluation sends about the state of the Chinese economy. It confirms an overheated economy, excessive demand and higher inflation as China moves increasingly away from a planned to a market drive economy.

11. Freeing up of Mainland prices, together with increased demand, which have led to higher inflation, made the RMB exchange rate — just another “price” in a free market system — vulnerable to depreciation in the “informal” markets. Its decline in the informal markets was reflected in the swap centres as soon as the RMB floor was removed.

12. The RMB depreciation may prove

價下限解除後，非正式市場的人民幣匯價的下跌幅度隨即在外匯調劑中心反映出來。

12. 人民幣貶值，可能會導致中國當局採取更嚴厲的行政措施，以緩和內地經濟在今年第三及第四季的需求過盛情況。有關當局已經就經濟過熱、通貨膨脹、信貸管制等問題發出警報，同時又提高銀行利率；他們揚言，假如經濟增長和需求繼續失控，他們會採取更嚴厲的行政手段加以應付。

13. 人民幣貶值對香港的影響：

to be the precursor of tougher executive action to moderate the excesses from the Chinese economy in the third and fourth quarters of this year. The authorities have already issued verbal warnings on overheating, inflation and credit control, have raised bank interest rates and have given notice of tougher executive action if economic growth and demand continue to escalate out of control.

13. Implications of Renminbi depreciation for Hong Kong:

a) Lower domestic inflation (especially food prices) — positive.

b) Investment and profits. Investment more attractive, but currency fluctuations make investors nervous. Profits only become an issue on repatriation.

a) 本地通脹放緩（特別是食品價格），這點對香港有利；

b) 投資及利潤投資更具吸引力，但由於貨幣匯價波動，可能令投資者感到不安；利潤只會在有需要匯返本土時出現問題。

c) 訂價政策把產品輸入中國和在內地從事零售業務的商人在訂價時會遇到困難，因為以人民幣計算，中國進口港產貨品的成本不斷上漲。

d) 不過，人民幣貶值對出口及轉口貿易均有幫助，因為透過香港出口往其他

c) Pricing policies — difficulty for importers/retailers into China. Hong Kong goods cost more (in RMB) on Mainland.

d) But devaluation helps export/re-export trade — cheaper products shipped out of China through Hong Kong. It should be noted, however, that substantial trade is still priced in USD and HKD.

e) Tourism is conducted at official or FEC (Foreign Exchange Certificate) rates. The depreciation may effect growing tourism out of China into Hong Kong (more costly), but make China cheaper for Hong Kong (and other) tourists. Spin-off for Hong Kong as a “stepping-off” point.

f) Short term capital flow between Hong Kong and China may also be affected as RMB fluctuates.

地方的貨品相對上變更為便宜。但應該一提，大部分出口及轉口貿易現時仍以美元及港元訂價。

e) 旅遊業消費是以官方或外匯券兌換率進行的，人民幣貶值可能會打擊內地人士到香港旅遊的意欲（費用增加），但會吸引香港（及其他國家）的遊客前往中國（費用相對減低）；香港作為通往中國大陸的中途站，自然會蒙受其利。

f) 香港和中國之間的短期資金流動可能亦會受到人民幣匯價波動的影響。■

Discount to study Clean Technology

The Hong Kong Productivity Council and the Commission for Canada are jointly organising a study mission on environmental technology to Canada between 13-25 March, 1994. The Hong Kong General Chamber of Commerce is a supporting organisation and will become entitled to a 50% sponsorship discount for one HKGCC delegate from the study mission organisers.

The regular study mission fee is HKD32,800 per person. But the delegate nominated through the Chamber will only have to pay HKD16,800. This fee includes a HK-Canada round trip economy class airfare, 12-nights hotel accommodation (single room) and transportation within Canada.

Priority will be given to those from the bleaching and dyeing, electroplating and food industries and with an incentive to seek environmental solutions for their production. Nominations close before 31 August, 1993.

The theme of the mission will be on

clean technology, especially the clean production for bleaching and dyeing, food and electroplating industries. The mission will aim at acquiring the latest pollution control technologies, including waste minimisation technology, waste processing and recycling technology, new

production process and efficient uses of resources and material.

The organisers plan to recruit 15 delegates from the manufacturing sector, government departments, environmental consultants, equipment suppliers and academics. ■

潔淨生產技術考察團

香港生產力促進局及加拿大協會聯合籌組環保科技考察團訪問加拿大，日期訂於一九九四年三月十三至二十五日。香港總商會為贊助機構之一，如提名一位代表參加，可享有百分之五十的折扣優惠。

考察團正常團費是每位港幣三萬二千八百元，但本會提名的代表則只須繳付一萬六千八百元，費用包括往返香港及加拿大的經濟客位機票、十二晚酒店住宿（單人房）及加拿大的交通開支。

從事漂染、電鍍、食品工業而又有意改善生產工序所衍生的環境問題的會員可獲優

先考慮，截止提名日期為一九九三年八月三十一日。

考察團的目標是瞭解潔淨生產技術，特別是漂染、食品、電鍍工業等方面。考察團會學習最新的污染控制技術，包括如何盡量減低廢物量、廢物加工及循環再造技術、新的生產工序及如何有效運用資源及材料等。

主辦機構計劃從製造業、政府部門、環境顧問公司、設備供應商、學術界甄選十五位代表參加。■

Hong Kong at Seoul

Dr Sohmen's briefing one of the highlights

A 12-member delegation, led by Dr Helmut Sohmen, represented the Hong Kong Committee at the 26th International General Meeting of the Pacific Basin Economic Council (PBEC) at Seoul ending on 26 May.

The five-day meeting was attended by more than 650 business leaders representing all 14 PBEC national member committees, the applicant member Committee from Colombia and government leaders from Indonesia, China, Russia, Singapore, Thailand and Vietnam.

Dr Sohmen's briefing to delegates on current Hong Kong economic and political issues was hailed as one of the highlights of the important international meeting.

The PBEC IGM also drew observers and agencies from outside the Pacific region. Congratulatory messages arrived from Prime Minister Miyazawa of Japan, President Salinas of Mexico and Prime Minister Chernomyrdin of the Russia Federation.

PBEC "Leaders' Forum" welcomed

President Young Sam Kim, the new President of South Korea, Prime Minister Dato Seri Dr Mahathir Mohamad of Malaysia and President Fidel Ramos of the Philippines.

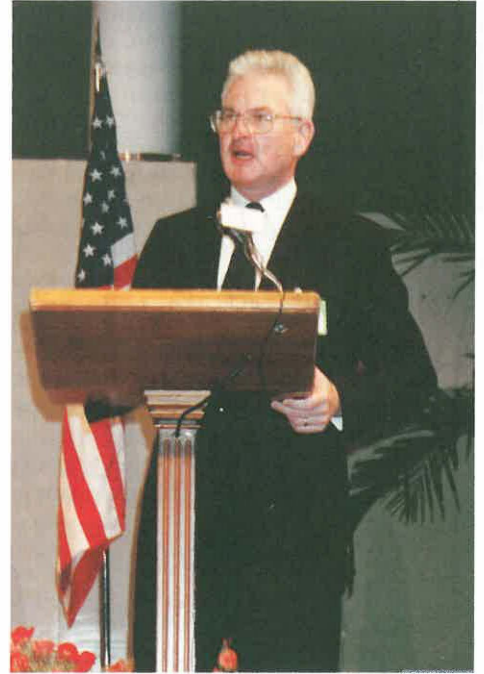
A conference statement said: "For 26 years PBEC has played a leading role in fostering economic relationships among business communities across the Pacific and promoting a spirit of regional identity and cooperation.

"PBEC has also been a key and vocal proponent of open economies and markets in the region as well as representing private sector views on the Pacific business environment to regional governments. PBEC remains committed to these objectives.

"The Pacific Basin continues to be the most economically dynamic region in the world — this economic growth in the Pacific Basin is the key to global growth.

Dr Sohmen's briefing — a highlight of the IGM.

蘇海文博士的演說環節成了大會的焦點之一



香港代表團遠赴漢城

蘇海文博士於年會上致辭

太 平洋地區經濟理事會香港委員會十二人代表團在蘇海文博士的率領下遠赴韓國漢城，參加第廿六屆太平洋地區經濟理事會國際周年會員大會。該年會於五月二十六日正式閉幕。

期間與會的工商界領袖超過六百五十位，他們包括理事會十四個國家及地區委員會的代表、正在申請加入的哥倫比亞委員會代表和印尼、中國、俄羅斯、新加坡、泰國、越南等國家的工商界領袖及政府高層官員。

會議舉行期間，蘇海文博士就香港最新經濟及政治問題向大會致辭，獲得與會者好評如潮。

國際周年會員大會同時亦吸引了太平洋區以外多個國家及國際組織派代表以觀察員身份參加。日本首相宮澤喜一、墨西哥總統薩利納斯、俄羅斯總理切爾諾梅爾迪等分別致賀電祝賀會議成功。

太平洋地區經濟理事會的「領袖論壇」環節更獲得多國元首參加，他們包括韓國

總統金泳三、馬來西亞總理馬哈蒂爾、菲律賓總統拉莫斯。

會議公告稱：「過去二十六年，太平洋地區經濟理事會一直致力促進太平洋區工商社會經濟聯繫和區內經濟合作。理事會除了大力鼓吹開放區內經濟及市場外，同時亦代表私營環節向區內政府表達意見。理事會多年來一直堅守這些宗旨。

「太平洋區繼續成為全球最活躍的經濟區，對全球經濟增長舉足輕重。

「因此，關稅及貿易總協定烏拉圭回合談判必須盡早完滿結束，世界主要經濟強國必須努力開放市場和致力實行適當的宏觀經濟政策，方可達致世界經濟平衡。」

今年大會的主題是《開放地區主義：世界主義的新基礎？》，這個主題反映出各國普遍相信地區主義（例如歐洲共同體、北美自由貿易協定和建議中的東協自由貿易地區等）應有助而不是損害自由多邊貿易體系。

理事會的國際主席及大會主持人具平會致歡迎辭時一再強調這種信念，他認為今年的國際周年會員大會「特別為與會者提

供機會，深入探討地區主義和世界主義的關係……並研究是否可以利用目前地區主義興起的趨勢，作為邁向無疆界的世界經濟體系的第一步。」

他又補充：「太平洋區是全球經濟的主要動力所在，理應繼續在帶領國際經濟發展方面扮演更積極的角色。」

太平洋地區經濟理事會的一貫目標包括：透過協調甚至監管，提高亞太區食品市場的開放程度；致力消除對外國直接投資的限制，這點對開放地區主義和促進地區經濟增長非常重要。

太平洋地區經濟理事會一再重申支持改革區內貿易及投資政策，設法消除成員國之間的貿易障礙，務求令到原本已經十分蓬勃的經濟更上一層樓。

與會代表又討論區內湧現的工商業機會和轉變中的經濟政策，其中特別談及的地區包括俄羅斯遠東區、中國沿海地區和菲律賓蘇碧灣等。

太平洋地區經濟理事會第廿七屆國際周年會員大會將於一九九四年五月在吉隆坡舉行。



Asian Heads of State who attended (left to right): Fidel Ramos, Young Sam Kim and Dr Mahathir Mohamad.

出席的亞洲國家元首(由左至右)拉莫斯、金泳三、馬哈蒂爾

"It is vital therefore that the Uruguay Round of the GATT should reach an early successful conclusion and the world's major economies strive to open their markets and to pursue appropriate macro economic policies to reach balance in the world economy."

The PBEC's 26th IGM theme, "Open Regionalism; A New Basis for Globalism," reflected the widespread belief that growing regionalism in the world economy — evidenced by the European Community, ANZCERTA, the NAFTA and the proposed Asian Free Trade Area — should contribute to, rather than undermine, an open multilateral trading system.

In his welcoming address, PBEC International President, P H Koo, emphasised this belief by stating that this year's IGM is "designed to give participants an opportunity to examine the correlation between regionalism and globalism ... and to see if the current trend of regionalism can be used as a launching pad towards a borderless world economy."

Mr Koo added: "As the new powerhouse of the global economy, the Pacific Basin continues to play a greater role in international economic leadership."

The PBEC's continuing objectives include working towards improving market access for food products throughout the



Asia Pacific region by harmonising where possible regulatory issues. Also, to strive for unrestricted foreign direct investment essential to open regionalism and progressive economic regional growth.

The IGM repeated the PBEC's support for region-wide trade and investment policy changes to remove barriers in all member countries and economies in order to enhance the region's already dynamic economy.

Delegates examined a range of emerging business opportunities and changing economic policies in the region, including specific areas, such as the Russian Far East, Coastal China and Subic Bay in the Philippines.

The 27th IGM of the PBEC will be held in Kuala Lumpur in May, 1994. ■

Yasuhiro Nakasone, former Japanese Prime Minister, was the guest of honour at the closing plenary session. His keynote speech was on the new international economic order and prospects for Asia/Pacific cooperation.

前日本首相中曾根康弘應邀擔任閉幕典禮嘉賓，他的演辭主題是國際經濟新秩序和亞太合作前景

Peter Laver, from Australia (centre) moderated at a ministerial forum on Trade Liberalisation on a Regional Basis. Dr Sohmen (right) is speaking. Seated (left to right) Michael Lee, Australian Minister of Tourism and Resources; Edgardo Boeminger, general secretary to the Chilean President; Chul Su Kim, Korean Minister of Trade, Industry and Energy; Rafidah Aziz, Malaysian Minister of International Trade and Industry; and, Pedro Noyola, Mexican Undersecretary of Foreign Trade and Investment. Micky Kantor, US Trade representative answered questions via satellite from Washington.

澳洲代表拉弗(中)擔任區域貿易自由化部長級論壇的評論員。正在發言的是蘇海文博士(右)，列席的包括(由左至右)澳洲旅遊及資源部長邁克爾利；智利總統總務秘書博明格；韓國貿易工業及能源部長金哲秀；馬來西亞國際貿易及工業部長阿齊茲；墨西哥外貿及投資副部長尤諾拉。身在華盛頓的美國貿易代表坎特透過人造衛星回答問題



Dr Sohmen and Chamber Director, Brig Ian Christie, with the International PBEC President P H Koo.

蘇海文博士、本會總裁祈仕德准將與國際主席具平會合攝



Keith Sharp, managing director of Burson Marsteller Asia, briefed the IGM on the Hong Kong economy.

博雅亞洲有限公司董事總經理夏健福於會上就香港經濟情況致辭



Anthony Russell, managing director of the HongkongBank China Services Ltd and chairman of the HKGCC China Committee, spoke on the "Outlook for the Chinese Economy."

滙豐銀行中國業務有限公司董事總經理暨本會中國委員會主席羅素(右)以〈中國經濟前景〉為題發表演說



Chairman Jiang Yue-ming (centre), deputy secretary-general of the People's Government in Guangdong Province, with Chamber Director Brig Ian Christie and Dr W K Chan (right), assistant Chamber Director for Service Industries.

廣東省人民政府副秘書長蔣月明(中)、本會總裁新仕德准將、服務業部助理總裁陳偉羣博士(右)

Conference in Guangzhou

Attracts surprising interest among potential investors

The China Council for the Promotion of International Trade (CCPIT), as a result of the initiative of the Hong Kong General Chamber of Commerce and the Hong Kong Franchise Association, organised China's first ever conference on franchising in Guangzhou on June 8-9.

From the interest aroused it was deemed highly successful. On the first day of the conference was attended by about

250 Chinese potential investors, government officials, 50 interested parties from Hong Kong and an unusually large contingent of media representatives from both Hong Kong and Guangzhou.

Jiang Yue-ming, deputy Secretary General of the People's Government of Guangdong Province, was in the chair. Chamber Director Brig Ian Christie, Chairman of the Hong Kong Franchise Association, Harold Hutton, Vice Presi-

dent of the CCPIT (Guangdong Sub-Council), Tang Zhou-tian and Vice President of the Guangdong Provincial Administration for Industry and Commerce, Wang Bin-kun, all attended.

Speakers included Zhao Jian-hua, Deputy Director of the Guangdong Provincial Administration for Industry and Commerce who spoke on enterprise registration procedures, Ms Mabel Ng, of Baker & McKenzie, who spoke on a fran-

廣州特許經營研討會

投資者對研討會反應異常熱烈

在本會及香港特許專營權協會的倡議下，中國國際貿易促進委員會於六月八日至九日在廣州主辦中國有史以來第一個特許經營研討會。

參加者反應熱烈，證明研討會非常成功。研討會首天共有大約二百五十位內地投資者、政府官員參加，另外尚有來自港方的五十位代表；香港和廣州方面都派出大批記者採訪這項盛事。

主持研討會的，是廣東省人民政府副秘書長蔣月明，而本會總裁新仕德准將、香港特許專營權協會主席赫頓、中國貿促

會廣東省分會副會長湯灼甜、廣東省工商行政管理局副局長王炳坤等均有出席。

研討會講者包括廣東省工商行政管理局副處長趙建華，主題是企業登記程序；來自香港的麥堅時律師行代表吳美寶、香港特許專營權協會經理周育珍則分別以特許專營權協議和如何選擇特許專營權為題發表演說。

對於那些有興趣獲得更多有關特許經營資料的潛在投資者來說，研討會的業務推介座談會環節肯定非常有用。座談會分別由 6-12 便利店、洗衣樂園集團有限公司、甘迪安娜、中國特許專營權服務有限

公司、7-11 便利店、儷都美學研習社、永新國際有限公司、百敵消有限公司主持。

研討會最少促成了達成一項特許經營協議。

從研討會反應看來，明年應再次舉辦類似活動，地點可選擇在北京或上海。

研討會舉辦成功，中國貿促會廣東省分會官員胡偉明功不可沒，他參與研討會的統籌工作，例如邀請嘉賓、講者及參加者等。

中國首個特許經營研討會選擇在廣州市舉行，原因是該市距離香港較近、人民富裕而且勇於接受新的經營概念。 ■

China warms up to franchising

Support from the top

In his opening speech to the Franchising Conference in Guangzhou on 8 June, the Deputy Secretary-General of the Guangdong Provincial Government Mr Jiang Yueming said that franchising will have an important role to play in the development of China's booming tertiary industries. This is the first clear indication from a senior official that China recognises the potential of franchising and is ready to promote it.

Shortly afterwards, such a policy receives a ringing endorsement from no less than Vice-Premier and Politburo member Mr Li Lanqing. In his visit to the Henan Province on 11-15 June, Mr Li is reported to have stressed continual reforms in China's tertiary sectors, particularly the retail, catering and consumer sectors. He has drawn attention to the need for China to learn from the experience of developed countries in expanding businesses, in particular, through chain-store operations - of which franchising is, of course, archetypal.

Indeed, the expansion of China's tertiary industries, and the increasing de-

mand for quality services from China's consumers, have together created an environment extremely conducive to the development of businesses through franchising.

China's tertiary industries

In 1978, the year of the "open door", 12% of China's labour force were employed in tertiary industries. In 1991 this increased to 19%. They generated 27% of China's GNP in 1991.

Of particular relevance within the tertiary industries are the retail, catering, and the household "servicing" industries such as hostels, hairdressing, laundry, photography, repairing, leasing, etc. The growth of these industries is such that in 1978, there was one establishment in these industries per 1000 population, while in 1991, there were 11 establishments. On national average, there is now one worker in the retail industry for every 53 of the population; one in the catering industry for every 264; and one in "servicing" industries for every 272. In 1978, the figures were one in 215 for retail, one in 922 for catering, and one in 1719 for servicing.

In 1978 there were 178000 enterprises employing 262000 people in the retail, catering and servicing sectors. By the end of 1991, there were a total of 10.8 million enterprises employing 16.4 million workers. It should be noted that of these 10.8 million enterprises, 80% are "individual private proprietors".

In sum, China's tertiary industries are developing fast, and there is no shortage of entrepreneurs to take up the opportunities.

Consumer demand

The underlying force of the expanding tertiary industries is the ever increasing consumer demand. According to official figures, the national average in per capita consumer spending was ¥803 in 1991, almost five times that of the 1978 figure of ¥175. The figure is more than doubled - at ¥1686 - if only non-agricultural consumers are considered. From 1979 to 1991, domestic consumption increased at an average of 8.1% annually.

In more graphical terms, in 1991 there were 1.5 western suits per household in the whole of China, with more of them in the cities (2.4 per household in Beijing,

特許經營在中國

高層官員支持

廣東省人民政府副秘書長蔣月明於六月八日舉行的「廣州特許經營研討會」揭幕儀式上表示，特許經營將於中國第三產業發展中扮演重要角色；這次是中國高層官員首次確認特許經營的潛力和表明有意推動其發展。

研討會結束後不久，中國國務院副總理兼政治局常委李嵐清亦表示支持發展特許經營的政策，據稱他在六月十一日至十五日訪問河南省時強調，中國第三產業（特別是零售業、飲食業和消費環節）改革必會持續，他認為中國有需要學習發達國家擴展業務的經驗，例如透過連鎖店方式；連鎖店方式是典型的特許經營模式。

事實上，隨著中國的第三產業不斷發展，加上消費者對高質素服務的需求日增，締造了非常有利於中國特許經營發展的環境。

國內第三產業

一九七八年中國開始實行「門戶開放」政策時，從事第三產業的工人僅佔全國勞動力

的百分之十二；到了一九九一年，比例已增至百分之十九，佔該年國民生產總值百分之二十七。

第三產業中，最有潛力發展特許經營的行業計有零售業、飲食業、家庭式「服務業」如旅店、理髮、洗衣、照相、修理、租賃業務等等，這些行業的增長情況如下：一九七八年，中國每一千人設有一間上述行業的店鋪；到了一九九一年，比例已增至每千人十一間。全國平均計算，現時每五十三個人有一人從事零售業；每二百六十四人中，有一人從事飲食業；每二百七十二人中，有一人從事「服務性」行業。一九七八年，從事零售業、飲食業和服務業工人的比例分別是二百一十五分之一、九百二十二分之一和一千七百一十九分之一。

一九七八年，經營零售、飲食、服務行業的企業只有十七萬八千間，僱用員工總數約二十六萬二千名；到了九一年底，經營上述業務的企業，總數已增至一千零八十萬間，僱用員工達一千六百四十萬名。而這一

千零八十萬間企業中，八成是「私營個體戶」。

總括而言，中國的第三產業發展迅速，有意把握機會，投身服務行業的企業家為數極多。

消費者需求

第三產業的發展動力源於消費者的需求。根據官方數字，一九九一年全國人民的人均消費開支達八百零三元人民幣，較七八年的一百七十五元高出接近四倍，假如只計算非農作物消費，數字更增加一倍，達一千六百八十六元。一九七九至九一年間，國民消費每年平均增長百分之八點一。

一九九一年，全國平均計算，每個家庭擁有西服一點五套，而城市家庭所擁有的西服數目比鄉村家庭的為多（北京家庭平均擁有二點四套，上海家庭平均擁有四點二套）；同年，全國平均每一百個家庭擁有洗衣機八十部。

對很多中國商人來說，上述數字足以證

and 4.2 in Shanghai) than in rural areas. In the same year, there were 80 washing machines per every 100 households nationwide.

All these serve to reinforce the point, which has been obvious to many China traders, that the Chinese consumers are having more and more money to spend, and are spending more and more of it.

Conclusion

There is a demand from China's consumers for more and better services. As China is moving into a market economy, the market will dictate that this demand is met. Franchising, as a tried and tested method of expanding businesses, maintaining quality and improving standards, provides precisely a means to satisfy this demand.

The Chamber and the HKFA have predicted that there would be a franchise boom in China. The boom has not yet occurred, but judging from the remarks of Messrs Li Lanqing and Jiang Yueming, and the enthusiastic response from the mainland participants to the Guangzhou Conference, perhaps it will not be long. — **Dr Chan Wai-Kwan**

明，中國消費者的可用開支愈來愈多，實際消費也不斷增加。

結語

中國消費者對高質素服務的需求日增。隨著中國邁向市場經濟，市場將因應需求而作出調整。特許經營是一種行之有效的擴展業務、保持及提高質素的方法，可準確地滿足消費需求。

本會及香港特許專營權協會早已料到特許經營熱潮會在中國出現，這次從李嵐清和蔣月明兩位官員的評語及內地參加者的熱烈反應看來，特許經營在中國流行的日子大概指日可待了。

【本文作者為本會服務業部助理總裁陳偉羣博士】



Potential investors at the Guangzhou conference.

參加廣州特許經營研討會的潛在投資者



Chairman Jiang addressing the conference.

研討會主持
人蔣月明於
會上致辭



Ms Charlotte Chow, HKFA manager, speaking at a HKFA workshop. Beside her is Harold Hutton, chairman of the HKFA Committee and Tony Kitchar, a member of the Committee.

香港特許專營權協會經理周寶珍於座談會上發言，她身旁的
是香港特許專營權協會主席赫頓和協會成員紀俊立

chise agreement and Ms Charlotte Chow (HKFA manager) who spoke on how to choose a franchise.

Potential investors interested in knowing more about franchising were helped by business promotion workshops from Hong Kong. The workshops were conducted by 6-twelve Convenient Mart Ltd; American Launderland (Holdings) Ltd; Candiana; China Franchising Services Ltd; Hong Kong Convenience Stores Ltd (7-Eleven); Ledoux Esthetiques; Novel Enterprises Ltd; and Pesticide Services Ltd.

At least one deal for a unit franchise was reported to have been agreed during the conference.

Among the recommendations that came from the conference experience was one that the conference should be continued next year and that Beijing and Shanghai should be considered as venues.

A report acknowledged the work of Hu Wei-ming, of CCPIT Guangdong Sub-Council, in helping organise the conference in China, such as inviting guests, speakers and participants.

Guangzhou was chosen for the first franchising conference in China because of its proximity to Hong Kong, its wealth and its peoples' willingness to accept new ventures.



Royal Over-Seas League

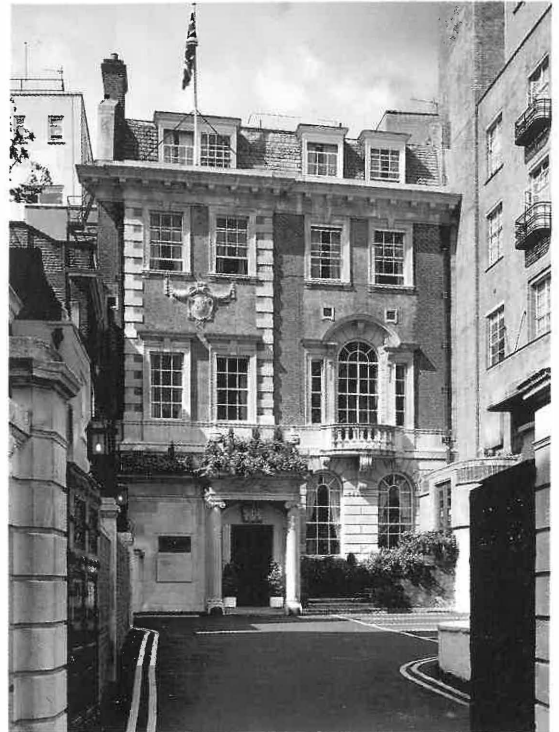
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About 120 filled the Convention Centre Theatre to attend the HKGCC-HKCSI seminar on data protection
 本會及香港服務業聯盟在會展中心舉行資訊保障研討會，參加者共約一百二十位

Prudent trade protection

Consultative Document discussed

In search of clear background on the reasons for Hong Kong's proposed data protection law and the significance of the HKGCC/HKCSI seminar on May 27 on the subject, *The Bulletin* went to Con Conway, director of Managed Accounts Group in Hong Kong Telecom and a member of the Privacy Sub-Committee of the Law Reform Commission.

Here is a rough transcript of what he had to say:

There is a requirement for us to have a data protection law in Hong Kong with effect from 1 July 1994, if the European Community's Commission agrees to implement the proposals on data protection that are before it. There is a strong likelihood that this decision may be delayed a little. But it will only be a delay. It will not affect ultimate implementation of a unified EC data protection law.

Basically speaking the law says private information of a personal nature pertaining to identifiable living individuals must be protected. That the person, broadly speaking, has a property right in his own name and likeness and particulars.

In the past that right has been ignored.



Con Conway, another member of the Privacy Sub-Committee of the Law Reform Commission. Con is the person who assembled the first computer in Hong Kong at China Light.

法律改革委員會私隱權小組委員會另一委員江偉。江偉是在中華電力有限公司裝嵌香港第一部電腦的人

We have been able to use your name and address for a direct mailer. We can put your name and address on to different files. We have been able to create a profile of you that you, yourself, wouldn't even recognise.

The European Commission has said that the individual requires his personal information be protected otherwise he becomes a cipher or a number. Data protection has been an initiative from the West. It is mainly a European one but it is also fairly much now a North American one.

What the European Commission has said is that Community member countries (12 at the moment) must have a data protection law in place. Most of them have. But they don't go far enough so far as the European Commission is concerned. So they are having to change their laws to comply with the European Commission's directives.

The important thing*for the rest of the world to note is that this gives each member country's government the right to stop trade with other countries that do not have a similar law.

Bearing in mind that Hong Kong's trade is so important to it and that trade is

資訊保障法例 保障貿易前景

綜論資訊保障諮詢文件

本會和香港服務業聯盟在五月二十七日合辦研討會，主題是香港資訊保障，其後，《工商月刊》走訪香港電訊主要客戶業務總監江偉，希望找出香港訂定資訊保障法例的真正原因及影響。江偉現時擔任法律改革委員會私隱權小組委員會委員。

以下是訪問的摘要：

「假如歐洲共同體執行委員會同意於一九九四年七月一日開始落實有關資訊保障的建議，香港便有需要訂立資訊保障法例。雖然歐共體決定推行的日期很可能會延遲，但只是延期而已，並不影響一體化後的歐洲共同體實施資訊保障法例。」

法例基本上訂明，任何身份明確並且仍然生存的個別人士，其私人資料必須獲得保障，廣義而言，人們擁有本身姓名、肖像及個人資料的所有權。

過去，這項權利一直被忽略，我們能夠利用你的姓名和地址寄發直接郵遞廣告，也可將你的姓名和地址存入不同檔案，更可開立你的個人檔案，即使是你可能從不察覺這個檔案存在。

歐共體曾經表示，任何個別人士的個人資料必須獲得保障，否則，人便與一個密碼或一個數字無異。資訊保障起源於西方，初期主要由歐洲國家提出，目前在北美洲亦相當盛行。

歐共體又曾表示，成員國（目前數目為十二個）必須有一套資訊保障的法例。現在大部分成員國已制訂有關法例，但深入程度尚未達到歐共體執行委員會訂下的標準，因此，他們都要修改法例，以符合標準。

有一點非常重要的，就是有關法例賦予每個成員國政府權利，停止與沒有同類法例的國家進行貿易，世界其他國家對此必須留意。

由於歐洲國家與香港、日本和新加坡的貿易非常重要，這三個國家已就這規定作出反應。

日本兩年前引進資訊保障法例，確保不會由於沒有同類法例而在貿易方面吃虧。新

also essential to Japan and Singapore, all three countries have reacted to these circumstances.

Japan brought in a data protection law a couple of years ago to make sure it is not in any way disadvantaged by not having a law. Singapore is now reviewing the situation with a view to bringing in a law by this time next year.

From the track record of Japan and Singapore to date in these areas, it is not unreasonable to suggest that the sole reason for these laws is to protect trade.

Hong Kong, as the 10th largest trading entity in the world, lives by its business acumen, etc. It is deemed now prudent that we have this law in place and in a very timely manner.

The Government has for the past five years been looking actively at such a law. But a little over three years ago the Law Reform Commission decided to make its last topic — Topic No 20 — Privacy, including Data Protection and Surveillance and the other Privacy abuses that can occur.

A Privacy Sub-Committee was set up to look into this topic.

So that it didn't conflict with the work of the Chief Secretary's working group on data protection legislation, it was decided to hold the work of the Chief Secretary's group in abeyance until the report came through from the Law Reform Commission, which was a very sensible thing to do.

The make-up of the Chief Secretary's data protection legislation group was as follows: It is chaired by the Secretary for

Home Affairs and it has 10 members, five of whom are government and five from the private sector. It has three Information Technology experts, a banker and a commercial individual. The government people represent major bodies. So they are making sure that the organisations concerned are the people who would be very much involved with this are well represented.

The Law Reform Sub-Committee is even broader. It has got lawyers and the

Dean of the Social Science Faculty at the University of Hong Kong. It has got a very broad representation of society's needs. It has a Deputy Commissioner of Police, a senior social worker, the Assistant Director for the Territory, it has a government lawyer and myself (Con Conway, chairman of the Information Technology Federation) and the Professor of Law at HKU. The chairman is a Judge of the High Court, Mr Justice Mortimer, and the secretary is a barrister.

So it is rather a diverse, well-balanced organisation. The Law Reform Commission Privacy Sub-Committee has worked hard most Saturday mornings for three and a half years to produce a Consultative Document looking at all of the models of data protection law and privacy law throughout the world. The real work was outside those Saturday Sub-Committee meetings where members have had to read all the papers and comment on them, etc.

Bearing in mind the diversity of the Sub-Committee to produce a consensus document is a remarkable achievement. It was due to excellent chairmanship and the secretary's balancing of things.

"The 200-page Consultative Document is an excellent document and reads very very well. If you are interested in the subject it is the only Law Reform Commission document of the 20 that have been produced that actually sold out at the Government Publications Office, after a few hundred had already been distributed to likely parties.

Nevertheless it is generally accepted



Professor Raymond Wacks, a member of the Privacy Sub-Committee of the Law Reform Commission.

法律改革委員會私隱權小組委員會委員韋利文教授

that few are going to read a 200-page document. Because of that and in order to have it well understood by the community we produced a 30-page Summary Document both in English and in Chinese. The Commission is prepared to send this to people free of charge.

Because we believe this Data Protection law is going to have far reaching implications we have decided to publicise it as widely as possible. Law Reform Commission sub-committees in the past have not generally done this. I cannot say with certainty that they have never done it. But the Privacy Sub-Committee has taken the view that if we have worked this hard for a document we have a responsibility to the community to go out and explain it.

So the Judge has even gone out to explain to AmCham the document at a breakfast session. And the rest of us have gone to various bodies to explain it and why we have come to certain conclusions.

The Hong Kong General Chamber of Commerce being the leading business organisation in Hong Kong, through its Hong Kong Coalition of Service Industries (HKCSI), has realised our document could have a far-reaching impact. They have a sub-committee set up to monitor and to provide advice back to us as to whether or not our recommendations are acceptable. And, indeed whether or not they are workable.

We have accepted this and they recently held a half-day seminar attended by leading members of the HKCSI together with members of the Law Reform Sub-Committee.

Professor Wacks talked on why there should be such a law. Con Conway spoke on the impact in an information technology world.

Dr Bacon-Shone, Director of Social Sciences Faculty at the University of Hong Kong, didn't attend but at the same time has done a survey within the community on attitudes in general toward privacy (last survey was 20 years ago). His findings will be made public in July and constitute very useful feed-back.

The consultative period for our Consultative Document ends on 1 August. Members of the Privacy Sub-Committee have volunteered to talk to the Hong Kong Institute of Personnel, the Hong Kong Information Technology Federation, the Hong Kong Management Association, IT Management Club, The British Computer Society, Hong Kong Section, the Hong Kong Computer Society and the Hong Kong Society of Accountants.

The best attended so far has been the Hong Kong Chamber of Commerce seminar. It is obvious people are concerned about Data Protection legislation. The main concerns expressed thus far have

加坡亦正檢討形勢，展望可於一年後引進法例。

從日本和新加坡過去至現在有關資訊保障的記錄看，實施這些法例純為保障貿易的說法一點也不為過。

香港是世界第十大貿易實體，一直以其商業智慧維持其優勢，看來我們在適當時機制訂此法律才是上策。

過去五年，港府一直積極研究此法例，但三年多以前，法律改革委員會決定將之定為最後研究的題目——第二十號題目——私



For this seminar HKGCC/HKCSI brought in an expert, Kevin Holland, from the UK. He is an Associate Director of the Readers' Digest UK and has been closely involved in the data protection legislation in the UK and Europe.

本會及香港服務業聯盟特為是次研討會邀請英國專家霍蘭來港。霍蘭是英國讀者文摘的董事，一直積極參與英國及歐洲的資訊保障立法事務

隱權，包括資訊保障及監視和其他可能發生之侵犯私隱權事項。

法律改革委員會特為研究此題目成立私隱權小組委員會，以免和布政司的資訊保障立法工作小組的職責發生衝突。後者工作已決定暫時擱置，直至法律改革委員會完成報告為止，這做法非常合理。

布政司的資訊保障立法小組的架構如下：主席由布政司出任，另有十名成員，政府及私營環節代表各佔一半。小組內有五位資訊科技專家、一位銀行家及一名商界人士；政府官員則代表主要團體，確保有關團體及與資訊保障有密切關係的人士獲得充份的代表。

法律改革委員會小組委員會的代表性更為廣泛，成員包括香港大學社會科學院院長及多位律師，其他成員亦能代表社會廣泛的需要，包括警務處副處長、資深社會工作者、拓展署助理署長、政府律師、本人（香港訊息科技協會主席江偉）及香港大學法律系教授，主席由高等法院法官莫蒂默出

任，另由一位事務律師擔任秘書工作。

由此可見，這個組織代表性廣泛，能平衡各方利益。三年半以來，為了完成這份諮詢文件，法律改革委員會私隱權小組委員會差不多每個週末均埋頭苦幹，研究世界各地的資訊保障法例及私隱權法例。然而，實際的工作卻在週末小組委員會開會以外的時間，因為各成員均需細閱所有文件，並加以評論。

小組委員會成員來自各方面，最終能達成共識，完成諮詢文件，可算是一項驕人成就，這全賴主席領導有方和秘書在協調工作的努力。

長達二百頁的諮詢文件是一份非常出色的文件，值得細心閱讀。假如你感興趣的話，可到政府刊物銷售處購買，這份諮詢文件也是法律改革委員會完成的二十份文件中，唯一公開發售的一份。此外，委員會亦已分派數百本予有關團體或個人研究。

雖然如此，鮮有人會閱讀這二百頁長的文件。為了讓社會各界了解這份諮詢文件，我們將之濃縮成三十頁的諮詢文件摘要，並以中、英文編製，委員會並準備免費派發予公眾人士。

由於資訊保障法例影響範圍非常廣泛，我們決定將之向公眾推廣，過去，法律改革委員會多個小組委員會大部分沒有這樣做，我雖不能肯定說他們從不曾這樣做，但我們相信，假如我們曾為這份文件付出努力，我們也有責任向社會各界解釋。

因此，莫蒂默法官也到美國商會的早餐會闡述這份諮詢文件，而我們亦前往不同團體解釋這份文件和怎樣得出有關結論。

香港總商會是本港主要的工商組織，其屬下的香港服務業聯盟深知這份文件影響深遠，於是設立了一個小組委員會進行監察，並就建議是否獲得公眾接納或是否可行向我們提供意見。

我們接受這一點，聯盟最近亦舉行了一個為期半天的研討會，出席的嘉賓包括香港服務業聯盟主要成員和法律改革委員會私隱權小組委員會委員。

韋利文教授談論訂立此法例的原因，本人則討論此法例對資訊科技發達的世界會造成甚麼影響。

香港大學社會科學院院長培根蕭恩博士並無出席研討會，但他同時就社會各界對私隱權所持的一般態度進行調查（上一次調查於二十年前進行），調查結果將於七月向外公布，這些結果將是非常有用的回饋。

諮詢文件的諮詢期於八月一日結束。私隱權小組委員會成員均願意與香港人事管理協會、香港訊息科技協會、香港管理專業協會、訊息科技管理會、英國電腦學會香港分會、香港電腦學會及香港會計師公會進行討論。

直到目前為止，出席率最高的是香港總商會舉辦的研討會，顯然人們對資訊保障法例十分關注，其中主要來自香港郵遞廣告及

been expressed by the Direct Mail Association. Publishers with large circulation lists are also concerned.

To engage in direct mail or have circulation lists is certainly not going to be illegal. But the fact of the matter is that lists must be obtained lawfully. In the event that someone asks whether or not they are on lists, then you must produce it.

One interesting situation is that the Credit Rating Agencies have not made any representations so far.

But at the Chamber's forum it was obvious that the Direct Mail Association did have concerns. I'm quite sure they will write in to the Sub-Committee and express those concerns and those concerns will be taken into consideration.

市務協會，擁有大量發行名單的出版商亦非常關注。

從事直接郵遞服務或擁有發行名單固然不屬違法，但那些名單必須是透過合法途徑取得，假如有人查詢他們是否在發行名單內，你便必須如實告知。

值得注意的，是直到目前為止，信用評估公司並無發表任何意見。

但在香港總商會的研討會上，顯見香港郵遞廣告及市務協會對此事十分關注，我相信他們會向小組委員會發表書面意見，而我們亦會慎重考慮。

小組委員會的最後報告將於年底發表。

香港服務業聯盟和香港總商會舉辦的研討會，評論員由香港服務業聯盟資訊服務委員會主席**巴盧**擔任。首先發言的是亞洲市場策略有限公司董事總經理**伍德保**，他專門研究亞洲國家的經濟動向及他們在關貿總協定、最惠國待遇等問題的立場、一般業務的經營方式和區內國家的前景。

他是一位律師，他的演說環繞著在沒有西方模式的民主或在某些國家沒有西方模式的議會議事程序作為基礎的情況下，亞洲的私隱權法例應有的條文。他表示，只要是有人類存在的地方，人權和私隱權都沒有分別。

韋利文教授清楚概述必須制訂資訊保障法例的原因，並講述執行諮詢文件內提出的建議的方式。

本人講述法例對於使用資訊科技的機構造成的不同程度的影響。

建議中的資訊保障法例涵蓋的範圍包括手寫及電子記錄。假如這兩類記錄真的在涵蓋的範圍之內，則在港註冊的三十萬各行各業的公司均受影響。

因此，假如這項法例賦予所有人查核自己的檔案，必然會妨礙業務的正常運作。然而，假如你已遵從正常的記錄處理程序，業務便不會受太大的影響。

妥善管理記錄便可確保你符合記錄處理的要求。五年前政府已發表一份文件，表示將制訂有關的法例，所以，我們只是舊事重

The final report of the Sub-Committee will be produced at the end of the year.

At the HKCSI-HKGCC seminar the Moderator was Roger Barlow, chairman of the Information Services Committee of the HKCSI. Paul Woodward, was the first speaker. He is Managing Director of Asia Strategies Ltd. and an expert in the field of how the economies of Asian countries are moving and what are their positions in organisations such as the GATT, MFN status, and in general how businesses conduct themselves and what are the prospects of the countries in the region.

He is a lawyer by profession and he spoke in terms of the requirement for privacy laws in Asia despite the fact they don't have a Western model of democra-

提而已。

人們應有充份時間準備。江偉表示，二十年前，他曾向香港管理專業協會發表一篇重要演說，表示香港必須訂立資訊保障法例，因此，這絕非新鮮事，對香港資訊科技協進會而言更絕不陌生。

過去二十年來的建議和忠告表示你不能以時間不足為理由，而不把記錄妥善保存。

在研討會上接著發言的是**霍蘭**。

他是英國讀者文摘的代表，專門為該公司研究資訊保障法例對他們的直接郵件寄發名單可能造成的影響。

他表示，從實際角度研究世界各地的資訊保障法例，再細閱三百頁的諮詢文件全文，他同意我們的諮詢文件是他所看過的有關文件中最詳細的一份，我們涵蓋手寫和電子兩種記錄的遠見更比大部分國家的法例走前了十年，值得讚賞。

霍蘭認為香港訂立資訊保障法例是無可避免的事，我們的諮詢文件能著手研究這項法例是正確的做法。

接著發言的是香港郵遞廣告及市務協會的**董利偉**，他本身任職香港讀者文摘。董利偉抨擊我們的諮詢文件，認為過分保障有關的個別人士，而且涵蓋範圍太廣泛，需要作出修訂。

然而，法律改革委員會兩名成員則認為與董利偉爭辯相對的優劣對文件並無幫助。江偉認為，董利偉提出的若干範疇已包含在諮詢文件內。

最後，大會建議董利偉詳盡表達其協會反對的事項和他們的建議，並保證於制訂最後報告時會考慮他們提出的意見。

在董利偉之後發言的是年利達律師行的**唐希望**。唐希望是一位律師，專門就知識產權及資訊保障法律提供法律意見。他從法律的觀點看香港的資訊保障法例，並嘗試將法律改革委員會小組委員會曾嘗試撮要成三十頁的二百頁文件濃縮成四頁。他特別提到其中數個要點。

在答問和公開討論時間內，最關注這項法例的顯然是出版商的代表和直接郵遞廣告

cy or, in a number of cases, a Western model of parliamentary procedure as a basis. Human rights, privacy rights, are the same wherever you have humans.

Professor Wacks gave a fine overview of why it was necessary to have a Data Protection law and how the recommendations were reached in the Consultative Document.

Con Conway spoke about the impact the law would have on organisations using information technology to a greater or lesser degree.

The proposed Data Protection law covers both manual and electronic records. When you consider that both those types of records are covered, then it brings in every type of the 300,000 com-

商，值得注意的是一般商人沒有想到建議中的資訊保障法例會對他們產生重大影響。

商界人士提出的問題屈指可數。

與會者均同意這個研討會非常有用，香港總商會舉辦是次研討會，讓各方表達不同意見，其成員實在功不可沒。

研討會主題雖然較為專門，但絕不沉悶。

最後的問題是這項法例和實施這行法例涉及的費用應如何處理。所有法例的執行、監察和管制的成本均非常高，尤其設立法定組織如私隱權監理專員的費用更為龐大。

由於政府記錄屬於法例涵蓋範圍之內，政府將要承擔所需費用。例外情況不多，國防是其中之一。只有當私隱權監理專員認為公開記錄不利於公眾利益的情況下，記錄才無需公開。

因此政府需承擔部分成本。

私隱權小組委員會建議執行法律的成本應由商業登記費額外增加的費用支付。目前，商業登記費為港幣一千二百五十元，額外徵收一百元可為庫房帶來三千萬港元的款項，足以支付私隱權監理署的運作成本。

另有兩頁選擇題形式的問卷隨每張商業登記證發出，私隱權監理署的職員會將資料輸入電腦。問卷資料可顯示有關身份明確並且仍然生存的個別人士的任何屬個人性質的資料是否已存檔。

大部分題目的答案都是肯定的，因為只要你存有職員的個人記錄及薪金報表，你便需在適當的選擇項目填上“✓”號。

假如有人問：你有沒儲存我的檔案？假如你存有這個人的檔案，而他亦真的向你查詢，你便得如實告知。

假如他要求你修改檔案資料，並提出有關證明，你便得按指示作出修改。假如你拒絕，他可將錯誤記錄的證據呈交私隱權監理專員，私隱權監理專員便可要求你修改或取銷記錄，否則施以懲罰。

我們現在的情況大致如此。」

panies that are registered in Hong Kong.

Therefore, if this law gives a right to everybody to know what is on file about themselves, then it could be very disruptive to business. But it is not going to cause great disruption if you have always been following normal record processing procedures.

Good records management will ensure you have done this. It is not as if we are dropping something new on people. Five years ago the Government published a document that said that this was coming.

People have had time to prepare. Con Conway said that 20 years ago he made a major speech to the Hong Kong Management Association stating a Data Protection law would be necessary in Hong Kong. The subject is certainly not new, certainly not new to the Information Technology society.

Advice and warning in the last 20 years means you can't say insufficient time has been given to you to keep your records properly.

The next speaker at the HKCSI seminar was Kevin Holland.

He is from Readers' Digest, UK. He is their man solely employed to watch out for data protection legislation that could have impact on their direct mail lists.

He said that having read practically every data protection law in the world and having read our 200-page Consultative Document from cover-to-cover, he agreed our Document was one of the finest he had read. Our foresight was to be admired in including both manual and electronic records which was about 10 years ahead of most legislation.

Kevin Holland's view was that as it was inevitable Hong Kong would have to have a Data Protection law. He thought our Document was a sound way of going about it.

Tony Rees spoke next from the Direct Mail and Marketing Association. He is also a Readers' Digest man from Hong Kong. Tony Rees attacked our Document and said it gave too much to the individual concerned. He thought our consultative document was too broad and required modification.

But the attitude of the two members of the Law Reform Commission present was that it would not be helpful to debate the relative merits with Tony Rees. Con Conway thought that a number of the aspects that Tony Rees had brought up had been covered in the Consultative Document.

The end result was that Tony Rees was strongly recommended to make known in as much detail as possible his Association's objections and its own recommendations. Tony Rees was assured these submissions would be taken into considera-

tion when the final report was being formulated.

Tony Rees was followed by Tom Hope, a partner in Linklaters and Paines and a lawyer dealing with advice in counsel on intellectual property and data protection legislation. He spoke of the legal perspective on a Data Protection Law in Hong Kong. He attempted to get into four pages what the Law Reform Commission Subcommittee had attempted to summarise in 30 pages from a 200-page document. He hit salient points.

Then, in question time and in open discussion, it was apparent that the people who had most concerns were publishers' representatives and direct mailers. It was interesting that the average businessman had not thought that the proposed data protection legislation would have a major impact on him.

There were not very many questions from that side.

The consensus was that it was a very useful seminar. The HKGCC has done well by its constituent members by holding the seminar and by airing such diverse views.

The subject did not seem to be boring, though it was quite technical.

Finally is the question of how the law and its implementation will be financed. All legislation is expensive to implement and certainly expensive to monitor and control, particularly if you are establishing a statutory body such as a Privacy Commissioner.

Government will have to pay because the government records come under this law. There are very few exclusions, national security would be one. Non-re-

quirement to produce records would only be when those records, in the opinion of the Privacy Commissioner, were not in the public interest to disclose.

So the Government will have to contribute toward the payment.

The elegant way to finance the legislation recommended by the Privacy Subcommittee is that something should be added to the Business Registration fee. The fee now costs about HKD1,250. A two-page multiple choice fill-out sheet and the payment of HKD100 per annum would bring in HKD30 million. That would see that the Privacy Commissioner and his staff could be well set-up.

It would mean that the Privacy Commissioner's staff would have to enter into a computer the two pages of data that would be attached to every business registration certificate. The two pages would advise whether or not information of a personal nature pertaining to identifiable living persons was held on file.

In the vast majority of cases, the answer would be, yes, because if you have staff, personnel records and payrolls you would have to tick the appropriate multiple-choice box.

If an individual asks: Do you hold a file on me? Then you have to produce it — if there is a file and he does approach you.

If he asks you to amend the data and he has proof, then you must do so. If you refuse, he can take the evidence of the incorrect record to the Privacy Commissioner who can require you under sanction to amend or remove the record.

That is basically where we are today. ■

HKI activities

Breakfast with members of the influential US-China Relations Committee was the major event in June of the Hong Kong International Committee (HKI), which is chaired by the Chamber Chairman, Paul Cheng. HKI aims to promote Hong Kong abroad through entertaining important foreign visitors to Hong Kong and through local businessmen who act as "ambassadors" and make speeches about Hong Kong when they visit overseas. The breakfast discussions are reported on Page 36.

Another important event in the month was the Chairman's meeting with John Dully. Mr Dully is assistant secretary general in the Department of Trade and

Tourism in the Irish Republican Government. The Ministry is responsible for industrial policy, trade and commercial policy (including EC common policy), science and technology policy, company and intellectual property laws and regulation of insurance services.

HKI "ambassadors" fulfilled 15 speaking engagements abroad during the first half of the year. Tina Cheng Wai-ying, secretary to the HKI Committee, is busy arranging closer coordination for "ambassadors" travel schedules and speaking engagements abroad with officials of the Government Information Department and the Hong Kong Trade Development Council. ■

Encouraging China

‘Washington should work for greater opening with Beijing’

A former Chief of Staff and Cabinet Secretary to ex-US President Jimmy Carter believes China should be encouraged at every opportunity to take a more constructive and responsible role in world affairs.

Mr Jack H Watson Jnr, an Atlanta lawyer and former key player in the Carter White House was speaking in Hong Kong at a briefing meeting with the National Committee on US-China Relations.

The briefing, on the subject of “the new Clinton Administration”, followed a two-week visit to China by the high-powered group of US-China political and economic aspects.

The briefing meeting, held over breakfast at the Furama Hotel was attended by 60 Chamber members and chaired by Chamber Chairman, Mr Paul Cheng.

Mr Watson said his views were purely personal but he believed the more China's interests intersected with those of the rest of the world, the more responsibility China would take for maintaining global stability.



He said it was therefore in the interests of the US to encourage a greater opening up in China and greater inter-

The breakfast session with the National Committee on US-China Relations.
早餐會舉行情況

鼓勵中國參與世界事務

美國應促使中國繼續開放

前美國總統卡達的幕僚長兼內閣秘書長信，各國應設法鼓勵中國在世界事務方面扮演更有建設性和更負責任的角色。

沃森現時在阿特蘭大任職律師，他曾經在卡達時代擔任白宮政府要職。他在一個美中關係國家委員會座談會上有以上的見解。

這個以《克林頓新政府》為題的座談會，是美中關係委員會結束為期兩周的訪華活動後在港舉行的一項活動。美中關係委員會是個極具影響力的政治及經濟組織。

座談會以早餐會形式進行，地點是富麗華酒店，當日出席的本會會員約六十位，主持人是主席鄭明訓。

沃森開宗明義地表示，他的演辭純屬個人意見，但他相信，中國參與世界事務愈多，對維持世界穩定的責任感便愈強。

因此，美國很希望鼓勵中國進一步開放，並且更活躍地參與全球事務。

沃森說，他希望中國的最惠國待遇可透過行政指令形式繼續延長，而且附加條件愈少愈好。（美國總統克林頓於六月一日，即

美中關係委員會座談會結束後六天，宣布以行政指令形式延長中國的最惠國待遇一年。）

沃森認為：「我們應該讓中國循著目前路向（繼續推行改革開放政策）邁進。世界需要中國的參與。」

除了沃森外，訪華代表團的成員尚有美中關係委員會副主席貝里斯、紐約大學政治及經濟系教授德農、威斯康辛大學政治科學系教授霍金斯、蘭德公司高級研究員坎特、美中關係委員會顧問瑯梅、《美國新聞及世界報導》高級撰稿員羅伯茨等。

另一方面，羅伯茨在會上提出警告，中國在世界經濟領域所扮演的角色日益吃重，因而必須在政治及外交層面上加以平衡。

他說：「中國一方面希望進行經濟擴張，但另一方面又不願意負起政治及外交使命。」

「結果，幾年內，中國有可能重蹈日本的覆轍。」

德農教授說，中國貿易盈餘不斷增加，經濟地位日益提高，但卻不願參與政治；不

過，他認為只要中國開放國內市場，仍有機會避免遇到「日本問題」。

坎特說，最惠國待遇並非鼓勵中國開放的適當工具，因為美中之間的戰略性利益遠遠比最惠國待遇及貿易廣泛。

他說，中國原本可以在聯合國安全理事會扮演一個更積極的角色，但她卻沒有這樣做。

談到最惠國待遇問題，羅伯茨說，現時由於國會受到民主黨控制，白宮政府與國會之間的磨擦大減。

不過，隨著美中經濟關係愈來愈密切，關於最惠國待遇的討論範圍較以往更為廣泛。

過去，與最惠國待遇有關的問題通常不外是人權，但現時已伸展到經濟（例如貿易平衡和美國就業機會等）、思想、核武擴散等領域；此外，美國境內代表著不同利益的團體也發揮一定影響力，這些組織包括中國學生及離心份子組織、美國工商界（如紡織業）和外商組織等等。

section of its interests with global interests.

Mr Watson said he hoped China's Most Favoured Nation (MFN) trade status with the US would be extended by executive order, with minimal conditions attached. (It subsequently was, by President Bill Clinton on June 1, six days after the briefing with the US-China Relations Committee.)

"We should stand back and let China continue down the path it is now on (to greater reform)," Mr Watson said. "The world needs China to play a role."

Apart from Mr Watson, members of the group included Jan Berris, Vice President of the National Committee on US-China Relations, Professor David B H Denoon, Professor of Politics and Economic at New York University, Professor Charles Jones, the Hawkins Professor of Political Science at the University of Wisconsin, Mr Arnold Kanter, Senior Fellow at the Rand Corporation, June Mei, Consultant to the National Committee on US-China

Relations and Steven V Roberts, a Senior Writer with US News and World Report.

In his remarks to the meeting, Mr Roberts warned that China's increasingly important global economic role had to be balanced by a more responsible political and diplomatic role.

"China wants to play an increasingly aggressive economic role in the world without taking political and diplomatic responsibility," he said.

This runs the risk of putting it in the same position as Japan in a few years time.

Professor Denoon said China, however, has the opportunity to avoid the "Japan problem" - increasing trade surpluses and a bigger economic role, but a reluctant political player - by allowing greater access to its own markets.

Mr Kanter said MFN was the wrong tool to use to encourage China to greater openness, with US-China strategic interests being far wider than just MFN and trade.

But he warned that China had opted out of playing a positive role in the UN Security Council where it could have been playing a positive role in world events.

Referring to the MFN debate, Mr Roberts said there is now less tension between the newly Democratic White House and the Democratically controlled Congress on the issue.

But he said the growth in economic relations between the US and China meant the range of issues discussed in relation to MFN is now far wider than in the past.

He said related issues used to be confined to human rights but this had been extended to economic issues (the trade balance and US jobs), as well as ideology, nuclear proliferation and the role of various interest groups in the US.

These interest groups included Chinese students and dissidents on the one side with domestic business interests (eg. textiles) and US and foreign business interests on the other. ■

Second Source Seminar

More than 60 Chamber members attended the second "Back to Source" seminar held at the Chatham Theatre in the Conrad Hotel on June 1.

As with the equally successful first seminar in Jan-

uary this year, those attending were treated to an expert appraisal of the Government's Practice Note No 21 on source of profits and taxation.

The seminar was conducted as an open forum with each of five panellists

leading attendees through a series of examples illustrating the application of the Practice Note.

The panel consisted of Mr I W Harris (former Chairman of the Chamber's Taxation Committee), Mr Patrick Paul (the current

Chairman), Mr Roddy Sage, Mr Philip Marcovici and Mr Alfred Shum.

The two seminars in the source series have been so successful that the Taxation Committee is already planning new seminars on other tax topics for later this year. ■

稅務研討會

六月一日，本會假座港麗酒店舉行第二個「盈利來源」稅務研討會，出席的會員超過六十位。

本會於今年一月曾經舉辦了一個相同主題的研討會，成績與這次的不相伯仲。應邀出席的講者根據港府公布的第二十一號指引就盈利及稅務問題進行探討。

研討會以公開討論形式進行，五位講者利用不同的例子，闡釋稅務指引的適用範圍。

研討會講者包括本會前稅務委員會主席夏禮成、現任主席白保羅、成員薛樂德、馬國維、沈鈺文等。

鑑於兩個研討會成績美滿，稅務委員會計劃於今年稍後時間舉辦其他主題的研討會。 ■



From left: Alfred Shum, Philip Marcovici, Roddy Sage, Patrick Paul (current chairman of the Chamber's Taxation Committee) and Ian Harris, former chairman.

左起：沈鈺文、馬國維、薛樂德、白保羅（稅務委員會現任主席）、夏禮成

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Best of both worlds

Hong Kong property market blessed by a unique set of circumstances

Nigel C Raymond, managing director of Jones Lang Wootton the international real estate consultants, begins expansively about the Hong Kong property market. He says: "I guess it is the envy of the rest of world — and that's not only Europe, North America and Australia but even neighbouring Asian markets.

"Hong Kong is undoubtedly the best place to be in," he says. "It is blessed by a unique set of circumstances.

"Basically being on the edge of China it benefits from the opportunities that are perceived by Western and Southeast Asian countries. Conversely, Hong Kong benefits from China investors' money coming in here."

"Really we get the best of both worlds," he says. "Coupled with low interest rates and the expanding economy in China, you have a recipe for very bullish market conditions."

Nigel Raymond says the danger in this almost perpetual bulliness is that, as a result of its own excesses, Hong Kong always seems to carry the seeds of its own, not destruction, but correction.

"It always goes up so damn fast that people forget, usually over the short term anyway, that it can come down even faster. There's bound to be a correction sometime. But I have to say at the moment there doesn't seem to be too many factors to cause a correction."

He says he thinks the most dramatic sector of the market is the sales sector primarily fuelled by China money. There has been very strong buying interest this year from PRC companies.

"This certainly has fuelled office prices in Central, Wanchai and elsewhere."

Any estimates of how much is involved?

Nigel Raymond: "One has to be careful in the sense that the market is not broadly based and there are only a small number of buildings for sale. But I would think sale prices this year have probably gone up, just in the six months' period, 30% at least. That's mainly led by China buying. But once China has come in, that acts as a trigger for other investors or speculators to get in on the act as well."

He says by comparison last year prices were going up but rents were stagnant and even in a few odd places rents actually fell. But this year both prices and rents are going up.

"The rental market has certainly picked up over the last six or nine months after having been quite flat for two years.

You are talking primarily about offices. Do offices lead the market generally?

Nigel Raymond: "I think offices are the most newsworthy. To be fair, certainly a firm like ours is more interested in offices than anything else because we probably see ourselves as foremost in that sector.

"I suppose, less dramatic but of more topical interest for the population of Hong



Nigel Raymond

Kong, would be the residential market. I have to say that except for the luxury top-end we don't deal with it.

But in pure property terms, the office sector is the most interesting and leads the rest."

Is enough land being made available for new offices to meet demand?

Nigel Raymond: "I would say, No.

"Obviously it is part of the problem. As long as there is demand for centralised offices there is always going to be a shortage.

"What has happened over the last five or 10 years is that other locations have become acceptable for Grade A offices. In particular one would say Taikoo Shing, City Plaza and down the east end of Hong Kong Island.

"In Kowloon we have seen expansion in Tsimshatsui East and going north up Canton Road. Even farther afield, where

communications are good and near to the MTR, decentralised offices have been built in Kowloon Bay, Kuntong, Tsuen Wan, Kwai Chung and Chungshawan.

Developers and diverse demand have both taken some of the heat out of spiralling prices and rents in the prime locations, he says.

You haven't mentioned Causeway Bay?

Nigel Raymond: "Traditionally there's been a gap between Central and Wanchai and Causeway Bay. Central Plaza has probably proved that the gap has narrowed somewhat. Certainly that building, because of its excellent design and reputation, has attracted very high rents.

"In fact, higher than some Grade A buildings in Central. You might say it is a niche building. I wouldn't like to say Wanchai and Causeway Bay are the same as Central. They are not. But that particular building has proved that the right product can achieve an absolutely premium rent.

"Causeway Bay possibly may be slightly behind Wanchai. But the Times Square development has gone surprisingly well. Rents are up to HKD32-33 a sq ft. The Tower that is available for lease is something like 60-65% full. Yes, Causeway Bay has been attracting demand as well as Wanchai.

"I think the perception of many people is that rents are going to go up. So they should stabilise their overheads now. What Wharf will do with the other Times Square tower we should know soon. Whether or not they will sell it or let it. I think in the light of their success in leasing, they probably will lease it.

What about the factory sector?

Nigel Raymond: "It is very much a two-tier or even a three-tier market. You have the warehouses and the factories. Or, warehouses an/or factories. Labour-intense and heavy industries have been relocating out of Hong Kong for the last 5-8 years. We are now seeing an accelerating departure from the old type of manufacturing flatted-factory buildings. Many now are almost quasi-office buildings.

"That means they are either genuine high-tech industrial laboratories or electronics factories where the finishes and standards are much better. Or they actually are, legally or illegally, being used as offices.



香港工業邨公司

(非牟利法定機構)

「三年前，我們決定在亞洲另設塑料廠，並以香港為最佳的設廠地。……這座設於大埔工業邨的塑料廠耗資達二億五千萬港元，佔地五英畝。」

——卡博特塑料集團主席兼首席行政總裁

Samuel Bodman 先生

一九九一年

「香港被萬力選定為發展『矽港中心』的基地，主要是因為香港有完善的基層建設……，此外，穩定的政府和低稅率政策也是重要因素……『矽港中心』樓高三層，面積約三十二萬六千平方呎，耗資港元數以億計於生產半導體設施。中心佔地約七點二英畝，位於大埔工業邨高科技區……」

——萬力半導體香港有限公司

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"So what you have is these dirty old buildings — the market is still weak — or new good-quality buildings with nice lifts, nice views and nice finishes for which there is quite good demand particularly if they are close to the MTR.

"The warehouse sector, for which there is pretty good demand, has been dominated by HIT and ATL at Kwai Chung. They have very large developments with ramp access to every floor. Because of their location and design they have been capturing a very large part of the warehouse market.

"Other warehouse-type buildings have to be modern with very good loading and unloading facilities. If they haven't got ramp access to all floors they need very good lifts. We have seen a sophistication of that market. It hasn't boomed like offices or the residential sector but the demand is there. But because of the strong supply of HIT and ATL, prices and rentals in the warehouse sector have been relatively stable."

Shops?

Nigel Raymond: "Basically the market for shops had a quiet period until nine months ago when it blossomed and rents have been going up in the tourist locations, but more particularly in the decentralised locations. One's seen increasing demand for high-quality goods and brand names in places like Tuen Mun, Shatin and other parts of the NT. Where, before you could only command top rents in Central or the main tourist areas, now you get some extremely high rents in places like Kwai Chung, Tsuen Wan, Shatin and Northern Kowloon.

"Also, larger shopping developments have become a magnet for developers. Before they used to be ancillary to office space or residential development. Now they are investments in their own right. It is certainly one of the favourite sectors of property investment now. Also in China for that matter.

The luxury residential market?

Nigel Raymond: "The rental market in this sector has been relatively quiet for two years but in the last nine months rents have gone up 20-22% mainly as a result of new arrivals and lack of supply. There is now very little supply in the leasing market. Most developers have preferred to sell.

"This is particularly so in houses. Houses that were renting for HKD80,000 a month are now HKD128,000. It never ceases to amaze me what some overseas companies will pay for a house for their executives.

"But also the sales sector is extremely strong and that has been the case for the last 18 months. It goes up in fits and starts depending on the mood of the political



An artist's impression of Times Square.

negotiations between Britain and China. Sales prices are now over HKD7,000 a square foot which is not so far off the top office prices. Rentals are HKD20-25 a square foot per month.

It wouldn't be possible except for foreign firms?

Nigel Raymond: "On the rental side, yes. But sales are very much dominated by local people. Some of our industrialists will pay extremely high prices. Houses in one development in Double Bay are fetching HKD30 million. Red Hill is much the same. A lot of these industrialists that come from Kowloon or East Kowloon seem to have had some good years because they have been the people fuelling these prices. Then you have occasionally the reported PRC purchaser. But they are more in the commercial sector.

What is your view on the 70% restriction on mortgages for the lower-income residential purchases?

Nigel Raymond: "I think it has probably taken the heat out of the smaller flat

market. Probably on balance it has been a good thing in stopping that market from getting out of hand. But none of these controls are ever perfect. The controls penalise the first-time buyer and the people who haven't got much money. Still, I think it was a sort of necessary evil. The market here does occasionally need kicks on the tiller.

"But I think it needs to be monitored. It is probably penalising the people that the authorities were not intentionally aiming at.

"I think the stamp duty payment on every purchase has probably also had some affect. It certainly makes people think twice about confirming a sale."

But there is still a stock of unoccupied flats?

Nigel Raymond: "Yes, once they see the market going up, people have the temptation to hold and wait. Somebody's left holding the baby and that might be two or three times removed. A flat may be sold two or three times before it is occupied and eventually some-

one will be left holding a highly-priced flat with no occupant. But in the process meantime there may be three satisfied customers who have sold it on. One guy will suffer.

"So long as you're not that guy nobody cares and they all assume they won't be."

What affect on the market has development in Guangdong had?

Nigel Raymond: "It's been another outlet, another opportunity. The key to buying in China is caveat emptor, buyer beware. It applies in Hong Kong but it applies even more in China. You have got to watch the title. You have got to watch the

developer. You have got to watch the infrastructure in the area.

"You have got to decide why you are buying it? Are you buying as an investment or for speculation?"

"In all those areas you have got to be very, very careful. If you are buying it for occupation you have got to make sure the infrastructure is there. If you are buying for speculation then you have got to make sure there is a secondary market.

"What's taken a lot of the heat out of the Guangdong market is that people have belatedly discovered you can buy flats but what do you do with them? Many

who have bought — like the old Hong Kong syndrome to sell it on to someone — but find they may not be able to sell. There is a limited secondary market except in the best locations. That is, in the towns and depending on price and affordability. Some of the prices being asked are extremely high and not affordable."

Nigel Raymond sums up: "The future looks bright but the people here always overreact too much one way or another. I think there is always the danger that if prices go up too fast there is bound to be a correction. But I can't see it happening at the moment." ■

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Cross-investment

French open an office for two-way investment

Michel Roussellier, Deputy Trade Commissioner of French Trade Commission, says they have set up a DATAR office to promote cross investment between France and Hong Kong.

Datar is a French Government agency in charge of territorial planning and regional development through government interdepartmental coordination. Datar promotes the advantages of all the regions of the French territory and offers incentives to encourage foreign companies to invest in France.

Michel Roussellier first briefly describes the present economic situation in France. He says: "Last year there was some crisis in Europe, which in fact was a worldwide crisis, after the exceptional growth in the 1980's. This year, I think there will be a negative growth in Europe and France.

"The decrease in growth in the GDP brings the problem of unemployment. I saw yesterday some statistics indicating that there could be 160,000 people unemployed in the first six months in 1993. This will bring the rate of unemployment

to 11.2% by the end of June in 1993, which is very big. But this problem is not specific to France."

Michel Roussellier says comparing France with Germany, the economic performance in France is not that bad. He says in terms of inflation, France was even lower than Germany. The rate of inflation was 2% in France and three to 4% in Germany.

"If you compare France with neighbouring countries in the context of crisis or the decrease of activities, we may sometimes be better than the others.

"So I would say the situation is not very good but if you compare us with our neighbours, we are not so bad in performance. Nevertheless, I don't think we can expect any growth before 1994."

He says the single market in Europe will certainly bring a positive

impact to France because instead of 12 different markets, there is now a single market.

"I think the single market will benefit, to different degrees, the European countries including France. Even if there is a crisis, it will be a crisis of the 12 but not a crisis of only one country.

"So for any one who is looking to invest in France, I would tell him to invest in Europe because France is part of Europe.

"Once the company decides to invest in Europe, it will surely bring benefits to France.

"France itself is very much open to foreign investment. We have taken over the last five years numerous measures to induce investors to come France."

Michel Roussellier says there is about 182 Asian investments in France. Products in-



Michel Roussellier 羅善理

促進法港投資

法國特為促進法港投資活動開設辦事處

法國商務專員公署副署長羅善理表示，他們設立了對法投資服務駐港亞洲區辦事處，推廣法國及香港之間的雙向投資活動。

對法投資服務駐港亞洲區辦事處為一法國政府代表機構，專責透過政府部門間的聯繫進行地方計劃及地區發展工作，宣傳法國各區的優點，並提供優惠，鼓勵外國公司到法國投資。

羅善理首先簡述法國目前的經濟情況，他說：「經過八十年代的大幅增長後，去年歐洲出現了一些危機；事實上，這個危機是全球性的。我估計今年歐洲和法國經濟會出現負增長。」

「本地生產總值的增幅減少，造成失業問題。昨天我看到一些統計數字，顯示一九九三年上半年可能有十六萬人失業，令九三年六月底的失業率高達百分之十一點二，數字十分驚人。然而，嚴重的失業問題並非法國獨有。」

羅善理表示，跟德國比較，法國的經濟

已不是很壞，以通脹率而言，法國只有百分之二，較德國的百分之三至四還要低。

「假如你將法國跟鄰國比較，以經濟危機和經貿活動減幅而言，我們有時候甚至較他們好。」

「因此，我會說我國經濟形勢並不很好，但與鄰國比較，也不算太壞。儘管如此，我認為一九九四年前不應期望會有任何增長。」

他表示，歐洲單一市場肯定可以為法國帶來正面的影響，因為現在歐洲存在的是個單一市場，而非十二個不同的市場。

「我認為單一市場會為歐洲國家包括法國帶來不同程度的好處，即使有任危機出現，也會由十二個國家而非單一個國家來承擔。」

「所以，我會游說任何有興趣投資法國的人投資歐洲，因為法國是歐洲一部分。」

「當他的公司決定投資歐洲，必定能為法國帶來利益。」

「法國本身也十分歡迎外商投資，過去

五年來，我們已實施了多項措施，吸引外商到法國投資。」

羅善理表示，法國約有一百八十二項亞洲投資，產品類別包括酒、電單車、電子、相片沖晒、化妝品等，其中大部分以日資為主。

「大部分香港投資於一九九一及九二年進行，相信九三年會有更多港商投資法國。兩年前，香港在法國的投資並不多，但現在已是重要的外資來源。」

「我們在法國商務專員公署之下開設了『投資法國』辦事處，接待有意在法國投資的商人，給他們提供有關資料和文件。」

「例如，我們編制了一份小冊子，名為《今日法國——資料及數據》，內載一些有趣的法國最新資料，例如勞工、經濟、運輸等。」

羅善理建議任何有意投資法國的人應先到對法投資服務駐港亞洲區辦事處。該辦事處於一九九二年開幕，旨在推廣對法投資。他表示，該辦事處是「對法投資」網絡的

cluded wine, motorcycles, electronics, film processing and cosmetics, etc. Japanese have the greatest share.

"Most of the Hong Kong investments were made in 1991 and 1992 and more are coming in 1993. Two years ago, Hong Kong was not a big investor in France but now I see it as quite an important source.

"We have opened the 'Invest in France' office under the French Trade Commission to receive potential investors and give them information and present them with some documents."

"For example, we have prepared a brochure called 'France Today - Facts and Figures.' It's got some interesting and up-to-date information on France, such as on labour, the economy, transportation, etc."

The Deputy Trade Commissioner says he would first advise anyone who is interested to invest in France to go to the DATAR office in Hong Kong, an office opened in 1992 to promote investment in France.

He says the DATAR office is part of the "Invest in France" network and has offices abroad as well as in the French regions. In Asia, the DATAR offices are in Tokyo and Osaka in Japan, Hong Kong and Taipei. Another will soon be opened in Seoul.

"We discuss with the potential investor his proposal, give him advice and send the project to the French regions. We can also prepare a concrete proposal on the location of the site, the financial package etc."

He says the second advice he will give to the investors is to look for a partner in France because it is an easier way to approach the huge European market.

"A Hong Kong company that invested

in France two years ago started production last year with a French partner, making large screen TVs. They produced almost one million TV sets ranking first among TV manufacturers in France. And it has been done through partnership."

Michel Roussellier says the "France Hong Kong Investment Club" has been set up to give support to prospective investors in France and in Hong Kong.

"It is also the duty of the French Trade Commission to promote French investment abroad. We should have cross investment.

"We know if more French companies invest abroad, more trade is generated and it will benefit the country more.

"Maybe the Hong Kong General Chamber of Commerce could join the club as an entity and we could cooperate more."

He says most of the French investments in Hong Kong are in the service sector. He shows a brochure called "French Firms in Hong Kong 1993."

"We have in this brochure 250 French companies in Hong Kong, employing more than 10,000 people. So we have a strong presence here with more in services than in manufacturing.

"If you look at banking, we have eight French banks in Hong Kong. Some of them are quite large and well established, such as BNP, Banque Indosuez.

"We also have a strong presence in the promotion of luxury goods, such as French cognac, fashion, leather, perfumes and cosmetics."

He says some companies are now thinking not only Hong Kong but Hong Kong-China as a whole and he expects there would be more French investment

in this context.

"Hong Kong is more than a market of 6 million people. It is the window for the world and the region and a door to China.

"China is opening up especially its market to consumer goods. So we can see lots of advantages of investing in Hong Kong.

"I think Hong Kong is a favorable place to invest. The economic situation is quite good with the growth in GDP of five to 6%, while Europe is experiencing a negative growth."

Michel Roussellier says the French Trade Commission will continue to play an active role in promoting trade between France and Hong Kong as well as China.

Apart from the various exhibitions on cosmetics, perfumes, leather, jewelry, watches and furniture and promotion activities in the department stores, France held a seminar on the "Chinese World" last November.

"We attracted many people, most of them coming from France. They spent two days in Hong Kong and then visited South China for another two days.

"We have initiated in early February a reciprocal 'Investment Protection and Promotion Agreement,' between the Government of Hong Kong and the Government of the Republic of France.

"This agreement was initiated in Hong Kong on 4 February 1993 by the heads of the negotiating teams: David Edwards, International Law Officer for Hong Kong and Jean-Francois Cirelli from the French Treasury, and has to be approved by the Chinese Government through the Joint Liaison Group before signature." ■

一部分，在法國各區及海外均設辦事處，亞洲區內，辦事處設於日本的東京和大阪、香港和台北，而漢城的辦事處亦將開幕。

「我們與有意投資法國的人士討論他們的計劃，給他們提供意見，並將計劃寄往法國有關的管轄區，我們亦會就工場地點、財務安排等預備一份具體的建議書。」

他表示，他給投資者的第二個建議，是物色一家法國的合夥人，因為這樣較容易開拓龐大的歐洲市場。

「兩年前一家香港公司到法國投資，與一法國公司合夥製造大銀幕電視機，並於去年正式投產，他們生產接近一百萬台電視機，位列法國電視機製造商首位，而這家工廠是透過合夥經營形式進行的。」

羅善理說，他們成立了「法國-香港投資會」，協助法港兩地的投資者到兩地投資。

「推廣法國的海外投資亦是法國商務專員公署的責任，法港兩地應有相互的投資活動。」

「我們相信，愈多法國公司投資海外，便有更多貿易活動產生，對國家的幫助亦愈

大。

「也許香港總商會也應加入本會，以加強彼此間的合作。」

他表示，法國在港的大部分投資均在服務行業，他展示一本名為《駐港法國公司一九九三》的小冊子。

「這本小冊子載有二百五十家駐港的法國公司，聘用員工超過一萬人，由此可見，我們在香港的投資相當龐大，而其中服務業的公司較製造業為多。」

「以銀行業為例，香港共有八家法國銀行，其中一些規模頗大，經營十分完善，例如法國國家巴黎銀行、法國東方銀行等。」

「我們推廣奢侈品的公司亦非常多，如法國千邑、時裝、皮具、香水、化妝品等。」

他表示，許多公司現在著眼的不獨是香港市場，而是香港與中國連成一體的市場。他預期未來會有更多發展中港市場的法國投資項目。

「香港市場並不止於六百萬人，她不但世界之窗，更是通往中國之門。」

「中國正不斷開放，尤以消費品市場為

甚，因此，我們可以看到投資香港的好處多不勝數。

「我認為香港是投資的理想地點，其本地生產總值增長達到百分之五至六，相較歐洲的負增長，其經濟情況已是十分不俗。」

羅善理表示，法國商務專員公署將繼續積極推廣法港以至法中的貿易。

除了舉辦多項化妝品、香水、皮具、珠寶、鐘表及傢具展覽和在百貨公司舉行推廣活動外，法國商務專員公署於去年十一月舉行了一個「中國世界」的座談會。

「座談會參加者非常踴躍，大部份均來自法國，他們在港逗留兩天後，隨即前往華南一帶訪問兩天。」

「我們亦在二月初提出了一份『投資保障及推廣協議』，這是一份港府與法國政府訂立的互惠協議。」

「這份協議由港法雙方洽談團團長於一九九三年二月四日在香港正式提出，待中國政府透過中英聯合聯絡小組批准後簽署。港方代表為律政專員（國際法律）艾維信，法國代表則為法國財政部的西里利。」 ■

Broader market target

Winners of A S Watson contract seeking to update more firms

Walk into a supermarket first thing in the morning and see how all the shelves are stocked up again — and think about how the replenishments must have got there in the middle of the night.

"That's really what our system does," says Gerry McKeown, managing director of McKeown Software from Dublin, Ireland, who has sold his Integra and Resus computer software to the A S Watson Group and implemented the software in five divisions (Park 'n Shop, Fortress, Watson the Chemist, Fortress Satellite and A S Watson Industries).

Gerry McKeown, who visits Hong Kong four or five times a year and is managing director of G C McKeown & Co (Hong Kong) Limited, says he has two distinct product lines. The main specialty of his company is in the provision of financial and distribution computer software, as well as design and development of original software solutions for clients.

Fully integrated multi-company, multi-currency package modules have been developed for general ledger, purchase order processing, purchase ledger, sales order processing, sales ledger, inventory control, asset ledger, bank and cash management, payroll, personnel and financial modelling. Collectively the modules are the company's Integra product range.

In addition to the Integra range, Gerry McKeown says he also markets, develops and supports a powerful package for the control of supplies and distribution in large environments. The product is known as Resus regional supply system and its principle modules are concerned with requisitioning, inventory management, warehouse management, stock and non-stock purchasing and accounts payable.

"It starts at the backdoor of the supermarket and works backward through the supply chain, handling all aspects of replenishing the retail outlet," he explains. "It is a huge logistical problem for a chain

of 165 outlets."

"We're handing the provisioning of the warehouse in addition to replenishing supplies in the retail outlets. All the way back through the supply chain to suppliers and to managing contracts with suppliers."

Gerry McKeown, whose father came from Belfast and his mother from the Irish Republic, explains the outlets key-in the names and quantities of their replenishments between seven and nine in the evening and get their supplies overnight.

"We not only do it for tinned goods and non-perishables but we do it for fresh fruits and vegetables as well."

"We spent 1991-92 implementing our systems in all those divisions of the Watsons. There were a total of 75 implementations of general ledgers, warehousing inventory, purchasing etc.

"We moved into this office (G C McKeown) in Sino Plaza at the beginning of this year and we are now going after a broader market. Watson's contract was

積極拓展市場

麥智利奪得屈臣氏公司合約後，
希望把先進系統推廣至更多公司

如果你大清早走進超級市場，定會看到貨架上的貨品已經補充齊全；你或會想，工作人員必定是在午夜時份進行貨品補充了。

「這正是本公司系統的特點。」愛爾蘭都柏林麥智利軟件有限公司董事總經理麥智利把他的Integra和Resus電腦軟件賣給屈臣氏集團，以供該集團旗下五間公司(即百佳超級市場、豐澤電器、屈臣氏藥房、豐澤衛星服務、屈臣氏工業)使用。

麥智利現任麥智利(香港)有限公司董事總經理，每年例必來港四至五次。他說，麥智利公司有兩條很出色的生產線，專門生產財務及分銷電腦軟件，以及為顧客設計及改良既有的軟件。

該公司生產的是綜合的多公司、多貨幣模組電腦軟件，專為總分類帳、購貨單處理、售貨單處理、銷貨分戶帳、存貨控制、資產分類帳、銀行及現金管理、薪金表、人事及財務模擬而設計，總稱為Integra產品系列。

麥智利說，除了銷售Integra產品系列外，他亦促銷和發展一套功能卓越的大規模供應控制及分銷軟件，並提供售後支援服務；這套軟件名為Resus供應系統，其主要模組的作用包括請購、存貨管理、貨倉管理、貯備及非貯備貨品採購、應付帳款管理等。

他解釋：「這套軟件在超級市場的幕後操作，透過供應鏈處理一切零售點貨品補充事宜。以一間擁有一百六十五個零售店的公司來說，提供貨品補充的支援是一項十分艱巨的工作。

「我們除了確保零售店貨源不絕外，亦會照顧到貨倉的存貨。我們透過供應鏈與供應商接觸，並且管理有關供應合約。」

麥智利的父親來自貝爾法斯特，母親則來自愛爾蘭。他解釋，零售店只須於每天傍晚七時至九時的一段時間內輸入需要補充貨品的名稱和數量，當天夜裡即可收到有關貨品。

「我們不但可處理罐頭和不易變壞的食

品，處理新鮮蔬果也應付裕餘。

「一九九一至九二年，我們在屈臣氏轄下所有公司全力推行這兩套新系統，完成了總分類帳、貨倉存貨、採購等等項目共七十五個。

「我們在年初遷入信和廣場新辦事處，現時正致力拓展市場。屈臣氏的合約涉及的金額龐大，但現時我們已把著眼點放於管理和維修方面；這些系統已經投入服務，目前我們的任務是確保它們運作良好。」

麥智利公司(麥智利軟件)於都柏林、貝爾法斯特、倫敦和香港均設有辦事處，僱用軟件專家超過一百二十名。

麥智利是一位平易近人、家鄉口音很重的典型愛爾蘭人，他說，他的公司應一家大型顧問公司——畢馬威會計師行——的邀請來港。畢馬威會計師行獲委任進行一項工作，在澳洲、美國和英國尋找適合的公司合作；他們應邀投標，結果成功奪得合約。

「我們原先派出了十二、三位愛爾蘭人來港，但其中大部分均已返回原居地。他們

substantial but it is now from our point of view on a care and maintenance basis. It is up-and-running. So it's now a question of keeping it ticking over."

G C McKeown and Co (McKeown Software) has offices in Dublin, Belfast, London and Hong Kong. It employs over 120 software professionals.

Gerry McKeown, the genial Irishman with a typical brogue, said his company was actually invited by one of the major consultants to come to Hong Kong. It was KPMG Peat Marwick. KPMG were given an assignment. They looked at firms in Australia, in the US and in the UK. They asked us to submit a tender. At the end of the day we won the business.

"We originally had a combination of 12-13 Irish-English people here. But most have returned. The reason they were out here is that they knew our products and when it came to implementation in Watsons it was important that the people on

the job doing the implementation understood what was wanted and what they had to do. But now we are hiring more local people who now know our products.

"In time we will become a fully-fledged Chinese operation in Hong Kong. We are here for the long haul and we see Hong Kong as a platform for products in Asia, such as Taiwan and China.

"We are actively working on converting our products into the Chinese language. My time has largely been devoted to discussions about this on this visit. We believe that is a requirement increasingly.

"We are a private company. There are 135 of us in the company and we are quite proud of our achievements to date. We are looking forward to continued prosperity and growth."

There is an enormous market for your products in China?

Gerry McKeown: "Absolutely."

The Hong Kong retail industry is going into China in quite substantial ways now?

Gerry McKeown: "That's right. Everybody I speak to is asking what are you doing about China? A lot of people in Hong Kong are very excited about the prospects of doing business in China.

If you were setting up in China you would tend to be looking at the latest methods of handling its management?

Gerry McKeown: That's right, the Chinese have the advantage of being able to come in at the high end. They don't have to do what the Brits had to do: come in and work their way up through technology and what have you.

General Manager of G C McKeown & Co (Hong Kong) Limited is Eamonn Morris and the Sales Manager is Critz Chan.

McKeown's has an impressive client list of big well-known prestigious companies and public utilities mostly in the UK and Ireland. ■

獲派來港，是由於對公司的產品很熟悉，但當要為屈臣氏公司實際推行計劃時，我們才明白到必須找一些熟悉該公司需要、對該公司過往表現瞭如指掌的人材；結果我們聘用了愈來愈多熟悉本公司產品的本地人材。

「假以時日，我們將成為香港的中國業務辦事處；我們在港設立辦事處的長遠目標，是以此作為進軍亞洲，例如台灣和中國的跳板。

「我們非常積極地把產品轉換成中文版本，我這次來港，大部分時間均用於這方面的討論。我們相信把軟件轉換成中文版本將漸漸成為不可或缺的條件。

「我們是一間私營公司，共有員工一百三十五名，大家都對目前的成就感到十分自豪。我們期望未來公司業務會繼續欣欣向榮。」

問：貴公司的產品在中國會有十分龐大的市場吧？

麥智利：「一點也不錯。」

問：你認為香港零售業目前是否正大舉進軍中國市場呢？

麥智利：「對。我所接觸的每個人都問我，究竟我準備在中國發展甚麼業務？很多香港人都對中國的業務機會充滿憧憬。」

問：假如你在中國開設業務，會否採用

最先進的手法處理管理工作呢？

麥智利：「會，中國科技發展較遲，但卻可以從高點起步；英國人的科技發展從零開始，經過長時間才逐步取得現有的成就，但中國則毋須這樣。」

麥智利(香港)有限公司的總經理是**萬禮誠**，而營業經理則是**陳樹賢**。

麥智利的客戶中，很多是顯赫有名的企業和公用服務機構，其中大部分設於英國和愛爾蘭。 ■



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