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# 工月商刊 THE Bulletin

A HONG KONG GENERAL CHAMBER OF COMMERCE MAGAZINE  
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## WUHAN: FUNDING FUTURE DEVELOPMENTS



**SEVENTH CHAMBER MISSION VISITS VIETNAM**

**ENVIRONMENT COMMITTEE POSITION PAPER ON WATER CONSERVATION & SEWAGE**

**PEARL DELTA VISIT BY CHAMBER DELEGATES**



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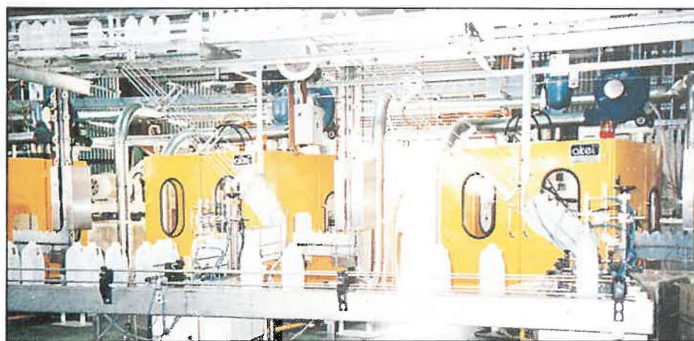
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### COVER STORY

A delegation of 16 members and officials paid the Chamber's first visit to Wuhan to establish a good relationship with the municipality at the central crossroads of China. 7

本會代表團一行十六人首度訪問武漢，並與這個素有中國交通樞紐之稱的城市建立了良好關係。

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# Infrastructure — key to Hong Kong's future

**H**ong Kong has maintained its pre-eminent position as a trade and financial centre, and as the prime site in Asia for the location of the Regional Headquarters (RHQs) of international companies partly because of its fine infrastructure.

Whether it is telecommunications, international and regional air links, its port facilities, domestic transportation, or general public services, Hong Kong stands apart in the region in terms of the provision and operation of efficient infrastructural resources.

While there are other reasons for Hong Kong's regional pre-eminence - its talented workforce, its low and stable tax structure, its role as the gateway to southern China - it is the valuable infrastructure that ultimately makes everything else work.

As the Chamber said in its 1992 paper on Hong Kong - the Pre-eminent Centre in Asia for Regional Headquarters:

"With its fine infrastructure, open economy, attractive tax system and developed financial markets, Hong Kong has proved to be a prime location for RHQs.

"Hong Kong is recognised as having a first class infrastructure for international business, with a world class telecommunications and domestic and international transportation system.

"It is fully committed to upgrading its international port and airport facilities (especially with the construction of the new airport and new container ports) and is continually developing and improving its internal transport system.

"Its telecommunications system, domestic and international, is state-of-the-art by world standards.

"A Hong Kong Government Industry Department study done in the same year found that 95 per cent of companies responding to its survey named transportation and telecommunications as the most important factor in its RHQ role."

Given such views, it stands to reason therefore that Hong Kong must maintain, improve and expand its infrastructure if it is to retain its pre-eminent position as an Asian and international business and trading centre.

Other centres in the region are not standing still in the improvement of their own infrastructure requirements; nor are they backward in throwing out the challenge to Hong Kong in a very public way. It is vital, therefore, that the territory's infrastructure planning and construction continues on track.

Whether it is the further development and expansion of Hong Kong's port, the construction of the new Chek Lap Kok airport and its ancillary facilities, road and rail improvements or Hong Kong's communications facilities, it is vital that targets for

development are met and, if possible, surpassed.

This has been Hong Kong's proud record in the past, and it must remain its record in the future. At stake could be the territory's leading regional position as a place to do business.

It is for this reason that the Chamber has, in recent months, watched with concern as various key projects have been the targets for opposition resulting in unhelpful delays.

The present difficulties in Sino-British relations have played a key role in determining the progress (or lack of it) on some projects, especially the airport and port development.

To its credit, the Hong Kong Government has been able to keep the airport project moving ahead pending a better Sino-British political climate and greater progress down the track.

The Chamber, too, was pleased to see the positive results emerging from the recent meeting between the Chinese Foreign Minister, Mr Qian Qichen and his British counterpart, Mr Douglas Hurd, especially the agreement with Beijing for the Central-Wan Chai reclamation - an airport-related project - to proceed.

Sometimes, however, the opposition is right here at home. Take the Western Harbour Crossing project for example. This major development - being undertaken by the private sector at considerable cost - has met with opposition over the proposed tolls and what constitutes a fair return to the building and operating consortium.

No-one can argue that the risk takers - the builders and operators and their bankers - deserve a fair return on their investment. Without such a return, the investment will not be made.

Toll levels of our tunnels though have always been something of an emotive issue, and we can understand those charged with reviewing the Government's proposals seeking clarification of certain issues. At the same time, we would urge them to put things in the proper perspective and keep in mind the bigger picture.

It should never be forgotten that to remain a dynamic economy attractive to international business in an extremely competitive environment, Hong Kong must have the best infrastructure in Asia - on time, within budget, and with appropriate returns on capital expended.



# 基建計劃必須全速進行

**擁**有良好的基建設施，是香港保持貿易金融中心地位，以及跨國公司不絕來港設立亞太區總部的關鍵因素。

若論質素和效率，香港在電訊、對外航空交通、港口設施、內部交通及整體公共服務方面的基本建設都可稱得上在亞太區首屈一指。

當然，香港能夠成為區內數一數二的工商業中心，還有其他原因，例如勞動力質素高、稅率低且穩定、地理環境優越等等；不過，假如沒有完善的基建加以配合，一切優點都無從發揮。

正如本會去年發表的《亞洲區域總部首選地點》專題研究報告指出：

「香港基建完備，經濟開放，稅制具吸引力，金融市場發展成熟，無疑是跨國企業設立區域總部的首選地點。

「香港的基本建設，一向備受國際商界推崇；本港擁有世界級的電訊系統，內部及對外運輸系統也效率極高。

「本港致力改善國際港口及機場設施(尤其是即將興建的新機場和貨櫃碼頭)，不懈地發展及改良內部運輸系統。

「其對內對外的電訊系統同樣堪稱達到國際級水平。

「港府工業署九二年完成的一項研究顯示，百份之九十五的受訪公司認為本港的運輸和通訊設施是吸引他們在港設立區域總部的最主要因素。」

從上述可見，香港若要繼續保持本身在亞洲區的重要地位，繼續成為國際工商業及貿易中心，必須不斷改進及擴充基建設施。

環顧區內其他設立區域總部的熱門國家，無一不在積極改善基建設施，這些國家明顯是要與香港爭一日之長短；因此，香港的基建規劃及工程必須全速進行。

無論是發展港口、赤鱗角新機場及其輔助設施，改善

道路及鐵路系統，改良通訊設施，所有計劃必須如期甚至提早完成。

這是香港過去足以引以自豪的佳績，未來必須保持，否則香港可能無法繼續成為區內理想的營商地點。

正因為這樣，本會對於過去數月多項重要基建計劃成為抨擊目標，以致出現不必要的延誤感到頗為關注。

目前中英關係是決定部分基建計劃(特別是機場及港口發展)的關鍵。

幸好，港府目前仍繼續進行機場工程，一俟中英關係好轉，即可加快施工步伐。

本會欣見中國外長錢其琛和英國外相韓達德在最近的會談取得積極成果，特別是就中環及灣仔填海計劃(機場有關工程之一)達成協議。

但有時候反對聲音竟然來自香港內部。舉最近公布的西區海底隧道工程計劃為例，私營環節承擔龐大的興建成本，很應該獲得合理的建築及經營回報，但部分社會人士卻批評建議的隧道收費過高。

承擔風險的承建商、營運商及銀行應該獲得合理投資回報，這是毋庸置疑的；沒有合理的回報，誰也不會作出如此龐大的投資。

隧道收費水平一直是個惹人爭論的問題，負責審核港府建議的人士要求澄清疑問，這是可以理解的，但與此同時，本會呼籲他們以正確的態度衡量問題，同時把眼光放遠一點。

我們必須緊記，若要保持經濟活力，以提供極具競爭力的經營環境，吸引國際商界來港投資，香港必須發展全亞洲最優良的基本建設，而且有關工程必須依時完成、合乎成本預算、可以提供適當的資本回報。

鄭明訓







The scale of the big business centre 武漢是個大型商業中心

# First visit to Wuhan by the Chamber

## Funding infrastructural development at major industrial centre

**T**he Chamber has now established a good relationship with Wuhan municipality, says Anthony Russell, chairman of the China Committee who led the Chamber's first visit on July 12-14.

Sixteen Chamber members and officials comprised the first Chamber delegation to Wuhan.

They asked about China's credit squeeze and found Wuhan officials still assessing its impact and what should be their infrastructural priorities.

The Chamber delegation met two of the municipality's seven vice mayors; visited the Philips joint venture, Optical and Cable Co Ltd factory making fibre optics; went to the Wuhan Iron and Steel Corpo-

ration plant producing steel; and saw construction at the site of Wuhan's new airport, which will enhance Wuhan's image and Wuhan's traditional role as China's central communications cross-roads.

Anthony Russell, chairman, says the China Committee each year considers what Chinese cities it should visit besides its annual visit to Beijing.

"We felt we have regular contact with places like Guangzhou and Shanghai. But we had never been to Wuhan. We felt it was probably overdue that the Chamber developed a closer relationship.

"Also, a number of members of the Chamber hadn't been to Wuhan before and were very interested to have the opportunity to go there.

"There were also a number of Chamber members who had projects in Wuhan in the past who wanted to refresh themselves about the economic circumstances there.

"I think overall one of the guiding forces in taking us to Wuhan was the growing recognition in Hong Kong that in the last few years Wuhan might have been slightly dwarfed in publicity by the coastal provinces and all the action there.

"In fact historically Wuhan has always been one of China's major industrial centres. Probably, the third or fourth largest industrial centre after Shanghai, Beijing and Tianjin. And, as an industrial centre, closer to Hong Kong than even Shanghai, or shall we say, about the same distance from us.

"Traditionally, it has been one of the big communications centres at the cross-roads of China. It is on the Yangtze so that people can get goods there very easily from the sea. It is also at the crossroads of the main railway system of China, going from north-south and east-west.

"The Central Government has now apparently given the green light for Wuhan to have more independence to develop faster. Over the last year one or two direct flights have increased and Wuhan has become more accessible. A number of Hong Kong investors have been talking about major investments there.



Anthony Russell, leader of the Chamber's delegation addresses the welcoming banquet hosted by the Municipal People's Government.  
團長羅素於武漢市政府設的歡迎宴會上致辭



The Yellow Crane Pagoda, a distinguishing landmark at Wuhan.  
武漢旅遊名勝之一——黃鶴樓

## 首訪武漢

### 分配資源，發展基建

中國委員會主席羅素稱，本會與武漢市建立了良好的關係。羅素於七月十二至十四日率領中國委員會代表團訪問武漢。

這是本會首個訪問武漢的代表團，成員包括十六位會員及行政人員。

代表團訪問期間，先後獲得武漢市七位副市長的其中兩位接見，並參觀了非利浦與中國合營的長飛光纖光纜有限公司，以及武漢鋼鐵公司和武漢新機場工地。武漢新機場有助提高該市作為中國交通中心的地位。

羅素說，中國委員會每年都會訪問北京，但除此以外，亦會研究應該訪問哪些其他城市。

他說：「我們已經和廣州、上海等城市建立了定期接觸，但從沒有到過武漢；我們認為香港總商會早應和武漢市發展更密切的關係。」

「多位以前沒有到過武漢的會員很有興趣走一趟。」

「此外，亦有多位在武漢有投資的會員希望瞭解當地的經濟近況。」

「我想，促成是次訪問的最主要原因，是過去數年，武漢在香港的知名度被沿海省

份掩蓋了。

「事實上，武漢一直是中國的工業重鎮，而且很可能是繼上海、北京及天津後最大的工業城市。這個工業中心與香港的距離，與滬港之間的距離相若，甚至更短。」

「武漢是個歷史悠久的重要交通樞紐，它位於長江流域，從海路輸入貨品極為方便。此外，武漢亦是全國鐵路系統的交匯處，貫通東西南北。」

「中央政府大概已經批准了武漢市加速發展，過去一兩年間，武漢增開了一、兩條直航線，令航空交通變得更為便利。目前很多港商正研究在當地進行龐大投資。」

問：要是說長江三峽工程可確保武漢市獲得充足的電力，以進行各種工業計劃，你認為對嗎？

羅素：「對長線投資者來說，三峽工程十分重要。工程完成後，不單可滿足武漢市的電力需求，鄰近許多省份亦會受惠。然而，工程大概要到下一世紀方可完成。」

「另一項港商可能感興趣的發展，是武漢開關了一個類似美國矽谷的科學園；他們嘗試拓展一個高科技區域，當地的大學已培

*Would it be right to say the Three Gorges Project will ensure Wuhan has a more plentiful source of energy for industrial projects?*

Anthony Russell: "I think for the very long term investor the Three Gorges Project is important. The Three Gorges Project will not just be supplying energy to Wuhan. It will be supplying energy to a lot of provinces. But probably it will not be completed until the next century."

"Another thing that perhaps has interested Hong Kong investors is the awareness of a sort of Silicon Valley at Wuhan. They are trying to develop a high-tech area. The universities are turning out a number of science-based graduates."

"Indeed we were taken to see the Philips joint venture fibre-optics plant. I think that helped to emphasise some of the high-tech work that is going on there."

*Wuhan used to have the distinction of being an international trading port capable of accommodating ocean-going vessels 1,000 miles up the Yangtze. Is it still capable of this?*

Anthony Russell: "I think the size of ocean-going vessels is rather bigger than it used to be. Wuhan is a feeder-port now rather than necessarily a port for vessels that sail direct from Wuhan to international markets."

"A lot of things for Wuhan now would



訓出大批科研人才。

「我們獲邀參觀中外合營的非利浦光纖製造廠，這對瞭解當地高科技發展很有幫助。」

問：武漢昔日曾經是個國際貿易港，可以容納沿長江北上一千英哩的遠洋輪船，現時這港口的情况怎樣？

羅素：「現時武漢港口可以容納更大型的遠洋輪船。今日的武漢已成了一個駁運港口，船隻較少由那裡直航到世界其他地方。」

「武漢把大量貨物運往上海，然後轉運到其他地方。這其實不會構成問題，武漢港口的對外交通依然十分便利。」

問：武漢在鐵路運輸方面亦佔有優勢？

羅素：「對，它是個極佳的交通中心。」

問：據說在香港屠宰的豬隻，部分來自武漢。

羅素：「不錯，香港從湖北、湖南省進口大量豬隻。」

問：此行的最大收穫是甚麼？

羅素：「本會與武漢市建立了良好關係。很多團員覺得此行十分有用，因為可瞭解武漢的投資環境及貿易機會，他們很多已自行安排與當地企業家會面。」

「那些從沒有到過武漢的團員，對當地的經濟規模深表意外，他們從沒有想過武漢原來是個這麼大的工商業中心，亦從不知道到武漢的外國投資是這樣龐大的。」

「我們參觀了極具規模的武漢鋼鐵廠，它是全國數一數二的鋼鐵廠。武漢好像也開始自行發電，我們看到一座非常巨型的發電廠。」

「我們獲得武漢市高層官員熱誠接待。訪問的第一天，副市長孫志剛為我們設歡迎晚宴，第二天，副市長陳華芳又應邀出席我們的答謝宴。」

「該市官員對代表團成員人數不多有點失望，他們希望本會下次組團到武漢時，團員人數可以增至一百。」

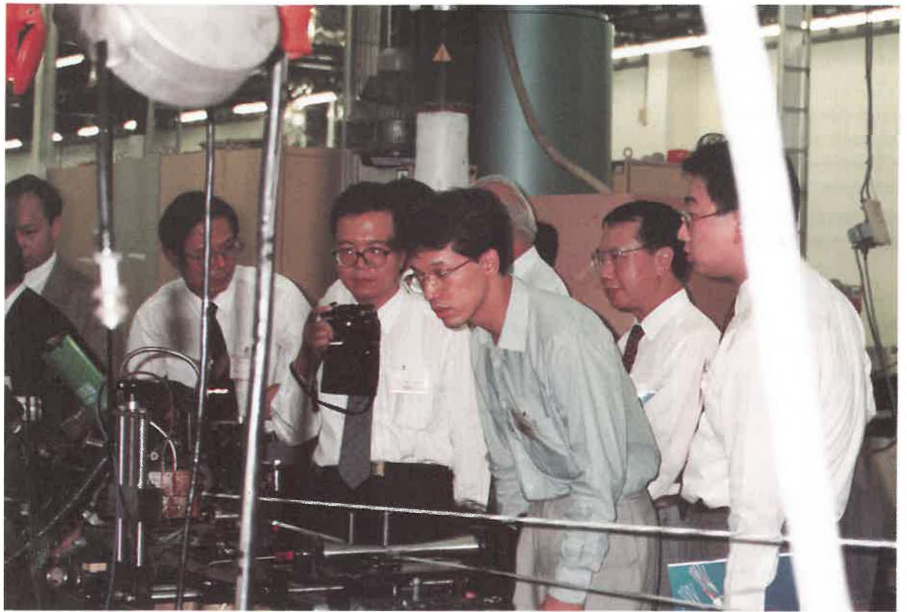
「部分團員參觀了武漢新機場工地，據稱，這個新機場將於數月內啟用。我認為這機場對武漢十分重要，因為新機場可供更大型和更多的飛機升降，而且可提高處理出入境旅客的效率。」

「新機場對武漢的形象亦有好處。武漢現時的機場、酒店等並不十分理想，不過，近年很多商店已面貌一新，晚上到處都是五光十色的霓虹光管，夜生活亦頗為多姿多采，人們的衣著較為入時，這些都令人覺得武漢是個繁華的都市。」

「武漢市的基本建設很差，他們必須興建另一條長江大橋。道路交通擠塞情況十分嚴重，預計未來十八個月，情況會更壞，假如不興建另一條連接長江兩岸的通道，交通問題會日益惡化。」

問：你訪問武漢的時候，適逢中國經濟出現問題，你可否就這方面發表意見呢？

羅素：「我們亦試圖瞭解信貸收縮對武漢的影響，他們說，武漢也出現信貸短缺情



Delegates at the Yangtse Optical Fibre and Cable Co Ltd. 代表團參觀長飛光纖光纜有限公司

Below: Vice Mayor Sun Zhi Gang briefs the delegation on the Wuhan economic environment.

下圖：孫志剛副市長向代表團介紹武漢的經濟發展情況



be brought to Shanghai and then transhipped. That's not really a problem. Wuhan is just as accessible as it used to be.

*It has the advantage of its railway links, too?*

Anthony Russell: Yes, that's right. It is an excellent communications centre.

*I have heard that pigs slaughtered in Hong Kong come from as far away as Wuhan?*

Anthony Russell: That's true. Hubei and Hunan provinces particularly send a lot of pigs to Hong Kong.

*What was really accomplished from this trip?*

Anthony Russell: "The Chamber has

now established a good relationship with the municipality which can be useful in the future. A number of our delegation found it very useful in informing themselves about Wuhan investment conditions and trading opportunities. A lot of them held individual meetings.

"I think those who had not been there before were very impressed by the scale of Wuhan. They never realised before what a big business centre it is. They never realised the amount of investment that is already in that place.

"We saw the Wuhan Iron and Steel Works which is massive. I would think it is one of the iron and steel showpieces in the country. I think they probably now produce their own power. There is a very big power plant alongside.

Vice mayor Chen Hua Fang (centre seated) attended the Chamber's return banquet.

陳華芳副市長(中座者)應邀出席本會的答謝宴



Below: Production line at the Wuhan Iron and Steel Co.  
下圖：武漢鋼鐵公司的生產線



Control tower at Wuhan's new airport.

武漢新機場控制塔



"We were very well received at a senior level. On the first day Vice Mayor Sun Zhi Gang hosted a reception dinner and we were able to have vice mayor Ms Chen Hua Fang as our guest at our return banquet on the second day of our stay.

"The municipality expressed some disappointment that we hadn't brought more people. They requested that the Chamber comes again on another date and said that they would like to see a very big delegation of say 100 people.

"Some of our delegation went off to see Wuhan's new airport which it was said would be opened in a few months' time. That I think will be very important to Wuhan. It will be able to take larger planes and more planes. It will be able to process arrivals and departures more efficiently.

"I think the airport is very important to Wuhan's image. Wuhan's image now is not helped by its airport. Nor is it helped by the quality of the hotels there. A lot of shops have new fronts and there's lots of neon lighting and coloured lighting at night which does help. There is a lot of life on the streets. The people are reasonably dressed and you get the feeling it is a prosperous town.

"The infrastructure of the city is bad. They must build another bridge across the Yangtse. Road congestion is really a problem. It is going to get worse and worse over the next 18 months until the next bridge is ready. Without another main artery across the river they have a problem.

*You went there at a time when the Chinese economy has problems. Can you make some comment?*



Anthony Russell: "We inquired what the impact of the credit squeeze would be on Wuhan. They said there was a credit shortage and obviously that was going to present problems.

"What was most important for them was to be able to allocate funds to what they regarded as priority infrastructural development. At this stage it wasn't clear what projects would be impacted by the credit squeeze and where there would be delays.

"I think they were still assessing the situation themselves. But they were concerned about inflation and they wanted to see it come down. I think there were no

distinguishing characteristics for Wuhan compared with the rest of the country.

*The same cycle of boom and squeeze?*

Anthony Russell: "Yes it is China's business cycle. They should have raised interest rates sooner than they did. There was a great debate in Beijing at the end of last year about the need to cool down the economy. The debate dragged on until the arguments to cool the economy became overwhelming.

"People interpreted Deng's arguments for more reform as being justification for having uncontrolled growth. They argued that ill-conceived investment was good ir-

respective of how carefully every investment ought to be considered. A number of people argued that for every economic problem more growth and more reform was the solution.

"While reform is essential when you are in a transitional phase between a centrally-controlled and a market economy, you are going to have some problems. They are now facing those problems.

"You can only contain the rate of inflation when growth is at a level where the supply of goods matches demand and when at the same time the upgrading of the infrastructure is rapid enough to accommodate that level of growth." ■

況，而且相信會造成困難。

「對他們來說，最重要的是分配資金，發展優先基建項目，但在現階段仍無法確定哪些基建項目會受到信貸緊縮的影響。

「他們正在進行評估。不過，他們關注通貨膨脹，並希望通脹回落。跟中國其他地方相比，武漢的經濟並沒有十分明顯的差別。」

問：武漢也出現同一膨脹及收縮的周期？

羅素：「對，這是中國的工商業發展周期。他們早應調高利率。中國政府去年底曾就應否冷卻經濟進行激烈辯論，這場辯論持續了好一段時間，直到不得不採取行動為止。

「人們把鄧小平加快改革的論點當作解釋經濟增長不受控制的理據。很多人甚至堅持，只要加速增長、加快改革，無論甚麼經濟問題也可克服。

「改革固然重要，但由中央計劃經濟過

渡至市場經濟的期間，一定會遇到困難，中國目前正正遇到困難。

「只有在供求平衡、基建發展追上經濟增長的情況下，通貨膨脹方會受到控制。」■



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# DIARY DATES

## CHAMBER/PAA PRESENT BUSINESS OPPORTUNITIES AT CHEK LAP KOK

WEDNESDAY, 15 SEPTEMBER

It's the ultimate workshop in business opportunities for those planning strategic development in Hong Kong. Hong Kong's replacement airport is now taking shape at Chek Lap Kok with the formation of the site well under way. Subject to agreement on financial arrangements, the next construction contracts could be awarded early next year. Today, detailed planning and preparation is also being done in regard to the creation of the airport business — which will be large and diverse, offering a wealth of opportunities for private sector involvement.

The Chamber and the Provisional Airport Authority join forces on Wednesday, 15 September to present a full morning seminar: PAA Chief Executive Officer, Dr Henry Townsend, will speak on the overall progress at the airport site while senior officials of the Authority will address the commercial strategy, licensing opportunities, terminal operations, consultancies and contracts. Chamber Chairman, Mr Paul M F Cheng, will deliver the opening address at the Workshop.

If you have not already done so, please book now as venue seating is strictly limited. (HKGCC members \$250 each, non-members \$300.)

Following the morning session, there will be a luncheon (on Level 6 of the Convention Centre) which will also provide great networking possibilities. And, each table will be "hosted" by a Provisional Airport Authority executive who can offer further information regarding the project.

Luncheon seating is also limited; cost per person includes pre-meal drinks and table (house) wine; HKGCC members \$350, non-members \$400.

All enquiries and reservations to Marina Wong at the Chamber, telephone 823 1253 (fax 527 9843). Bookings for the workshop and luncheon will only be confirmed on receipt of payment, on a first-come, first-served basis.

# Chamber Forecast

Date	Time	Events and Meetings
Aug 10	5.00 pm	CHAMBER: Small & Medium Enterprises Committee Meeting
Aug 11	12.30 pm	CHAMBER: ROUNDTABLE Industrial Series 10: "Report on Reforms of the Hong Kong Patent System": Ella Cheong, Wilkinson & Grist
Aug 16	12.30 pm	CHAMBER: ROUNDTABLE "Modern Networks for Modern Business": Flora Tung, HK Telecom
Aug 18	12.30 pm	CHAMBER: Asia Committee Meeting
Aug 18	4.00 pm	CHAMBER: Environment Committee Meeting
Aug 25	12.30 pm	CHAMBER: ROUNDTABLE Industrial Series 9: (repeat) "The Case of Nissho Iawai - how HK Companies and their US customers can save on US Duties": Lawyer, Roy Ian Delbyck
Aug 30		CHAMBER: US Congressional Staffers' visit to HK/Southern China (one week programme)
Sept 1-8		CHAMBER: Mission to Far Eastern Russia
Sept 9	11.00 am	CHAMBER: China Committee Meeting
Sept 9	4.00 pm	CHAMBER: Human Resources Meeting
Sept 14	4.30 pm	CHAMBER: General Committee Meeting
Sept 15	9.15 am	CHAMBER/THE PROVISIONAL AIRPORT AUTHORITY: "BUSINESS OPPORTUNITIES AT CHEK LAP KOK" WORKSHOP (and optional Luncheon) HK Convention & Exhibition Centre
Sept 15	12.30 pm	CHAMBER: Arab & African Committee Meeting
Sept 19-29		CHAMBER: Mission to Spain and Portugal
Sept 22	8.45 am	CHAMBER: SEMINAR and LUNCHEON: "Pearl River Delta; Opportunities and Problems", at Conrad Hotel
Sept 22	11.00 am	CHAMBER: Europe Committee Meeting
Sept 22-24		HKCSI: Ninth International Conference of Coalitions of Service Industries, Auckland
Sept 24	2.00 pm	CHAMBER: Visit to Motorola, at Taipo Industrial Estate (repeat)
Sept 28	9.00 am	CHAMBER: SEMINAR and LUNCHEON: "Textile & Garment Technology; Keeping your Hong Kong Business Competitive", Conrad Hotel
Sept 28-Oct 2		CHAMBER: Investment Study Mission to Tunisia
Oct 22-23		CHAMBER/TDC: 23rd International Motexha Fair, Dubai



## THE CHAMBER IN ACTION



### INDUSTRIAL AND CORPORATE AFFAIRS DIVISION

#### HIGHLIGHTS

The Division was busy in outgoing activities this month :

- A 40-member Chamber mission, mainly small and medium companies, visited the Pearl River Delta on 14-17 June.

- A group of 20 members visited the Castle Peak Power Station on 23 June.

- A group of 13 members visited Motorola HK Ltd on 9 July.

The visits were meant to provide business networking opportunity amongst participants and information of either an industry or a region.

Membership stood at 3,576 on 15 July, a record high.

#### COMMITTEES

##### Environment Committee

The Committee met on 28 June. Issues considered included lobbying the government on the charging system for sewage disposal; reviewing the revised Environment White Paper 1993; vehicle emission and solid waste landfill management. A video presentation with refreshment was organised after the Committee meeting.

##### Human Resources Committee

The Committee met on 2 July. The final draft of Aids & The Workplace brochure was distributed to members for comments. The meeting also considered the labour issues on the removal of the 12 months' wage ceiling on severance payment & long service payment under the Employment Ordinance, and the maximum level of compensation under the Employees' Compensation Ordinance.

##### Small & Medium Enterprises Committee

The Committee met on 22 June and 14 July. It was decided that a definition on small and medium enterprises should be included in the terms of reference. The Committee also decided to organise two series of luncheons on "How to use your banks effectively" and "How much is your business worth" in August and September respectively. A Committee newsletter will be issued shortly and a seminar on doing business in the Pearl

### Brigadier Ian Christie Reports

River Delta will be organised on 22 September.

#### EVENTS

- The Small & Medium Enterprises Committee mission to the Pearl River Delta was organised on 14-17 June. The mission covered Changping, Dongguan, Guangzhou, Huaxian, Nanhai and Panyu and attracted a record number of 40 delegates to participate. A seminar on retailing in Southern China was organised for the mission by the HKTDC in Guangzhou during the visit.

- A group of senior government officials came to brief members on the "Rationalisation of the Textiles Licensing Ar-

## 本會動態 工業及行政事務部

#### 重要事項回顧

工業及行政事務部過去一個月舉辦了多項活動：

- 本會考察團一行四十人訪問珠江三角洲，日期由六月十四日至十七日，參加者大多是中小型企業會員。

- 六月二十三日，會員一行二十人組團參觀青山發電廠；

- 七月九日，十三位會員組團參觀摩托羅拉香港有限公司。

上述活動，目的是為會員提供建立工商聯繫網絡的機會，同時獲取某行業或地區的資料。

截至七月十五日為止，本會會員數目為三千五百七十六，創下歷年最高紀錄。



The Chilean visitors with C L Kung. 智利訪客與龔甲龍合照

## Chairman from Chile

Cantos Eugenio Jorquiera, president of the Chamber of Commerce in Santiago, Chile, led a delegation of three that visited the Chamber on 23 June. They were received by C L Kung, chairman of the Americas Committee and Chamber staff. The purpose of the visit was to establish potential business contact.

### 智利商會

六月二十三日，智利一個三人代表團到訪，團長是聖地牙哥商會主席霍爾克拉，美洲委員會主席龔甲龍及本會多位職員予以接待。代表團此行旨在建立經貿聯繫。



## The Nissho Iwai case

American lawyer Roy Ian Delbyck outlined at a Chamber Roundtable luncheon on 30 June the recent decision in the US Court of Appeals for the Federal Circuit (USCAFC) in the case of the *Nissho Iwai American Corporation versus the United States*. Roy Delbyck, explaining the significance of the case, said, on valuation, the decision should result in savings of hundreds of millions of dollars in US Customs duties to Hong Kong exporters and their US customers.

In the *Nissho Iwai* case, a Japanese manufacturer sold several hundred subway cars to a Japanese middleman (trading company) which in turn sold the subway cars to the Metropolitan Transportation Authority of New York. The question before the USCAFC was whether the transaction value (dutiable value) of the subway cars should be based on the Japanese manufacturer's sales price (the position of the importer) or the Japanese middleman's sales price (the position of the US Customs Service).

Roy Delbyck explained under US law, the primary basis for valuation is transaction value. Transaction value is defined in principal part as the price paid or payable for the imported merchandise when sold for exportation to the United States.

Prior to the decision in the *Nissho Iwai* case, the US Customs Service had ruled that transaction value is a typical three-tier distribution arrangement (foreign manufacturer, foreign middleman and US purchaser) and was based on the price charged by the foreign middleman on the grounds that the sale by the foreign middleman was the one which most directly caused the merchandise to be exported to the US. The position of the US Customs Service was upheld by the trial court (US Court of International Trade) which in a decision issued in February 1992 found that transaction value was based on the Japanese middleman's sales price.

On appeal, the USCAFC reversed the trial court and found the transaction value was based instead on the Japanese manufacturer's sales price. The USCAFC rejected the US Customs Service's test of "which sale most directly caused the



Roy Delbyck explains the significant case. 戴銳解釋該宗案例的意義

exportation." In quite sweeping language, the USCAFC articulated a new and clear standard: Where the sales price charged by the foreign manufacturer and the sales price charged by the foreign middleman are acceptable transaction values, transaction value is constituted by the foreign manufacturer's sales price..

### 美國關稅案例

六月三十日，美籍律師戴銳應邀出席本會舉辦的圓桌午餐會，為會員剖析美國聯邦巡迴上訴法院就《岩井美國公司與美國海關》一案所作裁決的意義。他說，該項有關估值的裁決，應可為港商及其美國顧客節省數以億美元計的關稅。

在《岩井美國公司與美國海關》一案中，一名日本廠商售賣數百輛地鐵卡車予另一日本中間人（一間貿易公司），而後者又把該批地鐵卡車轉售紐約城市交通局，美國上訴法院需要決定的，是該項交易的地鐵卡車價值（須課稅值）應根據日本製造商的售價（入口商的立場）或是日本中間人的售價（美國海關的立場）。

戴銳解釋，根據美國法律，估值的基準是交易價，而交易價則是該批進口商品售予美國的應付價格。

在《岩井美國公司與美國海關》案前，美國海關認為交易價是一種三層式的分銷安排（即外國廠家、外國中間人和美國買家），並且應該根據外國中間人的價格計算，理由是外國中間人才是直接促使商品進口美國的一方。原審法院（美國國際貿易法院）於一九九二年二月審理這宗案件時，裁定美國海關的立場正確，判定交易價應以日本中間人的銷售價格為準。

後來這裁決被美國聯邦巡迴上訴法院推翻。上訴法院認為，交易價應該以日本廠商的售價為準；上訴法院反對美國海關所採用的「最直接促使出口銷售」測試。上訴法院訂出一個嶄新但明確的準則：凡外國廠商及外國中間人所收取的價格屬可接受的交易價，則交易價須以外國廠家的售價為準。

### 委員會動態

#### 環境委員會

委員會於六月二十八日舉行會議，討論的事項包括：就污水處理收費游說政府；研究經修訂的《1993年環境白皮書》；汽車廢氣排放及固體廢物堆填區管理。會後舉行錄映帶放映環節。

#### 人力資源委員會

委員會於七月二日召開會議，會上成員獲分發一份題為《愛滋病與工作地點》的小冊子終

稿，並聽取會員的意見。此外，與會者又研究應否取消《僱傭條例》所規定的十二個月遣散費及長期服務金上限，以及《僱員賠償條例》的最高賠償額。

#### 中小型企業委員會

委員會於六月二十二日及七月十四日舉行會議，與會者決定在職權範圍條文內列出中小型企業的定義。此外，委員會又決定籌組兩個系列的午餐會，主題分別是《如何善用你的銀行》和《你的公司所值幾何》，日期定分別於八月及九月。委員會通訊將於短期內出版。委員會計劃於九月二十二日舉行研討

會，主題是珠江三角洲營商須知。

#### 活動回顧

- 中小型企業委員會考察團於六月十四至十七日訪問珠江三角洲，目的地包括常平、東莞、廣州、花縣、南海、番禺，參加者共達四十位，是近年參加人數最多的一次。訪問期間，香港貿易發展局為考察團舉辦華南零售業研討會。
- 六月十六日，幾位港府高層官員出席本會舉辦的圓桌午餐會，解釋「紡織商登記方案」，當日出席的會員共十七位。
- 六月十七日，會員關係及活動籌劃委員



rangements and Replacement of the Transshipment Cargo Exemption Scheme" at a R/T luncheon on 16 June. 17 members attended the event.

- A cocktail reception hosted by the Chairman of the Membership Committee for prospective new members was held on 17 June. The guests were invited from the "Yes" replies of 1992 recruitment mailing. 42 guests attended the event.

- Twenty members attended a New Members' Briefing, in English, on 22 June.

- Dr Richard Jack and Mr Keith Stott of the China Light & Power hosted a luncheon for a group of 20 members at the Castle Peak Power Station on 23 June.

- Mr Roy Delbyck addressed members on the "Case of Nissho Iwai: How Hong Kong and their US Customers could save on US duties" at a Round Table luncheon on 30 June. The event was attended by 35 members. A repeat will be organised for 18 August.

- Mr T O Lee spoke on the topic of "How L/C Discrepancies Occur" at a Round Table luncheon to 40 members on 5 July. The event was repeated on 13 July to 36 members.

- Dr Nicholas Miles, the Director of Gilmore Hankey Kirke Ltd, talked about the recently released report on Government's Support to Industry on Environmental Matters on 7 July. Nineteen members participated.

- A visit to Motorola HK Ltd on 9 July attracted 13 members. They were met by Mr Stephen Ng, Director of Business Development, and Mr H K Leung, Director of Quality Assurance. Members were greatly impressed by the management system of the company and its high tech production facilities. A repeat will be organised for 24 September.

- The additional Professional Sales Training courses completed successfully and many participants are already making enquiries for the upcoming Advanced courses.

## INTERNATIONAL AFFAIRS DIVISION

### COMMITTEES

#### Americas Committee

A small delegation from Chile, led by Mr Carlos Eugenio Jorquiera, President of the Chamber of Commerce of Santiago, visited the Chamber on 23 June. They were received by Mr C L Kung, Chairman of the Americas Committee, and Chamber staff. The objective of their visit was to establish potential business contact with the Chamber.

A group of 19 government officials and businessmen from the Argentine



From left: Colin Wyss and Dr Tolnay. 左起：懷斯、托爾納伊博士

## Hungarian Chamber

Dr Lajos Tolnay, chairman of the Hungarian Chamber of Commerce, paid a visit to the Chamber on 25 May. Colin Wyss, vice chairman of the European Area Committee, was in the chair, Dr Tolnay was in Hong Kong ahead of a delegation from his Chamber, visiting China and Nepal.

## 匈牙利商會

匈牙利商會主席托爾納伊博士於五月二十五日到訪，歐洲委員會主席懷斯為他舉行會議。托爾納伊博士較其代表團早一點出發，先行訪問中國及尼泊爾。

會主席主持一個雞尾酒會，邀請有意加入本會的人士參加。應邀出席的四十二位嘉賓是在一九九二年郵遞招募運動中表示有興趣加入本會的人士。

- 六月二十二日，二十位會員出席本會舉辦的迎新座談會，是次活動採用英語進行。
- 六月二十三日，中華電力有限公司代表翟勤博士和史國基假座青山發電廠為二十位本會會員舉行午餐會。
- 六月三十日，載銳主持一個圓桌午餐會，主題是《岩井案例：港商及其美國顧客如何節省關稅》，出席的會員共三十位。本會將於八月十八日舉辦一個相同主題的圓桌午餐會。
- 七月五日，李道安主持一個圓桌午餐會，主題是《信用證的偏差如何產生》，出席的會員共四十位。本會於七月十三日再度舉行同一主題的午餐會，當日出席的會員共三十六位。
- 七月七日，志益治基有限公司董事馬漢士為會員分析港府最近公布的《支援香港工業環境事宜》報告，出席的會員共十九位。
- 七月九日，十三位會員組團參觀摩托羅拉香港有限公司，並與該公司業務服務部總監吳惠羣、品質控制部總監梁厚鍵會晤。會員對該公司的管理制度及高科技生產設施印象尤深。本會計劃於九月二十四日再度舉辦這項活動。

- 重複舉辦的專業推銷技巧課程完滿結束，很多學員查詢快將推出的深造課程詳情。

## 國際事務部

### 委員會動態

#### 美洲委員會

六月二十三日，智利一個小型代表團到訪，團長是聖地牙哥商會主席霍爾克拉，美洲委員會主席龔甲龍及本會多位職員予以接待。代表團此行旨在與本會建立聯繫。

六月二十九日，阿根廷門多薩省政府及工商界十九人代表團到訪，團長是該省省長加夫列利。代表團與本會十八位會員舉行會議，透過這次會議，雙方建立了有用的業務聯繫。

#### 亞洲委員會

六月二十一日，南亞洲及東北亞洲舉行聯席會議，除其他事項外，討論兩委員會合併事宜，結果合併決議獲得通過，卓拉蘭獲選為新委員會的主席，而楊俊文博士、袁耀全則雙雙當選副主席。

本會於六月二十五日發出通告，邀請會員參加俄羅斯遠東區考察團，該項活動將於九月一日至八日舉行，目的地包括符拉迪沃斯托夫卡市（即海參威市）及哈巴羅夫斯克市（即伯力市）。



The meeting with the Shanghai delegation. 會議舉行情況



From left:  
Shanghai Vice  
Mayor Sha  
Lin and  
Chamber  
chairman  
Paul M F  
Cheng.

左起：上海市副市長沙麟、本會主席鄭明訓

## Shanghai Vice Mayor

### 上海副市長

Chamber Chairman, Paul M F Cheng, and several of the Chamber's China Committee members received on 17 June a 10-member delegation from Shanghai led by Vice Mayor, Sha Lin. Chamber members discussed with the Shanghai delegation the current economic development in Shanghai and the affect of RMB devaluation.

六月十七日，本會主席鄭明訓及數位中國委員會委員接待以上海市副市長沙麟為首的十人代表團，並與他們討論上海最新經濟情況及人民幣貶值的影響。

Province of Mendoza, led by Mr Rodolfo Gabrielli, Governor of Mendoza, met with some 18 Chamber members on 29 June. Useful business contacts were established between the two groups.

#### Asia Committee

A joint meeting of the South and North-East Asia Committees was held on 21 June to consider, among other things, the proposal for a merger between the two Committees. The resolution to combine the Committees was passed by members

and Mr S L Chellaram was elected Committee Chairman, with Dr Eric Yeung and Mr Andrew Yuen as Vice Chairmen.

A circular was issued on 25 June to invite members' participation in the proposed Chamber Mission to the Russian Far East. The mission will visit the cities of Vladivostok and Khabarovsk from 1-8 September.

#### China Committee

During the month, the Chamber received two delegations :

### 中國委員會

委員會上月共接待了兩個代表團：

- 上海市副市長沙麟率領的十人代表團（七月十七日）；
- 湖北省省長賈志杰率領的七人代表團（七月一日）。

七月十二至十四日，委員會主席羅素率領考察團訪問武漢，希望瞭解湖北省的最新經濟及投資環境，並且與當地政府及工商組織建立高層聯繫。

六月二十九日，委員會舉行會議，討論今年下半年的活動計劃，其中包括組團訪問廣州及上海。

### 歐洲委員會

委員會於六月三日召開會議，檢討九月份訪問西班牙及葡萄牙的計劃，與會者決定把訪問日期押後至明年三月。

到訪的嘉賓包括：

- 法國馬賽省的博德茲及萊梅（六月二十一日）；
- 英國工商部埃文斯夫人（六月二十九日）；
- 以色列駐港總領事館官員艾偉任、雷美慧（七月一日）。
- 俄羅斯國際培訓中心代表團（七月五日）。

### 泛非委員會

七月二日，委員會舉行會議，會上王余善瑩當選主席，羅立維、亞威分別當選副主席。與會者建議，如理事會批准，「泛非委員會」將易名為「阿拉伯及非洲委員會」。

本會計劃籌組的突尼西亞考察團已獲突尼西亞工業促進局答允提供協助。考察團將於九月底出發，目的是探討當地工商業機會，同時與突尼西亞政府及工商界建立初步聯繫。

七月十二日，津巴布韋工商部長C M Ushewokunze率領十二人代表團到訪，並向會員推介該國政府為外國投資者提供的優惠措施。

### 船務委員會

委員會於六月二十九日與貿易署代表舉行會議，討論於七月一日實施的紡織商登記方案。

### 香港國際委員會

六月十六日，委員會主席鄭明訓及數位香港大使接待愛爾蘭貿易及旅遊部助理秘書長杜利，並向他介紹香港的政經發展及與對華關係。

七月二日，美國世界事務組織國家委員會十二人代表團到訪，團長是美國俄勒岡州世界事務委員會行政總監肯尼迪女士。代表團來港前曾經到過中國訪問。委員會成員與代表團就目前及九七年後影響香港政經發展



的事宜交換了有用的意見。

七月七日，由香港七大工商組織(包括本會)代表組成的聯會工作小組舉行會議，討論下一次美國國會議員助理訪港(八月三十日至九月六日)的詳細計劃安排，預計來港的議員助理約有十二至十八位。和上次一樣，港府駐華盛頓辦事處會協助邀請議員助理參加訪問活動。

### 港台經貿合作委員會

委員會獲得遠東貿易中心協助，於六月二十三日舉辦「台灣貿易及投資研討會」，研討會主持人是委員會副主席李澤培。來自台灣的高層代表應邀於會上就多項重要問題(包括台灣進口規例、關稅、投資環境等)致辭。當日的參加者共七十多位。

### 太平洋地區經濟理事會

理事會香港委員會及本會聯合邀請墨西哥國際顧問有限公司副主席阿吉萊拉於六月六日至十日來港，為有意就墨西哥政府向中國進口產品徵收反傾銷關稅的措施提出上訴的會員提供意見，當日出席的會員及非會員超過四十二位。阿吉萊拉曾任墨西哥駐關稅及貿易總協定談判代表。

委員會協助太平洋地區經濟理事會外國直接投資特別委員會完成一份題為「影響外國直接投資的法律及稅務」的問卷。

### 本地及經濟事務部

該部過去一月非常活躍，並發出兩份通告，提醒會員：

- 六月初人民幣貶值的潛在影響；
  - 中國經濟放緩對中港兩地的潛在影響。
- 首席經濟學家除了繼續處理其他工作外，亦已開始著手草擬九四至九五年度財政預算案意見書。他向多個本地及外國團體發表演說，並接受傳媒訪問，其中包括英國、美國及亞洲的雜誌。

本地及經濟事務部轄下的委員會過去一月並無舉行會議。

### 服務業部

#### 香港服務業聯盟

聯盟上月的活動計有：

- 就中國最新修訂的《國際服務貿易總協定》讓步清單一事，聯盟於六月十八日向貿易署提交意見書，內容包括聯盟對財政服務業(如銀行及保險業)有關問題的看法。
- 六月二十三日就《鐵路發展研究諮詢文件》向港府提交意見書，並於同日發出新聞公布。
- 六月二十八日，資訊保障工作小組舉行會議，研究聯盟就法律改革委員會隱私權小組委員會出版的《資訊保障法例諮詢文件》所作的回應。工作小組目前正



The briefing in progress. 座談會進行中

## New Members

The Director, Brig Ian Christie, and his assistant directors briefed on 17 June new Chamber members on the organisation of the Chamber and what it could do for them. It was one of the Chamber's regular new member briefings, this time in English.

## 迎新座談會

六月十七日，本會總裁祈仕德准將及數位助理總裁向新會員簡介本會組織架構及提供的服務。這是本會定期舉辦的活動，當日的座談會以英語進行。



Simon K Y Lee, a general committee member, addresses those who attended. 理事會成員李國賢向參加者致辭

## Cocktails

A cocktail reception for prospective new members was also held on 17 June as part of a follow-up programme for a mailing campaign to recruit new Chamber members. It resulted in two additional applications to 44 received before the event and a further four after the event.

## 雞尾酒會

六月十七日，本會為有意加入本會的人士舉行雞尾酒會，這個酒會是郵遞招募運動的跟進活動。結果，除了原先的四十四份申請外，本會於酒會舉行前後再分別接獲兩份及四份申請。

- A 10-member delegation led by Mr Sha Lin, Vice Mayor of Shanghai, on 17 June.

- A seven-member delegation led by Mr Jia Zhi Jie, the Governor of Hubei province on 1 July.

Led by the Chairman of the China Committee, Mr Anthony Russell, a Chamber study mission visited Wuhan from 12-

14 July. The purpose of the visit was to study the current economic situation and investment environment in the Hubei province and to establish high level contacts in both government and business organisations.

The China Committee met on 29 June and discussed some Committee activities, including proposed missions to





## Taiwan Workshop

About 70 members attended the Chamber's Taiwan Trade and Investment Workshop on 23 June. J P Lee, chairman of the Lippo Group and Vice Chairman of the Hong Kong/Taipei Business Cooperation Committee, was the moderator and speakers included Martin Huang, Yen Kuo Rue and Ms Reechin Lo from Far East Trade Services. Discussion was about investment opportunities and import/export policies and barriers.

### 台灣貿易及投資研討會

六月二十三日，約七十位會員參加本會舉辦的台灣貿易及投資研討會，擔任評論員的是力寶集團主席暨香港台北經貿合作委員會副主席李澤培，而講者則包括遠東貿易中心的黃種雄、顏國瑞和羅麗卿。與會者討論的課題包括投資機會、進出口政策及障礙等問題。

The workshop moderator and speakers.

研討會評論員及講者



The workshop in discussion.

研討會參加者正在進行討論

## Russian executives

A group of Russian executives visited the Chamber of 5 July on an orientation tour of Hong Kong and Macau. The visit was arranged under the aegis of the Moscow International Training Centre, an organisation engaged in the training and further education of Managers from the Commonwealth of Independent States.

### 俄羅斯行政人員

七月五日，一羣俄羅斯行政人員到訪，他們此行由莫斯科國際培訓中心安排，旨在瞭解港澳兩地的環境。莫斯科國際培訓中心是一間專門供獨聯體成員國管理級人員受訓及深造的機構。

The visiting managers of the Commonwealth of Independent States. 到訪的獨聯體行政人員

Fritz Pleitgen, chairman of the Chamber's European Area Committee, chairs the meeting with the Russian executives.

本會歐洲委員會主席白金主持會議





Guangzhou and Shanghai to be held in the latter part of this year.

### Europe Committee

A meeting was held on 30 June, during which a review was made on plans for a visit to Spain and Portugal in September. It was decided that the trip be deferred until March 1994.

Visitors for the month included :

- Mr Herve Bodez and Ms Julia Lemee from Marseille-Provence Promotion, France, on 21 June.

- Mrs Terry Evans from the British Department of Trade and Industry on 29 June.

- Mr Ephraim Aviram and Ms Winkie Lui of the Israeli Consulate General on 1 July.

- A Russian delegation from the Moscow International Training Centre on 5 July.

### Pan-Africa Committee

A Committee meeting was held on 2 July, at which Mrs Christine Wong was elected as Chairman and Mr Neville Shroff and Mr M D Veer as Vice-Chairmen. Members also proposed to rename the Committee as "Arab and African Committee", subject to endorsement of the General Committee.

Having received confirmation of sponsorship from the Industrial Promotion Agency of Tunisia, the Chamber commenced the recruitment of participants to join the mission to Tunisia to be held in late September. The objectives of the visit were to explore business opportunities in the region and to establish initial contacts with the government and local business community.

The Chamber received on 12 July a 12-member delegation led by Mr C M Ushewokunze, the Minister of Industry and Commerce of Zimbabwe. The Minister briefed members on the investment environment in Zimbabwe and business



The meeting with the Zimbabwe delegation.  
津巴布韋代表團



The Zimbabwe Minister and Manohar Chugh exchange souvenirs.  
津巴布韋工商部長與文路祝交換紀念品

## Zimbabwe Minister

## 津巴布韋工商部長

The Chamber received a delegation from Zimbabwe on 12 July led by C M Ushewokunze, Minister of Industry and Commerce. The Minister briefed Chamber members on his Government's incentives for foreign investment. Manohar Chugh, a member of the Chamber's general committee, was in the chair.

七月十二日，津巴布韋工商部長 C M Ushewokunze 率領代表團到訪，並向會員推介該國政府為外國投資者提供的優惠措施。當日主持會議的是本會理事會成員文路祝。

- 著手擬定一份有關的專題研究報告。
- 六月二十八日，資訊服務委員會與前助理郵政署長、現任電訊管理局高級助理總監王錫基舉行會議，討論電話號碼編整計劃顧問研究報告，聯盟於七月十二日將有關意見書提交電訊管理局。
- 其他活動包括：
- 六月十六日，執行委員會召開會議，討論烏拉圭回合談判及聯盟各委員會的工作進展。
- 七月三日，部份從事船運業務的會員與統計處、海事處、港口發展局官員舉行非正式會議，討論如何改善貨櫃吞吐量資料的統計方法。
- 由六月二十八日開始，香港服務業聯盟的消費服務價格指數報告除了涵蓋反映

中下階層家庭消費的甲乙兩類價格指數外，亦納入了高消費家庭的消費服務價格指數。

### 香港特許專營權協會

協會經理周育珍及洗衣樂園盧炳佳於六月二十至二十一日遠赴澳洲悉尼，參加第一屆亞太區特許專營權會議。會議揭幕儀式由澳洲科學及小型企業部部長沙赫特參議員主持，總理及內閣部私營化計劃特別工作小組總監埃普萊斯博士於會議午餐會環節發表演說。參加會議的各國代表超過一百八十位，主要來自澳洲及新西蘭。多位澳洲及海外嘉賓應邀就特許經營的法律及稅務問題致辭，並與參加者分享心得。

協會委員會於七月七日召開會議，討論未來計劃及服務。除其他事項外，與會者同意出版一本會員名冊，並於明年再次在中國舉行特許經營研討會。 ■



From left: Fung Hing Wang, Stanley Ko and Dr W K Chan, Assistant Director of the Chamber's services division.

左起：馮興宏、高鑑泉、本會服務業部助理總裁陳偉章博士

## Container statistics

The HKCSI discussed on 2 July ways of improving the collection and presentation of statistics on shipping containers passing through Hong Kong. Statistics are now available on the total number of containers loaded and discharged in Hong Kong's port. The HKCSI has highlighted the importance of further classifying container throughput figures by country/port of loading, discharging, origin and destination. Stanley Ko, chairman the HKCSI's Transport/Distribution Committee, chaired the meeting. Government representatives included Assistant Commissioner for Census and Statistics, Fung Hing Wang, John Lambourn from the Marine Department and Eva Tsui of the Port Development Board's secretariat.

## 貨櫃資料統計

香港服務業聯盟(本會轄下專責服務業事務的部門)於七月二日舉行會議,研究如何改進收集及表達途經香港的船運貨櫃的資料。現時可取得的資料,是在香港港口起卸的貨櫃總數,服務業聯盟認為進一步把貨櫃吞吐量按裝箱、卸載、產地、目的地港口或國家分類十分重要。是次會議由服務業聯盟運輸/分發服務委員會主席高鑑泉主持。列席的港府官員包括統計處助理處長馮興宏、海事處代表林邦莊、港口發展局秘書處代表徐麗卿。

incentives for foreign investors.

### Shipping Committee

A meeting was held on 29 June between Shipping Committee members and representatives from the Trade Department to discuss the new Textiles Traders Registration Scheme which takes effect on 1 July.

### Hong Kong International

Mr Paul Cheng, Chairman of HKI, and a few HKI Ambassadors received Mr John Dully, Assistant Secretary General, Department of Trade and Tourism of the Irish Republican Government, on 16 June. Mr Dully was briefed on the current political and economic development in Hong Kong and its relationship with China.

A 12-member delegation from the National Council of World Affairs Organisations, led by Ms Charlotte Kennedy, Executive Director of the World Affairs Council of Oregon, USA, visited the Chamber on 2 July, after their trip to China. Useful views were exchanged on political and economic issues affecting Hong Kong at the present time and after 1997.

The Joint Associations' Working Group comprising representatives of seven leading trade/industry organisations including the Chamber, held a meeting on 7 July to discuss detailed programme for the next visit of the US Congressional staffers, which is due to take place from 30 August to 6 September. It is expected that about 12-18 staffers will be able to join the tour. As in the previous visit, the Hong Kong Government Office in Washington will assist in recruiting staffers to participate in the programme.

### Hong Kong Taipei Business Cooperation Committee

Sponsored by Far East Trade Service Inc,

## Visitors from Argentina

Rodolfo Gabrielli, Governor of the Argentine province of Mendoza, led 19 government officials and businessmen on a visit to the Chamber on 29 June. They were received by C L Kung, chairman of the Americas Committee and 18 Chamber members and staff.

### 阿根廷訪客

六月二十九日,阿根廷門多薩省政府及工商界十九人代表團到訪,團長是該省省長加夫列利。美洲委員會主席龔甲龍聯同十八位會員及行政人員予以接待。



Governor Gabrielli (standing).

加夫列利(站立者)來港尋求投資及促進貿易聯繫



the HKTBCC organised a "Taiwan Trade and Investment Workshop" on 23 June. The Vice Chairman of the HKTBCC, Mr J P Lee chaired the Workshop Session. Senior representatives from Taiwan were invited to address issues on import regulations, tariffs, economic and investment environment in Taiwan. Over 70 members and non-members attended the function.

#### Pacific Basin Economic Council

The Hong Kong Committee and the Chamber jointly extended an invitation to Mr Luis Bravo Aguilera, Vice President of Consultores Internacionales and the former Mexican Representative to the GATT, to visit Hong Kong from 6 to 10 June and to give advice on how to appeal against the imposition of anti-dumping tariffs by Mexican authorities on products of China origin. More than 42 members and non-members attended a consultation meeting on 8 June.

Assistance was given to PBEC Special Committee on Foreign Direct Investment in completing the detailed questionnaire on legal and tax considerations affecting foreign direct investments.

#### LOCAL AFFAIRS AND ECONOMICS DIVISION

The Division was extremely active during the month issuing two advisory notices to members :

- on the potential effects of the depreciation of the Chinese Yuan in early June;
- on the possible impact on China and Hong Kong of an imminent slow down in the Mainland economy.

The Chief Economist began work on the Chamber's proposed submission on the 1994-95 Government Budget as well as continuing work on several other projects. He also delivered several speeches during the month to local and visiting groups and completed a number of media interviews, including journalists from the UK, the US and Asia.

There were no meetings of Local Affairs and Economics Division Committees during the month.

#### SERVICE INDUSTRIES DIVISION

##### HONG KONG COALITION OF SERVICE INDUSTRIES

The Coalition's representational role is highlighted in the following activities :

- A paper on the CSI response to China's revised GATS offer list was submitted to the Trade Department on 18 June. The paper covers the Coalition's comments on financial services sectors, i.e. banking and insurance.
- A position paper in response to the



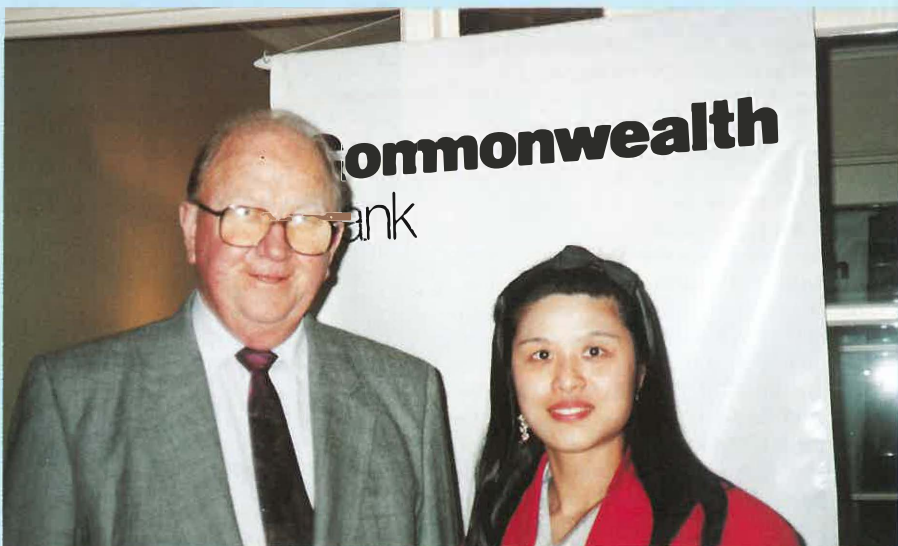
Alex Loo and Charlotte in Sydney. 盧炳佳、周育珍攝於澳洲悉尼

## Sydney Convention

Alex Loo of American Launderland Holdings and Ms Charlotte Chow, manager of the Hong Kong Franchise Association flew to Sydney for the First Pacific Franchise Convention between 20-21 June. There were 180 participants, mainly from Australia and New Zealand. In Australia, Ms Chow reports, franchising is growing at more than 12% a year. There are about 25,000 franchise families employing 200,000 people. About 22% of all merchandise sales are through franchised outlets and this is expected to rise to 30% by the turn of the century. Franchised outlets in Australia have a combined turnover exceeding Aust\$32 billion. Franchises have a good track record. Franchisees operating outlets have more than 2.5 times the survival rate of non-franchised small businesses.

## 澳洲特許專營權會議

洗衣樂園盧炳佳、香港特許專營權協會經理周育珍於六月二十至二十一日聯袂前往澳洲悉尼，參加第一屆亞太區特許專營權會議。期間與會的各國代表共約一百八十位，主要來自新西蘭及澳洲。周育珍表示，澳洲的特許經營業務每年增長超過百分之十二，從事特許經營業務的商號共二萬五千間，僱用工人二十萬名；現時透過特許經營分銷渠道出售的商品，佔所有銷售商品的百分之二十二，預計到了本世紀末，比率會增至百分之三十。目前澳洲的特許經營銷售點，每年營業總額達三百二十億澳元。以特許經營方式經營的企業，成功率較其他非特許經營形式的小企業高出二點五倍以上。



Charlotte Chow with Bryce Bell, executive director of the Franchise Association of Australia and New Zealand.

周育珍與澳洲特許專營權協會執行總監貝爾



consultative document on the Railway Development Study was submitted to the Government on 23 June. A press release was issued on the same day.

- On 28 June, the Data Protection Working Group met to consider the CSI's response to the consultative paper on data protection legislation, published by the Privacy Subcommittee of the Law Reform Commission. A position paper is now being prepared.

- On 28 June, the Information Services Committee met with Mr Anthony Wong, then Assistant Postmaster General and now Senior Assistant Director of the newly-established Office of the Telecommunications Authority (OFTA), to discuss the final consultancy report on the numbering plan for telecommunications. The Coalition's comments on the report were sent to the OFTA on 12 July.

Other activities included :

- On 16 June, the Executive Committee met to consider progress of the Uruguay Round and CSI Committees.

- On 3 July, an informal meeting was held between members of the shipping industry, the Census & Statistics Department, the Marine Department, and the Port Development Board, to discuss means of improving statistics on container throughputs.

- Beginning from its June 28 edition, the HKCSI's Consumer Services Price Index (CSPI) report now contains also the CSPI for high-expenditure households, corresponding to the Hang Seng Consumer Price Index, in addition to the CSPI(A) and CSPI(B) which represent that of low and medium expenditure groups.

## HONG KONG FRANCHISE ASSOCIATION

HKFA Manager, Charlotte Chow, and Mr Alex Loo of American Launderland Holdings Ltd attended the First Asia Pacific Franchise Convention in Sydney on 20-23 June. The Convention was opened by Senator The Hon Chris Schacht, Minister for Science and Small Business of Australia. Dr Marcus Etpl-is, Director, Privatisation Programme Task Force, Department of Prime Minister & Cabinet, spoke at a luncheon during the Convention. The Convention was well organised with over 180 participants, mainly from Australia and New Zealand. Local as well as overseas speakers were invited to address legal and taxation issues as well as share their experience in franchising.

The HKFA Committee met on 7 July to discuss the HKFA's future plan and services. It was agreed, among other things, that a directory should be published, and that another conference on franchising should be organised in China next year. ■



Governor Jia Zhi Jie and Anthony Russell, chairman of the Chamber's China Committee, who chaired the meeting.

賈志杰省長與會議主持人中國委員會主席羅素



The meeting 會議舉行中

## Hubei Governor

Jia Zhi Jie, Governor of Hubei Province, led a six-member delegation to the Chamber on 1 July. He briefed Chamber members on current economic developments in Hubei and Wuhan municipality on the Yangtze River, which is a heavy industry base and transport hub for middle China.

## 湖北省省長

七月一日，湖北省省長賈志杰率領六人代表團到訪，並向會員介紹湖北省及武漢市的最新經濟發展概況，武漢是華中的工業重鎮及交通樞紐。



# Good citizen awards

**A** piper from the Police Band, after the band's half hour performance, led the officiating guests to the stage on the main concourse of the Ocean Terminal for another Good Citizen Awards Presentation Ceremony on July 2. The officiating guests were Assistant Police Commissioner Peter Lee Lam-chuen, Chamber Director Brig Ian Christie and Fight Crime Committee member and Legislative Councillor, Rosanna Wong. The 39 recipients received cash awards worth HKD117,000 from the Fund donated by Chamber members. The recipients received their awards for helping police in cases of arson, burglary, robbery, reckless driving causing death, drugs, assault, bomb hoax and blackmail, etc. ■



The police piper leads the officiating guests to the stage.



Brig Christie presents the Good Citizens Award to one of three women among the 39 recipients.

# 7th Chamber mission

## Hong Kong is now leading investor ahead of Taiwan and France

**T**he Chamber sent its seventh mission since 1989 to Vietnam on 7-16 June as speculation grew that the United States would totally lift its trade embargo in September, since scotched in Singapore by US Secretary of State, Warren Christopher.

It was the first time a Chamber mission to Vietnam and Cambodia included the port trading city of Danang in the centre of the Vietnam coast. It was led by Shody Chow, general manager of Swire Pacific Ltd, trading division. And, it was the first time anyone reported that Hong Kong had become the leading investor in the country, ahead of Taiwan and France.

Eight Chamber members went on the Chamber's seventh business mission.

Afterwards, one of the delegates, Lewis Lau, senior marketing executive of Oceancrete Limited, wrote to the Director, Brig Ian Christie, expressing thanks to the Chamber, especially Simon Ngan (who managed the mission), for a "wonderful job done in arranging the various visits and meetings for me."

Lewis Lau said: "I was able to acquire a lot of important information and my trip was a total success. This was possible because of the superb work by Simon."

Simon, who confesses an enthusiastic personal interest in Indochina and is a veteran in terms of Indochina visits, wrote a detailed 12-page report on the business mission and took with his own camera the photographs that illustrate this article. Excerpts:

### Hanoi

On arrival in Hanoi the HKGCC business mission was received by Mdm Pham Chi Lan, Secretary General of the Vietnam Chamber of Commerce and Industry (VCCI) and officials of its international relations department.

Simon Ngan says the VCCI is a non-government organisation with branches in Ho Chi Minh City, Danang, Vung Tau and Haiphong and overseas offices in Tokyo, Bangkok, Singapore and in Germany. It has 7000 companies voluntarily registered as members and its functions are to promote and protect trade and represent the interests of its members. It handled 4,600 overseas incoming missions in 1992.

Simon Ngan says in his report Vietnam has no restrictions on expatriates brought

in to do business. Overseas applicants for representatives offices have to trade with Vietnam for two years or do trade worth a cumulative value of USD2 million. The Central Government gives preferential treatment to investments directed at the North and at the Central regions of Vietnam. Incentives include lower land rentals, labour costs and taxes.

• The business mission next visited the offices in Hanoi of the State Committee for Cooperation and Investment (SCCI) which is the licence issuing body for investment projects. It was received by Dr Pham Gia Tuan, deputy director of the Investment Transaction Centre.

Simon Ngan's report notes that investment regulations have been changed twice in 1990 and 1992 since economic reforms were introduced. The project life of an investment has been extended from 20 years to 50 years with a ceiling of 70 years.

Simon Ngan says the former practice of levying taxes on 14 different investment categories has been narrowed to four. Normal tax rate for profits is 25%. Rates of 10%, 15% and 10% are levied according to the priority given to the investment. It can vary including to com-



Doan Ngoc Dau, director of the Foreign Economic Relations department of Quangnam-Danang Province briefs the Chamber delegation.

廣南一峴港省對外經濟關係部主任 Doan Ngoc Dau 向本會代表團作簡短介紹

## 總商會七訪越南

香港已超越台灣及法國，成為越南最大的投資者

一 九八九年至今年期間，本會曾多次組團訪問越南，由於愈來愈多人推測美國將於九月全面解除對越南的貿易禁運，本會遂於六月七日至十六日組團第七度訪問越南。

是次越南及柬埔寨之行首次把位於越南沿岸的貿易城市峴港納入行程之內。代表團由太古洋行有限公司貿易部總經理周昌隆率領。

代表團獲得越南方面首次證實，香港已超越台灣及法國，成為越南最大的投資者。

本會第七次舉辦的越南商務代表團共有八名會員參加。

其後，代表團成員之一的海堅有限公司高級行政一市務推廣部劉再福致函本會總裁祈仕德准將，除了表達謝意外，更讚揚代表團負責人顏偉業「週詳地安排各項訪問行程及會議」。



**Group photograph with Dr Vu Ngoc Xuan, Director of the Industrial Department of the State Planning Committee in Hanoi.**

代表團與內河內國家計劃委員會工業部主任 Vu Ngoc Xuan 合攝



plete exemption. Corporate taxes may be refunded where profits are reinvested for more than three years. Manufacturing equipment and raw materials imported are tax-exempted.

- At the Ministry of Trade in Hanoi the business mission was received by Kim That Thang, director of the Hong Kong and Taiwan office. The Ministry now deals with foreign and domestic trade but not tourism.

The Ministry regulates imports and exports including publication of tariffs. It grants licences for setting up representative offices. It is drafting legislation for Export Processing Zones (EPZs). Imports for joint ventures and investment projects are given priority.

- The HKGCC business mission called on the State Planning Committee in Hanoi and was briefed by Dr Vu Ngoc Xuan, Director of the Industrial Department.

Simon Ngan reports prior to 1989 local industries enjoyed protection. The Government still maintains protectionist measures for certain industries and imposes high duties on complete/finished products, such as imported television sets (200%).

There is no government intervention with the pricing process. Equilibrium in the balance of trade was first attained in 1992.

Vietnam now is a net exporter of rice and this is ranked as a major economic achievement. The authorities are now targeting 1.8 million tonnes of rice for export.

The main policy objectives in promulgation of legislation are to create jobs, lower imports and increase exports, control smuggling and unnecessary spending



**Dinner hosted by Mdm Pham Chi Lan, secretary general of the Vietnam Chamber of Commerce in Hanoi.**

河內越南工商會總幹事范紫蘭女士主持晚宴

**Below: Meeting with officials of the Vietnam Chamber of Commerce and Industry in Hanoi. From left: Nguyen Duy Le, Mdm Ho Thi Huong and Mdm Nguyen Thi Dung.**

下圖：與河內越南工商會官員會面。左起：Nguyen Duy Le、Ho Thi Huong 女士、Nguyen Thi Dung 女士





## VIETNAM

劉再福在信中說：「我獲得了許多重要的資料，此行可說十分成功，這全賴顏偉業出色的聯繫工作。」

曾表示本身對印支半島有濃厚興趣的顏偉業對印支半島各國可謂老馬識途，他就是次商務訪問撰寫了一份長達十二頁的詳細報告，並在訪問期間使用自己的相機拍下了很多照片。以下是報告的摘要：

### 河內

香港總商會商務代表團抵達河內後，獲越南工商會總幹事**范紫蘭**女士及其國際關係部的官員接待。

顏偉業表示，越南工商會是個非官方組織，支部分設於胡志明市、峴港、雲頓及海防，在東京、泰國、新加坡及德國均設海外辦事處。該會共有七千個自願登記的公司會員；該會旨在推廣及保護貿易，並代表其會員的利益。一九九二年，該會共接待四千六百個海外代表團。

顏偉業在報告中表示，越南對到當地經商的海外人士並無限制，海外投資者只須與越南進行貿易兩年或累積投資總值達二百萬美元，便可申請在當地設立代表辦事處。中央政府並會給予直接注入越南北部或中部地區的投資一些優惠，包括較低的地租、勞工成本和稅率。

代表團接著拜訪了國家合作及投資委員會河內辦事處，獲得投資處理中心副主任**Pham Gia Tuan** 博士接待。該委員會專責為投資項目簽發許可證。

顏偉業在報告中指出，自實施經濟改革以來，投資規例曾先後於一九九零年及一九九二年兩度修改，投資項目的年期從二十年增加至五十年，最長可達七十年。

顏偉業稱，越南從前向十四類投資類別徵稅，但現時已縮減為四類。一般利得稅稅率為百分之二十五，但投資可根據所獲的優先次序按百分之二十、百分之十五及百分之十的優惠稅率課稅，各項投資的優惠稅率均不同，甚至完全免稅。公司若超過三年將利潤作再投資之用，便可獲退還所繳納的公司稅；此外，進口的生產設備及原料亦可免稅。

代表團在河內貿易部獲得香港及台灣主任**金必勝**接見。貿易部處理對外及本地貿易事務，但不包括旅遊業。

貿易部專責監管出入口事宜，包括頒布關稅規定，並擬與設立代表辦事處許可證。該部現正草擬出口加工區法例，合資企業及投資項目的進口可獲優先處理。

代表團亦拜會了河內國家計劃委員會，並獲得工業局主任簡介當地的工業發展情況。

報告指出，當地工業在一九八九年以前受到保障，現在，政府仍然保留對部分工業的保護措施，向製成品如進口電視機徵收高達百分之二百的重稅。

政府並無干預貨品的定價程序。越南直至一九九二年才首次達致貿易平衡，目前，



Visit to Danatronics, Danang. 參觀峴港的 Danatronics



Visit to Seafoodex processing plant in Danang.

參觀峴港的海產食品加工廠



Below: Vimex garment factory in Danang

下圖：峴港的 Vimex 製衣廠

and maintain inflation at below 10%.

Simon Ngan says Vietnam wishes to attract official development aid from Japan, Taiwan and South Korea to upgrade its port and airport facilities in Haiphong, Danang and Ho Chi Minh City. Feasibility studies are being undertaken by an United Nations agency for the construction of a highway between

Hanoi and Ho Chi Minh City, for national telecommunications developments and for water supply developments.

He reports there are also plans for the construction of a hydroelectric power station at Hoa Binh to supply much-needed electricity to the South.

There are no oil refining facilities in Vietnam. The Government has been



advised by foreign organisations not to build such facilities are there are more than sufficient refineries in the region. Vietnam thus exports crude oil and imports the refined products. The Government controls 60% of the supply of oil. The rest is left to the private sector.

### Danang

The HKGCC business mission moved to Danang on 10 June. It was met by Dong Van Tien, Director of the Danang branch of the Vietnam Chamber of Commerce and Industry.

The city of 500,000, surrounded by 11 provinces and a population of 10 million, is a trade centre for sea and agricultural products. Goods manufactured for export include garments, carpets, leather shoes, plastic consumer items and mechanical goods as well as fine arts and handicrafts. It also exports granite, marble, stone screenings and high grade silicon sand for

the production of glass.

A Malaysian company has signed a contract to develop an EPZ in the An Dong area of Danang and a licence is expected to be issued in September. The An Dong EPZ will be ready in early 1994. Other EPZs are being considered.

Simon Ngan says the Danang Provincial Government also plans to develop tourism along the coastline embracing the resort cities of Hue, the ancient Vietnamese capital, Danang, Hoi An, Dalat and Nha Trang.

He says in the industrial zone known as Hoa Khanh, Danang has its own steel mill, a fertiliser plant, and a cement factory. Four textile mills are in Danang, plus a number of electronics and garment factories. There are 5-6 representative offices with temporary licences. Full licences are expected in about six months. Sixteen licences have been issued for 12 joint ventures and four wholly-owned projects in

越南是白米的淨出口國，而這已被視為主要的經濟成就，當局的目標是每年出口一千八百萬噸白米。

頒布法例的主要策略目標是製造就業機會、減少進口、增加出口、遏止走私活動及控制不必要的開支，並將通脹率維持在百分之十以下。

顏偉業說，越南希望吸引日本、台灣及南韓的官方發展援助，以改善其於海防、峴港及胡志明市的港口及機場設施。聯合國機構刻下正就興建河內至胡志明市的公路、全國電訊發展及水利發展等事項進行可行性研究。

報告亦指出，越南計劃在和平興建水力發電廠，應付南部電力需求。

越南並無煉油設施，外國機構曾向越南政府表示，區內煉油廠過多，越南毋須興建同類設施，因此，越南現在出口原油，進口經煉製的石油產品。政府管制六成的原油供應量，餘下的由私營環節管理。

### 峴港

香港總商會商務代表團於六月十日前往峴港，獲越南工商會峴港分部主任 **Dong Van Tien** 接待。

峴港人口共有五十萬，毗鄰十一個省份，人口一千萬。峴港是一個海產和農產品的貿易中心，出口製成品包括成衣、地氈、皮鞋、塑膠消費品、機械製品、藝術品和工藝品，此外，該地還出口花崗岩、雲石、石屏及生產玻璃用的優質硅砂。

一間馬來西亞公司已簽訂合約，開發峴港安頓區的出口加工區，預期許可證將於九月發出，九四年初正式投產。其他出口加工區仍在考慮之中。

顏偉業表示，峴港省政府亦計劃在沿海一帶發展旅遊業，範圍包括越南古都順化的渡假城市峴港、會安、大叻和芽庄。

他說，峴港在和慶工業區擁有其煉鋼廠、肥料廠和水泥廠。峴港內有四座紡織廠及多間電子及成衣廠，此外，還有五至六間持臨時許可證的代表辦事處，正式許可證可望於六個月後發出。目前已有十二間合資企業及四項全資項目獲發共十六張許可證，這些企業及投資項目經營的業務包括礦業、傢俬業及裝運貨櫃生產、紡織業、拆廢船業及養魚業。

峴港亦是內陸國家老撾和泰國東北部的港口。

代表團拜會了對外經濟關係部。對外經濟關係部隸屬河內國家合作及投資委員會，該部主任 **Doan Ngoc Dau** 表示，對外經濟關係部專責廣南一峴港省的外資事宜，他正力圖吸引加工工業及與旅遊業有關的業務，以及涉及科技轉讓的煉鋼和玻璃廠和電子裝嵌廠到當地投資。

顏偉業表示，省內四分之三的地區仍以出口農產品及傳統商品為主，包括燕窩、肉桂和生絲。據他報告，由於前蘇聯不再是越南的主要貿易夥伴，目前仍有八百台日本縫

Confechmex factory, Danang.  
峴港的 Confechmex 工廠



Dinner with Danang branch of the Vietnam Chamber of Commerce and Industry.

與越南工商會峴港支部代表共進晚餐

初機遭廢置。

一間香港公司擁有投資越南養魚業的許可證，該公司購買急凍海產，然後出口往香港。峴港每年輸出約五萬噸海產，但 **Doan Ngoc Dau** 表示，輸出量多寡受到現有的航運班次和冷藏技術所限制，他估計這行業有擴展餘地。

峴港港口可容納最高五萬噸的船隻，五個碼頭的平均水深為五十米，並設有卸貨和卸油設施。

根據當地法例，非技術勞工的成本為每月三十美元，而河內和胡志明市則是每月三十五美元。租金則為每平方米一美元至十二美元不等，視乎地點和投資種類而定。投資者亦可享有兩年至四年的免稅期，視乎所投資的工業而定。

峴港的總投資額約為七千二百萬美元，人均收入約為每年三百美元，較河內和胡志明市的人均收入略高。

代表團獲安排參觀多家工廠，包括製造電視機和盒式錄音機的 **Danatronics**、生產織品的 **Confictimix**、有南韓資金參與的成衣廠 **Vimex**、產品中八成輸往日本、餘下則分銷往香港、新加坡、澳洲和西歐的 **Seafoodex**、越南最大型塑膠消費品製造及包裝廠、峴港塑膠廠、以及生產建築用鋼枝的峴港煉鋼廠。

#### 胡志明市

代表團於六月十四日轉往胡志明市，獲越南工商會國際關係部主任 **Ho Thi Huong** 女士及多位官員接待。

顏偉業指出，胡志明市共有九十個香港投資項目，另有三百間外國註冊的代表辦事處和一百間尚未有許可證的代辦處。香港的投資項目大部分為酒店業、塑膠業、食品加工業和成衣／紡織業的中小型企業。

他說，胡志明市的生活費用較越南其他地區高出約一半，但該市佔全國貿易總額四成。在當地設立辦事處的每月主要開支為辦公室租金二千至六千美元、秘書薪金三百五十至六百美元和當地經理薪金六百美元。

顏偉業說，在乾旱季節，停電時有發生，而電力會輪流分配予各停電區，因此，市內大部分工廠和企業均設有其發電設施。出口加工區的企業各自設發電系統，故此，並不存在電力供應短缺問題。

代表團接著參觀胡志明市的對外貿易銀行（越南商業銀行），聽取副行長 **Vo Phung Thao** 作簡短介紹，並與人民委員會副主席 **Pham Chanh Truc** 會面。

根據顏偉業的報告，基礎設施落後、失業率偏高等，是越南的主要問題。當地市區人口為四百五十萬，其中一百九十萬人介乎工作年齡，但失業人數高達三十萬。

他表示，越南政府已發出二百五十個許可證予外商，其中百分之十六經營全資擁有企業，約百分之三十至三十五的外資項目位於胡志明市，該市的港口平均每年處理六百萬立方噸貨物和五千個二十呎標準貨櫃。



**Shody Chow with Vice Chairman of the People's Committee in Ho Chi Minh City, Pham Chanh Truc.**

周昌隆與胡志明市人民委員會副主席 **Pham Chanh Truc**



**At the Investment Transaction Centre of the State Committee for Cooperation and Investment in Hanoi. Meeting with Dr Pham Gia Toan (centre).**

代表團於河內國家合作及投資委員會投資處理中心內會晤 **Pham Gia Tuan** 博士（中）

mining, furniture and shipping containers production, textiles, ship-breaking and fish culture.

Danang is the port for land-locked Laos and north-east Thailand.

• The HKGCC business mission called on the Foreign Economic Relations Department, which reports to the State Committee for Cooperation and Investment in Hanoi. Its Director, Doan Ngoc Dau, says the Department is responsible for foreign investment in the Quannam-Danang province. He is looking for processing industries and tourist-related businesses, steel and glass enterprises involving technological transfers and electronic assembly plants.

Simon Ngan says three-quarters of the province is devoted to agriculture and traditional exports include birds' nests, cinnamon and raw silk. He reports 800 Japanese sewing machines have been lying idle since the former USSR ceased to

be Vietnam's major trading partner.

A Hong Kong company has a licence to invest in a fish culture project. The company is buying frozen marine products for export to Hong Kong. Danang exports about 50,000 tonnes of marine products each year. But Doan Ngoc Dau says the amount processed for export is limited by available shipping and refrigeration. He wants to see expansion.

The seaport accommodates ships up to 50,000 dwt. Average depth is 50 metres at five piers, including facilities for loading and discharging oil.

The cost of unskilled labour is USD30 a month under local legislation compared with USD35 in Hanoi and Ho Chi Minh City. Rents are said to vary from USD1-12 a square metre according to location and type of investment. Between 2-4 year tax holidays are granted investors depending on the industry.

Total investment in Danang is estimat-



ed at USD72 million. Per capita income is about USD300 a year, higher than the average in Hanoi and Ho Chi Minh City.

• The HKGCC business mission was taken on a number of factory visits to Danatronics, making TV sets and cassette players; Confictimix, producing fabrics; Vimex, with South Korean interests producing garments; Seafoodex, with 80% of its output exported to Japan and the balance to Hong Kong, Singapore, Australia and Western Europe; Danang Plastic Factory, largest in Vietnam making plastic consumer goods and packaging; and, Danang Steel Mill, producing steel rods for construction.

### Ho Chi Minh City

The Chamber business mission moved to Ho Chi Minh City on 14 June and was welcomed by Mdm Ho Thi Huong, Director General of the VCCI international relations department and other officials.

Simon Ngan reports there are about 90 Hong Kong investment projects in the City, an estimated 300 registered representative offices and an additional 100 without a licence. Hong Kong investments are mostly small-medium size in the hotel trade, plastics, food-processing and garments/textiles.

He says the cost of living is about 50% higher than other parts of Vietnam. But Ho Chi Minh City accounts for 40% of the country's total trade. Major monthly costs of setting up an office are USD2,000-6000 for office rental, USD350-600 for a secretary and USD600 for a local manager.

Blackouts are frequent in the dry season and electricity rationed on a rotating basis in blackout areas. As a result most operations in the City have their own generating sets, says Simon Ngan. The problems of electricity supply do not exist in EPZs because they are equipped with their own generating systems.

• The business mission went to see the Bank of Foreign Trade (Vietcombank) in Ho Chi Minh City and was briefed by Vo Phung Thao, deputy director. It also met Pham Chanh Truc, vice chairman of the People's Committee.

Simon Ngan reports Vietnam's major problems include poor infrastructure and high unemployment. Unemployed are estimated at 300,000 in an urban population of 4.5 million of whom 1.9 million are of working age.

He says about 250 licences have been issued to foreign investors, of which 16% are wholly-owned enterprises. Between 30-35% of foreign investments are in Ho Chi Minh City. The port handles an average six million metric tonnes of cargo and 5,000 TEUs a year.

Simon Ngan says Vietnam plans to ap-



A group picture of the members of the Vietnam Chamber of Commerce and Industry.

越南工商會成員合照

ply for observer status with GATT, with an eye to eventually becoming a full member. It has approved so far this year 110 projects with a total investment of USD1.65 billion, twice the amount authorised in the same period of last year.

He says French aid in 1992 was USD47 million. It made France the third donor after Japan and Sweden. The visit of French President Francois Mitterrand to Vietnam and Cambodia last February is expected to bolster bilateral commercial links. French companies are the third largest investors after Hong Kong

and Taiwan.

Simon Ngan also records in his report that on 14 December 1992, then US president George Bush authorised partial relaxation of the US trade embargo against Vietnam by permitting US companies to set up offices and sign contracts, though these contracts cannot be fulfilled until the total lifting of the embargo.

### Problems

Simon Ngan, in concluding his report, says that the main obstacles to development and trade in Vietnam are:

顏偉業說，越南計劃向關貿總協定申請觀察員資格，期望最終可成為正式會員。今年直至目前為止已批准一百一十個投資目，總投資額達十六億五千萬美元，較去年同期批核的投資多一倍。

他表示，一九九二年法國給予越南的援助金額為四千七百萬美元，成為日本和瑞典之後第三大援助國家。今年二月，法國總統密特朗曾訪問越南和柬埔寨，預期可促進法國的雙邊貿易聯繫。法國公司是繼香港和台灣之後越南第三大投資者。

顏偉業在報告中又指出，美國前總統布殊於一九九二年十二月十四日批准放寬對越南的貿易禁運，容許美國公司在越南設立辦事處及簽訂合約，但這些合約必須到貿易禁運全面解除後方可履行。

#### 問題有待解決

顏偉業在總結報告時表示，越南的發展和貿易面對的最大障礙計有：

一、司法制度不完善

二、基礎設施殘舊落後

三、美國貿易禁運

四、貪污情況嚴重

他說，除了這些問題以外，越南國內投資項目的商業融資亦存在問題。由於缺乏當地貨幣的貸款，投資者需尋求海外融資。

「越南的司法制度並不完善，外資亦不得擁有土地，令貸款申請人無法利用房地產作為抵押，海外商業銀行均不願意貸款予這些外資。即使成功獲得貸款，由於當地貨幣『盾』不能與外國貨幣兌換，償還外幣貸款便較為困難。」

顏偉業表示，越南需要面對的長遠問題包括：

一、人口增長；

二、資源耗盡，環境惡化；

三、體制發展。

「體制發展現存的問題包括：決策權集中在河內；決策資料不足；政策執行方法統一，欠缺靈活性；缺乏有效的分配機制。」■

- i) An inadequate legal system
- ii) A decrepit infrastructure
- iii) The US trade embargo
- iv) Rampant corruption.

He says: Added to that are the problems of commercial funding for projects in the country. As loans in the local currency are not available, investors have had to look for financing overseas.

“Overseas commercial banks are reluctant to lend because of the undeveloped

legal system and the ban on foreign ownership of land, which prevents a loan applicant for using real estate as collateral. Even if such loans were available, repayment of foreign currency loans are made difficult by the nonconvertibility of the local currency unit, the dong.”

Simon Ngan says longer term problems faced by Vietnam are in the areas of:

- i) Population growth;
- ii) Resources depletion and environ-

mental deterioration; and,

- iii) Institutional aspects of development.

“Among the institutional development problems are the centralisation of decision-making power in Hanoi; an inadequate information base for decision-making; the uniform application of policies without taking diversity into account; and, the lack of efficient distribution mechanisms.” ■

## Focus on HK-China relations

**M**embers of the US-based National Council of World Affairs Organisations received a solid briefing on Hong Kong-China relations from Chamber members on July 2.

The high-level delegation from the American international affairs group showed a lively interest in the state of relations with China, having just returned from a visit to the Mainland.

The meeting was chaired by the Chamber Director, Brigadier Ian Christie, with

a strong attendance from North American Committee members of the Chamber.

Brigadier Christie outlined the operations of the Chamber to the visiting delegation before opening the meeting to general discussion.

Sino Land Chairman, Mr Robert Ng, gave the visitors a thorough briefing on Hong Kong-China relations and Chief Economist, Ian K Perkin, briefed delegates on the outlook for the economy and business.

Mr Hilton Cheong-Leen spoke of his confidence in

the future of Hong Kong-China relations, as did Mr Bill Blaauw and Mr Jurgen Kracht.

Delegation head, Ms Charlotte Kennedy, explained the role of the National Council of World Affairs and the group's interest in developments in the China-Hong Kong relationship in the run-up to 1997.

Several members of the delegation also expressed interest in the prospects for doing business in China, via Hong Kong, especially the prospects for small to medi-

um sized companies.

But they also suggested there are some concerns in the US about the economic tightening emerging on the Mainland and the prospects for political stability in the years ahead.

Ms Kennedy is the Executive Director of the World Affairs Council of Oregon.

Other members of the delegation included representatives of State World Affairs Councils from Maine, Indiana, Ohio, Massachusetts, Michigan, Minnesota and Rhode Island. ■

## 中港關係備受注目

**美**國世界事務組織國家委員會代表團於七月二日到訪，聽取會員分析港中關係。

這個美國高層代表團剛結束訪華行程，團員對港中關係興趣十分濃厚。

當日主持會議的，是本會總裁**祈仕德准將**，出席的會員大部分來自本會北美洲委員會。

正式進行討論前，祈仕德准將首先向代表團介紹本會的工作。

接著由信和置業有限公司主席**黃志祥**為

眾位訪客透徹地分析目前的港中關係，而本會首席經濟學家**冼柏堅**則就香港經濟及工商業前景發言。

**張有興**於會上表示，他對港中關係前景充滿信心，與會的**包偉能**、**葛友勤**均對此表示贊同。

代表團團長**肯尼迪**女士向會員介紹美國世界事務組織國家委員會的工作，並且表示對九七過渡期的港中關係甚感興趣。

代表團另外幾位成員均表示有意透過香港到中國發展業務，他們希望瞭解國內中小

型企業的前景。

另一方面，他們又指出，美國頗為關注經濟緊縮措施對中國的影響，以及未來數年中國的政治形勢。

肯尼迪女士是美國世界事務委員會俄勒岡州支會的行政總監。

代表團其他成員分別來自緬因州、印第安納州、俄亥俄州、麻省、密芝根州、明尼蘇達州、羅茲羣島的美國世界事務委員會支會。 ■



Chamber meeting with US-based National Council of World Affairs Organisations.

本會與美國世界事務組織國家委員會代表團舉行會議





Seminar on retailing in Guangzhou.  
廣州舉行的零售業研討會

## Record interest

### Small and Medium Enterprises Committee inspects economic environment

**A** record 40 delegates went on the Chamber's second mission this year to the Pearl River delta on 14-17 June.

The mission was organised by the Small and Medium Enterprises Committee and led by its Chairman, Denis Lee, managing director of Kingscore Industrial Ltd.

The four-day mission covered Changping, Dongguan, Guangzhou, Huaxian, Nanhai and Panyu. A seminar on retailing in South China was held in Guangzhou.

Connie Hui, who managed the mission, said in her report: "In the past decade manufacturers in China were mainly export-oriented. As consumption power (disposable income) of the coastal region population, in particular the Pearl River delta, grows substantially with the economy, established or potential manufacturers are much interested in breaking into the domestic markets.

"Therefore... the mission aimed to inspect the economic environment and

study the manufacturing sector, with reference to the operation of small and medium sized ventures, as well as look into the domestic retail situation of the region."

Yang Mie, who retired to Hong Kong a year ago from the position of Deputy Di-

rector of the Economic Commission in Guangdong Province specialising in setting up industries, was invited to accompany the mission as a special adviser.

- The Chamber mission first visited Changping on their main railway line between Hong Kong and Guangzhou. Changping is part of Dongguan Municipality that was declared an industrial satellite town in 1986. It now has a population of 150,000 but only 60,000 are permanent residents. The rest of the population is industrial labour coming from other areas.

Connie Hui reports more than 1,000 private enterprises and 3,000 sole proprietors and group enterprises are established in Changping. It is expected to be the southern terminal of projected new main railway lines and to have a new railway station.

Encouraged by this development, the property market is booming. At least 31 building projects are now being developed. The town is expected to expand from 4.5 sq km to 20 sq km.



Denis Lee mission leader exchanges souvenirs with the Mayor of Dongguan, Ye Yao.  
考察團團長李榮鈞和東莞市市長葉耀交換紀念品



# 珠江考察團反應熱烈

中小型企業委員會組團考察珠江三角洲經濟環境，瞭解當地製造業及零售業近況

本會於六月十四至十七日舉辦今年第二個珠江三角洲考察團，參加的會員共四十位，打破近年參團人數紀錄。

考察團由中小型企業委員會籌組，團長是勁億實業有限公司董事長李榮鈞。

為期四天的考察活動，目的地包括常平鎮、東莞市、廣州市、花縣、南海市及番禺市。考察團於廣州市參加一個研討會，主題是華南零售業。

隨團出發的國際事務部副經理許仲瑩在報告中指出：「過去十年，中國製造商多以出口為主，隨著沿岸（特別是珠江三角洲）人口的消費力（可用收入）與經濟發展同步大幅增長，已設廠或有意設廠的商人都希望進軍內地市場。

「因此……考察團的目標是瞭解當地經濟環境和製造業發展，特別是當地中小型企業和以內銷為主的零售業發展近況。」

廣東省經濟委員會前副主任楊適應邀擔任考察團的特別顧問。

本會考察團首次乘坐港穗火車前往常平鎮。常平鎮屬東莞市管轄範圍，一九八六年宣布成為工業衛星城市，現時人口十五萬，但其中只有六萬是當地人，其餘是外省勞工。

許仲瑩稱，常平鎮共有私營企業一千多間，另個體戶和集體企業三千餘。預計該鎮會成為日後主要鐵路幹線的南部總站，該鎮計劃興建一個新的火車站。

由於受到這項發展的刺激，常平鎮的地產市場日益興旺，目前正在發展中的建築物最少有三十一幢。市鎮的面積會由現時的四點五平方公里擴展至二十平方公里。

考察團在常平鎮參觀了堅達玩具廠，又到石龍鎮參觀通達服裝皮具有限公司。

其後，考察團轉往東莞市，與該市市長葉耀及多位市政府官員共進晚餐。東莞市由四區二十九鎮組成，人口一百三十三萬六千。

許仲瑩說，東莞是中國經濟增長最快的地區之一，現時向外商提供稅務及經商優惠。東莞市共有加工及裝嵌工廠七千間，其中大部分從事製造業及補償貿易。截至現時為止，估計該市累計吸納了外資九億七千萬美元。一九九二年，東莞市的生產總值達二百零八億元人民幣，市政府收入八十一億元人民幣。

當地房地產及零售業市場增長凌厲。考察團參觀附屬於東莞百貨公司的運河商場；



The Chamber mission with Liang Fuzhao, vice mayor of Nanhai City.  
考察團與南海市副市長梁福劍合照

At the Guangzhou Zhaowei Garments factory, a joint venture with Japanese capital.

考察團參觀中日合資的廣州昭威製衣廠



自一九八二年起，運河商場的營業額每年均有百分之三十三的大幅增長。運河商場與港商合作，生產成衣、文具、家庭用品等等作零售及出口用途。考察團參觀了其中一間名叫富榮五金塑膠有限公司的工廠。

東莞正在擴充市內三間發電廠，並且興建四條主要高速公路及四條環迴公路。

考察團前往廣州途中，參觀了荔灣區廣州昭威製衣廠。荔灣是廣州最早期的工商業區，專門從事輕工業生產，例如成衣、針織、玻璃器皿等。中國貿促會廣東分會於當地設晚宴歡迎考察團。

翌日，考察團前往位於廣州市以北三十公里的花縣。花縣於一九八七年底劃入珠江三角洲經濟區，現有居民五十一萬，今年十月，花縣更升格為城市，並且易名為花都

市。廣州新的國際機場將於花都市興建。

考察團參觀廣州最大的百貨公司南方大廈，接著出席一個由廣州商業管理委員會主任陳棠主持的零售業研討會。

許仲瑩稱，考察團於六月十七日參觀南海市及雅確手錶廠。南海市人口九十五萬，轄區內共有十八個縣，一九九一年，全市生產總值達五十二億元人民幣，現時有外資企業一千三百多間，主要工業計有汽車、紡織、機器、五金、建材、電器用品等等。

南海市致力發展運輸、電力、電訊及其他城市及海港基建，羅村鎮的佛山機場便是其中一例。南海市希望本世紀前，當地生產總值翻一番至一百八十億元人民幣。

考察團返港前參觀了祁福新村及番禺的友利玩具廠。



In Changping the delegation visited Kin Tak Toys factory and went on to Shilong to visit Tong Da Fashion Leather Goods Co Ltd.

The mission then went to Dongguan to dine with Mayor Ye Yao and officials of the municipality with four main districts and 29 towns with a population of 1,336,000.

• Connie Hui says Dongguan municipality offers tax and trade concessions to foreign investors and is one of the fastest growing regions in China. It has 7,000 processing and assembly plants undertaking manufacturing and compensation trade. Accumulated foreign invested funds are estimated at USD970 million. In 1992 Dongguan's GDP reached RMB20.8 billion and municipal income, RMB8.1 billion.

Real estate and retailing are growing substantially. The delegation visited Canal Bazar, a subsidiary of the Dongguan Department Store, where sales volume has been growing 33% a year since 1982. Canal Bazar cooperates with Hong Kong investors in manufacturing garments, stationery, household necessities, etc. for both retail and export. The mission went on to visit one such factory; Fu Wing Metalware and Plastics.

Dongguan municipality is expanding three of its power plants and building four key highways and four circular roads.

• The mission visited Guangzhou Zhaowei Garment Factory in Liwan district on its way into Guangzhou. Liwan is historically the commercial and industrial district of Guangzhou and specialises in light industries such as garments, knitting and glassware. CCPIT Guangdong sub-council hosted a welcoming dinner for the delegation.

Next day the delegation went to Huaxian, 30 km north of Guangzhou, part of the Delta open economic zone since the end of 1987. It has a permanent population of 510,000. Huaxian is being upgraded to a municipality and renamed Huadu in October. Guangzhou's new international airport will be built at Huadu.

The mission inspected Nan Fan Da Sha, the biggest department store in Guangzhou before joining a seminar on retailing hosted by the Director of the Commercial Administration Commission, Chen Tang.

• Connie Hui reports the delegation visited Nanhai City and the Accord Watch factory on June 17. Nanhai City has a population of 950,000 and 18 counties under its jurisdiction. In 1991 its GDP amounted to RMB5.2 billion. More than 1,300 foreign funded enterprises are operating in the city. Industries include, automobiles, textiles, metalware and machinery, building materials, electrical appliances, etc.



Yau Lee Toys factory at Panyu.  
番禺友利玩具廠



Briefing on Huxian, which is to be upgraded to a municipality and renamed Huadu in October.  
考察團於花縣參加一個座談會。花縣將於今年十月易名為花都市

**Chen Pinghan, secretary of Changping Committee of the Dongguan Municipality, briefs the delegation on economic development, including the tertiary sector.**

東莞市常平鎮委員會書記陳炳翰向考察團介紹當地經濟發展，例如第三產業等



Nanhai City has put emphasis on the development of transport, power supply, telecommunications and other infrastructure in its towns and harbour. Foshan Airport is located in Luocun Town, in Nanhai. It aims to increase its GDP

two-fold by the turn of the century to RMB18 billion.

The delegation visited Clifford Villas, a real estate development, and the Yau Lee Toys factory in Panyu before returning to Hong Kong. ■



# Call for more details

## Prudence urged in planning and financing Western Corridor Line

The Hong Kong Coalition of Service Industries (HKCSI), the services arm of HKGCC, has called for more details from Government on its proposed HKD23.1 billion Western Corridor rail line to serve the Western NT, Kwai Chung container port and more through trains from Guangzhou.

The HKCSI was responding to publication of the Government's public consultative document on its most recent Railway Development Study. It began by welcoming the consultative document.

The HKCSI said: "A project of such a magnitude requires the exercise of the utmost prudence in its planning and financing. The Government should provide an explanation on how the HKD23.1 billion estimate is arrived at. To a large extent the actual amount required will depend on the number, size and nature of the terminals and stations along the line. Such details should be provided and subject to closer scrutiny."

"Presumably, most of the Western Corridor will be built on existing Country Park land, which belongs to the Government. However, some part of the line may



How TEUS will be loaded on trains on the Western Corridor line to the container port.  
列車將使用西部走廊鐵路把貨櫃運往碼頭

cut across private land thus requiring land resumption and compensation to landowners. A major consideration in the financing of the Western Corridor is therefore:

i) the extent to which land resumption is required, both along the line and in the

planned stations/terminals;

ii) the estimated cost involved in land resumption;

iii) whether compensation for land resumption would be paid by the government or the developer.

"To enable an assessment of the pro-

## 盡快興建港口鐵路

港口鐵路線的興建成本估計高達二百三十一億港元，進行規劃及籌集資金時必須審慎

香港服務業聯盟(本會轄下一個專責服務業的部門)促請政府公開更多與西部走廊鐵路有關的資料。建議中的西部走廊鐵路行走新界西部，連接葵涌貨櫃碼頭，可供開辦更多港穗直通車班次。該項工程預計耗資二百三十一億港元。

聯盟對港府最近公布的《鐵路發展研究公眾諮詢文件》表示歡迎。

聯盟指出：「這項工程規模龐大，進行規劃及籌集資金時必須極度審慎。港府應解釋如何計算出二百三十一億元的估計數字。很大程度上，實際數字會視乎鐵路沿線的貨站和車站數目、規模及性質而定，有關資料應予公開，並接受密切監察。

「正常情況下，西部走廊將於港府擁有的郊野公園土地上興建，然而，鐵路幹線的部分可能會橫跨一些私人物業，因而需要向業主徵用土地及作出賠償；因此，西部走廊

工程在籌集資金時需要考慮以下因素：

○徵用土地的面積，包括沿線鐵路及計劃中的車站／貨站所需用地；

○徵用土地的估計成本；

○徵用土地涉及的賠償應由港府或發展商負擔。

為了評估工程融資的可行性，我們建議政府公開更多有關上述幾方面的資料。」

服務業聯盟就港府的諮詢文件作出了六點回應，意見書開宗明義指出，聯盟只會就建議中一些與工商界息息相關的問題作出評論。意見書又強調，良好的運輸基建對經濟發展及改善生活質素十分重要。

「若要保持現有的高度經濟繁榮，香港有需要興建一個足以應付廿一世紀所需的運輸基建系統。港府進行鐵路發展研究，象徵著香港已朝著這方向邁出了重要的一步。

意見書第二點稱：「從保持香港作為華南主要服務業經濟區的角度看，鐵路發展研究中最重要建議，應是連接羅湖和葵涌貨櫃碼頭的港口鐵路線。

「隨著國內經濟起飛，多項重要的運輸

基建計劃亦相繼展開，例如貫通華南華北走廊的新鐵路、珠江三角洲的主幹線等；此外，蛇口及鹽田港的發展，亦會加速中國貨櫃運輸業的發展。毫無疑問，中國進出口運輸服務的發展潛力非常優厚。

「作為一個服務業經濟實體和中國的主要交通樞紐，香港必須把握這個機會。港口鐵路線落成後，每年單向的吞吐量可達一百萬個標準貨櫃單位，對中港貨櫃運輸作用巨大。這條鐵路線有助保持香港作為通往中國的門戶的地位，同時更有助加速中國運輸基建發展，特別是鐵路及港口方面。長遠來說，我們希望運載貨櫃的列車可直通北京和香港兩地，並且與一個來往珠江三角洲、中國及世界各地的現代化綜合貨運網絡結合。

「港口鐵路線是這個現代化綜合貨運網絡的重要一環，應該盡早於公元二千年前完成。」

意見書又稱，西部走廊的客運和貨運發展不應互有衝突。

「我們希望港府保證，貨運幹線的運貨量和效率不會由於要滿足客運需求而受到影



ject's financial viability, we recommend that more information should be made available."

In a six-point response to the consultative paper, the HKCSI began by saying it would restrict its comments to proposals affecting the commercial sector. It said adequate transport infrastructure was an important element in maintaining the health of the economy as well as enhancing the quality of life.

"To remain the highly successful economy that it is today, Hong Kong needs to have a transport infrastructure that will last well into the 21st century. The Railway Development Study (RDS) signifies an important step in that direction."

In the second of its six points the HKCSI said: "From the point of view of maintaining Hong Kong as the leading service economy of South China, the most important of all the RDS proposals is the Port Rail Line, which will link Lowu with the container terminals at Kwai Chung.

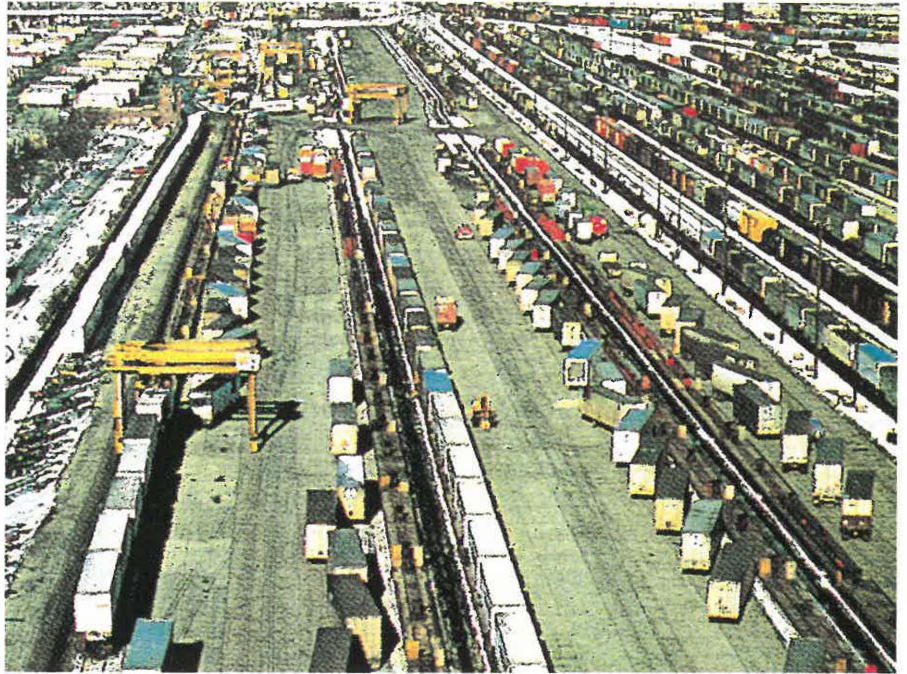
"With the remarkable growth in its economy, China's transport infrastructure is undergoing major improvements. This includes new railway lines along the north-south corridor, as well as trunk lines serving the Pearl River Delta. At the same time, the development of the ports of Shekou and Yantian will hasten the process of containerisation in China. The opportunities for transport services into and out of China will be very great indeed.

"As a service economy and major transport hub for China, Hong Kong must be ready to take these opportunities. The Port Rail Line, with its capacity of one million TEUs each way per year, will cater for the increasing China-Hong Kong cargo traffic. It will help maintain Hong Kong as China's main gateway, as well as facilitate the development of China's own transport infrastructure, including its railways and ports.

"In the longer term, we would like to see container trains running directly between Beijing and Hong Kong and connecting with a modern, integrated freight transport network that links the Pearl River Delta with other parts of China and with the rest of the world. The Port Line is a vital component in this modern, integrated freight transport network. It should be brought to fruition as early as possible and before the year 2000."

Another point which the HKCSI makes is that it is important that the passenger and freight components of the Western Corridor Line should not conflict with each other.

"We would like an assurance that the capacity and effectiveness of the freight line would not be compromised by com-



Artist's impression of the container marshalling yard at the border.

畫家筆下的邊境貨櫃調車場

petitive usage with the passenger lines," the HKCSI says in its submission.

Given its economic integration with China, Hong Kong's transport infrastructure should not be developed in isolation, the HKCSI says in its fifth point.

"Full account should be taken of the development of corresponding rail links in China, its pace of electrification and containerisation, as well as modernisation of border operations. All these require consultation and coordination with the appropriate Chinese authorities.

"In the current proposal, the freight line will connect with Lowu, while one of the passenger lines will be connected to Lok Ma Chau crossing. As Lowu is already a very congested border point, consideration should perhaps be given to extending the freight line to also the Lok Ma

Chau crossing — again coordination with the Chinese side will be required."

In its sixth and final point the HKCSI suggests in view of the faster-than-expected growth rate of the port, the Port Rail Line to Lantau should be given a higher priority.

"The Kwai Chung area, where the Port Rail Line will terminate is subject to extremely heavy traffic demands. The Port Rail Line terminus must therefore be connected to a right network which will meet the transport needs of Kwai Chung, Tsing Yi and the future Lantau Terminal.

"The consultative document suggests that the rail link to the Lantau port will be developed as a long-term project. In view of the faster-than-expected growth rate of our port, the Port Rail Line to Lantau should be given higher priority." ■

響。」

意見書第五點認為，香港和中國的經濟關係異常密切，因此香港絕不應獨立進行運輸基建發展規劃。

「興建港口鐵路線前，香港必須充份顧及中國有關鐵路接駁、電氣化、貨櫃化、邊境運作現代化等方面的發展步伐。這些方面均須與中國有關當局進行磋商及協調。

「根據建議，貨運線將通往羅湖，而其中一條客運線則連接落馬洲邊境通道。鑑於羅湖的過境交通已經十分繁忙，港府應考慮把貨運線同時伸展至落馬洲邊境通道；同樣，這構思亦須與中國有關當局磋商。

「葵涌區是港口鐵路線的終點站，預計交通流量會非常巨大，因此，港口鐵路線的終站應接駁一個運輸網絡，以應付葵涌、青衣及日後的大嶼山貨運站的運輸需要。

「諮詢文件認為通往大嶼山的港口鐵路線應是一項長遠計劃，但鑑於香港港口的發展速度較預期中的為高，興建通往大嶼山的港口鐵路線實在急不容緩。」 ■

# No more private matter

## A look into the future of information privacy

It is 1995. The recommendations of the Privacy Subcommittee of the Law Reform Commission, as detailed in its consultative document published in 1993, have all been made statutory.

The Chamber's Administration Manager is worried. He has just been appointed the Chamber's "data controller". As required by law, every company in Hong Kong has to appoint a data controller to coordinate compliance with its data protection duties. (This requirement is detailed in paragraph 13.27 of the original consultative document published in 1993; references hereinafter will be to paragraphs in the same document.)

He is worried because he does not know what will happen to him if his colleagues in the six Chamber divisions breach the data protection law. (The Chamber had five divisions in 1993; in 1995 it created a new division to coordinate the work of the other five divisions.) Whereas his duties as data controller have been specified, his liabilities have not.

It was originally intended that the appointment should go to the recently promoted Assistant Executive Officer, who has been a clerk with the Chamber for twenty years. Some people have suggested that the AEO might be too junior, but since the data protection law only requires that an "officer" be appointed, the Chamber has seen no problem to that. Unfortunately, the AEO decided to emigrate to the British Virgin Islands, which recently offered permanent residence to all BN(O) passport holders; so the job landed back to the Admin Manager.

One of the first things the Admin Manager has to do is to complete a "declaration" on all personal data the Chamber holds. Every business in Hong Kong has to do the same (para 10.12).

There are two parts to the declaration. The first part is comparatively easy: He has to complete a new Business Registration Form giving his name as "Responsible Officer", and answering "YES" to the question - "Is data being held in your company?" (para 10.15).

The second part is more complicated. The Chamber has to detail the following in a supplementary form (para 13.12):

- the purpose for which the data are kept;
- the content of data contained in the classes of record, including any sensitive

*A few months ago, the Privacy Subcommittee of the Law Reform Commission published a consultative document on "Reform of the Law Relating to Information Privacy", which sets out the Subcommittee's recommendations on future legislation on data protection. Chan Wai Kwan, the Chamber's Assistant Director - Service Industries, takes a futuristic look at how the Chamber will be affected if the recommendations become law.*

content;

- the classes of individuals about whom records are kept;
- to whom the data are usually disclosed;
- the name and address of the person (the responsible officer) who can provide information to data subjects about access to their personal data;
- countries to which personal data are exported to.

## 隱私權法面面觀

數月前，法律改革委員會隱私權小組委員會發表了一份題為《有關資訊隱私權的法律改革》的諮詢文件，詳述小組委員會就資料保障法例所作的建議。本會服務業部助理總裁陳偉羣預測建議成為法例後本會可能受到的影響。

(現在是一九九五年。法律改革委員會隱私權小組委員會九三年諮詢文件內詳述的建議已經通過成為法例。)

本會行政經理一臉愁容，因為他剛被委任為「資料控制人員」。根據法例，香港每家公司均須委任一名資料控制人員，負責統籌一切遵守資料保障責任的工作。(這項規定詳列於一九九三年諮詢文件原文第 13.27 段。)

他愁眉不展，只因為不知道一旦本會六個部門的同事違反了資料保障法例，他要承擔甚麼後果。(本會在一九九三年原本只有五個部門，九五年增設一個，專責統籌其他五個部門的工作。)法例雖然確定了資料控制人員的職務，但並無確定其責任。

Since the data protection law applies to "personal information contained in an organised collection of data in whatever form" (para 8.28), it covers almost every aspect of the Chamber's operations: membership records, list of overseas delegations, participants of seminars, committee membership, etc - whether or not the data is kept in a computer database. Thus the list of overseas visitors from Azerbaijan will count, and so will personnel records of all employees kept by the Chamber's Human Resources Manager.

For a brief moment the Admin Manager has thought he might be able to avoid this all: The law states that "non-profit making bodies should be exempted from the obligation to furnish a copy of their declaration to the data protection authority, provided the data relate only to their members and are not communicated to third parties" (para 15.7). No wonder there are so many new non-profit making bodies in Hong Kong. Then he decided

原來的構思是委任剛獲提升的助理行政主任為資料控制人員，這位助理行政主任在本會任職文員達二十年，有人認為她的職位太低，難以勝任「資料控制人員」一職，但由於資料保障法例只要求委任一名「高級職員」，本會不認為這做法有任何問題。可惜，英屬處女島最近給予所有持英國(海外)公民護照人士永久居留權，這位助理行政主任決定舉家移民。「資料控制人員」的重任又再次落在行政經理肩上。

行政經理其中一項首要任務是填寫一份聲明書，詳述本會備存的私人資料，本港所有公司及機構均須作出同樣聲明(第 10.12 段)。

聲明書分兩部分。第一部分較為簡單，他只需填寫一份新的商業登記表格，在「負責職員」一欄填上自己的名字，然後在「貴公司是否存儲任何資料？」的問題後面選擇「是」(第 10.15 段)。

第二部分則較為複雜。本會需在補充表格上詳述以下內容：

- 儲存資料的目的
- 各類紀錄資料的內容，包括敏感性資料的內容
- 資料所屬人的類別



to forget about it. There is no way that the Chamber's data is not communicated to third parties. It is the Chamber's role to communicate between its members and third parties.

As he sets about the onerous task of compiling the declaration, he is somewhat surprised to find that the declaration he submits will not be subject to approval by the Privacy Commissioner. It is required merely for the purpose of "notification" (para 10.12). In other words, it is meant only to be kept as record; its accuracy will not be checked. The declarations thus collected will be open to access by the public in case of complaints, but the likelihood is that the vast majority of the cases may never be cause for any complaint.

In addition to compiling the declaration, the Chamber has to pay a \$100 levy to the Privacy Commission, as does every

business registered in Hong Kong regardless of size or nature of operation (para 16.17). The Admin Manager is not sure whether the registration of the Chamber's 25 INCEST branches (Integrated Certification and EDI Services for Trade) will each count as one business registration, but he figures that even that should not cost the Chamber a fortune. However, some Chamber members are not so lucky. One company which has registered 200 subsidiaries for trademark protection and other reasons finds that it may have to pay the same fee for these subsidiaries which do not trade and have no employees.

Next, the Chamber is required by law to inform everyone of whom the Chamber holds data about the following (para 9.13 & 9.17):

- (a) the purpose of the processing for which the data are intended
- (b) the obligatory or voluntary nature

of any reply to the questions to which answers are sought

(c) the consequences for him if he fails to reply

(d) the recipients or categories of recipients of the data

(e) the existence of a right of access to and rectification of the data relating to him; and

(f) the name and address of the controller and of his representative if any.

A circular has to be issued listing all purposes for which data have been collected and all uses to which they will be put. In the majority of cases, members' business address and fax numbers are collected in order that Chamber publications can be sent to them. After adopting modern desktop publishing techniques for its regular circulars and faxes, the Chamber's weekly mailing and fax service have become very popular. However, there are

- 有關資料的一般披露對象
- 能告知資料所屬人如何查閱本身資料的負責人員名稱和地址
- 私人資料輸出的國家

資料保障法例適用於「以任何形式有組織收集的資料內包含的私人資料」(第 8.28 段), 本會的所有運作幾乎也在涵蓋範圍內, 舉凡會員記錄、海外訪問團名單、研討會參加者名單、委員會成員名單等, 不論是否以電腦數據庫儲存均在涵蓋範圍之內。換言之, 阿塞拜疆的海外訪問團以至由本會人力資源經理保存的僱員個人記錄亦包括在內。

行政經理曾有一刻想過自己或可避免這些責任: 法例訂明非牟利機構若只管會員資料, 且不會向第三者披露, 應獲准毋須向資料保障管理局提交聲明書(第 15.17 段)。難怪現時香港有那麼多新成立的非牟利機構了。但他旋即決定忘記這條款; 本會的資料不可能不向第三者披露, 本會的功能便是作為會員與第三者溝通的橋樑。

正當他著手完成這項繁複的任務——填寫聲明書的時候, 他突然發現將要提呈的那份聲明書並不需要獲得隱私權專員批准, 其作用僅是「通知」(第 10.12 段)而已, 他覺得有點驚訝。換言之, 這份聲明書只作為一份記錄, 其準確程度並不會及到查核。遇有投訴時, 聲明書會公開讓公眾查閱, 然而, 可能大部分個案都不會遇到任何投訴。

除了填寫聲明書外, 本會亦和本港各行各業的大小註冊公司一樣, 需要向隱私權委員會繳納一百元費用(第 16.17 段)。行政經理不肯定本會屬下二十五家簽證及電子貿易聯通綜合服務辦事處的登記會否各自視作一項登記, 但經計算後, 即使每家辦事處被視作一項登記亦不會令本會損失慘重。然而, 本會一些會員卻沒有這麼幸運。一家公司為

了保護商標及其他理由, 登記了二百家附屬公司, 雖然這些附屬公司並無經營任何業務, 亦無聘用職員, 但仍可能需要繳付一百元的費用。

此外, 根據法例, 本會必須告知資料所屬人士:

- (a) 擬處理資料的目的;
- (b) 資料所屬人對問題必須作答還是可以自願選答;
- (c) 不作答的後果;
- (d) 接收資料者或接收者類別為何;
- (e) 資料所屬人有權查閱收集所得與其有關的資料, 及更正該等資料; 及
- (f) 資料控制人員及其任何代表的姓名和地址。

本會須向發會員發出一份通告, 詳列收集資料的目的和用途。大部分情況下, 本會收集會員的商業地址和傳真號碼, 目的只是用以寄發印刷品。當定期通告和傳真採納了現代化的桌面印刷技術後, 本會的每週郵遞和傳真服務更加廣受歡迎, 然而, 有些會員不想收到某類印刷品(如廣告), 他們亦應該有這樣的權利。行政經理於通告抬頭寫上「尊敬的會員」——但並非每位收件人都是本會會員, 好像百多位駐港領使便不是, 這個稱謂可能不大對勁。「尊敬的資料所屬人……」撰寫這份通告可不容易。

此外, 假如某人的私人資料可能被視為「敏感性」, 例如與種族或民族來源、政見、宗教信仰、哲學或道德觀念、工會會籍有關及關乎其個人健康或性生活的資料(第 9.43 段), 則行政經理還須草擬另一份通告, 徵求該等人士的同意。本會並無要求會員提供上述資料, 但會和香港大部分僱主一樣, 向僱員提出部分問題。

行政經理因此需兼顧的另一項工作, 就是提醒同事修訂本身的電腦數據庫, 確保這

些資料準確無誤。雖然修訂資料對所有數據庫使用者——就本會而言, 即所有行政人員——是一項沒完沒了的頭痛工作, 但這除了是個良好的商業習慣外, 現在更成為了法例規定(第 12.5 段)。

本會人力資源經理的忙碌程度亦不遑多讓。根據資料保障法例, 每個人均有法定權利要求提供一份有關自己的資料(第 14.9 段), 因此, 所有職員都有權查閱其個人檔案, 而事實上, 大部分職員已經這樣做。最近數星期, 文員、秘書、行政人員對其個人檔案議論紛紛, 本會不但噪音大增, 更有許多職員由於不滿過往的表現評估而提出抗議。

當時, 本會一位助理總裁發現他的個人檔案中「國籍」一欄填了「蘇格蘭」。「但我是澳洲人!」他威脅說要控告本會傷害他的情感。法例規定, 如果受到「損失及情感創傷, 包括尚未造成實際損失的情感創傷」(第 17.20 段), 都可獲得賠償, 因此, 他是絕對有權這樣做的。

結果, 這個風波在四杯霍士啤酒下肚後平息了。然而, 本會總裁又有另一個難題。一位助理經理剛問他本會有否任何公司接任計劃, 假如有, 她是否人選之一。兩個問題的答案都是肯定的, 總裁剛擬定了一個接任計劃, 詳列本會每位僱員的前途, 但他極不願意讓高級行政人員知道他們的升職前景, 以免他們與茶房的小伙子作一比較。

突然, 他靈機一觸。法例要求為查閱者提供明白易懂的資料, 「倘若資料原文晦澀難懂, 則提供該文件的真確副本便可」(第 14.17 段)。他決定不將公司接任計劃打印, 而只保留手抄文本, 歡迎任何對「原文晦澀難懂」的資料感興趣的人士拿去複印。 ■

bound to be some members who prefer not to receive certain categories of publications (e.g. advertisements), and they must be offered the opportunity to do so. "Dear member," the Admin Manager begins - but it is not quite right as not every recipient is a Chamber member; for instance, the one hundred or so consulates. "Dear data subject..." It has proved not an easy memo to write.

Besides, another memo has to be written to solicit consent from those whose personal data may be regarded as "sensitive", i.e. relating to racial or ethnic origin, political opinions, religious beliefs, philosophical or ethical persuasion, trade union membership, health or sexual life (para 9.43). The Chamber does not ask members to provide these, but it does ask employees some of these questions, as most employers in Hong Kong do.

There remains one more task for the Admin Manager: To remind his colleagues to update their computer databases and to make sure that they are accurate. Though a perennial problem for all database users - in the Chamber that means every executive - updating is good business practice, but now it has also become a legal requirement (para 12.5).

The Chamber's Human Resources Manager has also been very busy. Under the data protection law, everyone is legally entitled to be supplied with a copy of data kept about him/her (para 14.9). All members of staff are therefore entitled to see their personal files, and most of them have indeed done so. This has not only raised the decibel level of the Chamber office for several weeks as

clerks, secretaries and executives exchange words about what have been said of them in their files, but also resulted in a number of applications to contest the outcome of some previous performance appraisals.

Then, an Assistant Director of the Chamber found that in his personal file, the entry under "nationality" has been incorrectly entered as "Scottish". "But I'm Australian!" He threatens to sue the Chamber for hurt feelings. He is perfectly entitled to do, as the law provides for compensation for "loss and injured feelings, including injured feelings unaccompanied by loss" (para 17.20).

Apparently the matter is settled four pints of Foster beer later, but the Chamber Director has another problem. An Assistant Manager has just asked if the Chamber has any corporate succession plan, and if so, whether she appears in it. The answer to both is yes. The Director has just written a succession plan featuring every employee in the Chamber. But he is very reluctant to let some senior executives find out what position on the succession ladder they are compared to the tea room boy.

Then he hits on an idea. The law requires that data provided in response to access requests be in an intelligible form, "unless it is a true copy of a written document which is unintelligible on its face" (para 14.17). He decides that there will be no typed copy of the corporate succession plan. It will remain in his own handwriting. Whoever fancies "a written document which is unintelligible on its face" is welcome to make a copy. ■

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# Radical recommendations

Paper recommends eventual privatisation of water supplies and sewage disposal

**T**he Environment Committee of the Chamber, in a Position Paper titled, *Water Conservation and Sewage Charges*, says there is merit in the Government plan to propose sewage charges be attached to the cost of water.

The Position Paper, following intensive and lengthy debate in the Environment Committee chaired by Ciba Geigy's Guy Clayton, says the proposal is compatible with the Chamber's support for the "Polluter Pays Principle" and the Chamber's support for "Sustainable Development" through conservation.

The Position Paper, with six recommendations including phasing out water subsidies and eventually privatising water supplies and sewage disposal, was delivered to the Secretary for Planning, Environment and Lands, A G (Tony) Eason on July 6.

## 1. Background

Public opinion perceives that delays in the implementation of Government plans for investment in cleaning up Victoria Harbour and Hong Kong waters is to be blamed on an active and influential industrial and commercial lobby who stand against either direct charging for sewage or industrial effluent disposal.

It is understood that Government is planning to put forward proposals that attach sewage charges to the cost of water. It is the view of the Hong Kong General Chamber of Commerce that there is merit in such proposals in that they are compatible with the Chamber's support for the 'Polluter Pays Principle' and its support for 'Sustainable Development' through conservation.

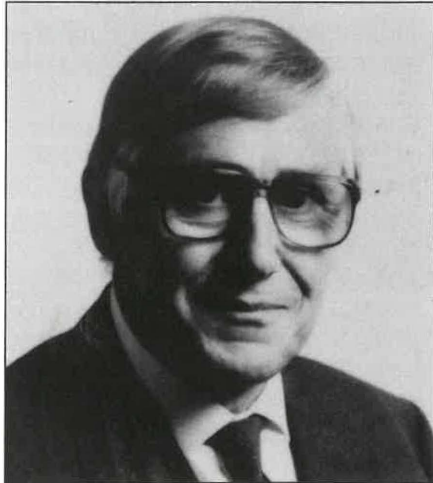
## 2. Water is a Precious Commodity

The reduction of water consumption has a four-fold benefit:

- Conservation of water supplies
- cost reduction
- reduced effluent
- concentration (rather than dilution) of toxic wastes making them easier to handle.

It is the belief of the Chamber that a society which now addresses the question of water conservancy, as with energy conservancy, will be more viable and productive in the next century.

## 3. Costs of Water



Guy Clayton. 柯禮頓

Comparative costs of water supply and disposal in industrialised urban economies should be published. The HKGCC, from a limited survey, would suggest that Hong Kong's charge per cubic meter of fresh water supply is currently between three and five times lower than Western Europe.

## 4. Sewage Disposal

The current charges for water supply are in effect a subsidy to water users which works against conservation and sustainable development.

Furthermore, the resultant disposal results in overloading of our already inadequate drainage system and encourages the by-passing of that system where no water control zone regulation exists.

This situation mitigates against the implementation of modern water conserving processes.

# 排污收費建議

立場書贊成在水費中附加排污費用，並建議最終把供水及處理污水的部門私營化

**本**會環境委員會在一份題為《節約用水及排污收費》的立場書中指出，政府在水費附加排污費用的建議值得考慮。

經過多次深入及詳細討論後，本會轄下的環境委員會在主席柯禮頓的領導下就污水

The subsidised price for water leaves no room for the absorption of the added costs (both capital and revenue) associated with the implementation of a sewage disposal plan and this is to the detriment of the living environment of Hong Kong.

## 5. Recommendations

The Hong Kong General Chamber of Commerce recommends:

- That Government should be more open and advise industry on the actual costs of water supply, replenishment and disposal, plus the costs of maintenance of the system of supply and disposal, so that public awareness and debate can take place with all the facts available.

- That Government immediately addresses the funding needs for the sewage disposal plan by phasing out water subsidies gradually. In the medium term, the charges for water supply both industrially and domestically should ensure full cost recovery of waste disposal.

- That Government expedites the implementation of the sewage disposal plan and the imposition of Water Control Zones in Victoria Harbour.

- Further, that Government adopts a long term policy on water conservancy similar to its announced policy on the reduction of greenhouse gases.

- To achieve this, Government should consider an incentive scheme to encourage water conservation. This could be in the form of discounts for consumers who reduce utilisation by more than 10% from the previous year.

- Finally, that Government takes early action to instigate a phased plan leading to the corporatisation and eventual privatisation of both water supplies and sewage disposal.

處理收費問題擬訂了上述立場書。立場書稱，港府的建議與本會一貫支持的「污染者自付清潔代價」和透過節約取得「持衡發展」的原則是一致的。

立場書載有六項建議，包括取消水費補貼及最終把供水及處理污水的部門私營化。立場書已於七月六日提交土地環境規劃司伊信參考。

以下是立場書全文：

### 1. 背景

公眾輿論認為，政府一再延遲落實清潔維多利亞海港及香港水域的投資計劃，是由於具影響力的工商界大力游說所致；他們認為工商界反對直接徵收排污費或工業污水排放費用。

據瞭解，港府正準備提出建議，把排污費用附加在水費中，本會認為這項建議具有優點，因為它與本會一貫支持的「污染者自付清潔代價」和透過節約取得「持衡發展」的原則是一致的。

### 2. 水是一種珍貴的東西

減低耗水量有四大優點：

- 甲· 避免浪費用水；
- 乙· 減低成本；
- 丙· 減少污水排放；
- 丁· 集中(而不是釋稀)有毒廢物，方便處理。

本會相信，假如香港能夠以節約能源的態度節約用水，將可於下一世紀繼續穩健發展。

### 3. 水的成本

工業城市的用水供應及處理的相對成本應讓公眾人士知悉。本會一項小規模的統計顯示，本港淡水供應的現行收費較西歐國家低三至五倍。

### 4. 污水處理

現行水費實際上是補貼用戶，有違節約用水及持衡發展的精神。

此外，污水處理最終會令原本已經不敷應用的污水排放系統百上加斤，而且會鼓勵非水質管制區的用戶避免透過污水處理系統排放污水。

這情況與實行節約用水的精神背道而馳。用水的補貼價格並不能抵銷實行污水排放計劃的額外成本(包括資本成本及收入成本)，最終會對香港的居住環境造成損害。

### 5. 建議

香港總商會建議：

- 港府應進一步開放，告知工商界用水供應、補充及處理的實際成本，以及維修用水供應及處理系統的成本，讓公眾獲

得所有有關資料後進行認知及討論。

- 港府立即逐步取消用水補貼，以應付污水處理計劃的資金需要。中期而言，工業及家庭用水收費應予提高，確保可抵銷污水處理的全部成本。
- 港府加速實行污水處理計劃，同時盡快實施維多利亞港水質管制區措施。
- 此外，港府應採取一項類似減少耗用引起溫室效應氣體的長遠節約用水政策。
- 為此，港府應考慮實行獎勵計劃，以鼓勵節約用水。舉例說，如果某用戶的耗水量較對上一年減少一成以上，則可獲水費折扣優惠。
- 最後，港府應及早採取行動，制訂出一套分期的公司化計劃，最終把負責供水及處理污水的部門私營化。 ■

## Tunnel project supported

The Chamber said in a press release on July 7 that it strongly supports the deal struck by the Government for the construction of the Western Harbour Tunnel, the Territory's third harbour crossing.

Chamber Chairman Paul M-F Cheng said the project should be supported by all those vitally concerned about the territory's future infrastructural development and future prosperity.

Paul Cheng said the Western Harbour Tunnel will not only be an important ancillary project for the new airport, but vital in

helping to release future congestion on Hong Kong roads, especially in the two existing harbour tunnels.

"The tunnel is being constructed without cost to the public purse by a private consortium on a BOT, or Building, Operate Transfer basis," he said.

Any proposed toll will obviously need to incorporate a balanced view between services to the public and a reasonable return for the consortium and the HKD30 would appear reasonable taking into account inflationary pressure and the fact that this is a much larger

tunnel with dual-three lanes."

Paul Cheng said if the Western Harbour Tunnel is not approved now, there is a very real risk of rising costs and Hong Kong possibly losing the BOT franchise altogether.

He said the present franchise was the result of tough negotiation between the Government and the consortium with the aid of expert, independent financial advice.

"The Government has emerged with the best and fairest deal for all parties; the Government itself, the

builders and operators and the potential tunnel users," he said.

"The deal struck by the Government is the first time profits have been capped for an infrastructural project, with additional revenues to go into a Toll Stability Fund to offset future toll increases.

"The alternative of building the tunnel with taxpayers' money is clearly unacceptable — it would not reduce costs and charges and would divert funds from other Government services, such as education and welfare." ■

## 本會支持海隧工程安排

本會於七月七日發表新聞公布，強烈支持港府就西區海底隧道工程所作出的安排。

本會主席鄭明訓稱，任何關心香港基建發展及未來繁榮的人都應該支持這項計劃。

鄭明訓說，西區海隧不但是新機場的重要輔助設施，對紓緩香港道路(特別是現有的兩條海隧)的交通擠塞情況亦非常有用。

「西隧工程以『建造、營運、移交』方式交由私營財團進行，毋須動用公帑。」

「任何收費建議必須顧及公共服務和隧

道公司的合理回報，並在兩者之間取得平衡；在考慮過通貨膨脹和隧道規模(雙程三線行車)等因素後，三十元的收費應是合理的。」

鄭明訓強調，如果西隧條例草案不獲盡快通過，興建成本很可能會上漲，甚至這項根據「建造、營運、移交」形式批出的專營權亦會失效。

他續稱，這項專營權安排是港府與隧道公司經過多番磋商後達成的，期間獲得財務顧問給予獨立意見。

「港府看來已達成了一項對政府本身、承建商、營辦商、隧道未來的使用者都最有利、最公平的協議安排。」

「這是港府首次為基建工程利潤定出上限，而且超額的收入會撥入『穩定隧道費基金』，以抵銷日後隧道費的加幅。」

「動用公帑興建西區海底隧道的建議顯然並不理想，因為此舉不但沒法減低成本及收費，更會分薄政府用作其他公共服務(如教育及社會福利)的經費。」 ■



# Barma takes over

## Tseung Kwan O opens next February

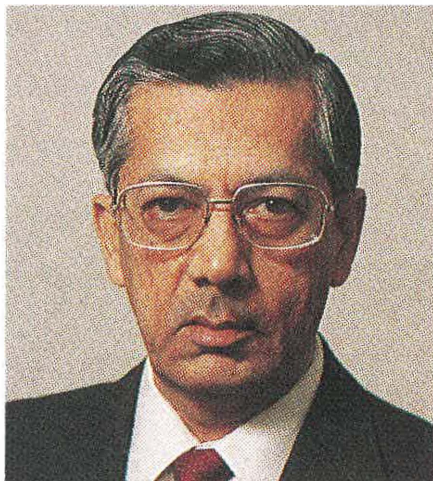
**A**fter a 25 year career in the Hong Kong Government, T H Barma has retired as Director of Industry and joined the Hong Kong Industrial Estates Corporation as chief executive officer and general manager.

T H Barma, who is an HKU graduate and did post graduate studies in UK, wrote to the Chamber in April explaining the Corporation, chaired by Legislative Councillor Edward Ho Sing-tin, uses a set of criteria to assess applications for sites on its industrial estates. He said he would very much like to know from the Chamber, with interests in industrial matters, the views of members on the Corporation's criteria.

T H Barma's letter was referred to the Industrial Affairs Committee of the Chamber for discussion on 11 May. After the discussion, Dr Y S Cheung, Assistant Director Industrial and Corporate Affairs, replied that the Committee is of the view that the selection criteria of the Corporation were acceptable provided they are flexibly interpreted to accommodate the changing environment in industrial development in Hong Kong.

The selection criteria are:

- i) The industrial project must be of a



P H Barma 鮑明

nature which effectively prohibits it from being carried out in an ordinary multi-storey industrial building available on the open market in Hong Kong.

ii) The project must not be classified as an offensive trade under Government regulations.

iii) The primary activity must not be storage or warehousing.

- Projects most welcome are:
  - a) New or improved products.
  - b) New or upgraded technology.
  - c) High added value based on the use of local material and manpower.
  - d) Products for which there is strong demand from local industry.
  - e) Substantial contribution to Hong Kong's exports.
  - f) Significant investment particularly in new machinery and equipment.
  - g) Employment at a higher level of skill.

• Apart from manufacturing processes, other types of industrial activity including specialised and sophisticated supporting services for manufacturing industry such as research and development, technical centres, prototype design etc. are also encouraged by the Corporation provided that they cannot be carried out in an ordinary multi-storey industrial building.

T H Barma told *The Bulletin* he thought a review of the selection criteria for the industrial estates had to be a continuing process.

"We need to examine our criteria quite regularly to make sure we don't fall behind the times — To make sure we don't fall out of line with Hong Kong's circum-

## 九龍東濱又一邨

### 將軍澳工業邨明年二月落成啟用

**任職政府達二十五年的前工業署署長鮑明榮**休後隨即加入香港工業邨公司，出任掌行政總裁兼總經理職位。

鮑明畢業於香港大學，其後到英國深造。今年四月，他來信介紹工業邨批地申請的審核準則。香港工業邨現任主席是立法局議員**何承天**。鮑明在信中表示，他很希望知道本會工業界會員對審核準則的意見。

本會工業事務委員會於五月十一日舉行會議，討論工業邨批地審核準則。

本會工業及行政事務部助理總裁**張耀成**博士於會後表示，委員會認為，只要香港工業邨不時因應香港的工業發展情況作出彈性調整，現行批地準則是可以接受的。

批地審核準則包括：

1. 性質獨特，無法在一般多層工業廠廈內投產；

2. 不屬港府工業條例所界定的厭惡性行業；

3. 並非以貯存或貨倉運作為主。

最受歡迎的工業類別多數具備以下特色：

1. 生產新式或改良產品；
2. 採用新式或改良技術；
3. 利用本地原料及人力取得高增值產品；
4. 生產本地工業需求殷切的产品；
5. 對香港出口有重大貢獻；
6. 投資巨大，而大部分投資用於新機器及設備；
7. 提供較高工業技術的就業機會。

香港工業邨公司除了接受製造業申請外，亦鼓勵其他工業及輔助工業提出申請，包括研究及發展、技術中心、模型設計等，但此等類別的工業生產必須是無法於一般多層式工廠大廈內進行的，方有機會獲得考慮。

鮑明接受《工商月刊》訪問時表示，他認為應該不時檢討這套審核準則。

鮑明說：「我們有需要定期檢討，以免審核準則和實際情況脫節，並且確保準則切合香港實際環境需要。」

問：你是否希望在工業邨引入更多高科技行業呢？

鮑明：「我們一向都希望提高工業邨內的科技水平，當然，這是按照港府的整體工業政策的；港府一向奉行最少干預、最多支援政策。我們不會單單挑選一些成功的行業，我們亦不會特別希望引入哪些行業，我們的審批準則很簡單，基本上只要是不能在多層工業樓宇進行生產的便符合資格。

「我們希望確定土地最終會落入用家而不是發展商手裡，因為後者不會顧及真正用家的需要。獲批地的廠戶可自行設計及興建適合本身需要的廠廈。只要申請人符合要求，我們便樂於考慮他們的申請。」

「不過，審核準則必須配合實際情況和富彈性，正因為這樣，我很希望香港總商會能夠提供意見。目前這些準則似乎很切合時宜。我們希望盡量靈活地加以應用。」

鮑明在英國完成學業後返回香港，加入乃父的貿易公司；他在私營機構工作了十年，其後和幼弟一起投考政府職位，結果他獲取錄，而他的幼弟則繼續留在父親的公司工作。

他表示自己十分幸運，有機會和很多知名的政府官員共事，其中包括前社會福利司陶雅禮、前財政司郭伯偉爵士和夏鼎基爵士、前華民政務司陸鼎堂爵士等等。

鮑明的悠長公務員生涯中，最受注目的工作要算是出掌香港出口信用保險局總裁和工業署署長。

問：工業邨的地價是否吸引廠戶的因素之一？

鮑明：「我們提供地積比率為二點五的土地，反觀工業邨以外的工業用地，發展密度通常高得多，地積比率一般是一比五。我們故意保持較低的地積比率，因為用家在邨內發展的土地是供給自己而不是別人使用的。」

「如果廠戶需要一幢地積比率一比一甚至更低的平房，只要他的計劃對香港工業有貢獻，我們便應該滿足他的需求。」

「因此，我們的地價，亦即土地批售價格，基本上只反映出我們的土地開發成本加通脹。我們通常會不時調整批售價格，而在最近一次土地批售，我們聽取管理局的意見，稍為偏離了一貫的做法；我們把大埔工業邨的批售價格升幅調整至略高於通貨膨脹水平，但與通脹的差距很小。我們又提高例如元朗工業邨的土地批售價格，但幅度則低於通脹。」

問：與其他地區相比，工業邨的土地價格較便宜或是較昂貴？

鮑明：「工業邨的用地遠比其他地方的土地便宜，我想，邨內土地價格約相當於市價的四分之一左右。當然，獲批地或批租的廠戶不能任意更改土地用途。」

「廠戶提出申請時，必須一併提交清楚的計劃，這是審批條件之一。如果廠戶希望改變計劃，必須再次提出申請，有關申請可能需要交由董事局審核。」

「廠戶不得把土地用作投機炒賣，亦不得隨意轉售他人，假如他決定停止使用有關土地，必須根據批地合約把土地交回香港工業邨公司，我們會以廠戶原先付出的地價購回。」

「不過，我們會按市價為廠戶在土地上興建的樓宇估值，然後給予廠戶一點補償。」

問：大埔工業邨的使用率已高達百分之一百，是嗎？

鮑明：「使用率已幾近百分之一百，尚餘的土地只有一公頃，約相等於九千平方米，我們刻意留下這幅地作高科技工業發

展，這做法與我們的一貫原則有點不同。我們希望這幅地可用作電子工業發展，我指的不是一般的電子工業，而是採用尖端科技的合成電路元件或晶片裝配。」

「如果碰巧有廠戶把生產基地遷離香港，並把工業邨內的用地交回，我們便會以市價將土地再度批售。」

「我們在元朗工業邨即收回一、兩幅土地，但暫時大埔工業邨沒有出現過類似情況，大埔工業邨遠較其他地區受歡迎。」

問：原因何在？是否那裡的基礎設施較佳？

鮑明：「兩個工業邨的基礎設施都相當好，但在交通、地點、工源等方面，大埔工業邨則略為佔優。部分從其他地區遷往大埔工業邨的廠戶，仍然僱用舊有的員工，舉例說，其中一間的廠址原本在柴灣，遷到大埔後，部分工人亦隨廠轉往大埔工作。」

問：工業邨有沒有遇到勞工短缺問題？

鮑明：「問題並不嚴重，但和其他地區一樣，工業邨的廠戶也表示工人流失率頗高，只要有另一間工廠付出更高工資，工人便會轉職，這是個很現實的問題。」

「這現象令到部分外商頗為不安，特別是日本商人，因為日本人慣於在同一間公司服務至退休為止。」

問：但即使是在日本，隨著工業架構轉型，愈來愈多熟練工人失業，他們甚至沒法在歐洲及美國找到同類工作。

鮑明：「對，香港也遇到相同的問題。部分失業的工人並不願意接受再培訓，香港一方面出現勞工短缺，另一方面又有不少人失業，因為工業界不再需要某些範疇的技工。」

「很明顯，由於生產工序轉變，過去勞工密集的行業已日漸式漸，紡織業就是其中一個例子。香港目前需要頭腦靈活的工人，很多工廠聘用一些年輕工人，專門生產及裝嵌微細的組件，例如電子業和紡織業便是；即使是紡織業，部分工作仍然非常缺乏人手。」

問：元朗工業邨的使用率怎樣？

鮑明：「過去一年左右的批售率頗高。元朗工業邨佔地不足七十公頃，現時空置的土地只有十六公頃，換句話說，使用率已高達近八成。意大利、南韓、中國合資的香港石油化學有限公司在元朗工業邨投資十億元，準備生產聚苯乙烯，這是邨內最大宗的投資之一。」

「事實上，該公司的發展十分理想，記憶所及，他們遷到工業邨後，生產力提高了一倍。他們最初申請批地時，曾經表示日後或會生產其他聚合物產品，本公司答允盡量給他們預留一幅相連的土地。」

「鑑於現時元朗工業邨僅餘十六公頃土地，我們已經致函多家曾經獲答允預留相連土地作擴展用途的廠戶，我通知他們，由於土地所餘無多，如果有意擴充廠房的話，必須盡快知會我們。」

stances and requirements.”

*Are you trying to promote the Estates a bit more in a search for high-tech industries?*

T H Barma: “We have always tried to promote our Estates for industries with higher technology. But in line with the Government’s general philosophy and attitude. Its policy toward industry. That is, a policy of minimum interference and maximum support. We are not trying to target winners. We are not trying to say this is an industry we want. We have our criteria for admission which basically is the operation can’t be performed in a high-rise multi-storey building.”

“We are trying to make sure that land is available to the ultimate user rather than a developer who doesn’t take into account the actual user’s requirements. It is up to the grantee to design and construct a building that suits his purposes. And if the grantee meets our requirements we are happy to consider an application.”

“But we do recognise you need to ensure your criteria meet the needs of the day and that you try to apply them as flexibly as possible. That’s why in a way I was delighted with the Chamber’s response. That the criteria seems to be satisfactory and suitable and that we should try to apply the criteria flexibly is something I fully appreciate.”

After post-graduate studies in England, T H Barma returned to Hong Kong to join his father’s trading firm. He spent 10 years in the private sector before he and his younger brother both applied to the Government for a job. He succeeded and his younger brother stayed with his father’s business.

He says he was lucky to have served with famous civil servants like Alestair Todd in Social Welfare, Sir John Copperthwaite and Sir Philip Haddon-Cave in Finance branch and Sir Donald Luddington in Home Affairs.

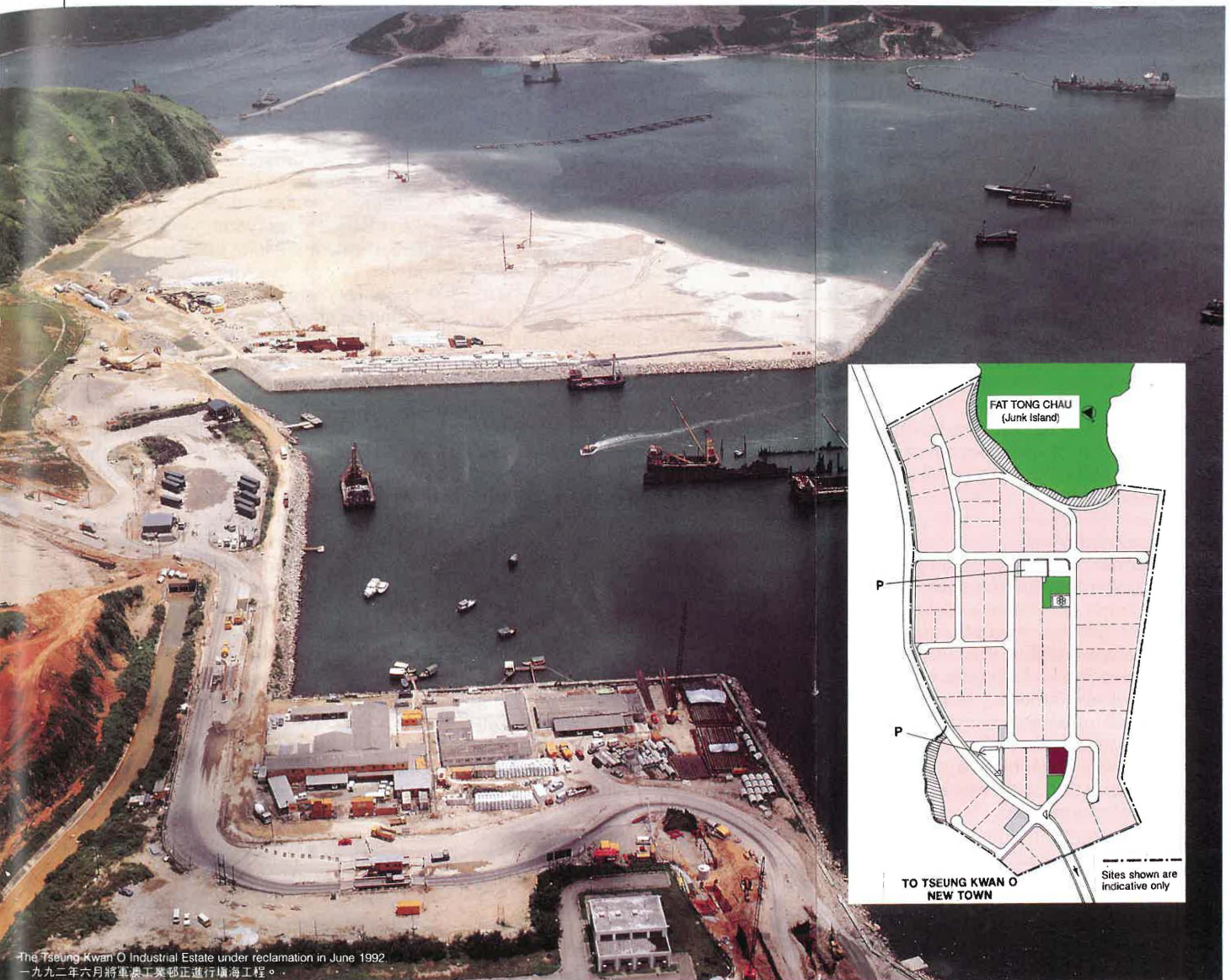
Later T H Barma distinguished himself in the Hong Kong Export Insurance Credit Corporation and as an energetic Director of Industry.

*What about the price of land in the Industrial Estates, has that been a factor in their development?*

T H Barma: “We offer land on a plot ratio of 2.5 whereas industrial land outside is for a much more intensive development of the site. Usually it is a plot ratio of five. We deliberately have a low plot ratio because we know the end-user is not there to develop the site for other than his own use.”

“If his requirement is a single storey structure with as plot ratio of one or even a little below one he should not be pre-





The Tseung Kwan O Industrial Estate under reclamation in June 1992  
一九九二年六月將軍澳工業邨正進行填海工程。

vented from being able to get a site as long as he advances Hong Kong's industrial base.

"So our land price, the premium we charge for leases, basically reflects our development cost, updated to take account of inflation. So that the real value of the land is not lost to inflation. We do adjust our land premia. We have departed slightly this time round by taking account of our Board's comments, by increasing the price for land at Taipo above the inflation rate a little, not very much. But at the same time we have increased, for instance, the price for land at Yuen Long, though below the inflation rate."

*How does it compare with land outside the industrial estates. Dearer or cheaper?*

T H Barma: "It is much cheaper. It could work out to one quarter of land in

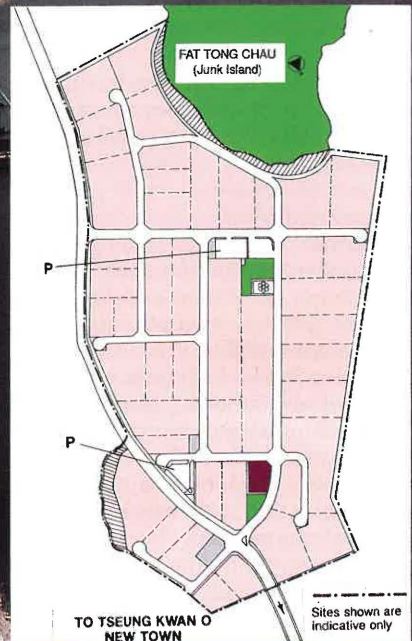
#### Tseung Kwan O 將軍澳

「元朗工業邨僅餘十六公頃土地，而大埔工業邨則餘下不到一公頃，在將軍澳工業邨啟用前，可供批售或批租的土地僅此而已。將軍澳工業邨的拓展計劃進展順利，預計承建商可於九四年二月完成第一期工程。

「相信工程可如期完成，我們已經有條件地批出一點五公頃土地，假如工程依時完成，這項審批協議即告生效。

「將軍澳工業邨屬於填海區，我們特別興建了一道防波堤。道路工程亦會於明年二月完成。我們正和廠戶磋商海旁兩幅土地的批售事宜，因此，我們要求承建商盡速完成這部分的工程。當然，加快工程進展是要付出較高成本的。

「我們已獲政府正式批地，但目前仍有待土地委員會通過。截至現時為止，我們已獲批其中五公頃土地，預計這幅土地可滿足



首個廠戶及另外兩個正在磋商的廠戶的需要；但由於我們正與其他廠戶洽談另外六至八公頃土地的批售問題，五公頃土地很快便會不敷應用，我們會再向政府申請批地。目前批地申請十分順利，我感到非常滿意。

「預計整項發展的總成本約為十億元，我們獲得政府從發展基金中撥出貸款，並已支取其中九億元，我們會在另外兩個工業邨獲得盈餘。將軍澳工業邨將是下一個大型的發展項目。」

問：批地審核準則會有甚麼改變？

鮑明：「我相信不會有重大改變，因為基本上這套審核準則已能確保土地直接批予廠家，況且我們應用準則時頗具彈性，這亦是香港總商會建議我們採用的做法。

「我們接獲的另一項建議，是盡量滿足小型企業的需要，但要達到這目標頗為困

the open market. But, of course, the grantee is not free to do what he wants with the land.

"At the time of his application he spells out exactly what he is proposing to do. That process becomes part of his condition of grant. So if he wishes to change his process he has to come back to us and seek our permission. We may have to go to our Board.

"The grantee can't speculate with it and he is not free to sell it to another party. If he doesn't wish to continue to enjoy the use of the land he is required under the terms of the lease to surrender it back to the Corporation. And we would accept the surrender at the original price he paid.

"But we would value the building which he has put on his green site at current day values, so that he may make a little on the building.

*Taipu is full, isn't it?*

T H Barma: "Yes, it is full. We have got a site of just under one hectare, about 9,000 sq metres, left. We have deliberately kept it — and this is where I suppose we have departed slightly from our principles — saying it is for high tech, however you may define high tech. I suppose we are really talking about electronic activities that are not standard electronics production, that is a much more sophisticated level of production with integrated circuitry or wafer fabrication.

"Once in a blue moon someone moves his entire production out of Hong Kong and offers his Industrial Estate site back to the Corporation. When we get it back we will dispose of it at the current price.

We have had one or two sites surrendered to us at Yuen Long but not at Taipo. Taipo is still very much the preferred location."

*Why is that? Because of its infrastructure, or what?*

T H Barma: "It is more convenient. Both the estates are equally good for their infrastructure. But transportwise, location-wise, and for the ease of getting workers, Taipo seems to have an advantage over Yuen Long. Some of our grantees who have moved in here from other parts of Hong Kong are still bringing in people from where they were previously located. One, for example, was previously in Chaiwan. They still have residual workers who live in Chaiwan and who worked for them in Chaiwan. They don't wish to move to Taipo.

*Is there any shortage of labour?*

T H Barma: "Not so much a shortage but, like everywhere else in Hong Kong, they are finding labour is fairly mobile and turnover is a problem. That the worker will leave for a job in another factory if they are paid more. I think it is a fact of life in Hong Kong.

"It upsets some of our overseas investors, especially the Japanese, used to workers accepting jobs for life.

*But that is changing even in Japan as industries restructure and skilled people become unemployed and cannot find other jobs similar to Europe and the United States?*

T H Barma: "Yes, you have this sort of unemployment in Hong Kong too. I think you also have some who are not readily retrainable. There is a shortage of workers in Hong Kong yet you will find pockets of unemployment because there is no longer demand for their skills.

"Obviously, the more labour-intensive activities are the sort of industries that have gone out in Hong Kong and partly in the textiles industry where some of the processes have changed. You need a more nimble work force, literally in terms of their ability. A young labour force when dealing with very small parts and components. It happens partly in the electronics field and certain areas of textiles. Yet textiles in one of the areas where they are saying they are desperately short of workers. And yet, even within textiles because it is such a multitude of activities, we have some who are out of work.

*To what extent is your second industrial estate at Yuen Long full?*

T H Barma: "In the last year or so it has been going quite well. It is an Estate of

難，因為我們不希望把土地批售給發展商，讓發展商興建廠廈，再分租或分售予小規模廠家；不過，假如有兩三間小型工廠從事同類生產，他們可合組財團，然後申請批售土地，我們會樂於考慮他們的申請。

「他們可合建並共用一幢工廠大廈，我們會考慮接受類似的申請，不過，我們不可能自資興建廠廈及有關基本設施，因為廠廈落成後，要是沒有人問津，你說怎麼辦？」

「這是香港工業邨公司不願看到的情況，過去我們曾經自資興建標準的廠廈，結果落成後乏人問津。但到了我們決定不負責興建廠廈的時候，又有人批評說，為甚麼你們不興建廠廈，讓投資者可以即時遷入投產呢？」

「我認為提供現成廠廈的構思並不可行。」

「記得我在工業署的時候，工業邨公司曾經考慮批地給幾間整染廠，但結果發現成本太高，因為整染業需要大型供水系統和污水處理及排放設施，要是把這些成本計算在內，批售價必定很高。」

問：整染廠商把工廠遷往中國，問題不是可以解決嗎？」

鮑明：「部分整染廠仍然希望留在香

港，我們在元朗工業邨批出四幅土地供整染業廠戶使用，已經投產的一間(中國染廠集團有限公司)規模頗大，另外三間規模各異。由於沒法供應足夠用水及污水處理設施，工業邨不能再容納更多整染廠。

「除了四間整染廠外，元朗亦有兩間廢紙再造廠，這兩間工廠的耗水量亦非常大。工業邨所餘的土地，只供耗水量低的工廠使用。」

「我們進行將軍澳工業邨規劃時，曾經考慮過多項問題，包括要確保發展成本不會過高，最後我們決定，工業邨的廠戶中，耗水量多的和耗水量少的應各佔一部分，以平衡邨內的用水需求。」

「將軍澳將成為一個極具吸引力的工業邨，我們計劃在海旁興建碼頭，以供有需要利用水路運送貨物的廠戶使用。」

問：土地委員會沒有給你們麻煩吧？」

鮑明：「沒有，但這次除外。我們要求取得將軍澳工業邨第一期的全幅土地，但不獲批准。港府與土地委員會磋商，最後我們獲批五公頃土地；這已經很不錯，五公頃已可暫時應付需要。我們不能等到全部工程完成後才開始批售，如果今年內取得第一期的全部土地，我們便可以與廠戶簽訂協議。因

此，如果我們可於明年初甚至今年下半年獲得批地，對我們的批售工作會有很大幫助。

「需求的確存在，我們接到不少查詢，批售洽商亦持續進行。我有信心會獲得批地，但可能需要一點時間。今年獲批的土地已算不少，我並不憂慮，但要是可全數取得二十八公頃，我會放心得多。雖然土地尚未批出，但我們會繼續和有意申請土地批售的廠戶接洽。港府向我們表示，如果證明有確切需要及具體批售計劃，可通知政府，我會在適當時候與政府磋商。」

除了工業邨發展外，鮑明亦談及他離開政府後的生活。他的兩名兒子已經畢業，因此，他可以抽時間騎馬，他在皇家香港賽馬會擁有兩匹馬。

他說：「我沒有能力豪賭，事實上我也不喜歡豪賭，我的興趣只在於馬匹。」 ■



just under 70 hectares. We have 16 hectares left. It is about four-fifths full. We have got a producer of polystyrene, one of our biggest investments, Hong Kong Chemicals, at Yuen Long, with capital of over HKD1 billion. It is a joint venture between the Italians, South Koreans and the Chinese.

"In fact, they have done so well that I recall reading about their doubling their capacity on site. When they first took the site from us, they said that they might be interested in going into other types of polymers and we have an agreement that we will try to keep the adjacent site for them.

"We are getting to the stage at Yuen Long, with only 16 hectares left, where I have had to write to a few of the grantees who we promised first refusal of an adjacent site. I am starting to call in these first refusals. I have had to say we can't keep our promise very much longer. So if they have expansion plans please let us know as quickly as possible.

"So Yuen Long has done very well.

"We have 16 hectares at Yuen Long and just under a hectare at Taipo. That's all we have until the third Estate at Tseung Kwan O (Junk Bay) comes on stream. That development is coming along on schedule. The contractor is supposed to hand over the first phase to us in February 1994.

"I think the contractor will meet his target. We have already made one conditional grant of one and a half hectares conditional on the completion date.

"Tseung Kwan O is a reclamation. We have built the seawall. The roads will be in place when it is handed over to us by February next year. We are talking to customers for two sites down to the waterfront and we have asked the contractor to accelerate this area. Of course, we will have to pay a bit more.

"We have a formal land grant from Government. This is of course subject to discussions in the Land Commission and the land being made available. We have so far been advised that we will be given five hectares only in the new industrial estate which will satisfy the first grantee and two others that we are talking to. We are talking to others for another 6-8 hectares of land. So the five hectares is really not enough for us. But we will go back to Government and say we need more. Like *Oliver Twist*, can we have some more, please. But it is coming along very well. I'm very pleased with it.

"We think that the full development will cost us about HKD1 billion. We are getting a loan from Government to meet the development costs. It is going to be from the Development Fund. We have been given HKD900 million and we will

plough back some surpluses from our other two Estates. So that is going to be the next major area where we will have land for sale.

*So what is going to happen about your criteria?*

T H Barma: "I don't think very much will happen because basically our criteria enables us to ensure that land is available to manufacturers directly and that the criteria is being applied quite flexibly. And that is what the Chamber has suggested we should do.

"We have another suggestion. It is that we should try to meet the needs of small industries. But we have a problem. We don't really wish to make any grant to a developer who will then construct something where smaller industries could come in. But obviously, if there are two or three with the same operation and they are prepared to get together and form a consortium and put in a bid we would be quite happy to consider that.

"They would build a factory which they would use as joint tenants. That certainly is something we would be prepared to consider if we had an approach in that direction. But it is not really practical for us to put up a facility, say for the finishing trade, with certain facilities and infrastructure and then find that nobody wants to take it. Then what would we do with that?

"The experience of the Corporation has not been entirely happy when in the past we have constructed standard factory buildings and nobody wants them when we have them. And when we don't have them people say, why don't you have something where investors could come in straight away?

"It hasn't really worked.

"Going back to Industry Department days we had considered an area to accommodate a few dyers and finishers. But the problem there has been in developing an Estate that would be a very expensive proposition with a very substantial water supply and associated treatment and sewage facilities. Land would not have been available at attractive rates.

*Was the problem solved by dyers and finishers going across the border?*

T H Barma: "Some have stayed. In Yuen Long we've got four grantees in the finishing trade. One is fairly large, just coming into operation now — China Dyeing. Three others are of different sizes. We can't accommodate any more because we are not able to provide them with the water they require and also facilities for the treatment of the water afterwards.

"Apart from the four finishers we also have two other activities at Yeun Long in

the paper recycling business. They are very heavy consumers of water. We have only got land left for people coming in with a low water consumption.

"When we were planning Tseung Kwan O we considered a number of scenarios. Finally, to ensure the cost of development didn't become exorbitant, we had to come to an arrangement where we would have some heavy users of water balanced against some who would be light users.

"I think Tseung Kwan O is going to be a very attractive Estate. It is going to be open with waterfront access. It will be very suitable for people who wish to move goods in and out by water.

*The Land Commission makes no problem for you?*

T H Barma: "No, except on this occasion we asked for the entire first phase of Tseung Kwan O. We got nothing but subsequently in discussion between the Administration and the Chinese side they were able to do a bit of re-juggling from whatever was available.

"We were given an allocation of five hectares. That's fine. It meets our immediate requirements. We can't wait until the Estate is complete before we start selling. It would have helped us to have the entire first phase allocated to us this year because we are starting to enter into agreements with prospective grantees. But as long as we get a further grant next year — or better still get something more later this year — that will help us considerably in our marketing efforts."

"There is demand. There are inquiries for land and we are talking to people all the time. I am quite sure we will get the land. It may take a little time. I think it has been a quite generous allocation this year. I'm not too worried. But I would have been more comfortable if we had got the entire 28 hectares. Still, the fact we have not got it has not stopped me from talking to prospective clients. I have been told by the Administration that if I have very definite requirements and I'm able to show I can make a grant, I should then go back and talk to the Administration. So I will talk to them at the appropriate time."

Meanwhile, T H Barma is relaxing a little outside working hours in his post retirement job. He has completed educating his two boys and feels he's finally able to indulge a little in his favourite sport. He loves horses and he is owner of a couple of them at the Royal Hong Kong Jockey Club.

"I'm not an owner who can afford to bet heavily. I wouldn't want to and I don't. My interest is in my horses," he says. ■

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# New maximum rates

Need for certified wages declarations from employers to ensure burden is equitable

**T**he Accident Insurance Association is worried that less than honest employers will next year under-declare their wages declarations for workers' accident compensation insurance purposes so that they can to save on the 40% higher premiums they will have to pay to meet higher statutory compensation payouts passed by Legco.

The Association thinks the burden of the higher compensation spread won't be equitable between honest and less than honest employers unless there are certified wages declarations.

Peter J Dunn, general manager of Eagle Star Insurance Company Ltd and chairman of The Accident Insurance Association of Hong Kong explains the Legislative Council on July 22 enacted the Employees Compensation (Amendment) Bill 1993 increasing significantly maximum levels of compensation payable for accidents happening at work on or after January 1, 1994 (up to 132% for death or permanent disability — see Chart). The changes in the statutory levels of compensation will be implemented on January 1, 1994.

He says as a result: "We are in discussion with the Labour Department to get its support for Certified Wages Declarations from all employers in Hong Kong whether they are incorporated businesses or unincorporated businesses, sole proprietors, etc."

"The Accident Insurance Association employed a firm of independent consultant actuaries to calculate the increase in



Eagle Star's Peter Dunn

liability that these changes in law imply. That is, the increase in payout that insurance companies will have to make."

Peter Dunn goes on to say: "To allow for these significant increases in compensation and for other changes from this amendment to the Ordinance will require premium rates to rise by around 40% from January 1, 1994.

"That impact has been spelt out to the various employers' organisations and was acknowledged in the discussion that took place in Legco. It is in the minutes. So, all we can say is that Legco accepted that there would be a cost to employers for providing these increased levels of compensation for injured workers and they were fully aware of that cost. And they have said: Okay, that's the cost employers have got to bear.

*A bit hard on the employers?*

Peter Dunn: "Hard on the employers but I would suspect that the lobby in Legco is now much stronger for the employees and we are now talking about a whole different political agenda, aren't we?"

*What's a vote winner?*

"It is much the same as the discussion that's going on now about the establishment of a central compensation fund, as we have seen in the various states of Australia and New Zealand. "The discussion here will I think become very politicised because this will be seen to be a vote winner by certain members of Legco.

"There has for some while — I think it goes back to 1991 — been a committee of representatives of various government departments looking at the future of

## HONG KONG MARKET RESULTS EMPLOYEES COMPENSATION

HK\$MILLIONS	1990					1991					
	GROSS	R/I		NET		GROSS	R/I		NET		
		%	%	%			%	%	%	%	
Written Premiums	1,094.7		298.3	796.4		1,291.9	+18.0	392.1	+31.4	899.8	+13.0
Earned Premiums	1,012.1		275.8	736.3		1,255.2	100.0	381.0	100.0	874.2	100.0
Incurred Claims	730.2	72.2	307.4	422.9	57.4	958.0	76.3	373.0	97.9	585.0	66.9
Commissions	362.8	35.8	75.5	287.3	39.0	413.4	32.9	91.7	24.1	321.7	36.8
Expenses	119.0	11.8	---	119.0	16.2	139.3	11.1	---	---	139.3	15.9
Result	(200.0)	(19.8)	(107.1)	(92.9)	(12.6)	(255.5)	(20.3)	(83.7)	(22.0)	(171.8)	(19.6)

Sources: Office of The Commissioner of Insurance - Annual Report

many things to do with employment, benefits, etc. One of the suggestions made in this committee was that there should be a further study of taking employees compensation insurance for injuries at work out of the private sector and putting it into a government-administered central fund. The basis of the argument is that this would be more efficient, more cost effective and would enable increased and higher benefits to be paid."

*Who would contribute to that fund?*

"I would suggest that the contributors to that fund would either be the taxpayer-at-large or individual employers."

*That would cut you out?*

"It would cut out the insurance industry. Where this has happened in other jurisdictions in the world we have seen that the centrally-administered Government funds have got into a terrible mess and eventually they have tried to return the compensation system back to the private sector."

*It is unlikely that the Administration would favour risking such a mess?*

"My personal view is that it would be contrary to the general direction of the Administration. But equally we are seeing some pressure for a Central Provident Fund, aren't we?"

"A CPF has been discussed and there had been political pressure for it especial-

ly from some directly-elected members."

"Compulsory retirement schemes managed and operated in the private sector are one thing and that's really what we have now in employees' compensation insurance. It is compulsory on all employers but it is managed in an efficient and competitive environment within the private sector. Once you put that into the public sector, it is no longer competitive and I would suggest it no longer would be cost efficient.

*Nor would the government be able to have the accumulated locally-earned insurance assets that it is now planning to make insurance companies retain in Hong Kong?*

That's right. That's another issue. I think an Insurance Companies (Amendment) Bill has been introduced but it has not been enacted. I think they are aiming for it to be enacted before the end of the year. So it will be in the next session.

"One of the things we want to stress about this new workers compensation law — and this came across in open discussion with representatives of employers' organisations — is that the present system is inequitable in so far as those honest employers (who declare what they are really paying their employees) are subsidising the less than honest ones (who don't fully declare their payrolls).

"It is an inequitable spread of the burden." ■

## New legislated levels

**American International Underwriters Ltd argues for sole recourse in this contributed article:**

The acknowledged intent of workmen's compensation insurance was to provide a no-fault recovery mechanism for workers suffering injuries, which were expected as a regrettable but inevitable outcome of the industrialised working environment. Due to the relative bargaining strength of the employer's position in negotiating with the injured employee, it was felt necessary to legislate the levels of awards which were due the employee to ensure a quick settlement based on loss of earnings, earning capacity, and costs of medical care.

In return for the statutory benefit both the workers and employer agreed to give up certain traditional Common Law rights: the employer his right to defend against liability; the employee his right to seek damages which quantum is in excess of the legislated levels.

One exception to this no-fault agreement was the circumstance of gross, wilful or wanton negligence on the part of the employer. In such cases the right of Common Law recovery remained intact for the employee to sue for damages, such as an injured person would seek damages from the driver at fault in the event of injury suffered due to an automobile accident.

Outside Hong Kong the contradiction between the right of no-fault recovery and right to sue for damages was usually addressed by a limitation of an injured party's avenue of recovery to either the legislated WC benefit or the suite for common law damages. This concept is referred to as the "right of sole recourse," serving to limit Common Law actions to the most grievous of circumstances.

The sole recourse provision makes sense when legislated WC benefits are fair and adequate in compensation injuries suffered at work. Once the employee agrees to accept the WC benefit he gives up the right to sue for Common Law damages. Alternatively, if he wishes to pursue damages he must forego the legislated benefit - his action for damages will solely be based upon the merits of the case. In return for the opportunity of greater reward, the employee risks a lesser return should the Court so determine. This is the system in most US states as

### EMPLOYEES' COMPENSATION (AMENDMENT) BILL 1993

#### 1. INCREASE IN MAXIMUM LEVELS OF COMPENSATION

AGE	EXISTING	PROPOSED	PERCENTAGE INCREASE
<b>A. Permanent Incapacity</b>			
Under 40	HK\$620,000	HK\$1,440,000	132.3%
40 to under 56	620,000	1,080,000	74.2%
56 and above	620,000	720,000	16.1%
<b>B. Death</b>			
Under 40	HK\$542,000	HK\$1,260,000	132.5%
40 to under 56	542,000	900,000	66.1%
56 and above	542,000	540,000	



well as Singapore.

It is not the case in Hong Kong, where an employee can first accept the legislated benefit and then also sue for additional Common Law damages. In such cases if the Court determines the damages due to the employee exceed the statutory award then the employer must pay the difference. If the Court determines the damages due are less than the statutory award, there is no return by the employee but the question of legal cost remains open.

Due to the historical low level of statutory benefits in HK there has been an inordinate amount of Common Law activity resulting in damages which exceed the statutory benefit by a large margin. This is perhaps one of the reasons for which the Labour Department has proposed an increase in benefits which at face value appears excessive at 100%.

Arguably, any change in the statutory ordinance should be considered in conjunction with a revision in the availability to workers of the dual recourse of both statutory benefit and Common Law damages. If the benefit levels are adequate

there should be no need for Common Law action unless gross negligence warrants additional damages - in which case the need for the statutory benefit is eliminated (i.e. the Court would award sufficient damages). If the benefit levels are not adequate to satisfy true loss of income and medical expenses where no gross negligence exists necessitating Common Law pursuit of additional damages, then the benefit structure itself must be changed.

A system of sole recourse would result in a significant savings in the cost of providing for workers injuries by eliminating the heavy costs associated with allegations and defense of Common Law action. Recent indications show that by the time a Common Law action is heard (often four years or more from the date of the accident) external costs represent 40% of the total of award plus costs. These are costs for investigation, expert opinion, and both plaintiff and defense Counsel, as well as Court costs. Assuming the value of awards would not vary significantly under a fair statutory benefit structure the overall costs of statutory re-

covery would be only 70% of costs of recovery under Common Law.

Under the new benefit ceilings proposed by the Labour Department a back injury in HK could generate a higher award than many US states, and would represent three times what that same award would be in Singapore. The maximum death benefit would be three times that of Singapore and very close to that in California and Texas. There is nothing inherently wrong with existence of such comparatively high benefit levels, but the question must be raised: with such benefits should Hong Kong adopt a system of sole recourse? It does not remove an injured worker's right to sue, rather it creates the option between simple recovery of a known, fixed amount with no questions of responsibility, or a traditional Common Law pursuit of unlimited damages in which the Employer's defenses are reinstated.

Only in such a system will the original intent of statutory worker's compensation—a low-cost no-fault recovery mechanism—be recreated in HK, the American International Underwriters Ltd. says. ■

## Enhanced information access

**S**tarting September, Chamber members will be able to enjoy a new, free, and very user-friendly, service designed for them to efficiently receive specific information.

PHONAFAX will allow members to retrieve, by fax, a variety of information and data available on the Chamber's Notice Board, simply by following a short phone dialling procedure.

The text of the requested Chamber file will then be

automatically transmitted to the member's designated fax machine.

Retrieval by PHONAFAX means that members can select which detailed information they want to receive - this will alleviate much of the paper information that is sent in Chamber mailings.

This means we shall be phasing out some of the mailed circulars in favour of this new, more efficient and more environmentally-friendly method of communication.

The Chamber PHONAFAX Notice Board will contain a menu of contents (each with an identifying PHONAFAX file number) including:

- Weekly Events Programme (still to be faxed each weekend)
- Chamber Calendar of Committee Meetings/Activities
- Event (luncheons, missions, etc.) back-up, detailed information, with reply form.
- All Other Newsletters
- Import & Export Trade

Enquiries

- LegCo: New gazettals/motion debates
- Economic briefings and data.

We shall be mailing to members later this month an explanatory circular, plus an Easy Guide to PHONAFAX for both executive and secretarial use.

AND, there'll be a PHONAFAX "Hot Line" to answer your queries when the service becomes operational next month. ■

## 電話傳真服務快將推出

**由**今年九月起，本會將推出一項嶄新、易用、高效率的免費資訊服務。會員可利用這項服務，彈指間取得所需的資料。

這項「電話傳真」服務的特點，是會員只需輕按數個電話鍵，即可以傳真機接收各種由本會提供的資料。

「電話傳真」系統會按會員的要求，自動把資料傳送到會員指定的傳真機。

會員可選擇接收自己希望獲得的資料，此舉可大量減省原本以郵遞方式發給會員的文件資料。

「電話傳真」服務效率高，又可節省紙張，本會將逐步以之取代部分舊有的郵遞通訊服務。

本會的「電話傳真」資料庫將載列多項資料(每項資料均附有一個特定的檔案編號)，其中包括：

- 一周活動簡訊(仍然於每個周末以傳真方式發送予各會員)；
- 本會委員會會議/活動預告
- 會員活動(如午餐會、代表團等等)的詳盡資料，連同回覆表格；

- 其他會員通訊；
- 出入口貿易諮詢；
- 立法局文件，包括最新刊登的憲報/辯論資料；
- 經濟分析及數據。

本會將於月內發出會員通告，詳細解釋「電話傳真」服務及其使用方法。

此外，本會將於下月「電話傳真」服務正式推出後設立電話熱線，解答會員的查詢。

本會深信「電話傳真」將成為一種簡單、方便、有效的會員通訊方式。 ■



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# Revised premiums

## Green paper will send up health care insurance

**E**dward Lau, Agency Vice President at Manulife says: "We mainly sell life assurance and we recently made an agreement with Swire to market Taikoo Royal's products as well as our own. We have a field force of over 1200 agency people. They are all fulltime in selling our products and when there's an opportunity they also sell Taikoo Royal's general insurance products.

"My job is sales distribution channel management. I manage our agents, monitor their sales results, look at compensation and monitor the market.

"This is my second job in life. Actually I been in Manulife for 11-12 years. Prior to that I worked for another life insurance company. Altogether I've been working for over 15 years.

"I was born and got my secondary education in Hong Kong. The whole family moved to Canada where I got my first university degree in computer science and my second degree in business administration. The first insurance company I worked for was in Canada. Then I worked for Manulife and was transferred back to Hong Kong eight and a half years ago.

"I guess my original intention was to do two years here to help Manulife set up its computer department. Now I have been here eight and a half years. Obviously I have been enjoying it.

"Manulife is the largest insurance company in Canada. There are two big insurance companies in the Hong Kong market. They are National Mutual and Manulife. Between us we must have a market share of something in the range of 75% of the total market.

"We have hospital care products on both the individual side as well as the group side together with life assurance. From our viewpoint the Green Paper moving up the bed rate from HKD43 a day to something like HKD400 a day is quite a lot of money.

"And we always advise our clients to be properly insured.

"In general most life insurance companies that have medical health products review the benefit in the product every year to ensure that our products match the needs of our clients. We modify our products accordingly every year.

"So it is likely that, if the Government is going to implement its proposed increased bed fees then most insurance companies will have to revise their fees



Manulife's Edward Lau.

and benefits to accommodate the new situation.

*Are you surprised at what the Green Paper proposal portends?*

"I am not surprised that the Government will increase the bed fee. But I'm a little surprised at the rate of increase. I don't expect they will go from HKD43 to HKD400 in one leap but rather by something like HKD43 to say HKD200. I see a more gradual increase.

*The Government is eventually going to get out of the business of subsidising health care?*

Edward Lau: Yes, I think that's true. That's happening everywhere in the world where health care is getting more and more expensive. The Government cannot continue to do a full subsidisation. But I hope that the Government will increase their charges gradually so that the people can afford it and plan it properly rather than be faced with a one-shot 10-times increase.

*You would be concerned that where companies provide benefits they will revise their group schemes and ensure their employees are properly covered?*

"I'm sure the insurance companies will look at what the Government's new fees will be. Whenever we look at benefits we always look at what the Hospital Authority's recommendation is. The Hospital Authority will have some recommendation and basically we will look at that and price our benefit accordingly. If the Government is going to do it gradual-

ly it will be easier to get the client outside to accept that."

*Health insurance is going to go up in price. How much do you think for a start?*

"I think it is anybody's guess. I would say in general from what the Government's looking at, I would not be surprised to see the bed rate go up one or two times every year. I'm a little concerned about that. But then I can understand the Government's situation."

*It is throwing a lot on to the employer?*

"It does. The Government is also coming up with mandatory employee pensions. The Government is beginning to ensure the employee is fully protected. The economy is growing but at the same time the employer has now to sit down and think about what benefits he can afford to give his employees. The concept is in the right direction but on the subject of its implementation different people think differently."

*Do you think there will be a CPF?*

No, I don't think so. Pensions will not be administered by a central government agency when there are many companies outside in the private sector which specialise in doing that. I see the provision of benefits being given to the insurance companies, banks and financial institutions to bear the administrative burdens. The Government will set the environment, the rules and regulations as to how it should be done, but the real implementation is likely to be in our financial centre."

*Will it be compulsory?*

"I think it will be. But how big may be the compulsory area could be a different story.

*It's another blow to the employer?*

"Yes, an added cost to the employer. The reason why the Government is stepping in is that because they feel pensions should be provided."

*Are pension funds already multiplying?*

"I think every employer is now waiting to see what the Government is going to come up with. They don't want to rush into any scheme. The Government has aroused the attention of employers but the rules of the game have not been published yet. As a result a lot of employers are hesitate to put their money into any

particular pension fund without knowing what the Government regulations will be. I'm sure that once the Government legislates on pensions, pension funds are going to grow."

*Where do see Manulife's role?*

"We have been in the pension business for a long time. We have servicing experience that we can provide. We have the investment background that we can provide for the employer. We are in it already. We are experts in the pension area. It is a substantial part of our business."

"What an employer needs to decide is:  
i) What company he should put his money in?

ii) Where his investment will be secure with good sound financial backing and good service?

*You would be of service to the small and medium sized rather than the large?*

"Well, in general our current pension plan averages 50 people but we do go up to thousands of employees. So we have quite a few big groups."

*How soon do you think there will be some resolution on pensions?*

"We are hoping the Government will be able to lay all the cards on the table towards the end of the year."

*What do you mean when you say lay all the cards on the table?*

"I think there are a lot of things we need to know. For example, how much can be rolled over if someone decides to change his job? All details, like this, have not been finalised." ■

# Medical costs inflation

## High growth rate and the need for co-insurance schemes

**B**y shifting some people from the HKD43 bed to a new dearer class of hospital bed, as outlined in the Government's new Green Paper on health care, the Government eventually will recoup more money to meet medical costs inflation. But that will increase the need for more small and medium size employers to provide co-insurance health care benefits schemes.

Peter Williams, general manager employee benefits, at National Mutual Insurance Co. Ltd., says that trend has begun in small and medium size firms.

He thinks Chamber members should be aware of the high growth of medical costs inflation and he advises them to have co-insurance schemes with their employees that tend to limit utilisation.

Peter Williams says it is a bit too early to comment in detail on the green paper.

He begins an interview with *The Bulletin* by asking when will the Government be bold enough to introduce some form of scheduling of fees for medical expenses in the private sector?

He says there is now no common ground nor indication of what medical fee structures are.

"In other words if you go into hospital for an operation in the private sector your bill is a lottery depending upon what the surgeon thinks you can pay."

Peter Williams says: "Setting a common insurance scheme or standard of benefit would prove difficult without some form of scheduled fee." He thinks ultimately this issue of fees will emerge. The unanswered questions has been around for a long time.



National Mutual's, Peter Williams

*Does the new Health Care consultative paper suggest medical fees are going to be heavier?*

Peter Williams: "The Government has a need long term because of higher medical technology costs, because of greater local adaption to Western medicine and because of the unregulated medical market."

"The Government has a need to introduce something which will control its exposure to long-term costs."

"You have inflation and you have medical inflation that will lead eventually

to incredible pressures on Government expenditure. But those pressures will not emerge in the next three or four years."

"From a political point of view, the Government does not have the pressure on it that it would have if its finances had not been in such good order in terms of raising tax, in terms of Budget surpluses and in terms of inflation on tax revenue."

"But if some of those things were to change in the longer term enormous cost pressures will surface."

*Should this be putting more pressure*



on firms to insure health benefits for staff?  
"Businesses have three pressures in Hong Kong:

- The full employment pressure. That puts pressure on employers to give more and more benefits to their employees.

- The increasing sophistication of the work force and its demands for better and better treatment. That also puts pressure on employers to provide more benefits.

- Inflation. Medical inflation, which probably runs at 75% higher than normal

inflation, puts an even greater pressure on employers.

"Full employment is driving demand for more employees to be covered. Then you have what I call medical inflation pushing the cost to employers up significantly. Added to that you have a greater utilisation of health care benefits, driven by the greater acceptance of Western medicine. It increases the number of times people go to doctors which in turn increases the cost pressures that insurers pass on to employers.

That means more firms have to come to people like you?

"The medical insurance business is expanding. The growth rate a year of people covered is around 10%. The medical inflation cost is growing around 18-20%. It is grossly different to your 9-10% inflation cost as measured by Government.

"We take these measurements by looking at hospital charges, clinical charges and surgical charges. So there is growth in terms of people and there is the extra pressure of cost growth.

## Mexico extends deadline

**M**exico has extended the deadline for final submissions against its anti-dumping measures imposed on April 15 on 14 categories of China-made goods.

The sudden imposition of heavy countervailing duties on toys, footwear, textiles and garments, bicycles, chemicals etc. has resulted in estimated losses of millions of Hong Kong dollars to Hong Kong exporters of these China-made products.

The Chamber flew in consultant Luis Bravo Aquilera to help exporters prepare their complaints against the Mexican anti-dumping allegations.

The original deadline for complaints was June 30. But Chris Jackson, Acting Director General for Trade flew to Mexico City to meet Mexican Government officials on

a number of issues, including the anti-dumping action.

In a letter to Chamber Chairman Paul M F Cheng on his return, Chris Jackson says: "It was made quite clear to me that despite the strong representations made to the Mexican Government by the governments of the PRC and Hong Kong and by many US importers and retailers with business interests in Mexico, the Mexican Government considered that it had no option but to proceed with the case.

"The Mexican Government considered that large and rapidly increasing imports of low-priced goods of China origin had made it politically imperative to take a broad-ranging safeguard action to protect its manufacturers; and that it felt it necessary to introduce measures with almost immediate effect to avoid a further

surge of imports.

"You may be sure that I replied to each of these points. But the Mexican Government insisted that the best way for Hong Kong to proceed was to ensure a good response from Hong Kong trading firms to the invitation to submit relevant data demonstrating that the provisional anti-dumping duties should be reduced or removed.

"The deadline for submissions in the preliminary review is 30 June, as we know. The deadline for submissions to a final review is 10 November 1993. Firms which do not make submissions in the preliminary review may do so in the final review.

"Formal submissions made by the 10 November deadline must be in Spanish, though informal correspondence and preliminary

data may be submitted in English."

Chris Jackson said the Trade Department was arranging a translation into English of the Spanish language questionnaire that had to be submitted by 10 November.

He said: It was emphasised to me that Hong Kong firms could submit a covering letter providing additional and perhaps more general information as evidence of their fair pricing; that Hong Kong firms could make submissions in groups or singly; that the submissions could cover one or many product items; and that, while employing a lawyer or other anti-dumping expert might help it was by no means necessary."

The Chamber has issued a circular to members on this subject. ■

## 墨國延長限期

**墨**西哥於四月十五日宣佈即時向十四類中國產品徵收反傾銷關稅，但後來決定把限期押後，以便廠商有時間表達意見。

墨西哥突然向從中國進口的玩具、鞋履、紡織品、成衣、單車、化學品等等徵收重稅，估計香港出口商會因而損失數以百萬計港元。

為此，本會特別從墨西哥邀請阿吉萊拉專程來港，協助會員就反傾銷指控提出上訴。

原先提出上訴的最後限期是六月三十日。貿易署代理署長翟信賢較早前曾到過墨西哥城，與該國政府官員就多項問題進行磋商，其中談到反傾銷行動。

翟信賢返港後致函本會主席鄭明訓稱：「雖然經過中港政府及很多在墨西哥有業務

的美國進口商力陳利害，但墨西哥政府仍然認為這是唯一可行的辦法，因此，他們決定執行有關措施。

「墨西哥政府稱，原產於中國的廉價貨品大量輸入，墨西哥在政治上不得不採取廣泛行動，以保障國內廠商。此外，該國政府又決定即時執行反傾銷措施，以免進口貨品突然大量增加。

「我已經就上述問題與墨西哥政府磋商，但墨西哥政府堅持，香港最佳的處理方法，是貿易公司積極作出回應，提交有關資料，以證明臨時的反傾銷關稅應予減低或取消。

「提交意見書作初部覆核的最後限期是六月三十日，而提交上訴書作最後覆核的限期則是十一月十日，那些沒有在初部覆核時提交意見書的公司，可於最後覆核限期前提

交。

「十一月十日所提交的正式上訴書必須以西班牙文書寫，但一般非正式公函及初步資料則可使用英文。」

翟信賢說，貿易署正安排將該份西班牙文問卷翻譯成英文。問卷須於十一月十日前交回墨西哥有關當局。

他說：「他們一再向我強調，香港公司可將問卷連同信件一併交回，信件上可列出進一步或一般資料以證明定價是公平的；香港商人可集體或個別提出上訴；上訴書可涵蓋一個或多個產品項目；港商可酌情衡量是否需要聘請律師或其他處理反傾銷問題的專家。」

本會已就此事發出通告知會全體會員。 ■

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Article numbering and bar coding — and the scanning of these bar codes — is a familiar sight in supermarkets in Hong Kong. But the use of article numbering, bar coding and scanning is not limited to groceries or

supermarkets.

Bar code symbols and article numbers can represent data about more than groceries. They can represent a service or a location and scanning is a fast and reliable way to capture these data. Article numbering, bar coding and scanning can be used in any business.

And article numbering, bar coding and scanning can be used with electronic data interchange (EDI) to conduct your domestic and international business transactions.

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You can learn how you can increase your business efficiency and your productivity from article numbering, bar coding, scanning and EDI when the Hong Kong Article Numbering Association (HKANA) holds its three-day conference from October 4-6.

The conference is carefully designed. It starts you off with a foundation on business strategising with Information Technology (IT); then building your under-

standing of what article numbering, bar coding, scanning and EDI are about and how you can apply these to your business; and then, rounding off with specific case studies so that you can see how real businesses are now applying these tools.

• You can register for the HKANA Conference '93 and learn the latest business methods by getting in touch with Shirley Chan at the HKANA, tel: 861 2819, fax: 861 2423. ■

Peter Williams says insurance companies are under two pressures. One: It's good to get increased business. Two: It's very hard to pass on the price increases.

"Companies are under many cost pressures in Hong Kong: Rent, labour, etc. Not all health insurance companies in the market make a profit. My estimate is that 40-50% do not make a profit. It is a fine margin business.

He said the friendly societies that existed in the West never existed in Hong Kong. The situation was quite different and the market involvement has been quick. You have gone from a total reliance on a Chinese medical system of herbists and an indigenous type of self-help system where people were used to paying, to one where you have Western medicine. The reluctance to go to a Western hospital is changing.

"The rapid change means that to provide the needs that arise you end up with commercial organisations rather than friendly societies doing the providing.

"More and more companies are pro-

viding more and more health benefits.

"Employers in the General Chamber of Commerce need to be aware of medical inflation in Hong Kong. They should not have any expectations that any quick relief will come from anything that's in the Green Paper.

"If anything, introducing eventually an extra class of bed will give Government the opportunity to recoup some costs. By shifting some people from the HKD43 beds there will be a further need for insurance.

"The greatest fear is not the costs of being in hospital. It is the fees charged for surgical procedures. They are the big ticket item. They are under no control and by world standards they are high. The fees for a private bed in a hospital are reasonable by world standards.

"For employers there is a strong message that they should understand. And that is the benefit of having some form of co-insurance with their employees.

"In other words if they insure 100% of the benefit, I can assure you that their costs for the times that people utilise medical procedures will be much greater

than someone who does it on say an 80-20 basis, where the employer reimburses 80% and the employee has to make a contribution.

"So there is a strong message to employers: Where they have current insurance to maintain it and where they don't to think about it. Because it is probably the best method of having their workforce appreciate — and use sensibly — a staff medical insurance scheme.

"We think pretty well all the large and medium-size firms now have something. The change is coming in the medium and small size firms. I would think that somewhere around 35% of employees in Hong Kong have some form of employer-sponsored medical cover.

Some of the forms of coverage are totally inadequate when you compare what the costs are and the benefits that are derived. People are under-insuring. The employer may be telling his employees he is providing private-bed coverage with a reimbursement of HKD800 a day. But when the employee has the emergency and goes into hospital he finds his costs are HKD2,000 a day. ■

## SPECIAL REPORT

SEPTEMBER

NETHERLANDS  
TELECOMMUNICATIONS

OCTOBER

CHINA  
TOURISM/HOTEL



# Interdependent twins

Singapore, Hong Kong can be bases for South and north Asian markets

**M**rs Sng Sow-mei, Centre Director/Counsellor (Commercial) of Singapore Trade Development Board (STDB), says Singapore and Hong Kong are like twin cities that are highly interdependent on each other.

Mrs Sng says the Singapore trade with Hong Kong has been very steady over the last three decades and has grown substantially, with an average annual growth of about 14.6%.

She says: "Last year, Hong Kong was Singapore's fifth largest trading partner. We have a total trade of SGD11.7 billion, which is about 5.3% of Singapore's global trade.

"We imported SGD3.6 billion from Hong Kong and exported SGD8.1 billion to Hong Kong.

"So we have a trade surplus with Hong Kong. A trade surplus that has increased from SGD3.9 billion in 1991 to SGD4.5 billion in 1992.

Mrs Sng says in the past, Singapore ex-

ported a lot of petroleum products to Hong Kong but there was a significant growth in the non-oil exports last year.

Major non-oil products were items like electronic valves, telecommunication equipments, data processing machines, video and sound recorders, electrical machinery and some high value products.

Imports from Hong Kong mainly include equipment for the office and data processing machines, electronic valves, cotton fabrics, watches and clocks, electronic circuit apparatus, telecommunication equipment and data processing machines.

Mrs Sng says: "Apart from trade, there is also cross investment between Singapore and Hong Kong. Singapore companies set up operations here for the China market as well as the Hong Kong market.

"Singapore companies which set up operations in Hong Kong use Hong Kong as their eyes and ears in the China market.

"Singapore companies are also look-

ing to Hong Kong as a good base for business opportunities. We are looking at the Hong Kong infrastructure programme, such as the new airport, the port facilities, the tunnels, etc.

"We could joint venture with Hong Kong, provide our technical and management knowhow, act as contractors or sub-contractors and supply materials.

"Similarly, Hong Kong companies could use Singapore as a base to form joint ventures with Singapore partners for the infrastructure projects in other South-east Asian countries.

"They can look to Singapore for a joint venture partner to invest in Vietnam or invest in other parts of Southeast Asia, etc.

"The position of Singapore and Hong Kong is very important to most businessmen. They are like twin cities. We are interdependent on each other."

Mrs Sng says Hong Kong plays an important role for Singapore as an entrepot to China.

## 相輔「雙城」

新加坡和香港可分別作為南亞洲和北亞洲市場的拓展基地

**新**加坡貿易發展局支局長／商務參贊孫潘秀美表示，新加坡和香港直像兩個高度互賴的雙生城市。

孫女士指出，過去三十年，新港貿易增長穩定，平均每年達百分之十四點六。

她說：「一九九二年，香港是新加坡第五大貿易夥伴，貿易總額達一百一十七億元（新加坡元・下同），佔新加坡外貿總額的百分之五點三。

「同年新加坡從香港進口的貨物總值三十六億元，輸往香港的出口貨物總值則為八十一億元。

「我們對香港的貿易出現盈餘。貿易盈餘從一九九一年的三十九億元增至九二年的四十五億元。」

孫女士表示，新加坡過去出口大量石油產品往香港，但去年非石油產品的出口大幅增加。

非石油產品主要包括電子閥、電訊設備、數據處理機器、錄影及錄音機、電機及

一些高值產品。

從香港進口的產品主要包括辦公室用設備和數據處理機器、電子閥、棉布、鐘錶、電子線路裝置、電訊設備及數據處理機器等。

孫女士說：「除了貿易外，新加坡和香港之間亦有相互投資活動。新加坡公司在港開設公司，不單為了發展香港市場，更希望在中國市場分一杯羹。

「在港開展業務的新加坡公司利用香港觀察中國市場和收集資訊。

「新加坡亦視香港為工商業的黃金基地，我們正注視香港的基建工程，例如新機場、港口設施、隧道等。

「我們可以和香港攜手合作，我們提供技術和管理知識，或擔任承包商或分包商，並供應所需物料。

「同樣，香港公司可利用新加坡為基地，與新加坡合夥人合資進行其他東南亞國家的基建工程。

「他們可以物色新加坡合資合夥人投資越南或東南亞其他地區。

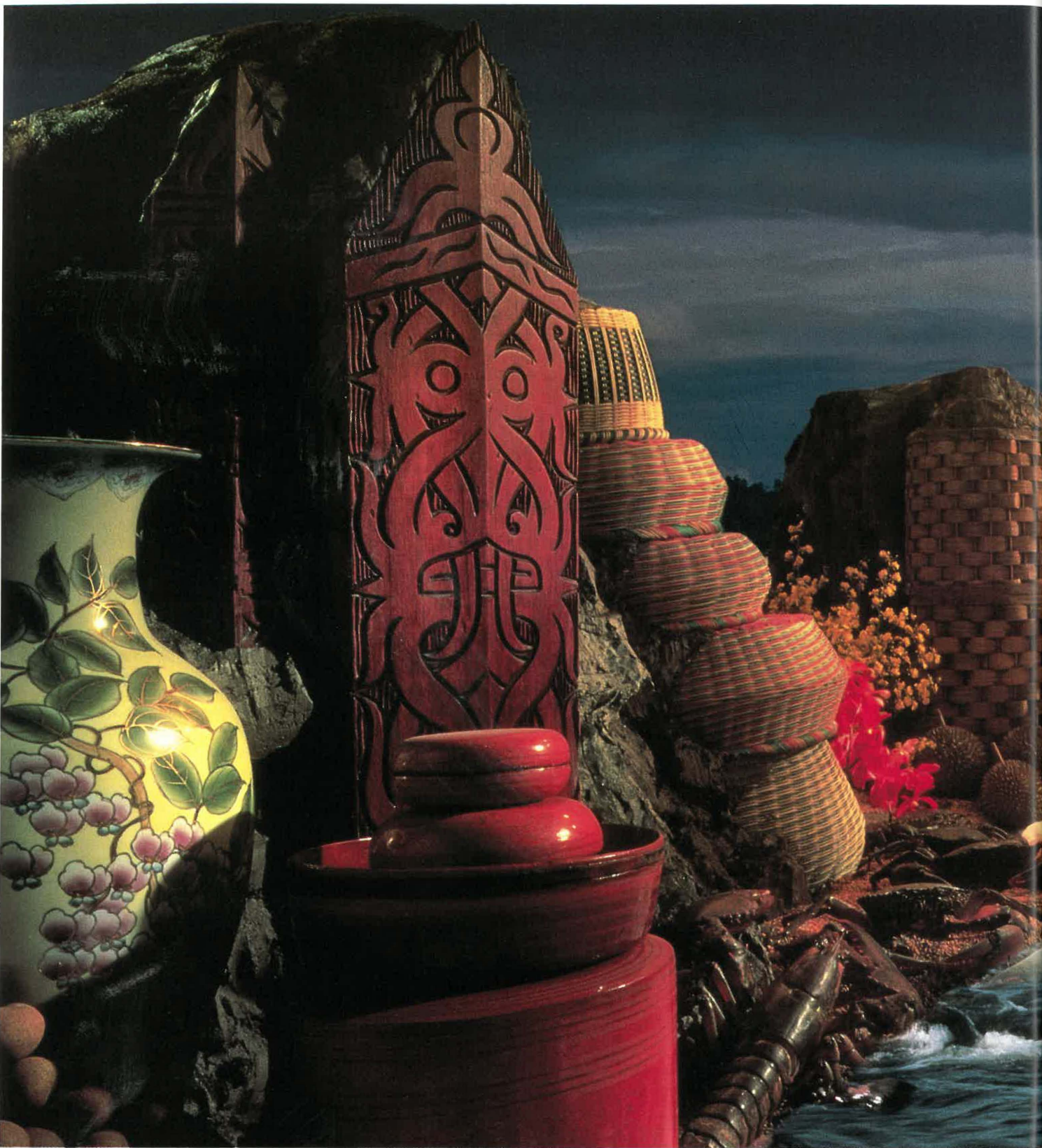
「新加坡和香港的地位非常重要，好們就好像雙生的城市，互相倚靠對方，」孫女士表示，香港在新加坡對華的轉口貿易上擔當了重要的角色。

「過去，新加坡是東南亞國家對華的重要轉口港，但約三年前，中國與這些國家直接進行貿易後，新加坡的對華貿易大幅減少。但另一方面，我們經香港與中國進行的貿易卻增加，換言之，香港成了我們對華貿易的轉口港。」

去年新加坡的對華貿易總額為五十五億元，增長百分之二點九。新加坡從中國進口貨物總值三十七億元，同年出口到中國的貨物總值十八億元。

孫女士說：「新加坡是中國第七大貿易夥伴，而中國則是新加坡第十一大貿易夥伴。」

孫女士亦簡述新加坡對華貿易歷史：



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"In the past, Singapore was a strong entrepot for other Southeast Asian countries with China. But about three years ago China started direct trading with these countries and Singapore's trade with China fell. On the other hand, our trade with China via Hong Kong has increased. So Hong Kong has become our entrepot with China."

Last year, Singapore's trade with China amounted to SGD5.5 billion, representing a growth of 2.9%. Singapore imported SGD3.7 billion from China and exported SGD1.8 billion to China.

Mrs Sng says: "Singapore was China's seventh largest trading partner while China was Singapore's 11th largest trading partner."

Mrs Sng gives a brief history of the Sino-Singaporean trade:

"During the 1970's, Singapore played a very distinctive role as an entrepot for trade between China and between Southeast Asia, with an annual volume averaging SGD700 million.

"In the 1980's, there was a significant transformation resulting in a four times jump in trade volume. That was when China embarked on its open door policy."

According to the trade statistics provided by the Census & Statistics Department, products of China origin exported to Singapore via Hong Kong increased from HKD123 million in 1970 to HKD1.2 billion in 1985. Last year, imports from China to Singapore via Hong Kong amounted to HKD6.5 billion.

Mrs Sng says the Hong Kong office promotes bilateral trade between Singa-

pore and Hong Kong and Singapore and South China. Enquiries handled by the Hong Kong office include sourcing of products and services and trade generating investment opportunities in this region.

On trade generating investment, TDB Holding, which is the investment arm of the Singapore Trade Development Board, has invested in a conglomerate called the New China Hong Kong Group.

"Through this channel, we hope we could be able to network with major Hong Kong and Chinese companies to identify good business and investment opportunities in Hong Kong and China.

"On product and service promotion, annually we participate in several exhibitions in Hong Kong. Our companies come here to exhibit their products, to display their production capabilities and services with an eye on China.

"There is Chinese participation in most of the big exhibitions in Hong Kong. This is one of the channels to use to expand our trade with China."

Mrs Sng says the STDB office in Hong Kong also helps Chinese companies to establish their presence in Singapore.

"We are also promoting international trading and shipping companies to set up operations in Singapore, using Singapore as a base for international trade and as shipping hub.

"Some of the Chinese-owned companies in Hong Kong are also looking for opportunities in Singapore to expand their activities in Southeast Asia and on the Indian subcontinent.

"We have close contacts with these companies. We provide them with information on how to set up operations in Singapore as well as information on Singapore trade with Hong Kong and China.

Mrs Sng predicts that the Singapore trade with Hong Kong and China will grow.

"The region is growing spearheaded by China because of its vast market.

"The living standard of China is improving. People have more cash now. The purchasing power is higher. This is a market we cannot ignore.

"Apart from trade, we could also participate in China's infrastructure development, providing our technical and management knowhow and supplying materials.

"Hong Kong could be joint venture partner in our China ventures.

"The two cities have got many similarities and the Chinese market is too big for only one party to handle. So the trend of the triangular arrangement will continue to bear fruits.

"There is also opportunities for joint ventures with Chinese companies to set up operations in third countries.

"This includes collaboration with small and medium size industries, the so-called township enterprises in China that have become the new wave of China's economic growth.

"These township enterprises have been developing very rapidly and they are also looking for overseas opportunities. They hope they can also set up operations in third countries for expansion." ■

「七十年代，新加坡在東南亞國家的對華貿易中擔當了非常獨特的轉口港角色，平均每年貿易額為七億元。

「八十年代曾出現重要的轉變，中國開始實施門戶開放政策，貿易額旋即作四級跳。」

根據統計處提供的貿易統計數字，經香港出口往新加坡的中國貨品貿易從一九七零年的一億二千三百萬港元增加至一九八五年的十二億港元。去年，中國經香港輸往新加坡的貨物總值達六十五億港元。

孫女士表示，香港辦事處專責推廣新加坡與香港和華南的雙邊貿易，辦事處處理的諮詢，包括物色區內產品和服務及創投資機會。

在開展貿易投資方面，新加坡貿易發展局的投資機構 TDB Holding 在新中國香港集團作出了投資。

「我們希望透過此渠道與主要的中港公司建立聯繫，尋找對中港兩地都有利的商業及投資機會。

「在產品及服務推廣方面，我們每年均會參與本港多個展覽會。新加坡公司會來港參展，一方面希望展示生產能力和服務，另一方面希望打進中國市場。

「香港大部分展覽會均有中資參與，這是我們擴展對華貿易的渠道之一。」

孫女士表示，新加坡貿易發展局香港支局亦會協助中資公司在新加坡開業。

「我們推廣國際性的貿易公司和船公司在新加坡開展業務，以新加坡作為國際貿易基地和船運中樞。

「香港一些中資公司正物色機會，到新加坡擴展他們在東南亞和印度的業務。

「我們與這些公司保持緊密聯繫，向他們提供新加坡對港及對華貿易及新加坡開業須知等資料。

孫女士預期，新加坡與香港及中國的貿易會不斷發展。

「中國市場龐大，在其帶動下，整個亞太區都會不斷增長。

「中國國民生活水平不斷改善，人們現

款增多，購買力較以往高，這個市場的潛力不容忽視。

「除了貿易外，我們亦參與中國的基建發展，向他們提供技術和管理知識，並供應物料。

「香港可以在中國項目上與我們合作。

「香港和新加坡有很多相似的地方，而中國市場實在非常龐大，非單一方面所能獲佔，因此，新、中、港這個三角組合將繼續帶來豐碩的成果。

「此外，中資公司亦有機會以合資經營模式在第三國開業。

「其中包括中國一些中、小型工業的結合，人們稱之為鄉鎮企業，這種鄉鎮企業已成為推動中國經濟增長的一股新力量。

「這些鄉鎮企業發展迅速，不斷尋求海外發展機會，第三國家亦是他們擴展業務的目標。」 ■





# 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

亞太區總部高級副總裁及亞太區總經理

譚宗定先生

一九九〇年



元朗工業邨

## 在香港工業邨設廠的十大理由：

- 地價合宜
- 人力來源充足
- 交通四通八達
- 通訊網絡完備
- 工業邨內設計完善
- 工業邨內道路交通暢順
- 各種設備齊全
- 環境優美怡人
- 審核申請迅速
- 對本地與海外廠商一視同仁

## 如有任何查詢，請與本公司聯絡：

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