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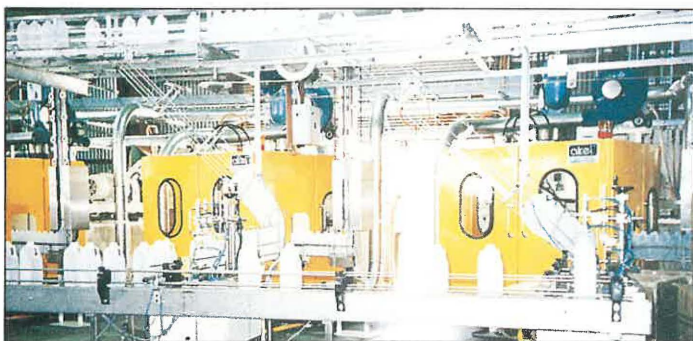


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COVER STORY

The biggest batch of American staffers serving US Congressmen came to Hong Kong at the end of August at the invitation of seven local trade organisations to see for themselves the symbiotic relationship between Hong Kong and Southern China — and why Most Favoured Nation trade status for China is important to Hong Kong. 9

八月底，歷來人數最多的一批美國國會議員助理應本港七大工商組織的邀請訪問香港及華南，親身瞭解兩地唇齒相依的密切關係及最惠國待遇對香港的重要性。

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Government role must be kept to a minimum

With the Financial Secretary, Mr Hamish Macleod's round of consultations on next year's Budget now well under way, the issue of the appropriate role of Government in the Hong Kong economy once again becomes a potential issue for debate.

It should not be. Hong Kong has been well served in the past by the policy of minimum intervention and maximum support from Government - or "positive non-intervention" as it was previously, and quite inelegantly, termed.

But in recent times, the Government's own solid spending programmes together with increased political pressures have led the Government to increase its share of the overall Gross Domestic Product (GDP).

To date this has been largely due to higher capital spending - a result of the commitment to major infrastructure projects, with recurrent spending rising in line with inflation and economic growth.

But there has also been pressure for the Government to increase its outlay on recurrent spending programmes, including health, education and welfare, and to take a more active role in determining Hong Kong's economic and social future.

While the Hong Kong General Chamber of Commerce supports greater attention to these areas of social need, it believes it should continue to be done within existing budget guidelines, not by increasing the Government's share of GDP.

It believes the welfare of the whole community can best be improved by solid economic growth - improving the lot of all - rather than by the income re-distributive activities of Government.

Support for this approach came recently from the American Nobel Prize winning economist, Professor Gary S. Becker.

He delivered a timely warning on the problems of an excessive Government role - either in direct asset ownership or through the expansion of the welfare state - in the first CitiBank-Hong Kong University of Science and Technology Business Forum last month.

He said excessive intervention not only led to slower economic growth, but bad work habits and lower productivity.

The 1992 Nobel laureate in economics also warned of the dangers of restricting immigration (less competition and higher costs), especially limits on skilled workers as Hong Kong now does.

Professor Becker explained that recent research had found that economic growth slowed with greater intervention and the expansion of the welfare state led to a decline in work habits over time and the loss of production and competitiveness.

He warned that an economy with good work habits could live off these habits temporarily after the imposition of a costlier welfare system, because workers with a conscientious approach to their employment did not quickly respond to high taxes and the payment of generous welfare benefits.

But over time they responded by learning how to use the system (established by Government) to their own advantage.

According to Professor Becker, the process can be turned back, a phenomena that could help explain developments on the Mainland - the rapid rise of an entrepreneurial class, but with a hangover of some ordinary work habits.

Speaking on the subject "Education, Training and Government Activity in the Process of Development", Professor Becker

said while investments in machinery and other physical capital were quite clearly important, it was investment in human capital that today distinguished the fastest growing economies from the laggards.

But he said one other ingredient was necessary for economic success was the market environment, including minimising Government intervention.

During the 1970s and 1980s, Government spending in some 50 non-communist countries rose from an average of about 32 per cent of GDP (Gross Domestic Product) in 1972 to 40 per cent in 1985 - a move Professor Becker believes contributed to the sharp decline in world economic growth in the 1970s and 1980s of the previous two decades.

The reverse was true in Asia where such spending averaged less than 13 per cent of GDP in the eight fastest growing economies compared with almost 17 per cent for other less-developed countries. Hong Kong's has now crept to 18.5 per cent of GDP.

Recent research evidence also suggests that the contribution to economic growth of extensive education and training is sharply reduced when governments interfere too much in the economy. The outstanding records of Japan, Taiwan, Hong Kong and other Asian economies in recent decades dramatically illustrated the importance of human capital to growth.

These Asian economies together grew by an average of almost six per cent a year in real per capita GDP from 1960 to 1985 compared to less than two per cent a year for all less developed countries by relying on a well-trained, educated, hard-working and conscientious labour force.

Professor Becker said that another vital ingredient to economic success appeared to be increased trade - not just how much an economy traded, however, but what type of economies it principally traded with.

Comparisons of the growth rates of different countries show that countries do better when they import and export a lot, and when they have fewer restrictions on trade.

But it is not only the quantity of trade that matters for the role of knowledge in growth, but also who the trading partners are.

Recent research also shows that developing countries grow faster when they import and export more to advanced countries because the demands of these countries for more sophisticated and higher quality products forced exporting industries to adopt more stringent standards.

In addition, importing machinery and other goods from advanced nations helped extend the knowledge and productivity base of the importing economies, as did immigration and the training of students in advanced countries.

The Hong Kong General Chamber of Commerce strongly believes in minimum Government intervention in pursuit of greater economic growth, community wealth and prosperity.



政府干預必須盡量減少

正 當財政司**麥高樂**就明年財政預算案諮詢各界意見的時候，關於政府在本本地經濟應扮演何種角色的問題，可能再次成為公眾談論的焦點。

香港一向奉行最少干預、最大支援政策(亦即所謂「積極不干預政策」)，效果良好。

但到了最近，由於庫房儲備充裕，加上受到政治壓力，港府開始增加本身在本地生產總值中所佔的比重。

截至現時為止，政府只是增加非經常性開支，以應付基本建設工程支出，這種開支正隨著通貨膨脹和經濟增長不斷增加。

不過，部分社會人士向政府施壓，要求增加經常性開支(包括醫療、教育、社會福利等方面)，有人更呼籲政府加強參與制訂未來經濟及社會發展路向。

香港總商會同意應加強照顧各方面的社會需要，但與此同時，本會深信，政府應按照現有的財政預算指引增加社會福利開支，而非擴大公共開支在本地生產總值中所佔比例。

本會相信，改善社會福利的最佳途徑，莫如確保經濟穩健增長，因為這樣才是改善民生的正確方法；本會不贊成政府實行重新分配收入政策。

諾貝爾經濟學得獎者**貝克爾**教授最近亦對此表示支持。

他上月應邀出席萬國寶通銀行及香港科技大學聯合主辦的工商論壇時提出一項適時的警告說，政府過份干預，無論是透過直接資產擁有或擴大社會福利制度，都會造成不良影響。

他說，過份干預不但會拖慢經濟增長，更會養成不良工作習慣，令生產力下降。

這位一九九二年諾貝爾經濟學得獎者又警告說，入境限制(會減低競爭力及增加成本)，特別是香港現時實施的熟練技工配額制度，會構成一定問題。

貝克爾教授解釋，最近的研究顯示，政府干預愈多，經濟增長便愈慢，而社會福利制度膨脹，多會逐漸導致工人養成不良工作習慣，繼而令生產力及競爭力下降。

他指出，實行成本高昂的社會福利制度後，一向工作習慣良好的社會可暫時支撐下去，因為短期而言，工人仍會沿襲舊有的積極態度，而不會即時就高稅率及慷慨的社會福利作出轉變。

但假以時日，他們將學會如何充份利用福利制度(由政府建立的制度)，為自己謀取最大利益。

根據貝克爾教授分析，這過程是可以逆轉的，這現象

亦可解釋為何中國在企業家冒起的同時，普通工人仍堅持舊有的工作習慣。

貝克爾教授的講題是《發展過程中的教育、培訓及政府活動》。他說，機器及其他實質資本投資固然重要，但人力資源投資亦不可忽略，因為這是經濟發展的關鍵。

不過他補充，市場環境，包括最低的政府干預，亦是決定經濟成就的重要因素。

七、八十年代，全球約五十個非共產國家的公共開支在國民生產總值中所佔比率大幅增加，一九七二年僅佔國民生產總值的百分之三十二，八五年激增至百分之四十，貝克爾教授相信，這是導致七、八十年代全球經濟增長銳減的原因之一。

亞洲經濟發展最迅速的八個國家，公共開支平均佔國民生產總值百分之十三以下，反觀其他發展較慢的國家，比率接近百分之十七。本港公共開支在本地生產總值所佔比例已攀升至百分之十八點五。

研究亦顯示，假如政府過份干預經濟，教育及培訓對經濟增長的貢獻便會大幅減低。日本、台灣、香港及其他亞洲國家最近數十年的經濟成就，正好證明了人力資源投資對經濟增長的重要性。

一九六零至八五年間，上述亞洲經濟實體每年國民生產總值的實質增長平均接近百分之六，而發展較慢國家的實質增長只有少於百分之二。

貝克爾教授說，另一個對經濟成就舉足輕重的因素，是貿易增加，但這並非單指數量而言，與何種經濟實體進行貿易亦非常重要。

假如比較不同國家的增長速度，進出口數量龐大和貿易限制較少的國家通常表現較佳。

研究結果指出，如果發展中國家與先進國家進行大量進出口貿易，經濟增長速度通常較快，因為該等先進國家需要較高科技和高質素的产品，發展中國家的出口工業必須提高生產技術水平，方可保持競爭力。

此外，從先進國家輸入機器及其他貨品，有助入口國家擴闊本身的知識領域和生產基礎。

香港總商會深信，最少的政府干預是追求經濟增長、社會財富和繁榮的最佳方法。



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Educating 14 more from Washington

Capitalism more evident in South China than Hong Kong, says one staffer after a week's look-see

Capitalism was more evident in South China than in Hong Kong, one of the 14 staffers serving US Senators and Congressmen suggested at a debriefing breakfast session on September 6, concluding a week's study mission of Hong Kong and South China by the 14 men and women from Washington.

Seven trade organisations in Hong Kong, including the General Chamber of Commerce, brought the latest and biggest batch so far of American staffers to Hong Kong and South China in a Congressional recess.

The study mission was part of an ongoing Hong Kong initiative to let these important people see the situation on the ground for themselves so that they could better help their bosses in the US Senate and House of Representatives make vital decisions on subjects like US China policy and on Congress voting on granting Most Favoured Nation trade status for China.

Zhang Han Ming, vice director of the Standing Committee of the Shenzhen People's Congress, entertains the staffers.

深圳市人大常委會
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迎接代表團



The staffers included Ruth Thomas, Legislative Assistant to House Majority Leader, Richard Gephardt; Robert

Gustafson responsible for foreign affairs and trade issues for Representative John Edward Porter; Kevin Dempsey, counsel to

華府人員再度東來考察

國會議員助理代表團完成為期一周的考察活動後表示，華南所具備的資本主義特點比香港的更加明顯

九月六日，美國參眾兩院國會議員助理代表團一行十四人應邀參加一個滙報早餐會議，並於席上總結此行成果，其中一位成員表示，華南所具備的資本主義特點比香港的更加明顯。

本港七大工商組織(包括香港總商會)把握美國國會休會的良機，安排一批國會議員助理訪問香港和華南。

本港工商組織一直致力安排美國國會要員親身東來考察，希望他們返國後將所見所聞轉告參眾兩院議員，協助後者就對華政策、中國最惠國待遇等問題作出正確的決定。

代表團成員其中包括**托馬斯**(眾議院多數黨領袖**格普哈特**議員的法律顧問)、**古斯塔夫森**(專責處理眾議院**波特**議員的外交及貿易事務)、**凱文**(參議院**丹福思**議員的法律

顧問)、**戴埃林**(參議院**馬修斯**議員高級法律助理)。

本會主席**鄭明訓**於八月三十一日親自為十四位議員助理主持座談會，香港出口商會、中華總商會、中華廠商聯合會、印度商會、香港工業總會當日亦有派出代表參加。

一星期後，中華總商會副會長**黃宜宏**博士主持滙報座談會，出席的嘉賓除了各大工商組織的代表外，尚有「二零四七行動組織」代表、本會總裁**祈仕德**准將、國際事務部助理總裁**馮棟澤**、國際事務部副經理**鄭慧瑩**等。

代表團大部分成員都對華南經濟發展成就感到驚訝，其中部分表示難以評估港人對香港政治前途的關心程度，而其中最少一位成員認為，由於香港快要回歸中國，其經濟前景將日益倚賴中港關係，他認為港美關係會逐漸改變。

代表團展開訪問活動的第一天，分別會晤美國駐港總領事及副憲制事務司，中午出席香港工業總會所設的午宴。其後，他們參觀香港證券交易所及港府新機場工程統籌

處，晚上於香港會所參加一個由「二零四七行動組織」主辦的酒會，以及由香港出口商會安排乘搭遊艇到南丫島用餐。

翌日，美國商會為代表團舉行早餐會，其後代表團乘船參觀香港貨櫃碼頭，並於和記香港國際貨櫃碼頭聽取該公司代表講解華南及香港以至世界各地的貨物運輸情況及區內持續的港口發展。

接著，代表團與港府副貿易署長**翟信賢**、經濟顧問**鄧廣堯**會面，下午參觀大埔工業邨，並與工業邨總裁**鮑明**會面。其後，他們參觀震雄機器有限公司、沙田獅子亭、新城市廣場，晚上出席香港中國企業協會舉辦的晚宴。

九月二日，代表團取道落馬洲前往深圳經濟特區，抵達後隨即參觀杜邦中國集團有限公司，並與深圳市官員共進午餐。下午，他們參觀開達公司，其後與廣東省官員共進晚餐。

九月三日，十四位議員助理參加於東莞厚街偉易達電子廠舉行的早餐會，其後參觀廣州黃埔經濟技術開發區、廣州箭牌香口膠

Senator John Danforth and Erin Day, senior legislative aide to Senator Harlan Matthews.

Chamber Chairman, Paul M F Cheng, chaired an initial briefing for the 14 staffers on their arrival on August 31. Representatives of the Hong Kong Exporters' Association, the Chinese General Chamber of Commerce, the Chinese Manufacturers' Association, the Indian Chamber of Commerce and the Federation of Hong Kong Industries also attended the briefing.

Dr Philip Y Wong, vice chairman of the Chinese General Chamber of Commerce, chaired the debriefing a week later, which was also attended by representatives of the sponsoring trade organisations and Vision 2047. Chamber Director, Brig Ian Christie, represented the HKGCC with Assistant Director International Affairs, Sidney Fung, and Assistant Manager International Affairs, Ms Tina Cheng.

Most of the staffers expressed surprise at the economic development they saw in South China. Some said they were unable fully to assess how interested Hong Kong people were in their own political future. At least one thought as their economic welfare would depend more and more on interdependence with China, Hong Kong would draw closer to China. Hong Kong's current relationship with the United States would also change.

On their first day in Hong Kong, the 14 staffers were briefed by the United States Consulate General and by C M Leung, deputy secretary for Constitutional Affairs. The host at lunch was the Federation of Hong Kong Industries. Afterwards they saw the trading hall of the Hong Kong Stock Exchange in action and were briefed at the New Airport Project Cooperation Office on Chek Lap Kok. They at-



P H Barma, former Director of Industry and now Chief Executive Officer at the Industrial Estates Corporation, explains how Hong Kong offers facilities to new industries.

前工業署署長、現任大埔工業邨總裁鮑明向代表團講解香港如何為新生工業提供支援服務



Vice Mayor of Dongguan, Yuan Li Song, with Erin Day.

東莞市副市長袁李松與戴埃林合攝

tended a reception given by Vision 2047 in the Hong Kong Club and were guests of the Hong Kong Exporters' Association for a dinner cruise to Lamma Island.

Next day the staffers' hosts at breakfast were members of the American Chamber of Commerce. Afterwards they embarked on a boat tour of the container terminals with a briefing at HIT on the movement of goods between South China and Hong Kong and outward to the world, including ongoing container port development.

A joint briefing followed by Chris Jackson, Deputy Director General of Trade and K Y Tang, Government Economist. After lunch with Chris Jackson they went to the Industrial Estates Corporation for a briefing by T H Barma, chief executive officer. They went on a factory visit to Chen

有限公司、廣州美特容器有限公司，並與廣州市官員共進晚餐。

代表團於星期六乘火車返港前，曾與美國領事館官員會面，並且遊覽深圳市。

星期日，代表團自由購物及觀光。星期一返國前參加滙報早餐會。

負責協助安排代表團訪問行程的鄭慧瑩表示，這十四位美國人對於偉易達電子廠工人的生活水平感到滿意，該廠的產品主要輸往美國市場。

她說，眾位議員助理最關注的是廣東合營企業和私營企業工人的生活水平、工資、流失率等問題，他們獲悉，東莞官員的態度是吸引外國投資者到當地開設工廠的最主要因素。

不過，代表團對華南地區的交通設施和塵土飛揚的道路印象較差。 ■



Lin Shui Long, chairman of China Travel Service Holdings Ltd, entertains the staffers.

中旅集團董事長林水龍款待眾位訪客

Hsong Machinery Company, visited the Lion Pavilion at Shatin and Shatin New Town Plaza. They were entertained at dinner by the Chinese Enterprises Association.

On September 2 they went to Shenzhen SEZ via border checkpoint, Lok Ma Chau. They visited the Du Pont China Ltd plant and lunched with Shenzhen officials. The staffers went on to Dongguan, visited the Kader plant and dined that evening with Dongguan officials.

On September 3 the 14 staffers breakfasted at Video Technology's plant at Houjei at Dongguan and went on to the Whampao Economic and Technology Development zone at Guangzhou. They visited the plants of Wrigley Cheming Gum and MC Packaging at Guangzhou and had dinner with Guangzhou officials.

On Saturday, before returning to Hong Kong by train, they met American consular officials and toured the city.

They had Sunday free for shopping and sightseeing. They attended the breakfast debriefing on Monday before flying back to Washington.

Tina Cheng, who assisted the staffers on their week-long study mission, says the 14 Americans were particularly impressed and gratified with the standard of amenities for the workers they saw at Video Technology, which sells its products into the American market.

The key concern of the staffers, Tina Cheng says, was the living standards, wages, turnover rate, etc. of the Guangdong workers in joint ventures and the private sector. They were told the attitude of Dongguan officials was the best in inducing foreign investors to establish new factories.

The staffers were not impressed with the traffic arrangements and the dust on South China roads.



Chris Jackson, Deputy Director General of Trade, entertains the staffers at lunch.

代表團獲得貿易署副署長霍信賢款待



Jiang Zhixin, deputy director of the Office of Foreign Affairs of Guangdong, with the staffers.

廣東省人民政府外事辦公室副主任姜志新與代表團合照



Inspecting the Kader plant at Dongguan.

代表團參觀東莞市開達公司



Inspecting the MC Packaging plant.

代表團參觀廣州美特容器有限公司

機不可失

購買屈臣氏冷熱蒸溜水機 節省時間 兼享雙重優惠

屈臣氏冷熱蒸溜水機一向耐用可靠，並為您提供至清至純的蒸溜水。現在購買，您不但可保障您和員工的健康，更可盡享雙重優惠，您又怎可坐失如此良機！

美觀實用的屈臣氏冷熱蒸溜水機，由美國入口，獨有空氣過濾膜及雙重密封圈，隔絕空氣中的雜質，防止食水受污染，確保水質至清至純，更可節省煮沸熱水的時間。

屈臣氏蒸溜水特設24小時的多種語言「快訂通」電腦訂貨服務，送貨快捷；而且售後服務妥善，每部機保用一年，壓縮器更有五年保養，確保水質至佳，源源不絕。

即日起至十一月六日購買，您更可獲得以下優惠：

- 八五折優惠(節省港幣 540 元)
- 免費奉送 18.9 公升屈臣氏蒸溜水兩樽(價值港幣 124 元)
- 節省總值港幣 664 元

以優惠價錢購買屈臣氏冷熱蒸溜水機，兼享用至清至純的屈臣氏蒸溜水，實在是機會難逢。請即致電訂購。

查詢及訂購熱線：

660 6622

澳門查詢及訂購熱線：573 469

(富恆洋行，澳門新馬路2號C-D)

 屈臣氏蒸溜水

和記黃埔有限公司屬下
之蒸溜水業務



DIARY DATES

The horse-racing season is with us again and for those Chamber members who are racegoers, we now have a racebox (with a capacity of 50 persons) available for Saturday and Sunday meetings at Shatin.

Shatin Racecourse offers a spectacular setting for a day's racing and with the superb Royal Hong Kong Jockey Club facilities for food, beverage and betting, it's always a great day out, win or lose! It's also a wonderful way to entertain your overseas visitors and clients by giving them a day to remember with, hopefully, a winner or two!

For more information, call Chamber Manager Administration, Stephen Wong on 823 1244 OR dial PHONAFAX and request File 888 for all updated Racebox information, or File 889 to make your reservation and menu selection.

Racebox bookings for weekend meetings at Shatin are now open for October and November meetings.

DIRECTORS' DINNER SEMINAR

A reminder about our fourth dinner in this highly popular series, to be held 1 November at the Hong Kong Overseas Bankers Club.

Under the title "The Possibility Thinkers", speaker Charles Donoghue will address the fast changes and competition facing the world, especially in the Asia Pacific region, making it essential for directors to plan ahead in order to meet such changes.

A leading sales professional and managing director of Donoghue Financial Services Ltd. and Professional Training & Motivation (Int) Ltd., Mr Donoghue will be introduced by the series' regular moderator, Mr Peter Barrett, Chairman of the Chamber's Human Resources Committee.

These dinner seminars aim to provide intellectual stimulation within a relaxed, discreet and elegant setting: members are urged to book quickly as these dinners always sell out quickly. Please call Celia Lo, 823 1247, for a brochure or to reserve your place.

Chamber Forecast

Date	Time	Events and Meetings
Oct 5-19	6.30 pm	CHAMBER: Training Course on LC UCP500
Oct 6	9.00 am	CHAMBER: Meeting with George Kynoch, MP/CON, UK
Oct 6	12.30 pm	CHAMBER ROUNDTABLE: "Survival & Competition in the Garment Industry": Raphael Chow, Coopers & Lybrand
Oct 6	3.00 pm	CHAMBER: Delegation from Colombia
Oct 7-16	6.30-9.30 pm	CHAMBER: Supervisory Skills (Basic) Training Course
Oct 9	a.m.	CHAMBER: Oral Chinese (Mandarin) exams
Oct 11	11.00 am	CHAMBER: Delegation from Nakhodka Free Economic Zone, Russian Far East
Oct 12	12.30 pm	CHAMBER ROUNDTABLE: "The Myth of Staff Training and Development" John Keung, Assistant Manager of Staff Development, Cathay Pacific Airways
Oct 12	2.30 pm	CHAMBER: General Committee Meeting
Oct 12	5.00 pm	CHAMBER: Membership Committee Meeting
Oct 13	3.45 pm	CHAMBER: Meeting with Robin Corbett, MP/LAB, UK
Oct 13-15		CHAMBER: Second Annual Meeting of the Europe/East Asia Economic Forum
Oct 14	11.00 am	CHAMBER: China Committee Meeting
Oct 16	a.m.	CHAMBER: Oral Chinese (Cantonese) exams
Oct 19	4.00 pm	CHAMBER: Human Resources Committee Meeting
Oct 20-23		CHAMBER/TDC: 23rd International MOTEXHA Fair, Dubai, UAE
Oct 20-27	6.30-9.30 pm	CHAMBER: Advanced Sales Training Course
October 28-Nov 6	6.30-9.30 pm	CHAMBER: Supervisory Skills Training (Advanced Course)
Nov 1	6.45 pm	CHAMBER: DIRECTORS' DINNER SEMINAR: "The Possibility Thinkers", by Charles Donoghue, MD of Donoghue Financial Services Ltd. Hong Kong Overseas Bankers Club
Nov 1	Full day	HKTBC: Third Joint Meeting: Island Shangri-La Hotel
Nov 3	11.00 am	CHAMBER: Europe Committee Meeting
Nov 9	2.30 pm	CHAMBER: Delegation from Dubai, UAE
Nov 10-13		HK FRANCHISE ASSOCIATION: Second Exhibition & Forum on Franchising Business in Hong Kong
Nov 14-18		CHAMBER: Mission to Southern Taiwan
Nov 16	4.30 pm	CHAMBER: General Committee Meeting
Nov 17	10.00 am	CHAMBER: Delegation from All India Federation of Cooperative Spinning Mills
Nov 18	2.30 pm	CHAMBER: Shipping Committee Meeting

FLEXSYSTEM SHOW '93

FlexAccount is a locally developed software package, designed to suit Hong Kong business environment. We start up with Financial Management System, a flexible and reliable Accounting package prepared on the advices from financial professional and well programmed by software specialists. In addition to our flagship product, our company extend the product line with the release of Trading Management System, Manufacturing Control System, Payroll System and Point of Sales System - powerful system, and are fully integrated with FlexAccount standard Financial Management System.

Agenda

- Topic I **Trading Management System** 09:00 - 10:15
- Tea Break 10:15 - 10:30
- Topic II **Point of Sales System** 10:30 - 12:00
-
- Topic III **Payroll System** 14:00 - 15:00
- Topic IV **FlexAccount Accounting System** 15:00 - 16:15
- Tea Break 16:15 - 16:30
- Topic V **Manufacturing Control System** 16:30 - 17:30

Marina Room I, 2/F., The Excelsior, Causeway Bay,
October 27 - 28, 1993

To Guarantee your place reserve now!

	Topic I	Topic II	Topic III	Topic IV	Topic V
Date 27					
28					

Mr./Mrs/Ms/Miss: _____

Job Title: _____

Company: _____

Address: _____

Telephone: _____ Fax: _____

Please contact Miss Joanne Kwong and Miss Ivy Kiu at 512 0363 or fax this from to us at 578 1587 for reservation



THE CHAMBER IN ACTION



Brigadier Ian Christie Reports

INDUSTRIAL AND CORPORATE AFFAIRS DIVISION

HIGHLIGHTS

Two new services, namely Phonafax and Racing Box, were launched in September for members to enjoy a new convenient method of retrieving Chamber information and to enjoy a privileged horse racing facility. The initial response from members on the two services is encourag-

ing. It is envisaged that Phonafax will replace many mailouts in the near future.

COMMITTEES

Environment Committee

The Committee met on 18 August with Mr Tony Cooper of the Planning, Environment and Lands Branch as guest speaker to brief members on the White Paper Review 1993. Issues of chemical waste charges, waste at landfills and the Government's support to industry on environmental matters were considered.

本會動態

工業及行政事務部

月內重要事項回顧

本會於九月份推出兩項嶄新服務，為會員提供快捷方便的電話傳真資料檢索服務及沙田賽馬廂房租用服務。會員初步反應理想，預計短期內本會會以電話傳真取代大部分郵遞通訊。

委員會動態

環境委員會

委員會於八月十八日舉行會議，港府規劃環境地政科代表高傑博應邀擔任主講嘉賓，為會員分析 1993 年白皮書檢討報告，討論的課題包括化學廢物處理費用、堆填區廢物、港府就環境事宜給予工業界的支援等。

人力資源委員會

委員會於九月九日召開會議。一份名為愛滋病與工作地點的小冊子將於九月底分發。會上討論的事項包括取消十二個月遣散費上限、長期服務金、由勞工處設立小額工資索償服務、強制從事工業的公司設立安全委員會等。委員會成立工作小組，研究《男女平等機會綠皮書》。

中小型企業委員會

委員會於九月十三日舉行會議，討論九四年活動計劃。委員會計劃於明年舉辦十二至十五個午餐會、一個研討會及一個外訪代表團。

活動回顧

- 八月十七日，有效英語寫作課程頒獎儀式於本會舉行，是項活動由本會及英國文化協會聯合主辦。
- 八月二十四日，香港上海滙豐銀行舉行一個專為本會中小型企業委員會及貿易委員會成員而設的遊艇晚宴，主題是「如何善用你的銀行」，應邀參加的會員共十六位。
- 八月二十五日，本會舉行圓桌午餐會，主題為《岩井案例》，當日共有十五位人士參加。
- 本會與宏基電腦遠東有限公司合辦一個名為「遙距管理監控」的研討會，主持人是梁峻邦博士，他向與會者解釋如何利



The Panyu delegation renews Chamber acquaintances.

番禺市代表團與本會會員再次聚首一堂



Panyu Vice Mayor, Li He, and Denis Lee.

番禺市副市長李合與李榮鈞合照

Follow-up from Panyu

Denis Lee, chairman of the Chamber's Small and Medium Enterprises Committee, welcomed on August 26 a three-man delegation from Panyu Municipality, led by the Vice Mayor of Panyu, Li He. The Panyu delegation was a fruitful follow-up to the Chamber sending its own delegation's to Panyu earlier this year in the course of a visit to towns in Guangdong, led by Denis Lee. Some Chamber members who were on that delegation attended on August 26, were able to renew acquaintances and to follow-up earlier discussions.

番禺代表團

八月二十六日，本會中小型企業委員會主席李榮鈞代表本會歡迎來自番禺的三人代表團。代表團團長是番禺市副市長李合。李榮鈞曾於今年較早時間率領本會代表團訪問廣東省多個城市，其中包括番禺。部分曾經訪問番禺市的代表團成員亦有出席二十六日的會議，雙方利用這次重聚機會跟進上一次所討論的問題。

用話音、傳真及資訊線路保持香港總公司與離岸生產基地之間的密切連繫。
九月七日，公司董事晚會於香港海外銀行家會舉行，參加者共二十四位，戴禮華博士應邀擔任主講嘉賓。

國際事務部

月內重要事項回顧

本會與香港政府及其他六大工商組織緊密合作，第三度籌組美國國會議員助理訪問香港及珠江三角洲活動，是項活動共有十四位美國國會議員助理參加，日期為八月三十日至九月六日，主要目的是讓他們親身瞭解香港及華南的經濟發展情況，並且作為九三年最惠國待遇游說計劃之一。香港政府駐華盛頓辦事處協助挑選合適的議員助理。本會主席鄭明訓於八月三十日代表其他有關工商組織主持一個早餐會，歡迎代表團。整體而言，代表團對五天所見所聞印象甚佳。

委員會動態

美洲委員會

八月二十三日，哥倫比亞大使館商務參事官洪沢女士到訪，討論哥倫比亞總督考卡及其代表團到訪的安排。

九月三日，特立尼達及多巴哥島十人代表團到訪，團長是特立尼達國家商業諮詢局總裁懷茨威。代表團向會員介紹該國最新經濟發展及工商業機會，其中特別提到與石油及能源有關的工業。

阿拉伯及非洲委員會

本會正與香港貿易發展局合組代表團，參加將於十月二十至二十三日在杜拜舉行的紡織品及成衣展銷會，截至現時為止，已有二十三間公司報名參加，這些公司大部分從事紡織及鞋履業務。本會於九月八日為參加者舉行一個有關座談會。

亞洲委員會

委員會於八月十八日舉行會議，鑑於本會將於今年稍後時間組團訪問菲律賓，委員會特別邀請菲律賓駐港總領事及商務參贊向會員介紹該國經濟環境。

本會應委員會的建議，於九月一日至八日首度組團訪問俄羅斯遠東區，參加者來自十一間公司，合共十三人。代表團行程包括海參威及伯力等俄羅斯城市。代表團除了參觀當地公司及工廠外，亦與政府高層官員會晤，其中包括伯力市邊區副總督萊溫塔爾、普里莫爾斯基地區國際貿易及外交事務委員會專員扎古米奧羅夫等。



Bill Blauw is first from the right in this picture of the meeting.

包偉能(右一)出席接待會議

Piet Jonker and Joop Litmaath

瓊克及李馬

Amsterdam

Piet Jonker, deputy Mayor of Amsterdam, led a group of businessmen from Holland's major commercial city, on a visit last month to Hong Kong and Taiwan to forge improved economic ties. The Dutch delegation visited the Chamber on September 6 to meet interested members. Joop Litmaath, a Chamber general committee member and himself a Nederlander, was in the chair. Bill Blauw, another Dutch Hong Kong businessman since the 40s and for many years dubbed Hong Kong's "Mr Toys" for promoting that Hong Kong toy industry, contributed usefully to the discussions.

阿姆斯特丹代表團

九月六日，荷蘭阿姆斯特丹市工商界代表團在該市副市長瓊克的率領下到訪。代表團此行旨在促進與香港及台灣的經濟關係。本身亦是荷蘭人的理事會成員李馬主持接待會議，而另一位著名荷蘭商人包偉能亦有出席。包偉能自四十年代開始便在港經商，在推廣玩具業方面一向不遺餘力。

Human Resources Committee

The Committee met on 9 September. The Aids & The Workplace brochure will be distributed end of September. The issues of the removal of the 12 months' wage ceiling on severance payment and long service payment, the setting up of a minor wage claims settlement service in the Labour Department and the compulsory establishment of a safety committee in industrial undertakings were discussed. A working group was formed to consider the Green Paper on Equal Opportunities for Women and Men.

Small & Medium Enterprises Committee

The Committee met on 13 September and discussed the programme for 1994. It planned to hold 12-15 luncheons, a seminar and an outgoing mission next year.

EVENTS

• The award presentation of The English Efficient Writing Programme, jointly organised with the British Council, was held

on 17 August at the Chamber.

• The Hongkong & Shanghai Banking Corporation hosted a boat cruise and dinner for 16 members from the Small & Medium Enterprises Committee and trade committees to discuss on "How to Use Your Banks Effectively" on 24 August.

• A roundtable luncheon was held on 25 August on the "Nissho Iwai Case". It was a repeated event and attracted 15 participants.

• A short seminar on "Remote Management Control", jointly organised by the Chamber and Altos Computer Systems, drew an attendance of 40 participants. Dr Ricky Leung explained how to link up the Hong Kong head office and its off-shore production plants by voice, fax and data lines.

• The Directors' Dinner was held at the Hong Kong Overseas Bankers Club on 7 September with 24 participants. Dr Don Taylor was the guest speaker.

Administration

Trinidad & Tobago

Bernard Dulat-Whiteway, chief executive officer of the National Business Advisory Board, headed a delegation from Trinidad and Tobago who visited the Chamber on September 3 and was received by C L Kung, chairman of the Americas Committee and interested Chamber members. The delegation said oil and energy foreign investors were the most welcome in Trinidad and Tobago.

特立尼達及多巴哥島

九月三日，特立尼達及多巴哥島十人代表團到訪，團長是特立尼達國家商業諮詢局總裁懷茨威。本會美洲委員會主席龔甲龍聯同多位會員予以接待。代表團向會員介紹該國最新經濟發展及工商業機會，其中特別提到石油及能源工業。

Discussions with the delegation from Trinidad and Tobago.

會員與代表團進行討論

C L Kung (right), Chamber Director Brig Ian Christie and Assistant Director Sidney Fung welcome the visitors from Trinidad and Tobago.

龔甲龍(右)、本會總裁新仕德准將、國際事務部助理總裁馮棟澤歡迎特立尼達及多巴哥島訪客



中國委員會

本會應委員會的建議，於九月十五至十六日派遣親善代表團訪問廣州。代表團一行二十三人，團長是理事會理事兼委員會副主席董建成。期間代表團曾與廣東省及廣州市高層官員會面。代表團此行旨在加強廣州與香港之間的聯繫，促進彼此瞭解。代表團與當地政府官員討論廣東省及廣州市最新經濟發展情況，以及宏觀經濟調控對廣東經濟的影響。

本會應中華全國工商業聯合會北京分會的邀請，開始物色三位代表，準備參加該會於今年十月中在北京舉行的四十周年慶典。

歐洲委員會

過去一個月到訪的代表團計有：

- 俄羅斯工商總會會長斯米爾諾夫、對外關係及海外組織總監巴堅及該會駐漢城辦事處總監納扎羅夫(八月二十七日)。
- 阿姆斯特丹市副市長瓊克率領代表團(九月六日)。

香港國際委員會

美國國會議員助理代表團一行十四人於八月三十日至九月六日訪問香港及華南，代表團此行由本會及其他六大工商組織合力統籌。

Chamber Members Discount Club

To date, discount offers have built up to 56 different items of service or products available from Chamber members who agreed to provide various discounts to fellow members. Preparation for a colourful discount leaflet is nearing completion for publication next month.

INTERNATIONAL AFFAIRS DIVISION

HIGHLIGHTS

The Chamber, in close coordination with the Hong Kong Government and six leading trade and industry associations, organised for the third time a programme for a delegation of 14 US Congressional Staffers who visited Hong Kong and the Pearl River Delta from 30 August to 6 September. The main objective of the visit was to give the staffers an opportunity to be familiarised with the latest economic developments in Hong Kong and Southern China, as part of the overall MFN lobbying programme for 1993. The Hong Kong Government office in Washington assisted in identifying suitable staffers to join the visit. The Chamber Chairman, Mr Paul M F Cheng, on behalf of other sponsoring organisations, hosted a breakfast meeting on 30 August to extend a warm welcome to the delegation which

was the largest ever organised. The staffers were generally impressed by what they learned from 5 days of briefings and extensive visits in the region.

COMMITTEES

Americas Committee

Mrs Nora Alave-Shibusawa, Commercial Counsellor, Embassy of Colombia, visited the Chamber on 23 August to discuss arrangements for the upcoming visit of the Governor of Valle del Cauca and his delegation.

A 10-member delegation from Trinidad & Tobago called on the Chamber on 3 September. Mr Bernard Dulat-Whiteway, CEO of the National Business Advisory Board, briefed members on the latest economic development and business opportunities in the country with particular reference to the oil and energy related industries.

Arab and African Committee

The Chamber, in conjunction with the TDC, is organising a delegation to participate in the 23rd Motexha Fair to be held in Dubai from 20 to 23 October 1993. A total of 23 company representatives have confirmed their participation, most of them engaged in the textiles and footwear

是項活動是游說延續中國最惠國待遇的計劃之一。

八月二十六日，美國參議員鮑卡斯辦領蒙坦拿州七人代表團到訪，同日，美國國會議員波特亦到訪，並與本會及香港國際委員會會員舉行會議，雙方就人權問題及香港民主化進程交換意見。

此外，委員會於月內又舉辦了下列活動：

- 九月七日為美國企業研究所亞洲研究中心主任利尼舉行早餐會。
- 九月九日為美國外交關係委員會代表團舉行座談會。代表團團長是該會外交委員會總監惠特克。
- 九月十四日，委員會與英國國會議員邦瑟舉行會議，邦瑟是現任保守黨國防委員會主席、前國會外交事務委員會副主席。

港台經貿合作委員會

香台北經貿合作委員會及中華台北香港經貿合作委員會第三次聯席會議已定於十一月一日在香港舉行，三個工作小組將同時舉行會議，有關籌備工作業已展開。

太平洋地區經濟理事會

太平洋地區經濟理事會香港委員會於八月及九月進行了一項調查，搜集委員會及本會會員外向投資的資料，此項研究旨在協助亞太區經濟合作組織進行的亞太區投資規例、政策、及程序研究。

本地及經濟事務部

該部於過去一個月忙於整理本會九四至九五財政年度建議書，準備提交理事會審議。

首席經濟學家接受多間傳媒的訪問，並且出席灣仔扶輪社的活動，以《香港總商會、中國及轉變》為題發表演說。此外，他又與到訪的日本、德國、美國、英國、澳洲經濟研究員會晤，以及出席本會為到訪的美國及俄羅斯代表團舉行的會議。

委員會動態

稅務委員會

委員會於九月二日召開會議，討論本會準備呈交港府研究的財政預算案建議書及其他事宜。委員會計劃就目前的稅務問題舉辦一連串的研討會。

服務業部

香港服務業聯盟

委員會動態

專業服務委員會

Mexican anti-dumping

Chamber members are reminded the deadline for formal submissions, in Spanish, for the final review of the provisional Mexican anti-dumping measures is November 10.

Those interested in obtaining a translated copy of the form on which submissions must be submitted can contact Ms Amy Tse, Phone 823 1210.

The Mexican Ministry of Foreign Trade and Industrial Development announced on April 15 last that it was provisionally launching anti-dumping procedures on imports of China-made products and was imposing anti-dumping duties.

Chamber members affected by these measures who wished to make formal appeals to the Mexican Government to reduce or remove the provisional duties should do so on the prescribed forms before November 10.

墨國反傾銷行動

本會特別提醒會員，有意就墨西哥的臨時反傾銷措施最後檢討報告發表意見者，須於十一月十日前將已譯成西班牙文的意見書送抵有關部門。

本會備有意見書表格的翻譯本，會員可致電 823 1210 向謝小姐索取。

今年四月十五日，墨西哥對外貿易及工業發展部宣布向原產於中國的貨品徵收臨時反傾銷關稅。

受影響的會員如有意向墨西哥政府提出上訴，以減低或取消臨時關稅，請於十一月十日前利用指定的表格向有關當局提出。



From left: Brig Ian Christie, Chamber Director, K Y Yeung and Stanley Ko.

左起：本會總裁祈仕德准將、楊啟彥、高鑑泉

Lunch for K Y Leung

The Hong Kong Coalition of Service Industries (HKCSI) invited Secretary for Transport, K Y Yeung, to an informal lunch on 8 September. The host was Stanley Ko, chairman of the HKCSI Transport/Distribution Committee. The Secretary for Transport and Coalition members exchanged views on a wide range of transport issues, including border crossing hours, railway development, container terminals, taxis, etc.

運輸司楊啟彥

九月八日，香港服務業聯盟為運輸司梁啟彥舉行一個非正式午餐會，討論整體運輸問題。午餐會主席是服務業聯盟運輸／分發服務委員會主席高鑑泉，雙方就廣泛的運輸問題交換意見，其中包括邊境開放時間、鐵路發展、貨櫃碼頭、的士等等。

businesses. A briefing meeting of all participants was held on 8 September.

Asia Committee

A meeting of the Asia Committee was held on 18 August. In anticipation of a proposed visit to the Philippines later in the year, the Committee invited Mr Antonio Villamor, Consul General, and Mr Teodoro Tiongson, Commercial Consul, both from the Philippine Consulate in Hong Kong to brief members on the economic climate in their country.

On the recommendation of the Asia Committee, the Chamber organised for the first time a study mission to visit the Russian Far East from 1-8 September. A total of 13 delegates from 11 companies joined the delegation. The itinerary of the delegation covered the Russian cities of Vladivostok and Khabarovsk. Besides visiting companies and factories, the mission also met senior government officials, including the Deputy Governor of the Khabarovsk Krai, Dr Alexander Levintal, and the Commissioner of the Primorsky Territory International Trade & Foreign Affairs Committee, Mr Andrey Zagumy-onnov.

China Committee

Recommended by the China Committee, the Chamber sent a Goodwill Mission to Guangzhou on 15 and 16 September. The 23-member delegation was led by Mr C C Tung, member of the General Committee and Vice-Chairman of the China Committee. The mission programme included meetings with senior officials from both Guangdong provincial and Guangzhou Municipal Governments. The main objective of the visit was to further strengthen the mutual understanding and relations between Guangzhou and Hong Kong. Discussions with government officials focused on recent economic developments in both Guangzhou and the Guangdong province and the impact of the current macro-economic controls on the Guangdong economy.

Invited by the All-China Federation of Industry and Commerce in Beijing, the Chamber began to recruit three representatives to participate in the celebration of Federation's 40th Anniversary to be held in mid-October.

Europe Committee

The following visitors called on the Chamber over the past month:

- 27 August - Mr Stanislav Smirnov, President of the Russian Federation Chamber of Commerce and Industry, together with Mr Alexander Bakin, Administration Chief for External Relations and Overseas Organisations, and Mr Valery Nazarov, President of the Federation's Office in Seoul.



The meeting with the US trade negotiators. 服務業聯盟代表與美國貿易代表舉行會議

Bilateral trade issues

HKCSI representatives met on September 9 Lee Sands and Deborah Lehr from the US Trade Representative's Office. The US team was on their way to visit China to hold discussions on bilateral trade issues.

雙邊貿易問題

九月九日，香港服務業聯盟代表與到訪的美國貿易代表辦事處人員桑茲及萊爾會晤。兩位訪客此行取道香港前往中國，準備與中國官員就美中雙邊貿易關係進行談判。



Lee Sands and Deborah Lehr.
桑茲及萊爾

委員會於九月六日舉行會議，聽取香港會計師公會代表馮志威講解中國會計準則。

運輸/分發服務委員會

九月八日，委員會為運輸司梁啟彥及其副手杜富達舉行一個非正式會議及午餐會，討論整體運輸問題。

執行委員會

委員會於九月十五日召開會議，聽取服務業聯盟各小組委員會的報告，並且討論烏拉圭回合談判最新進展及服務業聯盟與港府的關係。

月內活動回顧

九月九日，香港服務業聯盟執行秘書陳偉羣博士及運輸/分發服務委員會主席高鑑泉與到訪的美國貿易代表辦事處代表桑茲及萊爾

舉行會議。兩位訪客此行取道香港前往中國，準備與中國官員就美中貿易關係進行非正式談判。

香港特許經營權協會

協會月內進行的主要工作是將兩本有關特許經營的書籍翻譯成中文，並且發信邀請從事特許經營的本港公司提供資料，以便編訂一本商號名冊。

此外，協會又就建議中的香港特許經營專業守則徵詢會員意見。

協會的顧問服務持續受到歡迎，各界查詢的問題一般包括：

- 協會所扮演的角色；
- 協會如何協助總店主建立本身的制度；
- 協會怎樣協助加盟者挑選特許經營權；
- 香港現有的特許經營權種類及其投資額。

• 6 September - A delegation from the City of Amsterdam led by its Deputy Mayor, Mr Piet Jonker.

Hong Kong International

A group of 14 US Congressional Staffers were in Hong Kong and Southern China for a private visit, from 30 August - 6 September. Their trip was fully sponsored by the Chamber and six other local associations as part of the private sector's lobbying effort on the annual renewal of China MFN status.

Senator Max Baucus visited the Chamber with a delegation of 7 from Montana on 26 August. On the same day, Congressman John Porter called on the Chamber and held a meeting with Chamber members and HKI "Ambassadors". Issues discussed during these meetings included human rights and the speed of democratisation in Hong Kong.

In addition to the above meetings, HKI organised the following functions during the month:

• A breakfast meeting on 7 September for Ambassador James Lilley, Director of Asian Studies of the American Enterprise Institute.

• A briefing meeting on 9 September with a delegation from the Council on Foreign Relations, USA, led by Ms Jennifer Seymour Whitaker, Director of the Committee on Foreign Relations of the Council.

• A meeting on 14 September with Sir Nicholas Bonsor, MP, UK, Chairman of the Conservative Backbench Defence Committee and former Vice-Chairman of the Conservative Parliamentary Foreign Affairs Committee.

Hong Kong Taipei Business Cooperation Committee

The Third Joint Meeting of the HKTBC and its counterpart, CTHKBCC, is now confirmed to be held in Hong Kong on 1 November 1993. Three working group meetings will also be held concurrently. Preparatory work for the meetings has now commenced.

Pacific Basin Economic Council

PBEC Hong Kong is conducting a survey of businesses engaged in outward investment among its own and HKGCC members from August to September 1993. The survey is a supplement to the study on investment regimes, policies and procedures in the Asia-Pacific region conducted by the Asia-Pacific Economic Cooperation (APEC), an inter-government forum.

LOCAL AFFAIRS AND ECONOMICS DIVISION

It was a busy end-of-summer for the Local Affairs and Economics Division with the

Foreign Relations

Members of the Council of Foreign Relations, led by Ms Jenifer Whitaker, visited the Chamber on 9 September. Hilton Cheong-leen presided. The American group asked questions of interested members about what they expected to be the situation in Hong Kong after 1997.

外交事務委員會

九月九日，美國外交事務委員會代表團在惠特克女士的率領下到訪，並與本會舉行會議，主持會議的是張有興。代表團很有興趣知道會員對九七後香港的形勢有何看法。



Mrs Whitaker and Hilton Cheon-leen.

惠特克女士、張有興



The meeting with Council of Foreign Relations members.

本會與外交事務委員會代表團舉行會議

Chamber's 1994-95 Budget submission to Government being prepared for final presentation and approval by the General Committee.

The Chief Economist also carried out a wide range of media and other engagements during the period, including a speech to Wan Chai Rotary on "The Chamber, China and Change" and another to Austcham on the Australian Budget. He also conducted meetings with visiting economic researchers, including representative from Japan, Germany, the USA, the UK and Australia, as well as attending Chamber meetings with US and Russian delegations.

Fashion Show

The American Women's Association's fall annual Fashion Show for charity will be called "Attitude" and professionally produced and choreographed by Diane Benedetti of Dana Productions. It will be presented on Wednesday, November 10 in the Regent Hotel ballroom. The luncheon show begins at 11.30 and costs HKD400. The evening show with cocktails and a buffet begins at 6pm and costs HKD500. The Toppo Group will provide the fashions. Evening wear will be by Patrick Lee and fur fashions by the Zari collection. Children's fashions will by Baba. Call 527 2961.

Pearl River Delta Seminar

The Small and Medium Enterprises Committee organised a full day seminar focusing on opportunities and problems in doing business in the Pearl River Delta. It was attended by some 80 participants. William Fung, first vice chairman of the Chamber, said that knowing the ways of doing business in the Delta, identifying the right sector in which to invest and avoiding areas of potential risk were essential to profitable investment.

Mak Nak-keung, senior area economist of the Standard Chartered Bank, gave an overview of the investment environment favouring labour intense industries.

However, Huang Shun-ling, deputy general manager of the Economic Information Centre of Guangdong Enterprises (Holdings) Ltd, speaking on Trade and Technology, said the region already possessed the environment to develop high technology industries.

The afternoon was broken into sessions for briefings on manufacturing, real estate, infrastructure, B shares and retailing.

Arthur Tse, managing director of Silver Eagle Holdings Ltd told the seminar that patience, good relations and corruption were the three main problems in operating a manufacturing plant in China. Asked for tips on how to break into the market, Arthur Tse agreed with Dennis Yau, deputy director of the Hong Kong Trade Development Council that establishing a brand name for your product was most important. Arthur Tse said that though domestic retailing was restricted to 30% of total production, products manufactured with non-imported raw materials were not restricted.

Other speakers included Joseph Lee, a tax manager and Lowell Lo, an audit manager of Deloitte Touche Tohmatsu, as well as Donald Yap and Amy Kong, solicitors all of whom spoke on their expertise. Francis Lau, executive chairman of Francis Lau and Co (Surveyors) gave an overview on the real estate market and the infrastructure. Michael Leung, a director of Peregrine Capital(China) Ltd spoke on the B shares market and the relationship with the A and H shares.



Huang Shun Ling, who spoke on legal matters.

黃舜玲講述中國法律問題

珠江三角洲研討會

中 小型企業委員會籌組一個題為《珠江三角洲：機會與發展》的研討會，參加者共約八十位。

本會第一副主席馮國綸稱，瞭解珠江三角洲經營方式、找出適合投資的行業和減低經營風險等，都對投資十分重要。

渣打銀行高級經濟研究員麥力強於會上就有利勞工密集行業的投資環境進行分析。

粵海企業(集團)有限公司經濟訊息中心副總經理黃舜玲就貿易及科技問題發表演說時指出，珠江三角洲經已具備發展高科技工業的環境。

當日下午同時舉行多個座談會，主題分別包括中國製造業、房地產、基本建設、B股市場、零售業等。

銀鷹集團董事總經理謝立基於會上指出，耐性、關係及貪污是在中國設廠的三大問題；當被問及如何進軍中國市場時，謝立基說，他的想法和香港貿易發展局副總裁邱達宏的相同，他們二人都認為建立產品牌子非常重要。謝氏說，雖然內銷的產品最多只可佔總產量的三成，但使用非進口原料生產的貨品則不在此限。其他講者包括德勤會計師行稅務經理李展偉、核數經理盧華威；張葉司徒陳律師樓律師葉天養、江月珍等。此外，劉紹鈞產業測量師行董事長兼行政總裁劉紹鈞就中國房地產發展及基本建設發表意見，而百富勤融資有限公司中國部董事梁民傑則以中國B股市場及A股H股之間的關係為題發言。



Chamber first vice chairman, William Fung, addresses the seminar.

本會第一副主席馮國綸於研討會上致辭



Mak Nak Keung, economist from the Standard Chartered Bank.

渣打銀行高級經濟研究員麥力強



Other speakers Denis Lee, Heung Shi Fai and Jue Tam.

研討會講者李榮鈞、香樹輝、譚耀祖



Arthur Tse receives a memento from Denis Lee, chairman of the Small and Medium Enterprises Committee.

謝立基獲中小型企業委員會主席李榮鈞致送紀念品

Discovering Hong Kong

The Community Advice Bureau is holding a two-day seminar, called **Discovering Hong Kong**, on October 18-19 for newcomers to the territory at the YWCA, 1 Macdonnell Road.

On the first day Dr Patrick Hase will speak on the Hong Kong Festivals, Chief Superintendent Eric Lockyear will talk about the law and a doctor will speak on health care. On the second day Martha Dahlen will tell you all you need to know about Chinese food, John Wilson will talk about the Countryside and Dr Margaret Ng will fill you in on the differing attitudes of Chinese and expatriates.

COMMITTEE

Taxation Committee

The Taxation Committee met on 2 September to discuss the Chamber's pre-Budget submission to Government and other issues. The Committee is also planning a series of seminars on current tax matters.

SERVICE INDUSTRIES DIVISION

HONG KONG COALITION OF SERVICE INDUSTRIES

Committees

Professional Services Committee

The Committee met on 6 September to hear a presentation by Mr Charles Fung of the Hong Kong Society of Accountants on the development of accounting standards of the People's Republic of China.

Transport/Distribution Services Committee

On 8 September, the Committee organised an informal meeting and lunch with Mr K Y Yeung, Secretary for Transport, and his deputy Mr John Telford, to exchange views on general transport issues.

Executive Committee

The Committee met on 15 September to hear reports from CSI subcommittees and discuss latest progress of the Uruguay Round, as well as the Coalition's relationship with the government.

Event

On 9 September, Coalition Secretary Dr Chan Wai-kwan and Chairman of Transport/Distribution Services Committee Mr Stanley Ko met with Mr Lee Sands and Ms Deborah Lehr of the US Trade Representative's Office, who were on their way to



Sir Nicholas Bonsor and Hilton Cheong-leen. 邦瑟爵士、張有興

Sir Nicholas Bonsor

Sir Nicholas Bonsor, a Conservative member of the British House of Commons, visited the Chamber on 14 September and met interested members, chaired by Hilton Cheong-leen. He expressed interest in Hong Kong's functional constituencies and the voting system. He asked also about the future of the civil servants. Chamber members urged him to take back a message to the people of Britain about Hong Kong's current prosperity.

邦瑟爵士

九月十四日，英國眾議院保守黨成員邦瑟爵士到訪，張有興聯同多位會員予以接待。邦瑟爵士表示對香港的功能組別和選舉制度甚感興趣，他又問及公務員的前途問題。本會呼籲他把香港的繁榮訊息帶返英國。

China to conduct informal talks on US-China bilateral trade relations.

HONG KONG FRANCHISE ASSOCIATION

During the month, the HKFA's main projects consisted of translating two books on franchising into Chinese, and conducting a survey to solicit information for the compilation of a directory of franchise operations in Hong Kong.

The Association was also collecting comments and suggestions from commit-

tee members on the proposed Code of Practice for franchising in Hong Kong.

The consultancy service of the HKFA remains popular. The major questions asked included:

- the role of the HKFA;
- what the HKFA can offer to assist franchisors in establishing their own system;
- what it can offer to franchisees in selecting a suitable franchise;
- the type of franchises available in Hong Kong and their level of investment.

Congratulations

The Chamber Director, Brig Ian Christie, has written on behalf of the Chairman, Paul M F Cheng (out of town), to Ms Anson Chan, Chief Secretary designate, congratulating her most warmly on her new appointment to succeed Sir David Ford.

"We congratulate you on three counts: First, on the appointment itself; second, as the first woman to hold this appointment; and third, as the first Hong Kong person to

fill the post," Brig Christie wrote.

"None of us have any illusions about the demands of this onerous appointment but I cannot think of a better choice in terms of experience and skills to fill it.

"So we send you our very best wishes for a successful and fulfilling tenure as Chief Secretary. The Chamber looks forward to a continuation of our past close liaison with you in your new appointment and offers you our strong support."



It Pays to Train Your Own Engineers Join the Engineering Graduate Training Scheme 推行訓練工程師 眼光遠大好投資

The Vocational Training Council (VTC) is inviting employers wishing to train engineers in the following disciplines to participate in the Engineering Graduate Training Scheme (EGTS):

- (a) Civil Engineering;
- (b) Electrical Engineering;
- (c) Electronics Engineering;
- (d) Mechanical Engineering;
- (e) Production/Industrial Engineering;
- (f) Structural Engineering;
- (g) Building Services Engineering;
- (h) Chemical Engineering, and
- (i) Geotechnical Engineering.

The Committee on Training of Technologists is responsible for the administration of the EGTS. The object of the EGTS is to bring about sufficient practical training opportunities in local industries for Hong Kong engineering graduates and sandwich students. Employers participating in the EGTS will be required to provide trainees with practical training of a standard pre-approved by the following engineering institutions:

- (a) the Hong Kong Institution of Engineers;
- (b) the U.K. Institution of Civil Engineers;
- (c) the U.K. Institution of Electrical Engineers;
- (d) the U.K. Institution of Mechanical Engineers;
- (e) the U.K. Chartered Institution of Building Services Engineers.

The training of the trainees will be monitored by the Committee through appointed engineering supervisors. A subsidy will be granted to each trainee receiving training under the EGTS for a period of up to 18 months and the subsidy will be paid through his employer as part of his salary. The current rate of subsidy for each sandwich trainee is \$2,400 per month and for each graduate trainee is HK\$4,000 per month.

To be eligible to participate in the EGTS, employers must be able to provide practical training which conforms to the requirements of any one of the above engineering institutions.

If you are interested to participate in the EGTS, please telephone 836 1716 for more details or just complete and mail the coupon below.

職業訓練局現邀請欲訓練下列工程類別之僱主參與工科畢業生訓練計劃：

- (a) 土木工程；
- (b) 電機工程；
- (c) 電子工程；
- (d) 機械工程；
- (e) 生產/工業工程；
- (f) 結構工程；
- (g) 屋宇設備工程；
- (h) 化學工程；
- (i) 土力工程。

此項計劃乃由職業訓練局之技師訓練委員會所管理，目的在於為工科畢業生及廠校交替制學員提供實務訓練機會。參與計劃之僱主須為受訓者提供實務訓練，其程度須達到下述任何一間工程師學會對成為正式會員之規定：

- (a) 香港工程師學會；
- (b) 英國土木工程師學會；
- (c) 英國電機工程師學會；
- (d) 英國機械工程師學會；
- (e) 英國特許屋宇設備工程師學會。

受訓者之進度將由技師訓練委員會透過其委任之訓練導師監察。根據此項計劃，每名受訓之畢業生可獲發給最多可達十八個月之津貼，津貼經由其僱主支付作為其薪金之一部份。現時每名畢業生之津貼額為每月港幣四千元而廠校交替制學員之津貼額為每月港幣二千四百元正。

僱主須能為受訓者提供實務訓練，達到上述任何一間工程師學會之規定，方有資格參與此項計劃。

倘有興趣參與此項計劃，可致電 836 1716 查詢詳情，或填妥下列表格，寄交本委員會。

To: The Committee on Training of Technologists
c/o The Technologist Training Unit, Vocational Training Council
16th Floor, VTC Tower, 27 Wood Road, Wanchai, Hong Kong

致：香港灣仔活道二十七號職業訓練局大樓十六樓
技師訓練組轉交技師訓練委員會

We are interested to participate in the EGTS. Please send us more details.
本公司對工科畢業生訓練計劃頗感興趣，請將有關詳情寄予本公司為盼。

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Name of person to contact: 聯絡人：_____	Position: 職位：_____
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Address: 地址：_____	
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Vice premier's plans taking hold gradually

Longer term role for 16 point reform plan

Chinese Vice Premier, Mr Zhu Rongji's proposals for controlling the excesses in the Mainland economy are having their effect, although less dramatically and more gradually than many analysts expected.

But that is in China's - and Hong Kong's - favour. A sudden and dramatic curtailment of economic activity would have not been to China's or Hong Kong's benefit.

Despite the Mainland's opening of its economy to increasing international involvement and world scrutiny, economic analysts still tend to regard China's economic actions differently.

Had any Western economy, with all its sophisticated fiscal and monetary mechanisms, moved to slow economic activity, analysts would have watched over many months for the effects of the government action.

But in China, for some reason, the impact of Mr Zhu's programme was expected to occur overnight, despite the size

and disparate nature of today's Chinese economy.

This attitude still probably stems from the old view of China as a command economy, responsive to every order from the Central authorities. But that is not the case today.

Both China and Hong Kong can be thankful that Mr Zhu's programme has not brought with it a dramatic slowdown in China's growth in output and investment.

Such an occurrence would have meant that Mr Zhu had moved too hard, too fast, and would have risked a "hard landing" - or recession - for the Chinese economy.

It would have had very negative ramifications for Hong Kong's own growth, tied so closely as it is today to the economic health of the Mainland economy, especially South China.

It is still possible that Mr Zhu's actions will have a more dramatic effect on China's economy as they begin in work through the economic management system.

But it seems more likely that his economic actions taken to date will have only a moderate impact, and he will have to take even tougher action at a later date.

It should always be remembered, however, that Mr Zhu's 16 point plan for restraint and reform in the Chinese economy was always meant to be two-pronged in its approach.

Some of the measures announced by Mr Zhu were clearly aimed at having an immediate impact (within weeks or months of being announced), but others were much longer term.

When Mr Zhu, already the most powerful economic manager in China, took the reins at the People's Bank (the central bank) in early July, he was faced with an economy rapidly getting out of control.

Economic growth in the first half of the year was 13.9 per cent (up from 12.8 per cent in the whole of 1992 and 10.6 per cent in the first half of 1992) and national inflation was 12.5 per cent average compared with 5 per cent in first half of 1992.

中國經濟調控漸見成效

論朱鎔基宏觀經濟調控措施

中國副總理朱鎔基的經濟調控措施已發揮效力，儘管措施的激進程度較很多分析家所預測的溫和。

不過，這點反而對中國和香港有利。突然大幅減少經濟活動，對中國或香港都沒有好處。

雖然中國大陸開放經濟，讓外資加強參與國內經濟發展，並且容許外界監察，但經濟分析家對中國的經濟措施意見分歧。

西方國家已有一套成熟的財政及金融機制，即使它們銳意令經濟活動減速，分析家仍需要在措施實行一段長時間後方可確定其成效。

中國經濟規模龐大，而且模式和西方經濟截然不同，但基於某些原因，很多人仍然預期朱鎔基實行宏觀經濟調控政策後，成效會於一夜之間顯現。

傳統以來，中國是個指導經濟體系，經

濟情況通常會隨著中央指令而作出改變，但到了今天，這種想法已經不合時宜。

朱鎔基的經濟調控措施並沒有令中國經濟產量及投資急劇減少，中港兩地對此應感寬慰。假如經濟產量及投資真的急劇減少，當意味著朱鎔基的措施過於嚴厲和激進，有可能導致中國經濟衰退；由於中港兩地經濟唇齒相依，中國經濟（特別是華南地區經濟）不景，勢必令香港大受打擊。

不過，當朱鎔基開始整頓經濟管理制度時，中國經濟所受到的影響可能會較大。

截至現時為止，中國的經濟調控措施影響尚屬溫和，預料朱鎔基會採取更嚴厲的行動。

然而，朱鎔基的十六項冷卻及改革經濟措施可分為兩大類。其中一類明顯是希望取得立竿見影（宣布後的數星期或數月內）的成果，但其餘則需要較長時間方能收效。

早於今年七月初朱鎔基接掌中國人民銀行（中國的央銀行）時，這位全中國最具實力的經濟管理人員即面對經濟失控的危機。

中國今年上半年的經濟增長為百分之十三點九（相對於九二年上半年的十點六及全年的十二點八），全國平均通脹達百分之十二點五，相對於九二年上半年的百分之五。

與去年相比，全國通脹達百分之十四，而中國三十五個主要城市的通脹率更高達百分之二十一點六。

名義人均收入增長為百分之二十四，主要城市的實質增長為百分之十三點五，而農村的數字則分別為百分之十八及百分之七。

與去年比較，今年頭半年，工業淨產量平均上升百分之二十一點五，而六月份的增幅更高達百分之三十點二。

不同性質企業的工業產量增長幅度十分懸殊，其中以外資企業的增幅最為凌厲，達

Year-on-year inflation was a 14 per cent nationally and in the 35 major cities in China it was 21.6 per cent and rising.

Per capita income had increased 24 per cent in nominal terms and 13.5 per cent in real terms in the cities and 18 per cent and 7 per cent respectively in the rural areas.

Gross industrial output in the first half of the year was up 21.5 per cent on average and 30.2 per cent in June over a year earlier.

There were also wide disparities in output per sector with foreign-funded enterprises (FFE) up 68.7 per cent, collectives up 45 per cent and the large state-owned enterprises up only 10 per cent.

Reflecting a 50 per cent increase in money supply and higher incomes, retail sales were up 21.6 per cent in value and 10 per cent in volume - a 31 per cent value increase in the cities and 15.9 per cent in rural areas.

Speculative activity, especially in property, but also in stocks and bonds, was rife.

More importantly, the increased demand in the economy was also affecting the external sector with China's previous trade surplus turning into a deficit.

In the first six months of the year, the

country chalked up a trade deficit of US\$3.54 billion compared with a surplus of US\$4.4 billion in the whole of 1992.

It was clear that something needed to be done to cool an overheated economy and bring growth of Gross Domestic Product (GDP) down closer to targeted growth rates.

In fact, the Chinese authorities had been aware of the dangers inherent in the economy as early as the final quarter of last year.

They began their programme to cool it early this year by trying to "talk" the economy lower - warning against too much demand and investment, and pleading for investment and increased saving.

They also pushed up interest rates to try and drain some of the excess liquidity from the economy, at a time when the central bank was allowing the money supply to escalate.

By mid-year, however, it became clear that more had to be done and Mr Zhu took control at the central bank.

On top of the earlier lifting of the ceiling on the Renminbi, he quickly announced a whole range of measures aimed at bringing the economy under control without plunging it into recession.

Interest rates were pushed higher, State

sector employees were required to buy Government bonds and so-called audit terms were assembled to bring pressure on provincial authorities to cool demand and, importantly, speculation.

Action was taken to call in "unapproved" or illegal loans and efforts made to control investment decision making within both state and the private sectors of the economy.

The key to Mr Zhu's plan was his 16 point proposals to help cool the economy immediately and put in place some further mechanisms for its longer term control.

Those proposals are:

- Call in loans diverted to speculative schemes.
- Force workers within two weeks to buy all government bonds that had failed to sell.
- Raise interest rates.
- Force non-financial institutions to repay funds borrowed from financial institutions.
- Impose a 20 per cent cut in government spending and a ban on new imports of cars.
- Suspend price reform measures.
- Forbid the issuing of new IOUs to peasants.



China Merchants Holdings Co., Ltd.

China Merchants Steam Navigation Co., Ltd.

China Merchants Holdings (Hong Kong) Co., Ltd.

China Merchants Shipping and Enterprises Co., Ltd.

Hong Kong Ming Wah Shipping Co., Ltd.

China Merchants Container Lines Ltd.

Yiu Lian Dockyards Ltd.

Hoi Tung Marine Machinery Suppliers Ltd.

China Merchants Godown, Wharf and Transportation Co., Ltd.

Euroasia Dockyard Enterprise and Development Limited

China Merchants Lighterage and Transportation Co., Ltd.

CMSN International Ship Trading Co., Ltd.

Far East Marine Surveyors, Ltd.

Wah Tak Marine Engineering Co., Ltd.

Guangzhou Haishun Shipping Corporation

China Merchants Shekou Industrial Zone Co., Ltd.

China Merchants Holdings (U.K.) Ltd.

Houlder Insurance Brokers Ltd.

China Merchants International Consultants Ltd.

China Merchants Development Co., Ltd.

International China Merchants Investment Limited

China Merchants Engineering and Investment Co., Ltd.

China Merchants International Travel Services Ltd.

China Merchants Hotel

China Merchants Kin Swiss Transportation Co., Ltd.

China Merchants International Air Services Ltd.

Zhen Hua Engineering Co., Ltd.

China Merchants Bank

China Merchants International Travel Company

China Merchants (Beijing) Enterprises Co., Ltd.

- End dubious fund-raising schemes.
- Control real estate fever in development zones.
- Reduce the scale of infrastructure projects.
- Control how companies list shares on the stock market.
- Reform the export financing system.
- Force banks to control the way they approve loans.
- Strengthen the central bank.
- Clear transport bottlenecks that keep goods piling up.
- Send inspection teams to ensure provinces obey orders.

Given the short time frame there has been for reaction to Mr Zhu's actions, the response in the Chinese economy - large and diversified though it is - has been reasonably sound.

At least it has been in the right direction, although not at the pace some analysts would have liked.

More recently, Mr Zhu has taken to personally intervening in some of the faster growing areas of the country to exert a greater level of control, as he recently did in Guangdong.

Growth in industrial production has at least stabilised and even eased somewhat and consumer demand has been cooling, even though inflation is still running at high levels.

Speculative activity, especially in real estate has been curbed, as have illegal or unapproved loans, and unapproved "development zones" have been closed.

Mr Zhu has taken the process of cooling the economy a long way - but there is still a long way to go.

Outsiders should expect further action from Mr Zhu in the short term. ■

— Ian Perkin

百分之六十八點七；集體企業增加百分之四十五，而大型國營企業的增幅僅為百分之十。

由於貨幣供應量增加了百分之五十，國民收入又大幅上升，零售業銷售總值和數量分別急升百分之二十一點六和百分之十；反觀農村地區，總值激增百分之三十一，數量則上升百分之十五點九。

投機炒賣氣氛，特別在房地產、股票及債券方面，依然十分熾烈。

更重要的，是經濟需求增加，影響所及，對外貿易亦出現赤字。

今年頭六個月，中國外貿逆差為三十五億四千萬元，比照九二年全年，外貿盈餘達四十四億美元。

很明顯，中國有需要進一步冷卻過熱的經濟，將國民生產總值的增長降至更接近目標中的水平。

事實上，早於去年最後一季，中國有關當局已經覺察到經濟過熱所帶來的危險。到了今年初，他們開始發動宣傳攻勢，希望可冷卻經濟，降低過速的增長；有關當局就過剩需求及投資提出警告，呼籲人民增加儲蓄。

其後，他們提高利率，試圖把部分過剩的流動資金吸納，同一時間，中央銀行又批准增加貨幣供應量。

不過，到了年中，經濟過熱情況並沒有改善，於是朱鎔基便毅然接管人民銀行。他上任後，隨即調高人民幣兌換價上限，並宣布一系列經濟措施，希望在調控的同時，不會令中國陷入衰退。

他一方面提高利率提高、強制國營企業工人購買政府債券，另一方面又向省政府施壓，務求冷卻需求和遏抑投機炒賣。

此外，中央又指令收回「未經審批」或非法借貸，並監管國營及私營企業的投資決定。

朱鎔基的十六項經濟調控措施有助迅速冷卻經濟，並可作為日後經濟調控的機制。

這十六項措施包括：

- 收回用於投機活動的借貸；
- 強制工人在兩星期內購買尚未出售的政府債券；
- 提高利率；
- 強制非財務機關償還從財務機關借得的貸款；
- 削減政府開支兩成，禁止繼續進口汽車；
- 暫緩物價改革措施；
- 禁止向農民發出新的欠單；
- 終止向農民的集資計劃；
- 控制開發區的房地產熱潮；
- 減低基建計劃規模；
- 控制企業在股票市場上市；
- 改革出口融資制度；
- 強制銀行監控貸款審批程序；
- 強化中央銀行；
- 清除運輸樽頸，避免貨物屯積；
- 派遣官員到各地巡視，確保地方遵守中央指令。

調控措施只實行了短短數月，以中國如此龐大的經濟規模而言，效果已算不錯。雖然進展並未如一些分析家所期望的理想，但最低限度，這方向是正確的。

最近，朱鎔基曾經親自插手干預部分增長過速的地區的發展，力圖發揮更大的調控力量，他廣東之行便是個好例子。

最低限度，工業產量增長已經穩定下來，甚至出現某程度的放緩，而消費需求亦正在冷卻，儘管通貨膨脹仍然持續高企。

投機活動，特別是房地產炒賣，經已受到控制；非法或未經審批的借貸亦一樣，未經審批的「開發區」已經關閉。

朱鎔基的經濟調控措施雖已初見成效，但距離成功階段仍然很遙遠。

相信短期內他會採取進一步行動。 ■



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Better understanding the key to US-China relations

The more Americans understand China and its potential the better off everyone will be, US Democratic Senator Max Baucus said at a meeting with Chamber members last month.

Senator Baucus was leading a delegation of businessmen from his home State of Montana seeking out opportunities in both the Mainland China and Hong Kong markets.

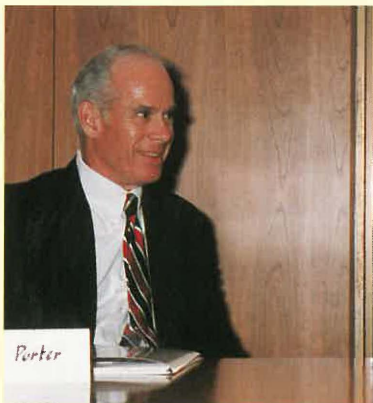
The Chamber's meeting with the Senator was chaired by Mr Robert Dorfman.

He was commenting on recent frictions between the US and China on various issues and the ongoing debate in the US over annual renewal of China's MFN status in 1994.

Senator Baucus said it would be an advantage if the issues of trade and commerce between China and the US could be separated from political and human rights considerations.

"We must try to obtain solutions, not have confrontation," he said.

Senator Baucus said he believed the administration of President Clinton had attempted to take a responsi-



Max Baucus.
鮑卡斯

ble approach to MFN renewal by renewing it this year under an Executive Order.

He said it was significant that the issue had not gone to Congress for a debate on renewal, on conditionality Senator Baucus' delegation to Hong Kong included a group of businessmen interested in pursuing opportunities in both Hong Kong and China.

Prominent among them were power generating plant manufacturers, environmen-



John Porter and James Tien.

波特、田北俊



tal engineers, banking and financial services experts and educationalists.

At the same time as Senator Baucus' visit to the territory, Congressman John Porter (Republican) was also making a private trip to

China and the territory.

Mr Porter was of the view that MFN status for China in the coming year was safe, barring unforeseen setbacks on human rights, Section 301 and Special 301 compliance, arms sales and the like.

He said part of the opposition to former President Bush's MFN for China renewal was due to the former Administration facing a hostile, Democrat-controlled Congress.

The reaction to the Bush Administration's was therefore politically-inspired, aimed at making the Republican President's term in office as uncomfortable as possible. ■

加深瞭解 改善關係

美國民主黨參議員鮑卡斯上月與本會舉行會議時指出，愈多美國人瞭解中國及其潛力，對各方愈有好處。

鮑卡斯上月率領一個蒙坦拿州商務代表團訪問中國及香港，尋找市場機會。

當日的會議由多爾夫曼主持。

鮑卡斯於會上就最近的美中磨擦、明年美國會否延續中國最惠國待遇等問題發表評論。

他說，中美之間的貿易及商業問題應該和政治及人權問題分開。

他說：「我們必須盡力找出解決方法，我們不希望出現對抗局面。」

鮑卡斯說，克林頓政府今年透過行政指令方式延續中國的最惠國待遇，他認為這是一種負責任的做法。

鮑卡斯議員的代表團成員全都是有意拓展中國及香港業務機會的商人，其中包括發電機製造商、環保工程師、銀行及金融服務機構專家及教育工作者。

同一時間，美國國會共和黨議員波特亦以私人身份訪問中國和香港。

波特認為，只要不再發生無法預見的事件，例如與人權、三零一條款、特別三零一條款有關的事件，明年中國應可繼續獲得最惠國待遇。

他說，前總統布殊延續中國最惠國待遇的決定受到反對，主要是由於當時的國會是由敵對民主黨所控制。

國會反對布殊的決定，其實只是基於政治理由，目的是盡量令到這位共和黨總統在任期內寢食難安。 ■

Delegation to Guangzhou

China Committee thinks goodwill mission is appropriate on a regular basis

C C Tung, vice chairman of the Chamber's China Committee, led a Chamber delegation of 22 members to Guangzhou on September 15-16.

It comprised nine other China Committee members, 10 representatives of corporate members including those on other Chamber committees, Sidney Fung, assistant director of the Chamber's International Affairs Division and Thinnex Shek, assistant manager in Sidney Fung's division.

C C Tung, told The Bulletin afterwards basically his delegation's visit was a goodwill mission.

"We feel that the relationship between Hong Kong and Guangdong, particularly Guangzhou and the Pearl Delta area, is getting closer and closer in terms of our economic relationship and investment, etc. We feel that a goodwill visit is appropriate and that it would be better if it is on a regular basis.



A group photo of the delegation with Mr Sun Wei-wen. 代表團與孫偉文合攝

本會代表團訪問廣州

中國委員會認為親善訪問活動應定期舉行

中國委員會副主席**董建成**於九月十五至十六日率領代表團一行二十二人訪問廣州。

代表團團員包括九位中國委員會成員、十位其他委員會成員、本會國際事務部助理總裁**馮棟澤**、國際事務部副經理**石平偉**等。

董建成接受《工商月刊》訪問時表示，他們此行旨在進行親善訪問活動。

「有感於港粵、特別是香港和廣州及珠江三角洲之間的經濟及投資聯繫正日趨頻繁，我們認為現時是舉辦親善訪問活動的適當時候，我們相信這類活動應定期舉行。

「至於次數應有多頻密，則要留待下次會議再作討論。

「整體來說，我認為訪問活動頗為成功。唯一令我有點失望的，是在我們訪問期間，碰巧有一大批中央政府官員巡視廣東省。

「他們以副總理**朱鎔基**為首，估計隨行的官員大概有一百人左右，他們在廣東逗留了兩星期。大部分廣東省的高層官員都忙於籌備各種會議。

「因此，我們錯過了和一些專責外貿及投資的省級和市級官員會面的機會，他們原本同意與我們見面。

「但我們從此行得出了一個結論，廣東省在經濟改革步伐較任何其他地方都要快，

他們確實站在改革的最前線，在改革方面，廣東比上海、北京或中國任何大城市的進展都要好。

「我對一些統計數字甚表詫異，例如廣東省八成外資來自香港，八成出口貨物輸往香港等，從這些數字可見，港粵之間的經濟關係是多麼密切。

「個人觀察所得，廣東省的發展很不錯；而它的成就和香港的關係，從上述數字可見一斑。

「如果你乘坐火車到廣州，沿途你會看到很多鄉村正在大興土木，這類鄉鎮企業多如雨後春筍，當然，主要是由於港商在內地設廠和發展住宅物業。

「廣州的發展已經很不錯，但其程度仍較我預期中的為低，尤其是與上海和北京相比，廣州顯得略為失色。港商在廣州的投資重點是製造業。

「廣州的發展很大程度上受到香港帶動。

「與中國其他地方相比，廣州人的生活水平算得上頗高，但與此同時，他們正和通貨膨脹艱苦搏鬥。

「不過，只要經濟增長高於通脹，生活水平便會持續改善，廣州的製造業在世界市場仍有相當競爭力。

問：華南近年致力發展貨櫃港口，可能

會對香港構成某種威脅，你從事船運業務，想必對此十分關注吧？

董建成：我認為不會對香港構成威脅，華南的港口基建發展大多有港商參與，高欄港和鹽田港最終會和香港互補不足。香港經已擁有先進的基本建設，要和香港競爭或者搶走香港的生意，恐怕並不容易。

問：海外船運企業派貨櫃船來港，是由於香港擁有一流的基建？

董建成：是由於香港的效率，不過，當然，香港需要小心控制整體成本架構，區內競爭對手多的是，如果我們的經營成本過高，競爭力便會減弱。

香港政府可以對船運業提供極大幫助，尤其在未來貨櫃港設施發展方面，例如興建鐵路連接邊境及貨運站、進行道路基建等。

問：西部鐵路線〔對船運業〕非常重要？

董建成：非常重要，但這類基建需要時間進行，我們希望可促請政府盡力發展這些新的基本建設。

問：你認為我們何時需要這些基本設施，現在？

董建成：不錯，是現在。雖然現在已有道路連接，但相信大部分葵涌區居民都同意，該區的交通問題確實不易解決。

CHINA



Lin Jun-wei, president of the Association of Enterprises with Foreign Investment in Guangdong, briefs Chamber delegates on recent economic and infrastructural developments in Guangdong.

廣東外商投資企業協會會長林君銳向代表團介紹廣東省最新經濟及基建發展



HKGCC delegation leader, C C Tung, vice chairman of the China Committee, presents a souvenir to Liao Guo-ji, deputy director of the Commission of Foreign Economic Relations and Trade of Guangdong province.

本會代表團團長董建成向廣東省對外經濟貿易委員會副主任廖國濟致送紀念品

"How regular, I think we will be talking about that at our next meeting.

"I think all-in-all the goodwill mission was quite successful. We were a little bit disappointed because the timing of our visit somewhat coincided with a large contingent of Central Government officials visiting the Province.

"They were led by the executive Vice Premier, Zhu Rongji. I think he had a team of 100-odd people with him for a stay of about two weeks. Most of the high Guangdong officials were busy preparing for that gathering.

"So we missed seeing some of the officials who originally agreed to see us at provincial level and at city level. But we did see basically the commission at the provincial and the city level dealing with foreign trade and foreign investment.

"I think our conclusion was that Guangdong Province in so far as economic reform is concerned is marching ahead of everybody else. They are really at the frontline, if you will. Much more progressive than Shanghai or Beijing or any other major cities in China.

"The statistics, probably known to most people, are to me quite striking. Some 80% of total investment in Guangdong is from Hong Kong. And 80% of total exports come to Hong Kong. You can see from this the closeness of our economic relationship.

"I think from my personal observation Guangdong is doing well. Looking at the statistics I've mentioned it is because of Hong Kong.

"If you are riding the train to and from Guangzhou you will see so much con-

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CHINA

struction going on in villages along the rail-road track. The village type of enterprise is growing very fast. That is, of course, because of Hong Kong's investment in factories, residential projects and so on.

"Guangzhou is developed. But it is not as developed as I expected, particularly compared with Shanghai and Beijing. It is somewhat behind. But the overall development I think is more because of Hong Kong investment in manufacturing.

"Hong Kong development is in land and industrial property.

"It is quite impressive and its being driven by Hong Kong.

"Their standard of living is quite high compared with other parts of China. But on the other hand I think they are still struggling with inflation.

"But so long as the economy is still growing ahead of the inflation the real standard of living is being improved. They are still competitive in the outside world with what they produce and export.

As a shipping man you must have been interested in what container ports they are developing in South China that may be would be some sort of threat to Hong Kong?

C C Tung: "I think not. The infrastructural development for shipping that we know of is being built with the help of Hong Kong investment. I think eventually these developments in Gaolan and Yentian will complement Hong Kong. Hong Kong already has such advanced infrastructure in place it would be very difficult



Lunch with Lin Jun-rui and Liao Guo Ji.
代表團與林君銳、廖國濟共進午餐

to compete with or take away business from Hong Kong.

It is that Hong Kong infrastructure that attracts the overseas shipping consortia to send their container vessels to Hong Kong?

C C Tung: It is the efficiency of Hong Kong. But, of course, Hong Kong needs to be mindful of its overall cost structure. There are competitors around if we are going to be more expensive to the extent we make ourselves uncompetitive.

"Here, the Government of Hong Kong can be very, very helpful in terms of future

Chamber delegates called on Sun Wei-wen, vice chairman of the Guangzhou Municipal Commission for Foreign Economic Relations and Trade.

本會代表團拜訪廣州市對外經濟貿易委員會副主任孫偉文

development of container port facilities. The cost of the development as well as the need of the infrastructure, such as the railroad link from the border to the terminal facilities and the road infrastructure.

The western railway line is very important?

C C Tung: It is very important. But with this sort of infrastructure it does take time. We hope that we will be able to push the Hong Kong Government to spare no effort in developing this new infrastructure.

When would you say it was needed. Now?

C C Tung: "That's right, now. Though, even with that railroad link, I think most residents in Kwai Chung area would agree how to relieve the pressure on the local traffic remains a major obstacle." ■

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Organiser: **The Supervisory Management Development Group**, an interest group sponsored by **The Management Development Centre of Hong Kong Vocational Training Council**

Enquiry: Mr. Lucius Lai, Conference Co-ordinator Tel: 836 1827

Chamber's first mission

To Vladivostok, Primorskii and Khabarovsk

The Chamber sent its first mission to the Russian Far East for eight days from September 1 to study the economic situation, the prospects for investment and to promote trade with Hong Kong.

Entering the Russian Far East via Harbin, the Chamber mission of 12 businessmen and women together with Ms Connie Hui, the Chamber's Assistant Manager International Affairs, visited Vladivostok, Primorskii and Khabarovsk.

Connie Hui reported on her return that the region is desperately in need of industrial development to boost its economy and provide consumer goods for its about six million people.

She says especially Khabarovsk has quite a well-developed infrastructure. Telecommunications are available and quite convenient compared with other developing countries. Its biggest resource is its relatively well-educated labour force.

"With easy access to the market in Russia and other Commonwealth of Independent States," she says, "some have even remarked that the basis for industrial development is even better than China when it first introduced economic reforms."

But, she goes on to list several problems which might inhibit investment:

i) Shortage of labour: We were informed that the average worker at Vladivostok Garment Factory earns 60,000-70,000 roubles nett (about USD60-70) a month and the rate is increasing because of an inadequate labour supply.

ii) Attitude of workers: This remains the same as in the old Soviet days. They work only five days a week and get addi-



Above:
The commercial
seaport of
Vladivostok.



Above: The delegation met the Primorsk Regional Chamber of Commerce and Industry in Vladivostok and was received by Vice Chairman Vladimir Borisovich.



Right: Vladimir Kirin, director of Dalkhimprom, introduces his factory products. Dalkhimprom is the largest chemical plant in the Russian Far East.

Left: Alexander Levintal, vice Governor of Khabarovsk and Dr Natalia Pisarenko, head of foreign economic activities brief the delegation.



RUSSIAN FAR EAST

tional time off (usually an hour on Fridays) for longer weekends. Generally, they are unwilling to work overtime. At weekends everything closes except food shops.

iii) Political instability: The pace of reforms is hindered by the struggle for power between President Yeltsin and the Parliament which the President has now dismissed and they have dismissed him. The people are confident Yeltsin will win ultimately.

iv) Transition period: Though most State enterprises have either undergone or are in various stages of privatisation, managers are former government officials and are uncertain about the future direction of their companies, where profit will go or the line of authority within their companies.

v) Company law: Officials said they were working on the subject but company and investment law were really nonexistent.

Connie Hui thought it could be said one can do anything in the Russian Far East or, one can do nothing, depending on the mentality of the investor and his partners. She thought this remark was especially applicable in Vladivostok.

She notes this former military seaport has an additional problem, notably public order. Sources said the local mafia was running rampant in the city, a problem often also reported in Moscow. However, she said the problem did not apply to Khabarovsk.

Major investment included Japanese and United States projects. Little is known about Hong Kong and the trade and investment opportunities it could offer.



Above: The Chamber delegation with Yury Dmitrenko.



Left: Yury Dmitrenko, technical director of Interdal Telecom explains the operation of the Vladivostok telecommunications system.

Connie Hui reported keen competition between Vladivostok and Khabarovsk. Khabarovsk is the old hub of the region, especially in trade and is better developed. Vladivostok is basically a military seaport but it has opened its economy and is ready to take off and replace Khabarovsk.

Foreign investors had begun to study

business opportunities in Vladivostok because of its favourable geographical position and its well developed port. However Khabarovsk has better law and order and its people have a more businesslike attitude.

The Chamber delegation felt some disappointment that several government officials failed to meet them in Vladivostok, namely the representative of President Yeltsin in the region, the Governor of the Primorskii Krai Administration and the Mayor of Vladivostok. Also because of holidays plants were not open for inspection.



Alexandar Tolkachov, vice chairman of the Far East Chamber of Commerce and Industry in Khabarovsk, interested in Hong Kong.



Andrey Zagumyonov, commissioner for International Trade and Foreign Affairs of Primorskii Krai in Vladivostok.

Russia chamber active despite country's troubles

Despite political and social problems, including the sacking of Parliament by President Boris Yeltsin and widespread crime, the Russian Federation's Chamber of Commerce and Industry is trying to make Russian business work.

During a recent visit to the Chamber, the Russian body's President, Mr Stanislav Smirnov, made no attempt to disguise the problems facing the Russian economy and business.

He expressed concern about crime on Moscow's streets, law and order difficulties throughout the Federation, tough economic and business conditions and difficulties in foreign trade and investment.

But he said the Chamber of Commerce and Industry had been established in the Federation to help smooth the way for foreign businesses wanting to trade with or invest in Russia.

Mr Smirnov was visiting Hong Kong with Mr Alexander Bakin, the Administrative Chief for External Relations and Overseas Organisations, and Mr Valery Nazarov, President of the Federation's Office in Seoul, South Korea.

He said the Chamber of Commerce and Industry in Moscow was a self-funding, private sector organisation, but with some major State-owned companies as members.

The role of the Organisation includes accreditation

of foreign companies to open offices in Russia, acquainting overseas companies with business conditions in the country and offering help with required documentation for doing business.

Mr Smirnov said the Chamber could also help with seeking out potential Russian partners and provided an Arbitration facility for the settling of any disputes that might arise.

It also liaises with regional Chambers of Commerce and provides certification and other facilities, as well as organising exhibitions and having the major share in the Moscow Export Centre.

Mr Smirnov said the Chamber of Commerce and

Industry was looking to expand its links and activities in the Asian region and the prospects for Russian companies doing business locally.

He said the Chamber had already created 10 joint Chambers with other countries including the South Korea office under Mr Nazarov.

As a front step to closer relations, Mr Smirnov said the Chamber was seeking greater information exchange between itself and Chambers in the region, including Hong Kong.

He said the Chamber's headquarters in Moscow would do anything it could to help Hong Kong businessmen interested in doing business in the Russian Federation. ■

俄羅斯局勢動盪 工商會活躍依然

俄羅斯工商總會來港招商

雖然俄羅斯現時正遇到不少政治及社會問題，其中包括總統耶爾津下令解散國會，但俄羅斯工商總會仍繼續致力推動該國工商業發展。

該會主席斯米爾諾夫最近曾經訪問本會，他不諱言俄羅斯目前正面臨很多經濟及商業困難。

他對莫斯科街頭罪案、獨聯體各國治安、經濟及商業的嚴峻形勢、外貿及投資困難等等問題都甚感關注。

不過他指出，俄羅斯工商總會已在獨聯體建立了相當穩固的基礎，可為有意與俄羅斯進行貿易及投資的外商提供協助。

隨同斯米爾諾夫到訪的尚有俄羅斯對外關係及海外組織協會行政總監巴堅、俄羅斯工商總會駐漢城辦事處總監納扎羅夫。

斯米爾諾夫說，俄羅斯工商總會的總部設於莫斯科，是個自負盈虧的私營機構，但會員當中亦有一些國營企業。

該會可協助外國公司在俄羅斯開設辦事處，並為海外公司提供俄羅斯工商業環境方面的資料，同時協助外商辦理商業登記手續。

斯米爾諾夫指出，該會亦會協助外商找尋合作夥伴，假如出現任何糾紛，更可提供仲裁服務。

此外，該會又與各區商會保持聯繫，提供簽證及其他服務，以及籌辦展覽會；該會擁有莫斯科出口中心的大部分權益。

斯米爾諾夫補充，俄羅斯工商總會正積極參與亞洲區的活動，並且協助俄羅斯公司拓展業務。

他說，俄羅斯工商總會已經和其他國家的工商機構組成了十個聯合商會，其中包括由納扎羅夫領導的南韓辦事處。

斯米爾諾夫希望與區內其他商會(包括香港的商會)加強聯繫，促進資訊交流。

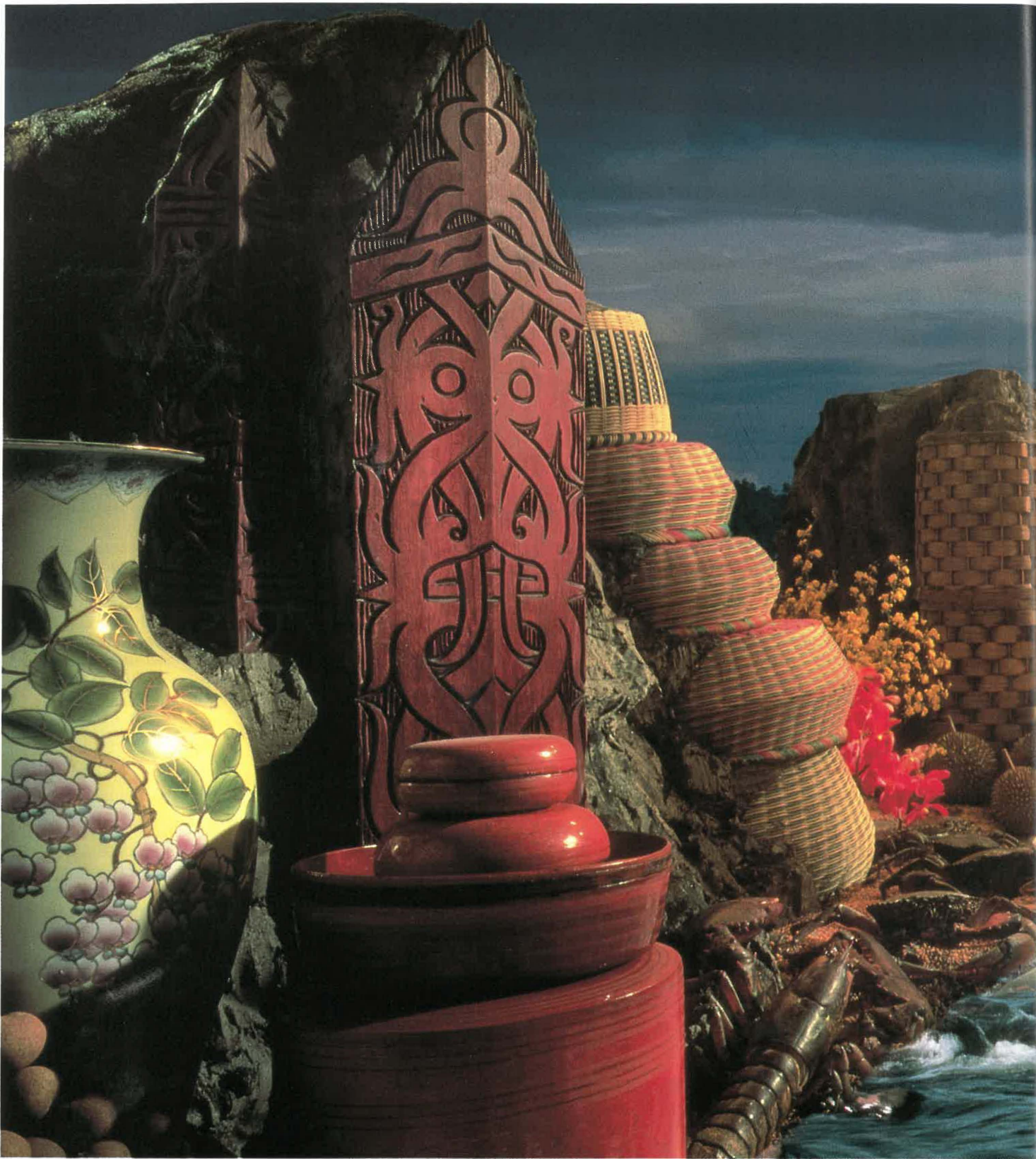
他總結說，該會設於莫斯科的總部會盡一切努力，協助港商在獨聯體開展業務。■

tion though meetings were scheduled. The delegation was quite satisfied with its programme in Khabarovsk.

The delegation was not happy with the work of its Russian travel agent. It has recommended another mission go again in September 1994. ■

Valery Kobetz, head of the Department of Foreign Affairs receives the Chamber delegation in Khabarovsk.





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Keep airport separate

Paul Cheng says keep airport and related projects out of political discussions

Chairman Paul Cheng told a well-attended Chek Lap Kok Business Opportunities Workshop on September 15: "Keep the new airport and related projects out of the political discussions and let's get on with building the infrastructure Hong Kong needs if it is to maintain its competitiveness as a regional hub in future."

Speakers at the Workshop were Dr Henry Townsend, chief executive officer of the Provisional Airport Authority (PAA), Douglas Oakervee, PAA project engineer, Richard Judy, PAA commercial and operations director, Fred Chui, general manager airport retail and Brian Reid, general manager commercial coordination. Moderators were Chamber Director, Brig Ian Christie and Brian Stevenson, chairman of the Hong Kong Coalition of Service Industries (HCSI).

Paul Cheng, opening the Workshop, said the new airport will not only supply a great deal of local employment, but will also offer a wealth of business opportunities to many Hong Kong companies, both large and small, as the development proceeds to implementation.

"So it is all the more frustrating that the project has become entangled in the political discussions on Hong Kong's future electoral arrangements. The delays and uncertainty have not been helpful.

"While it is encouraging that the two sides finally seem to be getting closer to an agreement, we should nevertheless continue to urge the Chinese Government to delink the two issues.

"Not that things are standing still in terms of building the airport. Far from it. The physical progress made on construction of the airport is quite astonishing."

Dr Townsend in a keynote address said: "Let me give you the latest statistics which illustrate the scale and the progress of the project. We are blasting up to 150,000 cubic metres of rock each day on Chek Lap Kok. As of yesterday, 29% of the excavation on the island has been completed.

"We have moved 39 million cubic metres of mud from the seabed — that equals about 45% of the total mud that needs to be removed from the platform area. Again, by yesterday 238 hectares of new land has been formed. The total excavation and reclamation volumes at Chek Lap Kok are equivalent to moving the volume of Central Plaza every two days.

"We are creating the platform for the phased incremental airport development. We have what we call the Phase 1A development which consists of a single runway and terminal facilities designed to meet the airport's operational needs up to the year 2002. Each future expansion

phase will be driven by traffic demand in the market.

"The platform for this development is now 25% complete. By March 1 next year, we expect to have sufficient land ready to enable us to begin constructing the first foundations of the passenger terminal.

"The terminal itself is now in its final design phase. Some of the early concepts you may have seen 12 or 18 months ago have evolved during the detailed design phase. Today we have a cost-effective terminal concourse complete which I believe will meet the requirements of the aviation industry, the airport business community and, of course, tomorrow's travellers."

Dr Townsend said due to funding delays, the PAA's design and construction activities now needed to be undertaken in a compressed time period. The target remained 1997.

"But that target can only be achieved if our overall funding is approved, the airport authority ordinance adopted and the airport land grant is available before the end of the year. As you can see the sooner these steps are taken over the next several months the better."

Dr Townsend said he hoped the draft bill will be introduced during the coming session of the Legislative Council. It had



Paul Cheng: Keep airport out of politics.



Dr Henry Townsend: Crank up my team again.



Douglas Oakervee: Examining prefabrication.

to be approved by the Airport Committee of the JLG and Legco.

He said the four major licences for aviation fuel supply, air cargo, aircraft maintenance and aircraft catering were on a tight schedule. It could involve investment of about HKD15 billion by the private sector.

"It is a major commitment and one that our licencees will be unlikely to make unless they can see that the Authority itself has an approved financing plan and that they are content with the final provisions contained within the ordinance and they are sure of our legal grant

to the airport island."

Dr Townsend concluded: "We appreciate the strong support that we are receiving from both the Hong Kong and international business communities in participating in the new airport and we believe that the current critical issues will be resolved in the next several months. Meanwhile we hope to maintain our dialogue with interested businesses and to move successfully forward."

He told the Press later: "My planning says that we are going to have the full green light on everything by the end of the year.

"If unfortunately it goes beyond that period then I will have to crank up my team again, have another look at the 1997 target and tell everyone the best we can do."

Douglas Oakervee said time was becoming so short that the PAA was looking into prefabricating some parts of the facilities. Introducing modularisation and prefabrication was being examined.

The other speakers spoke of 450 agreements with the private sector that were becoming time critical. These included electrical supply, gas supply, water supply, waste disposal services, public

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Fred Chiu, Richard Judy and Brian Reid: Time critical projects.



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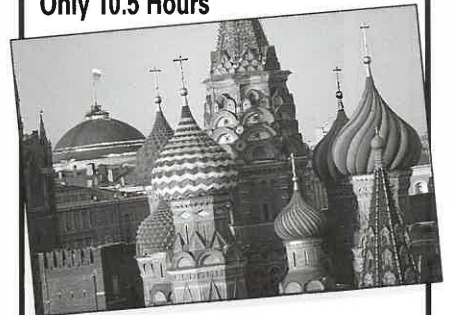
Thirty other agreements were mentioned that were described as not yet time critical, including hotel development.

The audience sought answers to many questions. The speakers assured participants whose questions were not answered at the Workshop would be answered by letter. ■

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Invest now in new hotels

Prospects for the future of the hotel industry look good

Eugene Sullivan, executive director of the Hong Kong Tourist Association (HKTA), recently told investors in Kevin Sinclair's new Asian Hotelier magazine that now is the time to invest in new hotels in Hong Kong.

He said the total number of hotel rooms was expected to increase by only 1.7% to 34,105 by end-1993 compared with 33,534 at end-1992. Yet the total hotel occupancy rate recovered to 82% in 1992 and has since climbed to 85% in the first seven months of 1993.

Thus, business prospects look even better this year for hotels and the prospect is likely to continue in the future.

The available rooms figure for this year takes account of the closing of the 660-room Lee Gardens at the end of June after 22 years in business. Two or three other smaller hotels are also reported ceasing business. Only a further 456 rooms are projected to open in 1994 and 777 more rooms in 1995.

The industry is cyclical with bursts of investment followed by stabilisation periods, such as the industry is in now.

New hotels that have opened in the territory this year are relatively few. They are the Gold Coast, the Regal Hong Kong and the Ritz-Carlton.

This year the HKTA has made an important decision in measuring future demand. For the first time the HKTA has added tourists from China to its statistics. Actually some 1.6-7 million are projected to visit Hong Kong this year, adding to the business for hotels.

According to Penny Byrne at HKTA theoretically until March this year visitors from China were not counted because they were not contributing anything to Hong Kong's economy. The cost of their visits to Hong Kong were paid by relatives residing in Hong Kong.

She says: "Undoubtedly it is a big market as you'll see from our latest arrivals statistics. Our figures are now adjusted to include China and you can see China visitor arrivals for Jan-Jul are up 66.9%. They now, are projected at 19.7% of total tourist arrivals.

"International visitors, excluding those from China, are also up 5.1% for the Jan-Jul period of this year. If you look at the whole visitor arrivals, including China, you will see they are now one of the major contenders.

"First is Taiwan, 20.5%, next is China, 19.7%. And that trend will continue.

"Our latest forecast says that total visitor arrivals will be up 13 to 16%. China will be up about 60% and the so called international visitors will be up 5-8%. If you work it all out it means that total visitor arrivals, including China, will this year be up 13-16%.

"We had 7 million international visitors last year without China. Last year we had about 1.2 million visitor arrivals from China.

If you add everything together both international and China Hong Kong will have about 9.2 million visitor arrivals this year.

A bit better than Major Stanley's initial contribution

Penny Byrne: "His first contribution in 1957 was 50,00 when the HKTA started.

She says the only major market this year that gives the HKTA cause for concern is Japan, which is down 11.7% for the first seven months of this year.

"Obviously it's economic factors. The Japanese simply aren't travelling the way they did in the last five years or so.

"They were actively encouraged to travel overseas by the Japanese Government and in economic boom times we, along with a lot of other travel destinations, reaped the benefit. Now economic recession in Japan is simply taking its toll."

She says: "Taiwan has boomed to become our No 1 market as you can see from our statistics. They represent 20.5% of total arrivals for the first seven months of this year and will continue to grow strongly.

"Southeast Asia, is up 5.3% so far this year. USA and Canada are doing okay, up 8.6%. West Europe is up 10.6% and even Australia-NZ is up 4.5%.

"The only area for concern is Japan and what's going to happen nobody knows."

"It's this year and in the last four months of last year that we have seen the falling off. Everybody else is hurting too. It is difficult to know what is going to happen."

Penny Byrne goes on: "Hong Kong's total tourism receipts for the first half of this year are up 8.9%. The greater part of these receipts is made up of true visitor spending.

The movement in the major market areas for the first half of this year are: Tai-

wan up 16.5%, Southeast Asia up 10.9%, Japan down 7.8%.

"All these figures are basically what you would expect given the visitor arrival pattern. But, of course, there are other factors involved. For instance, do visitors from the individual markets all spend the same amount per capita?

"Southeast Asia as far as per capita spending is concerned is up 4.8%. Taiwan is up 2.2%. Japan surprisingly enough is up 6.0%

Fewer Japanese are coming here but they are spending more per capita?

Penny Byrne: "Fewer are coming but those who do come are spending a bit more. The percentage that are on pure holidays is far higher at 75.3% (60.9% last year). Those coming on package holidays are far higher. Of the travel arrangements people are making from Japan you'll see that 64.5% for the first six months of this year were on an all-inclusive packages as opposed to 45.9% in the same period last year.

"Your fully independent (non-package) traveller from Japan for the first half of last year was 39.8%. That figure has now fallen substantially to 23.3%. That is where the businessmen would probably come in. In other words the traffic from Japan has fallen off as companies are affected by the recession.

"Per capita spending of USA-Canada arrivals in the first seven months this year is up 7.6%. West Europe is down 1.7%. Australia-NZ is down 1.2%. Per capita spending overall is up just 3.4%.

Penny Byrne says: "The average length of stay has gone fractionally up for all visitors arrivals from 3.37 to 3.38 nights. But visitor arrivals from Japan have gone down from 2.88 nights to 2.79 nights for first six months of this year.

"It is all quite straight forward and logical. The business recession in Japan is showing up in our statistics."

Is there any movement in the profile of the Taiwanese?

Byrne: "The profile is roughly the same. There may be small changes in the percentages, for example 54.4% of arrivals for the first half last year were on vacation and it's now 51.9%. But this doesn't tell you much. Yes, more Taiwanese businessmen are coming to Hong Kong and you can come to your own conclusions about why that might be.

"There is no great changes in other demographics."

Hong Kong is said to have nightmares about the possibility that the Taiwanese might soon fly direct to China. What is your comment?

Penny Byrne: "Our comment is that it would not affect Hong Kong as much as many people might think. The Taiwanese would still want to come to Hong Kong. Hong Kong, so far as the Taiwanese are concerned, has a high profile for sophisticated night life, food, horseracing and the most swinging and cosmopolitan trend-setting city in Asia — and shopping, too, plays a very important role in attracting visitors from Taiwan.

"The Taiwanese would still come here. Yes, we would be affected. But by how much is anybody's guess. We would lose a certain percentage of potential visitors from Taiwan if there were direct flights. But we certainly wouldn't lose as many as some people might expect."

What adjustments are there in hotels for the changed tourist profile of today?

Penny Byrne: "What we have seen over the past several years is an increase in capacity of our medium tariff hotels. Our classification system is in four divisions so far as hotel properties are concerned.

"These are High Tariff A, High Tariff B, a Medium Tariff and a Hostels and Guesthouses tariff.

"We, at the HKTA, do not talk in terms of stars. That is a very subjective terminology. What we have seen in the Jan-Jul period this year in the Medium Tariff category is a 22.8% increase in the number of rooms available for sale each day compared with the same period last year. We have seen only a 0.4% increase in High Tariff A hotel rooms available for sale. We have actually seen a decrease in High Tariff B with the closure of some hotels and because of the renovation projects of others.

"This is simply an indication of rooms available for sale. But still the interesting thing is the 22.8% increase in Medium Tariff hotel rooms available for sale.

"That is because the hotel developer in Hong Kong is extremely clever at getting the equation right. Several years ago we saw the boom in intra regional travel by our Asian neighbours and our Asian markets reflecting the relative economic health of Asia compared with some of our long-haul markets.

"Only Japan is down. Everybody else in Asia is showing increases.

"But our regional neighbours when they come to Hong Kong are more likely to use a medium tariff hotel rather than a high tariff A or even a high tariff B room.

"Hotel developers in Hong Kong have been very canny in getting the equation

right. So far in Jan-Jul this year we have seen an average occupancy of all hotels of 85% compared with 80% for the same period last year.

July this year is, itself, 85% compared 78% for the same period last year. So we are now even in summer months seeing extremely high occupancy rates."

Where are these medium-priced hotels?

Penny Byrne: "In the last five years we have seen a broadening of hotel locations in Hong Kong in addition to the traditional tourist areas. We are now seeing hotels in Western district and at North Point and Quarry Bay. Even one is in Tsuen Wan and two are in Shatin.

"Before you could be more or less certain if you were a hotel guest in Hong Kong you would be staying in either Tsimshatsui, Central or Causeway Bay.

"I think it also shows how canny the hotel developers have been to recognise the market for which they would be catering would be visitors who are happy to stay in those non-traditional areas, particularly now we have the MTR. It is nothing now to be staying at Quarry Bay."

The hotel sites in non-traditional areas are probably chosen because they can be built on cheaper land?

Penny Byrne: "Exactly. And the properties they would be putting up would be catering more for a market that would not pay High Tariff A or B." ■



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Stabilisation period

With few investments in new hotels now we are in a stabilisation period of the traditionally cyclical industry

What would be your answer to people concerned that high land and operating costs might ultimately reduce the competitiveness of the hotels in Hong Kong compared with hotels in our Asian neighbours who are now finding the travel/tourism industry is increasingly important to their own GDP?

Penny Byrne: "Given the laissez faire nature of Hong Kong if that were to happen it would sort itself out. The hotel business is traditionally cyclical. We go through several years of development and then there is a stabilisation period. We are in a stabilisation period now.

"It would sort itself out purely on supply and demand. If people were to be put off by high hotel tariffs, then the hotels would have to lower their tariffs to compete. That's the history of the Hong Kong laissez faire system."

Even go out of business as some have done this year?

Penny Byrne: "No. That is extremely unlikely. Hong Kong hotels have been one of the world's great success stories. A lot of it is to do with, not just Hong Kong as the most popular Asian travel destination, but it is to do with business as well. Business traffic.

"Hong Kong is the hub of Asia geographically and for airline services. We are very fortunate that all sorts of factors come into play. It's geography, it's our relationship with China and a booming economy in China. We are fortunate in that we appeal and cater for all sorts of leisure travellers for different reasons. People in Asia come to Hong Kong for completely different reasons for those who come from Europe or America.

"The people from Europe and America like the fact that we have got fantastic hotels here but also like seeing a traditional Chinese society. They like the oriental mystique. They like walking down the street and seeing signs in calligraphy. They like the temples. They like the islands. They like the Instant Orient, a unique blend of East and West.

"Visitors from Southeast Asia come for the excitement and sophistication.

"We are very fortunate in that we appeal to different people for all sorts of reasons. We are not locked into being a beach resort which only appeals to people who want a beach holiday. We can offer

all sorts of things to all sorts of people.

"It is this diverse appeal that has contributed to Hong Kong's success story. And, incidentally, the industry was such a success story last year that we moved into No 2 position as Hong Kong's biggest foreign exchange earner after being No 3 for many years. We had HKD48 billion last year in tourism receipts.

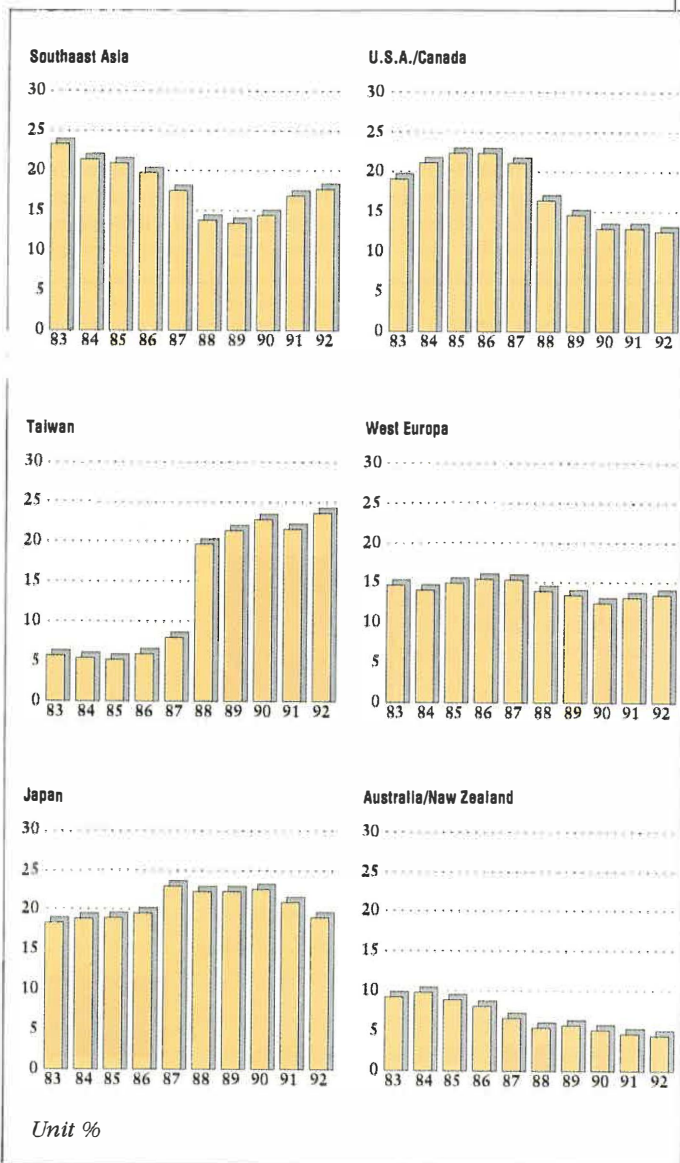
"I think people are recognising the fact more than they used to. We at the HKTA have done a lot in the past few years to try to increase that awareness. Whether it is by the initiation of a travel and tourism syllabus in schools that is about to start now for the first time ever. Or that we run the Badge for Tourism for Scouts which is the first of its kind in the world. We won an award in America because of this. All our activities in a way tell young people how important the tourism industry is. And that it is important that they are nice and polite to people and our visitors should be made to feel more welcome.

"You may have seen our APIs on television. They say: Did you know we earned HKD48 billion from tourism last year so let's make our visitors feel more welcome. I think the average man in the street and the average businessman is more aware now of how important travel and tourism are to us. After all travel/tourism together are the world's No 1 industry financially and economically.

"It is really difficult

because people think of imports and exports as physical goods that you can sell. We are in the business of selling experiences. We are in the business of marketing Hong Kong as a travel destination just as other people are in the business of marketing certain brands of cars.

"We are competing with other travel destinations just as Ford competes with Chrysler out there in the marketplace. And we market Hong Kong using all the standards and some non-standard methods of marketing, such as advertising,



Market share.

public relations, direct marketing, promotions, and making sales calls. We make sales calls overseas just as other people sell cars or toothpaste."

Hong Kong seems to be ahead with its educational infrastructure for your industry?

Penny Byrne: "Hong Kong has been fortunate in that the major international hotel management groups have chosen Hong Kong for a variety of reasons to establish their base in the region. Hong Kong, for example, saw the first Hilton in Asia.

"A lot of that kind of thing has flowed on from the success of the industry and the flow has included training institutes. For example, we have the Hong Kong Polytechnic with a well established department dealing with hotel management/tourism. Hong Kong has set the standards for elsewhere in Asia."

Why has the Lee Gardens closed down?

Penny Byrne: It's a great shame. But we are not experts in doing the sums involved. That's up to property developers. But we think there is an awful lot of potential in developing hotels now in Hong Kong. When Chek Lap Kok opens in 1997 we could be looking at — even without visitor arrivals from China in the calculation — some 10 million international visitors a year by the year 2000 without artificial constraints.

"All reports around the world say travel/tourism will continue to boom and establish its position even more as the world's No 1 industry. It would be a pity if the Hong Kong private sector did not take advantage of the opportunities that are now presenting themselves in developing new hotels.

"But, as I say, we are not experts in making the calculations as property developers nor do we purport to be."

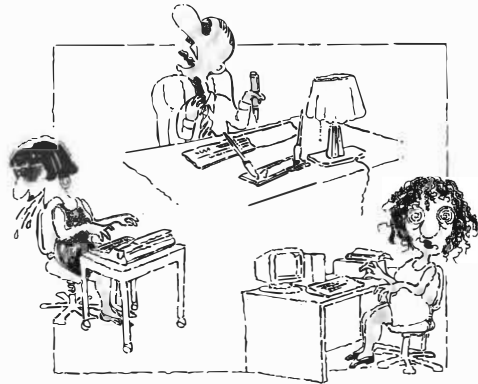
The view of some is that offices and shops would make more money for property developers than hotels?

Penny Byrne: "At the moment. That's their prerogative to come up with those calculations. The reassuring factor is that Hong Kong has always shown extraordinary ability to adapt and who is to say the developer contemplating an office block today may not tomorrow change his mind and turn his project into a hotel development. People in Hong Kong do not lock themselves in like they do elsewhere. If you are putting up an hotel in Sydney and you break ground then five years later you will open an hotel.

"Hong Kong doesn't work like that. There have been lots and lots of cases over the years when people have been building an office block and then changed their minds and opened an hotel and vice versa. And that's very healthy." ■

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Need for competitive edge

Inflation and escalating costs may price Hong Kong out of the market?

Travel and tourism is now the world's largest industry and neighbouring countries are now devoting more and more resources to it. In Hong Kong travel and tourism will continue to grow only if Hong Kong can maintain some competitive edge over its neighbours.

Manuel Woo, executive director of the Hotels' Association, worries the Hong Kong system with inflation and escalating prices may eventually price the Hong Kong industry out of the market.

He begins an interview bullishly with The Bulletin by saying since 1989 Hong Kong has opened no less than 20-24 new hotels. Two new world-class hotels are in the Convention and Exhibition Centre and another three are in Pacific Place.

In addition, numerous medium-class hotels have opened in less central and more diversified district locations. The new hotels have brought Hong Kong's stock of hotel rooms from 22,000 to 36,000.

In the early 80s, when he recalls last being interviewed by The Bulletin, Manuel Woo says Hong Kong then had an annual total of about 2.5-3 million visitor arrivals. By 1992 visitor arrivals had more than doubled to 6.9 million.

Also, foreign exchange earnings were up last year to HKD46 billion, elevating the hotels and tourism industry for the first time to the Territory's second largest foreign exchange income earner.

At this stage of the interview Manuel Woo makes the appropriate point about this Hong Kong development by saying travel/tourism today is the world's largest industry. One job in every 15 everywhere is somehow now related to travel, hotels and tourism.

As a veteran hotel manager himself, Manuel Woo warms to his subject with a smile and some eloquence:

"I'm glad to report today Hong Kong is a city of hotels second to none in the world. After years and years of hard work, dedication, perseverance in training and

in continued investment in skilful and artistic hotel design, Hong Kong is now accepted around the world as the city that has produced some of the most beautiful hotels.

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You haven't mentioned our service?

Manuel Woo: "Our service is second to none in the world, because of continual devotion to education and training.

"I was in Japan in the last two days and my counterpart was explaining to me that Japan is a very hospitable country. But he agreed it couldn't compare with Hong Kong for the way we have elevated our hotel service standards.

"In the labour shortage we certainly have not sacrificed our standards though we have fewer people doing the work. I think nowhere in the world could visitors enjoy the same personalised service as they do in the hotels of Hong Kong and in some other parts of Asia.

"We Asian people are hospitable peo-

競爭優勢必須保持

通貨膨脹高企、經營成本急升，會否令香港失去旅遊業市場？

旅遊業目前是世界上最大規模的行業，香港的鄰近國家正不斷投入資源加以發展。香港旅遊業必須保持競爭優勢，方可繼續穩健增長。

香港酒店業商會執行總幹事胡民勝憂慮，通貨膨脹高企、經營成本急升等不利因素，最終可能令香港失去旅遊業市場。

他接受《工商月刊》訪問時指出，自一九八九年以來，香港共有不少於二十至二十四間新酒店落成，其中更有兩間全新的世界級大酒店，一間位於香港會議展覽中心，另一間位於太古廣場。

此外，又有不少中檔酒店相繼投入服務，其中位於中區的較少，大部分分散在各個地區。這批新酒店啟用後，令到本港的房間總數由二萬二千個大幅增至三萬六千個。

胡民勝說，他在八十年代初期亦曾經接受過《工商月刊》訪問，當時來港遊客全年只有大約二百五十萬至三百萬人次，但到了一九九二年，來港遊客總數已增至六百九十萬人次。

此外，本港去年從旅遊業所賺取的外匯收益達四百六十億元，令到酒店業和旅遊業首次成為本港第二大外匯收入來源。

他說，旅遊業已成了全球最大規模的一種行業，他指出，現時世界各地每十五個職位中，便有一個是與旅遊業或酒店業有關的。

作為一位資深的酒店管理人員，胡民勝臉帶笑容，如數家珍地縷述這行業的發展：

"今日的香港，已成為了全球數一數二的『酒店城市』，經過多年的不懈努力和艱苦經營，加上不斷的訓練、龐大的投資和巧奪天功的設計，香港部分酒店現時已被公認為全球首屈一指。

首屈一指

問：你可否談談本港的酒店服務呢？

胡民勝：「由於我們一直致力教育和培訓，我們的服務堪稱全球首屈一指。

「兩天前我還在日本，記得日本一位酒店從業員對我說，日本是個非常親切有禮的國家，但他亦同意，香港提升酒店水準的速度，是日本所望塵莫及的。

「雖然香港面對勞工短缺問題，但我們絕不會因人手減少而令服務質素下降。若論

酒店的親切服務，除了香港以外，相信大概只有亞洲部分地區方可提供。

「亞洲人一向熱情好客。

「香港的酒店服務固然比日本的優勝，但無可否認，整體來說，亞洲人確實可為遊客提供賓至如歸的親切服務。」

胡民勝說，來港遊客的組合近年出現轉變。過去，香港的服務對象主要是旅行團，現時參加旅行團來港的遊客數目仍高踞首位，但商務旅客人數正不斷增加。他說，香港是其他國家通往中國的門檻。

這些旅客中，更有一些是專程來港參加會議、展覽會等活動的，他們已成為了非常重要的旅客來源。

近年香港致力推廣優惠旅遊，吸引歐洲、美國、日本甚至東南亞國家遊客來港。

大公司喜歡以旅遊計劃獎勵高生產力的員工或最佳推銷員或代理，而香港是他們的熱門旅遊地點。

「這些商務旅客和旅遊大獎得主通常會逗留較長時間，消費也較多。一般來港渡假的旅客，平均只會逗留三至四晚，但專程來港參加商務活動和旅遊大獎得主則會逗留六至七晚，而且消費額也會較高。」

組合轉變

問：酒店如何調整本身的架構，以配合來港遊客組合的轉變？

胡民勝：「高檔酒店提供一流設施，以滿足高消費能力遊客的需要，舉例說，他們設有可供各種活動使用的大型宴會廳，並特別訓練一批員工，專責市務、侍應、宴飲工作，高檔遊客對這種服務需求很大。」

「每間酒店都可提供這種服務，但主要仍是由高檔酒店提供，他們派出員工接受特別培訓。我們和香港旅遊協會的會議及優惠旅遊科緊密合作。部分員工需參加特別研討會及座談會。」

「除了高檔旅客外，來自東南亞、台灣的旅行團遊客亦大幅增加，近年來自內地的遊客數目亦有明顯上升趨勢，過往香港旅遊協會並沒有統計來港的內地遊客數字。」

「原因是他們的旅費過往大多由香港親友資助，但隨著中國推行經濟改革，華南市場開放，經濟增長大幅提高，來港內地遊客的消費能力已不可同日而語。」

「他們當中，大部分是個體經營致富的，他們現時甚至預付團費，在輪候名單上等候長達一年，方有機會來港旅遊。當他們到了香港，便會花錢購買一些在內地供應匱乏的消費品，例如珠寶首飾、黃金、名貴手錶、攝影機等。」

「因此，由今年起，香港旅遊協會開始統計來港的內地遊客數字，並把他們獨立分類。據估計，截至現時為止，該類遊客總數已近八十萬人次，預計全年總數更會高達一百五十萬至一百六十萬人次。」

「這類遊客多半選擇入住中檔酒店，因此，近年啟業的中檔酒店業務發展頗為不俗，他們的顧客多數來自內地、東南亞國家和台灣。」

「我們的顧客組合十分理想。」

當被問到香港的高檔酒店是不是過多的時候，胡民勝說不是；由於香港地價昂貴，要收購貴重地皮設計及興建一流酒店絕不容易，可供發展這類酒店的地點很少，目前似乎只限於例如會展中心和太古廣場等地區。

「因此，我們開始在市區以外發展酒店，現時沙田有兩間酒店，而荃灣亦有一間。」

地點分散

「最初我聽說有人準備在荃灣興建一幢共有一千一百個房間的酒店的時候，確實有點擔心，但九龍悅來酒店的成功，令我的憂慮一掃而空。悅來酒店最初的入住率有六成，其後逐漸增至七成、八成和九成。該酒店的飲食業務十分理想。」

「九龍悅來酒店為區內居民提供較佳質素的飲食和服務，人們願意多花一點錢，沙田兩間酒店的情況也大同小異。」

ple,” Mannie Woo says broadening his superlatives to all Asians.

“Though I like to think Hong Kong hotels have surpassed Japan in service, it is true Asians generally do provide visitors with service with a personal touch.”

Manuel Woo says the profile of Hong Kong visitor arrivals has changed. In the past Hong Kong mainly catered for group travel. Groups still come but on top of that category, business travel has increased. Hong Kong, he says, is the gateway to China of the foreign world and the showcase upfront.

The changed profile, he says, also includes special interest groups. Visitors who come for conferences, conventions and exhibitions, etc. They now constitute a very important part of Hong Kong's tourism business.

In recent years the industry, he says, has also been working intensively to promote incentive travel. It is important business from Europe, the United States, Japan and sometimes from Southeast Asia.

Large corporations love to give travel bonuses for productivity, and to their best salesmen and to their best agents. And they love to send them to Hong Kong.

“These business travellers and incentive bonus winners are the groups of visitors who stay longer and spend more,” Manuel Woo says. “Leisure groups stay 3-4 nights in Hong Kong whereas the special interest groups and the incentive travellers stay 6-7 nights and relatively spend more.”

To what degree would you say the hotels have altered their own profile to meet these changes in the visitor arrival profile?

Profile changes

Manuel Woo: “The upmarket visitor arrivals are being catered for by our firstclass deluxe properties. They have, for instance, the large ballrooms to provide theme parties. Their sales and marketing staff and the catering and banqueting staff are especially trained to meet the demand and type of service that would be desired and expected by the upmarket people.”

“Every hotel could cater for this business but it is mainly provided by the firstclass and deluxe properties. They send some of their staff for special training. We work closely with the Hong Kong Tourist Association's (HKTA) conference and incentive travel bureau. Some of our people have to attend special seminars and workshops.”

“Besides the upmarket visitor arrivals, group travel has increased tremendously from Southeast Asia, from Taiwan and, in the most recent years, from China. The Chinese visitor from the Mainland was

not recorded in HKTA statistics before this year.

“This was because arrivals were usually sponsored by their Hong Kong relatives. However with reforms in the economy, the open market and the boom in South China, the profile of the Chinese tourist arriving in Hong Kong has changed.”

“Many have become wealthy through individual entrepreneurship. Now they have to pre-pay and be wait-listed up to 12 months to visit Hong Kong. When they do come they tend to buy some expensive goods not readily available in China, such as jewellery, gold, nice watches and cameras.”

“Therefore, starting this year, HKTA said yes, we must include them but treat them as a separate category. They think about 800,000 have so far visited Hong Kong this year. By the end of 1993 it is expected about 1.5-6 million will have visited Hong Kong.”

“These people patronise the medium-range hotels. So the medium-range hotels that have opened in recent years have done well with patronage from these Chinese visitors as well as patronage from visitors from Southeast Asian countries and from Taiwan.”

“We have a good mix in our marketing situation.”

Manuel Woo says “No” when he is asked are there now too many luxury hotels in Hong Kong? High land prices make prime sites of land for designing and constructing new firstclass hotels not easy to acquire. They are limited to sites like at the Convention Centre and Pacific Place.

“So we have developed hotels outside the urban centres. We have now two hotels in Shatin and one in Tsuen Wan.”

Location diversification

“I was at first quite concerned about the construction of a 1,100 room hotel in Tsuen Wan. But my concern was quickly removed by the success of the Kowloon Panda Hotel. Its occupancy was first 60%, building up to 70%, then 80% and now 90%. Its food and beverage business is enormous.”

“It has provided local residents in that area with a better quality of food and service. So they don't mind spending a little more, like they did earlier in the two hotels in Shatin.”

Manuel Woo said the Gold Coast hotel, resort and convention centre, developed in Castle Peak by the Sino Group, was the latest extension of the trend toward diversification of hotel locations.

“New hotels are not restricted to the central urban areas. They are spreading out to every district. For example, Wan-

Educational and training infrastructure

Manuel Woo describes the educational infrastructure supporting the Hong Kong hotel industry.

He says Hong Kong is very fortunate in having two short-term service training centres — one in Kowloon Bay and another in Pokfulam — under the management of the Vocation Training Council.

The two centres train the local young people who are recruited to work in hotels. The centres receive the wholehearted support of the Hotels' Association.

Imported labour, on the other hand, is trained on the job by the hotels themselves.

He says there are also two private schools with a one year certificate course. One is called the Caritas Bianchi school provided by the Catholic Churches and the other is the Kuntong Vocational Training Centre provided by the Christian Churches.

"One step higher is the Haking Wong Technical College, managed by the VTC on Laichikok Road, Chungshawan, which provides a two-years diploma course on hotelkeeping and tourism studies. They also have a cooking course with a three-years certificate.

Another higher level is the Hong Kong Polytechnic where Manuel Woo says he has helped to chair the Advisory Committee for six years. Prior to that he was a member of the Advisory Committee. He has now stepped down as chairman.

During his term the Polytechnic taught the three-year higher diploma course and transferred the two years' diploma to Haking Wong. At the Polytechnic a degree course with honours of four years was then established. The course was previously called hospitality management but the title has now changed to Hotel Management.

"That degree course began in 1988 and the first batch of graduates came out this summer."

In 1991 a Tourism Management degree with honours course was added, also four years.

Manuel Woo says: "A new school in Chaiwan has just begun this month set up by one of the two new technical colleges. There they have a hospitality, catering and tourism course with a three years higher diploma."

Manuel Woo says: "As far as education and training facilities go Hong Kong is doing better than many other neighbouring cities."

He says the Hotels' Association also sponsors many evening short courses itself in its well-equipped conference hall.

"We are also providing scholarships, sending people overseas."

Some of your members would be multi-national organisations. Some graduates from Hong Kong would thus be employed in hotels abroad?

Manuel Woo: "Some go to work in Mainland China. Sub-department and department heads go into China to take up managerial positions. Some graduates might be financially supported to do advanced studies overseas."

There is still room for expatriate managers?

Manuel Woo: "The international chain hotels — the firstclass and deluxe hotels — still engage expatriates to carry the top management positions. The executive chef, the resident manager and the director of marketing may be expatriates. But other than that, the departmental managers are all Chinese.

"Over the last 3-4 years the medium-priced hotels have hired locals to be gen-



Manuel Woo.
胡民勝

eral managers. So we have quite a number of very bright Chinese managers. Some of them would also get a chance to serve in the hotels abroad of multi-national organisations.

"The manager of the floating hotel in Hochiminh City, Vietnam, is a Hong Kong boy." ■

教育及培訓基建

胡民勝形容教育基建是香港酒店業的支柱。

他說，香港有兩個短期服務訓練中心，一個在九龍灣，另一個在薄扶林，兩個中心都是由香港職業訓練局管理的。

兩個中心培訓新加入酒店業的本地年青人，中心獲得香港酒店業商會全力支持。輸入的外地則由酒店本身加以訓練。

他說，本港現時有兩間私校提供酒店業證書課程，一間是天主教會辦的明愛白英奇職業先修學校，另一間是基督教官塘職業先修中心。

「再上一級的有黃克競工業學院，該學院位於長沙灣荔枝角道，由香港職業訓練局管理，提供兩年制酒店管房及旅遊業文憑課

程，另外尚有一個三年制的烹飪證書課程。」

胡民勝說，香港理工學院提供更高級的課程，他本人在該院校的有關諮詢委員會擔任主席已有六年，在此以前，他亦曾經在委員會服務了一段時間。他現時已經卸任。

他服務香港理工學院諮詢委員會期間，曾於三年制高級文憑課程任教，後來又轉往黃克競工業學校，擔任一個兩年制文憑課程的導師。後來理工學院開設四年制榮譽學位課程，該項課程原本叫「旅遊接待管理」，但現時已改稱為「酒店管理」。

「這個學位課程於一九八八年展開，首批學生已於今年暑假畢業。」

理工學院於一九九一年開設四年制的旅

chai has become part of Central Hong Kong with its luxury hotels and the Charter House and South Pacific. Causeway Bay as well as its own hotels has extended to North Point (City Garden, North Point, and the Grand Plaza at Quarry Bay). In Kowloon there is a hotel on Boundary Street and another on Soy Street, Mongkok. We have another nice property (400 rooms) on Waterloo Road.

"What is important, as we develop and diversify, is the shortage of hotel staff. The Government must support our industry by giving us stronger support in bringing in imported labour," Manual Woo says.

"In the early part of this year when a couple of hundred of our foreign hotel workers approached the expiry of their contracts our members were made to reapply right from the start again. And of 1,400 staff we applied for less than only 300 were approved.

"That is a very unreasonable, non-supportive attitude of the Immigration

Department. We have presented our case to the Secretary of Education and Manpower, together with the Director of Immigration.

"We have spent time and money on training our foreign hotel workers who are on two year contracts. We should be given approval to retain them after their contracts expire rather than that they must be sent back and new people engaged.

"That not only increases our costs but wastes our efforts in training them."

Who are they? Filipinos?

Manual Woo: "Mainly Filipinos. Fewer are Malaysians. Some come from Mainland China. The Filipino maid is allowed to renew her contract. Why not our small number of hotel workers?"

Why are some hotels, like the Lee Gardens, closing down?

Viability

Manuel Woo: "Lee Gardens found in the current shortage of office space it would be more viable to build shops and

offices than to provide a complete facelift to the Lee Gardens. Land values have soared. They say they will make a final decision by October whether or not they will reserve a few floors in the redevelopment to retain the name of the Lee Gardens. Meanwhile the Hilton has spent HKD one million on refurbishing."

One tremendous change in hotel management in the past 10 years, Manual Woo says, is that all Hong Kong's hotels are now fully computerised. Each manager now has more aids to good management. The computers provide full control of every department making each much more efficient with possible projections and analysis of everything.

Telecommunications have also improved. Visitors can make direct international calls from their rooms. They don't have to go through switchboard operators any more. The calls are recorded by computer systems.

A few hotels have fax machines installed in guests' rooms. Power plugs

遊業管理榮譽學位課程。

他續稱：「一所由其中一間工業學院開設的新學校於本月(九月)成立，這所學校位於柴灣，設有三年制旅遊接待、飲食及旅遊業高級文憑課程。

「若論教育及培訓設施，香港較很多鄰近國家都要優勝。

「我們亦特設獎學金資助從業員到外地受訓。」

問：貴會有些會員是跨國企業，部分香港畢業生會否受聘到外地酒店工作？

胡民勝：「部分畢業生會到中國大陸工作，很多部門主管都到內地擔任管理職位，部分畢業生可能獲得財政上的支持，到外地深造。」

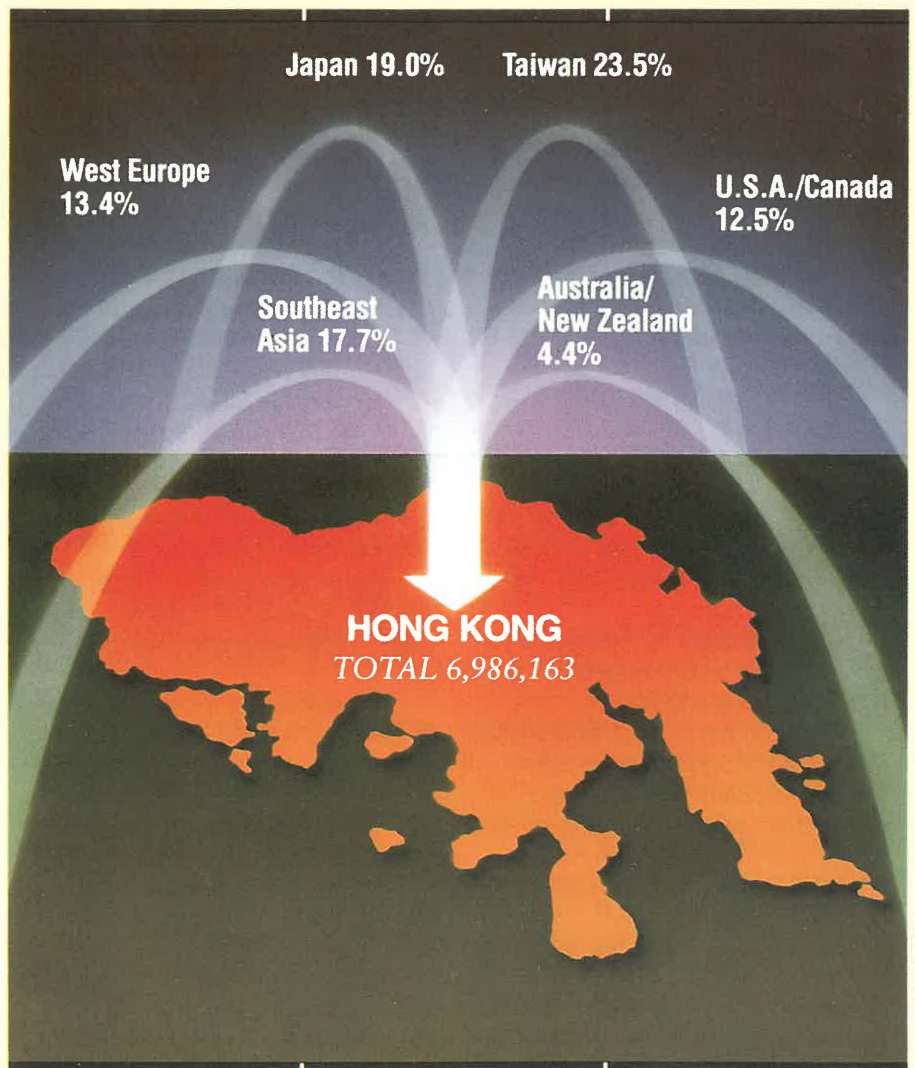
問：外地管理人員在港有沒有發展機會？

胡民勝：「一些連鎖經營的世界級豪華酒店仍然委派外地人士擔任香港酒店的要職，總廚、常駐酒店經理、市務董事等可能會是外籍人士，但其他部門經理則全部是華人。

「過去三、四年，中檔酒店開始聘用本地人擔任總經理，行內出色的華籍經理舉目皆是，他們當中，部分可能有機會到跨國經營的外地酒店服務。

「胡志明市畫舫酒店的經理便是一位香港人。」 ■

Visitor Arrivals 1992.
一九九二年來港遊客統計



enable guests to use their own lap-tops. Television provides 24-hour news services.

"Hotel development has followed high-tech," he says. "It will continue as high-tech and telecommunications continue to develop."

Manuel Woo says when he projects about the future of the industry in his annual report to his members this month he has one tremendous concern, other than about labour shortages.

"When I am asked if tourist growth is so fast do we have sufficient hotels to meet the continued growth, I have said the next tidal waves that would put Hong Kong into another hotel investment era should wait until the Chinese and British Governments settle their differences. I'm sure investors will look for investment opportunities when the newly reclaimed land in Kowloon West is ready and when the Chek Lap Kok city planning drawings are published.

"My concern is that the land cost is forever escalating. Where do we draw the line? I cannot myself find an answer.

"Will we be able to maintain the competitive edge of Hong Kong in competing for travel and tourism with our neighbouring countries?"

"That's my biggest concern. I can never find an answer. I don't think the Government can find an answer either. Whether it is residential housing, whether it is office space, whether it is commercial shops space and so on, so many people are being forced out of business. How are we going to tackle this?"

"My concern is whether or not we will be able to compete with neighbouring countries. Every neighbouring Government now knows the importance to its economy of tourist development. Every country is increasing its budget to promote this business.

"If Hong Kong continues its present system one of these days we shall price

ourselves out of the market. Knowing the market is good, our landlords are pressing for higher rates. High rates are fine if the adjustment is reasonable to meet inflation in labour cost. Anything beyond that is going to make our business much tougher.

"We have as competitors the Philippines, we have Malaysia, we have Singapore, we have Thailand, we have Indonesia and now we all know Indochina is coming up. China itself, Taiwan and Japan are all competitors.

"I firmly believe travel and tourism will grow but only for us if we can maintain some competitive edge."

He says he thinks when Chek Lap Kok airport is completed Hong Kong will have more than 10 million visitors a year. But again, costs will be a factor and one of his very serious concerns. That is, transport costs, the cost of new hotels development and the cost of escalating wages and land. ■

胡民勝說，由信和集團發展，座落青山道的黃金海岸酒店、渡假及會議中心，是酒店地區分散的最新例子。

「新酒店不再集中在中區，它們分散到港九新界各處，舉例說，灣仔的利景酒店和南洋酒店落成後，使該區變成了港島中區的一部分，現在不單止銅鑼灣有酒店，其他地區（例如北角城市花園酒店、鯽魚涌康蘭酒店等）亦有，而九龍區亦有兩間新酒店，分別位於界限街和豉油街。另外尚有一間在窩打老道（有四百個房間）。

「但當我們進行發展及地區分散時，卻遇到酒店人手短缺問題。政府必須進一步輸入外地勞工，以支援香港酒店業發展。

「年初輸入的二百名酒店業工人的合約快要屆滿，香港酒店業商會會員已經準備再次提出申請。我們今年申請輸入的外地勞工總數共一千四百人，但結果只獲批不足三百人。

「這情況顯示出人民入境事務處的不合理、不支持態度。我們已向教育及人力統籌司和入境處處長反映這問題。

「我們在培訓外勞方面花費不少時間和金錢，但他們的工作合約只有短短兩年。我們應獲准在合約屆滿後繼續聘用他們，而不是把他們送返原地，然後再招聘另一批新人。

「重新招聘新人不但增加成本，同時亦白費我們的培訓工作。」

問：你們從哪裡輸入外地勞工？菲律賓？

胡民勝：「主要是菲律賓，小部分來自馬來西亞，亦有部分來自中國大陸。菲律賓

女傭亦獲准延續合約，為甚麼酒店業工人不可以？」

今昔發展

問：為甚麼例如利園等酒店會倒閉？

胡民勝：「利園酒店認為，現時商業樓宇供應短缺，因此興建商舖及寫字樓比重新裝修酒店更為合算。近年地價大幅上揚，他們表示會於十月前決定是否保留數層作重建用途，以繼續發展利園酒店業務。同一時間，希爾頓酒店斥資百萬進行翻新裝修。」

胡民勝指出，過去十年，酒店業管理出現巨大轉變，現時香港所有酒店都已經電腦化，酒店管理人員獲得更多改善管理的輔助工具；電腦可協助更有效地全面管理各個部門，而且可進行預測和分析工作。

酒店業的電訊設備已大有改善，遊客可在自己的房間直接打出長途電話，毋須經過接線生，電腦系統會紀錄所有打出的長途電話。

其中幾間酒店更在住客房間安裝傳真機，房間亦裝有電源掣，方便住客使用手提電腦。酒店更會提供二十四小時電視新聞服務。

「酒店發展緊隨高科技發展步伐，酒店業的發展會和科技及電訊發展同步並進。」

胡民勝在該會年報中預測酒店業未來發展時，除了對勞工短缺問題表示憂慮外，尚指出另一隱憂。

「有人問我，來港遊客急速增加，香港是否有足夠的酒店設施加以配合？我會答說，下一個酒店業投資熱潮，要待中英政府

消除歧見後方會出現，相信投資者會在西九龍填海區工程完成和赤鱗角城市規劃公布後尋找投資機會。

「我擔心土地成本會繼續標升，究竟地價會升至哪個水平方會停下來，我真的沒法找到答案。

「我最憂慮的問題，是香港能否維持旅遊業的競爭優勢。

「我不知道答案是甚麼，相信港府也不知道，無論從事住宅、寫字樓或商業店舖出租業務的公司，都有些被迫倒閉，這問題究竟如何解決？

「我擔心香港沒法與鄰近國家競爭，鄰國政府都知道旅遊業對經濟發展的重要性，它們不斷增加促進旅遊業發展的支出。

「假如香港繼續坐視不理，終有一天會被擠出局。業主知道市道向好，於是不斷索取更高租金，如果只因應通貨膨脹和勞工成本而調整租金，問題倒不大，但假如索價過高，定會令我們難以經營下去。

「我們的競爭對手包括菲律賓、馬來西亞、新加坡、泰國、印尼等迅速冒起的印支國家，中國、台灣、日本等都成了香港的勁敵。

「我深信香港旅遊業必須保持競爭優勢，方可繼續取得增長。」

他認為當赤鱗角機場建成後，每年來港遊客數字會增至一千萬以上，但經營成本是個重要因素，亦是他最大的憂慮。經營成本包括交通、發展新酒店、工資及土地等成本。 ■

Gold Coast in unique niche

Hong Kong's first conference and resort hotel

Sino Land has spent HKD600 million without the cost of the land in developing the 18-storey, 450-room Gold Coast Hotel at Castle Peak less than 10 minutes by hovercraft from the new airport at Chek Lap Kok and 30 minutes by hoverferry to Tsimshatsui. The soft opening was on August 28.

Reinhold Englemann, German-born general manager with 25 years experience in European, North and South American and Asian hotels, says the lavish and sophisticated five-star (or High Tariff B) Gold Coast Hotel — with impressive and extensive marble floors, relaxing furniture and staff in colourful and casual uniforms that exude an hospitable holiday mood — is unique in that it is Hong Kong's first resort and conference hotel.

His Singaporean executive assistant manager trained in the US, Paul Rene Lee, says it fills a new niche in the Hong Kong hotel market.

It is certainly the latest and most lavish example of the way Hong Kong's hotel industry is diversifying and into areas outside its hitherto traditional central locations.

Paul Rene Lee explains he is the man who has organised the Gold Coast's already popular food and beverage outlets

and found Tun Mun's population with seemingly plenty of money in their pockets eager and delighted to sample its reasonably priced menus, just as the Shatin and Tsuen Wan populations did before it when new hotels opened in those NT towns.

Added to the local clientele is the motoring family and the businessman looking for relaxation from all over Hong Kong who has already begun to visit the Gold Coast for that room in the sun or the Sunday buffet.

The Gold Coast's restaurants can accommodate 1,200 people.

Jason Scott Harbison, programmes and recreation director from Miami and Phuket, outlines a dozen ways room guests can relax on holiday at the Gold Coast or unwind after a domestic company or a multinational holds a seminar in the Gold Coast's special technologically up-to-date facilities.

Philip Edwards is chief security officer, formerly of the Royal Hong Kong Police Force. His team of detectives provides guests with a measure of security that expands the Gold Coast's relaxation dimension.



Reinhold Englemann, general manager of Gold Coast Hotel, Hong Kong.

酒店總經理伊高文

Reinhold Englemann who once did stints in the Manila Hotel and the China

World Hotel (800 rooms, 21 restaurants and 3,000 employees) in Beijing, jokes and says the technology extends to satellite TV conferencing facilities for international participants and speakers. It could conceivably extend to use by an overseas boss who buys time just to take a secret peep at whether his employee, who is a guest at the Gold Coast, is working or sleeping.

The Gold Coast Hotel is the centre-piece in 100 acres of landscaped garden along the Castle Peak beach. It is surrounded by other Sino Land developments. These include the adjoining Gold Coast Yacht and Country Club with a marina of 300 boat-

slips, and the Marina Magic shopping mall. Plus, eventually a resort



Jason Scott Harbison, programmes & recreation director of Gold Coast Hotel, Hong Kong.

節目及康樂總監夏賓遜

Paul Rene Lee, Executive Asst. Manager.

行政副經理李善進

黃金海岸酒店

香港首間會議及度假酒店

信和地產耗資六億港元發展一幢樓高十八層、設有四百五十個房間的酒店，地價尚未計算在內。該幢酒店位於青山公路，乘坐氣墊船往返赤鱗角新機場只需時約十分鐘，往返尖沙咀只需半小時，該酒店名為香港黃金海岸酒店，已於今年八月二十八日局部投入服務。

酒店總經理伊高文於德國出生，曾於歐洲、南美洲、北美洲及亞洲區酒店工作達二十五年，他說，黃金海岸酒店屬於五星級酒店，大堂鋪上華麗雲石，設有休息用的傢俬，酒店職員穿著顏色鮮豔的便服制服，令整間酒店充滿輕鬆的渡假氣氛；黃金海岸酒店是全港首間渡假及會議酒店。

他的新加坡籍行政副經理李善進曾於美國受訓；李善進說，該酒店為香港酒店市場揭開了新的一頁。

近年本港酒店開始分散到中區以外的其他地點，黃金海岸酒店正是一個好例子。

李善進解釋，他負責統籌黃金海岸酒店

的飲食部門，他認為屯門區居民的消費能力高，渴望嘗試價錢合理的新菜式，這情況和沙田及荃灣等新市鎮一樣。

此外，擁有私家車的家庭及希望鬆弛一下緊張情緒的商人亦是酒店的顧客對象，這兩類顧客開始到黃金海岸酒店渡假及享用自助餐。

黃金海岸酒店的餐廳可容納一千二百位顧客。

節目及康樂總監夏賓遜曾於邁亞美及布吉工作，他一口氣列舉出到該酒店渡假的十多種方式，他補充，本地及跨國企業可利用酒店的先進設施舉辦研討會，並於會後讓參加者享受人生。

酒店保安總主任黎華德曾任職皇家香港警察隊，他轄下的保安小組可確保賓客享受愉快無憂的假期。

伊高文曾於馬尼拉酒店和北京中國大飯店(擁有八百個房間、三千名僱員)工作，他說，黃金海岸酒店甚至可提供人造衛星視象

會議設備，他開玩笑地說，假如身在海外的波士希望窺探他的員工在黃金海岸酒店的工作情況，看看他有沒有偷閒玩樂，相信也輕而易舉。

黃金海岸酒店位於青山灣畔一個面積一百公頃的花園中央，四周還有許多信和地產所發展的物業，包括黃金海岸遊艇會及黃金海岸購物商場等，此外，尚有一個由十九幢二十六層高豪華住宅組成的屋村，另有九十六個城市花園式海景單位，全個屋村合共有住宅單位二千零六十個。

伊高文曾於紐約柏麗酒店、比華利山 L'Hermitage 酒店工作，他說，對香港酒店市場而言，黃金海岸酒店是個很新鮮的構思。酒店很注重周末渡假及消閒，最適合那些希望渡假而又不想離開香港的人，因為他們毋須把假期浪費在交通方面，賓客乘坐氣墊船往返酒店只需二十五分鐘。

他說，平日酒店業務以會議為主，顧客來自本地及世界各國，到了周末，顧客對象

則改為各種喜愛消閒度假的人。購物及消閒性質的旅行團也會光顧。

他續稱，暫時而言，經常性個別旅客的入住率較低，但當赤鱘角新機場落成啟用後，這類顧客會成為酒店的重要收入來源，因為屆時往返新機場只需八分鐘。

「數間正在進行赤鱘角機場或青馬大橋工程的歐洲公司已訂下一些酒店房間。酒店設計最能迎合經常性個別旅客、來酒店渡假及舉行會議的顧客的需要。

「酒店地方寬敞、環境清幽怡人。各界對酒店的反應十分熱烈，現時酒店尚未完全建成，但已有數以百計遊客到這裡參觀。酒店大部分康體設施仍在興建中，海灘發展工程亦未完成。

「現時我們有一間餐廳和兩個海灘小食亭，長達兩公里的海灘滿佈白色細沙，風景很不錯。

「我們有一個哥爾夫球場，並附設駕車場、射箭場等，我們正興建一個多用途球場，適合進行羽毛球或籃球運動。此外，尚有網球場和三個排球場。

「平日參加研討會的人士可駕車或步行到這裡，或者乾脆入住我們的酒店，我們的會議室是全海景的。

「我們有一個可容納六百人的宴會廳和八個會議室，宴會廳可整個租用或分隔成五個小型宴會廳。

「鑑於需求殷切，我們計劃在明年額外興建面積合共四萬平方呎的會議室，根據我們的構思，顧客來到這裡，只需換上便服，即可感受到非常舒適及輕鬆的氣氛；顧客舉行會議時全情投入，散會後即可輕鬆一番。

「我們可提供最先進的影視設備、電動窗簾及屏幕，所有會議室都安裝了隔音設施。

「來這裡舉行研討會的其中一個好處，是可大致確保出席率。參加者出席研討會後，可進行各類康體活動，各適其式，歡渡美妙時光。

「我們提供會議套餐服務，而且價錢並不比市區的酒店昂貴，如果同時租用酒店房間，價錢更加相宜，顧客可隨意享用酒店各種設施，不另收費用。顧客只需付出與中區酒店同等的價錢，即可享受過人的服務。

「當然，如果顧客希望參加哥爾夫球或網球訓練課程，便要額外繳費。我們擁有全港最大的泳池，而且不收費用。」

他認為黃金海岸酒店的收費僅屬次級酒店收費。

他說，酒店屬南加州式建築，六樓及以下的房間設有露台，六樓以上每層設有十個套房和一個總統套房。所有房間都是向海或向小艇停泊區的。

酒店非常接近海灘，可能是全港獨一無二的真正海旁酒店，賓客甚至可乘坐遊艇前往酒店，並把遊艇停泊在海灣內。 ■

Gold Coast Hotel Hong Kong

香港黃金海岸酒店

township of 19 26-storey luxury high rise apartment towers and 96 units of semi-detached waterfront townhouses, making a total of 2060 residential units.

Reinhold Engelmann, who once worked for two years for Leone Hemlsey at the Park Lane Hotel in New York and then managed the L'Hermitage Hotel in Beverley Hills, says the concept of the Gold Coast is something new to the Hong Kong hotel market with emphasis on for rest and recreation at the weekend. Those who want to relax don't have to leave Hong Kong and lose a day's travelling. Guests can come here by hovercraft within 25 minutes.

He says during the week the Gold Coast goes after the meeting and convention markets both domestic and international. At the weekend it caters for the rest and holiday seekers of all kinds. It also goes after the tour and travel market during the week providing rest and shopping.

He says the FIT (Frequent Individual Traveller) market, which is the hotel's weakest point at the moment, will turn into its strongest point when the Chek Lap Kok airport opens because the Gold Coast is only eight minutes away and we shall have a shuttle going then.

"As a matter of fact we have requests about our hotel rooms from several European companies that are working at Chek Lap Kok or on the Fixed Crossing. The hotel was built for that FIT segment as well as for resort and conventions.

"What we offer here is a lot of space, tranquility and rest. So far the demand and interest of the public in these features is tremendous because already we have hundreds of people coming to look at the property which we haven't yet fully completed. A lot of our sports facilities still need to be completed. The beach development is still going on.

"We are building right now one restaurant and two kiosks on the beach. A two-kilometre stretch is being filled with white sand and then landscaped.

"We have a chip-and-putt golf course with a driving range. We have an archery cage. We are building a multi-purpose court for either badminton or basketball. We'll have tennisball machines and three volleyball courts.

"We also have an obstacle course where company people can learn how to interact with each other. A company will come in with a team and learn to play certain games together that will educate them to better teamwork and build trust and

confidence in each other.

"People attending seminars during the week can either use their cars to come here or alternatively they may stay here. All our meeting facilities have been built with a seaview.

"We have a ballroom that can seat about 600 people. We have eight meeting rooms. The ballroom can be used as one big unit or converted into five rooms.

"The demand we are getting is so encouraging that next year we are building an additional 40,000 sq ft of meeting space. Our idea is that you can come here and take your tie off and your jacket and work in a very relaxed and laid-back atmosphere. You can concentrate on your meeting and then in your off-hours have a little bit of fun and recreation.

"We have the latest audio-visual equipment, electrically-operated curtains and screens. Our partitions are all double-tracked for sound proofing.

"One of the advantages of coming here for a seminar is that the attendance is more or less guaranteed. Sometimes participants have a tendency to wander off. Here, after spending their energy at the seminar they will have an attractive reward with sports and other recreational pursuits to enable them to relax and have a good time.

"We have a conference package. It's not dearer than the hotels in the central urban areas. It's a better deal here if you check into a room. Then you are entitled to all the recreational facilities at no charge. For the same room rate as the central hotels you get a lot more for your money.

"Of course, if you want golf or tennis lessons you'll have to pay for them. Similarly if you use our health spa. Our swimming pool is the biggest in Hong Kong and is free."

He describes his hotel rates as not in the luxury class but in the next class. Probably what the Hong Kong Tourist Association calls, High Tariff B.

He says the hotel is the South Californian type of architecture. Rooms up to the sixth floor have balcony and terraces. Above the sixth floor there are 10 suites and one presidential suite. All rooms have seaview or marina view.

The hotel spearheads the whole project and it is almost on the beach. It is probably the only Hong Kong hotel with a seaview. It is also the only hotel where you can come by boat, berth it and stay here. ■



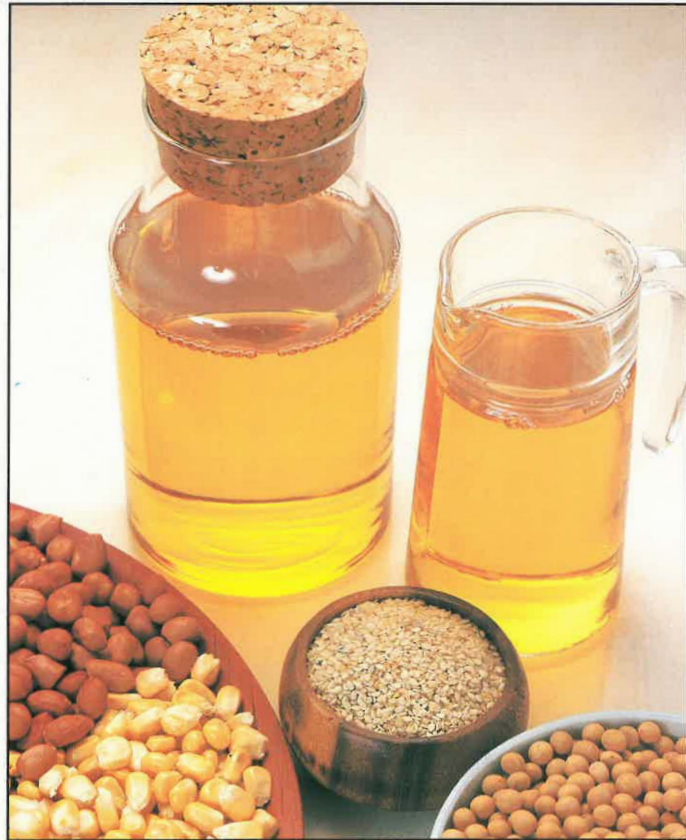
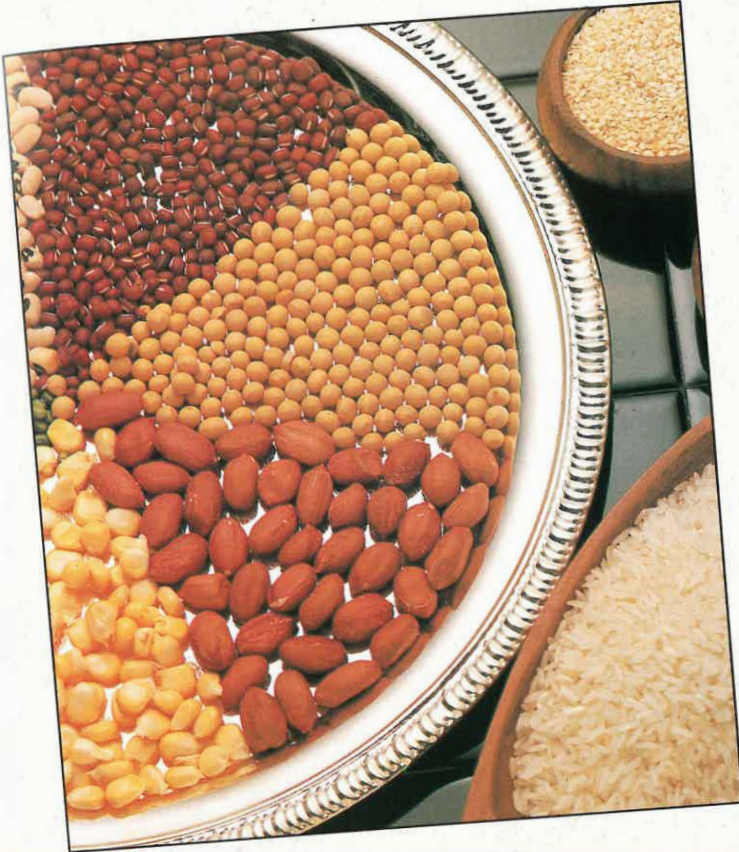


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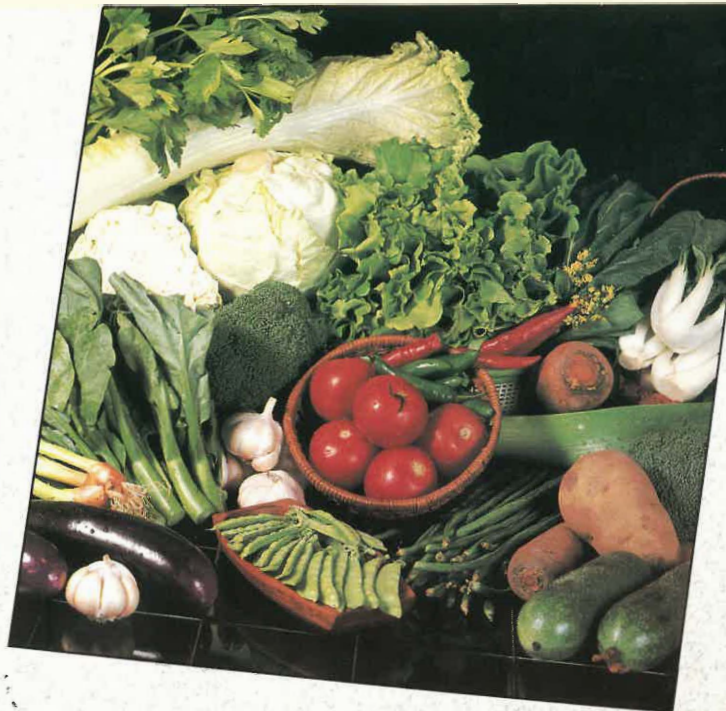
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