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# THE Bulletin

A HONG KONG GENERAL CHAMBER OF COMMERCE MAGAZINE  
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## The Uruguay Round Hong Kong heroes: What final agreement means to us



SPECIAL REPORT — AUSTRALIA

TONY MILLER SPELLS OUT THE URUGUAY DETAILS

VISIT TO SOUTHERN TAIWAN





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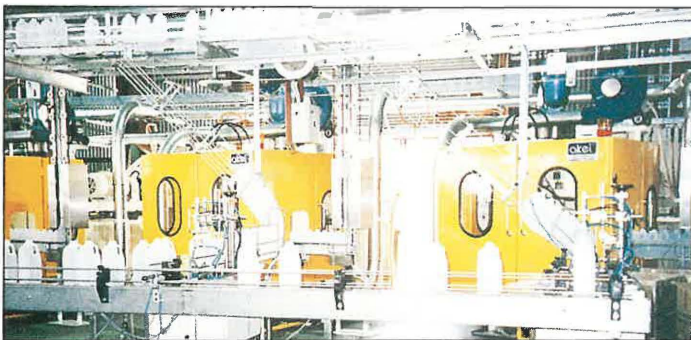
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### COVER STORY

Here is the team (at the negotiating table and behind-the-scenes) from the Hong Kong Department of Trade who in the final stages made the GATT Uruguay Round meaningful for Hong Kong and its continued prosperity. Front row: Principal Trade Officer Ministerial Division, Mrs Charlotte M Y Li; Deputy Director General of Trade, Christopher Jackson; Secretary of Trade and Industry, Brian T H Chau; Director General of Trade, Tony Miller; Assistant Director General of Trade, Ms Maria S N Kwan. Second Row: Principal Trade Officer Other Regions Division, Alex Y F Wong; Assistant Director General of Trade Robin Gill; Principal Trade Officer Multilateral Division, Miss Lisa K C Chan; Assistant Director General of Trade, John C W Tsang; Assistant Director General of Trade, Miss Annie H Y Tang; Trade Officer Other Regions, Allen S L Pang; Principal Trade Officer Multilateral Division, Miss Selina M M Yan; Principal Trade Officer, Europe Division, Alan K M Chu. *The Bulletin is indebted to the Information Department for the picture.*

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本會與香港日本人商工會之周年午餐會



### GUANGZHOU INTERNATIONAL GOLF CLUB

廣州國際哥爾夫球會

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# New Year — a time for contemplation & resolution

**N**ew Year is a time for contemplating the past and considering the future. It is a time when all of us take a few moments to look back over the year just completed and examine **what we did well** and what we could perhaps have done better.

It is also a time when we look forward to the next 12 months and make certain resolutions about how we should behave, what we might aim to achieve and what we would like to see achieved for the community in which we live.

It is no different for the Chamber as the pre-eminent business representative organisation in Hong Kong. It is especially appropriate, in this time between the Calendar and Lunar New Years, that the Chamber should look forward and suggest what it would like to see achieved in the local community in 1994 — the Year of the Dog on the Chinese Calendar.

The characteristics of the Dog are those of loyalty, faithfulness and honesty. The Dog is philosophic, profound and trustworthy, but with a tendency to be pessimistic and cynical, yet responsive to praise and affection.

At first sight, it is perhaps difficult to see how many of these characteristics might serve Hong Kong in the year ahead. They are certainly more applicable to individuals than they are to countries or territories.

Yet there will certainly be a need for Hong Kong to show that it is philosophic in the year ahead — especially regarding its political future; that it will need to avoid becoming pessimistic and cynical about the situation in which it finds itself; and that it will have to perhaps remind itself of the esteem - the praise and affection - which the world has for the territory's role and its achievements.

There is certainly no doubting the loyalty, faithfulness and honesty of all those who are trying to ensure the unbroken success story of the territory that is Hong Kong - whatever their views and whether or not we agree on their aims and their motives.

They all, one way and another, have the best interests of Hong Kong at the forefront of their minds. So what would the Hong Kong General Chamber of Commerce like to see achieved for Hong Kong in the year ahead?

The Chamber's first New Year resolution, which stands far above all else is to see the stability and prosperity of Hong Kong and all its people continue throughout the New Year.

As part of this process, the Chamber would like to see Sino-British relations put on a far more harmonious level.

With just three-and-a-half years to go before the handover of Hong Kong's sovereignty, there is simply no time for a lengthy stand-off in Sino-British relations. Despite the continuing disagreement on political development in the territory, the two sovereign powers must take a Statesman-like approach to ensure a smooth handover in mid-1997 and solid future for Hong Kong under the new Special Administrative Region (SAR) Government.

A second, but related, resolution of the Chamber, is to see agreement between the British and Chinese sides on infrastructure development issues, such as approval of Container Terminal Number 9 and a resolution of the present disagreement over the financing of the territory's new airport at Chek Lap Kok.

Third, the Chamber would like to see an improvement in US-

China relations this year, especially the contentious issue of Most Favoured Nation status for China, but also the related trade issues of Special 301 (intellectual property protection) and Section 301 (market access).

With goodwill and understanding on both sides the Chamber is confident that the sources of disagreement between the US and Chinese sides, such as misunderstandings on arms rules and human rights issues, can be overcome.

A fourth resolution for the Chamber is to see a continued commitment globally to reducing trade barriers for both goods and services, both multi-laterally, through the General Agreement on Tariffs and Trade (GATT) mechanism and bilaterally between individual economies.

For an open economy like Hong Kong it is vital that the fragile trend to more open world markets continues and the drift towards protectionism and proliferation of trade blocs (with their inherent dangers to open markets) does not accelerate.

Fifth, the Chamber believes it is vital that the process of reform of the Mainland economy continues.

This is not just a matter of controlling the Chinese economy in the short-to-medium term but putting in place the mechanisms by which the economy can ensure steady growth over the longer term with an increase in the prosperity and welfare of all the people of China.

Sixth, the Chamber wants to see the East Asia region continue to grow to provide another engine for growth in the World economy and usher in a new era of prosperity and advancement for the whole region.

Seventh, the Chamber wants to see this achieved in an era of peace and prosperity where nations and territories work together for the greater good of the whole region and the World.

Eighth, and finally, the Chamber wishes health and prosperity for all its Members in the Year of the Dog - and extends that wish to all the peoples of Asia and the World.

With the end of the Cold War and the creation of what has been termed "A New World Order", the opportunities exist to create a new global understanding which will see nations working more closely together for progress and prosperity.

No one body, like the Chamber, can expect to achieve much alone in bringing this new era about. But by working with other like-minded groups around the world, it can play its part.

It intends to do so in the year ahead and the years beyond that.

At the same time it will continue to do what it has done so successfully in its 132 years of history - protect the interests of the business community and all the people of this vibrant, go-ahead place called Hong Kong.





# 新年八願

**新**年伊始，正是回顧過去，展望將來的適當時刻。我們應在這個時候，細心檢討過去一年的成功及不足之處，讓日後進行決策時可資借鑑。

此外，亦可趁此機會，展望未來十二個月的形勢，看看自己及整個社會希望達到甚麼目標，然後訂下發展大計，朝著目標向前邁進。

本會作為代表香港工商界的重要組織，當然也不例外。際此西曆及農曆新年交替，本會理應前瞻將來，同時計劃一下在狗年可為香港社會作出甚麼貢獻。

忠心、盡責、誠實是狗的特性。牠心思縝密、思想深邃、作風可靠，雖然性格略帶悲觀，並且有點憤世疾俗，但假如有人對牠表示讚賞，或者流露出關懷之情，牠定會作出友善的反應。

表面看來，要用這些特性來形容香港未來一年的發展，似乎十分困難，因為這些特性較為適用於個人而不是國家或地區。

但可以肯定地說，香港在未來一年，處事必須心思縝密，尤其是在一些與香港政治前途有關的問題上，更應特別仔細考慮；另一方面，香港應該避免以悲觀及憤世疾俗的心態面對將來。還有，香港或許應該時常緊記世界各國對香港的成就所表現出的讚賞及關懷。

凡是決心確保香港繼續安定繁榮的人，無論我們的意見是否和他們的一樣，無論我們是否同意他們的目標及動機，都應該對他們的忠心、盡責、誠實表示欣賞。因為無論怎樣，他們總是時刻心繫香港的利益。

那麼，究竟香港總商會準備在來年取得甚麼成果呢？

本會首個新年願望，就是希望香港在未來一年繼續穩定繁榮，中英恢復良好關係。

現在距離香港主權回歸中國的時間只有三年半左右，中英兩國的長期僵持局面必須打破。儘管雙方仍然對香港的憲制發展意見分歧，但中英兩國領導人必須顯露出政治家的風範，確保香港的主權可於一九九七年順利交接，確保香港在未來特別行政區政府的領導下繼續繁榮昌盛。

二願中英兩國政府就基建發展項目，例如九號貨櫃碼頭、新機場融資安排等，盡快達成協議。

三願中美關係改善，特別是備受爭議的最惠國待遇、《特別三零一法案》(保障知識產權)、《三零一法案》(市場開放)等問題可以迎刃而解。

本會深信，只要中美兩國本著誠意和互諒互讓的精神，各種引致誤解的問題，例如武器售賣、人權狀況等，都可獲得解決。

四願全球繼續透過多邊(如關貿總協定)及雙邊協議，致力消除貨物及服務貿易的障礙。

香港作為一個自由開放的經濟實體，其日後的發展，實有賴市場繼續開放，保護主義及貿易壁壘繼續減少。

五願中國的經濟改革持續。

改革的目標，不但是要把短期及中期的經濟增長控制在合理水平，更重要的，是建立機制，確保經濟長期穩定發展，全國人民的生活得到改善。

六願東亞區的經濟繼續增長，帶動全球經濟發展，引領整個地區進入繁榮進步的新紀元。

七願在經濟增長的同時，世界各國和平共處，攜手開創更美好的將來。

第八個願望，亦是最後一個願望，就是全體會員身體健康，財源廣進。希望全亞洲以至全世界的人亦如是。

冷戰經已結束，「世界新秩序」的誕生，締造了無限機會，讓各國達成新的諒解，彼此緊密合作，共建繁榮。

任何組織也無法獨力令到上述願望成真，但是，只要全球所有懷著共同理想的團體戮力同心，必可發揮巨大作用。

本會將於明年以至未來每一年為著這個目標努力奮鬥。

同時，本會將秉承過去一百三十五年的優良傳統，繼續為工商界及這個充滿活力的小島上的居民爭取權益。



# Tony Miller spells out the Uruguay details

Director General of Trade explains what final agreement means to Hong Kong

**R**ight, first of all, what does final agreement in the negotiation on the Uruguay Round mean for Hong Kong:

## Tariffs

• "The easiest bit to explain is tariffs. Like all of the preceding rounds, the Kennedy Round and the Tokyo Round, part of the UR negotiation was about bringing down tariffs. Pre-war tariffs were of the order of 40%. They had been brought down to an average of about 5%. What we were trying to do this time was to bring them down by another one-third and generally speaking that's been achieved.

"This is academic for Hong Kong. When we put an offer on the table all we are saying is, we will offer to bind our tariffs at zero for 'X' percent of our goods. Or, we will bind it at a percentage — because we don't have any tariffs and everybody knows this is only academic but it is still a negotiating game.

"With our major trading partners we've got tariff reductions which will work out at USD420 million in any given year on our domestic exports. Its worthwhile. But it's bigger than that, in that we now have a reexport to export ratio of about 4:1. Assuming China retains its MFN status then, those tariff reductions translate into a similar proportionate reduction for all Chinese goods re-exported through Hong Kong to markets overseas.

"So we benefit in two ways."

## Textiles & Clothing

• "The second easiest part of the UR agreement to quantify is textiles and clothing:

"As you know the trade has been trapped in the mesh of the Multi Fibre Arrangement for the past 20-30 years. It's ironic in a sense because once China reopened its border every other sector of Hong Kong industry was able to take advantage of cheaper land and labour north of the border — but not textiles and clothing.

"The industry could, to a limited extent, do some outward processing arrangements. But even today only about

10% of all Hong Kong textiles and clothing products are made using some outward processing arrangement. The other 90% has to be made in Hong Kong.

"Under this part of the UR agreement the textiles and clothing quotas, the MFA restraints, will be phased out over a peri-

od of 10 years. Progressively during that 10-year period the importing countries will choose the percentage of the restrained product; they'll say okay that percentage is now up for grabs. It doesn't take a genius to work out that the importing countries are going to take the low value, less sensitive items, out of the basket first.

"So the real impact for Hong Kong will be around about in the 7th or 8th year, then (the restraints) will go very quickly. In addition to de-restraining a percentage (of the quotas) in that period, there will also be an increasing of the growth rates in the agreements so that progressively the markets will open up in that direction as well.

"At the end of 10 years — allowing for implementation, in fact at the end of 12 years — the MFA will be gone, there will be no more quota restraint and Hong Kong's industry will be completely free to adjust to the opportunities north of the border.

"That does mean pretty radical adjustment within the industry here. The only bits which would stay in Hong Kong are the highest value, the lowest labour input and the highest capital intensive.

"So the highly automated spinning and weaving will stay, the highly automated knitting and any part of the industry which is so heavily automated that it could compete effectively anywhere in the world will stay. There are a couple of Hong Kong manufacturers who are in that league. But the rest are going to migrate north.

*Q. But the headquarters of the migrating textiles and clothing manufacturers would stay in Hong Kong?*

Tony Miller: "Yes, the same pattern as you have got with electronics and toys, etc. That is, the headquarters, the shopfront, policy control, product design and the placing of orders for off-shore production anywhere around the region.

"Some would say that de-restraint is coming 10 years too late. I would agree with that. We have already seen quite a lot of attrition in the industry, with big firms going out of production last year. Probably, a couple more this year.



*Tony Miller, our Director General of Trade, says the final negotiation of the Uruguay Round (UR) in Geneva was "brutal" — four hours sleep a night for the last 14 days to the December 15 deadline. He has returned to Hong Kong short on "shuteye" but able to give The Bulletin this clear but necessarily long explanation for Chamber members of what the UR agreement means to Hong Kong.*



# 關貿談判面面觀

貿易署署長闡釋關貿總協定對香港的意義

香港貿易署署長苗學禮形容日內瓦舉行的烏拉圭回合的最後階段為「慘無人道的」談判，因為在十二月十五日前的兩個星期，他每晚的睡眠時間只有四小時。儘管他返港後十分疲累，但仍然條理分明地為《工商月刊》分析烏拉圭回合談判協議對香港的意義。

問：首先，最後的協議對香港有何意義？

苗學禮：「最直接的益處是節省關稅。一如之前的幾個回合，包括肯尼迪、東京等回合的談判，烏拉圭回合談判的其中一個主要目標，就是降低關稅。二次世界大戰之前的關稅平均約為百分之四十，現時平均只為百分之五，我們希望再把平均稅率減低三分之一。整體來說，這個目標經已達到。

「這點對香港無關宏旨，因為香港根本沒有徵收關稅，人人都知道這是無關宏旨的，但談判歸談判，也只有如此。

「意義其實在於我們的對外貿易，以最近幾年的本地出口數字計算，每年可節省約四億二千萬美元，這是值得的。但實際數字其實更大，因為因為我們現時的轉口和出口的比例約為四比一，假如中國可以繼續享有最惠國待遇，經香港轉口到其他海外市場的貨品所需繳的關稅，亦可減低至類似的幅度。

「我們所獲得的益處有兩方面：

## 紡織品及成衣

「烏拉圭回合談判協議中另一個最容易量化的益處來自紡織品及成衣業。

「眾所周知，過去二、三十年，這個行業一直受到《多種纖維協定》所掣肘。中國重新開放沿海城市後，由於可提供大量廉價土地及勞工，香港大部分工業都因此而受惠，只有紡織品及成衣例外。

「紡織品及成衣只能作出非常有限度的外發加工安排，即使到了今天，香港的紡織及成衣製成品當中，只有大約一成是透過外發加工完成的，其餘九成仍然在本地進行。

「根據烏拉圭回合談判所達成的協議，按照《多纖協定》所實施的紡織品及成衣配額將於十年內逐步取消。在這十年裡，進口國家可選擇限制產品入口的比例。任何人都知道，進口國家定會首先取消對那些價值低及非敏感項目的配額。

「因此，對香港的真正影響大約會在七至八年後才會顯現。其他限制會在七、八年後迅速消失。除了取消配額的限制比例外，協議亦定出逐步開放市場的速度。

「十年後——其實該說是十二年，因為要花兩年時間加以實行——《多纖協定》將完

全失效，香港的紡織品及成衣業毋須再受到配額限制，可以自由利用中國大陸所提供的各種機會。

「換句話說，這個行業將出現急劇的調整。將來繼續留在香港進行的，只會是最高增值、需要最少勞動力、投資回報最高的工序。

「例如高度自動化的紡織工序會留在香港，高度自動化的針織及其他具競爭力的的工序會留在香港。現時只有很少數的廠商具備這些能力，其餘都會將工序北移到中國大陸進行。」

問：但是將工序北移的紡織及成衣工廠的總部仍會留香港，對嗎？

苗學禮：「對，這個情況跟電子業及玩具業的大同小異。他們的總部、窗櫺會設在香港，並且在港進行政策控制、產品設計，以及處理海外市場的訂單。

「有人會說，要等十年才完全取消限制，未免遲了一點，我亦頗有同感。過去一年，香港已有多間大型紡織及成衣工廠倒閉，預計今年數目會增加。

「當然，這樣才可讓這個行業進行一如其他工業環節的全面調整。

## 金融服務

「另一個巨大但不容易量化的好處，就是將金融服務包含在關稅及貿易總協定中。

「關貿總協定自訂定以來，一直只規限貨物貿易活動。不過，關貿總協定只是二次世界大戰後成立國際貿易組織的計劃的其中一部分，我們花了三十年時間才把其餘部分落實。

「今年區內的最大成就，就是達成了《服務貿易總協定》。目前本港服務業的收入約佔本地生產總值的百分之七十至七十三，但其中部分不屬服務貿易，大部分純粹是內部的，而最大的服務出口項目是金融服務、船運服務及旅遊業服務。

「這項協定（《服務貿易總協定》）為開放全球服務業的市場踏出了第一步，這些服務有機會發展為國際貿易活動中重要的一環。對香港來說，我認為最大的得益者會是整個金融服務及工商服務界。」

問：中國的工業改革進展情況怎樣？

苗學禮：「進展頗大。但談到香港的服務業，我會說，香港的建造業發展得很好，貨櫃港所提供的運輸及其他服務也不錯。我們所具備的專業技能，足可出口到世界每個角落，因此，開放服務業肯定對香港有利。

「這方面的談判十分艱巨，尤其是最後階段，美國財政部所提出的建議，令到情況更趨複雜。請別忘記，最先就服務協定提出建議的，正是美國。到了最後階段，他們突然想透過新的談判手段，希望打開香港亞洲服務市場。

「我認為這是最差劣的手法。他們提出一種所謂『最惠國待遇二級制』，大意是說：我們喜歡的，便給予一級開放程度，不喜歡的，就給予次一級的開放程度。

「坦白說，香港很多尚未開始出口的服務市場並不想向美國門戶大開。

「最後兩個月的談判，主要就是游說世界其他國家，希望合力否決美國財政部的建議。美國最終作出讓步，但不是很大方地讓步，烏拉圭回合談判最後限期前的兩天，他們才作出讓步。我們作出妥協，讓美國找到下台階，最後其他國家都各得其所。

「歐共體最初亦被美國的建議所吸引，但由於布里斯滕士獨排眾議，堅決反對，最後亦加入反對的行列。日本反對這項建議，而東南亞國家亦與我們站在同一陣線。我們同心合力，反對美國的建議。

「最後終於達成妥協，我們認為每個國家都應該把最佳的東西拿到談判桌上，因為美國的建議，實際上是減少讓步，要是他們的建議獲得接納，其他國家定會紛紛效尤。

「我們堅稱，這並不是我們的目標，最後我們的論點獲得支持。歐共體、日本、香港及其他國家均把最好的條件拿出來作為交換，最後只有一個國家在金融服務環節作出未如人意的讓步，那就是美國。

## 航海服務

「我們在航海服務方面亦盡了很大的努力，才可令到談判繼續下去。基於某些原因，歐共體到了最後關頭，竟然臨陣退縮。我想，這是由於他們的航海服務較美國遜色，我所指的不單是遠洋船運服務，岸邊設施及近岸船運服務也包括在內。

「美國及歐共體曾經一度表示，既然雙方無法達成協議，倒不如把這部分條文從關貿總協定中刪去；香港、新加坡及大部分東協國家，最後更連同日本，一致認為這是愚不可及的做法。

「我們確實具備希望出口的專業技能。於是我們指出，你們兩方面未能達成協議，並不表示我們就不應該繼續談下去，按照道理，這項協議是無所不包的。

「我們再次取得勝利。」

## 第三支柱

苗學禮說，另一項重要的成果，亦是一項非常難以量化的成果，就是將關貿總協定變成涵蓋所有貨物、服務貿易、知識產權的世界性貿易組織，關貿總協定現時的地位與世界銀行或國際貨幣基金會相若。三十年前的哈瓦拿回合談判並未能就這個問題達成協議。

「戰後三十年，我們終於建立了支撐世界經濟的第三條支柱，對一些較小的經濟實體來說，無疑是個好消息，因為貿易組織的規模愈大，愈能約束經濟強國，令他們遵守遊戲規則。

「我們不喜歡受到單方面的威嚇及貿易制裁，相信任何經濟規模較小的國家或地區都不喜歡。我們希望這個組織可發揮力量。」

### 調解糾紛

苗學禮說，這是談判的焦點之一，調解糾紛的條文就像這個世界貿易組織的憲章。

調解糾紛的機制所涵蓋的範圍包括一切服務貿易、貨物貿易及知識產權。

「新的調解糾紛機制不像舊的關貿總協定糾紛調解程序，後者似乎是個永無終結的程序，即使展開投訴程序，並且找出一個合理的解決方法，假如被投訴的一方不願接受，最後甚麼也不會發生。」

「現在我們有了一套制度，這套制度的程序非常嚴謹，而且規定必須在十八個月內完成。調解糾紛委員會的決定對各方都有約束力，只要加入了這個『俱樂部』，便有義務遵守這些規則。」

### 反傾銷

苗學禮說：「唯一美中不足的，就是在於反傾銷規定方面。」

「雖然我們在過去七年致力爭取訂定更具約束力的反傾銷規例，但坦白說，我們只成功了一半。」

「一九九一年十二月的時候，我們以為自己已經成功了，經過六年半的時間，美國人由於受到國內的壓力，希望改變某幾方面的規則，這點後來成為了主要的政治難題。」

「這個問題到了星期三的最後限期前的那個星期天才由十個成員國合力解決。」

「但有一個壞消息，現時只要技術上證明有反傾銷，即可更容易地展開反傾銷行動及進行初步程序。」

「而好消息是關貿總協定內部的專責調查小組會更嚴格地進行調查，這樣做可以阻止各國的主管當局採取惡意或草率的行動。」

此外，另有兩個好消息：

「第一，我們訂定了一條前所未有的『日落』條款，這是一種杜絕反傾銷行動的快捷簡單的方法。舉例說，美國向日本進行了一些持續了二、三十年的反傾銷行動，現時仍未有取銷的跡象。『日落』條款禁止實行該等行動，並規定反傾銷個案於五年後若不能符合某些特定條件，便須結束。」

「第二，我們將所謂反規避的反傾銷守則整段刪去。這條守則主要是防止公司透過在設立分公司來逃避反傾銷關稅。舉例說，當歐洲共市向日本三田影印機公司徵收反傾銷關稅時，三田公司只須在歐洲設立一間工廠，負責裝嵌工序，即可毋須被徵收反傾銷關稅。歐洲國家對此大表不滿。」

「不過，我們刪去這段條文，是因為每個人都開始明白，現時跨國企業的業務網絡遍及全球，它們集合兩、三個國家的零件，最後到第四個國家裝嵌，因此很難分辨出它們究竟是希望充份利用在四、五個國家設廠的優點，或是刻意規避反傾銷關稅。」

「訂立這些規例時，很多工業仍有清晰的國界分野，屬於匹茲堡的就屬於匹茲堡。可是，時至今日，只要看看電子業，誰知道產品其實屬於甚麼國家？」

### 下一階段

苗學禮說，烏拉圭回合談判協定尚有其他細節，但他表示，主要的事項已經談過了。

「下一階段就是：人人都得遵守協定。」

「在上星期貿易談判委員會的會議上，薩瑟蘭主持正式宣布達成協議，談判到此告一段落。」

「由現在至四月，我們須要仔細研究協定的條文，確保協定在法律上完全沒有漏洞，但這並不是談判。」

「期間還有一個讓步確認程序，每個國家都會核對其他國家所提出的降低關稅及其他讓步，確保都是正確無誤的。到了四月十二日，一百一十七個締約國的部長會雲集充滿陽光的馬拉喀什(摩洛哥)參加盛大的簽署儀式。」

問：馬拉喀什？

苗學禮：「對，摩洛哥國王已答應提供會議設施。別問我為甚麼。在摩洛哥舉行會議，費用可能較低。相信周德熙(工商司)會和我一起前去參加。」

「簽署協定後，便由個別國家自行透過立法程序加以確認，香港在這方面的工作相對上輕而易舉，但對美國和日本而言，問題會較大。協定預計可於一九九五年七月一日正式生效。」

「我必須指出，我們完成了極其艱巨和複雜的談判過程，過去多個回合的談判，基本上只是處理關稅及一、兩條守則，東京回合談判只成功解決了幾條守則，但烏拉圭回合談判處理十三個不同的課題，由於美國和歐共體就農業及其他問題弄至關係惡化，談判的後期變得特別難於處理。」

### 薩瑟蘭

「坦白說，假如沒有薩瑟蘭，我們可能無法達成協議。薩瑟蘭是個令人讚歎的人，他自從去年夏季接任關貿秘書長以來，便很少留駐日內瓦總部，他四出探訪各國部長，營造政治壓力。他在華盛頓與國際貨幣基金會及世界銀行主席一起露面，並向全球發表聲明，指出美國及歐共體應該合力協助達成協議，我認為這次所形成的政治壓力非常大。」

「最後限期前的兩個星期，薩瑟蘭在控制談判過程方面簡直是神乎其技。」

問：他接掌關貿總協定前的工作是甚麼？

苗學禮：「我想，他是愛爾蘭最年輕的檢察專員，後來他在歐洲共市工作，負責處理農業問題，因此，他對這個問題認識很深。不久前他加入了一間商業銀行工作，後來才被說服再次參與這個談判。」

“But this will leave the way free for the full adjustment everybody has seen in the other industrial sectors.”

### Financial services

• “The other big plus, but much less easier to measure, is the inclusion of financial services inside the GATT.”

“The GATT has been providing a measure of discipline for trade in goods ever since it started. But the GATT is only one chapter of a much larger document that was originally planned as part of the post-World War II attempt to set up an international trade organisation and it has taken 30 years to get round to putting the other pieces into place.”

“The big piece that goes in this year is the whole area of trade in services (GATS). Hong Kong concurrently has about 70-73% of GDP accounted for in services. Not all of that is trade in services. A lot of it is purely domestic. The big areas for us on the export side are financial services, maritime transportation and tourism.”

“What this agreement (GATS) does is that it starts the process of opening up markets around the world for those service industries which have the potential to trade across borders. For Hong Kong, I think, the biggest plus is going to be the whole financial services and business services side of the sector.”

Q. What about industrial renovations in China?

Tony Miller: “A lot of that is already done. But thinking of services we do provide I might mention that we have a very healthy construction industry, we have a healthy container port and related services industries. We have an expertise now which is capable of being exported elsewhere in the world. So, again, opening up that sector is an advantage to us.”

“I have to say, it was a very tough negotiation and it was complicated by the US Treasury rather late in the day. Bear in mind the US was the original *demandeur* in this services deal. Very late in the day, they thought that they would use a new negotiating lever to prise open some markets in this part of the world.”

“I have to say it was the most back-handed lever they could have picked. They introduced a thing which became called, ‘two-tier MFN.’ It was basically saying: For the guys we like we’ll give you one level of access and for the guys who are not playing ball with us we’ll give you a lower level of access.”

“Frankly, many of the markets in this part of the world which are not yet into the business of exporting services were not interested in a high level of access into the US. So their reaction to this amazing negotiating ploy was to say:



# Chamber reacts to Agreement

**W**illiam Fung, Chamber first vice chairman, said on December 16: "Whilst the success of the Uruguay Round will represent a hard fought victory for the principles of free trade, the agreement is a much dressed-down version of what we had originally hoped for."

"Of particular concern in Hong Kong will be the emasculating of the new General Agreement on Trade in Services (GATS) by the imposition of a two-tiered system of financial services proposed by the United States, which introduces discriminatory levels of access."

"Also of concern to the Territory are the reciprocal attachments sought by both the US and EU in respect of the GATT textile agreement, which had been expected to replace the Multi Fibre Agreement over a 10-year period. Measures to cap growth in textile trade would be an unwelcome step on the slippery slope of protectionism," Mr Fung said.

The failure of the US to soften its position on access to the US shipping market will be another cause for regret.

Mr Fung said: "We must hope that the final agreement will strengthen the

dispute resolution mechanism effectively. Also, given the acceptance of several US amendments to the anti-dumping codes, we are concerned that there may be insufficient safeguards to prevent them being used as non-tariff barriers. This form of protectionism would be a major setback for many Asian exporting countries, including Hong Kong.

"Nevertheless, the conclusion of the Uruguay Round signifies the closure of another GATT chapter. As the world's tenth largest trading entity with 3.2% of global mercantile trade and a further 2% of global trade

in services, Hong Kong looks set to benefit significantly from estimates of an annual increase of up to USD274 billion in world trade.

"On re-entry to the GATT, China's own share of global trade is expected to increase by nearly USD40 billion annually. Hong Kong would be a major beneficiary.

"However, a long and tortuous path lies ahead putting the Uruguay Round into practice. The Agreement will not be effective until January, 1995, and it will take a further two years before it comes fully into effect." ■

## 關貿談判達成協議

**本**會第一副主席馮國綸於十二月十六日指出：「烏拉圭回合談判成功，固然意味著各國為自由貿易原則勝了漂亮的一仗，但是預期會達成的協議較我們原先希望的已經大為失色。

「香港特別關心的，是美國就金融業所建議的二級制度，令市場開放程度不能一視同仁。美國的做法會對新的《服務貿易總協定》構成相當打擊。

「另一個值得香港關注的問題，是美國及歐共體在關貿總協定紡織品協議附加條件，要求成員國在美國及歐共體擴大紡織品

市場時，必須作出相應行動。《多纖協定》原本預計會分十年逐步被關貿協定紡織品協議所取代。限制紡織品貿易增長的做法與保護主義措施相去不遠，肯定會不受歡迎。

「美國未能就本土的船運業市場作出讓步，是另一個令人遺憾之處。

「我們希望最後達成的協議可有效地強化調解糾紛的機制。此外，由於美國就反傾銷條款所作出的數項修訂已獲接納，我們憂慮日後無法防止這些條款被用作設置非關稅貿易障礙，要是這樣，很多亞洲國家及地區，包括香港，將會受到極大打擊。

「無論如何，烏拉圭回合圓滿結束，標誌著關貿總協定的另一階段告終，預計全球貿易總額每年會增加二千七百四十億美元，香港作為世界第十大貿易實體，商品貿易及服務貿易分別佔全球總額的百分之三點二及百分之二，肯定會從中受惠。

「假如中國能夠重返關貿，她在全世界貿易總額中所佔的比重，預計每年會增加接近四百億美元，而香港將成為最大的得益者。

「不過，要將這回合所達成的協議付諸實行，恐怕要走的路仍然相當漫長而且崎嶇。協定要到一九九五年一月方會生效，而且要再過兩年後才可見成效。」 ■

Well, thank you very much, that lets us off the hook. But for people like us (Hong Kong) it was rather more problematic because we were interested in the higher level of access, as were the Japanese.

"Much of the last two months was spent basically rallying other people around the world to help knock the Americans, i.e. the US Treasury, off this particular idea. The Americans finally gave in. But not very gracefully, two days before the UR agreement deadline, but they did give in. A compromise was concocted which allowed them to climb down and allowed the rest of us to proceed with what we wanted to do.

"The EEC, which I think at first was attracted by the US idea, eventually on the pure insistence of Sir Leon Britten, decided they would oppose the thing as well.

The Japanese opposed it and we got the rest of the Southeast Asians to take the same line as ourselves. So there was a united opposition to the US proposals.

"Once the compromise was finally fixed we then argued that everybody should keep their best offers on the table. Because the Americans were effectively scaling down there was a temptation for everybody else to scale down likewise.

"We argued this was not the way to go and in the end that argument carried the day. So the EEC, Japan, ourselves and others kept their best offers on the table and the only party with a less than satisfactory financial services offer on the table was, in fact, the US.

"So when this thing comes up for review at the end of its trial period — a

suck-it-and-see sort of solution — I think the US is going to be in a rather weak negotiating position, simply because of the way it played its play.

### Maritime Services

• "The other area in services where we fought very hard to keep the ball in play was in maritime services. For some reason the EEC got cold feet quite late in the negotiation. I think it was because they felt they were at a disadvantage vis-a-vis the US in this field of maritime services by which I mean not only ocean shipping but shoreside facilities.

"It looked at one stage as though between them, the US and the EEC were going to say we can't agree on enough, so let's take this out of the agreement. Ourself, Singapore, most of the ASEAN

and eventually Japan, thought this was a bit silly.

"We had expertise we wanted to export. So we argued that just because you guys can't agree doesn't mean we shouldn't be able to go ahead. This agreement is supposed to be all-embracing.

"Again, after a bit of a fight, that argument carried the day.

### Third Pillar

• Tony Miller says one other big game which is much more difficult to quantify was, having failed to set up an international trade organisation after the original negotiations in Havana 30 years ago, we have now agreed that the GATT will become a world trade organisation which will embrace trade in goods, trade in services, and intellectual property rights and GATT will have a status equivalent to the World Bank or the IMF.

"So, 30 years after the other post-war pillars of the economy were put in place, we finally built the third pillar. That is good news for smaller players because the bigger and better the overseeing organisation is, the greater the pressure for the big players to play by the rules.

"We don't like unilateral threats and unilateral trade action. Nor does any other small player. We hope that this body will prove effective in keeping sticks well hidden in covers.

### Disputes

• Tony Miller says as part of that there has been a very intensive negotiation over, if you like, the Constitution of the world trade organisation and one particular part of it.

That is, the disputes settlement system, which in the jargon of the negotiators is to be an integrated disputes settlement mechanism, i.e. it will cover disputes across-the-board in trade in services, trade in goods and intellectual property.

"Unlike the old GATT disputes settlement process, which was a sort of never-ending process — you would start it and take it to its logical conclusion and whoever it was who was being complained against would say, sorry I'm not accepting that — and nothing would happen basically.

"Now we have a system which has very tight procedures and must come to a conclusion within 18 months. The findings of the dispute settlement panels are binding on all parties. As part of your joining the 'club,' you accept that obligation."

### Anti-dumping

• Tony Miller says the one fly in that ointment is, I suppose, in the rules on anti-dumping.



Brian Chow.



Christopher Jackson.

"We fought very hard over the whole seven years to try to get anti-dumping tied down a bit tighter. In all honesty I think we have only half succeeded.

"We thought we had succeeded in December, 1991. The Americans, for reasons of political pressure domestically in the US over the last year or six months, argued to change the rules in certain places and that became one of the key political sticking points.

"It was resolved only among 10 of us on the Sunday before the Wednesday deadline.

"The bad news on anti-dumping is that it is going to be slightly easier to start an anti-dumping action and conduct initial parts of the process and technically find that dumping has occurred.

"The good news is that the excessive vetting through panel investigations inside the GATT will be much tighter and to that extent will act as a restraint on domestic

authorities against either malicious or frivolous action.

• Two other bits of good news:

1. "We now have a 'sunset' clause which has never been there before. That is shorthand for bringing anti-dumping actions to an end. Currently, the US, for example, has some anti-dumping actions which have been going on against the Japanese for 20-30 years with no end in sight. The 'sunset' clause will bring an axe down on such actions. They have to be reviewed after five years.

2. "We got rid of the whole section of the anti-dumping code on what's called, anti-circumvention. This was introduced to prevent firms getting around anti-dumping duties by setting up operations inside a country. For example, when the EEC had anti-dumping actions against MITA copiers in Japan, Mita simply set up a plant in Europe to assemble the copiers. This annoyed the Europeans.

"But the reason we got rid of anti-circumvention was because everybody has begun to realise, thank God, that when you have got multinational corporations sourcing all around the world, putting together components in two or three countries and finally assembling them in a fourth country, it is very difficult to distinguish between someone who is making the best use of his plant in four or five different countries and someone who is trying to get around anti-dumping duties.

"Some of these rules were designed at a time when industries had a clear national identity. They were Pittsburgh from Pittsburgh. But if you look at the electronics industry these days, who knows where it belongs?

### Next stage

• Tony Miller says there is a host of other minor details in the UR agreement but he thinks he has covered the key bits.

"The next stage in the process: Everybody's committed to the deal. That was at last week's trade negotiations committee when Peter Sutherland brought the gavel down ceremoniously. That was the end of the negotiations.

"Between now and April there is a process of looking very carefully at the language to make sure that legally speaking it is completely tied up. But that is not a negotiation.

"There is a verification of offers when everybody checks everybody else's tariff and other offers to make sure everything's 'kosher.' Then on April 12 in sunny Marakesh (Morocco) the Ministers of the 117 contracting parties meet for a big meal and sign on the dotted line.

Q. Marakesh?

Tony Miller; "Yes the King of Morocco



# HKCSI calls for more concrete commitments

One of the most important results of the Uruguay Round is the new General Agreement on Trade in Services (GATS), according to the Hong Kong Coalition of Service Industries, the service sector arm of the Hong Kong General Chamber of Commerce.

"Trade in services has never been subject to any international discipline. Now, for the first time, the GATS package will provide for a credible and multilaterally agreed framework to govern the international exchange of services," says Dr Chan Wai-kwan, Secretary-General of the Hong Kong Coalition.

As a service economy, Hong Kong stands much to gain from GATS. Hong Kong is currently the world's 13th exporter of services, accounting for some 2% of the

world's trade in services. In 1992 Hong Kong earned HKD144 billion from its exports of services.

"A services accord will create extra demands for Hong Kong's increasingly sophisticated service sectors, says Dr Chan. He explains that the extra demands will come from two sources:

i) From expanded international trade: Much of the trade in services in Hong Kong is driven by trade in merchandise. Hong Kong's number one earner of services exports — transportation — is built upon servicing the flow of goods into and out of the territory. The expanded international trade resulting from the Uruguay Round will create bigger demands on trade services provided by Hong Kong.

ii) From growth in the domestic economies, especially in the Asian region. The Uruguay Round will fuel economic growth and create bigger consumer demand in this region, thus providing new opportunities for Hong Kong to export its services. Tourism, Hong Kong's number two export earner, is a prime example of the sectors that will benefit. Great potentials exist in other sectors such as banking and telecommunications, in which Hong Kong excels.

"There is no doubt that the GATS package is good news for Hong Kong, however, we must not be over excited. The GATS package is only the beginning in liberalising trade in services and a lot of work still remains to be done before the full benefits of GATS is realised," says Dr Chan.

The GATS package comprises three parts:

- A framework agreement setting out basic principles such as transparency and MFN (most favoured nation) treatment.

- Sectoral annexes dealing with special sectors like telecommunications and financial services.

- Initial commitments to liberalise concrete service sectors.

Dr Chan says: "Problems still remain in the banking, audio-visual and marine transport sectors. Negotiations on these sectors will have to be extended after the Round.

"The initial commitments in other sectors are still very modest. But being 'initial,' they at least provide a starting point," says the CSI Secretary General who calls on GATT participants to continue the negotiations after the Uruguay Round to produce more concrete commitments. ■

has offered the conference facilities. Don't ask me why. It keeps the cost of these things down. I'm sure Mr (Brian) Chow, (Secretary of Trade and Industry) will enjoy it.

"After that, Governments have to ratify. In our case it is relatively simple. The US Congress and the Diet in Japan will have more of a problem. The likely implementation date will be July 1, 1995.

"I have to say it has been the most hideously complex negotiation. All the previous rounds basically dealt with tariffs and a couple of codes. Tokyo eventually dealt with a few codes. The UR dealt with 13 different subjects and it became practically unmanageable as a process. It became particularly unmanageable because of the deteriorating relations between the US and the EEC on agriculture and a couple of other problems.

## Peter Sutherland

"Frankly, I don't think it would have been possible to conclude it if it had not been for Peter Sutherland. He is the most amazing operator. Once he took over as Director General in the summer he deserted Geneva and went knocking on the doors of Ministers around the world,

cranking up the political pressure which reached, I suppose, a highpoint when he appeared together with the chairmen of the IMF and the World Bank in Washington and told the world the US and the EEC ought to get their act together.

"And then over the two weeks leading up to the conclusion, Peter Sutherland managed the process absolutely brilliantly.

*Q. What did he do before he was appointed Director General of GATT?*

Tony Miller: "I think he was the youngest ever Irish Attorney General. Then he worked in the EC Commission, I think on the agricultural portfolio so he knew that one backwards. Only recently he joined a commercial bank and he was then persuaded to come back into this game.

"He managed the process over the last two weeks, such that by Sunday night — he set a deadline for midnight Sunday for the conclusion of all negotiation on text — he was able to say at twenty past midnight, well, we have accomplished an enormous amount of work and there are only two texts outstanding.

The two texts were services and intellectual property. And the only reason

these two texts are still outstanding is because you two — looking at the American and EEC Ambassadors — have failed to get your acts together over the last seven years. I suggest you do something about it?

"This is the sort of tone he used.

"Peter Sutherland said: 'Right, the meeting is suspended. The Financial Times the next day had a slightly more polite version on its front page, basically saying the US and the EEC needed to exercise political leadership.'

"Peter Sutherland let them stew for a day and a half. So the whole pressure for the success or failure of the Round was seen internationally to rest on the two of them.

"The guy is quite an operator."

*Q. Your own position, coming fairly recently into the job must have required a lot of homework?*

"I had an advantage. I joined the Trade Department first time round the week that Hamish Macleod came back from Punta del Este at the start of the Uruguay Round. I worked in the Department for three years, the last two of which were looking after North America, plus the GATT.

"I actually saw the process at first hand. I took part in the mid-term Ministerial meeting in Montreal in December, 1988 and the spring meeting that followed that before I left for another job. And when I left I thought ruefully I was going to miss the end of the Round. To my horror and surprise in March this year when I came back to the Department of Trade the Round was still with us.

"I am very pleased to be able to see it out.

Yes, it is a tremendous advantage to the world isn't it?

Tony Miller: "It sounds a little trite, but if you had seen the tensions in the negotiation chamber toward the end — the tensions between the EEC and the US in particular (the big two) and the rest of the world — you would have realised just how close things were to a really serious trade war.

"Agriculture subsidies have been going the wrong way for many years. And it was ratcheting-up very fast. This agreement, bloody though it may be, turns that around.

"It puts an end to the prospect of an escalating war on subsidies and agriculture. Subsidies are going to be coming down. It puts an end to the 30-year-old restraints on textiles and clothing. Another row has been put down.

"All of the so called 'grey area' measures. These 'voluntary' export restraints. Under the safeguards codes they have to be phased out.

"So the agreement is very much turning a corner. With the deal sealed all of those political pressures which have been building up, all of the acrimony that has been building up in Washington and Brussels — and a lesser extent in Tokyo — can be put behind us.

"You get on to a new plateau and you start again.

## France

*Q. Tell me what you think has been France's role in all this?*

Tony Miller: "Candidly they made life very difficult for their own negotiators. The European Commission which negotiates on behalf of 12 member countries is in the unfortunate position of having to negotiate on two fronts. First, it has to negotiate its position with all 12 and then, it has to go and negotiate with the countries of the world.

"If one of its members breaks ranks, as France did spectacularly in the middle of this year, that makes it much more difficult because everybody else sees it as a sign of weakness. And frankly I would say the US made the EEC pay for France breaking ranks.

"The French may have felt they were doing the EEC a service and themselves a service but any other trade negotiator will tell you every time France screamed the US took more.

"France, technically is probably the only country in Europe that is capable of being self-sufficient. It has a sub-tropical region and a northern manufacturing sector, plus immense mineral resources.

"Some of the biggest lobbies in the trade world are agriculture and they are powerful largely because they have disproportionate political clout, a disproportionate voting power, which owes itself to the old land-based system of political divisions. That's true of France. It is also true of the UK and its certainly true of Korea and Japan. It is true of the US.

"While France may have made most of the noise everybody in the agricultural sector around the world is paying for this deal. But the consumer is benefitting.

## Consumers

"It is one of the virtues of the GATT that it provides an instrument for governments around the world to put pressure on vested interests which are being subsidised to reduce those subsidies to the benefit of consumers.

"It is very unfortunate that consumers around the world have a very diffuse power. It is not organised. Industry is organised, agriculture is organised. Textiles and clothing is organised. Consumers are not organised.

"Consequently, they suffer at the hands of enormous protectionism, either in the form of subsidies or import restraints of one sort or another.

## APEC

• Tony Miller says the Cairns Group — Australia, New Zealand, part of South-east Asia, part of South America — was very important in the early part of the Uruguay Round. If these sugar-producing countries hadn't ganged together the Uruguay Round would have been a much more US-EEC bilateral deal.

"Bodies like the Cairns Group turned it into a more genuinely multilateral fight.

*Q. But APEC, the infant of the Cairns Group, has now taken on a different role?*

Tony Miller: "One of the encouraging things about APEC is that all of its members are economies that are experiencing rapid growth. And that gives them greater self-confidence. If you sit down and talk with them about freeing up trade within the Asia/Pacific region they speak about it from a position of confidence which allows them to say, yes we need to take courageous decisions on A, B and C.

"Whereas, when you go back into the

GATT which is a much more diffuse membership with economies that in some cases are in decline, they are much crabrier about the whole process. There is now definitely an interplay between APEC, as APEC, and what happens in the GATT.

"You saw that in one of the Ministerial declarations that came out of Seattle. We see it now in the way that some of the APEC members club together with the GATT to exert pressure in certain directions.

"It pleases me immensely that all of the APEC members, except the US, hung together against the US on financial services without exception.

"There is going to be an interplay between the two. But I don't see APEC in any sense moving down the free trade, free market road that you have seen in both North America or in the Single Market concept in Europe.

"The message that came out of the Seattle meeting was very clear. Everybody was turning their backs on the sort of bureaucratic, structured version of free trade, exemplified by Europe or the US.

"In both these cases 'free trade' translates into a body of legislation that defines the limits of free trade rather than opens it up.

"It tells you what you may not do rather than what you can do.

"Everybody in APEC says let's free up trade but let's do it autonomously and openly. We do it because it is good for us and we do it in a way that's open to everybody. Not just those within APEC but outside as well. It has to be a MFN-based thing.

"The UR negotiating process was a brutal one," Tony Miller says as a throwaway to end his interview. "It translates into fourteen days of 4 hours' sleep a night for the whole team." ■

## The Bulletin 1994 Special Report

February  
Japan  
Chinese New Year

March  
France  
Transport/Motor Cars



「他在限期前的最後兩個星期的表現極為出色，舉例說，星期天晚上十時許——他把星期天午夜訂定結束所有協議文本談判的最後限期，他發表聲明說，談判已取得重大進展，尚未解決的協議文本只有兩份。」

「它們分別是服務貿易和知識產權的文本，」接著他望向美國及歐共體談判代表，說：「而未能就這兩份文本達成協議的唯一原因，就是你兩位未能在過去七年裡互相合作，你兩位可以做點甚麼嗎？」

「他用的就是這樣的語氣。」

「薩瑟蘭說：『好吧，現在暫時休會。明天《金融時報》會在頭條中報導說，美國及歐共體需要顯露出一點政治家風範。』」

「薩瑟蘭讓他們忐忑不安地過了一天半，讓他們承受著決定烏拉圭回合談判成敗的重大壓力。」

「他真的很了不起。」

問：談談你自己，你接任貿易署署長才不久，想來一定在事前做了不少預備工夫吧？

苗學禮：「我其實以前亦曾經參加過關貿談判。我曾經在貿易署工作了三年，其中兩年是處理北美洲貿易及關貿總協定事務。」

「早於一九八八年十二月，我便參加在蒙特利爾舉行的中期部長級會議，以及翌年的春季會議，其後我調任其他職位。當時我估計自己沒法參與談判的最後階段了。到了今年三月，我重返貿易署，而烏拉圭回合談判竟然尚未結束。」

「我很高興可以看到它圓滿結束。」

問：協定對全球都十分有利，對不對？

苗學禮：「對。聽來可能有點陳腔濫調，但是，緊張的談判氣氛一直持續到最後階段，特別是在歐共體和美國之間，你大概亦知道，我們其實已瀕臨爆發全球貿易戰的邊緣。」

「多年以來，農業補貼政策一直為人所詬病，而且補貼率正在迅速上升。而這次達成的協議，雖然會引致很大的震撼，但或可扭轉上升的趨勢。」

「協定把爆發農業補貼之戰的危機消弭於無形。農業補貼會逐漸減少。此外，協定又將實施了三十年的紡織品及成衣配額限制取銷。」

「特別是對於那些所謂『灰色地帶』的措施方面，那些『自願性』出口限制，根據協定，這些保護性措施將逐漸取銷。」

「這是全球貿易發展的轉捩點，有了這項協定，來自各國的政治壓力，來自華盛頓及布魯塞爾甚至東京的尖銳批評，一一都可拋諸腦後。」

「我們已進入了一個新紀元，一切都從新開始。」

## 法國

問：你認為法國在這次談判中扮演甚麼角色？

苗學禮：「坦白說，法國人給了自己的談判代表不少麻煩。共市代表十二個成員國

進行談判，不幸的是，他們首先要與十二個成員國談判，然後再與世界其他國家談判。」

「假如其中一個成員國拆夥，就像法國，就會令到談判實力大打折扣，因為其他人知道了共市的弱點。坦白說，我認為是美國令到共市須就法國拆夥一事付出代價。」

「法國可能認為自己所作的行動對共市及本國都有利，但任何其他貿易談判代表都知道，每次法國提出抗議，美國都可坐收漁人之利。」

「法國大概是歐洲國家中唯一能夠自給自足的一個。法國有一個亞熱帶地區，北部地區主要從事製造業，全國礦產蘊藏量十分豐富。」

「在貿易世界中，談判力量最大的多是農業國家，因為農民擁有巨大的政治影響力，他們在以土地為基礎的政治勢力關係密切。法國如是，英國如是，韓國、日本如是，美國亦如是。」

「法國是眾多農業國家當中提出最多抗議的國家，但她要為此付出代價。當然，消費者最終會獲益。」

## 消費者

「關貿總協定所帶來的一大好處，就是讓各國政府可以義正詞嚴地向既得利益者施加壓力，藉此減少對他們的補貼，使消費者受惠。」

下接49頁

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## CHAMBER SERVICES

### Environmental Issues affecting traders:

Information free from Phonafax in January & February

Phonafax 529 9788

**File 626** *"Single Market Packaging Situation and Environmental Problems in the EEC"* deals with new German and French legislation on recycle packaging. (Author: Dr Manfred Hirling, TUV Rheinland HK Ltd)

**File 630** *"World Industry Council for the Environment Executive Brief"* examines the trade implications on international environmental agreements and its relation with international standards setting and global competitiveness, the trade effects of economic instruments and cost internalization, sustainable development and technology cooperation.

### Handgun, rifle and shotgun

Special arrangements have been made with the Gunner Club International for Chamber members to experience the sport of indoor shooting at the Club at Jardine's Lookout, Hong Kong.

In January, February and March, on every Thursday for three hours from 6.30 pm, Chamber members can learn to use a mini-handgun, a handgun, a rifle and a shotgun. Facilities include coaching, the use of weapons, 50 rounds of ammunition, with a full set dinner (\$750 per session) or refreshments (\$500 per session).

This is a rare opportunity, so call Stephen Wong now on 823 1244 for details.

# Chamber Forecast

Date	Time	Events and Meetings
Jan 6	11.00 am	CHAMBER: Industrial Affairs Committee meeting
Jan 6	12.30 pm	CHAMBER Subscription Lunch: Alex Arena, Director-General of Telecommunications: "Telecommunications Development in Hong Kong"
Jan 10	4.30 pm	CHAMBER: General Committee meeting
Jan 10-24	6.30 - 9.30 pm	CHAMBER: Workshop for LC Operation & UCP500
Jan 11	11.00 am	CHAMBER: Textiles Committee meeting
Jan 11-14		CHAMBER mission to the Pearl River Delta
Jan 13	11.30 am	CHAMBER: China Committee meeting
Jan 14	4.00 pm	CHAMBER: Human Resources Committee meeting
Jan 16-19		CHAMBER mission to the Philippines
Jan 18-19	9.00 am-5.00 pm	CHAMBER/BRITISH COUNCIL: Management Writing Skills course
Jan 20	12.30 pm	CHAMBER: Americas Committee meeting
Jan 20	5.00 pm	CHAMBER: Membership Committee meeting
Jan 25-26	9.00 am-5.00 pm	CHAMBER/BRITISH COUNCIL: Minute & Report Writing course
Jan 27-29	6.30-9.30 pm	CHAMBER: Professional Sales Training (in Cantonese)
Jan 27	6.45 pm	CHAMBER: Directors' Dinner Seminar
Jan 28	12.30 pm	CHAMBER: Arab & Africa Committee meeting
Jan 31	9.15 am-12.15 pm	CHAMBER: Commencement of China Trade Training Course
Feb 1	4.00 pm	CHAMBER: Environment Committee meeting
Feb 3-5	6.30-9.30 pm	CHAMBER: Professional Sales Training (in Cantonese)
Feb 21	9.30-11.00 am	CHAMBER: Commencement of Elementary Putonghua Training Course
Feb 22	9.30 am-11.00 am	CHAMBER: Commencement of Intermediate Putonghua Training Course
Feb 22	12.30 pm	CHAMBER: Asia Committee meeting
Feb 22	6.30-9.45 pm	CHAMBER: Commencement of Customer Service Training
Feb 25	9.30-11.30 am	CHAMBER: Business Putonghua Training Course
Mar 7-12		CHAMBER mission to Nanjing and Shanghai
Mar 20-27		CHAMBER delegation to India
Apr 10-23		CHAMBER/TDC mission to Argentina, Brazil, Venezuela
May 6-16		CHAMBER mission to Spain



## THE CHAMBER IN ACTION



### Brigadier Ian Christie Reports

#### INDUSTRIAL & CORPORATE AFFAIRS DIVISION

##### HIGHLIGHTS

Membership stood at 3,872, the highest ever achieved in Chamber's history. The Chamber will strive to break the 4,000 mark by mid-1994.

#### COMMITTEES

##### Membership Committee

The Committee met on November 23 to discuss the future direction of the Committee. Members expressed appreciation of the effort made throughout the year in recruiting new members.

##### Human Resources Committee

The Committee met on November 26 to

## 本會動態

### 工業及行政事務部

#### 重要事項回顧

本會會員數字創下三千八百七十二間的歷史新高。本會希望會員數字可於九四年中增至四千。

#### 委員會動態

##### 會員關係及活動籌劃委員會

委員會於十一月二十三日召開會議，討論未來發展路向。與會者對過去一年會員招募工作的成果甚感滿意。

##### 人力資源委員會

委員會於十一月二十六日舉行會議，討論全港退休保障計劃及一九九四年薪酬增幅（參照香港人事管理學會薪酬調查結果）。委員會又檢討本港的勞資關係制度，並就勞工顧問委員會九三年第三十四號文件向勞工署提交意見書。此外，委員會又將《男女平等機會綠皮書》意見書草稿提交理事會審議。意見書支持立法保障男女平等機會及簽署《消除對婦女一切形式歧視公約》。

十二月十日，本會代表會晤香港職工會聯盟，彼此就薪金增幅及投資海外的港商的經營操守交換意見。

一個由本會贊助舉辦的「全港傑出年長僱員選舉」頒獎典禮於十一月二十五日舉行，參加者共一百五十位，是項活動獲傳媒廣泛報導。

##### 中小型企業委員會

委員會於十二月六日舉行會議，與會者決定於九四年一月組團訪問廣東，藉此瞭解當地的防火規例及實行情況。

##### 紡織業委員會

委員會於十二月十日召開會議，聽取戴銳分析美中紡織及成衣問題。與會者認為負責任的商人應該遵守配額制度之下的轉運規則。

##### 環境委員會

委員會於十二月十四日舉行會議，討論車輛排放廢氣、《全港發展策略檢討諮詢文件》、



Zhou Nan (centre) flanked by Chamber Chairman Paul M F Cheng (right) and First Vice Chairman, William Fung.

圖為周南(中)，兩旁分別是本會主席鄭明訓(右)及第一副主席馮國綸



The dinner. 晚宴進行中

Paul Cheng introduces to his guest of honour some of the General Committee members.

鄭明訓為來賓介紹部分理事會成員

## Dinner with Zhou Nan

Paul M F Cheng, Chamber Chairman, and the General Committee hosted on December 2 a dinner for Zhou Nan, Director of the Hong Kong Branch of the New China News Agency. General Committee members had an enjoyable evening with their guest. The dinner at the same time provided a useful occasion for the Chamber to establish top-level contact with the NCNA in Hong Kong to ensure further cooperation.

### 本會宴請周南

十二月二日，本會主席鄭明訓及理事會同寅宴請新華社香港分社社長周南。理事會成員與眾位嘉賓言笑甚歡。是次晚宴提供了良好機會，讓本會與新華社香港分社建立高層關係，以便日後加強合作。

根據《城市規劃條例》而訂出的執行計劃、啟德機場實行暫停飛機對向飛行模式等問題。與會者建議與油公司舉行私人性質的午餐會，就車輛排放廢氣交換意見。此外，與會者又建議從環保角度就《全港發展策略檢討諮詢文件》作出回應。

## 活動回顧

- 高級推銷技巧訓練課程業已圓滿結束；
- 十一月十九日，安達信公司稅務經理侯志豪以《中國的增值稅》為題發表演說，出席的會員共四十二位；
- 十一月二十四日，亞洲科技轉讓協會有限公司執行董事兼高級工程師黃舜玲以《珠江三角洲的科技投資機會》為題發言，當日出席的會員共三十三位；
- 十一月十六日，香港美國信孚銀行執行董事歐緯倫博士以《中國的冒起》為題發表演說，當日的參加者共一百位；
- 十一月二十三日，馮國綸於一個會員論壇向會員講述對華貿易的趨勢及機會，並且聽取會員評估本會的服務。當日共有二十位會員參加；
- 十一月二十四日，利思莫勳爵應邀出席一個商務午餐會，並以《從歐洲的角度看香港》為題發表演說，當日的參加者共有八十一位；
- 十一月三十日，香港西德萊恩技術監護顧問股份有限公司代表韓靈博士以歐洲共同體的循環再造經濟為題發表演說；
- 本會於十二月七日舉行的迎新座談會共有二十六位新會員參加；
- 十二月八日，經濟司蕭炯柱應邀出席本會舉辦的商務午餐會，並以《經濟發展：挑戰與隱憂》為題發表演說，當日共有五十三位會員參加；
- 香港上海匯豐銀行出入口經理沃森於本會舉辦的午餐研討會上以統一信用證制度運作 500 的標準規例為題發表演說，參加者共四十二位；
- 十二月十三日，國際商會世界環境工業委員會執行總監威林斯博士應邀出席一個由本會及私營環節環境事宜委員會舉辦的午餐會，並於席上向參加者介紹世界環境工業委員會的宗旨及活動。

## 國際事務部

### 委員會動態

#### 美洲委員會

十一月二十六日，烏拉圭蒙特維的亞自由貿易區主席兼總裁達夫特到訪，並向會員介紹烏拉圭及蒙特維的亞自由貿易區的最新發展。

十二月八日，墨西哥下加利福尼亞州政府經濟發展部及投資促進處處長阿塞韋多及副處長張海棠到訪，並與本會討論日後如何加強合作。

十二月十三日，墨西哥 Nacional Financiera 董事普埃利到訪，討論該公司將於九四年一月底的訪港計劃。

#### 阿拉伯及非洲委員會

委員會於十一月二十三日召開會議，會上，津巴布韋共和國駐華全權大使奇卡馬西庫應邀向會員介紹該國的投資優惠政策及旅遊業。卡馬西庫詳述津巴布韋政府最新的促進投資、出口及貿易自由化措施。

鑑於尼日利亞政局不穩定，委員會建議將九四年三月的非洲商團訪問行程修訂，以拉各斯取代喀麥隆。是次訪問的其他目的地包括內羅比及阿克拉。有關建議已獲香港貿易發展局接納。

#### 亞洲委員會

十一月二十二日，國際事務部助理總裁馮棟澤、經理顏偉業拜訪菲律賓駐港總領事卡斯塔娜女士，討論合作於一九九四年一月十六日至十九日組團訪問菲律賓的事宜。本會分別於十一月二十五日及十二月十三日向全體會員發出通告，邀請會員參加。

十一月十四日至十八日，本會代表張黃莉仙及袁耀全率領一個親善代表團訪問台灣，途經高雄、台南、彰化、台中等城市。代表團與當地商界領袖及市長或副市長會晤。代表團成員共獲安排超過六十五個商務約會。

委員會於十二月八日召開會議，除其他事項外，討論本會兩個訪問團的籌備進展，即一月十六日至十九日訪問菲律賓，以及三月二十日至二十七日訪問印度。

十二月八日，委員會與香港日本人商工會所舉行周年午餐會，本會總裁祈仕德准將及該所所長出沢克久分別發表演說，當日共有二十四位嘉賓及會員參加。

- 月內到訪的其他嘉賓包括：
- 澳洲特別國務部長沃克（十一月十五日）；
  - 日本清水港港口局代表團（十一月十七日）；
  - 印度全國合作紡紗廠總會代表團（十一月十七日）。

#### 中國委員會

理事會於十二月二日設宴款待新華社香港分社社長周南，雙方於席上就多項問題交換意見。

十二月七日，武漢市五人代表團到訪，團長是武漢市外商投資辦公室主任兼武漢市對外經濟貿易委員會副主任孫懷玉，本會代表張有興及其他多位會員予以接待。孫主任向本會詳細介紹武漢市的投資環境。代表團邀請中國委員會舉行會議，討論武漢市的及鄰近地區的投資項目。

#### 歐洲委員會

discuss the Community Wide Retirement Protection Scheme and the 1994 Pay Award, with reference to the HKIPM Conference on salary survey. The Labour Relations Systems in Hong Kong were reviewed and a submission was sent to the Labour Department in response to the LAB Paper 34/93. A draft response, on the Green Paper on Equal Opportunities for Women and Men, supporting the introduction of legislation and that Hong Kong should become a signatory of CEDAW, was submitted to the General Committee for endorsement.

Chamber representatives met informally with the Confederation of Trade Unions on December 10 to exchange views on salary increase and guidelines on code of conduct for Hong Kong manufacturers investing overseas.

The Elderly Award Presentation Ceremony, sponsored by the Chamber, was held on November 25. It was successfully organised and drew 150 participants with wide press coverage.

#### Small & Medium Enterprises Committee

The Committee met on December 6. It decided to organise a mission to Guangdong to discuss fire prevention regulations and their implementation for factory plants in the province in January 1994.

#### Textiles Committee

Members met on December 10 to be briefed by Mr Roy Delbyck on the US-China Textiles and Apparel Issue. After discussion, members concluded that responsible traders should observe rules governing the transshipment under the quota system.

#### Environment Committee

Members met on December 14 to consider issues on vehicle emission, Territorial Strategy Review, Enforcement Action under the Town Planning Ordinance, and the suspension of the opposite runway mode of operation at Kai Tak Airport. They suggested to liaise with oil companies to exchange views on vehicle emissions at a private luncheon and respond to the Territorial Strategy Review from the environmental protection angle.

#### EVENTS

- The Advanced Sales Training Course completed with success.
- Mr Thomas Hau, Tax Manager of Arthur Andersen, spoke on "The New VAT in PRC" to 42 members (November 19).
- Ms Huang Shun Ling, Executive Director and Engineer of Technology Transfer Association of Asia Ltd, briefed 33 members on "Investment Opportunities in Technology in the Pearl River Delta" (November 24).
- Dr William Overholt, Managing Di-



十一月二十七日至十二月四日，國際事務部經理顏偉業隨同本會與香港貿易發展局合辦的商團訪問匈牙利布達佩斯。是次共有十九間香港公司參加。

月內到訪的其他嘉賓包括：

- 德國卡塞爾工商總會代表團(十一月十五日)；
- 馬德里工商總會及馬德里促進局二人代表團(十一月十八日)；
- 穆爾西亞工商及領航會、穆爾西亞促進局代表到訪(十一月二十三日)；
- 英國作家利思莫勳爵到訪，並應邀出席本會為他舉辦的商務午餐會(十一月二十四日)；
- 斯洛伐克工商總會代表團(十一月二十九日)；
- 英國工業界高層代表團(十二月二日)；
- 奧地利科林西亞省省長澤爾納圖率領一個高層代表團到訪(十二月三日)；
- 泰恩河畔紐卡斯爾大學紐卡斯爾亞洲中心副主任布雷斯林，本會為他舉辦一個圓桌午餐會，他以中國的危機為題發表演說(十二月十三日)。

## 船務委員會

委員會於十一月十八日舉行會議，與會者建議籌組聯會代表團，游說廣東有關當局將邊境通道全日二十四小時開放。

會上又討論有關九四年一月／二月組團參觀鹽田港事宜。

委員會於十二月二日及十日分別與運費常務小組委員會及香港航運協會舉行會議，討論由寶記公司建議的增加繫泊及解泊費用問題。委員會正與寶記公司進行磋商，希望可於十二月底達成協議。

## 香港國際委員會

十二月九日，本會為美國商業諮詢服務協會總監布雷徹舉行午宴。布雷徹向出席的會員分析美國對華政策的最新轉變。

十二月十日，英國財政部次官莫蒂默到訪，雷斯及多位會員予以接待。雙方就港督的憲制改革方案及中英談判進行討論。

十二月十三日，本會與香港工業總會及年青工業家協會聯合為美國國會代表團舉辦一個早餐會議，代表團成員來自美國眾議院能源及商業小組委員會，團長是國會議員菲爾茲及霍爾。代表團向本會分析目前的美中關係，參加早餐會議的嘉賓及會員共約四十位。

## 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及香港總商會聯合邀請亞太區經濟合作組織總監博德參加本會於十二月十日舉行的商務午餐會，博德以西雅圖高峯會後美國外交政策的轉變為題發表演說。當日參加者人數甚眾。



The meeting with the Wuhan delegation.

本會為武漢市代表團舉行接待會議

Sun Huai-yu and the chairman of the meeting, Hilton Cheong-leen.

圖為孫懷玉及會議主席張有興



## Delegation from Wuhan

A five-member delegation from Wuhan called on the General Chamber on December 7. The delegation was led by Sun Huai-yu, Director of the Foreign Investment Office and Deputy Director of Wuhan Foreign Economic Relations and Trade Commission. Mr Sun gave a detailed briefing on the Wuhan investment environment. China Committee members were invited to the meeting to discuss specific investment projects in Wuhan and neighbouring areas. The Wuhan delegation's visit was in response to a Chamber visit to Wuhan in July last year.

## 武漢代表團

十二月七日，武漢市五人代表團到訪，團長是武漢市外商投資辦公室主任兼武漢市對外經濟貿易委員會副主任孫懷玉。孫主任向本會詳細介紹武漢市的投資環境。代表團邀請中國委員會舉行會議，討論武漢市的及鄰近地區的投資項目。代表團此行是就本會去年七月的武漢市訪問作出回訪。



The meeting with the mission from Shimizu port.

本會與清水港考察團舉行會議

## Mission from Shimizu port

Simon Lee, a member of the Chamber's General Committee and a senior member of the Chamber's shipping committee received on November 17 a study mission from Shimizu port, in Japan. The mission was led by Katsutoshi Okawa, Director General of the Public Works Department in the Shizuoka Prefectural Government. He was accompanied by Hiroshi Miyakawa, deputy mayor of Shimizu. Other mission members included senior government officials from Shimizu Port Administration Bureau and representatives of the Shimizu Port Promotion Association.



Katsutoshi Okawa and Simon Lee.

大川勝敏、李國賢

## 清水港考察團

本會理事會成員李國賢及多位船務委員會成員於十一月七日接待來自日本清水港的考察團。考察團團長是日本靜岡縣政府公務部秘書長大川勝敏，隨行的尚有清水港副市長宮川弘志及港口管理科、清水港促進協會多位代表。



## 服務業部

### 香港服務業聯盟

#### 反映意見

聯盟應電訊管理局的邀請，就有關電訊政策的諮詢安排的討論文件發表意見。聯盟於十一月十九日作出回應，一方面歡迎加強諮詢架構的代表性，另一方面強調亦工商界消費者亦應獲得適當代表。

十二月七日，聯盟就建議中的貨物銷售、服務供應及不公平合約法例向港府提交意見書。聯盟支持建議中的法例的精神，但強調應同時照顧到消費者及零售業的權益。

十一月二十三日，聯盟安排統計署及船運業代表舉行工作會議，討論政府建議的收集船運業資料的方法，特別是貨櫃的統計資料。

香港服務業聯盟秘書長陳偉堃博士於十一月二十五日出席一個統計諮詢委員會會議，除其他事項外，與會者贊成由港府就非製造業的外國直接投資進行統計。聯盟於十四個月前已呼籲政府進行類似統計。

聯盟秘書處在十二月份一直就關貿總協定烏拉圭回合談判的進展與本地及國際傳媒保持接觸。關貿談判於十二月十五日前會進入談判的最後階段。

#### 委員會動態

執行委員會於十二月十七日召開會議，聽取及討論服務業聯盟轄下各委員會的報告。除其他事項外，與會者同意加強與政府的合作，致力於海外推廣香港的服務業。與會者又贊成將陳偉堃博士的職銜改為「秘書長」。

專業服務委員會於十二月七日舉行會議，聽取香港工程師學會代表顧朗素及香港顧問工程師協會代表賈納講述他們的中國經驗。此外，委員會又討論管理顧問的專業操守草擬文本。

#### 研討會

服務業聯盟於十二月四日舉行一個以法律服務質素為主題的研討會，是項活動獲得香港大律師公會及香港律師會支持。蕭寧頓於會上表達香港律師會對統一專業律師制度及放寬律師執業的限制的意見，而李志喜御用大律師則代表香港大律師公會發言。安永會計師事務所合夥人羅賓信從用戶的角度進行分析。當日參加小組討論的嘉賓，尚有葉天養及祈理士，現任律政司馬富善亦應邀出席。

從研討會的討論可見，訟務及事務律師都同樣希望改善法律服務的質素，讓這項服務更加普及，以及降低服務收費，儘管兩者對於如何達成這些目標意見並不一致。服務業聯盟已分別去函香港大律師公會、香港律師會及律政司，建議成立非正式工作小組，有建設性地跟進這個問題。



Manohar Chugh received the Indian cotton spinners.  
文路祝接待印度棉紗業代表團

The meeting with the Indian spinners.  
雙方舉行會議



## Spinners from All India

Manohar Chugh, a General Committee member, received on November 17 some 20 senior business executives from the All India Federation of Cooperative Spinning Mills. The Indian spinners were led by Puli Veeranna, Minister of Textiles in the Government of Andhra Pradesh. The visit was to promote the export of cotton yarn from India to Hong Kong. A number of business appointments were made during and after the meeting.

### 印度紡紗總會

十一月十七日，理事會成員文路祝代表本會接待一個來自印度全國合作紡紗廠總會的二十人代表團。代表團團長是安得拉邦政府紡織部部長威爾拉拿，此行旨在促進印度輸往香港的棉紗出口。雙方於接待會議上訂定了多個商務約會。

rector of the Bankers Trust, addressed members on the topic of "The Rise of China" (November 16). 100 guests attended the event.

- Mr William Fung spoke to members on trends and opportunities in China trade at the Membership Forum (November 23), followed by members' evaluation on Chamber services. 20 members attended the function.

- Lord Rees-Mogg addressed members on the topic of "How Hong Kong looks from Europe" at a subscription luncheon (November 24). 81 guests attended the event.

- Dr M Hirning, Chemist of TUV Rheinland (HK), addressed members at a roundtable luncheon (November 30) on the topic of "Towards the Recycling Economy within the European Community, with reference to the Duales System and the Green Dot System in Germany".

- 26 new members attended a New Members' Briefing, in Cantonese (December 7).

- Mr Gordon Siu, Secretary for Economic Services, spoke to members at a subscription luncheon (December 8) on the topic of "Economic Development - Challenges and Pitfalls". 53 guests attended the event.

- Mr Ian Watson, Manager of Import/Export Operations of the Hongkong and Shanghai Banking Corporation, spoke at a luncheon seminar on the new UCP500 to 42 members.

- Dr Jan-Olaf Willums, Executive Director of the ICC World Industry Council for the Environment (WICE) attended a lunch (13 December), jointly hosted by the Chamber and the Private Sector Committee on the Environment. Dr Willums briefed members on the WICE objectives and activities.



## INTERNATIONAL AFFAIRS DIVISION COMMITTEES

### Americas Committee

Mr Orlando Dovat, President and CEO of the Montevideo Free Zone in Uruguay, visited the Chamber on November 26 to brief members on the latest development of Uruguay and its Free Zones.

Mr Jesus Torres Acevedo, Director of Economic Studies and Investment Projects of the State Government of Baja California, Mexico, and his colleague, Mr Rosario Chong, Deputy Director of the State Government of Baja California, visited the Chamber on December 8 to recap on the mission which was organised by the Chamber last January and to discuss areas for future cooperation with the Chamber.

Mr Ronald Pucel, Director of Nacional Financiera (NAFINSA), Mexico, had a meeting with Chamber staff on December 13 to discuss an upcoming mission organised by NAFINSA, which is due to visit Hong Kong in late January 1994.

### Arab and African Committee

The Arab and African Committee held a meeting on November 23, at which Mr B G Chidyausiku, Ambassador Extraordi-

## 香港特許經營權協會

### 聯絡工作

廣州：協會經理周育珍於十二月七日前赴廣州，參加 Theme 的開幕儀式，該連鎖店是香港特許經營權持有人與粵海企業(集團)有限公司的合資企業。

新加坡：十二月九日，新加坡國家生產力局局長高元杰與香港特許經營權協會主席夏克勤、經理周育珍舉行會議，雙方就兩地特許經營權協會的角色及特許經營在區內的前景交換意見。

美國：十二月九日，美國 Joey's Pizza - Video 總裁到訪，該公司計劃在中國以合資方式開設一間分店。

### 委員會成員

成員紀俊立由於要離開香港，決定退出香港特許經營權協會的執行委員會。兩位應邀加入的新委員計有：三商行集團有限公司主席賴雁浪、粵海企業(集團)有限公司董事兼副總經理林榮堯。

### 諮詢服務

月內協會共接獲近一百三十個查詢，範圍包括中國的特許經營、香港特許經營權協會的海外考察團、香港的特許經營機會等等。周育珍應邀擔任香港浸會學院工商管理學院的名譽顧問，該學院準備於九四年三月假座新城市廣場舉辦一個特許經營展覽。 ■



The meeting with the Mexicans.  
本會與代表團舉行會議



Dr Fausto Alzati and Brig Ian Christie.  
阿爾撒蒂博士、新仕德准將

## Opportunities in Mexico

Dr Fausto Alzati, Director General of the Mexican National Council for Science and Technology, with 7 other senior Mexican officials and business leaders in technology visited the Chamber on November 15. They were received by the Chamber Director, Brig Ian Christie, Assistant Director Dr Y S Cheung and interested members. The Mexicans were accompanied by the Mexican Consul General in Hong Kong, Agustin Guterrez Canet. The group briefed the meeting on opportunities for manufacturing in the technology field for American markets.

## 墨西哥投資機會

十一月十五日，墨西哥國家科技局總監阿爾撒蒂率領六位政府官員及商業領袖到訪，隨行的尚有墨西哥駐港總領事古思定，本會總裁祈仕德准將、工業及行政事務部助理總裁張耀成博士及多位會員予以接待。代表團於接待會議上介紹美洲市場的製造業科技投資機會。



From left: William Campbell II, Governor Guerrero and Brig Christie.

左起：坎貝爾、格雷拉、新仕德准將

## Governor from Marianas

Lorenzo De Leon Guerrero, Governor of the US Commonwealth of the Northern Marianas, in the Western Pacific, called on the Chamber on November 11 with William Campbell II and was received by the Chamber Director, Brig Ian Christie, and his staff. The Governor from Saipan was promoting his islands and seeking future cooperation between the Chamber and his Office.

## 瑪麗安娜州州長

十一月十一日，美國北瑪麗安娜州州長格雷拉與坎貝爾到訪，本會總裁祈仕德准將及多位職員予以接待。瑪麗安娜州位於西太平洋。這位來自塞班島的州長向本會進行推介，並尋求與本會合作。





The Zimbabwean Ambassador and Ms Wong.  
使奇卡馬西庫、王余善瑩



The Arab and African Committee meets the Zimbabwe Ambassador in Beijing.

阿拉伯及非洲委員會與津巴布韋駐華全權大使舉行會議

## Zimbabwe opportunities

B G Chidyauktu, Ambassador for the Republic of Zimbabwe in Beijing, briefed the chairman and members of the Arab and African Committee on November 23 on the investment incentives in Zimbabwe and Zimbabwe's attributes as a tourist destination. Ms Christine Wong was in the chair.

### 津巴布韋投資機會

十一月二十三日，津巴布韋共和國駐華全權大使奇卡馬西庫與本會阿拉伯及非洲委員會舉行會議，並於會上介紹該國的投資優惠政策及旅遊業。會議主持是王余善瑩女士。



Peter Mihok and David Rimmer

米霍克、萬大衛

The meeting with the Slovaks

本會為斯洛伐克代表團舉行會議

## Slovak visit

The now independent Slovak state is exploring the possibility of opening a representative office in Hong Kong. Peter Mihok, president of the Slovak Chamber of Commerce and Industry, briefed Chamber members on the objectives of the 19-member delegation that visited the Chamber on November 29. These were, in addition to establishing an office, to make trade contacts and promote private sector business. David Rimmer, Vice Chairman of the Europe Committee was in the chair.

### 斯洛伐克代表團

新近宣告獨立的斯洛伐克共和國正研究在港設立代表辦事處的可行性。斯洛伐克工商總會主席米霍克於十二月二十九日率領代表團一行十九人訪問本會。他們除了計劃在港設立辦事處外，亦希望與港商建立貿易聯繫。本會歐洲委員會副主席萬大衛為代表團舉行接待會議。



nary and Plenipotentiary of the Republic of Zimbabwe in Beijing, spoke on "Zimbabwe - a Land of Investment Opportunity and an Alternative Tourist Destination". The Ambassador gave a thorough briefing on the new investment, export promotion and trade liberalisation measures introduced by Zimbabwe government.

Due to the political uncertainty caused by the Nigerian protests in mid-November, the Committee proposed to replace Lagos with Cameroon as part of the itinerary of the Business Group Mission to Africa in March 1994. The mission would also cover Nairobi and Accra. The Committee's proposal was subsequently accepted by the TDC.

### Asia Committee

Mr Sidney Fung, Assistant Director, and Mr Simon Ngan, Manager, called on Ms Ofelia Castano, Consul General of the Philippines in Hong Kong, on November 22 to discuss collaboration on a planned visit to the Philippines between 16-19 January 1994. Two circulars on the visit were issued on November 25 and December 13.

A goodwill business mission, jointly led by Mrs Maria Cheung and Mr Andrew Yuen, visited Taiwan from 14-18 November covering Kaohsiung, Tainan, Changhua and Taichung. The delegation discussed issues of interests with local business leaders and met the Mayor or Deputy Mayors of the cities visited. More than 65 business appointments were also successfully arranged for delegates.

The Asia Committee held a meeting on December 8 to discuss, among other things, the progress of two Chamber missions, one to the Philippines (January 16-19 1994) and one to India (March 20-27 1994).

The Committee hosted the annual joint luncheon meeting with the Hong Kong Japanese Chamber of Commerce and Industry on 8 December. Brigadier Ian Christie, Director, represented the Chamber to speak on "Hong Kong: Still A Good Place to Do Business?", while Mr Yoshihisa Ide-sawa, Director of HKJCCI and Director and General Manager of the Daiwa Bank, Hong Kong Branch, represented the Japanese side to speak on "The Strategies of Japanese Firms in Their Business in the South China Economy". 24 guests and members participated in the luncheon.

The following visitors were received at the Chamber during the last month:

- The Hon Frank Walker, QC, MP, Australian Special Minister of State and members of his party (November 15).





**The meeting with the Austrian visitors from Carinthia.**

本會代表與來自奧地利科林西亞省的訪客舉行會議

**Dr Zernatto and Hilton Cheong-leen**

澤爾納圖、張有興

**Carinthia**

Dr Christof Zernatto, Governor of the Austrian province of Carinthia, briefed Chamber members on the economy of his province on December 3 and sought foreign investment. He said he expected Austria would become an EC member in 1995. Hilton Cheong-leen chaired the meeting between the Austrian visitors and Chamber members.



**科林西亞訪客**

十二月三日，奧地利科林西亞省省長澤爾納圖率領一個代表團到訪，向會員推介該省的經濟及投資機會。他預計奧地利可於一九九五年加入歐洲共市。張有興為眾位奧地利訪客舉行接待會議。



**Paul Cheng, Chamber Chairman, welcomes, at the luncheon, the VIP UK Mission.**

本會主席鄭明訓  
歡迎眾位來自  
英國的貴賓

**英國訪客**

十二月二日，本會主席鄭明訓設宴歡迎八位來自英國製造業的訪客。他們此行旨在評估中國市場及探求香港的投資機會。代表團來港前曾經訪問廣東，團長是科茨。

**Lunch for UK VIP Mission**

Chamber chairman Paul M F Cheng hosted on December 2 a lunch for 8 British manufacturers on a VIP UK Mission who visited Hong Kong to assess China as a market and exploring the possibility of investing in the territory as a base. The VIP UK Mission, which visited Guangdong, was led by K H Coates, Executive Chairman of Meggitt plc.

**The lunch with Chamber members.**

代表團與本會  
代表共進午餐







**Richard A Brecher.**  
布雷徹

## US-China policy

The Chamber hosted a luncheon for Richard A Brecher, Director of the US Business Advisory Services on December 9. The Chamber's guest briefed members on US policy on China. He said that current policy relied on using threats and applying sanctions. The US has begun applying a policy of comprehensive engagement and sending high-level delegations to China to retain diplomatic relationships as it did before 1989. He named people who went there and talked to the Chinese as well as military exchanges.

### 美中政策

十二月九日，本會為美國商業諮詢服務協會總監布雷徹舉行午宴。布雷徹向出席的會員分析美國最新的對華政策。他說，美國以往的對華政策是利用威迫及制裁達到目標，但現時已開始加強與中國的接觸，並且派出高層代表團訪華，試圖使美中關係回復至一九八九年之前的舊觀。

- A delegation from the Shimizu Port Authority (November 17).
- A delegation from the All-India Federation of Cooperative Spinning Mills, led by its President Shri Patil (November 17).

#### China Committee

The General Committee hosted a dinner reception on December 2 in honour of Mr Zhou Nan, Director of NCNA, Hong Kong Branch. Members exchanged views with Mr Zhou and other NCNA officials on matters of mutual interest during the reception, which was well attended.

A 5-member delegation from Wuhan called on the Chamber on December 7.

**Ms Wright and C.L. Kung.**  
賴特女士、龔甲龍



**The meeting with Ms Wright.**  
本會為賴特女士舉行會議

## California visitor

Julie Meier Wright, Secretary of the California Trade and Commerce Agency, visited the Chamber on December 3. The Chairman of the Americas Committee, C L Kung, was in the chair. Ms Wright urged members to use California as a platform in their involvement with the North American Free Trade Area (NAFTA).

### 加州訪客

十二月三日，加里福尼亞州貿易及商業局秘書賴特女士到訪，美洲委員會主席龔甲龍為他主持接待會議。賴特呼籲會員利用加州作為拓展北美市場的跳板。

The delegation was led by Mr Sun Huaiyu, Director of Wuhan Foreign Investment Office and Deputy Director of Wuhan Foreign Economic Relations & Trade Commission, and was received by Mr Hilton Cheong-Leen and other China Committee members. Mr Sun briefed members on the general investment environment in Wuhan.

#### Europe Committee

Mr Simon Ngan, Manager, accompanied a joint Chamber/HKTDC Mission to Budapest, Hungary from November 27 to December 4. 19 Hong Kong companies were represented on the mission promoting a wide range of Hong Kong products.

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

- A delegation from the Kassel Chamber of Commerce and Industry from Germany (November 15).
- A two member delegation from the Madrid Chamber of Commerce and Industry and the Madrid Regional Promotion Agency (November 18).
- Representatives from the Murcia Chamber of Commerce, Industry and

Navigation and the Institute for the Promotion of Murcia (November 23).

- Lord Rees-Mogg, distinguished author and journalist from the UK, for whom a subscription luncheon was organised (November 24).

- A delegation from the Slovak Chamber of Commerce (November 29).

- A VIP delegation of industrialists from the UK for whom a lunch was organised at the Hong Kong Club (December 2).

- A high-level delegation led by Dr Christof Zernatto, Governor of Carinthia, Austria (December 3).

- Mr Shaun Breslin, Deputy Director, Newcastle Asia Centre, University of Newcastle-on-Tyne, for whom a roundtable with members was organised (December 13). Mr Breslin spoke on "The Coming Crisis of the Chinese State".

#### Shipping Committee

A meeting was held on November 18, at which it was proposed that a joint associations delegation be organised to lobby the Guangdong authorities for 24-hour opening of the border crossings.

The meeting also discussed, among





**The fully subscribed luncheon.**  
午餐會座無虛設



**Thoms Hau and Dr Cheung.**  
侯志豪、張耀成博士

## 中國增值稅

十一月十九日，安達信公司稅務經理侯志豪應邀為本會主持一個圓桌午餐會，主題是中國新增的增值稅。是項活動的參加者非常踴躍，共達四十一位。午餐會的主持人是本會工業及行政事務部助理總裁張耀成博士。

## VAT tax in PRC

**Thomas Hau, tax manager at Arthur Anderson, spoke on November 19 on the new VAT tax in the PRC at a Roundtable luncheon. It was fully subscribed by 41 members. Dr Y S Cheung, Assistant Director for Industrial and Corporate Affairs was in the chair.**

other things, a proposed visit in January/February 1994 to the Yantian Port.

Two joint meetings of the Tariff Standing Sub-Committee and the Hong Kong Liner Shipping Association were held on 3 and 10 December to consider the increase in mooring and unmooring charges as proposed by Po Kee & Co. Negotiations with Po Kee were still in progress. It was hoped that an agreement would be reached before the end of December.

### Hong Kong International

The Chamber hosted a luncheon in honour of Mr Richard Brecher, Director of Business Advisory Services, the United States-China Business Council, on December 9. He briefed members on the latest change of US policy on China.

Mr J E Mortimer, Under Secretary at HM Treasury, UK, visited the Chamber on December 10 and was received by Mr Roger Lacey and fellow members. Discussions focused on the Governor's constitutional reforms and Sino-British talks.

The Chamber, in conjunction with the Federation of Hong Kong Industries and Young Industrialists Council, hosted a breakfast meeting for the US Congressional Delegation from the House Energy and Commerce Subcommittee, led by Congressman Jack Fields (R-Houston) and Congressman Ralph M Hall (D-Dallas) on December 13. The delegation briefed participants on its recent visit to China

and current US policy on US-China relations. Some 40 guests and members participated in the meeting.

### Pacific Basin Economic Council

PBEC Hong Kong and HKGCC jointly invited Ambassador William Bodde, Executive Director of the Asia-Pacific Economic Cooperation (APEC), to a business subscription luncheon on December 10. Ambassador Bodde spoke on "APEC After Seattle-The Changing Focus of American Foreign Policy". His talk attracted much media attention.

### SERVICE INDUSTRIES DIVISION

### HONG KONG COALITION OF SERVICE INDUSTRIES

#### Representation

The Coalition was invited to comment on a discussion paper by the Office of the Telecommunications Authority (OFTA) on the consultative arrangements relating to telecommunications policy. The Coalition submitted its response on November 19, welcoming the broader representation proposed in the new consultative structure, and emphasised that the business consumers should be adequately represented.



**Ian Watson and Manohar Chugh**  
沃森、文路祝



**The luncheon seminar.**  
午餐研討會

## 統一信用證制度運作

十二月六日，四十二位會員參加一個由中小型企業委員會舉辦的午餐研討會，當日的主講嘉賓是香港上海滙豐銀行出入口經理沃森，主題是統一信用證制度運作 500 的標準規例。主持會議的是本會理事會成員文路祝。

## UCP 500

**Forty-two Chamber members attended a luncheon seminar organised by the Small and Medium Enterprise Committee on December 6. Ian Watson, Import/Export Manager at Hongkong Bank, spoke on UCP500, a code and practice for dealing with Letters of Credit. Manohar Chugh, a general committee member was in the chair.**

On December 7, the Coalition submitted comments to the government on proposed legislation relating to sale of goods, supply of services, and unconscionable contracts. The Coalition endorses the intention of the proposed legislation but also notes that a balance should be struck between the interests of the consumer and the retail sector.

On November 23, through the Coalition, a working meeting was arranged between the Census & Statistics Department and shipping industry representatives to consider the government's proposed new forms for collecting shipping statistics, particularly container statistics.

Secretary General, Dr W K Chan, attended a meeting of the Statistics Advisory Board on November 25. The meeting agreed, among other things, that a new survey on foreign direct investment in non-manufacturing industries should be conducted by the government - a suggestion which the Coalition called for more than 14 months ago.

In December, the Coalition Secretariat was in everyday contact with the press and the international media about the progress of the Uruguay Round of GATT, which entered its final stages of negotiations before the December 15 deadline.

#### Committees

The Executive Committee met on November 17 to hear reports and discuss progress of CSI Committees. It was agreed, among other things, that there should be more cooperative efforts between the CSI and the government in promoting Hong Kong's service industries overseas. It was also agreed to re-title Coalition Secretary Dr

W K Chan "Secretary General".

The Professional Services Committee met on December 7 to hear Messrs Niels Kraunsoe of the Hong Kong Institution of Engineers and Richard Garrett of the Hong Kong Association of Consulting Engineers share their experience in China. The Committee also considered a draft code of practice for management consultants.

#### Seminar

The Coalition held a Seminar on Legal Services on December 4 with the support of both the Hong Kong Law Society and the Bar Association. Mr Patrick Sherrington presented the Law Society's position on fusion and removal of restrictive practices, while Ms Gladys Li QC gave the Bar Association's view. After a user's assessment by Mr Ian Robinson of Ernst & Young, the speakers were joined by Messrs Donald Yap and John Griffiths for a panel discussion. The Attorney General Mr Jeremy Mathews was also in attendance.

It was clear from the seminar that both branches of the legal profession shared the same desire to improve quality, access, and cost-effectiveness of legal services, although there were different points of view as to how this can be achieved. To follow this up, the CSI has written to the Law Society, the Bar Association and the Attorney General proposing to set up an informal working party to pursue the matter constructively.

#### HONG KONG FRANCHISE ASSOCIATION

#### Liaison

Guangzhou: Charlotte Chow, Manager,

attended the opening ceremony of the Theme shop in Guangzhou on December 7. The franchise chain in Guangzhou is a joint venture of the Hong Kong franchisor with Guangdong Enterprise (Holdings) Ltd.

Singapore: Mr Koh Juan Kiat, Executive Director of the Singapore National Productivity Board, met Harold Hutton, Chairman, and Charlotte Chow on December 9 and exchanged views on the role of the respective franchise associations and the prospects of franchising in the region.

USA: Mr Bobbie Logan, President of Joey's Pizza-Video, visited the HKFA on December 9 with a view to opening an outlet in China on a joint-venture basis.

#### Committee Membership

Due to his departure from Hong Kong, Mr Tony Kitchner resigned from the HKFA Committee. Two new members have been invited to join the committee, they are Mr Kenneth Lai, Chairman of Mercuries - Jeantex Holdings Ltd (Theme) and Mr Lin Rongyao, Director and Deputy General Manager of Guangdong Enterprises (Holdings) Ltd.

#### Consultancy Services

Nearly 130 enquiries were received during the month, covering franchising in China, the HKFA's overseas study missions, and franchise opportunities in Hong Kong. Charlotte Chow was invited to be an honorary advisor to the Business Management Association of the Hong Kong Baptist College which is organising a display/exhibition on franchising in March 1994 at the Shatin New Town Plaza. ■



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# APEC ignoring PBEC

Chamber Chief Economist, Ian Perkin, speaks in KL on the opportunities in Hong Kong on cross-border alliances and business collaboration

Ian Perkin, Chamber Chief Economist, told the Pacific Rim Business Collaboration Symposium in Kuala Lumpur on December 7 APEC was overshadowing, even ignoring, the private sector's Pacific Basin Economic Council (PBEC).

He made a plea for the private sector to have its voice heard at the highest levels.

He said APEC undoubtedly has done good work at the lower level breaking down trade barriers between members. But in creating the opportunities for joint developments, strategic alliances and collaborations it is going to be the private sector that leads the way.

Ian Perkin began by saying Hong Kong could well be the world capital of cross-border alliances and business collaboration.

He said: "This is not because of the size or value of these alliances, individually or combined, but because of their number, and of course, they do not for the most part involve just Hong Kong.

"And, of course, at the present time, we are involved in putting in place one of

the greatest alliances of all times, the 'One country two systems' concept."

Ian Perkin said it has been the drive of Hong Kong businessmen of all sizes to establish operations across the border in China, especially southern China but increasingly farther afield, that has created these alliances.

"It is why there are thousands of firms operating out of Hong Kong (but owned by businessmen from elsewhere as well) employing more than three million manufacturing workers in southern China alone."

He said the important point is that, in a sense, Hong Kong as a place to do business is no longer Hong Kong. It is far bigger than that.

There are not too many businesses that establish themselves in Hong Kong merely to do business in a territory of 1,000 square kilometres and six million people that is about to have its sovereign-



Ian Perkin.  
沈柏堅

ty handed back to China in three and a half years' time.

"They come to Hong Kong because it is a place to do business with and within China, with and within the whole Asian region and even to some extent a good place to base world-wide operations.

The Chamber's Chief Economist told his

## 得不到應有的重視

沈柏堅最近曾經遠赴吉隆坡參加會議，並就跨國聯盟及商業合作機會發表演說

本會首席經濟學家沈柏堅於十二月七日出席於吉隆坡舉行的「太平洋邊緣商業合作會議」，他在會上致辭時指出，亞太區經濟合作組織並不重視由私營環節代表組成的太平洋地區經濟理事會。

他呼籲私營環節盡量爭取在最高層面表達意見。

他說，毫無疑問，亞太經合組織在消除成員國之間的貿易障礙等較低層次的工作方面，成績有目共睹，但在創造共同發展、策略性聯盟及合作機會等方面，則應讓私營環節作主導。

沈柏堅說，香港可稱得上是世界跨國聯盟及商業合作之都。

他說：「我所指的並不是聯盟的規模或價值，而是聯盟的數目，當然，這些聯盟大部分都不單是港商參與的。

「目前我們正在進行的一項歷來最大規模的聯盟，就是貫徹『一國兩制』的概念。」

他說，香港公司不論大小，都紛紛在中國大陸設立據點，其中首選的地點是華南地區，但近年愈來愈多公司將投資範圍擴展至較北的地方。

「數以千計的港商在香港以外地方經營，單以華南地區計算，他們共僱用了三百多萬名工人。」

他說，值得注意的，是某程度上，在香港做生意的意思，並非局限於香港，經營範圍其實遠比想像中的為大。

香港的面積只有大約一千平方公里，人口六百萬，而且在大約在三年半之後便會回歸中國，因此，完全為了這個市場而創辦的公司相信為數不多。

「這些公司來港發展，主要是希望和香港及中國、整個亞洲區甚至全世界進行貿易。」

本會首席經濟學家向雲集吉隆坡的工商界、學術界及政府官員表示，自從鄧小平於一九七九年宣布推行門戶開放政策以來，中國出現了前所未有的轉變，經濟發展大步飛躍。這些轉變和發展目前仍在進行中。

在這種環境下，香港成了策略性跨國聯

盟的集中地，參與聯盟的包括香港公司、海外華人合資企業及外資公司。

沈柏堅說，不久之前，北京有關當局公布，在改革開放的十五年間，中國批准了不低於十五萬間外資企業在國內經營。

自一九七九年至今，累計的外資總額共達二千億美元。

「這些外國投資當中，大部分都或多或少與香港有點關連。有些投資來自香港，有些透過香港進行。

「從這些合資企業的名稱及業務性質可見，大部分都有意在中國進行生產或促銷業務。

「雖然現時仍然正在經營的外資企業為數只有大約五萬間，即相當於獲批准總數的三分之一，但目前留在中國的外國資金總額仍高達五百億美元。

「香港是東亞區企業合作的中心，特別是一些涉及對華貿易的合作項目。

「最近，香港一個工業組織曾經進行了一項研究，結果顯示，接近百分之八十的香港公司在中國有投資，另外百分之十一正計劃在內地投資。」

「投資項目大部分屬於聯盟或合作性質，對象包括國內的個體戶、企業及國家機構。

「此外，大部分投資都集中在緊貼香港以北的珠江三角洲。」

他說，在中國實行門戶開放政策的環境下，策略性聯盟對香港的過去及未來均尤其重要。

「正是由於這個原因，香港目前共設有六百多個外資企業的區域總部及代表辦事處。

「正是由於這個原因，香港目前共有一百六十多間銀行。

「正是由於這個原因，以市場資金總額計算，香港股票市場在亞洲排名第二，在全球排名第七。香港股市能夠取得今天的成就，除了本身的經濟增長外，主要是由於加添了中資企業成份。

「正是由於這個原因，香港現時已轉變成為一個以服務業為主導的經濟實體，專門為跨國企業及它們的合作夥伴提供各種技術及服務。

「正是由於這個原因，香港總商會全體人員不遺餘力地協助外國商人在香港、中國及亞洲找尋合作夥伴。」

洗柏堅說，香港內部仍有不少聯盟的機會，他舉例說，最近三間公司獲准由一九九五年起與香港電訊公司競爭固定電話服務市場，它們的總投資額超過一百一十五億港元，折合超過十五億美元，相等於每平方公里投資一千一百五十萬港元，每個家庭投資七千港元，或者每個人投資二千港元。

他說，與中國合作及結成聯盟的機會只是剛剛展現而已。

最近中共十四大三中全會發表了一份文件，內容特別強調市場未來在決定資源分配方面的角色。

文件集中討論宏觀經濟改革，範圍主要圍繞公司架構。這點對日後外國投資者與國營企業及其他中資企業的合作影響深遠。

三中全會的文件強調，國家希望繼續擁有大型的中資企業，但同時表明會將國營企業公司化，將擁有權和管理權分開，盡量增加引進外資的靈活性。

而在那些預計會有更多外資參與的國有小型企業的層面，改革更為急進，有意和中國企業締結聯盟的商人將可於這個範疇找到機會。

「在這些政策下，香港將可繼續扮演重要的角色；香港公司除了直接和國內公司合作外，亦可作為外國投資者及國內企業合作的中介。歐洲、美洲、日本及亞洲其他國家的公司已開始透過香港公司與中國企業合作。

「其中一些較廣為人知的公司，例如日本八百伴百貨公司、美國寶潔公司及和記美國電話電報網絡服務有限公司、德國平治公司及西門子公司、印尼寶力寶集團、馬來西

Kuala Lumpur audience of businessmen, academia and government officials that it is the open door announced by Deng Xiaoping in 1979 that brought about the tremendous development and economic reform in China that is still occurring.

It has served in a major way to make Hong Kong the focal point for functional

亞嘉里集團等等，全都與中國結成了策略性聯盟。

「香港所有大公司都與中國建立了類似的聯盟，而且規模簡直大得令人難以置信。

「此外，這些聯盟大多與所謂海外華人網絡（最近在香港舉行的第二屆海外華人企業會議剛巧以此為主題），不過，正如我剛才提到，這並非單向的。」

洗柏堅說，中國的大型企業，特別是管理良好、財政健全的企業，正逐步踏出中國，透過與外國公司締結聯盟，進軍世界市場。

多年來，香港著名的中資企業，例如中信、招商局、華潤、中石化，以及一些省級企業，例如粵海等，一直聯手進行策略性投資。

它們參與港口發展、隧道及其他基建工程、電訊、航空、製造及分銷等業務，其中很多甚至已經在香港股票市場上市或準備上市。

部分企業更加在澳洲、加拿大、美國、巴西、秘魯、泰國等國家進行獨立或策略性聯盟投資項目。

「由於它們的財力日益雄厚，對本身管理能力的信心日增，因此變得十分積極進取，不斷進行跨國聯盟。」

談到商界及政府方面，洗柏堅說，毫無疑問，亞太區經濟合作組織在消除成員國之間的貿易障礙方面成績斐然，但在創造共同發展、策略性聯盟及合作機會方面則應讓私營環節作主導。

「即使中國現時亦已明白到這點，她透過將國營企業公司化甚至私有化，積極拓展海外投資機會。

「亞太經合組織一直十分注重商業參與，這點無論是在西雅圖高峯會及名人協會報告發表前後亦然。

「不過，我認為私營環節組織亦可取得同樣良好的效果，太平洋地區經濟理事會便是最好的例子。

「可惜，太平洋地區經濟理事會竟得不到亞太經合組織的重視。

「私營環節應盡量在最高層面表達意見。

「此外，假如政府作出過份干預，可能會窒礙改革及企業家精神，並且影響新的商業關係的發展。

「假如他們希望在正確的軌道上前進，必須聽取商界的意見，並且設法促進就業機會，改善人民的生活和福利。」

and strategic cross-border alliances involving Hong Kong, overseas Chinese ventures and foreign companies.

Ian Perkin said only recently have the authorities in Beijing announced that China now has given approval to no less than 150,000 foreign-funded enterprises in the 15 years of the open door policy.

The total pledged foreign investment in these alliances is USD200 billion since 1979.

“Most of these have some link or other with Hong Kong. Either they are Hong Kong born and bred, or they have been facilitated in some way through the territory,” Ian Perkin said.

“By their name and nature these approved operations are cross-border alliances, many of them with the strategic objective of entering China as a production centre, or a market, or both.

“It is true that only 50,000, or one third, of these foreign-funded enterprises are in operation. But that still involves a total foreign investment of USD50 billion being used to date.”

He said: “Hong Kong then is a key centre for corporate collaboration in the East Asian region, especially where that collaboration involves in some way doing business in or with Mainland China.

“A recent study of a Hong Kong industry body found that almost 80% of companies in Hong Kong have some sort of investment in China and another 11% have plans on the drawing boards.

“The vast majority of these involve some sort of alliance or collaboration with individuals, companies and state bodies across the border.

“The vast majority — but becoming less so — are concentrated in the Pearl River Delta region immediately to Hong Kong’s north.”

Ian Perkin said strategic alliances were vital to Hong Kong’s past and to Hong Kong’s future — all the more so with the opening up of the Chinese market under the open door policy.

“It is why there are more than 600 regional headquarters and representative offices of foreign firms based in Hong Kong.

“It is why there are more than 160 banks.

“It is why Hong Kong now has the second biggest share market in Asia by market capitalisation and the seventh biggest in the world — as a result of its own growth and the new additions of Chinese Mainland companies.

“It is why the Hong Kong economy is now dominated by the service sector — a sector which provides all the skills and facilitation services needed for global corporations and their partners.

“It is why the staff of the Hong Kong General Chamber of Commerce spend



so much of their time talking to foreign businessmen intent on finding partners in Hong Kong, in China and in the rest of Asia."

Ian Perkin said there were still domestic opportunities for alliances within Hong Kong itself. He cited as specific instances the three newcomers that would be allowed to compete with Hong Kong Telecom from 1995 on Hong Kong's fixed line telephone services. Total investments would exceed HKD11.5 billion or more than USD1.5 billion — equal to HKD11.5 million per square kilometre, HKD7,000 per household or HKD2,000 per person.

He said opportunities for collaboration and alliances with China were only just beginning.

The documentation from the recent Third Plenum particularly emphasised the future role of the market in determining the distribution of resources.

But a large part concentrated on macro economic reform — reform at the level of the firm or of the corporate structure. And this is the key part as far as future collaboration between state-owned Chinese firms and others are concerned.

The Plenum statement emphasised the desire for State ownership of the large Chinese companies. But the emphasis was on corporatising these firms, of separating ownership and control, ownership and management and most importantly the flexibility to bring in outside investment.

At the level of the small company, the reform is even more dramatic with the small State-owned companies where greater outside involvement is envisaged. And that is where many seeking alliances in the future will find their opportunities.

"In all of this Hong Kong will continue to play a key role not only with its companies as investors in their own right but as a stepping off point for others in China. Companies from Europe, America, Japan and around Asia are already doing this.

"Mention names like Yaohan of Japan, Proctor and Gamble and AT&T of the US (among many others), Daimler Benz and Siemens of Germany, the Lippo Group of Indonesia, the C P Pokphand Group of Thailand, the Kerry Group of Malaysia, they all have strategic alliances with China.

"And all the major Hong Kong companies have such alliances in a variety and size that is truly incredible.

"Moreover many of these alliances owe something to what has been termed overseas Chinese network (the subject of the recent second Overseas Chinese Entrepreneurs' Convention in Hong Kong).

But, as I have said, this is no longer a one-way street."

Ian Perkin said China's major companies, especially the best-managed and best-financed are stepping out of China itself into strategic alliances with foreign firms to enter world markets.

This was most apparent in Hong Kong where the big names among Chinese Mainland companies — CITIC, China Merchants, China Resources, SINOPEC and various provincial companies such as Guangdong Enterprises and others — have been aligning themselves in strategic investments for years.

These are Hong Kong port developments, tunnel and other infrastructure projects, telecoms, the airline business, manufacturing and distribution. Many are now listed or seeking listing on the Hong Kong share market.

Further afield they are already making investments alone or in partnerships or strategic alliances in such countries as Australia, Canada, the US, Brazil, Peru and Thailand.

"As they become wealthier and more confident in their own management, they are likely to be amongst the most aggressive companies seeking cross-border alliances."

Touching on business and Government, Ian Perkin said APEC undoubtedly has done good work at the lower level breaking down trade barriers between members. But in creating the opportunities for joint developments, strategic alliances and collaboration it is going to be the private sector that leads the way.

"Even China now realises this with its open door policy and its corporatisation and perhaps privatisation of State-owned firms and in seeking offshore opportunities.

"Perhaps APEC has, too, with its emphasis on business involvement both before and after Seattle and the Eminent Persons' Group report.

"But I might mention that there is another body — a private sector body — that is seeking to do good work as well. That is the Pacific Basin Economic Council (PBEC).

"But it is being overshadowed by APEC. Even ignored by it.

"It should not be. The private sector must have its voice heard at the highest levels.

"Moreover, where Governments become too intrusive, they stifle innovation and entrepreneurship and the development of new and productive business relationships.

"They must listen to business if they are to stay on the right track and do their best for the employment, affluence and welfare of the people they represent." ■

## Visit England Scholarship

Connie Lo Nim-chee, general manager of Retailcorp Ltd, won the Young Business Executive category in the Visit Britain English Scholarship Scheme for 1993/94. Her stay in Britain is being sponsored by the Chamber under the Scheme originated in 1987 for "high fliers" as a joint initiative between the British Council in Hong Kong and the British Tourist Authority. There are 12 current joint local sponsors which help to promote the Scheme, select candidates for interview and sponsor the successful scholars by bursaries that cover the cost of accommodation in Britain while they are placed free in prestigious English schools for four weeks doing English courses. British Airways are flying 15 winners each way for 1993-94.

The winners were announced on November 20 in the British Council Hall. Mrs Ella To, Chairman of the Hong Kong Association of Heads of Secondary Schools; Mrs Susan Sprengler, Co-ordinator of the Hong Kong Language Campaign; Mr Cheng Bing Shu, Education Officer of the College of Nursing; and Tony O'Brien, Director of the British Council, English Language Centre all made speeches followed by the presentation of awards. Ms Connie Kwok, the Chamber's Human Resources manager attended. ■



(From left) Connie Lo (winner), Tony O'Brien (British Council) and Connie Kwok (Chamber)



Connie Kwok presents the award for Best Young Business Executive to Connie Lo.

# After Seattle

## Ambassador William Bodde sees a vital future role for APEC

**A**mbassador William Bodde, outgoing Executive Director of the Asia-Pacific Economic Cooperation (APEC) secretariat, told a Chamber business lunch on December 10 he saw a vital role for APEC in the future.

After the American year administering APEC which culminated in the ministerial meeting in Seattle and the meeting between the Chinese President, Jiang Zemin, and US President Clinton, Ambassador Bodde is handing over to another APEC member, Indonesia. The 1994 APEC ministerial meeting will be in Jakarta.

William Bodde told Chamber members: "Given the diversity of the region and the prudent nature of the Asian, harmonisation will take time.

"It is also likely that, should an eventual free trade arrangement evolve, it will have an Asia/Pacific cast and is not likely to resemble either the European Community nor NAFTA models.

"The Asian economies are entrepreneurial and market driven and not rule nor regulation bound like the EC. So whatever evolves in the Asia/Pacific will be a more flexible and an informal arrangement.

**Dr Helmet Sohmen (centre) introduces Ambassador Bodde to the Financial Secretary, Hamish McLeod.**

蘇海文博士(中)  
給財政司麥高樂  
介紹博德大使



"There is, however, much that can be done in trade liberalisation and facilitation short of a free trade area," said Ambassador William Bodde.

"In the next few years I think APEC should work on more modest, albeit important, projects like a non-binding foreign investment code, a dispute settlement mechanism, an intellectual property agreement or, perhaps, an open sky agreement.

"I believe APEC can make progress in such areas of trade facilitation as telecom-

munications standards, reducing bureaucratic impediments to trade and streamlining customs and other administrative procedures.

"Over the long run, APEC's efforts can reduce tariff that might eventually lead to an Asia/Pacific free trade area. In fact, the only limits on the future of APEC are the limits of our own imagination and courage to embrace change."

William Bodde, with an office given by the Singapore Government and initial

## 西雅圖會議後的經合組織

博德大使相信，亞太經合組織未來會擔當日益重要的角色

**行**將卸任的亞太區經濟合作組織秘書處執行總監博德大使於十二月十日出席本會舉辦的商務午餐會時指出，亞太經合組織未來會擔當日益重要的角色。

亞太經合組織最近曾在西雅圖舉行部長級高峯會議，美國總統克林頓、中國國家主席江澤民亦親身出席。博德大使目前正著手將執行總監一職移交予印尼國家委員會的代表。一九九四年度亞太經合組織部長級會議將於耶加達舉行。

博德於午餐會上表示：「亞太區是個多元化地區，加上亞洲人的性格較為審慎，要達成全面協調需要一段時間。

「即使最終能夠達成全面自由貿易安排，有關安排相信亦會具有亞洲及太平洋區的特質，而不會類似歐洲共同體或北美自由貿易協定的模式。

「亞洲經濟實體富有企業家精神，而且屬於市場導向，不喜歡受到規則或規例的監管，這點與歐共體不同。因此，無論達成甚麼安排，都會是極具彈性和非正式的。

「不過，在未達成全面自由貿易安排之前，成員國可於開放及促進貿易方面作出努力。

「我認為在未來數年，亞太經合組織應該進行一些重要的計劃，例如促使訂定非約束性的外國投資守則、處理糾紛的機制、知識產權協議，甚至領空開放協議等。

「相信亞太經合組織在促進貿易方面，例如訂定電訊水準、改變對貿易構成障礙的官僚作風及簡化報關手續及其他行政程序。

「長遠來說，亞太經合組織應可協助減低關稅，最終導致亞太區自由貿易安排。事實上，亞太經合組織的發展空間是無窮無盡的，唯一的限制只是在於我們的想像力和接受改變的勇氣而已。」

博德獲得新加坡政府撥給一個辦事處，而辦事處最初的運作經費是由他本人捐出

的，他表示很高興可以為亞太經合組織的發展略盡綿力。

他說：「我對亞太經合組織的前景充滿信心。」

博德說，西雅圖會議同時具備實質及象徵性的作用。

「西雅圖會議是亞太區社會團結的象徵。」

他列舉出西雅圖會議的成果：

- 接納墨西哥加入亞太經合組織，令到《北美自由貿易協定》三個締約國都成為了亞太經合組織的一份子；
- 訂定了貿易及投資架構，令到亞太經合組織朝著政策制訂組織的方向更進了一步；
- 就烏拉圭回合談判及協定大綱發表聲明，向共市清楚表明亞太經合組織支持關貿總協定談判圓滿結束的決心；
- 布萊克島上舉行的國家領袖會議，大大提高了亞太經合組織的國際地位，並且喚起美國人對亞洲的注意，使他們明白



funding, later reimbursed, out of his own pocket, said he was thankful that he had had an opportunity to make a small contribution to the development of APEC.

"I leave with a feeling of optimism about the organisation's future," he said, concluding his address.

Earlier, he said Seattle saw as much substance as symbolism.

"The Seattle meetings have established a new sense of a united Asia/Pacific community."

He listed what he thought were APEC's accomplishments at Seattle:

- The entry of Mexico, bringing all of NAFTA into APEC.
- The Trade and Investment Framework, moving APEC towards becoming a policy-making institution.
- The Uruguay Round statement and package, sending a signal to the EC about APEC's commitment to a successful completion of the GATT talks.
- The leaders meeting on Blake Island, giving APEC a much higher global profile and raising American consciousness in the importance of Asia to America's economic future and the Clinton Administration's commitment to remain engaged in Asia.

William Bodde said one of the most pressing issues of 1993 was the question of how to improve communications between APEC and the private sector. Some of the working groups such as Telecommunications and Transportation already cooperate closely with the private sector. Telecommunications and Transportation often held joint meetings with business representatives before the regular meetings of officials in order to ensure that the views and needs of the private sector are factored into working groups' decisions.

He said: "Pacific Economic Cooperation Council (PECC) and Pacific Basin Economic Council (PBEC) have been extremely useful in bringing the private sector and APEC together. PECC is an official observer to the SOM and Ministerial meetings and many of the senior officials also serve on the PECC national committees. I have participated in a number of PECC and PBEC meetings over the last year as well.

"There was also a concerted effort to hold private sector events in connection

到亞洲對美國未來的經濟發展舉足輕重。此外，亦顯示出美國總統克林頓有決心繼續參與亞洲事務。

博德說，一九九三年其中一項最急待解決的問題，就是如何改善亞太經合作組織與私營環節的關係。部分工作小組，例如電訊及運輸小組，已經和私營環節緊密合作，該小組與各國政府官員開會前，經常與工商界代表舉行會議，確保小組的決定可充份照顧到私營環節的意見及需要。



Chamber second vice chairman, Robert Savage, presents a memento Ambassador Bodde.  
本會第二副主席邵偉志向博德大使致送紀念品



Ambassador William Bodde addressing the business luncheon.  
博德大使於商務午餐會上致辭

with the APEC meetings in Seattle. For example, 1,500 people participated in an international customs fair organised around the theme of streamlining customs procedures to facilitate trade. There was also an international business forum organised by the non-governmental organisations to address the problem of bringing the private sector and APEC closer together.

他說：「太平洋經濟合作議會及太平洋地區經濟理事會在促進私營環節與亞太經合組織合作方面作用重大。太平洋經濟合作議會是西雅圖部長級會議的正式觀察員，亞太經合組織很多高層人員亦是太平洋經濟合作議會國家委員會的委員。我本人去年就曾經參加過多個太平洋經濟合作議會及太平洋地區經濟理事會的會議。

「西雅圖會議舉行期間，舉辦了多項私營環節活動，舉例說，國際關稅展覽會的參

William Bodde said: "Private sector participation in APEC was also discussed at the meeting on Blake Island. The APEC leaders agreed to set up a Pacific Business Forum to identify issues APEC should address to facilitate regional trade and investment and encourage the further development of business networks throughout the region."

加者共有一千五百位，這個展覽會的主題是如何完善報關手續，藉此促進貿易。此外，兩個非政府組織又舉辦了一個國際商業論壇，研究如何加強私營環節與亞太經合組織的合作。

「我們在布萊克島會議上亦有討論私營環節的參與的問題。亞太經合組織成員國領袖同意成立太平洋區商業論壇，研究如何促進亞太區貿易投資及發展區內工商業網絡。」

# Hong Kong from Europe

Former London Times editor says systems of wealth created by open markets require openness

Lord Rees-Mogg, former editor of the London Times, speaking to a Chamber business luncheon on November 24, said Hong Kong might be described as the university of the world, Los Angeles the high school, London the primary school and Brussels, the kindergarten.

He was speaking on Hong Kong seen from Europe.

He said: "We have been living in a world — the pre-industrial world, the industrial world — where wealth only belonged to a narrow elite. First of all it belonged to a narrow elite class on the top of the most advantaged in society. That then spread. Wealth became the property of a narrow elite of nations that were at the top of the world.

"We are now moving to the phase where in the machine age, the rapid transfer of technology, makes possible opportunities for the first time for most of the people in most of the countries of the world — real opportunities to enjoy a high standard of living and to engage in enterprises to develop their own lives, their own businesses and their own communities.

He said: "It is the development of China in this respect which is central obviously to the development in this way of the whole Asian area.

"And it is Hong Kong, positioned as the international trading and investment city and as the international business city in the China/Pacific area, which will play a determining role in the success of this development."

Lord-Mogg, who was later chairman of the BBC, said he thought Europe had to face the fact that there were going to be aspects of this development which would be quite difficult.

It had been true for 500 years that either Europe itself, or the United States which was the creation of European colonial enterprise, had been the dominant economic power in the world.

"But we are now seeing a movement of wealth — and where wealth moves, power moves also — from Europe and North America toward the Pacific, towards Asia and towards this area in particular.

"Of course, there are going to be enormous problems. Problems specific to Hong Kong and those you understand

much better than I do. But, we at least in Europe, do understand that these problems have to be faced and have to be overcome.

"What I think is certain is that there is throughout Europe a recognition that unless the basic rules of law and basic liberties can be maintained in Hong Kong, that Hong Kong will not possibly be able to exercise the role that is natural to it in the development of the economy of this area.

"I think that is the universal European perception. That the systems of wealth which have been created by open markets require openness. That openness has to be preserved.

"I believe myself that the very facts of the information age include the fact that information can no longer be monopolised by particular groups, by particular states or by particular governments. And that makes this openness essential to your future and the whole future of this area.

"But let me not look at just your difficulties but the difficulties that confront China herself. In this development, of course we are aware that nothing will be achieved without major struggle over great obstacles.



Lord Rees-Mogg, 利思莫勳爵

"After all what is being proposed at the present moment is that, in a period of a generation or so, the vast population of China, of over a billion people, should go through a process of experience, a process of economic development, which is approximately equal to a process of economic development that we started in Britain in the first half of the 18th century."

Lord Rees-Mogg, now head of a book publishing house and non-executive director of a number of British companies, said China's problems would be political problems of the greatest difficulty for any nation at any time. After all, Europe still had the extraordinarily significant role of the French peasants. There are rather more French peasants than there are cab-

## 歐洲人眼中的香港

前《倫敦泰晤士報》編輯利思莫勳爵說，財富制度是開放市場的產物，因此必須保持開放

前《倫敦泰晤士報》編輯利思莫勳爵於十一月二十四日應邀出席本會一個商務午餐會時說，相比之下，香港是一所世界大學，洛杉磯是一所中學，而倫敦、布魯塞爾則分別屬小學和幼稚園而已。

他分析歐洲人怎樣看香港。

他說：「我們現時所生活的前工業或工業時代，財富集中於一小撮精英份子手上。這個精英階層是社會上條件最優越的一羣。財富逐漸成了全球一小撮精英國家的產業。

「我們正邁向一個機械時代，由於科技轉讓逐漸變得輕而易舉，全球大部分國家的人民都真正有機會可以享受高質素的生活，

並且參與企業發展，改善自己的環境、自己的業務、自己的社會。

他說：「中國在這方面的發展，對整個亞洲的發展路向舉足輕重。

「香港作為一個國際貿易及投資中心，以及中國及太平洋區的國際性商業城市，對這種發展的成敗起着關鍵作用。」

利思莫勳爵離開《泰晤士報》後，曾任英國廣播電台主席。他認為歐洲必須面對的一個事實，就是會在發展方面遇到極大困難。

過去五百年，歐洲及後來的美國（歐洲殖民地政策下的產物）成為了世界經濟力量的重心。

「不過，我們現時看到財富正在從歐洲及北美洲轉移到太平洋、亞洲以至香港，而權力亦隨著財富轉移。

「當然，這個過程中必然會出現極大困難，至於香港會遇到甚麼困難，相信在座各



位比我清楚得多。但是，我們歐洲人深知道必須面對和克服這些困難。

「整個歐洲都相信，香港必須保持基本的法制和自由，方可繼續發揮她在亞洲區經濟發展中所具備的功能。

「全歐洲都有這種想法，財富制度是開放市場的產物，因此必須保持開放。

「我本人深信，現今是個資訊時代，任何組織、國家或政府都無法操縱資訊，這個現實令到開放對香港以至整個亞太區的前途極為重要。

「香港會遇到困難，中國也不例外。大家都明白，在這個發展過程中，假如沒有遇到並且克服重大的障礙，最終將一無所得。

「事實上，目前有人認為，十億以上的中國人要在代左右的時間，經歷大約相等於英國自十八世紀至今的經濟發展過程。」

利思莫勳爵現時是一間出版公司的負責人，以及多間英國公司的非執行董事。他說，中國的困難主要是在政治方面，其困難程度較諸任何國家所遇到的都要大。歐洲本身也遇到農民問題，就以法國為例，雖然農民遠比飛機機倉服務員為多，但兩者對政府的影響力都是相若的。

「這些都是歷史遺留下來的問題，要解決殊不容易。中國政府所管治的人民中，有八億多從事耕種，生活十分困苦，單是這個實質的政治問題，其嚴重程度已是歐洲所亙古未有的。

「中國一方面要發展政治架構，以維持國民信心，保障廣大人民的利益，另一方面又希望取得西方國家在很長時間方可取得的經濟成就，的確並不容易。」

利思莫勳爵不但是一位多產作家，亦是一位備受爭議的經濟預言家。他說：「我相信她（中國）最終定會成功。」

他接著說，歐洲國家普遍相信，亞洲區的生產成本甚低，產品的競爭力是歐洲國家所難望項背的。

「歐洲現時正試圖力拒歐洲保護主義的趨勢，因為甚至連一向被視為擁護自由市場制度的戈德史密斯爵士亦已加入了保護主義者的行列。

「我們需要說服歐洲國家，希望他們到這裡投資和發展，因為香港的前途對整個世界都極為重要。

「這個地區的經濟增長前景，很大程度上視乎能否繼續與國際間保持密切的貿易和投資聯繫，而香港正是這個地區對外聯繫的中介。」

利思莫勳爵指出，新加坡是個客觀的例子。他形容新加坡總理李光耀是自從第二次世界大戰以來全球最聰明的政府首長。

「他有時稱自己國家的政治制度為指導民主，而他就是負責指導的人；有時又稱之為儒家民主，但我不知道他是不是個信奉儒家學說的人。

他解釋：「新加坡一方面具備濃厚的開放氣息，但另一方面又受到嚴密的控制。」

in stewards in Air France and they exercise the same degree of impact on the French Government.

“We see that these problems can remain when the reality is long past. We know that the Government of China has some 800 million people living in agrarian conditions of considerable poverty. That alone is a physical and political problem of a scale Europe has hardly ever had to contend with.



Lord Rees-Mogg accepts a memento from Second Vice Chairman, Robert Savage, host at the luncheon. 午餐會主持人邵偉志（本會第二副主席）向利思莫勳爵致送紀念品

“We therefore feel a great deal of sympathy with a nation which has to develop structures which enable it at the same time to maintain the confidence and serve and protect the interests of these massive numbers yet experience in such a foreshortened period the economic development which has taken us so long.

Lord Rees-Mogg, author of a number of books and a controversial economic forecaster, said: “I believe that this will, in fact, be achieved.”

He went on to say that the feeling was very widespread in Europe that the low production costs of this area would be too competitive for Europe.

“Europe now had to fight a battle against a trend toward European protectionism which even has the support of a figures like Sir James Goldsmith who you would think would believe in open markets in all circumstances,” he said.



Conversing with Ms Cheung Man-ye, director of RTHK.

與香港電台總監張敏儀交談

There was a process of education to be done so that Europe joins in the process of investment and development in this area where the future of Hong Kong was of immense importance to the whole world.

“These economic areas are built around focal points (such as Hong Kong). The economic growth of this area depends upon having a strong international link to the trade and the investment of the world at large. Hong Kong is that link,” he said.

Lord Rees-Mogg went on to say that Singapore was an object lesson. He described former Prime Minister Lee Kwan Yew as intellectually the most gifted man to have been head of a government anywhere in the world any time since the World War.

“I think he sometimes calls it guided democracy. He is the guide. Sometimes he calls it Confucian democracy. I’m not sure he is not Confucian.

“Singapore is a society which has very strong elements of openness as well as elements of control,” he explained. ■



A press conference afterwards. 在午餐會後舉行的記者招待會

# New tax not necessary

Stephen Lau outlines a proposal for raising revenue from stamp tax

**S**tephen Lau, partner in public accountants, Ernst and Young, has a solution for funding the Government's proposed old age pension without raising a new 3% tax on all employees and employers.

He says it can be done from revenue from stamp tax on transactions by investors on the stock exchange which has probably turned a deficit into a surplus in the Budget for the current financial year ending on March 31, 1994.

In an interview with *The Bulletin* on the proposed old age pension proposals of the Government, he begins by saying people brought up in the type of social security environment in the US, etc. would probably accept the old age pension proposal. But in Hong Kong this is a sudden change, quite dramatic and quite significant. A lot of people haven't yet grasped the impact of the proposal.

If the 3% tax on the employee and 3% tax on the employer is true it is a very significant cost to the average Hong Kong income earner and to the corporation.

"For the individual it is 3% increase in tax. If I've been paying 15% then I will be paying 18%. The magnitude of the increase is unheard of in Hong Kong. We have always been talking in terms of about a half percent movement one way or another. But this is 3% on 15%. You lose your cash flow immediately on that 3% because it is withheld.

"It is a very significant cost for the individual as well as for the company.

"Most people on the street have not realised the impact. If the Government announced a 1% increase in salary tax there would be an outcry. This is 3%, not 1%, and I haven't heard any outcry yet.

"Another way to look at it is there is about 2.5 million working population. There are 1.7 million salary tax files. It means 700,000-800,000 of the working population are currently not paying tax. And, in fact, the majority of the salary tax files out of the 1.7 million pay very little tax. The tax collected on one million tax files is very minor.

"Suddenly, there is another 3% slapped on everyone, including the 700,000-800,000 of the workforce not currently paying any tax.

*Q. Will they have to pay the 3% tax?*

Stephen Lau: Yes, of course. It's across-the-board isn't it? We haven't seen the de-

tailed proposal, the detailed rules. But since it is proposed it seems that it will hit across-the-board.

"Employee 3%, employer 3%.

"So now, those currently not paying tax are caught in this. How will they feel about it? It is not a small percentage for them.

Stephen Lau, who is the brother of Legislative Councillor

Emily Lau says: "Now, let's look at the other side, those who are paying quite a lot of tax and not getting a lot of benefit. High income earners, the sandwich class. Suddenly, there's another 3% on them and they ask: What do I get in return?"

*Q. Aren't they expecting relief from tax, not additional taxation?*

Stephen Lau: "Yes, and in a year that is going to be another year of budget surplus. Instead of a budget deficit there's going to probably be a surplus.

"In a year when the expectation is not on tax reduction or, at worst, no change, there is now going to be a sudden heavy increase in taxation.

"I don't know how they will calculate the 3%. Will it be on payroll that includes housing and other things which are not subject to salaries tax? Housing, which is paid in a favourable manner. Will the 3% apply to the overall compensation package?"

"Or, will it be on the salaries take-home pay? I'm not sure. I haven't seen any detailed proposal.

"Clearly, there are more questions that have yet to be addressed on what the 3% is based on.

*Q. You are looking at what the old age pension will cost, not on the humane cause for which the HKD2,000 a month will be given?*

Stephen Lau: "We can look at that, too.

"I'm not objecting for a moment to the obligation of looking after the aged in our community. I'm all for that. How do we do it is another matter.

*Q. What about the firms that have moved into here expecting there was going to be a law making provident funds compulsory and they would set up and*



Stephen Lau.

*service company pension funds? Will they all move out?*

Stephen Lau: "No, I don't see that. These people would probably look at this as a cost of doing business. But, of course, when you calculate all your cost you take into account you office rent, your payroll, etc.

*Q. But they are not going to make it compulsory for a company to have a pension fund?*

Stephen Lau: "They are using this old age pension proposal to replace a Central Provident Fund.

"The difference between this and a CPF is that when I contribute to a CPF I know I'll get something back. I'll get probably more than what I put in, eventually.

"Now imagine a guy who is 22 years leaving college now and works in Hong Kong contributing his 3% for 40 years two things will happen:

No 1 scenario: He may go overseas before 65 years. He may even die before 65 years. Will he get anything back? Answer: Zero, though he's been contributing for 40 years.

No 2 scenario: Someone coming in at the age of 55 years from China, from the US etc., works here for a few years and contributes for that short period. By the time he's 65 he collects his pension.

"Of course, Government may do something to look into these anomalies.

"What other tests are there going to be? Is it only going to be an age test? Or, will there be a residence test? A contribution test? I don't know.

"But for those who are not 65 years, even though they have contributed for a long time — a typical example would be someone who has lived here for all his life and worked for 40-45 years — for whatever reason he's not 65 years he is not going to get anything.

"That is the basic difference from your CPF scenario.

"I'm not saying whether or not it is right or wrong. I am just putting the anomalies.

"Depending on how you structure the rules, most pension funds would give the



contributor his money back. Of course, the contribution would differ according to the length of the service but he would get his money back. But not in this case of this old age pension proposal.

*Q. I lived in Singapore for six years and thought the CPF wasn't such a bad idea.*

Stephen Lau: Because it forced you to save.

*Q. I approved of the loans the CPF gave to buy houses and sums for funerals. etc. But I was a bit surprised to find my money was being invested in a munitions industry together with a company from that peace-loving country, Sweden? And that the product was being sold to places like Burma?*

Stephen Lau: "The Government will have to do something with the money. They can't just sit on it. Whether or not they put the money to proper use is another matter. A lot of it would come in and then go out. There would be current contributions and then pay-outs. When the average age in the community gets older the 3% tax may have to become bigger.

"Let's say the current workforce reduces and the over 65 years population increases. Then the 3% may have to be higher to support the old age pension. There is no guarantee it will always be fixed at 3%.

"Also, in a lot of cases employers will have to pay their employees' contribution. Employees will say they can't afford it and they'll go elsewhere for work if the employers won't agree to pay the employees' contributions.

"So, in certain cases the cost will be transferred to the businesses. It will increase the cost of doing business even beyond the employers' legal contribution. Won't that cause inflation and reduce the company's competitiveness?

"You remember in the past there was very heavy criticism of the wholesale sales tax proposal. Coincidentally, at that time the proposed sales tax was pitched at 3%. There was a lot of outcry from every sector saying it would cause inflation, hardship to the public, etc?

"If you compare this same 3% payroll tax, or whatever you may call it, to the former sales tax proposal, which will have the bigger impact?

"With the sales tax you would not have to pay the tax until you spent money and certainly you would not spend more than your income.

"This current 3% proposal is on both the employees' income and on all businesses as a payroll cost. It means they are taking away money from the individual at the same time as they increase the cost of doing business.

"If I'm running a business and my cost is increased, what do I do? I increase the selling price of my commodity so that I can get back to the same profit margin.

"Would that be inflationary? I haven't

heard of any counter argument on that so far.

"The sales tax proposal was to generate money for the general revenue. The old age pension tax is for a specific purpose. But, if you connect the two you can see the problem.

*Q. Isn't this specific tax hypothecating the revenue which Government used to do with a levy on imports and exports to fund the HKTDC and the hotels tax to fund the HK Tourist Association?*

Stephen Lau: "It's a monthly withholding tax. It is an administrative burden on business.

"What will happen to the expatriates coming in for three and five year terms? They will contribute but they will never see that money. To those in Government or working in the private sector it will just be an extra tax. And sometimes employers will have to bear it where expatriate employees ask for contracts on a tax-free basis.

"I wonder if you have thought of the taxi-drivers' scenario? Remember when taxi-drivers were asked to take out business registrations?

"They claimed at that time they were employees, not self-employed. Now, if they are employees they will be subject to this 3% tax. Their employers, the taxi owners, will also have to pay 3%.

Can you see that happening?

They said they were not doing business. Now they will say they are not employees so they won't have to pay the 3%. Okay, they may have the muscle not to pay. But what will happen when the taxi-driver gets to 65 years? He also will want to collect his old age pension.

What about your Filipina maid? She is an employee. Will she and you both pay 3%. Yet the maids will not be here until they are 65 years. They will not get the money.

Stephen Lau says he's said a lot of negative things about the proposed scheme. He agrees the concept is correct to look after the aged. Nevertheless, he asks is there an urgent need to look after their welfare?

Chinese people look after their parents and have been doing so traditionally. Is there a urgent need to change this and force everyone to contribute 3% instead of the family looking after their own elderly?

He asks is there a need for Government to say: You give me the money and let me look after the elderly for you?

"If we accept we want to look after the elderly, then there are other ways to do it. One area — certain business sectors may not agree — is stamp duty. We have been reducing stamp duty on stock transactions.

"Why?" Stephen Lau asks. "Who asks for the reductions? Of course, it was the securities dealers, stock brokers, etc. Is there a need to reduce stamp duty? Would the

reductions in stamp duty attract investors?

"You probably buy and sell shares. When was the last time you bought shares because the stamp duty was cheap? You buy shares because you think the shares will go up. You buy because you think you are going to make money. Not because you think the stamp duty is cheap.

"I haven't seen anyone buying stocks for the reason that the stamp duty is now .3% instead of .6%. Why reduce stamp duty when there is no real reason to do so? People look at the transaction cost as a package. Not only stamp duty. You look at the broker's commission, other levies and stamp duty, as a whole. You don't isolate that one cost element.

"Compared to stock exchanges in other financial centres, our transaction cost is low and yet we keep on reducing stamp duty. This year the budget will be in surplus again mainly I think because of stamp duty.

"If we don't reduce stamp duty and allocate what is earmarked for reduction to a pensions fund we don't have to collect the 3%," Stephen Lau suggests.

"The numbers can be worked out, I believe. So we can still look after the elderly without affecting.

"Now, the stamp duty is .3% and it was .4% before. Even if you put it back to .4% it is not going to hurt a lot of people. The transaction volume will still be high. Investors come in because the P/E in Hong Kong is low or because they believe there is a future in China. Stamp duty can easily fund the pension scheme for the old.

*Q. That sounds quite constructive?*

Stephen Lau: "You need to think of something constructive. It is easy to criticise.

"I have a lot of thoughts that affect the individual basically: Such as, would the 3% contribution be tax deductible? I don't think so under the current tax law. They may change the law. They may allow it as a deduction.

"If you look at the salary tax section of the Inland Revenue Ordinance you'll find the 3% contribution is not deductible. So the probability is you pay tax on it, too.

Stephen Lau agrees that the public should know a lot more about the Government's old age pension proposal. The articulate, who should know, are the ones who will be hit hardest. Even though the proposed tax is standard, 3% on HKD1 million is a lot more than 3% on HKD10,000.

Stephen Lau says companies that already have pension schemes have employees paying a contribution of 10%. Some employees and employers sometimes even paying 15%.

"You can see the actual impact if let's say it's 10% all round and the employee is also paying 15% tax. And now 3% on top of 25% as well." ■

# Direct investment continuing

## Daiwa Bank director speaks on strategies of Japanese firms in South China

**Y**oshihisa Idesawa, director and general manager of the Hong Kong branch of the Daiwa Bank, was the speaker from the Japanese side at the annual joint lunch on December 8 between the Hong Kong Japanese Chamber of Commerce and Industry (HKJCCI) and the Hong Kong General Chamber of Commerce (HKGCC).

Yoshihisa Idesawa said according to the statistics of the Japan's private sector, direct Japanese investment in Korea and Taiwan is declining but investment in Hong Kong continues to increase though the costs of doing business are higher in Hong Kong than the other two East Asia newly industrialising economies.

It was the Hong General Chamber of Commerce's turn to host the joint lunch and Sham Chellaram, chairman of the

General Chamber's Asia Committee was in the chair. Sixteen General Chamber members and staff attended.

Yoshiaki Ishii, president of the HKJCCI and chairman and managing director of Mitsubishi Corporation (HK) Ltd, led the eight Japanese guests at the joint luncheon, all prominent Japanese businessmen in Hong Kong.

The speaker on the General Chamber's side was its Director, Brig Ian Christie, who said half the world's population is within five hours flying time of Hong Kong and 81% of its mercantile trade is within this region.

Yoshihisa Idesawa gave no figures on Japanese direct investment in Hong Kong but he said Hong Kong continues to be attractive despite the labour shortage and the steep rise in personnel ex-

penses and real estate prices.

He said the main reasons Hong Kong is attractive to overseas businessmen are:

i) There are many attractive business opportunities in Hong Kong.

ii) Each firm can freely engage in its business activities according to its own decisions. A perfect open market has been established.

iii) Corporate tax is only 17.5%.

iv) The infrastructures of transport, communications and information are highly built up.

v) There are many excellent and capable people familiar with international business.

About one-third of direct foreign investment in Hong Kong is Japanese.

Another important attraction is that Hong Kong is performing its important role as the gateway to Mainland China and its huge market. Japanese firms find it useful to employ Hong Kong-born Chinese because of their keen sense of international business and fluency in English, Yoshihisa Idesawa said.

Japanese firms, however, cannot overlook the recent movement which may lead Hong Kong to lose its future economic substance.

Yoshihisa Idesawa cited the brain

## 直接投資有增無減

大和銀行董事分析日資公司在華南的投資策略

**九**三度香港日本人商工會會議所及香港總商會聯合午餐會於十二月八日舉行，日方的講者是香港大和銀行董事兼總經理出沢克久。

出沢克久表示，根據日本私營環節所編的統計數字顯示，日本在韓國及台灣直接投資正在減少，不過，雖然香港的經營成本較韓國及台灣兩個新興工業國為高，但日本在港的直接投資卻不斷增加。

今年的聯合午餐會由香港總商會作東道主，主持人是本會亞洲委員會主席卓拉蘭。本會共派出十六位會員及職員參加。

香港日本人商工會會議所主席(三菱株式會社主席兼董事總經理)石井芳昭率領代表團一行八人來港參加聯合午餐會，代表團成員全是日本工商界知名人士。

港方的講者是本會總裁祈仕德准將。祈仕德准將說，全球一半人口所聚居的地區，距離香港不足五小時航程，而這一半人口的對外商品貿易都在區內進行。

出沢克久並沒有透露日本在港的直接投

資總額，但他強調，雖然香港面對勞工短缺、個人消費及物業價格急升等問題，但仍然是個頗具吸引力的投資地點。

他說，香港的吸引力主要在於：

- (1) 工商業機會多不勝數；
- (2) 公司可自由決定參與何種商業活動，而且香港具備一個完全開放的市場環境；
- (3) 公司利得稅僅為百分之十七點五；
- (4) 運輸、通訊、資訊等基本建設十分完備；
- (5) 熟悉國際業務的人材比比皆是。

外國公司在香港直接投資當中，三分之一來自日本。

香港是進入龐大的中國大陸市場的通道，對外資極為吸引。日本公司很喜歡僱用香港土生土長的華人，因為他們的國際商業觸覺敏銳，而且英語水平甚高。

然而，日本公司對於近日發生的問題，例如人材外流及公司遷冊等，絕不會掉以輕心，因為這些問題可能會影響香港的經濟前景。

但他同時又指出，香港數一數二的華資企業正不斷增加在中國大陸的投資，這點對日本訂定未來發展策略時甚有參考價值。

祈仕德准將說，香港是通往中國龐大消

費市場的門檻，而中國是全球五分之一人口的聚居地，預計在本世紀所餘時間，每年的經濟增長速度會維持在百分之八至百分之九的水平。香港實際上是華南地區的工商業中心。

「本會主席鄭明訓甚至形容香港是『中國的國際事務部門』。

祈仕德准將說：「香港政府過去在房屋、教育、醫療、社會福利等方面一直有不錯的表現，但我們現時所憂慮的，是政府及不斷擴大的立法局可能會對不干預政策採取口惠而實不至的態度，甚至漸漸偏離。

「我們憂慮香港會逐漸傾向於採取干預及社會福利政策，亦即將財政預算開支的緩急次序本末倒置。

「環顧世界其他國家，凡是政府作出過份干預、實行高稅率政策或者國內勞工成本高企的，對外貿易的競爭力必定非常薄弱，英國、瑞典、德國、美國、加拿大、澳洲、新西蘭便是其中一些好例子。

「我們不希望香港為了同樣原因而掉進痛苦的經濟衰退的深谷，假如真的是這樣，將是對本港的一大諷刺，因為上述國家剛剛吸取了教訓，深切明白到福利社會所帶來的惡果。」





**Sham Chellaram welcomes the Japanese Deputy Consul General, Ken Shimanouchi, and HKJCCI guests.**

卓拉蘭歡迎日本駐港首席領事島內憲及眾位來自香港日本人商工會議所的嘉賓



**Yoshihisa Idesawa.**

出沢克久



**Yoshiaka Ishii, president of the HKJCCI thanks the host Chamber.**

香港日本人商工會議所主席石井芳昭  
向午餐會主持人致謝



**Brig Ian Christie.**

新仕德准將

drain and Hong Kong firms moving the domicile of their holding companies. But he also pointed out prominent Hong Kong Chinese conglomerates has begun to increase their huge long-term investment in China. This movement provided Japanese firms with useful information in discussing their future strategies.

Brig Christie said Hong Kong is the gateway to a consumer market in China of one fifth of the world's population whose economy is set to grow 8-9% for the rest of the century. The territory already accounts for 20% of China's GDP. Effectively, Hong Kong is the business centre for Southern China.

"Paul Cheng, my Chairman, describes it as, 'the International Division of China Inc.,'" Brig Christie said.

He said: "In the past the Government has done a good job of providing the necessary housing, education, medical and welfare services for the community. Our worry now is that the Government, and increasing Legco, may be paying lip service to the principle of non-interference, whilst steadily nibbling away at the edges.

"We fear they are straying increasingly toward interventionist and social welfare policies. Or, in other words, they are taking what used to be at the bottom of budget speeches, for instance, and

putting it at the top.

He said: "The world abounds with examples of economies whose high levels of government intervention, high tax regimes and high labour costs have rendered them uncompetitive internationally. The UK, Sweden, Germany, USA, Canada, Australia, New Zealand spring to mind.

"We do not want Hong Kong to suffer the same painful recessionary experiences for the same causes. It is ironic at a time when these countries appear to be learning the lessons of state intervention and the consequences of over-generous social welfare, that Hong Kong may be sliding into the same trap." ■

# Chamber mission

Members aim to promote direct business links and closer economic ties

The Asia Committee organised the Chamber's first goodwill and business mission to visit Kaohsiung, Tainan, Changhua and Taichung from 14-18 November 1993. It comprised 10 members and was managed by Connie Hui Chung-ying.

Connie says in her report the aim was to establish closer economic ties and to promote direct business links with these cities in central and southern Taiwan. A number of business appointments were arranged for the delegates.

In recent years the economic relationship between Hong Kong and Taiwan has strengthened substantially. Total trade in the first eight months of 1993 amounted to USD13.3 billion, a 24% increase on the same period of 1992. As direct trade and investment in China is restricted by the Taiwanese Government, Hong Kong has thus become an important gateway



The delegation at the Tainan Municipal Government office.  
代表團參觀台南市政府辦公室

## 本會代表團訪問台灣

所到之處，均獲熱情接待

去年十一月十四日至十八日，亞洲委員會組織本會首個友好商務代表團訪問高雄、台南、彰化及台中等城市。代表團共有十位成員，負責統籌工作的是國際事務部副經理許仲瑩。

許仲瑩於總結報告中指出，代表團此行旨在與台灣中部及南部的城市建立更密切的經濟關係，以及促進直接商業聯繫。代表團成員獲得安排多個商務約會。

最近數年，香港與台灣之間的經濟關係大大增強，一九九三年頭八個月，兩地貿易總額達到一百三十三億美元，較九二年同期增加了百分之二十四。由於台灣政府禁止台商與中國大陸直接通商，香港成為了台商拓展大陸市場的重要媒介。

不過，雖然台南市場巨大，但大部分港商只活躍於台北，對台中、台南地區的重要工業興趣不大。這些城市的工業發展，其實與台北的不相伯仲。

### 高雄市

代表團獲得對外貿易發展協會高雄市辦事處代表到機場迎接。

本會代表團曾經拜訪高雄市商業會、高

雄市工業會及高雄市進出口商業同業公會，並與高雄市市長吳敦義共進午餐。吳氏當時正在忙於進行競選活動。

其後，對外貿易發展協會為代表團安排了三十多個商務約會，地點是進出口商業同業公會的會址。

許仲瑩於報告中指出，高雄市是台灣第二大城市，人口一百四十萬，主要工業包括拆船、煉油、化工、塑膠、金屬等，約有一成半人口從事初級農業生產，三成半從事工業生產，其餘五成從事服務業。

### 台南市

代表團參觀台南市進出口同業公會後，與台南市政府主任秘書兼副市長會晤，對外貿易發展協會為代表團安排了超過十五個商務約會。

許仲瑩說，台南是台灣歷史最悠久的城市，人口六十五萬，主要輕工業計有成衣、電氣設備、機械用具等。該市於一九九二年與香港的貿易總額達三千七百萬新台幣，香港是台南市繼美國後第二大市場。

### 彰化及台中

彰化縣直屬大台中管轄，人口一千一百萬。台中本身的人口約八十萬。代表團拜訪彰化縣商業會，參觀彰化港口，並與對外貿易發展協會台中市辦事處代表共進晚餐。

台中港口的首期工程於一九八三年完成，共有二十九個總共可供二百五十艘五十噸級漁船停泊的深水碼頭及設施。第二期工程主要是根據國家經濟發展規劃，增建商業及工業設施。

代表團與台中市政府主任兼副市長會晤，參觀台中世界貿易中心，並且參加了二十二個商務約會。

許仲瑩於報告中指出，代表團所到之處，均獲熱情接待。對外貿易發展協會所安排的行程非常緊密，而且所有商務約會都非常有用。

代表團的訪台日期，距離台灣縣市選舉僅僅一個星期。

代表團與台灣當地商會代表舉行會議時獲悉，台灣商界普遍對於他們在港的投資在九七年後會否獲得保障及能否調走感到憂慮。他們又表示希望簡化簽證手續。

代表團建議將訪問台中及台南的活動定為每兩年舉行一次。





Delegation leader, Mrs Maria Chung, and her deputy Andrew Yuen exchanged souvenirs with executive directors of Changhua Hsien Chamber of Commerce, Chang Chin-po and J S Ku (centre).

代表團團長張黃荔韶、副團長袁耀全與彰化縣商業會常務理事張清波、顧熾松(中)交換紀念品

for Taiwanese businessmen to develop business connections with the Mainland.

However, most Hong Kong businessmen are only active in Taipei, despite the size of Taiwan. Some of the most important industrial cities located in central and southern Taiwan have attracted little Hong Kong interest. Yet these cities are industrially as strong as Taipei.

### Kaohsiung

The delegation was met at the airport by staff from the local office of the China External Trade Development Council (CETRA).

The Chamber delegation from Hong Kong visited the Kaohsiung Chamber of Commerce, the Kaohsiung Chamber of Industry and the Kaohsiung Importers' and Exporters' Association. These bodies took the delegation to lunch where they met Mr Wu Den-yih, the Mayor of Kaohsiung, though he was busy electioneering.

Afterwards more than 30 business appointments were arranged by CETRA at the premises of the Importers' and Exporters' Association.

Kaohsiung, says Connie Hui in her report, is Taiwan's second biggest city of 1.4 million. Industries include shipbreaking, oil refining, bio-chemistry, plastics and metals. About 15% of the population work



Shamson Zeall and Ben Kong meet the Mayor of Kaohsiung, Wu Den-yih (centre).

蕭國興、江保明與高雄市長吳敦義會面



Huang Ying-xtong, chairman of Kaohsiung Chamber of Commerce.

高雄市商業會會長黃英雄





**Cheng Liang-ying, vice president of the Taichung World Trade Centre, briefed the delegation.**

台中世界貿易中心  
副總經理鄭良瑩  
向代表團致辭

in the primary agriculture sector and another 35% are in the industrial sector. The remaining 50% are in service industries.

**Tainan**

The Chamber delegation met the Secretary General and Deputy Mayor of Tainan, following a call on the Tainan Importers' and Exporters' Association. More than 15 appointments were arranged by CETRA.

Tainan, says Connie Hui, is Taiwan's oldest city with a population of 650,000. It has light industries such as garments, electrical machinery, and mechanical appliances. It's trade in 1992 totalled NTD37.3 million with Hong Kong, which was Tainan's second biggest market after the US.

**Changhua and Taichung**

Changhua is administered by Greater Taichung with a population of 11.3 mil-



lion. Taichung itself has a population of 800,000, says Connie Hui. The delegation visited and lunched with the Changhua Chamber of Industries, toured the port, met the Chamber of Commerce and dined with CETRA Taichung office staff.

Taichung port, the first phase of which was built in 1983, has 29 deep water wharves and facilities for 250 50-ton class fishing vessels. The second phase plans for expansion of the commercial and industrial facilities in accordance with national economic development.

The delegation met the Secretary General and Deputy Mayor of Taichung, visited the Taichung World Trade Centre and completed 22 business appointments.

Connie Hui, said the delegation was warmly received everywhere. CETRA arranged an efficient programme of appointments but not necessarily always with the right people.

The delegation's visit was just one week before the municipal and county mayors' elections.

In the meetings with local chambers, Taiwanese business interests said they were worried their capital investments in Hong Kong could not be protected nor transferred after 1997.

They wanted easier visas. The delegation recommended making the visit to central and southern Taiwan in future on a biannual basis. ■

**Delegates in business appointments arranged by CETRA in Taichung.**

對外貿易發展協會於台中為代表團成員安排商務約會

**The delegation with the Tainan Importers' and Exporters' Association.**

代表團與台南市  
進出口同業公會  
代表合照





# Removing restrictive practices

Attorney General praises HKCSI for airing problems in public

The Secretary General of the Hong Kong Coalition of Service Industries (HKCSI), Dr W K Chan, after a Saturday morning of public discussion on the quality of our legal services, said he was writing to the Law Society, Bar Association and the Attorney General proposing to set up an informal working party to find common ground for removing restrictive legal practices.

The Saturday morning public discussion was in a seminar on December 4 organised by the HKCSI and the Hong Kong General Chamber of Commerce.

Speakers were Patrick Sherrington and Donald Yap from the Law Society, Ms Gladys Li from the Bar Association, John Griffiths (a former Attorney General speaking personally) and Ian Robinson, a partner in Ernst and Young speaking for the users of legal professional services. The moderator was Anthony Griffiths, chairman of the HKCSI Profes-

Part of the audience participating in the seminar.

研討會部分聽眾



sional Services Committee.

Dr Chan said afterwards that despite the apparent disagreement between barristers and solicitors, the discussion in the seminar showed there was in fact quite a lot of common ground between the two. For example, both sides agree that there are some restrictive practices where some changes should be made and that the public should be involved.

"There seems to be an evolving consensus that the dual-counsel rule should be made non-obligatory," Dr Chan said.

"The barristers and solicitors have been disagreeing over the question of fusion for a long time. It seems fusion is not

likely to happen but the status quo will not be maintained either.

"In order that the matter be continually pursued constructively, it is beneficial for third party organisations, like the CSI, to be involved."

Jeremy Matthew, Hong Kong's current Attorney General attended the seminar. He congratulated the HKCSI for organising the seminar and especially because the discussion was held in public.

He suggested barristers and solicitors attempt to find commonalities on removing restrictive practices.

He said there needs to be a joint effort in improving the quality of legal services,

## 取銷執業限制

律政司對於香港服務業聯盟發起公開討論有關問題表示欣賞

香港服務業聯盟秘書長陳偉羣博士於十二月四日早上出席一個以法律服務質素為題的研討會後表示，他準備致函香港律師會、香港大律師公會及律政司，建議成立非正式工作小組，研究如何放寬律師執業的限制。

當日的研討會由香港服務業聯盟及香港總商會聯合主辦。

研討會講者包括香港律師會代表葉天養、蕭寧頓、香港大律師公會代表李志喜、前律政司祈理士、安永會計師事務所合夥人羅賓信，後者從使用者的角度討論專業法律服務。研討會的主持人是香港服務業聯盟專業服務委員會主席祈雅理。

陳偉羣博士於會後表示，雖然訟務及事務律師在應否消除限制性執業規定方面明顯意見分歧，但從研討會的討論可見，他們其實有頗多共識。舉例說，兩方面都贊成保留部分現有限制性規定，但同意作出一些改革，而且公眾人士應獲准參與。

他說：「看來他們已逐漸達成共識，雙重代表律師的規定應改為非強制性的。」

「長久以來，訟務及事務律師一直就應否統一專業律師制度意見分歧，看來專業律師制度不會統一，但也不會維持不變。」

「為了繼續有建設性地跟進這件事，有需要由一個局外機構，例如香港服務業聯盟介入。」

現任律政司馬富善當日亦有應邀出席，他對香港服務業聯盟舉辦這個研討會表示歡迎，他特別贊成公開討論有關問題。

他建議訟務律師和事務律師就應否消除限制性執業規定問題試圖達成共識。

他說，香港確實需要改善法律服務的質素，舉例說，「兜客」的情況就需要杜絕。

馬富善說，公眾人士應該獲准參與例如釐定法律服務收費機制等工作。

羅賓信認為司法部門應該考慮採用錄音設備記錄法庭審判過程，以節省時間及金錢，馬富善對此亦表贊成，但他同時指出，有關當局需要研究技術上的可行性。

蕭寧頓於會上提出幾項具體建議，他深信這些建議對公眾有利，而且可確保大眾日後可以更容易地獲得收費合理的法律服務：

「第一，我建議取銷雙重代表律師的規定，並且確認訟務律師出庭時不一定需要事務律師陪同。

「第二，事務律師的出庭權亦獲擴大。

「第三，部分不合時宜的古老儀式應予取銷。現時律師實在給人有點難得一見的感覺，很多人覺得訟務律師比事務律師更加遠離羣眾，這個說法不無道理。我建議取銷配戴假髮的規定，同時在法庭上使用較淺白的語言。

「第四，我建議改革現時的法律顧問收費制度。事務律師通常按所需時間根據收費表收費，但傳統上訟務律師是按出庭次數收費的，即使案件提早獲得解決，可以處理其他工作，仍會收取全部或部分費用。這種雙重收費制度極不公平。

「第五，我認為市民應該有權直接接觸律師，管他是事務或訟務律師。」



**The panel at HKCSI's "Legally Speaking" Seminar (from left): John Griffiths, Gladys Li, Anthony Griffiths (moderator), Patrick Sherrington, Donald Yap and Ian Robinson.**

圖為出席法律服務質素研討會的講者(左起): 祈理士、李志喜、祈雅理(主持人)、蕭寧頓、葉天養、羅賓信

for example work is required on the elimination of touts.

Jeremy Matthew said there was a good case for the public to be involved in discussion on such matters as the mechanism of deciding legal fees.

He agreed with Ian Robinson (for the users) that the Judiciary should consider tape-recording court proceedings to save time and costs but the technicalities needed also to be looked at.

Patrick Sherrington summarised concrete proposals that he believed would benefit the public and help ensure that legal services become more accessible, more affordable and more acceptable in the world of the 21st Century:

"First, I would say let us abolish the two-counsel rule and recognise, too, that there is not always a need for a barrister to be attended in court by a solicitor...

"Secondly, I would say that rights of audience for solicitors should be extended...

"Thirdly, I would suggest that some of the unnecessary panoply and formality associated with the practice of law in centuries gone by should be removed. Lawyers are too inaccessible and it is probably true as a general statement that barristers are perceived as more remote from the public than solicitors. I would favour therefore the abolition of wig-wearing and the use of plainer language...

"Fourthly, I would suggest that the system of fees presently charged by counsel, should be reformed. Solicitors usually proceed on the basis of published charging rates and charge fees on the basis of time expended. Barristers traditionally charge a brief fee for a court appearance which is an all-encompassing fee and is designed to include an element of commitment so that some or all is payable even if a case is settled and the barrister can obtain other work to fill his diary. Such double recovery is unconscionable...

"Fifthly, I would suggest that there be direct access for clients to the lawyer of their choice, be he or she a solicitor or barrister.

Patrick Sherrington said in his view these changes would bring benefits to the

Bar, the solicitors' profession and to the public. So far as the Bar is concerned, they would be allowed unrestricted access to clients without having to go through solicitors, thereby helping rid society of the problem of touting, especially in criminal work but at the same time they would be allowed to retain their independence as sole practitioners if they so wished.

"So far as solicitors are concerned, there would be greater flexibility for them to practice. They would be relieved of the burden of having unnecessarily attending court when counsel is instructed...

Patrick Sherrington said finally, from the public's point of view there would be a free choice of advocate and an abolition of some of the restrictive practices which currently operate, thereby allowing market forces to operate in the provision of legal services as in most other fields with a potential saving in costs.

Gladys Li gave some statistics for 1991. She said 476,690 cases were heard in Magistrates' Courts in which 16,234 sentences of imprisonment were passed and more than 500,000 fines imposed with 1007 magisterial appeals to the High Court. Fifteen hundred and thirty persons were tried in the District Court. In all these cases solicitors could appear without briefing a barrister.

In that same year 525 persons were tried in the High Court and there were 5581 criminal appeals and reviews of sentences in the Court of Appeal.

Gladys Li said the reality is that the vast majority of solicitors choose not to appear in court when they have rights of audience preferring to instruct a barrister instead.

She said this means that the theoretical choice of the consumer whether to use two lawyers or one is in practice reduced by the limited number of solicitors who are prepared to appear in court.

And it immediately becomes apparent that the structural change which the Law Society is proposing is highly unlikely to change the situation where an overwhelming number of lawyers, who

can appear as advocates, choose not to do so.

Gladys Li said if the relationship between solicitor and barrister functioned properly there was no duplication of services. She gave reasons why a divided profession is in the interests of the public:

- Independence and objectivity: The barrister is not affiliated to or associated with any particular commercial or other interest.

- Availability: As the barrister is not associated with any particular firm he is accessible and available to all potential clients on the same terms through any firm of solicitors. He is unlikely to be embarrassed by conflicts of interest.

- Informed choice: The lay client is advised in his choice of advocate by his solicitor. He can be directed toward the specialist where specialist advice is required.

- Competence: The barrister is able to concentrate on litigation and advocacy. Competence is fostered by competition at the Bar, regular appearances in court and the knowledge that your skills or lack of them will quickly be apparent to your peers, etc.

- Cost-effectiveness: The Law Society acknowledges that there are circumstances in which instructing a barrister would produce lower costs for the client.

On the future, Gladys Li said there was no room for complacency. The Bar is considering changes such as direct referrals by other professionals such as accountants and surveyors. The Bar is also looking to relax the rule requiring solicitors' attendance in Court.

Ian Robinson told the seminar: "I personally believe there is a good argument for direct access to counsel particularly for business people and professionals who, though they are not lawyers, are experienced in legal issues and should have the right to brief counsel. Specialists in such areas as tax and insolvency should also qualify.

"I am not suggesting that these people would use this facility at all times. As experienced people they should generally know when it is appropriate to do so. It would certainly help speed up advice and eliminate unnecessary cost.

Ian Robertson said: "A lot has been written and said about lawyers and counsel becoming a fused profession. In most countries this has been in place for years.

"I am not suggesting that the two professions should fuse but that some of the archaic rules and regulations should either be changed or relaxed, e.g. the two-counsel rule.



"It's the clients who pay the bills and more attention should be made of their wishes and demands and also the public need. The question of direct access to counsel, counsel's fee arrangements (rates, brief fees, etc.) and more accountability for their actions are also areas that should be closely examined."

Ian Robinson said: There will always be a need for good advocates and counsel in specialist areas. This can only result in even higher standards and quality."

Finally he advised from his long experience: "Use all information available to you in order to select the right person for the assignment and you should receive value for money services."

The following points were made in discussion on the speakers' papers:

• Susan Liang, a solicitor: She said the major issue was about costs. Legal costs were unrealistically high. Changes should come to the present structure and

蕭寧頓認為，這些改革對訟務律師、事務律師和社會大眾都會有利。就訟務律師而言，市民可毋須透過事務律師便可與他們接觸，這做法可避免所謂「兜客」的情況，特別是在刑事案件方面。

「事務律師方面，他們可獲更大的執業彈性，而且毋須不必要地陪同負責辯護的代表律師出庭。」

蕭寧頓說，從市民大眾的角度看，他們可獲更多選擇，讓市場機制釐定法律服務收費，最終可能會節省不少開支。

李志喜說，在一九九一年全年，裁判法院共審理四十七萬六千六百九十宗案件，其中一萬六千二百三十四宗的被告被判入獄，超過五十萬人被判罰款；裁判法院審理的案件中，一千零七宗上訴至高等法院，一千五百三十名被告需要轉介地方法院受審，這些案件中，所有事務律師都可自行出庭而毋須由訟務律師代表被告。

同年，共有五百二十五人於高等法院受審，而上訴法院共處理五千五百八十一宗涉及刑事罪行的上訴及覆核判刑的申請。

李志喜說，現實的情況，是雖然事務律師有權代表被告出庭，但大部分都寧願委託訟務律師替被告辯護。

她解釋，換句話說，消費者原本可以選擇聘請一位或是兩位律師出庭，但由願意出庭的事務律師實際上並不多，他們選擇的自然減少。

因此，香港律師會所建議的制度轉變，相信沒法扭轉具備辯護律師資格的律師不願出庭的情況。

她說，只要事務律師和訟務律師各司其職，根本不會出現服務重疊的情況。她列舉出一些理由，證明律師分工對公眾人士是有利的：

「獨立及客觀：訟務律師不會涉及任何商業或其他利益。

the legal profession should be prepared for them. She called the two-counsel rule untenable and suggested solicitors display their hourly rates conspicuously. She thought the Advocacy Institute set up by the Law Society was a positive training move.

• John Griffiths, a barrister: He said he regretted the Law Society had resisted foreign lawyers practising in Hong Kong and that the Bar had resisted juniors from other jurisdictions as these would have helped to keep costs down.

• Donald Yap/Patrick Sherrington from the Law Society: There were restrictions on foreign lawyers but the issue is now basically over. They agreed with John Griffiths' sentiment that qualified foreign lawyers should be allowed in Hong Kong.

• Gladys Li: Suggested the Small Claims Tribunal might be open to claims of higher value for speedier results.

Anthony Griffiths concluded the semi-

「易於聘用：由於訟務律師不會和任何律師行掛勾，因此，任何客戶有需要時，都可透過任何事務律師以劃一的條件加以聘用。訟務律師不會由於利益衝突而感到左右為難。

「知所選擇：事務律師會給予客戶意見，幫助他選擇適合的辯護律師，並會於有需要幫助他取得專家意見。

「確保能力：訟務律師可專注處理訴訟及辯護工作，此外，由於存在同業競爭，而且需要經常出庭，訟務律師的專長及缺點很快便展露無遺，這點有助提高訟務律師的質素。

「節省開支：律師會亦承認，在某些情況下，聘用訟務律師的費用可能會較為便宜。」

談到這行業的前景，李志喜說，香港大律師公會正考慮容許其他專業人士，例如會計師及測量師直接轉介。此外，該會亦正研究放寬事務律師出庭的限制。

羅賓信於研討會上指出：「我相信支持直接聘請代表律師的理由十分充份，尤其是商界及專業人士，雖然他們並不是律師，但對法律問題經驗豐富，應有權直接向代表律師講解案情。一些在稅務及破產問題方面有專長的人亦應有資格直接聘請代表律師。

「我並不是說，上述人士每次都會直接聘請代表律師，他們經驗豐富，當知應該怎樣做才是適當。但要是容許他們直接聘請代表律師，肯定可以快一點獲得所需專業意見，而且免除一些無謂的開支。

「很多人已經就事務律師和訟務律師合併問題發表意見，而大部分國家都已在多年前實行合併制度。

「我並不是說兩類專業人士應該合併，但業內某些古老的規則應予改變或放寬，雙重代表律師的規定便是一例。

「客戶付出金錢，他們的意願及需要自

nar by saying he hoped he would not be too bold by saying the HKCSI would be prepared to assist both sides to try to take this matter forward.

"That said, I am extremely obliged to everybody sitting here at the table for giving of their time this morning, for speaking and I believe that having this debate, or discussion in public — it was far more a discussion than a debate — has enabled people to come together. I think the sad point about this morning is that the business community is under represented. The real truth about the issues here are not criminal law but commercial law.

"Until the user demands what the user wants then practices will go on whichever way the provider wishes to provide them. It is up to the user — the business community — to say, Enough! The provider should not be allowed to get away with any excuse, such as its a protected profession, it's a monopoly, etc." ■

然應該受到照顧。應否准許直接聘請代表律師、代表律師收費制度(定價、談話費等等)、代表律師應否對本身行為負上更大責任等問題，都應仔細研究。」

他總結說：「盡量利用所得的資料，選擇一個最適合的代表律師，這樣才可獲得物有所值的服務。」

以下是與會者所提出的一些意見：

梁素娟(事務律師)：她認為最大的問題是收費，現時的法律服務收費極高，實有需要作出一些改革，業內人士應有心理準備。她形容現行的雙重代表律師規定是沒有理據支持的，她建議事務律師應列明每小時的收費。

祈理士(訟務律師)：他對香港律師會反對外地律師在港執業及香港大律師公會反對其他司法權區經驗較淺的訟務律師來港執業表示遺憾。容許其他司法權區資歷較淺的訟務律師來港執業，相信會有助降低法律服務收費。

葉天義/蕭寧頓(香港律師會)：過去香港曾經限制外地律師來港執業，但這個問題現時已基本獲得解決。兩人同意祈理士的建議，容許外地律師來港執業。

李志喜：她建議小額錢債審裁處提高索償限額，加快案件審理的速度。

祈雅理總結說，他希望香港服務業聯盟可協助雙方繼續跟進這個問題。

「我非常感謝各位講者在百忙中抽空參加今早舉行的研討會，這次討論令大家有機會聚首一堂，唯一有點可惜的，是參加研討會的工商界代表不多。事實上，最受這個問題所影響的，其實是商業法例而不是刑事法例。

「假如用家不提出要求，就只得讓提供服務者按自己的意願提供服務，作為用家的工商界，當然有權提出反對意見，而提供服務者絕不應以任何藉口推卸責任。」 ■

# Businesses “down under” seek China ties

Minister claims Aussie push for RHQ business will not compete directly with Hong Kong

Australian businesses are now looking to China as both a potential production base and an expanding market for exports, according to the country's Special Minister of State, Mr Frank Walker.

Mr Walker visited the Chamber late last year while on a trip around Asia to promote Australia's major cities as likely sites for the regional headquarters (RHQs) for multi-national companies.

He stressed that Australia was not in direct competition with Hong Kong for the RHQs business because the two economies offer quite different advantages to international businesses.

Instead, Mr Walker suggested the two economies are complementary as RHQ sites with any company intent on business with China and the immediate region likely to choose Hong Kong.

But he said many of the changes which have occurred in the Australian economy in the last decade made the country an attractive site for businesses operating in the Asia-Pacific.

He cited Australia's advantages as a RHQ site as low inflation and interest

rates, modest executive salaries and office accommodation costs and good telecommunications infrastructure.

Mr Walker said the country is becoming more attractive to foreign investors because of its reduced cost base, lower dollar and new global competitiveness.

There has been a real reduction of six per cent in Australian wages over the last

decade and labour productivity has increased substantially.

The country has also reduced industrial unrest through the wages “accord” with the Union movement and the amalgamation of Unions to avoid demarcation disputes within industries.

He said that under legislation before the Australian Parliament businesses will be able to enter into “enterprise agreements” with their employees to set wage and other benefit packages.

Mr Walker said Australians had proved

Special Minister of State, Frank Walker and Robert Savage, Second Vice Chairman of the Chamber.

澳洲特別國務部長沃克、本會第二副主席邵偉志



## 澳新積極拓展對華貿易

澳洲特別國務部長認為，雖然澳洲致力發展成為亞太區商業總部中心，但不會與香港直接競爭

澳洲特別國務部長沃克表示，澳洲商界視中國為一個潛在生產基地及不斷擴大的出口市場。

沃克去年底曾周遊亞洲列國，宣傳在澳洲主要城市設立跨國企業區域總部的優點。期間他曾親訪本會。

他強調，澳洲不會在吸引跨國企業設立亞太區總部方面與香港直接競爭，因為兩地所具備的優勢其實是截然不同的。

相反，他建議兩地攜手合作，互補對方不足之處，因為任何有意與從事對華貿易的公司，都會選擇例如香港等鄰近中國的地方設立據點。

不過他補充，過去十年，澳洲經濟出現了很多轉變，令到該國成為了亞太區企業設立區域總部的理想地點。

舉例說，澳洲通脹及利率偏低，行政人員薪金、辦公室成本不高，電訊基建良好。

沃克續稱，對外國投資者來說，澳洲由於經營成本低、幣值穩定、競爭力日益改善，吸引力愈來愈高。

過去十年，澳洲工人的實質工資下降了百分之六，但生產力卻大幅增加。

此外，由於資方已就工人工資與工會達成協議，加上很多工會相繼合併，在同一行業內出現劃界糾紛的機會大減，現時工業行動的次數較以往少得多了。

他說，根據法例，公司可與僱員簽訂「企業協議」，訂明工資及其他福利條件。

澳洲人在發展產品方面極具創意，但卻不擅於進行市務推廣，特別在亞洲區。不

過，現時澳洲公司已日漸著重拓展亞洲市場。

他說，澳洲政府鼓勵國內公司出口往亞洲，特別是在高科技、高增值產品方面，例如複雜改造製成品。

澳洲透過由政府、工會及商界代表組成的國家投資委員會大力促進國內外投資。

沃克的職位是特別國務部長，直接向總理基廷、國庫部長(財政部長)杜金斯負責。

他的職責範圍包括掌管國家投資委員會的運作。委員會成立的宗旨，是拓展澳洲的工商業機會，包括吸引跨國企業到澳洲設立區域總部。

沃克是資深的工黨議員，曾歷任新南威爾斯政府多個部長職位，後來轉往聯邦國會服務。

隨同沃克到訪的尚有他的高級顧問迪根、澳洲庫務部投資促進及分析組主任珀塞



themselves to be good inventors, but not good marketers, especially in Asia.

But he claimed this is now changing with the increased emphasis the marketing aspects of selling goods into Asian markets.

He said the Government is encouraging exports to Asia, especially of higher technology, higher valued-added goods such as elaborately transformed manufactured articles.

These are providing a valuable addition to the country's traditional export base in agricultural and mineral commodities, and foodstuffs.

Through the new National Investment Council, which includes Government, Trade Union and Business representatives, the country is also actively encouraging domestic and foreign investment.

As Australia's Special Minister of State, Mr Walker works directly with the Prime Minister, Mr Paul Keating, and the Treasurer (Finance Minister), Mr Ralph Willis.

He has operational responsibility for the country's National Investment Council which was established especially to promote business opportunities in Australia, including RHQs.

A long time labor politician, he held several Ministerial portfolios in the New South Wales State Government before moving to the Federal Parliament two elections ago.

He visited the Chamber with his senior adviser, Mr Michael Deegan, the director of the Investment Promotion and Analysis section of the Australian Treasury, Mr David Purcell.

Also accompanying the Minister were the deputy Australian Consul, Mr Garth Hunt and the Consulate's invest-

ment councillor, Mr Chia Yenon.

The Chamber meeting was chaired by second vice chairman, Mr Robert Savage.

Latest Australian figures show the country's exports to Asia, especially manufactured products, picking up substantially.

In the 1992-93 financial year (the Australian financial year runs from July 1 to June 30), exports to Hong Kong and China were up 23 per cent and 56 per cent respectively over two years earlier.

Total exports to Taiwan were up a more modest 6 per cent, but exports of manufactures and processed primary

products were substantially ahead for all three economies.

In the case of Hong Kong, for example, the Australian figures show exports of unprocessed primary products over the two year period up 11 per cent and processed products up 30 per cent.

The performance for the manufacturing sector was even stronger with exports of simply transformed manufactures to Hong Kong up 65 per cent and elaborately transformed manufactures up 41 per cent.

For China, unprocessed primary products were up a creditable 39 per cent, but processed primary products soared 201 per cent, simply transformed manufactures rose 121 per cent and elaborately transformed manufactures 128 per cent.

And for Taiwan, unprocessed primary products were up 7 per cent, processed up 10 per cent; simply transformed manufactures up 23 per cent and elaborately transformed 18 per cent higher.

Hong Kong's own trade statistics confirm the fast growth of trade with Australia, including a more rapid growth of imports from "down under" than exports to Australia.

This has meant that the Hong Kong trade surplus with Australia has narrowed in recent years.

In the eight months to August this year, Hong Kong exported \$8.65 billion worth of goods to Australia, up 6.8 per cent from the \$8.1 billion exported in the same period of last year.

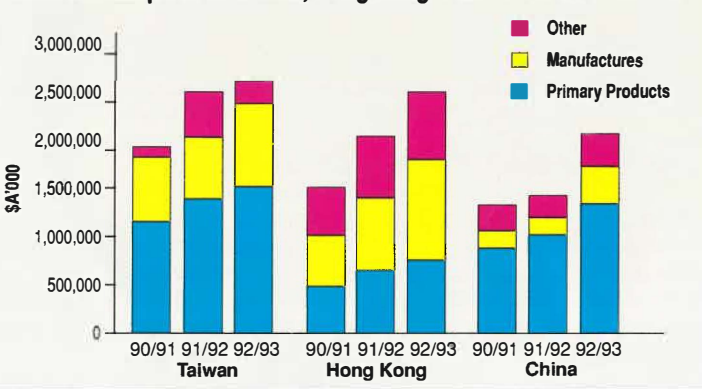
But the territory imported from Australia \$6.8 billion worth of goods, up 28.3 per cent on the previous year's \$5.3 billion.



Frank Walker explains to the meeting Australia is not in competition with Hong Kong for regional headquarters of multinationals.

沃克於會議上解釋，澳洲不會在吸引跨國企業設立亞太區總部方面與香港競爭

Australian Exports to Taiwan, Hong Kong & China 1990/91-1992/93



爾、澳洲駐港副總領事韓德、投資服務總監謝銓安。

本會第二副主席邵偉志為他們主持接待會議。

最新的數字顯示，澳洲輸往亞洲的出口產品，特別是製成品，近年大幅增加。

在一九九二至九三年財政年度(澳洲的財政年度由七月一日至六月三十日)，澳洲輸往香港及中國的出口貨物比過去兩年分別增加了百分之二十三和百分之五十六。

雖然澳洲對台灣的總出口只微升百分之六，但輸往中港台三地的製成品及加工初級產品卻大幅增加。

以香港為例，根據澳洲本身編整的數據

顯示，過去兩年，未加工的初級產品上升了百分之十一，而加工產品更急升了百分之三十。

製造業的表現更為突出，輸往香港的簡單改造製成品激增百分之六十五，複雜改造製成品亦增加百分之四十一。

對華貿易方面，未加工初級產品的增幅為百分之三十九，而加工初級產品的增幅則達百分之二百零一。簡單及複雜改造製成品的增幅分別達到百分之一百二十一及百分之一百二十八。

對台貿易方面，未加工初級產品微升百分之七，加工初級產品上升百分之十。簡單及複雜改造製成品的增幅分別為百分之二十

三及百分之十八。

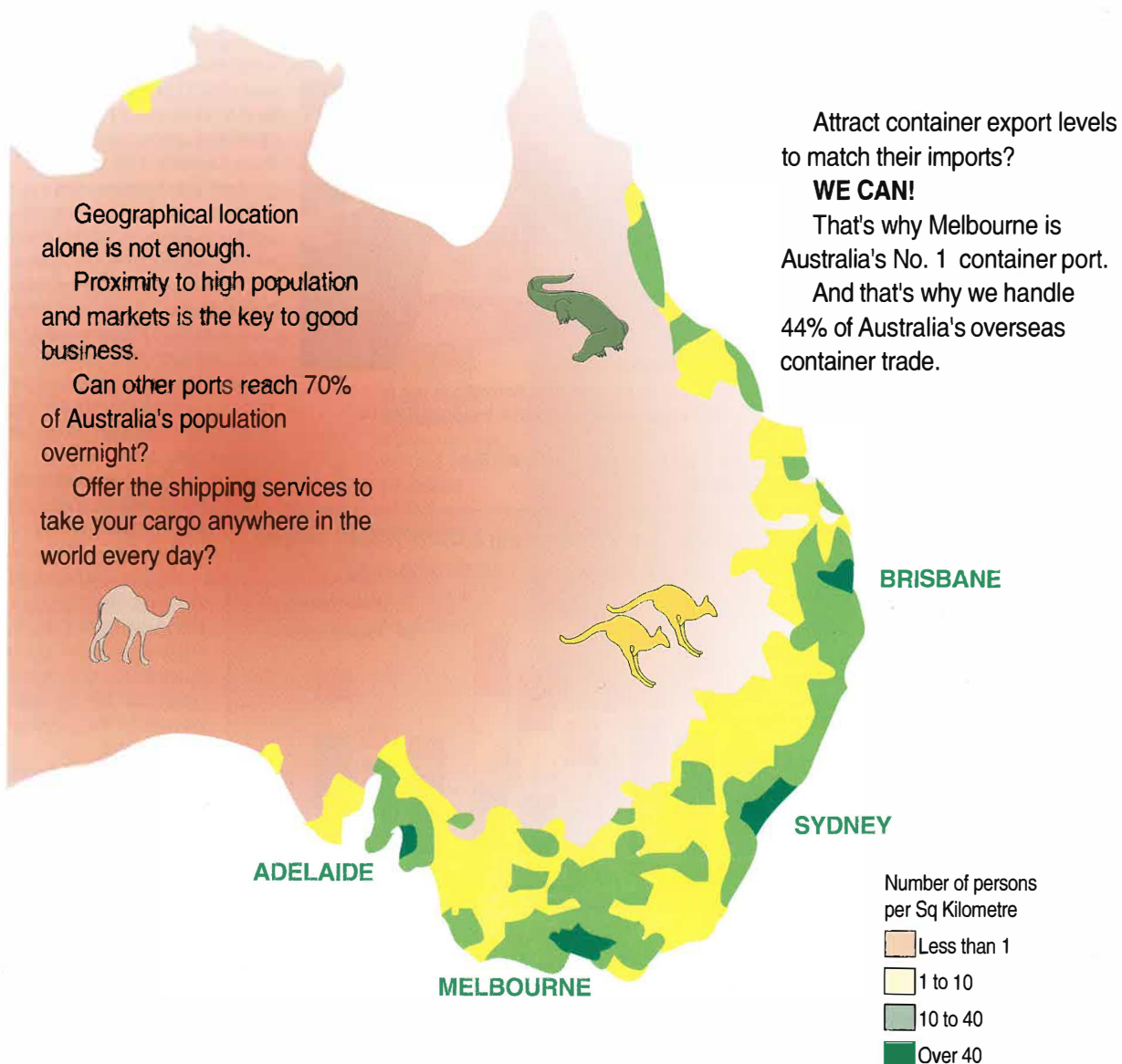
香港本身的貿易數字證實，香港與澳洲的貿易增長迅速，但其中從澳洲及新西蘭地區的進口貿易，增長速度較輸往澳洲的出口為高。

換句話說，近年香港對澳洲的貿易盈餘正在減少。

截至今年八月為止，香港輸往澳洲的出口貨品總值八十六億五千萬元，較去年同期的八十一億元增加了百分之六點八。

同一期間，從澳洲進口的貨品，總值由五十三億元急升至六十八億元。

# WHY IS AUSTRALIA'S TOP PORT AT THE BOTTOM OF AUSTRALIA?



**MELBOURNE**  
AUSTRALIA'S WORLD PORT

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# The uncompetitive now have a future

Australia Consul General speaks of the ultimate benefits of the painful years of restructuring

**A**ustralia is now coming out of the bottom of several very painful years of restructuring its economy. Even industries which a few years ago were thought to be completely uncompetitive, now have a future with the help of a lower Australian dollar, says Jocelyn Chey, Australian Consul General in Hong Kong.

"For instance, in Australia's own textiles, clothing and footwear industries there are areas where Australian manufacturers are competitive and are developing exports which you wouldn't have credited say five years ago," says Jocelyn Chey.

"I'm thinking of one particular Sydney-based company which has got manufacturing capacity for quality lingerie. It is exporting to America orders which Hong Kong manufacturers are not interested in picking up because in this case the Americans want a very wide range of sizes, colours and styles.

"This is not the sort of thing you do in China where the minimum order tends to be very large. But now it can be done from an Australian base."

*Q. Can you tell me the name of the company?*

Jocelyn Chey: "Yes, but it's just one example. I'm thinking of a company called, Lynmaid. It's got a Hong Kong connection because the family who run it have the surname, Lin.

"I was down there for the first National Trade and Investment Outlook Conference in November with two manufacturing delegates from Hong Kong. One morning we had free time I took the delegates shopping in Melbourne and I can tell you they were very attracted by the quality and price of good quality Woolmark merino wool jumpers. And they actually bought some to bring back to their families for Christmas."

Jocelyn Chey, who is married to a Hong Kong Chinese businessman, says for a little over two years, the Australian economy has been recovering from recession. The pace of recovery so far has been moderate. But in late 1993 many economic indicators have been more encouraging.

"Commentators are revising upward their forecasts of growth in output, investment and employment. They are revising downward their forecasts of inflation, and the current account deficit. Employment growth, rising profits and sturdy trade performance underpin the improved outlook," she says.

Conditions are favourable for further improvement in Australia's domestic economy and its international transactions, Jocelyn Chey says for the benefit of Hong Kong businessmen who are interested. Some have lived there, got Australian passports and have returned to Hong Kong where business is booming by comparison.

Now Australian inflation and interest rates remain low. Productivity and international competitiveness have improved.

Jocelyn Chey says the key policy challenge is to lift economic growth sufficiently to reduce Australia's stubborn high unemployment rate while avoiding a deterioration in Australia's external accounts."

"Real output is growing at a little over 3% a year — stronger than was forecast in the 1993-94 budget and well above the OECD average (a little over 1%).

"Among the main contributors to growth in the first two years of recovery were public consumption and public investment, private consumption and private investment in dwellings.

"Recent statistics suggest that private expenditure is taking over from public expenditure as a source of growth. The Commonwealth Government has announced its intention of winding back by 1996-97 the fiscal stimulus of recent years. Its budget deficit then should be reduced to 1% of GDP.

"Private consumption has been subdued recently. But consumer expectations are strong and there should be some stimulus from recent income tax cuts and employment growth," says Jocelyn Chey.

Investment in dwellings is thought to be approaching a peak and its contribution to output growth in the coming year will probably be more modest.

Investment in equipment is showing

some pick-up and should make a rising contribution to growth.

Investment in non-dwelling construction is at or near a trough. It may make a small contribution to growth in the next year or so.

Inflation remains subdued (a little over 2% a year). It is one of the lowest rates in the OECD and is below the OECD average.

"The inflationary expectations of both households and businesses have fallen sharply. Though inflation is forecast to rise a little under 3% through 1994-95 and over 3% in 1994-95, Australia should retain much of the gain in competitiveness it has achieved through the depreciation of its real exchange rates.

"The labour market is showing signs of improvement. Employment has grown around 100,000 in the last three months. The rate of job creation is appreciably stronger than most commentators were forecasting earlier in 1993.

"Recent surveys of vacancies and hiring intentions suggest that job creation will continue and accelerate somewhat in 1994. But improved employment prospects are attracting more people into the labour force and the unemployment rate remains stubbornly high (around 11%). Most commentators expect the unemployment rate to remain about 10% in 1994.

"The level of Australia's foreign debt and its ratio of debt to output has continued to rise. But at the same time Australia's capacity to service the interest bill has continued to improve. The ratio of interest payments to exports is now at its lowest level since 1884-85, reflecting both lower interest rates and sturdy growth in export earnings."

Jocelyn Chey says the economic activity of some of Australia's major trading partners, especially Japan and Western Europe, remains subdued and world commodity prices remain weak.

"Nevertheless, Australia's exports trend continues to grow by about AUD70 million a month. Exports are at record levels. Imports are growing around AUD50 million a month. Net exports, which did much to sustain output during the recession, have not contributed to nor detracted from growth recently.

"The prospects are that they can con-

# HK is Australia's 7th export market

**B**ob Jennings, Senior Trade Commissioner in Hong Kong, runs Austrade, a separate Australian statutory body working with the Australian Consulate General but not reporting directly to it.

He describes Hong Kong as a very attractive market for Australia.

Bob Jennings says: "It is a very open market with very few tariffs. It is a very affluent market. Its a market of six million people who have a high average income. And it now has at least seven million tourists every year.

"It is a very popular market for Australians to try to increase their exports. But it is also a very competitive market for the same reasons. So that's why more and more Australians are coming here.

"There are some 300 Australian companies with a presence in Hong Kong. In the Hong Kong Australian Chamber of Commerce there are more than 1,000 members. There is a great deal of Australian interest here and that has its affect.

"A new factor in recent years is, of course, the dramatic economic growth in China. Something like 70-80% of Hong Kong's total imports are subsequently re-exported and that represents trade through Hong Kong into China and trade from China through Hong Kong to the world.

"There have been many Australia joint ventures."

*Q. How many, do you know?*

Bob Jennings: "There are said to be several hundred joint ventures either in the pipeline or up-and-running. There are

a lot up-and-running, so it is a very significant development.

"Our advice to a lot of Australian companies is that rather than setting up manufacturing in China you might want to trade into China. One way to look at it very carefully is to trade with an Hong Kong partner, who can then handle the cultural, language and all the other differences that exist in China."

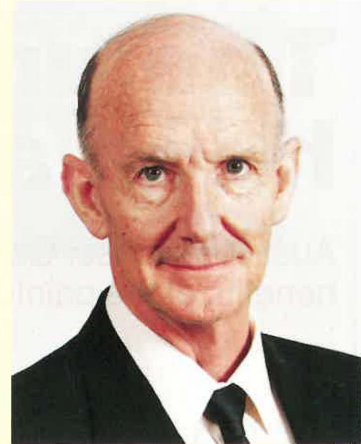
Bob Jennings gives The Bulletin a copy of a booklet which overviews the trade relationship:

## OVERVIEW

Hong Kong is:

- Strategically located at the hub of north Asian market - which accounts for

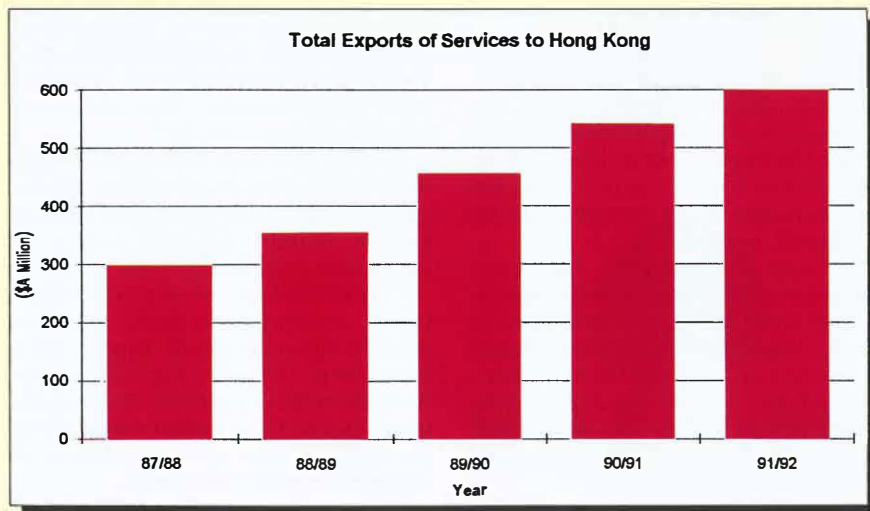
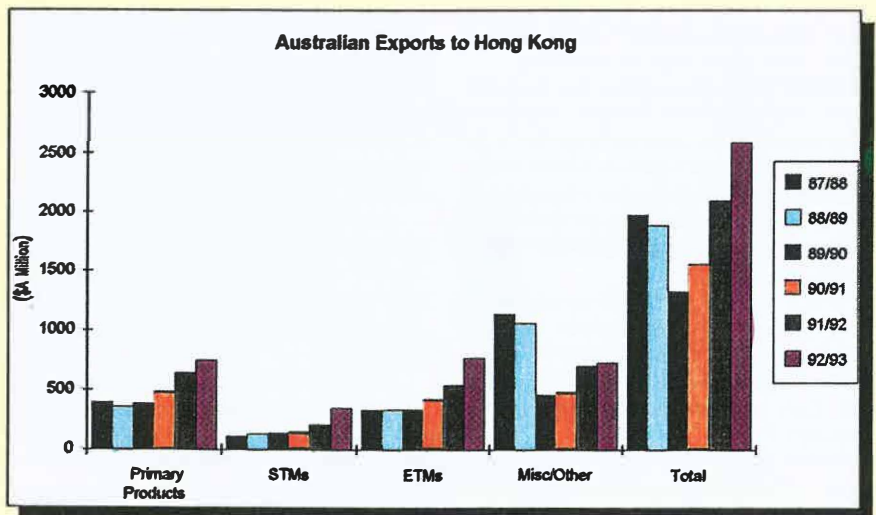
Bob Jennings.



over 40% of Australia's total exports.

- Australia's 7th largest market, with exports totalling \$A2,593million in 1992/93.

- Australia's 11th largest market for primary products accounting for a total of \$A747 million in 1992/93.



- A large Australian market for manufactured goods (S.T.M.s & E.T.M.s) with sales of \$A1,115 million in 1992/93:

- S.T.M.s to Hong Kong increased by 66% year on year

- E.T.M.s increased by 41% year on year

- A market whose ranking is highly susceptible to changes in gold imports e.g. total exports fell 30% between 1988/89 and 1989/90 due to a 57% fall in exports of gold. Excluding gold, exports were up from \$A923 million in 1987/88 to \$A1,926 million in 1992/93 - a growth of 109% in 5 years.

## SERVICES EXPORTS

Australia's 5th largest market for export services at \$A599 million (in year 1991/92)-a comfortable annual growth of



### Australia Exports to Hong Kong 1987/88-92/93

A\$ Million

	87/88	88/89	89/90	90/91	91/92	92/93
<b>Primary Products</b>						
Unprocessed	252	224	232	303	459	508
Processed	142	134	153	184	183	239
<b>Simply Transformed</b>	112	133	141	155	210	347
Manufactures						
<b>Elaborately Transformed</b>	335	336	338	428	545	768
Manufactures						
<b>Miscellaneous/Other</b>	1,136	1,061	462	489	707	731
<b>Total</b>	1,977	1,888	1,326	1,559	2,104	2,593

### Australia Major Export Markets 1987/88-92/93

A\$ Million

Export Markets	87/88	88/89	89/90	90/91	91/92	92/93
Japan	10,672	11,840	12,781	14,376	14,589	15,194
USA	4,676	4,422	5,426	5,777	5,221	4,926
Singapore	2,182	2,219	2,616	2,768	3,189	3,789
Korea, Rep.	1,782	2,183	2,700	3,237	3,374	3,971
New Zealand	1,166	1,481	1,985	2,544	2,826	3,359
Taiwan	1,385	1,567	1,821	1,962	2,537	2,676
Hong Kong	1,977	1,888	1,326	1,559	2,104	2,593
United Kingdom	1,771	1,522	1,736	1,779	1,930	2,393
China	1,277	1,209	1,171	1,347	1,457	2,269
Indonesia	595	748	1,030	1,462	1,635	1,704

SOURCE: "Composition of trade Australia" - Department of Foreign Affairs & Trade

### Australia Major Export Items to Hong Kong 1987/88-92/93

A\$ Million

Item	87/88	88/89	89/90	90/91	91/92	92/93
<b>Primary Products</b>						
<b>Unprocessed</b>						
• Crustaceans & Molluscs	35	35	47	52	71	116
• Fruit & nuts	20	15	17	20	38	36
• Wool, incl tops	21	23	30	21	66	100
• Coal	110	102	99	157	191	179
<b>Processed</b>						
• Bovine meat	26	17	18	17	17	25
• Milk & cream milk product (excl butter & cheese)	16	14	20	30	29	17
<b>Simply Transformed Manufactures</b>						
• Pearls, prec & semi prec stones	23	31	42	50	70	76
• Aluminium	45	60	50	55	60	99
• Zinc	20	27	31	30	40	51
<b>Elaborately Transformed Manufactures</b>						
• Medicinal & pharmaceutical products, medicaments	17	20	3	8	12	10
• Photo & cinematographic supplies	69	34	18	26	28	73
<b>Miscellaneous/Other</b>						
• Gold	1,054	967	411	432	625	666

SOURCE: "Composition of Trade Australia" - Department of Foreign Affairs & Trade

### Australia Imports from Hong Kong 1987/92/93

A\$ Million	87/88	88/89	89/90	90/91	91/92	92/93
Total Imports	845	892	847	741	792	798

tribute to growth in 1994 or soon after provided that there is a pick-up in global economic activity and there is not too great a spill-over of domestic demand into imports."

Jocelyn Chey says in recent years the composition and direction of Australia's trade have both diversified noticeably. These favourable trends continued in 1992-93:

- Export volumes grew by 5%, outstripping growth in both domestic output and world trade.

- The total value of merchandise exports grew by about 9.5%. Exports of manufactures grew much more strongly (almost 17%) and elaborately transformed manufactures even stronger (almost 23%).

- The value of exports to OECD countries grew about 1.75%; exports to South-east Asia 18%, exports to North Asia (excluding Japan) 21.5%; and exports to Oceania by 14.5%.

Jocelyn Chey says the shift toward high-value-added products and a dynamic Asia have underpinned Australia's sturdy trade performance. Part of the shift, especially since the late 1980s has reflected cyclical influences such as subdued demand among OECD trading partners.

"But much of the shift is structural and has been underpinned by policy measures that have opened Australia to more international competition and have improved the flexibility of the Australian product."

Jocelyn Chey says there are signs that weak commodity prices are coming to an end. I think that the agreement to sign at the GATT Uruguay Round will have direct implications for the Australian economy.

"I think Australia can tell the world, restructuring is painful but it brings benefits in the end."

The Consulate General thinks there are now about 20,000 Australians in Hong Kong. The estimate is a little more than the official figure. But the Consulate base their figure on the 5,000 who turned out to vote last March in the last Australian Federal election. Jocelyn Chey figures the voters must have been about a quarter of all the Australians, including wives and children in the territory.

She says she thinks Hong Kong companies have an important role to play with Australian companies in identifying the markets for Australian equipment and foodstuffs exported to China. There is a demand for all kinds of goods and services which is much greater than Hong Kong demand alone.

Investment into Australia is another area where there is a very important role for Hong Kong. There are companies in Australia interested in trading with China that would find it useful to have a Hong

**Australian Major Import Items from Hong Kong 1987/88-92/93**

A\$ Million

Item	87/88	88/89	89/90	90/91	91/92	92/93
Parts & accessories for ADP & office machinery	10	16	28	40	61	79
Printed matter	58	68	65	58	69	68
Cathode valves, tubes; semi-conductors, etc	49	51	28	23	30	55
Articles of plastics, nes	45	54	54	49	51	43
Cotton fabrics, woven	92	62	54	41	42	42
ADP machinery	42	63	46	50	59	40
Watches and clocks	26	34	28	28	34	34
Clothing	45	40	45	33	39	31
Baby carriages	41	34	24	17	16	20
Jewellery & articles of precious metals	15	17	16	19	17	19

SOURCE: "Composition of Trade Australia" - Department of Foreign Affairs & Trade

15% for the past 5 years.

Source: Central Statistics Section, Department of Foreign Affairs and Trade

**EDUCATION-HK STUDENT VISAS**

• Hong Kong is Australia's largest source of full fee formal courses.

• Hong Kong is among the largest education markets in North Asia.

• A 20% decline in visas issued in 1992 compared to 1991.

- Factors affecting the drop include:-  
- More tertiary places available in Hong Kong; opening of 3rd university.

- More students have Australian permanent residence status.

- Increased confidence in Hong Kong's future.

Source: Relevant consultants in Hong Kong

**TOURISM**

• Tourism from Hong Kong is another growing export for Australia.

• 109,464 Hong Kong tourists visited Australia in 1992, representing a growth of 7% relative to 1991.

• On the other hand, 247,271 Australian visitors arrived in Hong Kong in 1992, up by 12% compared with 1991.

Source: Hong Kong Tourist Association

**INVESTMENT**

• Hong Kong's total investment in Australia as at 30.6.92 was \$A10,666 million, an increase of 14% over 1991.

• Australia's 4th largest source of foreign investment as at 30.6.92 (after U.S., Japan, U.K.).

• Major Hong Kong investors in Australia include:

- Jardine Pacific (Food Services, Car Dealing, Property, Insurance)
- Dairy Farm (Franklins Supermarkets)
- Polytek Engineering (Engineering)
- Morning Star (Hotels)
- Hutchison (Telecommunications)
- New World Development, through Ramada International (Hotels)
- Swire, through HAECO (ASTA Aircraft Services)

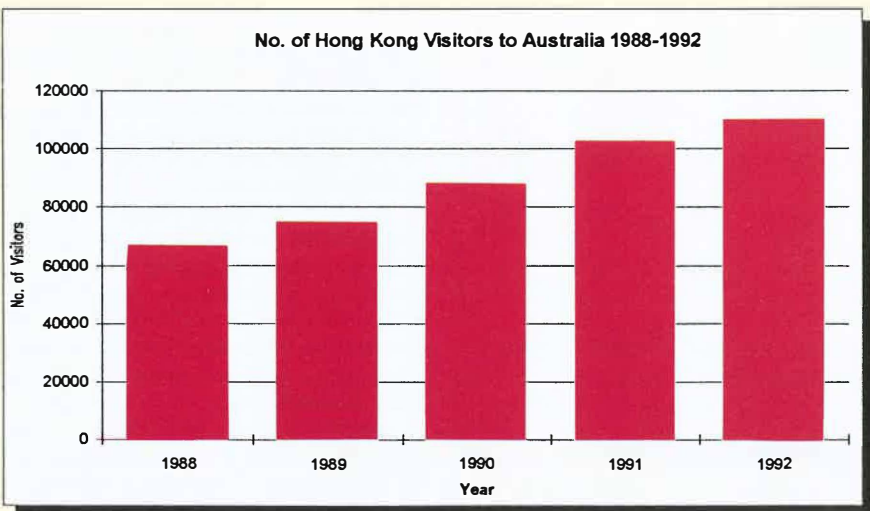
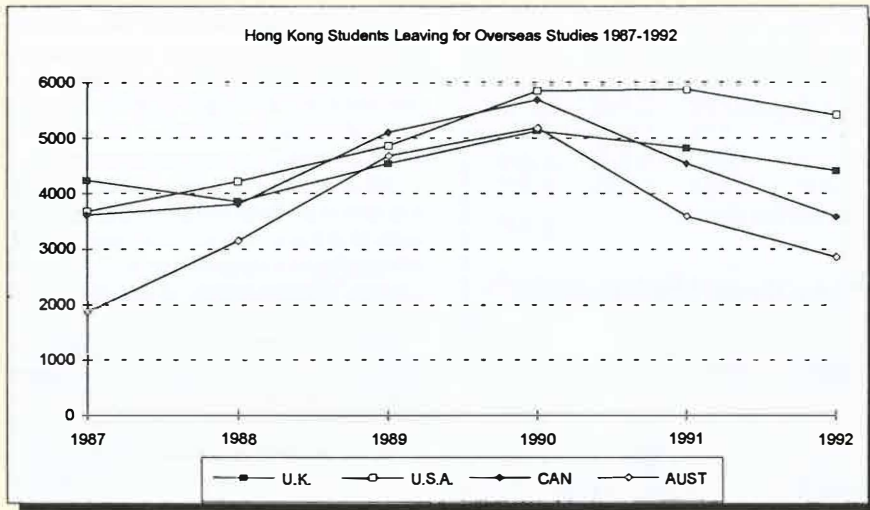
Source: "Foreign Investment, Australia"

• Hong Kong is Australia's 5th largest destination for foreign investment accounting for a total of \$A4,563 million as at 30.6.92. An increase of 15% relative to 1991.

• Major Australian investors in Hong Kong include:

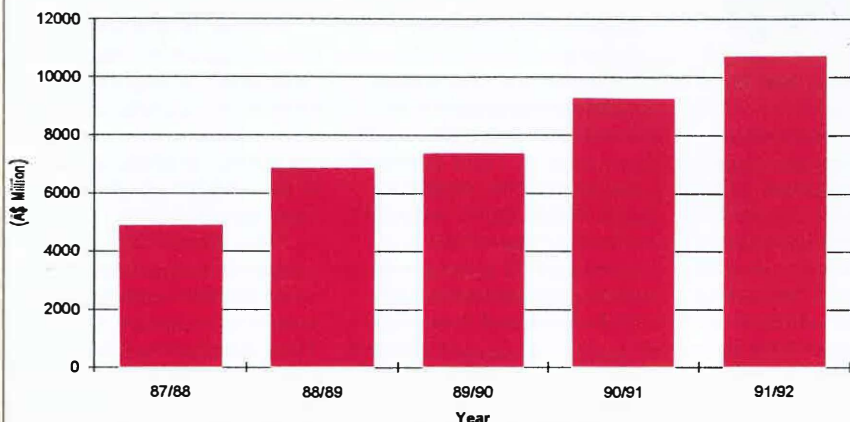
- National Mutual (Insurance)
- BHP (Trading & Steel Fabrication)
- Pioneer (Concrete Supply)
- Leighton (Building)
- Datacraft (Communications)
- The Four Major Australian Banks

Source: "Foreign Investment, Australia" ■

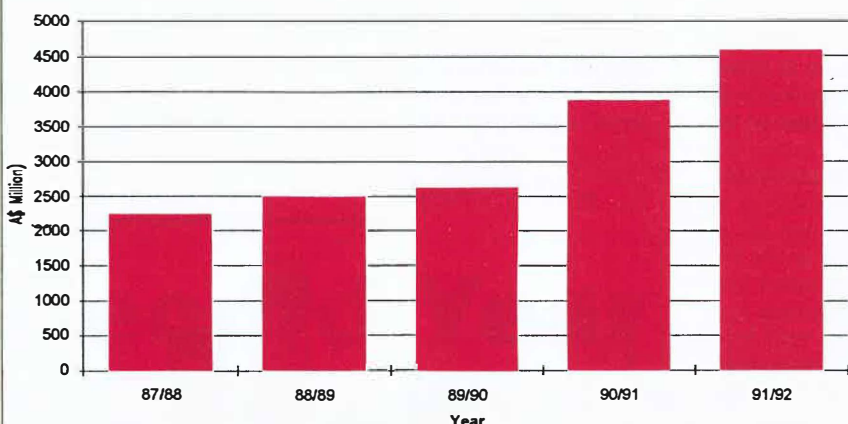




Hong Kong Investment in Australia (Cumulative)



Australian Investment in Hong Kong (Cumulative)



Kong partner to fully develop the market potential.

If there are companies interested in doing this kind of business, Austrade has a list of projects, Jocelyn Chey says. They have appointed a Investment Commission in Hong Kong.

"There are also a lot of Hong Kong companies interested in diversifying their range of business.

"Australia falls into a category of a country that has a sound, financial and economic base, oriented toward doing business in this part of the world, and therefore there are a lot of opportunities for Hong Kong companies to develop this potential," the Australian Consul-General says.

Australia is also publicising its advantages as a regional headquarters for companies interested in doing business with China and this region. But the companies

would not necessarily be Hong Kong companies. They were more likely to be American or European companies. Some of them are presently operating out of Hong Kong. (See also Frank Walker on RHQ business).

The latest example of a company that has taken that decision is Data General, the big American computer firm.

"The development of communication technology is going to provide good facilities in Australia for a whole range of information based services, such as banking, finance or even in the future I can see publishing being done on line from Australia," says Jocelyn Chey.

Publishing text-books, etc is still one of Hong Kong's exports to Australia.

"We have opened up our markets to a whole range of imports and we have a programme for seven or eight years now of progressive reduction of tariffs." ■

## 上接13頁

「很可惜，全球消費者的力量分散，他們不會集結力量。工業界懂得團結，農業界懂得團結，紡織及成衣業懂得團結，唯獨是消費者不懂得。

「結果，他們在保護主義者的魔爪下身受其害。」

## 亞太經合組織

苗學禮說，由澳洲、新西蘭、部分東南亞及南美國家所組成的凱恩斯集團，對烏拉圭回合較早階段的談判舉足輕重，假如這些產糖國家不同心合力烏拉圭回合談判大概只會達成美國和歐共體之間的雙邊協議。

「這些例如凱恩斯集團等組織真正為多邊貿易而奮鬥。」

問：但是，亞太區經濟合作組織卻採取不同的態度？

苗學禮：「亞太經合組織的其中一件令人鼓舞的消息，就是所有成員國的經濟都增長迅速。經濟成績理想，自信心自然增加。假如你和他們談判，要求他們開放亞太區貿易，他們會很有信心地和你磋商，甚至果敢地作出決策。

「然而，關貿總協定的情況就不一樣，因為成員國的經濟發展各有不同，有的成員國的經濟甚至出現倒退，與他們談判進展會較為緩慢。現時亞太區經濟合作組織和關貿總協定之間肯定互有影響。

「這點從西雅圖會議的其中一份部長聯合聲明更可以看到。部分亞太經合組織的成員國和關貿總協定合力施壓，為同一目標而努力。

「亞太經合組織所有成員國都反對美國的金融服務建議，這點令我感到十分高興。

「兩個組織將繼續互相合作，但我相信，亞太經合組織不會像北美或歐洲單一市場一樣，朝著自由貿易或自由市場方向轉變。

「西雅圖會議發出了一項非常明確的訊息，每個國家都應揚棄官僚主義，以及歐美鼓吹的有條件自由貿易制度。

「在上述兩個情況下，『自由貿易』一詞經過立法後，結果都會限制而不是開放貿易。

「這樣的法例只會規定不得做甚麼，而不是可以做甚麼。

「亞太經合組織每個成員國都會說，大家要開放貿易，但要基於自主及公開的原則。這樣做對我們有利，但我們需要公開地進行，無論在亞太經合組織之內或之外亦應如是。

「烏拉圭回合談判的過程可說是慘無人道，因為整個談判隊伍每天只有四小時睡眠時間。」 ■

# Migrant visa applications show a big drop

**T**ony Maguire, Senior immigration officer and Todd Frew, Consul Immigration in the Australian Consulate General answer The Bulletin's questions:

On the topic of emigration to Australia generally they say that all immigration from Hong Kong at the moment is on the decline.

"Application rates are dropping. All migrant countries are noticing a sharp decrease in the level of applications.

*Q. You wouldn't notice that from all the people waiting in the room outside?*

Todd Frew: "What you see are applicants for visitors' visas who want to go down for Christmas. From now until about February or March is our busy time of year for visas. We are experiencing about 30% growth on a per annum basis for visitor visa applications.

Later he explains short holiday tours to Queensland have developed with direct flights to that Australian State. Holidaymakers who want to see a crocodile, etc."

Todd Frew says: "The peak year for migrant applications in Hong Kong — I am talking about the region Hong Kong, Taiwan and Macau — was 1989-90 and the Australian official year is from July 1 - June 30. In that year we received nearly 16,000 applications for migration. The following year, 1990-91, was nearly 13,000, 1991-92, 6,800, 1992-93, 3,469.

"The drop is quite obvious from these figures. I don't have projections at the moment for 1993-94."

Todd Frew explains there are two streams in talking about migration: Namely, applications received and visas issued. The visas issued are usually a year after

the applications are received.

"In 1989-90 we issued about 7,850 migrant visas for Hong Kong, Taiwan and Macau. 1990-91 was our biggest year when we issued 20,186. In 1991-92 we issued 16,338 and 1992-93 we issued 7,134 which is a drop of more than 50% on the preceding year.

"I haven't got the projections for what visas will be issued for 1993-94, but it will be something like last year."

Todd Frew says Australia has a range of different categories for migration. About 78% of the 1992-93 caseload has been in categories that can be described as of economic benefit to Australia.

It includes concessional families where there is a family component but still a skills component in the issue. Over recent years the majority on a percentage basis almost every year has been independent migration but 1992-93 didn't live up to that.

"There is now tending to be a shift from independent migration of skilled people to family migration. We know it as chain migration and it is because many people have settled in Australia since the late 1980s and they are now sponsoring their family or extended family.

"So whatever happens in Hong Kong there is bound to be an extension to the family migration categories — an increase in family migration as opposed to skills.

"The applications have declined we believe because of the increasing confidence in the economy of Hong Kong and the perceived poor economic conditions in Australia. Other countries subscribe to that view as well.

"On the business migration front: The business migration programme was wound up in 1992 due to pressure from the Australian media. It was found in political circles that in the business migration programme there was an element of selling of visas and there was no guarantee people given visas were in fact doing what they said they were going to do.

"So in July, 1991, the scheme was wound up and in February 1992 it was replaced with a new category, the business skills category.

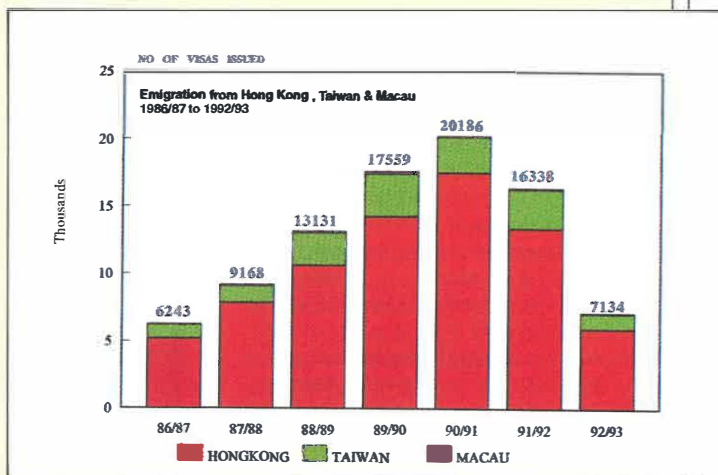
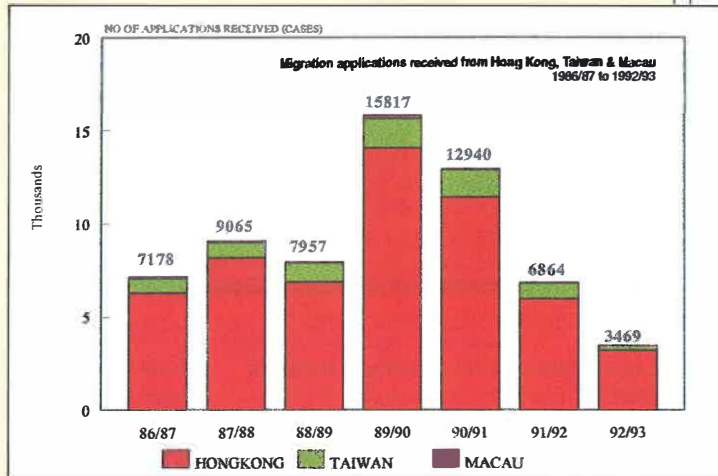
"The business migration programme operated successfully for many years and the numbers were enormous. In 1991-92 we

would have done about 2,000 out of this place. It used to be in the order of 2,000 a year.

"Then, it stopped and was replaced by the business skills category. This year it will still look quite reasonable in size because we are still processing some of the old business migration category.

"But the business skills category is experiencing a very modest application rate. It is improving slowly. The criteria are substantially different to the business migration category. They focus very sharply on business skills rather than equity.

Tony Maguire says the basic difference between the business migration programme and the business skills category is that under business migration Australia looked for people who had a background in business and a certain amount of





capital to inject into Australia to establish a business. The criteria were not sharply focused thus looking at applicants was in very general terms that made assessment easier. Thus the number of successful applicants was greater.

"The current business skills category outlines a number of criteria that have to be met. The criteria concentrate on a range of things such as active management in business, a given level of equity in a given business in a given period of time — generally four years — a history of successful trading in the businesses they have been operating. The results of a points test measures applicants against a range of factors like turnover in the business, number of employees in the business and their particular age and their language ability. The current category concentrates more on the English language and net personal assets.

"The points test requires

an applicant to have a minimum score of 105 to be successful. The application rates are nowhere in the same vicinity as they were under the business migration programme.

Tony Maguire says: "We attribute this is a number of factors:

- A general downturn in migration out of Hong Kong.
- A booming economic environment in Hong Kong.
- A perception that things aren't going as well in Australia.
- A number of returning Hong Kong migrants from Australia and from other countries are influencing people in Hong Kong that now is not a good time to move and business conditions are difficult in other parts of the world.

Tony Maguire says: "It all adds up as far as we can see to the reduced application rate but in the longer term we are in no position to determine whether or not the decline will continue or

we'll see large application surges — probably nowhere near as great as in the late 1980s and early 1990s.

"Certainly business confidence is a large factor and we remain of the view that should confidence in the region decline markedly we would see an application rate that increases.

Todd Frew says: "By way of indication in 1989-90 we issued 6,389 business migrant visas — and it is to be remembered that's man, woman and child, not 6,000-odd principal applicants. And in 1990-91 we issued 4,636 and in 1991-92, 4,060.

"I haven't got 1992-93 but I think about 1,800 was the rough figure.

"There is definite evidence that the current business skills category is perceived to be more difficult than the old scheme and that probably is a correct perception.

"But we would have to say it has raised the quality

and the calibre of the applicants approved for business migrant entry to Australia. At the same time you can't take it in isolation from the fact Australia's economic conditions are perceived as poor compared with booming economic conditions in Hong Kong and Southern China.

"It is not only Australia that has suffered a decline in business migration or any other category. Everyone is experiencing a decline and a lot of it, we in the industry believe, is due to increased confidence in Hong Kong.

"What will happen in the future, who can say? The Hang Seng Index, we always say, is a good barometer of emigration trends. When the Hang Seng is high, immigration application rates are low. Or, when the Hang Seng crashes, then applications soar.

The Australian Immigration Office in Hong Kong is the biggest Australian office overseas. ■

# Record Year

## Melbourne handles nearly 50% of Australia's container trade

**M**elbourne handles nearly 50% of Australia's container trade. 1992/93 was a record year for the Port of Melbourne. Total trade was 25.2 million revenue tonnes, a growth of some 7.6 per cent over the previous year and container throughput grew 8.8 per cent to 733,000 TEUs. These results saw Melbourne retain its position as Australia's leading container and general cargo port.

Melbourne handles 44 per cent of Australia's overseas container trade, almost double the volume of containers of Adelaide, Brisbane and Fremantle combined.

Melbourne's waterfront is a changed place. The increased trade reflects a growing confidence in the port's ability to meet shippers needs and the changes taking place at the Port clearly demonstrate the port community's commitment to meet customers needs.

Today most port services such as pilotage, towage, stevedoring, storage and transport are operated by private enterprise and the port is continuing to move towards its objective - becoming a landlord port authority and trade facilitator, whilst retaining responsibility for determining longterm land use and development in the port.

Waterfront reform has shown results at Melbourne. Over the past four years the average number of hours of vessels at berth has dropped by 37 per cent. Container handling rates at the port are among the best in Australia and better than many overseas ports, making it one of the efficient ports in the world.

The Authority has adopted a more flexible approach to land leasing which has attracted approximately \$200 million of long-term private investment in the port, which guarantees the continuation of the provision of superior facilities and

services which not only meet user needs but also minimise the total system cost of shipping cargo.

The development of Swanson Dock East from a common user terminal to a single container terminal by Australian Stevedores, exemplifies the Authority's refined role, and will see private investment of approximately \$170 million over the period of the 21 year lease.

The formation of the large internationally competitive terminal and the doubling of its capacity of 700,000 TEUs per annum offer economies of scale providing substantial cost benefits for importers and exporters.

It is not only private industry that is investing in the port. The Federal Government has allocated \$115 million to standardise the rail line to Adelaide. \$20 million will be spent upgrading the South Dynon rail freight terminal adjacent to the port lifting annual throughput by 50,000 containers to 300,000. This money will cover Stage One of the project over the next two years, and is part of a long term upgrading plan worth \$47 million.

\$5 million is being spent to build a direct road connection from the rail freight terminal to Swanson and Appleton Docks. Work on this project will be com-

# 墨爾砵吞吐量再創高峯

## 墨爾砵處理澳洲近五成貨櫃流量

**對**墨爾砵港來說，九二至九三年度可算是成績美滿的一年。在這一年裡，墨爾砵港處理的總貨量達到二千五百二十萬噸，較對上一年增加百分之七點六，標準貨櫃的吞吐量亦增至七十三萬三千個單位，增幅達百分之八點八。墨爾砵繼續成為全澳洲最大的貨櫃及一般貨運港口。

墨爾砵處理全澳洲百分之四十四的出口貨櫃運輸，比例較其他貨櫃港，例如阿德萊德、布里斯班、弗里曼特爾等，高出接近一倍。

墨爾砵港的碼頭區不斷轉變。貿易量增加，反映出付貨人對這個港口的信心日增，而墨爾砵港所作出的轉變，剛好證明了港口當局致力滿足顧客的需要。

時至今天，大部分港口服務，例如領航、拖船、裝卸、存倉、運輸等，均由私人企業經營，港口會繼續朝著這個方向發展，最終的目標，是港口管理當局擁有該區土地，並且負責推動運輸貿易及決定長遠土地用途及發展。

碼頭區經過改進後，成績有目共睹。過去四年，船隻平均的泊岸時間減少了百分之三十七，墨爾砵港的貨櫃處理效率已高踞全澳首位，甚至較諸很多海外國家的港口亦有過之而無不及。墨爾砵港已成為了全球數一數二的優秀貨櫃港口。

港口管理當局採取一種靈活的批地政策，吸引了接近二億元(澳元·下同)的長期投資，確保港口的一流設施及服務可長期保持，不單可滿足顧客的需要，更可減低船運貨物的運輸成本。

經過澳洲裝卸協會重新發展後，斯旺森東船埠已從一個普通的貨站搖身一變，成為了一個單一貨櫃碼頭，在未來二十一年的租用期內，私人的投資總額將達一億七千萬元。

建成了一個具國際性競爭能力的貨櫃碼頭後，每年的吞吐量增加一倍，達七十萬個二十呎標準貨櫃單位，進口商和出口商的運輸成本由於經濟規模擴大而相應降低。

在港口投資的並不單是私營環節，聯邦政府亦撥出一億一千五百萬元將連接阿德萊德港的鐵路標準化，其中二千萬元會用作改良通往港口的南迪農貨運鐵路，令到每年的吞吐量由三十萬個貨櫃增至五十萬個。這項投資包括未來兩年的第一期工程，以及耗資四千七百萬元的長遠改善工程的部分經費。

五百萬元會用作興建一條道路，連接通往斯旺森及阿普爾頓碼頭的貨運鐵路。從港口的船隻上卸下的貨櫃，將利用道路網送到貨運鐵路，轉運到其他州分。工程完成後，運輸成本及時間均會大為減低，而港口的生產力則會大幅提高。

對付貨人來說，港口除了可接駁多種運輸工具外，更可通往悉尼、阿德萊德及霍巴特等人煙稠密的市場，這三個城市的人口共佔全澳洲人口的七成。這個優勢可確保出入口平衡發展。

港口管理局本身亦已作出重大改革，局內高層行政人員外，全部僱員均透過單一談判組織與資方簽訂了企業協議。

港口管理局的僱員曾經一度來自二十七個公會組織，現時三個公會及一個單一談判組織已取代了其中二十二個公會。港口管理局的企業協議的作用包括：消除劃區的障礙；工人技能多樣化；取消輪班處罰；提高工作時間的彈性，等等。

採用這些企業協議後，生產力在過去四年間大為提高，每名港口工人所處理的貨量增加了百分之九十二。

同時，港口管理局的職級減少了百分之五十九，部分原先的僱員多數自願離職。職級減少，令到工業行動所引致的時間損失亦減少。

墨爾砵港口管理局所進行的碼頭區改善計劃並非一蹴而就的，相反，這是個持續的發展計劃。當局向顧客進行了廣泛的諮詢，結果清楚顯示，付貨人希望港口提供海外國家已普遍採用的技術及設施、加快裝卸速度及提供物有所值的服務。

為了配合這些目標，維多利亞州政府根據《州有企業令》將墨爾砵港口管理局重組，並且委任一個全新的監察委員會，確保墨爾砵港可成為更加商業化及更具競爭力的港口。

結果，除了貨物吞吐量大增外，出入口商的運輸成本亦大大減低。

新的港口管理局監察委員會的主要任務，是檢討港口管理局的職能，加強商業性，確保可長期提供快捷可靠的服務。

維多利亞州政府積極吸引新的港口投資，而委員會將與州政府合力訂定一套商業計劃，確定港口的發展路向。

計劃將涵蓋下列幾方面：

- 組織的角色及擁有權、形式及架構；
- 擁有權的選擇；
- 訂價政策；
- 如何達到全球最佳的運作水準；
- 監察表現及提出建議；
- 監管機制；
- 立法需求。

港口管理局致力促進長遠的透過港口進行的貿易，同時達到世界最高的運作標準。換句話說，無論是按每名僱員所處理的貨櫃單位、每公頃土地所處理的貨櫃單位、貨車裝卸時間、起重機每小時的吊貨重量等等，都希望達到世界級水平。

今日的墨爾砵可為付貨人提供澳洲其他

港口將來方可提供的設施，它在改良碼頭區及港口改革方面，在澳洲處於領導地位，並且率先引進例如車輛預訂、電子資料交換等服務。種種轉變，都會幫助墨爾砵繼續成為澳洲頂級的貨櫃港口。

pleted next month. Multiple containers unloaded from ships in port will be carried via the road link to rail terminal for loading onto interstate trains. Costs and handling time of the sea/rail transfer of freight will be significantly reduced and the Port's productivity improved.

In addition to its intermodal advantages, the Port offers shippers the advantage of close proximity to high population and markets, as it is located at the centre of a triangle linking Sydney, Adelaide and Hobart which contain 70% of Australia's population. This ensures a favourable balance of import and exports guaranteeing the best cargo exchange in Australia.

There have also been major advances within the Authority. The PMA achieved a first for a major port in Australia, with all but senior executives included in eight new enterprise agreements negotiated through a single bargaining unit.

Once Authority employees were covered by 27 awards. Today there are only three and a single bargaining unit has replaced 22 unions. The Authority enterprise agreements have resulted in: removal of demarcation barriers; multi-skilling of workforce; elimination of shift penalties; flexibility of working hours; averaging of allowances and; hands on work being performed by forepersons.

These enterprise based agreements have seen productivity jump and over the past four years trade per employee at the port has increased 92 per cent.

At the same time the PMA's staffing levels have reduced 59 per cent. This is achieved through a program of voluntary departures and the downsizing occurred without any lost time due to industrial disputes.

At the Port of Melbourne waterfront freeform is not seen as an event, rather as an ongoing process. Extensive consultation with customers heads clearly revealed that shippers want a port offering the technology and facilities available overseas, securing faster turn around times, and the economies of scale to give the best possible at the best possible price.

In line with this the Victorian State Government has established the Port of Melbourne Authority as a re-organising body under the State Owned Enterprise Act and has appointed a new Board to ensure that the Port of Melbourne will become more commercially focussed and competitive.



This move will set the framework for not only building on the past year's outstanding results but also for driving down port costs for the benefit of importers and exporters.

A new Board's key tasks are the review the role of the Authority to provide a sound commercial entity and to continue to improve the speed and reliability of port operations.

The Victorian State Government is keen to attract new investment in the port, and the Board will develop a business plan in conjunction with the State Government which will set up a new direction for the port.

The plan will address the issues of:

- the role and ownership of the organisation, its type and structure
- ownership options
- pricing policy
- approaches to achieving world best practice
- performance monitoring and benchmarking proposals
- regulatory framework
- legislative requirements

The Authority is committed to fostering long term growth of trade through the port and to achieve international best practice. This means above average world standards in terms of TEUs per employee,

TEUs per hectare, truck turn around times, crane lifts per hour and the economies of scale to permit operation at the international cost standards.

Today Melbourne offers facilities to shippers that other Australian ports are promising tomorrow. It was the first port in Australia to see the future and provide dedicated container facilities, and has been at the forefront of waterfront and port reform in Australia, with initiatives such as the introduction of Vehicle Booking Services and Electronic Data Interchange. The changes taking place will see Australia's top container port continuing to lead the way. ■



All the award winners.

Below: Legislative Councillor Hui Yin-fat presents the top award.



## Outstanding Elderly

**T**welve elderly persons received awards from Legislative Councillor Hui Yin-fat on November 25 at the Award Presentation Ceremony of the Outstanding Elderly Employees Campaign,

1993 organised by the Employment Service of the Hong Kong Council of Social Service, the Hong Kong General Chamber of Commerce and the Hong Kong Industrial Relations Association.



It was the first time Hong Kong campaigned to give recognition to the contribution of elderly employees.

Legislative Councillor Hui Yin-fat said the community has a traditional belief that people should retire and enjoy their lives at home when they reached elderly years. But Hong Kong overlooked the fact that there were 140,000 elderly employees still working hard for their employers and the continuous prosperity of Hong Kong.

The campaign received warm response from employers who nominated 74 elderly employees for the award. Judges were Mr Hui, Mr Denis C Bray from the Community Chest, Alfred Chui, Assistant Director of the Social Welfare Department and Mr Poon Yan, vice chairman of the Human Resources Committee of the HKGCC. ■

A group picture of the award winners and their judges at the presentation ceremony of Outstanding Elderly Employees.

# New service for members

Let the Chamber member choose the Chamber information he wants

**D**r Y S Cheung, Assistant Director for Industrial and Corporate Affairs, has announced, after 3-4 months' successful trial, the formal addition from January 1, 1994, of a Phonafax service to the several methods of dissemination of the Chamber's information to its growing total of nearly 4,000 corporate members.

Dr Cheung says Phonafax was installed as a new service for two reasons:

- An alternative to HKGCCnet which has been discontinued. (The HKGCC network required a PC, a modem, telephone line and time-based charges for users. It was not widely accepted by members).

- Improve communications between the Chamber and its growing member-

ship. (Phonafax was introduced on a trial basis in September last year. A Chamber member, without buying any new equipment but using existing office equipment — meaning a telephone and a fax machine — could from last September onwards retrieve, without any charge whatever, specified Chamber information whenever he or she wanted to).

Dr Cheung says: "The whole concept of Phonafax is that members do not have to invest in equipment, do not have to invest in software nor do they have to pay to get Chamber information. By using this system, the Chamber can provide more up-to-date information to members and they can choose to receive what is useful to them at their own convenience.

"We put the concept into practice last September and the Chamber has monitored its usage.

"Of course, Phonafax is an educational process for members. That is, in shifting from receiving paper-based information through the mail — which incidentally many members complained in the past we sent them too much they did not need but which we had to include in a bulk mailer to all members regardless of their individual interest.

"Our statistics show Phonafax had a relatively slow start. But after three months the number of members using Phonafax has increased quite rapidly. The November figures showed about 650 man-time usage per week.

## 嶄新會員服務

會員自取所需資料

工業及行政事務部助理總裁張耀成博士宣布，為期三個月的電話傳真試驗經已圓滿結束，本會將於一九九四年一月一日起正式為接近四千間會員公司提供電話傳真資訊服務。電話傳真是目前本會所採用的三種資料分發方式之一。

張耀成博士指出，本會推出電話傳真服務的原因有兩個，其中是取代「香港總商會工商通」服務。（「工商通」網絡服務需要一台私人電腦、一個調制解調器、一條電話線，並且需要向用戶按使用時間收取費用，這項服務未能獲得會員廣泛使用。）其次是改善本會與數目日益增加的會員公司的通訊方式。（電話傳真服務於去年九月開始進行試驗。會員只須使用現有的辦公室設備，包括電話機及傳真機各一部，毋須添置任何新器材，即可按本身的興趣免費索取本會所提供的資料。）

張博士說：「電話傳真服務的最大特色，是會員毋須花錢購置任何額外設備或軟件，而且不用繳費。透過這個系統，本會可為會員提供更新的資料，而會員亦可按自己的需要索閱。

「我們於去年九月開始進行試驗，並一直監察其使用率。

「當然，電話傳真服務需要會員慢慢適應。他們以往習慣了收取郵寄的資料，部分

會員因而投訴收到過多他們不希望收到的資料。

「根據統計數字顯示，電話傳真服務最初的使用率並不高，但過了三個月後，愈來愈多會員加以使用，例如十一月份平均每星期便有六百五十位會員使用。

「每位會員每次可索取多個檔案，每個檔案作一次計算。

「電話傳真服務是本會的其中一種會員通訊方式，其他方式包括：

- 每星期透過多向傳真系統傳送給全體會員。多向傳真系統所傳送的資料包括活動預告、通告等等。

- 定期以郵寄方式向會員發出通告，詳細報導各類活動的資料。此外，亦會包括一些不適合以傳真方式發送的資料，我們稱之為周四郵件。這是第二級會員通訊方式。

- 第三級會員通訊方式是透過本會的月刊，即《工商月刊》進行，我們會在月刊中告知會員過去一個月所發生的事情，包括本會活動及各類工商訊息。

張耀成博士說，部分會員或者希望取得某些類別的資料，例如香港經濟、中國經濟或者新的排污收費制度、醫療福利等等。

他說：「我們不會把這些資料發送給每一位會員，我們把資料儲存在於電話傳真檔案

中，會員可接通 529 9788 電話線路，然後依照指示鍵入會員編號及檔案號碼，即可檢索所需檔案；所選擇的檔案資料會自動傳送至會員指定的傳真機。

「我們密切注視哪些檔案最受會員歡迎，結果顯示，會員最感興趣的是一個名為『貿易諮詢』的檔案，檔案中負載兩類資料，即出口商和入口商資料。索取出口商資料的會員最多，平均每天達七十五個次。

「平均每星期的檔案索取次數約為六百五十次。」

張耀成博士說，試驗結果顯示，電話傳真服務很受會員歡迎，作出投訴的會員僅佔極小比例。因此，本會決定由一九九四年開始，正式使用這項服務作為會員通訊方式之一。

「換句話說，我們今年會減少郵遞資料的數量，逐漸增加使用電話傳真，連同本會既有的多向傳真系統，本會與會員之間的通訊可說是十分全面。

「當電話傳真服務的使用穩定下來後，我們會考慮其他計劃，因為電話傳真科技尚有許多擴展餘地。」

接著，張耀成博士請本會電腦資訊服務高級經理老元泰解釋電話傳真可作何種擴展。

老元泰說，假如使用電話傳真服務的會



員日益增加，本會可能需要增強硬件及軟件的功能，屆時外間的資訊供應商可能會對這項服務感興趣，把資訊儲存於電話傳真檔案中，供會員檢索。

張博士補充，外間的資訊當然不會像本會的一樣免費提供。

老元泰續稱，其中一項商業性的初步構思，就是提供中文資料。

張耀成博士指出：「我們會考慮資訊供應商所提供的資訊類別，看看是不是會員有興趣知道的，我們不會讓它變成一種純粹的宣傳工具。」

「這些都是我們的計劃，希望計劃可於九四年小規模地實行。這是一種會員通訊方式的重大改革。」

「我們過去長期倚賴郵遞服務，而最簡單的方法，就是寄給所有會員同樣的資料。另一可行方法是按會員的需要寄發資料，但由於本會會員數目眾多，我們實在無法撥出如此龐大的人力處理這工作。」

「因此，最佳的方法，就是讓會員自行決定希望取得甚麼資料，我認為電話傳真服務在鼓勵會員的主動性方面向前跨進了一大步，我們讓會員自行決定希望收到甚麼資料。」

「會員看來已經接受了這種方式，我們對此感到十分鼓舞。事實上，這個電話傳真系統並不是全港獨有的，很多公司亦有採用。」

「煤氣公司亦採用一個類似的系統，讓客戶自行申報煤氣表的讀數，然後煤氣公司便會寄出帳單。過去，該公司會派員上門記錄煤氣表的讀數。」

「電話傳真確是個非常切合實際情況的通訊方式。」

“One member can get several files at one time. Each file is counted as one man-time.

“The Phonafax service is a new element in our whole communication package. Others are:

- “We have a broadcasting system through our weekly multifax from the Chamber to all members, announcing upcoming events, Chamber activities and also some circular-type information.

- “We have our regular mail service in greater detail to all members, including supplementary information not suitable for fax, which we call the Thursday mail. This is the second tier of our broadcasting system.

- “Our third tier is through our monthly periodical, *The Bulletin*, where members are informed of what is happening, including Chamber activities and information in a wider business context.

Dr Y S Cheung says in the second element members may wish to have more information on certain issues, for example on the Hong Kong economy, China's economy or on such issues as our new sewage charges or on medical benefits.

He says: “That sort of information we do not broadcast to all our members. But we are now putting such files on our Phonafax index (menu) which members may choose by dialing the Phonafax telephone number 529 9788 and listening to a voice that instructs you how to use the telephone prefix. Key in your membership number and menu code (as instructed) and retrieve the file you want. Your chosen file (or files) is then faxed to you in your office.

“We are also monitoring quite closely which of our Phonafax files attracts interest among our members. It turns out that members most often use the file called, Trade Inquiries. There are two categories of information on this file: One is for Exporters and the other is for Importers. The file for Exporters attracts the most usage, about an average of 75 calls per day.

“The weekly total of Phonafax calls is so far about 650.”

Dr Cheung says from the trial the Chamber decided the Phonafax was a system welcomed and accepted by most members by their using it, though there was a very small number of complaints. It would therefore become a formal part of the

## How Phonafax works

Here are some examples from our weekly multifax:

- Bookings are open for the Chamber's Box 210 at forthcoming Shatin race meetings. Dial 888 for information or 889 for bookings.

- ChinaFact: A new Phonafax service with China economic news updated weekly, can be obtained free of charge via your fax machine. Simply phone 529 9788 and follow instructions to retrieve the service.

- Some Phonafax services (529 9788)

Menu (Directory Index to Files)	File No.
Events Circular	001
ChinaFacts	006
Trade Inquiries (Exports)	101-105
Trade Inquiries (Imports)	111-115
Business Opportunities (overseas)	201
Exhibitions/Seminars (overseas)	202
Government circulars	203
Chamber Racebox information	888
Chamber Racebox bookings	889

## 電話傳真服務舉隅

下列是電話傳真資料的部分例子：

- 本會專用的沙田賽馬廂房(編號 210)資料，會員可利用編號 888 的檔案索取有關資料，然後使用編號 889 的檔案索取訂座表格。
- 神州訊息：中國經濟消息每星期修訂一次，會員可透過傳真機免費索閱，只須接通 529 9788 的電話線路，然後依照指示進行檢索即可。
- 部分電話傳真資料檔案 (529 9788)：

資料名稱	檔案編號
檔案目錄一覽表	999
活動通告	001
神州訊息	006
貿易諮詢(出口商)	101-105
貿易諮詢(入口商)	111-115
工商業機會(海外)	201
展覽會/研討會(海外)	202
政府公告	203
本會賽馬廂房資料	888
本會賽馬廂房訂座表格	889

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## The Bulletin

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Chamber's communications with its members, starting in 1994.

"This year we'll have less and less paper distributed by mail and we will rely more and more on Phonafax. Together with the broadcasting system this will form a complete picture of our communications with our members.

"Once we get Phonafax consolidated we will have some other plans because Phonafax is a technology that has room for expansion."

Dr Cheung asked Francis Lo, senior manager information, to explain what sort of expansion would be possible.

Francis Lo said that if the usage of the Chamber's Phonafax gets heavier and heavier the Chamber will have to enhance its hardware and software. This could attract some commercial proposal from an outside information provider to feed in information that could be retrieved by members.

Dr Cheung says such outside information could not be the same as the Chamber provides free.

Francis Lo says one of the initial ideas about the product to be provided commercially would be something like Chinese data bases.

Dr Cheung: "Depending on the data base provider we would have to look into the value of each data base and how relevant it is to our corporate members. It would not be a pure advertising vehicle.

"Those are our plans of the future and we hope on a small scale to implement those plans in 1994. It is a sort of revolution in telecommunications with our members.

"We have long relied on mailing and the simplest technique was to mail all members the same information. The other extreme is to mail different information to different members according to their needs. But with such a big membership as ours we can hardly afford the manpower.

"So the next best solution is to leave the choice to our members rather than we deciding what they should get. So I think Phonafax is a big step forward by turning around the motivation and letting members decide what they want.

"We are very encouraged by members' acceptance of the system. In fact, this is not the only system in Hong Kong. Other service companies are using it.

The Gas Company is using a similar concept in that you phone in and tell them the meter reading. Then they'll send you the bill instead of in the past they sent someone to read the meter.

"Using the phone and the fax is very, very sensible." ■

## Chamber Christmas Party

One hundred and sixty-eight staff from all the divisions of the Chamber and the Hong Kong Article Numbering Association, plus 35 of the invited spouses, enjoyed the biggest Chamber Christmas dinner ever at the Royal Hong Kong Jockey Club on December 9.

Shirley Chan, from the HKANA, was the winner of the top and only Chamber cash prize of HKD5,000 in the Lucky Draw. Generous corporate members contributed lots of other cash and product prizes. ■

## 總商會聖誕聚餐

本會於十二月九日假座馬會會所舉行大型聖誕聚餐晚會，部分同事攜眷出席。連同香港貨品編碼協會的職員及家屬，當晚共有一百六十八人參加。

當晚幸運大抽獎的頭獎得主是香港貨品編碼協會職員陳淑怡，她個人獨得現金獎五千元。除了現金大獎外，尚有由會員公司送出的豐富獎品及獎金。



Director Brig Ian Christie presents Shirley Chan with the top prize in the Lucky Draw.

總裁祈仕德准將向大獎得主陳淑怡致送五千元現金支票



The Director presents Tina Cheng with her prize.

總裁向鄭慧瑩致送獎品



The Director and Assistant Directors toast each table.  
總裁及眾位  
助理總裁繞場  
祝酒

Fandy Lai, with her husband, joins in the excitement of opening the table prizes.  
黎少芳伉儷雀躍地拆開餐桌大獎



Lily Wong gets her Lucky Draw prize.  
王陳莉莉是當晚其中一位幸運兒



Anna Lin, who heads the HKANA, presents Marina Wong with her prize.  
香港貨品編碼協會總監林潔瑜向王鳳瓊送獎品



Cecilia Chan, wife of Assistant Director, Dr W K Chan, is invited to help the MC, Connie Kwok, with the Lucky Draw.  
助理總裁陳偉群夫人應大會司儀郭陳相燕的邀請擔任抽獎嘉賓



Ian Perkin, the Chamber's Chief Economist, generously donates back his prize in the Lucky Draw.  
本會首席經濟學家冼柏堅慷慨地將獎品捐出重抽





# Guangzhou International Golf Club

Resort facilities on outskirts of the city

**A** subsidiary of Singapore-based Shanghai Holdings, is building an 18-hole golf course and leisure resort at Xiancun on the outskirts of Guangzhou but within the boundaries of the city. It will be ready by the end of 1994.

Johnny L T Yu and Frankie T H Lim, both deputy managers of Guangzhou International Golf Club Limited, say for Hong Kong members a shuttle bus service will be provided along the Shenzhen-Guangzhou superhighway with a pick-up point at Dongguan. Or, they can arrive by rail at Xiancun station which is only five minutes from the Golf Course Resort.

Xiancun is about 30 minutes by shuttle bus from the airport, railway station or major hotels in the centre of Guangzhou city.

The Golf Course itself has been designed by Nelson and Wright, American golf course architects, who designed the famous gold-award winning Mauna Lani Resort Golf Course in Hawaii. A description of each of the 18

holes is given in a lavish brochure.

Already 400 have joined the Club. The second phase of recruiting has begun. The fee for an individual golfing member is HKD185,000 (USD24,000 or S'pore \$39,000). The corporate membership fee, with a single nominee, is HKD220,000.

Membership and the single nominee are both transferable. And membership is on the open market. Some people have bought their membership as an investment, the deputy managers say.

The whole resort complex is an investment of USD200 million. It will feature a clubhouse; tennis and squash courts, an outdoor swimming pool and villas in an area famous for its lycee trees and natural beauty.

The local Chinese authorities have been very cooperative, the deputy managers say. "They are keen to boost the area as a place of interest. They like the idea of an international golf tournament to attract overseas visitors.

With Guangzhou's robust economic growth, comes the influx of foreign busi-

ness investors and local successful businessmen. A whole network of leisure and tourist-related business opportunities is developing to facilitate lifestyle demands, says the brochure on the international golf club and resort.

"The concept of the Guangzhou International Golf Club is a project to meet these needs. It will promote golf as a corporate game in China. It will seek to give top executives the pride of belonging to an exclusive worldclass membership.

"It will serve to enhance the potential of China as a new recreational hub of international standing. It will provide a luxurious hideaway for families and friends to meet and relax. It will grow in status as China grows."

At the Guangzhou International Golf Club members will be able to treat their families and business partners to exquisite Chinese and superb Western restaurants or propose a toast in the cosy bar. There will be a karaoke lounge, a video games room, a reading room, a pro-shop and a guesthouse. ■





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