

Please circulate to your executives

# 工月 商刊 THE Bulletin

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

一九九四年三月 MARCH 1994



## **Investment opportunities in the Philippines**

SPECIAL REPORT — FRANCE

YANTIAN PORT

TRANSPORT AND MOTOR CARS



雅琪集團大廈



雅琪集團

### 雅琪集團業務簡介

(附屬公司) 雅琪塑膠機器製造廠有限公司，設於香港，自置廠房面積25,000平方呎；中外合資廠東莞雅琪塑膠機器製造廠，自建廠房面積200,000平方呎於廣東省東莞市虎門鎮懷德管理區大坑工業區，專業生產全自動優質吹瓶機，產品由10毫升至500公升，更可按顧客要求設計，經驗豐富，歷史悠久，暢銷全球。

(附屬公司) 樂仕塑膠吹瓶廠及星航塑膠製品廠，設於廣東省寶安縣福永鎮白石廈東，自建廠房面積120,000平方呎，專業生產礦泉水瓶、藥瓶、花生油瓶、工具箱、船用浮漂、玩具及中空成型產品等，數拾台雅琪出產優質吹瓶機群24小時不停連續生產及代客加工服務，歡迎垂詢。

(附屬公司) 雅琪塑膠機械模具廠，設於廣東省寶安縣福永鎮白石廈東，廠房面積20,000平方呎，專業精工生產吹塑及注射模具，工藝精湛，先進生產設備，交貨快捷，價錢公道，歡迎訂購。

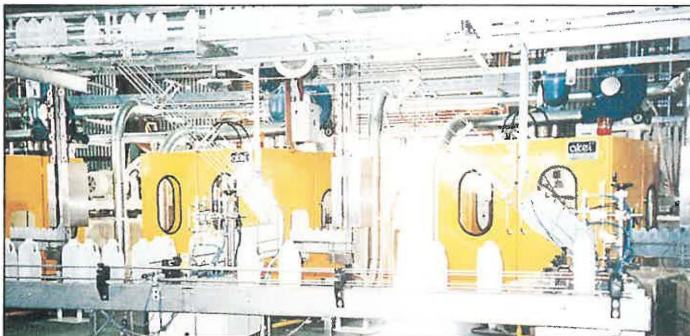


優質吹瓶機

### 優質吹瓶機產品特點：

- \* 設計先進，機器安全可靠
- \* 採用美國VICKERS液壓產品
- \* 西德氣動元件
- \* 意日合作MOOG公司厚薄控制器
- \* 吹瓶機大小由10毫升至500公升

- \* 日本製造程序控制器
- \* 意大利製造氮化機筒螺桿
- \* 日本製品變頻調速馬達控制器
- \* 可自動化除水口，節省人力
- \* 歡迎顧客特別設計要求



牛奶瓶全自動生產線



產品



優質產品榮譽獎項

總公司：

雅琪塑膠機器製造廠有限公司

樂仕塑膠吹瓶廠有限公司

中之傑有限公司

香港九龍青山道688-690號

嘉名工業大廈

電話：(852) 741 1312, (852) 743 9273

(852) 743 7318, (852) 743 7319

傳真：(852) 785 9560

福永星航塑膠製品廠

中國廣東省寶安縣

福永鎮白石廈東工業區

電話：86-755-7771979

雅琪塑膠機械模具廠

中國廣東省寶安縣

福永鎮白石廈東工業區

電話：86-755-7772213

中外合資廠：

東莞雅琪塑膠機器製造廠有限公司

中國廣東省東莞市虎門鎮

懷德管理區大坑工業區

電話：86-755-7772223

CHAIRMAN

**Paul Cheng**

VICE CHAIRMEN

**William Fung  
Robert Savage**

DIRECTOR

**Ian Christie, CBE, MC**

EDITORIAL BOARD

**Dr. Y.S. Cheung  
Ian Perkin  
Dr. W.K. Chan  
Sidney Fung  
Graham Jenkins  
Alice Yao**

ADVERTISING

**Simon C.K. Wong**  
IN-GROUP PUBLICATIONS LTD  
Tel: 887 1830  
Fax: 806 0645

The Chamber is apolitical. Any advertisement of a political nature does not necessarily imply endorsement by the Chamber

PRODUCED BY

**Printline Ltd**

Unit A, 18/F Harvard House,  
105-111 Thomson Road  
Wanchai, Hong Kong  
Tel 838 7282, Fax 838 7262

PRINTED BY Kadett Printing Co  
16/F Remex Centre, 42 Wong Chuk  
Hang Road, Hong Kong

PUBLISHED BY

**The Hong Kong General  
Chamber of Commerce**  
22/F United Centre,  
95 Queensway, Hong Kong  
Tel 529 9229

主席：鄭明訓

副主席：馮國綸 邵偉志

總裁：祈仕德

編輯委員會

張耀成博士 洗柏堅

陳偉章博士 馮棟澤

曾健時 姚雯姑

廣告：黃熾堅

IN-GROUP PUBLICATIONS  
LTD

電話：887 1830

圖文傳真：806 0645

本會並非政治組織，任何帶有政治  
意識廣告均不代表本會立場。

製作：Printline Ltd

承印：開達印刷公司

出版：香港總商會

香港金鐘道統一中心廿二樓

電話：529 9229

© The Hong Kong General Chamber  
of Commerce.



### COVER STORY

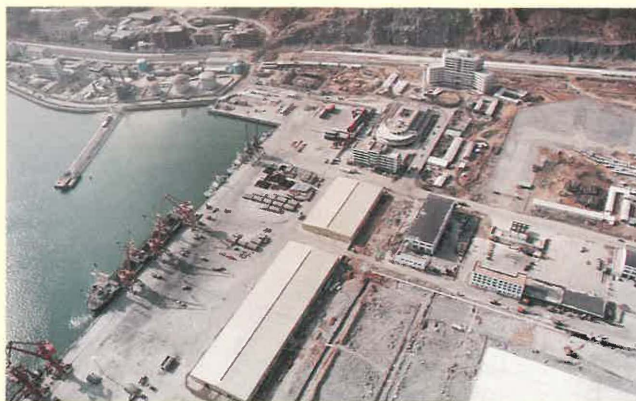
Paul Cheng, Chamber chairman, with Philippines President, Fidel Ramos, at the Malacanang, the presidential palace in Manila. President Ramos welcomed and briefed the 22-member Chamber mission to the Philippines in January. Afterwards Paul Cheng said he personally believed the country and its economy were "bottoming out."

圖為菲律賓總統拉莫斯在馬尼拉總統府接見本會主席鄭明訓。本會於一月派出代表團一行二十二人訪問菲律賓，期間獲得總統拉莫斯的歡迎和接見。鄭明訓返港後表示，他個人認為菲島經濟正「漸入佳境」。



### NEW ONE-STOP FACILITY — TOY CENTRE 57

玩具中心即將啓用



### CHAMBER VISIT TO YANTIAN

本會代表團訪問鹽田港

33

### ON OTHER PAGES

Editorial	5
Cover Story	8
Chamber Forecast	14
Chamber in Action	15
Mrs Anson Chan	22
Denise Yu	29
Yantian Port	33
New One-stop Facility	57
Fire Prevention Mission	60

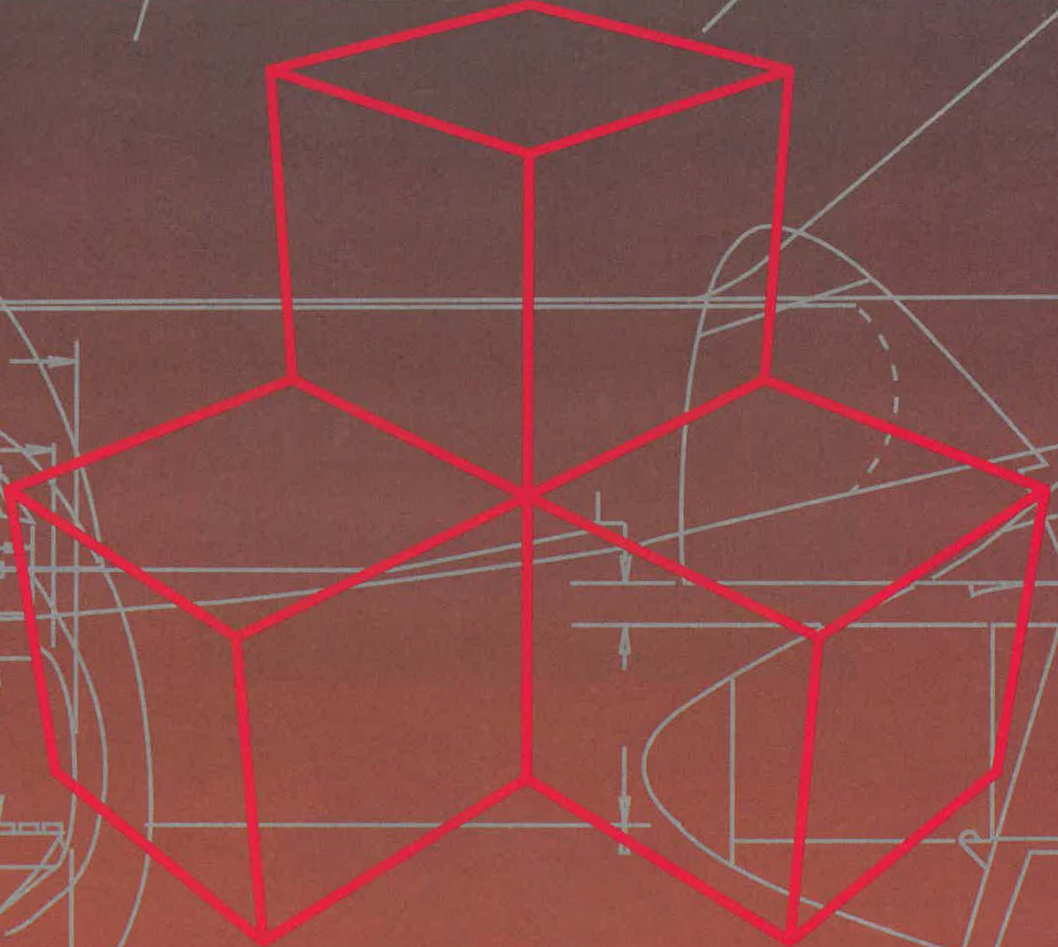
### FRANCE

100 Frenchmen will Help Manage Daya Day	40
French Exports 30% Up	43

### TRANSPORT/MOTOR CARS

Car Sales Decreasing	47
First Registration Tax	49
ERP Won't Work	52

# cargolux- first again



For over twenty years Cargolux has been a pioneer of the air cargo industry, providing its customers with the very pinnacle of service. Continuing this tradition, Cargolux is the first airline in the world to operate the B747-400 freighter - the world's most technologically advanced aircraft.

The B747-400 freighter can carry more freight over more miles than any other commercial freighter.

The aircraft of the future, flying your cargo today, with a service that puts you the customer - **first again**



## The Hong Kong General Chamber of Commerce

<b>Chamber Committees</b>	<b>Chairman</b>
General Committee	Mr Paul M F CHENG
Chamber Council	Mr Paul M F CHENG
Americas Area Committee	Mr C L KUNG
Arab & Africa Committee	Ms Christine WONG
Asia Area Committee	Mr S L CHELLARAM
China Committee	Mr A J N RUSSELL
Economic Policy Committee	The Hon Martin BARROW, OBE, JP
Environment Committee	Mr Guy CLAYTON
Europe Area Committee	Mr David John RIMMER
Home Affairs Committee	Mr J P LEE, MBE, JP
Human Resources Committee	Mr Peter BARRETT
Industrial Affairs Committee	Mr James TIEN
Legal Committee	Mr G J TERRY
Membership Committee	Mr Anthony GRIFFITHS
Shipping Committee	Mr J E MEREDITH
Small & Medium Enterprises Committee	Mr Denis LEE
Taxation Committee	Mr Patrick PAUL
Textiles Committee	Mr Justin K H YUE
Hong Kong International Steering Committee	Mr Paul M F CHENG
Pacific Basin Economic Council Executive Committee	Dr H SOHMEN, OBE
Hong Kong-Taipei Business Cooperation Committee	Mr Paul M F CHENG
<b>Hong Kong Coalition of Service Industries Executive Committee</b>	
(Chairman)	Mr T Brian Stevenson
(Vice Chairman)	Mr James Lu
Financial Services Committee	Mr Gregory Willis
Information Services Committee	Mr Henry Goldstein
Infrastructure Projects Committee	Mr Mike Booth
(Joint Chairman)	Mr Brian Keep
Professional Services Committee	Mr Anthony Griffiths
Statistics Committee	Mr Kwok Kwok-chuen
Transport/Distribution Services Committee	Mr Stanley Ko
Travel/Tourism Committee	Mr James Lu
<b>Hong Kong Franchise Association</b>	Mr Harold Hutton

# MFN—A big trade issue, but not the only one

In a few weeks' time, Hong Kong's lobbying effort in support of the extension of China's Most Favoured Nation (MFN) trading status with the US will get underway in earnest. It will be a joint, if separate, effort of the public and private sectors, and Hong Kong and American-Hong Kong interests.

To say the maintenance of China's MFN trading status is vital to Hong Kong's economic health has become almost a cliché, the complex inter-relationship of the two economies in trade and investment being only too obvious to even the casual observer.

Between them, China and the US dominate the territory's trading picture, accounting for more than 55 per cent of the territory's domestic exports and re-exports to the world, and 45 per cent of total imports.

All these figures are up slightly on 10 years ago when the two countries accounted for 48 per cent of re-exports, almost 53 per cent of domestic exports and 36 per cent of imports.

Of course some things have changed in the last 10 years. The dollar numbers are far bigger, as the sales of both Hong Kong and the Mainland have grown substantially and world trade itself has expanded.

But China itself has also become more important, especially as far as Hong Kong's domestic exports are concerned, and last year topped the USA for the first time as the major market for Hong Kong's domestic exports.

That means China is now Hong Kong's biggest trading partner in all three categories of external merchandise trade - domestic exports, re-exports and imports.

But the Hong Kong-China economic relationship extends far beyond trade in merchandise into services trade and cross-border investment as well as tourism (China is now second to Taiwan as a source of tourists) and a whole range of other links.

Taken together, it is now abundantly clear that the health of the Mainland economy is vital to Hong Kong's own economic outlook - and MFN for China with the USA is a key part of that whole equation.

It is the reason that Hong Kong has in the last five years been so active in supporting China's MFN cause and the Chamber has played a role in that process, visiting both Beijing and Washington to help provide a bridge between the two sides.

It is a recognition that MFN is the single most important external factor determining China's world trade role and hard currency balances.

That said, however, it would be dangerous for Hong Kong to think that once MFN is secured for another year, everyone can sit back and relax - at least for 12 months. Nothing could be further from the truth.

In recent weeks the one year old administration of US President Bill Clinton has shown a new toughness on the trade front which could bode ill for Asia if carried too far along the road to "managed trade" or outright protectionism.

Earlier this year, the US negotiators took a tough approach on a new Textiles Agreement with China. Agreement was only reached at the Eleventh Hour.

Now the US is taking on an even tougher approach with Japan on the whole issue of market access for American exports. While this is not of great concern to Hong Kong directly, it is indirectly.

First it may signal a new American attitude to all its major trading partners especially those with which it has large deficits.

Second, market access (Section 301 on "access" and Special 301 on intellectual property) have both been issues between the US and China. Agreements have been reached but the US is now in the process of monitoring China's ability to abide by the agreements.

It is still a danger area in US-China trade relations.

Third, after Japan, China is the country with the biggest merchandise trade surplus with the US\$22.77 billion last year compared with Japan's \$59 billion.

Finally, the US and China are running similar, and therefore potentially conflicting trade policies. Both want to increase exports and reduce imports to get their global trade deficits down.

They can only do that together by excluding others - that is, taking someone else's market share.

What is clear is that Hong Kong will have to be even more vigilant on the trade front in the year ahead with the dangers of protectionism ever present and bilateral frictions still cause for periodic concern.



## 香港總商會

委員會名單 主席

理事會 鄭明訓  
諮議會 鄭明訓

美洲委員會 龔甲龍

阿拉伯及非洲委員會 王余善榮

亞洲委員會 卓拉蘭

中國委員會 羅素

經濟政策委員會 鮑磊

環境委員會 柯禮頓

歐洲委員會 萬大衛

民政事務委員會 李澤培

人力資源委員會 畢烈

工業事務委員會 田北俊

法律委員會 鄧雅理

會員關係及活動

籌劃委員會 祈雅理

船務委員會 馬德富

中小型企業委員會 李榮鈞

稅務委員會 白保羅

紡織業委員會 余國雄

香港國際委員會

籌劃指導委員會 鄭明訓

太平洋地區經濟理事會

執行委員會 蘇海文

香港台北經貿合作委員會

鄭明訓

香港服務業聯盟

執行委員會 史蒂芬遜

財政服務委員會 胡敬禮

資訊服務委員會 高德盛

基建工程委員會 潘富

紀業

專業服務委員會 祈雅理

數據統計委員會 郭國全

運輸／分發服務委員會

高鑑泉

旅遊及招待服務委員會

呂尚懷

香港特許經營權協會 夏克勤

# 最惠國待遇固然重要 其他問題亦不容忽視

再過數星期，香港工商界代表團便會遠赴美國，游說無條件延續中國的最惠國待遇。香港公私營環節及在港投資的美國商人將聯成同一陣線，合力或分別進行游說活動。

保持中國最惠國待遇對香港經濟的重要性，相信童叟皆知；而中港兩地錯綜複雜的貿易及投資關係，亦有目共睹。

中國和美國是本港兩個最大的貿易夥伴，兩者合計，共佔本地出口及轉口貿易的百分之五十五，以及進口貿易的百分之四十五。

現時香港對中美兩國合計的貿易總額，只較十年前略為增加；十年前，兩國合計共佔本港轉口貿易的百分之四十八，本地出口貿易的百分之五十三，以及進口貿易的百分之三十六。

當然，過去十年亦出現了一些轉變；隨著香港及中國的外貿總額大幅增長，世界貿易急劇膨脹，以幣值計算的貿易數字增幅很大。

不過，對華貿易亦變得日益重要，特別是對本地出口而言。一九九三年，中國超越美國，成為了香港第一大本地出口市場。

換句話說，中國現時已經成為了香港最大的貿易夥伴，在本地出口、轉口及進口等三個對外商品貿易範疇均高踞榜首位置。

事實上，港中經濟關係已經由原先的純粹商品貿易擴展至包含服務貿易、跨境投資及旅遊業（中國目前是本港第二大旅客來源地，排名僅次於台灣）等等範疇。

整體而言，中國大陸的經濟發展，明顯地對香港的經濟前景息息相關，而其中尤以最惠國待遇所帶來的影響最為深遠。

故此，在過去五年，香港一直積極支持延續中國的最惠國待遇，而本會更在這個過程中不遺餘力，多次訪問北京及華盛頓，協助兩方進行溝通。

最惠國待遇已被公認為決定中國整體對外貿易及硬貨幣平衡的關鍵因素。

然而，假如以為只要今年中國獲得延續最惠國待遇，港人便可安枕無憂，或者最低限度可以在未來十二個月暫時把中美貿易糾紛拋諸腦後，那就大錯特錯了。

最近數星期，美國總統克林頓的政府一再表示，美國會在貿易問題上採取強硬立場；假如美國過份干預貿易，甚至實行保護主義措施，將對亞洲經濟構成相當大的威脅。

美國談判代表在今年較早時候與中國進行紡織品協定談判時，亦顯得寸土必爭；協議到了最後關頭方告達成。

其後，由於日本未能給美國出口產品開放市場，美國採取更加強硬的立場。

從上述例子可見，美國對本身的主要貿易夥伴的政策已經出現了重大轉變，特別是針對那些出現龐大對美貿易順差的國家或地區。

其次，市場開放（促使「開放」市場的三零一條款、保障知識產權的特別三零一條款）已成了中美貿易關係的癥結。雖然雙方已就這兩項問題達成協議，但美國現時正監察中國是否遵守承諾。

因此，市場開放仍是中美貿易關係的危險地帶。

第三，中國是繼日本以後獲得最大對美貿易盈餘的國家，單是去年，中國對美貿易順差便達到二百二十七億七千萬美元，僅次於日本的五百九十億元。

最後，中美外貿政策相同之處很多，很容易發生衝突。例如兩國均希望增加出口，減少進口，以縮減龐大的外貿赤字。假如這個政策在兩國同時並行，便可能引致互相排斥。

未來一年，香港必須在貿易問題上提高警覺，密切注視保護主義會否死灰復燃。中美雙邊貿易磨擦仍會是個揮之不去的頭痛問題。





**FlexAccount**

# FLEXSYSTEM

**FLEXSYSTEM 12/F., Flat A-B Seabright Plaza**

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

9-23 Shell Street, North Point, Hong Kong Telephone: 512 0363 Facsimile: 578 1587

**RESERVATIONS:**

Please contact Miss Joanne Kwong or Ivy Kiu at

**512-0363**

**TO GUARANTEE YOUR PLACE RESERVE**



**AGENDA**

**Trading Management System 09:15-10:45**

**Tea Break**

**FlexAccount / Version 6 11:00-12:30**

•

**Payroll System 14:30-15:45**

**Tea Break**

**FlexAccount 中文會計 16:00-17:15**

**Marina Room 2, 2/F., The Excelsior, Causeway Bay March 24-25, 1994**

# Delegation looks for investment bargains

Paul Cheng says he believes country and economy is bottoming out

**C**hamber Chairman, Paul M F Cheng, after leading a Chamber delegation from January 16-19 to the Philippines, says he feels personally that the Philippines as a country and as an economy is "bottoming out."

"It should be moving on a more upward curve from now on," he says.

"People looking for investment opportunities in the Asia/Pacific region should not overlook this opportunity. It is not going to be a steep climb. I think it is more likely to be a 5-10 degrees upward curve."

Paul Cheng led a Chamber delegation of 22 members, including First Vice Chairman, William Fung, Managing Director of Li and Fung Ltd, and member of the General Committee, Peter Sutch, chairman of the Swire Group in Hong Kong.



Paul Cheng introduces First Vice Chairman, William Fung, to President Ramos.

鄭明訓向總統拉莫斯介紹本會第一副主席馮國綸

## 菲島經濟漸入佳境

鄭明訓認為菲律賓的經濟已開始步出谷底

**香**港總商會主席鄭明訓於一月十六至十九日率領代表團訪問菲律賓。他返港後表示，他個人認為菲國的社會及經濟發展正「漸入佳境」。

鄭明訓說：「該國經濟正在復甦。」

「在亞太地區尋找投資機會的人士應該把握這個良機。我認為該國的經濟增長雖說不上十分突出，但以『穩步上揚』四字來形容卻是最貼切不過的。」

代表團一行二十二人，除主席鄭明訓外，還包括本會第一副主席，即利豐有限公司董事總經理馮國綸，以及本會理事會成員薩秉達（香港太古集團主席）。

菲律賓總統拉莫斯在總統府接見代表團，並向他們簡略地介紹該國的近況。

此外，代表團還分別拜會了菲國的貿易及工業部長納瓦羅，投資委員會總監薩拉查，以及中央銀行行長辛森。各團員並參觀了蘇碧灣自由港。

鄭明訓對於菲律賓政府堅決推行「菲律賓 2000」經濟發展及開放計劃甚表欣賞。

鄭明訓表示：「拉莫斯總統就職至今的時間雖短，但建樹良多。」

「電力不足的情況在菲律賓很快便要成為歷史陳跡。電力供應預計會以經濟發展的一倍增長。」

他續稱：「當地政府預計他們的經濟會以每年百分之四至五的速度增長，按世界標準來說，這個速度已算不俗。但我認為不應該將菲國的情況與例如中國等個別高增長地區相提並論。」

### 穩步向前

「我認為菲國經濟在未來五至十年內會以每年百分之四至五的複合率增長，速度比過去的快多了。」

「我剛才說過，改善電力供應是菲律賓的首要工作。此外，治安也是菲國政府應該正視的問題。」

鄭明訓解釋，他認識的台灣朋友中，有很多對於前往菲律賓存有戒心，害怕成為匪徒綁票的目標。「但在這次訪問中，馬尼拉的僑領告我們，這種情況已經有了很大的改善。綁票罪行的犯案率已大大降低，說明政府在維持治安方面確實下了一番苦功。」

「東南亞國家時常給人貪污盛行的印

象。相比之下，我認為菲律賓的情況還算不上十分嚴重。事實上，大部分國家在這方面都在改善當中。星加坡的情況卻是另一極端。」

「事實上，我感到菲國仍然有極多的天然資源尚待開發。該國的勞動人口素質優秀，而且通曉英語，對發展商業助益甚大。與其他地區相比，菲島工人的工資仍然處於較低水平。」

鄭明訓形容蘇碧灣的情況比較特別，與「雞和雞蛋」的比喻正好吻合。

「美國人已經在這兒建好了基本設施。」

「蘇碧灣管理局主席李查希望利用這種優勢把當地發展為自由貿易港。然而，目前途經當地的定期航線為數不多。」

「美國總統輪船公司每星期有一班船開往當地。管理局現已跟聯邦快遞磋商使用蘇碧灣作為集散中心的可行性。然而，當地必須擴建跑道，容許大型貨機升降。但是，工程所需的費用從何而來？」

「這正是關鍵所在。馬尼拉人當然希望擴建港口，但菲島內還有很多工程項目正在爭奪有限的財政資源。」

「蘇碧灣地區的失業情況十分嚴重。目前，當地政府已動員失業工人義務清理區內



## A Soft Spot

**P**aul Cheng says: "I happen to have had the opportunity of working in the Philippines back in the mid-70s. That was at the height of the Marcos Administration.

"I was there for two years, heading the Warner Lambert operation which, in those days, had basically two companies. One was the Warner-Chilcott laboratories and the other Park Davis. With the two combined in those days it was the largest foreign pharmaceutical operation in the Philippines.

"I really enjoyed my stay there. It is not only a gracious place to live but I made a lot of very good friends. The people there are very friendly and it was an excellent experience.

"Since then I have maintained many contacts. Obviously I have a 'soft spot' for

the Philippines."

Paul Cheng said the reason for the Chamber delegation going to the Philippines was that he met President Fidel Ramos when the President led a high-powered deLegation of Filipino Chinese businessmen to China. On his way back President Ramos came to Hong Kong.

"Robert Kuok of the Kerry Group, hosted a dinner for President Ramos and I met the President.

"Then a couple months later I attended a roundtable seminar organised by Business International, (an economic and intelligence unit of The Economist magazine). At the last minute President Ramos came to the seminar dinner and gave a speech.

"During the dinner, just before the President delivered his speech, I was asked to give the Vote of Thanks

because I had previously attended a similar conference in 1974.

"I had quickly to think of something to say.

"My basic message to President Ramos was to maintain prosperity and stability which were two key words in Hong Kong as we approach 1997. I said, if you don't mind my saying so Mr President, those two words also apply to you in the Philippines — except in reverse order.

"Given stability, prosperity will come naturally. In your early stages of your Presidency I see you upholding some form of political stability, you are addressing the law and order issue, and the power issue, etc. You are doing all the right things to create stability."

"Afterwards he called me to the head table. He said my Vote of Thanks was very good advice. If anything happens in 1997 you

are always welcome in this country.

"I laughed and said: "Oh! Mr President are you offering me a passport? Ever since then he always remembers me.

"A few months later, serving on the Wharton Business School's Asia Advisory Board of the University of Pennsylvania, I learned President Ramos's daughter was a graduate. Our Advisory Board meeting in Manila was hosted by Andy Suriano of San Migul and the President came to dinner.

"As soon as he saw me, he asked: How's the Governor? How's he doing? Ever since then I have achieved a nice rapport with him. During that dinner the subject of what he's trying to do came up and I suggested our Chamber might send a delegation.

"He said: You must do that. Come and see me.

"And that's how the whole thing came about." ■

## 淵源深厚

**鄭明訓**回憶說：「七十年代中期，我剛好在菲律賓工作。那時正是馬可斯總統當權的時代。

「我在菲島工作的兩年期間，負責管理沃納。蘭伯特集團在當地的業務。集團當時基本上由兩間公司組成，分別為沃納奇爾科特實驗室及帕克戴維斯，兩所公司合起來是菲律賓當時規模最大的外資藥廠。

「那段日子實在令我回味無窮。當地不但環境優美，最重要的還是我認識了很多朋友。他們親切和藹，令人印象深刻。

「自此以後，我一直與他們保持聯絡。我和菲律賓可說是『淵源深厚』得很呢！」

他接著解釋總商會組團訪問菲島的原因。原來拉莫斯總統曾率領菲國的華裔商人訪問中國大陸，總統在回國途中，曾與鄭明訓在香港有過一面之緣。

「嘉里集團的郭鶴年先生為總統舉行歡迎晚宴，我十分榮幸獲邀參加當晚的盛會。

數月後，我出席一個由國際商業（《經濟學人》雜誌屬下的經濟訊息組織）主辦的研討會。拉莫斯總統親臨會後的晚宴致辭。

「由於我在一九七四年曾經參加過類似的會議，因此在晚宴時給推舉上台發表致謝辭。

「於是，我便得盡快想好致謝辭的內容。

「我向總統說道，假如他不介意的話，我想套用香港過渡九七期間常用的兩個詞語，希望菲律賓也可以保持『安定、繁榮』；唯一跟香港習慣的用法略為不同的，只在於這兩個詞語的排列次序（繁榮、安定）而已。

「我說：『假如社會安定，經濟也自然會繁榮起來。總統先生就職初期，我已體會到閣下維持政局穩定的決心，正視治安和權力等相關的問題，這一切都有助於造就一個安定的環境。』

「其後，總統表示，致謝辭中的意見十

分寶貴，他說，假如我希望在九七年離開香港，菲律賓非常樂意為我打開方便之門。

「我笑著說：『總統先生，你是不是有意給我一本菲國護照呢？』自此以後，他便對我『印象難忘』。

「我是賓夕凡尼亞大學華頓商學院亞洲顧問委員會的成員，因而知道拉莫斯總統的千金正是該所大學的畢業生。數月後顧問委員會在馬尼拉舉行一個由生力啤酒廠代表蘇里亞諾主持的會議，很榮幸邀請到總統出席晚宴。

「總統一見面便問我：『港督好嗎？他現時正忙於甚麼工作？』當晚我和總統言笑甚歡。晚宴時，他談到本身的工作大計，於是我便提議商會組織代表團訪問菲律賓。

「總統對此十分讚同，於是便促成了這次訪問。」 ■

The delegation met President Fidel Ramos at the Malacanang Presidential Palace for a very cordial briefing.

The delegation also had meetings with Rizalino Navarro, Secretary of Trade and Industry, Governor of the Philippines Board of Investments, M S Salazar, and Governor of the Central Bank of the Philippines, Gabriel Singson. The Chamber members went on a day visit to Subic Bay Free Port Zone.

Paul Cheng praised the firm commitment of the Philippines Government to its "Philippines 2000" plan for economic development and liberalisation.

"Much has already been achieved in a short time under the leadership of President Ramos," he says.

"Electricity brownouts will soon be a thing of the past. Generating supply is aimed to grow at twice the rate of economic growth."

Paul Cheng told *The Bulletin*: "I think they are predicting an annual growth rate of 4-5%, which by world standards is pretty good. But I don't think anyone should be comparing the Philippines with the growth rate of China, for example."

### Better than past

"But my view is that the Philippines can attain 4-5% growth year-on-year for the next five to 10 years. It will be a better situation than the Philippines has achieved in the past.

"Having said that, I think the power supply is something they will have to work on. Safety and security is also something President Ramos will really have to address seriously."

的設施，希望藉此吸引投資，製造就業機會。

「這就是我為什麼引用『雞和雞蛋』的比喻來形容當地的情況。我謹祝他們的發展一帆風順。」

### 投資機會

鄭明訓認為商界可以在蘇碧灣找到不錯的投資機會。

舉例來說，從事飛機服務及維修業的投資者，可以充分利用當地現有的飛機庫和各種機械設施。蘇碧灣的地理位置不錯，而且接近香港，只需大約一小時的機程。

問：這樣可會分散商界對本港的投資？

鄭明訓：「我對飛機服務業的認識不多。假如本港可供發展的土地不足，加上物價飛漲，出現這種情況也不足為怪。

「我相信投資者必定會十分留意在中國的發展機會，然而，菲島的基礎設施齊備，也不失為一個值得考慮的地點。」



"I have a nice rapport with President Ramos," Paul Cheng.

鄭明訓：「我和拉莫斯總統關係良好。」



Group picture taken on January 17, of members of the General Chamber delegation with representatives of the Federation of Filipino Chinese Chambers of Commerce and Industry.

代表團於一月十七日拜訪菲華商聯總會



Group delegation picture taken on January 19 at the Makati Stock Exchange with Juan Francisco, Exchange president.

一月十九日拜會麥卡迪證券交易所總裁弗朗西斯科

Paul Cheng said, for example, he knew a lot of his Taiwanese friends are concerned about going to the Philippines for fear of being on a kidnap hit-list. But having talked to some of the Chinese leaders in Manila — whether they are giving me the party line or not I don't know — we learned from our visit that the situation is greatly improved. The kidnapping rate has declined. So they are doing something about it.

"People often talk about the corruption throughout some Southeast Asian countries. It is always going to be there. I think in the Philippines, by comparison, corruption is an easier situation to handle than in some other countries, though most countries are improving. Singapore is at one extreme of the spectrum.

"All in all, I feel the Philippines still has a lot of natural resources that are not being tapped. It has a very good workforce. The English language — the universal business language — is not a problem. Salaries and wage levels are still very reasonable by comparison.

He described Subic Bay as being in a somewhat unique situation. He thinks it's a chicken-and-egg scenario:

"You have all the infrastructure already in place, built by the Americans.

"I think Dick Gordon, chairman of the Subic Bay Municipal Authority, sees this as a window to make that free port work. Right now, there are very few regular sailings.

"I think the American President Line goes in there once a week. The Authority is negotiating with Federal Express to use Subic Bay as a hub. But they still have to extend the runway in order to accommodate cargo jets with full loads.

"Where is the money coming from?

"The money issue is a critical situation. On the one hand, Manila port people want to expand. And there are many other projects in the Philippines that are competing.

"They do have major unemployment in the Subic Bay area. Right now, what they are doing is getting the unemployed



The Chamber delegation meets Rizalino Navarro, Secretary of Trade and Industry in the Ramos Administration and M S Salazar, Governor of the Board of Investments on January 17.

一月十七日拜會菲國工業及貿易部長納瓦羅及投資委員會總監薩拉查



The delegation met Governor Singson of the Central Bank of the Philippines on January 17.

一月十七日，代表團拜訪菲律賓中央銀行行長辛森



Paul Cheng presents a memento to Jimmy Tang, president of the Federation of Filipino Chinese Chambers of Commerce and Industry.

鄭明訓向菲華商聯總會理事長董尚真致送紀念品

**THE PHILIPPINES MISSION**

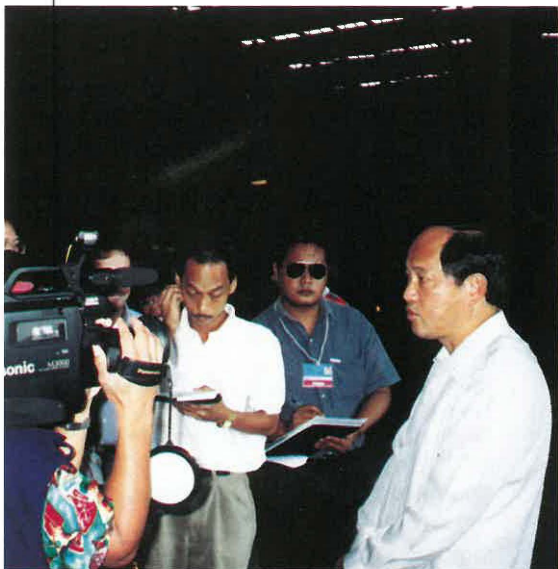
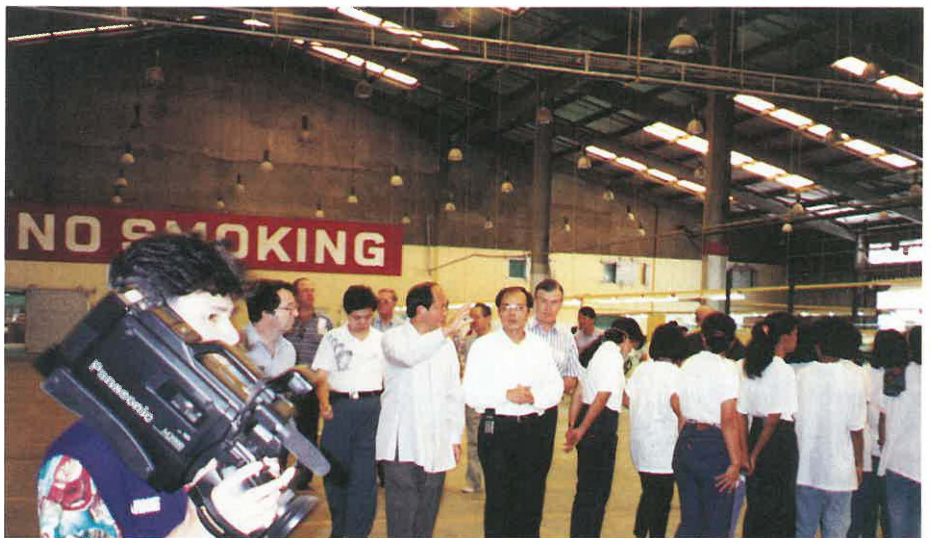


**On the floor of the Makati  
Stock Exchange.**

麥卡迪證券交易所一景

**Touring Subic Star Inc., a Taiwanese  
operated plant in Subic Free Port,  
manufacturing Reebok sports shoes.**

代表團參觀台商在蘇碧灣  
自由港製造銳步運動鞋的工廠



**Paul Cheng is interviewed by the local press toward  
the end of the delegation's visit to Subic Bay.**

鄭明訓參觀蘇碧灣後，接受當地傳媒訪問



**A welcome at Subic Bay.**

蘇碧灣自由港

## THE PHILIPPINES MISSION

to volunteer to clean the facilities as best they can with the hope that investment will come in and jobs will be created.

"That's why I say it is a chicken-and-egg scenario. And I wish them all the best."

### Good bargains

Paul Cheng said companies could strike pretty good bargains with Subic Bay.

For example, for potential investors in the area of aircraft service and maintenance companies, the hangar buildings and the engineering facilities are all

there. And it's only about an hour's flight from Hong Kong besides being fairly centrally located.

*Could it draw off investment from Hong Kong?*

Paul Cheng: "I don't know too much about aircraft servicing. It's a possibility if they run out of space and things are getting too expensive here. Why not have an extension of your business from here to Subic Bay?"

"I'm sure potential investors are looking at China as well. But here's an alternative with all the infrastructure there." ■



**Demonstration of jungle environment survival training at Subic Bay.**

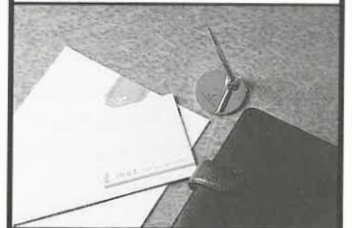
團員在蘇碧灣參觀「森林求生」訓練示範

**Paul Cheng and Herman Montenegro, President of the Philippines Chamber of Commerce and Industry, exchange gifts when the Chamber delegation visited its counterpart on January 17.**

代表團於一月七日拜會菲律賓工商總會。  
圖為鄭明訓與該會理事長蒙特內格羅交換紀念品的情況



理想地點



商旅首選



獨特高爾夫球室

### 京倫飯店

位於北京市商業中心，  
擁有608間豪華客房。

5間中外餐廳、會議廳、  
商務中心及康樂設備之

游泳池和健身室外；並新增

兩所室內高爾夫球室，

專為商務旅客

調劑公餘生活情趣。

現訂有行政商旅優惠，

每天收費US \$ 90。

  
**京倫飯店**  
Jinglun  
hotel beijing-toronto

中國北京市建國門外大街3號

電話：500 2266 傳真：500 2022

郵政編碼：100020 電傳：210012JLHCN

香港辦事處

電話：548 1242 傳真：546 4175

 日航國際酒店集團  
nikko hotels international

# DIARY DATES

## High Level Workshop Panels to discuss Common Terms of Employment for Local & Expatriate Employees

22 March 1994

Mr Paul Cheng, Chairman of the Hong Kong General Chamber of Commerce, will open a luncheon forum followed by an afternoon workshop with a panel of distinguished speakers to discuss Common Terms of Employment for Locals & Expatriates.

The event, jointly organised by the Hong Kong General Chamber of Commerce, Employers' Federation of Hong Kong and the Hong Kong Institute of Personnel Management, provides an opportunity for employers to share their views and experience in an evolving environment where equalising employment terms for local and overseas recruits is desired on the basis of equal pay for the same job.

The workshop will have two sessions. Session I deals with The Trends and Rationale with panel speakers Dr Thomas Leung, Executive Director, Asia Pacific, Hay Management Consultants; Stuart Leckie, Chairman of Asia Pacific, the Wyatt Co (HK) Ltd; Francis Ho, Deputy Secretary for the Civil Service of the Hong Kong Government. Moderator for this session is Mrs Eleanor Ling, Director of Jardine Pacific Ltd.

In Session II the Practicalities will be discussed by panellists: Patrick Maule, Personnel Director of Mass Transit Railway Corporation; Brian Renwick, Senior Manager Personnel of the Hongkong Bank; and Martin Tang, Managing Director of Spencer Stuart & Associates (HK) Ltd, with moderator Peter Barrett, Managing Director of Organisation Development Ltd.

## Directors' Dinner Seminar "Sharing a Vision - Case Study"

24 March 1994

The March seminar in this highly popular series has invited Robert Kirby, Resident Manager of the Holiday Inn Golden Mile to share his experience in a case study of how the Holiday Inn achieved its vision in providing beyond the expectations of its guests and staff and to carve its own niche in the highly competitive Hong Kong hotel industry.

# Chamber Forecast

Date	Time	Events and Meetings
Mar 3	12.30 pm	CHAMBER: Roundtable luncheon: Gerry Murdock, Chairman of American Chamber of Commerce: US/Sino Relations & the MFN Debate
Mar 3	8.00 pm	CHAMBER Spring Dinner
Mar 3-5		HK Franchising Association's retailing mission to Guangzhou
Mar 7-12		CHAMBER mission to Shanghai, Suzhou & Nanjing
Mar 7	4.00 pm	CHAMBER: Taxation Committee meeting
Mar 7	6.30-9.30 pm	CHAMBER: Commencement of training course on L/C Operation & UCP500 (in Cantonese)
Mar 9	12.30 pm	CHAMBER: Roundtable luncheon: Jeffrey Hui, Arthur Anderson & Co: "Benchmarking"
Mar 9	4.00 pm	CHAMBER: Environment Committee meeting
Mar 10	6.30-9.30 pm	CHAMBER: Commencement of Supervisory Skills Training (Advanced Course)
Mar 14	4.30 pm	CHAMBER: General Committee meeting
Mar 15	9.00 am	Breakfast meeting hosted by the HK Association of Souther California for Chamber members
Mar 15	4.30 pm	CHAMBER: Small & Medium Enterprises Committee meeting
Mar 15	6.30-9.30 pm	CHAMBER: Commencement of training course "Banking Practice for Traders"
Mar 16	12.30 pm	CHAMBER: Roundtable luncheon: Dr K C Ho, Head of Environment Studies, Open Learning Institute: "Sewage warning"
Mar 20-27		CHAMBER delegation to India
Mar 21-24		CHAMBER's China Committee visit to Beijing
Mar 22	12.30 pm	Subscription Luncheon & Workshop: "Common Terms of Employment for Locals & Expatriates"
Mar 23	12.30 pm	CHAMBER: Roundtable luncheon: Simon Lee, Director of Sun Hing Shipping Co Ltd: "Maritime Frauds"
Mar 23-25	6.30-9.30 pm	CHAMBER: Artful Presentation Workshop
Mar 24	6.45- 10.00pm	Directors' Dinner Seminar
Mar 24-25		CHAMBER mission to Zhuhai
Mar 27-Apr 4		US Congressional Staffers' Visit
Mar 28	12.30 pm	CHAMBER: Roundtable luncheon: Kenneth Chau, Allen & Overy: "China Tax Reforms" (in cantonese)
Mar 30	12.30 pm	CHAMBER: Arab & Africa Committee meeting
Mar 31	12.30 pm	CHAMBER: Roundtable luncheon: Kenneth Chau, Allen & Overy: "China Tax Reforms"
Apr 10-23		CHAMBER/TDC mission to Argentina, Brazil, Venezuela
Apr 11	6.30-9.30 pm	CHAMBER: Commencement of training course "International Transport to meet the UCP500 Environment"
Apr 16-29		CHAMBER/TDC delegation to Africa
Apr 20	7.00-9.30 pm	CHAMBER/BRITISH COUNCIL: Commencement of Development Writing course
Apr 21	7.00-9.30 pm	CHAMBER/BRITISH COUNCIL: Commencement of Advancement Writing course
May 2	6.30-9.30 pm	CHAMBER: Commencement of training course on L/C Operation & UCP500
May 6-16		CHAMBER mission to Spain
May 21-25		PACIFIC BASIN ECONOMIC COUNCIL: International General Meeting in Kuala Lumpur, Malaysia
May 27	12.30 pm	CHAMBER Subscription Lunch: John Meredith, Managing Director, Hong Kong International Terminals

## THE CHAMBER IN ACTION



### Ian Christie Reports

#### INTERNATIONAL AFFAIRS DIVISION

##### HIGHLIGHTS

22 delegates took part in a Chamber visit to the Philippines from January 16-19. The objective of the visit was to assess the current economic development of the Philippines and its future potential. While in Manila, the delegation, led by Mr Paul M F Cheng, Chamber and Inchcape Pacific Chairman, met with His Excellency President Fidel Ramos; Secretary for Trade and Industry, the Hon Rizalino Navarro; the Governor of the Philippine Board of Investment, Mr M S Salazar; and the Governor of the Central Bank of the Philippines, Mr Gabriel Singson. The delegation was impressed by the firm commit-

ment of the Philippine Government to its "Philippines 2000" plan for economic development and further trade and investment liberalization.

The delegation visited the Makati Stock Exchange in Manila and also called on the Federation of Filipino-Chinese Chambers of Commerce & Industry and the Philippine Chamber of Commerce & Industry. The visit to the Philippines included a day tour of the Subic Bay Freeport.

##### COMMITTEES

###### Americas Committee

The Americas Committee held a meeting on January 21, at which the Deputy Consul General, Mr Carlos R Rubio Reyna, was the guest speaker. He briefed members on the latest economic development

## 本會動態 國際事務部

### 重要事項回顧

一月十六日至十九日，本會二十二代表團訪問菲律賓。代表團此行旨在評估菲律賓現時的經濟發展情況及潛力。代表團團長是香港總商會暨英之傑香港集團主席鄭明訓，訪問菲律賓期間，獲得總統拉莫斯、工業及貿易部長納瓦羅、菲律賓投資委員會總監薩拉查、菲律賓中央銀行行長辛森等接見。代表團對於菲律賓政府推行「菲律賓 2000」經濟發展計劃及進一步放寬貿易及投資限制的決心甚表欣賞。

代表團在馬尼拉參觀麥卡迪證券交易所，並且拜訪菲律賓華商聯合總會及菲律賓工商總會。代表團返港前曾順道暢遊蘇碧灣自由港。

### 委員會動態

#### 美洲委員會

委員會於一月二十一日舉行會議，會上，阿根廷駐港副總領事卡路·李拿應邀擔任主講嘉賓。他向與會者介紹阿根廷最新的經濟發展。此外，委員會又討論擬於四月中成行的香港總商會／香港貿易發展局聯合商團。商團的訪問行程為時兩星期，預計途經阿根廷、巴西、邁亞美，將有三十三間公司派出代表參加。

一月二十八日，墨西哥捕漁業委員會代表團到訪，獲得本會首席經濟學家洗柏堅介紹香港最新的經濟發展情況。

#### 阿拉伯及非洲委員會

委員會於一月二十八日召開會議，會上，南非駐港總領事華米高應邀以《南非：當前形勢及未來展望》為題發表演說。他提到即將於四月份舉行的大選及新憲制的推行情況。

有關香港總商會／香港貿易發展局聯合主辦的非洲商團的籌備工作業已展開，商團將於四月十六日至二十九日訪問內羅比（肯雅）、阿克拉（加納）、哈拉雷（津巴布韋）等城市。

#### 亞洲委員會

二月二日，日本鹿兒島縣議會十五人代表團到訪，團長是鹿兒島議會交通觀光對策特別



R Duffy Wall and R D Folsom (left).  
圖為達菲華爾、福爾瑟姆(左)

## US Lobbyists visit Chamber

Chamber members and senior staff were briefed on the current situation in Washington when representatives of R Duffy Wall and Associates visited the Chamber on January 14. R Duffy Wall and Associates are the Hong Kong's Government's official lobbyists in the US capital. The lobbyists were represented on their Hong Kong visit by Mr Duffy Wall and Mr R D Folsom. Both Mr Wall and Mrs Folsom gave briefings on the political situation in the US, the standing Clinton Administration and its approach on 1994 renewal of China's Most Favoured Nation (MFN) trading status.



The briefing. 會議舉行情況

### 美國游說專家

一月十四日，本會多位會員及高層行政人員與到訪的達菲華爾公司代表達菲華爾及福爾瑟姆舉行會議。達菲華爾公司是港府委任駐華盛頓的官方代表機構，專門負責游說美國政府延續中國最惠國待遇。達菲華爾及福爾瑟姆向與會者分析美國的政治形勢、克林頓政府的處境及未來一年所採取的游說策略。

委員會委員會長川原秀男。代表團此行旨在推廣香港與鹿兒島之間的直航交通。

## 中國委員會

江蘇省及上海市訪問活動的籌備工作已進入最後階段，代表團團長是本會主席鄭明訓，訪問日期為三月七日至十二日，屆時將途經上海、蘇州、南京等城市。截至目前為止，共有二十六位會員報名參加。

委員會的周年訪京活動已定於三月二十一日至二十四日舉行，對外經濟貿易合作部再次答允負責統籌工作。委員會主席羅素正與外經貿部緊密聯繫，希望盡快訂出訪問期間的會議程序。

二月四日，深圳市工商行政管理局局長龔培連率領代表團到訪。代表團此行旨在考察本港的商業管理、登記規例及政策。

## 歐洲委員會

兩個商務代表團分別於一月二十一日及二十四日到訪。

## 船務委員會

一月二十六日，本會派出六十人代表團訪問鹽田港，籌辦是次活動的是香港國際貨櫃碼頭有限公司董事總經理暨本會船務委員會主席馬德富。代表團在鹽田港獲得香港國際貨櫃碼頭有限公司中國部總經理盧寶鑾、鹽田國際集裝箱碼頭有限公司總經理謝錦添接待。

委員會於一月二十八日召開會議，討論例如為港口使用者提供摩托船服務等廣泛問題。會後，委員會向海事處提交一份意見書，表達委員會對搬遷登岸地點所造成的影響的關注。

新一期《船務通訊》已於二月七日出版及分發予船務委員會全體成員。

## 香港國際委員會

本會於一月七日與香港其他五大商會的代表舉行會議，討論如何為將於短期內到訪的美國國會議員助理作出安排。六個工商組織將全力支持這項活動，作為游說無條件延續中國最惠國待遇計劃的一部分。國會議員助理的訪問日期是三月二十七日至四月四日。

委員會在過去一個月接待的到訪嘉賓計有：

- 英國影子內閣外交及英聯邦事務大臣坎寧安博士（一月十三日）。坎寧安博士是工黨議員，本身十分支持港督彭定康的政改方案。
- 達菲華爾公司合夥人達菲華爾及福爾瑟姆（一月十四日）。他們是港府委任駐華盛頓專責最惠國待遇事宜的顧問。他們指出，本會及其他工商組織所邀請訪問香港的國會議員助理對整體游說工作極有幫助，因而應該繼續舉行這類活動。



Dr Cunningham introduced to Roger Lacey by William Forcgate.

霍士傑為雷斯介紹坎寧安博士

The meeting with Dr Cunningham.

會議舉行中

## Dr John Cunningham

Dr John Cunningham, Labour Shadow Secretary for Foreign and Commonwealth Affairs, called on January 13 on the Chamber during his visit to Hong Kong and China. He discussed Sino-British relations with Chamber members chaired by General Committee member, Ian MacCallum. Dr Cunningham said his Party wanted to be friends with China but his Party were supporters of Governor Chris Patten's reform package. The Labour Party took democracy and human rights seriously and wanted to see China demonstrate concrete evidence on the two issues. He believed that renewal of Most Favoured Nation (MFN) status was the best leverage for the US to try to improve China's human rights performance.

## 英國影子外相

一月十三日，英國影子內閣外交及英聯邦事務大臣坎寧安博士到訪，他此行計劃訪問香港及中國。本會理事會成員麥嘉霖為他主持會議，雙方討論中英關係。坎寧安博士本身是工黨議員，他希望與中國建立友好關係，但他同時又表示，工黨支持港督彭定康的政改方案。他補充，工黨非常重視民主及人權，並且希望看到中國在這兩方面作出具體改善。他相信最惠國待遇是美國迫使中國改善人權的最佳工具。



Dr John Cunningham addressing members chaired by Ian MacCallum (right).  
坎寧安博士於會上發言。會議的主持人是麥嘉霖(右)

of Argentina. The meeting also discussed arrangements for the Joint Chamber/TDC business group that would visit Argentina, Brazil and Miami for about two weeks beginning mid-April. A total of 33 companies would be represented on the mission.

A delegation of the Commission of Fisheries from Mexico visited the Chamber on January 28. They were briefed on

the current economic development in Hong Kong by the Chamber's Chief Economist, Mr Ian Perkin.

## Arab & African Committee

The Committee held a meeting on January 28, at which Mr Michael Farr, Consul-General of the Republic of South Africa, spoke on "South Africa - The Current Situ-



- 美國國際貿易署署長克勞福德女士(一月十四日)。她向本會介紹國際貿易署的工作,並且就關稅及貿易總協定、最惠國待遇等問題與會員交換意見。
- 美國國家對外貿易委員會副主席奧弗萊厄蒂(一月十九日)。他相信,邀請參眾兩院議員親身訪問中國,是目前游說延續中國最惠國待遇的最有效方法。雙方又就例如中美紡織品協議等問題進行討論。

## 工業及行政事務部

### 重要事項回顧

過去一個月內共有兩位港府高層官員應邀於本會舉辦的商務午餐會上致辭,她們包括代理港督陳方安生、工業署署長俞宗怡。陳方安生向到場的二百位聽眾表示,政府、工商界及市民大眾應建立一種新的合作關係,攜手共創未來。而俞宗怡則講述她對香港工業發展機會和掣肘的看法。

未來一年,本會將舉辦多項培訓課程。本會所提供的課程數目及申請報讀的會員人數均與日俱增,課程的主題包括語文、管理、推銷、對華貿易、信用證制度的運作、銀行經營手法、交通運輸等等。

### 委員會動態

#### 中小型企業委員會

委員會於一月十七日舉行會議,討論港府就取消遣散費及長期服務金的十二個月工資上限所提出的建議。委員會原則上並不反對該項建議,但卻擔心一旦改變現行勞工規例,將令到勞工成本進一步上漲。此外,委員會又呼籲擴大輸入外地勞工計劃。

#### 會員關係及活動籌劃委員會

委員會於一月二十日召開會議,檢討會員招募策略。委員會決定邀請邵偉志於三月二十二日舉行的「會員論壇」上擔任主講嘉賓。其他針對改善會員關係的建議包括舉辦春茗及雞尾酒會等。

#### 人力資源委員會

列席勞工顧問委員會的五個僱主組織於一月二十一日至三十日舉行會議,討論老人退休金計劃,與會代表贊成向港府發出一份由五組織主席聯署的聲明。

#### 環境委員會

二月七日,汽車排放廢氣事宜工作小組與本港四間汽油公司的代表會晤,試圖找出提早在港供應低硫量燃料的方法。

委員會於二月一日召開會議,當日討論的議題包括《環境白皮書》、《全港發展策略檢討諮詢文件》、環境諮詢委員會的議程等。

## 活動總覽

- 一月二十一日至二十二日,中小型企業委員會舉辦廣州防火規例考察團,參加者共有六位,訪問期間,考察團獲得廣東公安廳及勞動局官員接見,並且出席一個由當地一間保險公司舉辦的座談會。
- 上月舉辦了一個主題為《中國貿易、投資程序及風險》的培訓課程,課程將於四個上午進行,參加者共十九位。
- 公司董事商務晚宴研討會、管理人員寫作技巧課程、會議記錄及報名寫作課程、專業銷售課程等均已圓滿結束。
- 一月份的信用證制度運作及統一信用證制度 500 培訓課程獲超額報讀,本會將於三月及五月再度舉辦同一主題的課程,以滿足會員的需求。

## 服務業部

### 香港服務業聯盟

#### 委員會會議

#### 執行委員會

委員會於一月二十六日召開一九九四年度首次會議,會上除了評估關貿總協定烏拉圭回合談判所達成的《國際服務貿易總協定》外,並檢討香港服務業聯盟各委員會的工作進展及討論未來一年的大型計劃。

#### 基建工程委員會

委員會於一月二十七日與港府首席助理經濟司韋立新舉行會議,討論《機場公司條例草案》諮詢文件。委員會現時正就條例草案草擬意見書。

#### 運輸/分發服務委員會

委員會於二月七日與港口發展局秘書祈立德舉行會議,討論最新的港口貨物流量預測及其他與交通運輸有關的問題。與會者同意於稍後時間與運輸司鮑文舉行會議。

#### 資訊服務委員會

委員會於二月八日召開會議,聽取首席助理經濟司彭立新解釋港府就電訊政策所發表的最新一份立場書,以及《國際服務貿易總協定》中有關電訊服務的談判結果。彭立新將負責統籌今年三月初在港舉行的亞太區經濟合作組織電訊工作小組會議,而本會已答允提供協助。此外,委員會又選出高盛德接替卸任的主任巴盧。

#### 反映意見

一月十八日,香港服務業聯盟秘書長陳偉羣博士與貿易署代表喬樂平、殷美薇舉行會議,討論在烏拉圭回合談判所達成的《國際

ation and Prospects for the Future”。The Presentation focused on the general elections to be held in April and the implementation of the new constitution.

Preparations and recruitment for the Joint Chamber/TDC Business Group to Africa had begun. The mission will visit Nairobi (Kenya), Accra (Ghana) and Harare (Zimbabwe) from April 16-29 1994.

#### Asia Committee

A 15-member delegation from the Kagoshima Prefectural Assembly, Japan, visited the Chamber on February 2. Led by Mr Hideo Kawahara, Chairman of the Assembly's Special Committee for Transportation and Tourism, the delegation aimed at promoting increased direct air transportation between Hong Kong and Kagoshima.

#### China Committee

Preparations for the upcoming Chamber delegation to Jiangsu Province and Shanghai are well advanced. The delegation, led by the Chamber Chairman, Mr Paul M F Cheng, will visit Shanghai, Suzhou and Nanjing from March 7-12. So far, 26 Chamber members have confirmed participation in the delegation.

The China Committee annual delegation to Beijing is now confirmed to be held from March 21-24. The Ministry of Foreign Trade and Economic Cooperation (MOFTEC) will again be the sponsor for the Delegation. The Committee Chairman, Mr Anthony Russell, is in close coordination with MOFTEC with a view to finalizing a programme of meetings for the delegation.

A delegation from the Shenzhen Administration for Industry and Commerce visited the Chamber on February 4. The purpose of the delegation's visit was to study the business administration and registration regulations and policies in Hong Kong. The delegation was led by the Head of the Administration, Mr Gong Pei Lian.

#### Europe Committee

Two business groups from Russia visited the Chamber on 21 and 24 January respectively to develop business links in Hong Kong. They were subsequently introduced to some appropriate Chamber members for direct business discussions.

#### Shipping Committee

A delegation of over 60 individuals visited the port of Yantian immediately across the border from Hong Kong on January 26. The visit was hosted by the Managing Director of Hongkong International Terminals Ltd, Mr John Meredith, who is also the Chairman of the Chamber's Shipping Committee. Also receiving the delegation were Mr Paul Lo, HIT General Manager



Ting Hok-shou chaired the meeting with Carol Crawford (left).

丁鶴壽等與克勞福德女士(左)舉行會議

## US Trade think-tank

Commissioner Carol Crawford of the US International Trade Commission (ITC) called on the Chamber on January 14. She described the ITC as a think-tank and a court for trade issues and disputes. She said the agency had not done any analysis of the impact on China of MFN. She believed that the MFN issue was mainly driven by human rights groups and that was part of the American heritage. Ting Hok-shou chaired the meeting.

### 美國貿易智囊團

美國國際貿易署署長克勞福德女士於一月十四日到訪，她形容美國國際貿易署為一個智囊團及調解貿易問題及糾紛的組織。她表示，該署並未就最惠國待遇對中國的影響進行分析，但她相信，最惠國待遇問題很大程度上受到美國的人權組織所左右，這是美國人的傳統。當日接待會議的主持人是丁鶴壽。

(China), and Mr Kenneth Tse, General Manager, Yantian International Container Terminals Ltd.

The Shipping Committee held a meeting on January 28, during which members discussed a wide range of matters including motorboat service for port users. Following the meeting, a submission was made to the Director of Marine expressing the Committee's concern at the relocation of landing areas to less satisfactory sites and hence affecting the quality of motorboat service.

### Hong Kong International

The Chamber held a meeting on 7 February with representatives from five other leading business associations to discuss logistics arrangements and sponsorship for the upcoming US Congressional staffers' visit. Again, it would be fully sponsored by the six associations involved as part of the business community-wide lobbying effort for the renewal of non-conditional MFN status for China. The visit would take place from 27 March to 4 April.

During the month, the following visitors were received by HKI and exchanged views on matters of mutual interest and concern:

- Dr John Cunningham, Shadow Secretary of State for Foreign & Commonwealth Affairs, UK (January 13). Dr Cunningham is a supporter of Governor Patten's reform package.

- Mr Duffy Wall and R D Folsom of R Duffy Wall & Associates, Inc (January 14). They are Hong Kong Government Consultants in Washington on the MFN issue. They emphasised that the US Congressional staffers' visits sponsored by the Chamber and other major local trade associations created great impact on the overall MFN lobbying effort and should continue.

- Commissioner Carol Crawford of the US International Trade Commission (January 14). She explained the work of the Commission and exchanged views on issues such as GATT and MFN.

- Mr Daniel O'Flaherty, Vice President of the National Foreign Trade Council, USA (19 January). He believed that having Congressmen or Senators visit China was by far the most effective lobbying effort for the renewal of China MFN. Discussions also covered other issues such as the textile agreement between China and the United States.

### INDUSTRIAL & CORPORATE AFFAIRS DIVISION

#### HIGHLIGHTS

Two high-ranking lady officials spoke to the Chamber this month. They were Mrs Anson Chan, Deputy to the Governor,

服務貿易總協定》的細節。

一月二十八日，秘書長與香港地產代理商協會主席及多位成員會晤，討論如何互相合作及監管地產代理商。

二月一日，陳偉羣博士與奧文顧問公司代表舉行諮詢會議，該公司獲港府電訊管理局委任就電話號碼的可攜性進行可行性研究。

### 香港特許經營權協會

#### 經營守則

委員會於一月二十七日召開會議，會上除其他事項外，通過小組委員會所擬定的經營守則。與會者贊成將經營守則轉交國際特許經營權協會審批，並且逐步向會員推介。

#### 外訪代表團

協會將於三月三日至五日組織特許經營及零售業考察團訪問廣州，截至現時為止，共有二十人報名參加。

協會將協助舉辦將於今年四月在華盛頓舉行的國際特許經營權博覽會，並計劃組團參加。

#### 本會活動

服務業部將負責於三月三十日代表本會舉辦一個名為「貨如輪轉——香港與華南之貨運」的研討會，屆時將邀請中港兩地的交通運輸政策製訂者擔任演講嘉賓。截至現時為止，所有內地講者及大部分香港講者均已答允出席。本會將於研討會結束後為來自內地的嘉賓安排參觀活動。

### 本地及經濟事務部

過去一個月，該部門舉行了多個會議，討論數項當前備受關注的問題及未來一年的工作計劃。同一期間，首席經濟學家著手進行多項研究，並計劃就財政司麥高樂爵士準備發表的第三份財政預算案作出回應。此外，他又就港府最近建議的老人退休金計劃進行可行性研究。

#### 委員會動態

##### 法律及民政事務委員會

委員會於過去一個月召開了兩次會議，討論數項技術性法律問題及事項，例如消費者委員會的角色、法庭案件排期時間、港府對貪污情況的關注等等。曾經出任法律委員會主席多年的麥嘉霖於本年度首次會議上宣布正式退休。多年來，麥嘉霖一直積極參與本會活動，他的離去，肯定是本會的損失。接替麥嘉霖出任法律委員會主席的是怡和公司代表邵雅理，而民政事務委員會的新任主席則是力寶集團的李澤培。

##### 經濟政策委員會

委員會上月舉行了一次會議，討論未來一年工作計劃。會上論及的課題包括通貨膨脹、工資增長、退休金(如建議中的老人退休金計劃)、一九九四至九五年度財政預算案、機場融資等等。

##### 稅務委員會

過去一個月，委員會並沒有舉行會議。委員會本年度首次會議將於三月初舉行。 ■

and Ms Denise Yue, Director-General of Industry. Mrs Chan spoke to about 200 members on the new relationship between the Government, the business and the community in building our future. Ms Yue gave her views on the opportunities and constraints for industrial development in Hong Kong.

Training courses will be another highlight for the year. More and more members are enrolling in increasing number and choice of courses on offer. They include language training, management training, sale skills, China trade, L/C operations, banking practices, transport and communication skills.

## COMMITTEES

### Small & Medium Enterprises Committee

On 17 January, the Committee discussed the Government's proposal to remove the 12 months' wage ceiling on severance payment and long service payment. Although the Committee had no objection to the proposal in isolation, it expressed concern on the aggregate effect of changing labour regulations which has made labour increasingly expensive in Hong Kong. It also urged a significant relaxation of the labour importation scheme.

### Membership Committee

The Committee met on January 20 to review the membership strategy. The Committee decided to invite the Chamber's Second Vice-Chairman, Mr Robert Savage, to speak at the next Membership Forum scheduled for March 22 1994. Other proposals for improved membership relations included a Spring Dinner and members-get-together cocktails.

### Human Resources Committee

The five employers groups represented on the Labour Advisory Board met on 21 and 31 January to discuss the Old Age Pension Scheme and agreed that a joint statement, co-signed by the Chairmen of the five associations, would be sent to the Government.

### Environment Committee

The Working Group on vehicle emissions met representatives from four oil companies on February 7 to see if a supply of low sulphur fuel could be delivered to Hong Kong before 1995.

The Committee met on February 1. Topics covered were the review of the Environment White Paper, the Territorial Development Strategy Review and the agenda of the Advisory Council on the Environment.

## EVENTS

- A SME mission visited Guangzhou from January 21-22 to review fire prevention

**Ian Christie chaired the meeting on preparations for the US staffers' visit.**

祈仕德主持會議，商討考察活動的籌備工作



The meeting.  
會議進行中

## US Staffers' visit

### 美國國會議員助理考察團

另一批美國國會議員助理將於三月二十七日至四月四日到香港及華南進行考察。為此，本會及其他五大商會於二月七日召開會議，商討有關細節安排。會議由本會總裁祈仕德主持。一如往年，各大商會將盡力確保國會議員助理充份瞭解最新的中港經濟發展。港府駐華盛頓辦事處正協助邀請適當人選參加考察。

Another group of staffers to US Congressmen will visit Hong Kong and Southern China between March 27 and April 4.

Representatives of the Chamber and five other trade associations met on February 7 to make arrangements for the staffers' visit. Ian Christie, Chamber Director, was in the chair. As in past years the Hong Kong trade associations will ensure the staffers are fully briefed on the latest and inter-related economic developments. The Hong Kong Government in Washington is assisting in inviting the staffers.

regulations. The 6-member delegation met officials from the Guangdong Public Security Bureau and the Labour Bureau, and attended a briefing meeting at an insurance company.

- A four half-day training course on "China Trade & Investment: Procedure & Risk" was organized in the month. The course was fully subscribed with 19 participants.

- The Directors Dinner, Management Writing Skills, Minutes & Report Writing, Professional Sales Training were successfully completed.

- The Training Course on L/C Operations and UCP500 was over subscribed for January. Two additional courses will be organized in March and May to cope with the demand from members.

## SERVICE INDUSTRIES DIVISION

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

#### Committees

**Executive Committee.** The Committee held its first meeting in 1994 on January 26 to evaluate the GATS negotiations of the Uruguay Round, review progress of CSI committees, and discuss major events

planned for 1994.

**Infrastructure Projects Committee.** The Committee met on January 27 with Mr Bob Wilson of Economic Services Branch to discuss the government consultative paper on the Airport Corporation Bill. A response to the bill is now being drafted.

**Transport/Distribution Services Committee.** The Committee met on 7 February with Mr Tony Clark, Secretary of the Port Development Board, to discuss the latest port cargo forecast and other related transport issues. It has been agreed that a meeting with Secretary for Transport, Mr Haida Barma, would be held later in the year.

**Information Services Committee.** The Committee met on February 8 to hear Mr Andrew Pyne of Economic Services Branch explain the government's latest position paper on telecommunications policy, as well as the GATS negotiations on telecommunications. Mr Pyne was also the organiser of a conference of the APEC Telecommunications Working Group, to be held in Hong Kong in early March. The Chamber has agreed to become a sponsor of this conference. The Committee also elected its new Chairman, Mr Henry Goldstein, to succeed Mr Roger Barlow.

### Representation

On January 18, the Coalition Secretary-General met with Mr Robin Gill and Ms Salina Yan of the Trade Department to discuss details of the GATS package agreed in the Uruguay Round.

On January 28, the Secretary-General met with the Chairman and representatives of the Society of Real Estate Agents in Hong Kong to discuss mutual cooperation and regulation of estate agents.

On February 1, the Secretary-General attended a consultative meeting with Ovum Consultants, who had been commissioned by the Office of the Telecommunications Authority to conduct a feasibility study of portability of telephone numbers.

### HONG KONG FRANCHISE ASSOCIATION (HKFA)

#### Code of Ethics

The HKFA Committee met on January 27 and endorsed the Code of Ethics drafted by a subcommittee, among other things. It was agreed that the Code of Ethics be referred to the International Franchise Association for endorsement and should gradually be introduced to members.

#### Overseas Mission

The Association will be organizing a franchising/retailing mission to Guangzhou from March 3-5 1994. Up to now, 20

people have applied to join the mission.

The HKFA will be co-sponsoring the International Franchise Expo in Washington DC in April and is planning to organize a mission to visit the Expo.

### CHAMBER EVENT

This Division is responsible for organising the Chamber seminar "Yours Freightfully - Seminar on China-Hong Kong Freight Transport" on March 30. The seminar will feature high-level transport policy-makers from both the Mainland and Hong Kong. As of this month, all Mainland speakers and most Hong Kong speakers have been confirmed. A post-seminar programme is now being arranged for the Mainland speakers.

### LOCAL AFFAIRS & ECONOMICS DIVISION

The Division has experienced a busy start to the year, with several committee meetings already held in the past month to consider issues of immediate concern and plan for the year ahead. The Chief Economist worked on a number of research projects during the period and planned the Chamber's response to third budget from the Financial Secretary, Sir Hamish Macleod. He also undertook detail work examining the likely viability of the Government's latest proposal for financial security in retirement, an Old Age Pension Scheme.

### COMMITTEES

#### Legal and Home Affairs Committees

The Legal and Home Affairs Committees held two joint meetings during the month to discuss several technical legal matters and issues, such as the role of the Consumer Council, court waiting times and Government concerns on corruption. Long-standing Chairman of both Committees, Mr I R A (Ian) MacCallum, stepped down both chairs at the first meeting of the Committees. He will be sorely missed within the Chamber having been a strong supporter of all Chamber activities over the years. New Chairman of the Legal Committee is Mr G J Terry of Jardine Matheson, and Chairman of the Home Affairs Committee is Mr J P Lee of the Lippo Group.

#### Economic Policy Committee

The Economic Policy Committee met once in the past month and has outlined a strong programme of activities for the year ahead. Issues discussed at the meeting included inflation and wages, retirement funding (including the proposed Old Age Pension scheme), the 1994-95 Budget and Airport Financing.

#### Taxation Committee

The Taxation Committee did not meet during the period with its first meeting for the year being scheduled for early March. ■

## Annual General Meeting Tuesday, 26 April, 1994

This year's Chamber AGM will be held on **Tuesday, 26 April, 1994 at 6:00 p.m.** at the Hilton Hotel. Registration and cocktail reception starts at 5:00 p.m.

The six seats coming up for re-election at the AGM will be:

**Mr . William Fung  
Mr. J.D. McGregor  
Mr. Daniel Koo**

**Mr. Ian MacCallum  
Mr. Hari Harilela  
Mr. Paul Selway-Swift**

The sudden passing away of Mr. Michael Gale has resulted in a seventh seat for election.

Mr. MacCallum has confirmed his intention to resign.

Formal Notices of Meetings will be mailed to members on **31 March, 1994.**

AT  
THE GARDEN,  
WE MAKE SURE  
THIS IS THE  
**ONLY**  
THING  
YOU HAVE TO  
SLEEP ON.

*Doing business abroad could be very demanding for both mind and body.*

*That's why we make sure you don't live any sleep over any detail of your trip. From a business conference to a simple cup of tea, you can rest assured that we have everything well taken care of.*

*Come to the Garden, and have some peace of mind on us.*



Member of THE GARDEN HOTEL BY PAUL LAUREY



3688 Huanshi Dong Lu, Guangzhou, 510064, The People's Republic of China Tel: (86-20) 333 8939 Telex: 44788 GDHTL CN Fax: (86-20) 335 0467 / 335 0706  
Hono. Kono. Reservations Office: 33/E East/Miao. Hono. Kono. Reservations Office: 33/E East/Miao. Hono. Kono. Reservations Office: 33/E East/Miao. Hono. Kono. Reservations Office: 33/E East/Miao.

# Constructive partnership

Deputy to Governor appeals for constructive partnership of Government, Business and the Community

**M**rs Anson Chan, Deputy to the Governor, in her first speaking engagement of the New Year, told a well-attended HKGCC business lunch: "We need to foster a constructive partnership both with business and with the wider community."

Mrs Anson Chan's plea was the title of her speech on January 24. Those businessmen present roundly applauded her.

Mrs Chan said: "Hong Kong businessmen have an outstanding track record when it comes to delivering business success. The Government is determined to maintain the conditions which make Hong Kong the ideal place to live, work and invest.

"But we cannot do so on our own. We need to foster a constructive partnership both with business and with the wider community."

Mrs Anson Chan said she believed the Government has four areas of responsibility to promote our economic success in the future:

- "Our first task is to ensure that Hong Kong continues to deliver a sound business environment. We know that during the transition to 1997 political change is inevitable. The Government can help the business community to meet this challenge through achieving the highest standards of policy and administration.

"We must manage government finances in a way that delivers high-quality public services without stifling enterprise.

"We must ensure that taxes remain simple and low and that government regulation is equitable and stable.

"We must avoid arbitrary administration which creates uncertainty for investors and encourages corruption.

"We must remain willing as a government to test official policies and proposals against 'competition' from Government critics, just as business firms pit their products against their rivals."

- Mrs Chan said Government's second responsibility is closely linked to the Government's partnership with business and the community at large.

## Community's concerns

"It seems to me vital for our future prosperity that business remains free to defend its own commercial interests. It is equally vital for our stability that the community

Addressing the business lunch.  
陳太在午餐會上發表演辭



## 政府商民攜手合作 促進繁榮共創明天

代理港督呼籲政府、商界及市民  
互相建立一個具建設性的夥伴關係

代理港督陳方安生於一月二十四日應邀出席本會為她舉辦的午餐會，並向在場嘉賓發表了她本年度首篇演辭。陳太表示：「我們需要與商界及市民大眾建立一個具建設性的夥伴關係。」

這項呼籲正是陳太演辭的主題，在場的商界人士對此報以熱烈的掌聲。

陳太表示：「香港商界一向以長袖善舞見稱。政府亦決心維持香港作為一個理想的居住、工作及投資地點。」

「要達到成功，就不可能倚靠政府單方面的努力。我們必須與商界和市民大眾建立一個具建設性的夥伴關係。」

陳太表示，政府在促進經濟繁榮方面有四大職責：

「我們的首要任務是確保香港繼續擁有一個良好的商業環境。我們知道，在過渡至一九九七年期間，政治轉變無可避免。但政府可以憑著發揮最高水準的決策和管治能力，協助商界應付這個挑戰。」

「我們管理公共開支的時候，必須一方面提供高素質的公共服務，而另一方面則不致窒礙了商業活動。」

「我們必須確保簡單的低稅率制度維持不變，政府的監管措施公平而穩定。」

「我們也要避免採取專斷的行政措施，以免對投資者造成不明朗的前景，助長貪污橫行。」

「政府更應該樂於測試官方的政策和建議是否能抵擋批評人士的『挑戰』，就好像商業機構的商品要跟對手較量一般。」

陳太表示，政府的第二項職責，跟政府與商界及廣大市民的夥伴關係有著密切連繫。

## 市民關心的事項

「我認為商界能隨時捍衛本身的商業利益，對維持未來的繁榮十分重要。要維持本港的安定，就必須使社會人士相信他們廣泛關注的事項受到重視。因此，我們需要就一九九四及九五年的選舉事宜作好準備。這些選舉都是公正和公開的，而且必須為香港市民所接受。」

「如我們不盡力作出這些安排，我們就不再是一個誠實和負責任的政府，而其中涉及的代價將會十分巨大。」

「商界人士再不能肯定他們可以在公平的競爭環境下繼續經營，而不受到政治特權影響。」

「社會人士也不能繼續確定政府會把廣大市民的利益放在首位。」

「立法機關再也不能得到公眾的支持，以挑戰政府種種錯處和謬誤。」

陳太續稱：「你或許會問，這一切是否

# New Airport

At the end of her speech Mrs Anson Chan replied to questioners.

One questioner asked: Would you help us complete the first runway of Chek Lap Kok by June 30, 1997?

Mrs Chan replied: "We will, of course, do everything within our power to comply with the undertaking and the Memorandum of Understanding on the Airport and that is to complete as much as possible of Chek Lap Kok Airport by June 30,

1997. But I think I'm stating the obvious when I say the longer we go with the Chinese on the financial arrangements the more at risk we place the early completion. We all know that we badly need a new airport. You just have to go through Kai Tak — and I am sure all you businessmen go through Kai Tak — to see what sort of pressure our existing airport is in. We have managed so far, notwithstanding that we have not yet reached agreement with the Chinese

on financing arrangements. Nevertheless, we continue on a step by step approach and I think we are making reasonable progress. But that is no substitute for reaching overall agreement with the Chinese on financing. We see no reason why we cannot get around the negotiating table, discuss frankly the concerns of the Chinese. As you will have seen from the recent meeting of the Finance Committee the Financial Secretary has made it quite clear that we have tried to address the Chinese concerns. We would like to be specifically clearer on what their fur-

ther concerns are, so that we can see whether there are any other ways in which we can meet these concerns. We have pressed for an early meeting of the Airport committee and we are waiting for a Chinese response. I very much hope that there will be a positive response so that we can discuss the financing arrangements but also discuss the legislation that will establish the Airport Authority. That also is important. In other words we press for an early meeting both to discuss financing and to discuss the draft Airport Corporation Bill. ■

continues to feel confident that its wider concerns are respected. For this reason, we must put in place arrangements for the 1994-5 elections which will be fair and open and, at the same time, acceptable to the people of Hong Kong.

"If we were to abandon our efforts to achieve such arrangements, we would be retreating from honest administration and accountable government and the costs would be considerable.

"The business community could no longer be certain of a level playing field in which political patronage played no part.

"The community would no longer be sure that its best interests were paramount.

"The legislature would no longer command the public support needed to challenge the mistakes and misdeeds of the administration."

Mrs Chan continued: "You might well ask does all this really matter? Can we not stick to arrangements which served us adequately for so many decades in the past?"

"The reality is that we have very little choice.

"For a start, the Joint Declaration and the Basic Law require us to make constitutional changes. The framers of these documents had the wisdom to see that our political institutions must develop to match the aspirations of a more sophisticated, more affluent and more educated community. They decreed that standing still was not an option.

"Hong Kong today is a sophisticated and prosperous society. We have a highly educated, much travelled and well-informed community that wants to have a say on the way in which it is governed."

Mrs Anson Chan said: "Hong Kong's business community now takes for grant-

都那麼重要？難道我們不能沿用在過去幾十年來一直運作良好的種種安排嗎？

「事實上，我們別無選擇。

「首先，《中英聯合聲明》和《基本法》都規定我們必須作出政制上的轉變。這兩份文件的撰寫人都是深具智慧，明白到隨著社會更趨成熟富裕，市民教育水準普遍提高的同時，我們的政制發展必須予以配合。這些文件已經說明我們絕不可停步不前。

「今時今日的香港社會成熟繁榮，市民的教育水平提高，而且經常往外地旅行，見識廣博。他們都希望在管治方面有更大的發言權。」

陳太表示：「香港商界現已覺得政府提供高素質的服務似是理所當然。他們更特別強調政府必須大公無私，處事合理。若要達到這些期望，政府政策須經具有公信力而且真正代表市民的立法機關公開辯論，有關的政府官員更要為自己的行為作出交代。

「國際商界一向視法律、管理措施及稅制為整體競爭環境的一部份。他們要求政府在這幾方面作出決定時，所經過的都是既廉潔而又負責任的程序，才能得到各界的尊重。若以這些標準來衡量以往的政治安排，相信會使人越來越感到不滿。」

## 基建設施

「現在讓我說說政府的第三項職責。剛才我一直都只是談到廣義的夥伴關係，但我現在想將範圍集中一點。

「當了三十二年公務員，我深深感覺到防止公營機構排擠私營企業的重要性。我認為政府有責任盡量與私營機構建立商業上的夥伴關係。這個原則在本港需要興建更多基本設施，以應付下一世紀所需時尤見重要。

「由於香港的經濟每年持續增長，財政預算又常常出現盈餘，政府如果想在基建問題上一擲千金是很容易的。但我們必須抗拒向這個方向邁進，儘管有時候這種做法在政

治上效用甚大。反過來說，我們應該挑選一個目前成本效益最高的計劃來開展機場、港口、道路及鐵路等等基建設施。

「對於那些可帶來收入的工程，政府應該積極在私營機構中尋找合作夥伴，一方面既可減輕納稅人的負擔，另一方面也為私人投資者提供機會。

「只有這樣，我們才可確保工程是在正常的市場規律下運作。

「只有這樣，我們才可保證回報率及服務素質達到市場標準要求的競爭能力。

「在未來幾年，我們會開展規模龐大的基建工程。正因如此，我們更需要確保這些建設都是物有所值的。

陳太表示：「我們第四個，也是最重要的一個職責，是跟在九七年交還主權有關的。這對我們的未來有著最重要的影響。

「本人接任布政司以來，對於在過渡期間種種挑戰所帶來的複雜問題可說是不存幻想。我將會竭盡所能，使香港能成功過渡。

「讓我在這裏重申，我深信聯合聲明中承諾的『一國兩制』一定會為香港，特別是商界，製造很多新的機會。但我們必須同心協力，保證這個概念在九七年後能夠實施。」

陳太接著說：「《中英聯合聲明》與《基本法》在提到中國恢復行使主權的同時，香港的政治架構亦會得到發展，使港人在管治本身事務方面可以有更大的參與。」

## 生活方式不變

「兩份文件都規定，我們的社會、經濟制度，以及生活方式基本上將維持不變。」

陳太續稱，上述兩份文件都堅決承諾以下各點：

- 香港現行的資本主義經濟及貿易制度維持不變；
- 香港作為自由港的地位不變，繼續保持自由貿易政策，容許貨物及資金自由流動，以及

# Welfare State?

**Q**uestioner: "Many in the business community are concerned with the phenomenon of creeping-social-welfareism. At a time when Western economies are trying to move away from the cost of social welfareism, Hong Kong seems to be moving in the opposite direction. You yourself referred to the pledge one-country-two-systems. You will be familiar with the quip that in 1997 we are definitely going to have one-country-two-systems — but by that time China will be capitalist and Hong Kong socialist. Would you care to comment?"

Mrs Anson Chan: "I certainly will not agree with that quip. I understand the business sector's concern but I think that the facts do not demonstrate that we are moving towards a welfare state. It is abundantly clear to everyone

that as a result of economic success that the community as a whole is growing wealthier. The business community quite rightly expects to reap its business profits from its undertakings. But do not forget that economic success has also been due in a large measure to the community's efforts — to the hard work of our very resilient and resourceful workforce. And I put it to you that it is not unreasonable that the average man in the street should also have a share in that prosperity. Now we have strong reserves — we need to have strong reserves — but we see no reason why in a measured way we cannot be providing for some of the things that the community as a whole has a right to expect. I have mentioned in my speech that we will continue to practice prudent financial management and I do mean that. I

think even if I wanted to spend more, I am sure the Financial Secretary would disagree. But we are proceeding in terms of implementing social services programmes, whether it is in medical, education and social welfare, in an extremely prudent way. If you are referring specifically to, for example, our latest proposal on a universal pension scheme I think I can say we have taken careful note of all the views expressed as a result of 10 months of consultation. We believe that the only way to address a very legitimate community concern about security for old age is, in fact, to move down the road to a universal pension scheme funded by both employers and employees and with a Government contribution however that may be defined. But we have also made it clear that will not embark on this road until and unless we have the

result of a consultancy study to determine once and for all the financial and technical feasibility of this scheme. Furthermore, we will not implement the scheme unless and until we have clear community support. I would ask all of you at this stage to keep an open mind about this proposal. To wait for the details of this consultancy study when we hope to have some of the answers to some of the questions that you quite rightly ask. In the light of that additional information we hope to take a considered view. Obviously we would very much welcome the business view. I would ask that in putting forward your view that you keep an open mind, that you express your legitimate concerns and I can assure you the Government will take those concerns very much into consideration." ■

## 福利社會的疑惑

問：很多商界人士對香港逐漸演變為「福利社會」十分關注。正當西方社會逐漸擺脫作為福利國家所背負的沉重負擔時，香港似乎正好反其道而行之。閣下曾提到「一國兩制」的承諾，亦應該聽過這樣的一個笑話——到九七年時，中國實行的是資本主義，香港卻成了一個社會主義地區。請問閣下對此有何意見？

答：我對這種假設並不贊同。我完全了解商界人士在這方面的憂慮，但我認為目前情況並非朝著福利社會的路向發展。眾所周知，我們的社會因經濟發展蓬勃而越趨富庶，商界的貢獻自是原因之一；但我們不能忘記，經濟上的成功同樣得力於

廣大市民的辛勤工作和默默耕耘。因此，讓他們分享繁榮的果實也是順理成章的事情。

目前，政府擁有充裕的儲備——當然，這是必須的——我們為甚麼不能以量入為出的方式為廣大市民提供他們應有的福利。我曾經在演辭中提及會繼續奉行謹慎的理財哲學，我們對此是充滿決心的。即使我希望增加開支，亦必然會受到財政司的反對。我們無論是有關醫療、教育或社會福利的政策，莫不以小心謹慎為基。舉例來說，若閣下所指的是最近提出的全民退休金計劃，我可以說這是經過十個月的諮詢，考慮到各方意見的成果。

我們認為回應市民關注老年退休保障的唯一辦法就是推行由僱員、僱主及政府三方面供款的全民退休金計劃，儘管政府所佔的比重仍然有待商榷。但我們亦一再強調，在歸納出這項計劃的全面財政和技術可行性研究報告結果之前，絕不會朝著這個方向進發。此外，計劃也必須事先得到市民大眾的支持才可行事。我僅此呼籲各位耐心等待研究報告的結論，期望可以解答各位心中的疑問。我們歡迎商界發表意見，而且保證政府對於那些大家關注的問題必然會慎重考慮。 ■

ed a very high quality of public service, with particular stress on the Government's fair dealing and impartiality. These expectations can only be met convincingly when policy is debated in public by a credible and genuinely representative legislature and government officials can be called to account for their conduct.

"The international business community regards legislation, regulation and taxation as part of the total competitive envi-

● 香港作為世界金融中心的地位不變，貨幣可以繼續自由兌換。

陳太重申：「在任布政司期間，我定會竭盡所能，為順利過渡作出貢獻，實在無必要再提醒我們在這幾年來遇到的困難。

「主權移交從來都是一件困難重重的工作，假如在過程中出現意見分歧，也不足為怪。但如果現在的宗主國與將來的宗主國在某些問題上意見不同，也不會引致所有事情都出現意見分歧的情況。回顧過去兩年，儘

管經過不少困難，我們與中國政府已就下列各項達成協議：

- 成立香港金融管理局，以維持香港貨幣的長期穩定，並確保金融機構的運作健全；
- 制訂初步法例，為本港的航空服務於現階段及在九七後提供一個穩健的發展基礎，確保香港仍然是區內的重要空運中心；
- 在中國進行特別培訓課程，協助民航處



# Not Maggie Thatcher

Inchape's Paul Cheng, Chamber Chairman and host, introducing Mrs Anson Chan said: "Mrs Anson Chan's recent appointment as Chief Secretary and particularly her present status as Deputy to the Governor, has attracted a lot of media and public attention."

He said: "From the number of precedents she is setting within the Government hierarchy — being the first Chinese and first woman to hold the post — the most important to me is the type

of car she normally uses and the car she's temporarily using.

"Because regardless of what choice she selects, we at Inchape are very happy because they all come from the Inchape stable. That's enough of advertising"... he said amid laughter.

"I have heard Anson Chan referred to as Hong Kong's Maggie Thatcher. High praise indeed. Some may consider it something of a backhanded compliment. I would like to think that Mrs Chan holds her

male colleagues in higher regard than Mrs Thatcher did some of hers.

"Certainly as many of us have seen over the years, Anson Chan has tremendous ability, great strength of character and a determination to get the job done. These qualities will be essential in the challenging years ahead.

"Hong Kong needs a strong and effective administration in the lead up to 1997. I am confident that with Anson Chan at the helm we will get exactly that.

"Having known Anson for some time and having had the privilege of participating in the recent Hong Kong promotional tour of Europe which she led, I can also testify as to her effectiveness as a spokesman for Hong Kong both at home and abroad. Those who know her will also say that whoever she might be likened to, Anson Chan is still very much her own person."

Paul Chan then introduced Mrs Anson Chan as: "Not Hong Kong's Maggie Thatcher but Hong Kong's very own Anson Chan." ■

## 香港鐵娘子？

英之傑香港集團主席兼總商會主席鄭明訓在介紹陳方安生時說：「陳太自出任布政司以來，一直是傳媒和公眾的焦點。」

鄭氏續稱：「陳太以華人女性而出掌布政司一職，打破了港府不少記錄。但我最關心的是她平日和暫時所用的汽車。」

鄭氏笑稱：「不管她選擇甚麼車子，都是英之傑代理的牌子，這還不是最好的宣傳嗎？」

「我曾經聽聞有人讚譽陳太為『香港的

戴卓爾夫人』。有些人可能感到這未免是挖苦的恭維說話。但我認為陳太在對待男性同事方面比戴卓爾夫人的做法更加受人尊敬呢。」

「在過去的歲月當中，我們可以看到，陳太不但擁有多方面的才能，而且性格堅毅，對工作十分投入，這些寶貴的素質正好在未來充滿挑戰的幾年中大派用場。」

「香港在過渡期間需要一個堅強幹練的政府，我相信以陳太為骨幹的港府，必定

會不負眾望。」

「本人認識陳太已有一段時間，而且很榮幸有機會參加最近由她帶領的訪問團，到歐洲宣傳香港。正因如此，我再一次驗證了一點：陳太不論在本地或海外都是一個出色的香港事務發言人。認識陳太的人亦會感到，不論把她跟何人相比，她始終是不折不扣的陳方安生。」

鄭氏接著說道：「陳方安生是她自己，並非香港的戴卓爾夫人。」 ■

ronment. Governments are expected to take decisions in these areas through processes which command respect for their integrity and accountability. The political arrangements of the past would have looked increasingly unsatisfactory by these criteria.

### Infrastructure

• "I come now to our third responsibility. So far I have talked of partnership in broad terms. But I would like at this point to narrow my focus.

"After 31 years as a civil servant, I am fully convinced of the importance of preventing the public sector from crowding out private enterprise. I believe we have a duty to encourage as much commercial partnership between the Government and the private sector as possible. This principle is particularly important when it comes to creating the infrastructure which Hong Kong will need in the next century.

"It would be very easy, given Hong Kong's unbroken record of annual eco-

人員認識有關人士，掌握在過渡期間需要的知識。」

陳太表示：「雙方在很多事情上已進行合作，包括環境保護、食物安全、證券市場的監管，以及航空交通的管制等等。」

### 衷誠合作

「雙方的接觸越頻密，需要合作的事項越多，而彼此的工作關係日益密切，也會發現需要合作的地方與日俱增。」

「作為布政司，我會全心全意，就需要合作的地方加強聯繫，促進彼此的了解。」

陳太在演辭的較早部分提到：「隨著香港社會漸趨成熟，政府與私人機構間的關係亦有需要作出改變。我們需要的是一個把政府、商界和市民大眾聯繫起來，有著共同目標及利益的夥伴關係。」

「這種關係不但不會對商界利益構成威脅，相反還會為他們製造一個更優良的發展環境。」

「讓我在這裏列舉一些實際的例子，說明這種關係怎樣為商界和社會帶來好處：

- 當我們對本港銀行制度制訂監管措施，保障存戶利益的時候，也同時鞏固了香港作為世界銀行中心的地位。
- 當我們加強對證券市場投資者的保護時，也同時鞏固了本港作為國際資金市場的角色。
- 當我們改善產品安全標準時，一併提高了本地製成品在世界市場的競爭能力，更有效地保障了消費者的權益。
- 當我們為公共交通服務引入競爭時，除市民可以享受到更高質素的服務外，也為新的經營者造就了投資機會。」

陳太補充說：「當然，並非所有人都對這個新的夥伴關係及其帶來的種種問題感到滿意。有些人可能會對『家長式』制度的一去不返感到可惜，而將隨之而來的日子視為一個困難重重、充滿爭議的年代。」

「我個人的看法跟這些人正好相反。我曾經親身經歷過種種政策上的爭議，包括了旅行代理商的監管，以及公共事業專營權的續期，更不用說關於港口發展和新機場計劃的政策了。」



Deputy to the Governor, Mrs Anson Chan, with her host, Paul Cheng.

代理港督陳方安生與本會主席鄭明訓



At the head table with the Chamber Chairman and his two Vice Chairmen, William Fung and Robert Savage.

陳方安生與本會主席鄭明訓、副主席馮國禎、邵偉志於席上留影

conomic growth and regular budget surpluses, for the Government to throw money at our infrastructural problems. But we must resist any temptation to follow this route, even when politically it seems the attractive thing to do. Instead, we have to take forward plans for the airport, for port development, for new road and rail transport facilities in the most cost effective way open to us.

"For those projects which generate their own revenues, the Government has to make a vigorous effort to find partners from the private sector to lighten the demands on the taxpayer by providing opportunities for the private investor.

"Only in this way will we ensure that projects are subject to the full discipline of market forces.

"Only in this way can we be sure that rates of return and quality of service are competitive by market standards.

The massive scale of the infrastructural projects which we will undertake in the next few years makes it even more imperative to see that they offer the community the best value for money."

• "Our fourth and our major responsibility is concerned with the most significant influence on our future: the resumption of Chinese sovereignty in 1997," Mrs Anson Chan said.

## 夥伴關係運作良好

陳太續稱：「然而，我認為這種擴大的夥伴關係運作得十分順暢：

- 這種關係令政府和市民能夠在公眾及私人利益中取得平衡；
- 通過協商和有建設性的辯論，找到從分歧以至達成共識過程中所需要的信賴和合作。」

陳太表示，這種夥伴關係所產生的好處可謂有目共睹，並再次從她的個人經驗中舉出例子說明：

「電訊業以往一直是市民爭論不休、商業對手四出游說，以及政府與業內人士不斷進行緊密商討的焦點。

「不過，這個過程非但沒有打擊電訊業的發展，還把本港開放為世界上其中一個最自由的電訊市場，為香港作為地區性的商業中心增強競爭本錢，給消費者帶來了莫大的好處。

「香港在電訊投資，新科技的應用，以及提供價廉合理、素質卓越的電訊服務方面正處於區內的領導地位。

「隨著三間實力雄厚，資源充足的公司將會在明年投入服務，香港快將擁有世界上最具競爭力的本地固定網絡市場。

「香港電訊市場的業者都具備充分的能耐、信譽和專業人才，可以向海外市場進軍。」

## 新機場計劃

陳方安生在演辭發表完畢後答覆在場人士的提問。

問：閣下會否幫助我們在九七年六月三十日前完成赤鱘角新機場的首條跑道工程？

答：當然，我們會在權力範圍內，按照《機場備忘錄》中的承諾，在九七年主權移交前盡可能完成機場的工程。但如果港府與中方在機場財務安排上的磋商遲遲未能達成協議，無疑會妨礙機場依期完工的機會。只要我們看看啟德機場現在的使用情況——我相信在座各位因商務而往返啟德的機會不少，就會感到我們對新機場的需求是何等迫切。

目前我們雖未曾與中方在機場財務問題上取得共識，然而，我們仍會就新機場事宜採取按步就班的處事方式，以求取得合理進展，但這種做法始終不能取代一個經中方同意的全面協議。我們希望能在談判桌上坦誠地與中方討論他們關注的問題。事實上，財政司在近日的財務委員會會議上已經表明我們會盡力回應中方關注的事項。我們渴望了解中方關注的焦點，由此才可提出其他相應的解決辦法。港府一直希望能夠盡早召開機場委員會會議，現在只是等候中國方面的回應。我期望除了在會議中討論財務安排以外，還可將《機場公司條例草案》列入議程。

"I have taken up the post of Chief Secretary with no illusions about the complexity of the challenges which the transition to 1997 must bring. I am personally totally committed to a successful transition.

"Let me repeat my own conviction that the Joint Declaration's pledge of one-country-two-systems will create enormous new opportunities for Hong Kong and for the business community in particular. But it is important that we work together to ensure that this concept can and will be implemented after 1997.

Mrs Anson Chan said "Both the Joint Declaration and the Basic Law decree that the resumption of sovereignty will be accomplished by the development of our political institutions, providing for greater participation by Hong Kong people in managing their own affairs.

### Life-style unchanged

"Both documents also provide that our social and economic systems and our life-style will remain basically unchanged."

Mrs Anson Chan said the documents form firm undertakings to maintain:

- The capitalist economic and trade systems previously practised in Hong Kong;
- The status of a free port and the continuation of a free trade policy, including the free movement of goods and capital; and
- The status of an international financial centre...and freely convertible currency.

"These and other pledges set out in the Joint Declaration and the Basic Law provide me with the necessary reassurance to recommend Hong Kong as Asia's premier business location, not just for the present but far into the future."

Mrs Anson Chan said: "I am determined during my term as Chief Secretary to make a positive contribution to a successful transition. No one needs to be reminded if the difficulties we have had during recent years.

"The transfer of sovereignty was always going to be a difficult enterprise and one should not be surprised if there are some disagreements along the way. But if the present and the future sovereign powers disagree on some things that is no reason to disagree on everything. Indeed our record over the last two years shows what we and the Chinese Government can agree on, despite our difficulties:

- The creation of the new Hong Kong Monetary Authority to preserve the long-term stability of the currency and the integrity of our financial institutions;
- The initial legislation which will provide a firm basis for the regulation of air services in Hong Kong, both now and beyond 1997, thus ensuring that we can remain a



The Chairman introduces Mrs Chan to other Chamber leaders.

主席介紹陳太認識其他商會要員



A meeting with the media.

會後會見記者

major aviation centre for the region;

- The special training programmes in China to help our civil service acquire the contacts and expertise which the transition makes necessary."

Mrs Anson Chan said: "Already our mutual cooperation covers a very wide range of government activities, from protection of the environment and the safety of fresh foodstuffs to regulation of securities markets and air traffic control.

### Cooperation

"And the list constantly grows in length as our contacts increase, new requirements for working together are identified and as the working relationship between the two sides gets closer.

"As Chief Secretary I will do everything possible to expand the areas of our cooperation to increase contacts and to enhance mutual understanding."

Earlier in her speech Mrs Anson Chan

said: "Over the years, as Hong Kong has become a more sophisticated society, the nature of relationships between Government and the private sector has had to change. We have needed more and more to develop a partnership, not just between business and government but one which involves the whole community in the recognition of shared goals and common interests.

"Far from being a threat to business profits, this development helped to create an environment in which business has continued to flourish.

"Let me offer some examples of how this process has worked in practice for the benefit of both business and the community:

- When we enhanced prudential supervision to protect depositors in our banking system, we also reinforced our role as a global banking centre.
- When we upgraded the protection

## MRS ANSON CHAN

of investors in our securities markets, we also strengthened Hong Kong's status as an international capital market.

- When we improved product safety standards, we raised the marketability of our manufactured goods world-wide as well as protecting the consumer.

- When we opened up our public transport sector to competition, consumers benefitted from better services and increased investment opportunities attracted new operators."

Mrs Anson Chan added: "Of course not everyone has been comfortable with the new partnership and the complications which have accompanied it. Some regret the passing of paternalism and the arrival of what they regard as a new and difficult era of controversy.

"My own view is very different. I have been personally involved in controversies about every kind of policy, from the regulation of travel agents to the renewal of public utility franchises, to say nothing of port development and plans for a new airport.

### Worked well

"Yet I sincerely believe that our expanded partnership has worked well:

- It has enabled the Government and the community to find the proper balance between public interest and private profit.

- It has created the trust and cooperation needed to move from controversy, via consultation and constructive debate, to consensus."

Mrs Anson Chan said: The positive results of this partnership speak for themselves. Let me quote again from personal experience:

"The telecommunications industry was the subject of much public debate, widespread lobbying by rival business interests and intense government negotiations with the industry itself.

"Far from blighting the development of the industry, this process has produced one of the most open telecoms markets in the world, adding competitive edge to Hong Kong as a regional business and commercial centre and delivering substantial benefits to consumers:

"Hong Kong now leads the region in terms of investment in telecommunications, in its embrace of new technologies and in the range of affordable, high quality telecoms services available.

- Hong Kong will soon boast the most competitive local fixed network market in the world, with three powerful and well-resourced new operators offering services from next year.

- Hong Kong's telecommunications companies have developed the strength, credibility and expertise to move confidently into new overseas markets." ■

— — — — —  
— — — — —  
Executives please note. We don't serve  
breakfast for a very good reason.  
It takes us all morning to prepare lunch.  
Because at Capriccio we put our  
reputation where your mouth is.



CAPRICCIO

AT THE HONG KONG RENAISSANCE HOTEL

8 PEKING ROAD, KOWLOON, HONG KONG. TEL: 375 1133 FAX: 375 6611

# Not dying nor dead

Denise Yu sees beginning of the emergence of a new, vibrant and technology-intensive manufacturing sector

**M**iss Denise Yu, Director General of Industry, corrected a popular misconception that the manufacturing sector is dying or is dead in a speech to a Chamber business lunch on January 27.

She said she saw the beginning of the emergence of a new vibrant and technology-intensive manufacturing sector in Hong Kong.

Alessandro Serpetti, from the Environment Committee, hosted the business lunch and introduced the speaker.

Denise Yu said:

- In 1992 the local manufacturing sector produced over HKD230 billion domestic exports.

- In real terms, the manufacturing sector of the Hong Kong economy is producing 26% more than six years ago and with only two-thirds of the workers.

Speaking on the constraints and opportunities facing the manufacturing sector in the last decade of the 20th century, Denise Yu said high on the list of constraints identified in two manufacturing-related surveys just completed by the Industry Department and in the more recent techno-economic studies commissioned by the Industry Department on the main industrial sectors are:

- Rising costs of production;
- Relatively low level of technology applied in the manufacturing process; as well as,
- The limited volume of product research and development undertaken.

Denise Yu said to overcome these constraints:

**"Hong Kong must continue to move up the technology and the value-added ladder."**

**"Where products are assembled off-shore, Hong Kong must strive to add more value to the upstream and downstream parts of the manufacturing process."**

**"Manufacturers must further improve their capabilities in the areas of market research, product development, design, prototype manufacture, marketing and distribution management."**

**They must ensure that the necessary manufacturing support is provided to their off-shore assembly operations and see to the full compliance to the relevant local labour regulations and safety standards."**



Miss Denise Yu addressing the Chamber business lunch.

工業署署長俞宗怡在本會午餐會上致辭

## 製造業絕非每況愈下

工業署署長預期製造業會出現一個科技密集、朝氣勃勃的新氣象

**很**多人認為本港工業正走下坡，甚至已經開始式微，但工業署署長俞宗怡在一月二十七日本會主辦的午餐會上否定了這種說法。

俞宗怡認為，本港製造業將會步進一個科技密集、朝氣蓬勃的新時代。

本會環境委員會成員夏沛迪代表本會主持是次午餐會，並為來賓介紹講者簡歷。

俞宗怡開宗明義地指出：

- 本地製造業在一九九二年的出口總值高達港幣二億三千萬元。
- 事實上，與六年前相比，本地製造業的產值增加了百分之二十六，但所僱用的工人卻只及以往的三分之二。

她談到本地工業界於二十世紀最後十年所需面對的掣肘及機會時透露，工業署剛剛

完成了兩個有關製造業的調查，並且在最近委託了顧問公司就主要工業進行經濟和技術研究。這些報告的結果顯示，本地工業界所面對的困難包括：

- 製造成本不斷上漲
- 在生產過程中應用高科技的比重偏低
- 產品研究及發展工作規模不大

俞氏在提到這些難題的解決方法時表示：

「香港必須在高科技的應用和產品增值方面繼續努力。

「在離岸進行產品裝配時，香港必須致力在製造過程中的上下游部分增值。

「廠商應該在市場研究、產品發展、設計、原型製造、市場拓展及分配管理等課題上多下功夫。

### Industrial safety

Denise Yu said she was pleased to see the Hong Kong Productivity Council and the Hong Kong Plastics Technology Centre joining forces with five plastic associations in Hong Kong to provide technical, management and industrial safety training to workers in Hong Kong-owned factories in Dongguan.

"I understand more such training courses may be arranged where the need may exist."

The Director General of Industry said for the production facilities that remain in Hong Kong:

"They also need to focus more significantly on more knowledge-based and value-added manufacturing. The extent to which our local industries can add value will depend on the technology that is available and the skills of our workers.

"Here we see a crucial role for the Government."

In the pursuit of technology, she said, the Industry Department operates six Investment Promotion Units in North America, Europe and Japan. Their primary function is to attract foreign direct investment to the manufacturing sector in Hong Kong to facilitate technology transfer.

"In the just completed Industry Department survey on overseas investment, our respondents told us that the value of overseas investment in Hong Kong's manufacturing sector, at original cost at the end of 1992 was over HKD37,000 million."

With these investments, she said, advanced technologies have been transferred to Hong Kong in such fields as computer-aided design, computerised production process planning and control, quality control circle, material requirement planning and just-in-time production.

"Another primary vehicle for technology transfer is the Government-subsidised Hong Kong Productivity Council which offers practical advice and assistance to industry in a wide range of technologies.

"For example, clothing manufacturers can judge for themselves the efficacy of material-handling techniques by visiting the model factory at the Clothing Technology Centre.

"For those industrialists seeking to develop more complex products through the use of relatively new technology, they are welcome to join themselves into a consortium and commission the Productivity Council to help in the research and development work, thereby more quickly moving along the learning curve and cutting down initial capital outlay."

### Government initiatives

Denise Yu said in recent years the Gov-



Alessandro Serpetti was the host.

午餐會主持人夏沛迪



Part of the luncheon scene.

午餐會一景

ernment had embarked on a number of initiatives to support the development and application of indigenous technologies.

"One such initiative is the establishment of the Industrial Technology Centre which is already providing incubation facilities for technology-based start-up companies and which will move into purpose-built premises later this year.

"Another is the HKD200 million Applied Research and Development Scheme, established a year ago to provide matching financial assistance to local companies in their pursuit of downstream research and product development. So far HKD15 million have been approved for four projects.

"A third initiative is, subject to the approval of the Legislative Council, the provision of an additional HKD180 million in the coming financial year for the industrial support programme. The fund will be

operated on an application basis and here I would like to urge industry-support bodies, trade and industry associations, higher education institutions, etc. to submit proposals which would be beneficial to industrial and technological development in Hong Kong.

"All submissions received will be considered by the Industry and Technology Development Council, an advisory body to the Government on industrial and technological development matters."

Denise Yu said besides technology, the up-skilling of workers is also vital to overcome the constraint of rising costs.

"To remain competitive, industries need a versatile and industrious workforce, whose skills match the changing requirements of the local manufacturing sector. Towards this end the Government has increased substantially the allocation for education and training.

“Indeed, this area takes up the largest share of Government's budget — over one-fifth in terms of recurrent expenditure.

“One of the results of this expenditure is that by the coming academic year, first degree places will be available for 18% of the relevant age group.”

Denis Yu said that in addition to the tertiary sector, the Vocational Training Centre provides a range of industrial and technical training and programmes for technicians and professionals in various trades. More recently, the Employees Retraining Board had been established to offer retraining, on-the-job training and skill upgrading courses to local workers in the face of the restructuring in the economy.

“In addition, the New Technology Training Scheme provides training grants to companies for their staff to acquire technologies beneficial to their business.”

## Opportunities

Denis Yu then asked: “What about opportunities?”

“Because this is an area which our enterprising manufacturers are best placed to decide for themselves, I will just state the rather obvious:

- The first is the potential for leveraging on the technologies and experts in China. She went on to explain that towards this end the Governor in his recent policy address in Legco has stated the Administration intends to discuss with the Chinese authorities the creation of an applied research centre drawing together the expertise of our tertiary institutions and of the Chinese Academy of Sciences. The Secretary for Trade and Industry will shortly be meeting with the heads of the local tertiary institutions to discuss how best to take the matter forward.

- “Another pretty obvious opportunity for the local manufacturing sector is the huge market in China for increasingly sophisticated consumer goods. Some Hong Kong manufacturers are already devoting marketing and sales efforts to their own brand-name products in China.”

Denis Yu concluded by saying the success and development of the local manufacturing sector will continue to depend on those investing and working in this sector.”

What I can assure our manufacturers and our workers is that the Government will continue to provide them with the opportunities to help themselves.

“Based on the agility and acumen of our industrialists and on the quality of our workforce, I am confident that a new, vibrant and technology-intensive manufacturing sector, whose emergence we are beginning to see, will grow from strength to strength.” ■

「他們必須確保在境外的裝配基地得到所需的支援，並遵守當地有關的勞工法例和安全標準。」

## 工業安全

俞宗怡表示，她很高興見到香港生產力促進局、香港塑膠科技中心，聯同本港五間塑膠業協會，為港商在東莞開設的工廠提供工人所需的技術、管理和工業安全培訓。

「我相信，如有需要，這類型的培訓課程將繼續舉行。」

至於仍然以香港為生產基地的廠家，俞氏對他們提出以下的忠告：

「他們必須對以知識為本及增值能力高的工業多加重視。本地工業的增值能力將取決於科技的應用程度和本地工人的技術水平。」

「在這方面，政府擔當的角色十分重要。」

她續稱，為了引進科技，工業署分別在北美、歐洲及日本設立了六個投資促進小組，吸引外商直接投資本地製造業，以便引進科技。

「本署剛完成的調查結果顯示，截至一九九二年底，以原來成本計算，外商在本地製造業的投資總值超過港幣三百七十億元。」

這些外商為香港引入的先進科技包括電腦輔助設計、電腦化生產工序計劃與控制、品制控制圈、物料需求預算，以及「適時的」生產模式。

「作為引進科技的另一重要媒介，政府資助的香港生產力促進局經常為本地工業界提供廣泛的技術協同和諮詢。

「舉例說，製衣商人可以通過參觀製衣科技發展中心的模範工廠，對物料處理技術的效用自行作出判斷。

「至於那些希望利用先進科技生產更複雜製品的工業家，可自行組織起來，然後委託生產力促進局協助從事產品的研究及發展工作，既可加快學習速度，又能節省最初的資本支出。」

## 政府的積極支援

俞宗怡表示，政府近年採取了若干措施，支援本地科技的發展和應用。

「其中一項就是成立工業科技中心。該中心現已為以科技為本的新公司提供培訓服務，並將於今年稍後遷入新建的辦公大樓。

「另一項措施則是在一年前設立，耗資港幣二億元的應用研究發展計劃。該項計劃旨在為本地公司於進行產品研究和發展時提供經濟上的協助。到目前為止，已為四個計劃批出總值一千五百萬元的撥款。

「第三項措施是在下一財政年度為工業支援計劃額外撥款一億八千萬，但尚待立法局批准。基金將會用於適當的申請上面。因此，我僅此呼籲有關的工業支援機構、工

商組織、高等教育院校積極提交有利本港工業及科技發展的建議。

「所有建議均會交由工業及科技發展局詳細考慮。該局是政府在工業及科技事務上的諮詢機構。」

俞氏續稱，要減低成本上漲的影響，除科技因素外，亦必須提高工人的技術水平。

「如要保持競爭能力，我們需要一支多才多藝、勤奮不懈的勞動大軍，可以適應本地工業界不斷改變的需要。有鑑於此，政府已經大幅增加對教育和培訓的撥款。

「事實上，這也是政府支出最大的一環，佔政府的經常開支超過五分之一。」

「下學年，我們將可為百分之十八的適齡學生提供第一年的學位名額。」

俞氏表示，除專上教育外，職業訓練局為各行業的技術員和專業人員提供不少的工業技術培訓課程。最近，政府更成立了僱員再培訓局，向面臨經濟轉型的本地工人提供再培訓、在職培訓及改善技能等課程。

「此外，新科技訓練計劃為公司員工提供培訓津貼，以便他們學習有利於業務發展的技術。」

## 發展機會

俞氏續說：「至於機會方面又如何呢？」

「其實，這方面最好留待積極進取的廠商自行決定，我只會論及那些比較顯著的地方：

「首先，我們可以充分利用國內科技及專門人材的潛質。」俞氏解釋，港督在最近向立法局發表的施政報告中指出，政府有意跟中國當局磋商，成立一所應用研究中心，以結集本地專上院校及中國科學院的專才。工商司不久便會與本港專上院校的負責人商討此事的進一步詳情。

「本地工業界的另一良機是對高檔消費品需求日熾的國內市場。事實上，很多香港廠商已為本身出產的商品牌子在內地展開規模龐大的推銷和市場工作。」

俞氏總結說：「本地製造業的成敗和路向將取決於業內人士的投資和工作態度。」

「我保證，政府將竭盡所能，為工業界提供自助的機會。」

「憑著本港工業家的敏銳觸覺與業務才能，勞動人口的卓越素質，我相信一個科技密集、生氣蓬勃的工業新時代將會出現，並且在未來歲月不斷成長。」 ■



交通便利 · 旅途輕鬆  
Convenient Location · Pleasurable Trip



洽談業務 · 信心十足  
Business Dealing · Excellent Performance



合作成功 · 舉杯慶祝  
Agreement Settled · Worth a Toast

- 南海酒店環境優雅怡人，海灣美景盡入眼簾。
- 三百九十六間設備完善的客房及套房，舒適高雅。
- 座落深圳蛇口經濟特區優越位置，海陸空交通四通八達。
- 設備先進的商務中心及多功能會議廳，配合酒店專業服務員的協助，為閣下應付商務上種種需要。
- 多間中西食肆，供應各式佳餚美食。
- 酒店設有戶外泳池，迷你高爾夫球場、網球場、卡拉OK的士高等高級娛樂場所。
- 毗鄰旅遊勝地及哥爾夫球俱樂部為閣下旅程更添樂趣。
- 五星級細緻無間的服務，令旅客賓至如歸。



唯有  
深圳蛇口南海酒店  
Only at the  
nan hai hotel, Shekou, Shenzhen

- Hotel charming environment is gracefully and uniquely decorated with tranquil and breath-taking garden and seaview.
- All 396 deluxe rooms and suites are tastefully decorated and fully-equipped.
- Superbly located at Special Economic Zone of Shekou with sound traffic network.
- Business centre and function rooms are interconnecting and spacious with well-trained staff.
- Restaurants and bars serve the finest of Chinese and Western cuisines and delicacies.
- Hotel classy recreational facilities include outdoor swimming pool, mini golf, tennis court, karaoke disco etc.
- Renowned scenic spots and mini golf clubs nearby add extra value to your stay.
- 5-star attentive service reflects our warm hospitality.

nan hai hotel  南海酒店

美華國際酒店管理有限公司管理  
Managed by Miramar International Hotel Management Corp., S.A.

預訂房間及查詢：香港辦事處：香港九龍尖沙咀中部彌敦道118-130號美華酒店二樓 電話：(852) 315-5388 或 366-0813 電傳：43491 MIRGP HX 圖文傳真：(852) 311-7686  
或南海酒店：中華人民共和國深圳蛇口工業區 郵政號碼：518069 電話：(755) 669-2888 電傳：420879 NHHTL CN 圖文傳真：(755) 669-2440 或各大旅行社查詢  
For reservation and information: Hong Kong Office: 2/F, Hotel Miramar, 118-130 Nathan Rd., Kln., H.K. Tel: (852) 315-5388 366-0813 Tlx: 43491 MIRGP HX Fax: (852) 311-7686  
or Nan Hai Hotel: Shekou Industrial Zone, Shenzhen, P.R.C. Post Code: 518069 Tel: (755) 669-2888 Tlx: 420879 NHHTL CN Fax: (755) 669-2440 or your travel agents

★★★★★



中國政府評定五星級酒店  
OFFICIAL 5-STAR HOTEL



# Mega hub of future?

John Meredith describes the new port in China close to Shataukok

**J**ohn Meredith, chairman of the Chamber's Shipping Committee, thinks Yantian port, close to Shataukok, may be the region's international shipping mega hub of the future for the region.

He makes his prediction because Yantian has all the land it needs to turn around third generation container ships more quickly and cost effectively than Kwai Chung.

In an interview with *The Bulletin* after leading 60 Chamber members on a visit to Yantian, John Meredith, Managing Director of Hong Kong International Terminals (HIT), begins by saying:

"I hosted the Chamber delegation. I took people around. We showed them physically on site what the terminal looks like. We also had plan layout boards and explained what we are trying to do in the various phases of the development of Yantian.

"Phase One has just been completed. We went around Phase One and showed them the cargo wharves that have already been established and working.

"We showed them the two container berths that have just been completed. Phase One is all concrete surfaced. And we showed them the conventional wharves and the freight sheds.

"There is a railway that links to the main railway system at Pinghu to both Hong Kong and to Guangzhou.

"The two container berths are being equipped. We were able to show the delegation the cranes being erected on site. Normally in Hong Kong we float the cranes down fully erected. Because at Yantian there is more space, we have been able to erect them on site.

"That was going on during the visit and we explained what we call a 'soft opening' — we pinched the expression from the hotel industry — in the middle of the year when we expect the first shipping services to start — in either June, July or August.

"Obviously the cranes by that time have got to be fully erected and we'll want by then to have tested the computer software systems to ensure that everything is working okay.

"I was asked how many shipping lines had signed up for the port and I was able to explain: None at all. The nature of the beast, as we experienced in Kwai Chung,



Aerial view of Yantian port.

鹽田港鳥瞰圖



Another shot from the air with cranes being erected.

港口正進行貨物裝卸設施的裝置工程

is that nobody signs up ahead of the development. They wait until you have got it all there and then they come and have a chat with you.

"There are a lot of expressions of interest, of course. Everyone wants to know what the charges are going to be. But other than saying the charges will be competitive with Hong Kong there is nothing much we can tell them. We don't have a set tariff either at Kwai Chung or Yantian. It depends upon the volume of business the line will bring us.

*Can you say how much money has been invested in Yantian?*

John Meredith: "Phase One has already been developed. Half of Phase Two has been reclaimed, but no berth frontage yet. We have actually paid HKD2.5 billion for the Phase One development and we expect to pay a similar amount for Phase Two. In real terms, because it is being paid in phases, the total will probably come up to somewhere around HKD6 billion when it is finished.

"That whole area gives us the capacity to handle 1.7 million TEUs. On top of that is the general cargo wharves with a capacity of two million tonnes.

"Frankly, it will be a container facility because the trend toward containers is now so fast. The investment warrants a



John Meredith.  
馬德富

container port facility as opposed to handling general cargo. That is historic. It started as a general cargo facility and general cargo ships still call in there. But our interest is primarily container facilities.

"Ultimately, after Phase One and Phase Two, the future development, which we explained to the Chamber delegation, would extend toward the east, running parallel to a six-kilometre shore-

line. Effectively the development could carry on to take in most of the shoreline designated for port development.

*Ultimately it could be a very big port?*

John Meredith: "It depends, as I tried to explain to everybody in the Chamber delegation, that just because you build a port it does not necessarily mean — and the Middle East is full of these examples — that the cargo necessarily comes there or the port is generally used.

"We prefer to develop port facilities once the demand has grown to an excess of our capacity in that area. So you start with having a tax base, labour and all the other software attractions which generate the interest of the industrialists to invest in the area. The industrial investor will then get his cargo or shipments out as best he can to the nearest gateway which at the moment is Hong Kong. Over time though, there will become an attraction or interest in a port facility which may be closer to the industrial investor's factory. So he exits at the shortest distance.

"But there are still many, many reasons why people like to come though Hong Kong. May be it is because the importer has demanded an FOB shipment designated to go through Hong Kong. It could be for tax reasons. It could be that his office is all set up to have a look at the

## 貨運港口的明日之星

馬德富預料鹽田港將成未來航運中心

香港總商會船務委員會主席馬德富認為，鄰近沙頭角的鹽田港將成為區內的航運中心。

鹽田港擁有充足的土地可供發展，可以比葵涌貨櫃碼頭更快、更具經濟效益地處理第三代貨櫃船。

馬德富較早時曾率領一行六十人的總商會代表團訪問鹽田港。這位香港國際貨櫃碼頭公司董事總經理接受本刊訪問時表示：

「代表團成員對鹽田港進行了實地的考察，我們並有負責人解釋港口各期的發展詳情。

「港口的第一期工程已經完成。我帶領團員參觀了已落成啟用的多個集裝箱倉庫。

「他們還參觀了兩個剛落成的集裝箱專用泊位及傳統倉庫。港口第一期發展採用了混泥土地面設計。

「港口交通便利，有鐵路連接平湖，再轉往香港及廣州。

「我們現正為兩個泊位裝設所需設施。我們讓團員參觀了裝置陸地起卸設施的工程。一般來說，香港使用的都是海上起卸設

施。鹽田港擁有充足的空間，因此才可使用第一個方法。

「套用酒店業的術語，鹽田港將於今年年中『局部開幕』。我們預計屆時將可提供初步的航運服務。

「相信屆時我們已完成貨物起卸設施的裝置工程，以及啟用有關電腦控制系統前的試驗工作。

「有人問我，現在有多少間船務公司已同意使用鹽田港的設備？答案是一間也沒有！這跟我們在葵涌的情況如出一轍。所有人都會等待碼頭正式啟用，萬事俱備的時候才開始跟你洽談條件。這也是人之常情吧！

「當然，有不少公司已表示對新港口興趣濃厚。他們最關心的是收費問題！我只能說跟香港大同小異。事實上，無論是葵涌或鹽田，我們也沒有一套固定的收費標準，純粹視乎每間船務公司可以帶來的生意額而定。」

問：可以透露你們在鹽田的投資總額嗎？

馬德富：「第一期的發展已經完成。第

二期則已進行了一半填海工程，但泊位尚未動工。第一期發展動用了港幣二十五億，我們預料第二期的費用亦相差無幾。由於是分期付款的原故，估計到港口全面完工時，實際的數字約為港幣六十億元。

「第一及第二期工程完成後，鹽田每年將可處理一百七十萬個標準貨櫃及二百萬噸散貨。

「由於貨櫃業增長迅速，為了應付這個需求，我們特意把鹽田發展為一個主要處理集裝箱的港口，有別於處理一般散貨的設施。當然，我們同樣有足夠的能力應付散貨的裝卸。

「我們已向代表團解釋，港口未來會向東擴建，沿著長達六千公尺的海岸線發展。這樣可充分利用適合作港口發展的地點。」

問：那麼，看來鹽田港最終會成為一個規模龐大的港口吧？

馬德富：「也不一定！其實我已向各位團員說得明白，興建港口是一回事，使用率的多寡又是另一回事。我們不是在中東地區

cargo in Hong Kong.

"There are lots of reasons. We might say Yantian is fantastic. But the shipper may well say his importer in the States is insisting his cargo goes through Hong Kong. 'Like to help you mate, but sorry, I just can't do it,' he might say.

"The shipping lines might like to call at Yantian but they can't because all their customers are insisting we want you to call at Kwai Chung.

"You might argue it is costing the shippers more. Never mind, they might say, as far as we're concerned we prefer to use Kwai Chung. So the shipping line has got to use Kwai Chung.

"Some shipping lines, to start with, will call at both ports. The inducement may be that there will be enough boxes up at Yantian for them. But they won't like doing that because the two ports are too close.

"That's how we see the shipping lines starting off. They'll call at Hong Kong and then go round to Yantian to pick up more shipments. Or, they might have certain routes going just to Hong Kong and another will just go to Yantian. They will split their services up.

"That's why we are explaining to people we will be linking Yantian port with Kwai Chung with our own fibre optic communications system so that whatever goes on at one port we can see what is happening at the other.

*Will you have the sort of turnaround at Yantian that you have at Kwai Chung?*

John Meredith: "Oh yes, there is no

可以找到很多這樣的例子嗎？

「我們選擇在一個地區出現求過於供的情況時發展港口設施。開始時，通常會以稅務、低工資和其他的優厚條件吸引廠家在那裏投資。廠家自然而然把準備出口的製成品運到最接近的港口付運，例如現在是香港。隨著時間過去，廠家希望發展更接近工廠的港口設施，藉以縮短運輸距離。

「吸引人繼續選擇香港的因素很多，有可能是基於入口商的要求，也有可能與稅務問題有關；或者他們已在香港開設辦事處，一切準備就緒，不可能轉移地點。

「我們當然認為鹽田港的條件優厚。打個比喻，有個在美國的入口商堅持選擇香港作為貨櫃港，有關的船務公司即使想利用這兒的設施，也只好歎句『愛莫能助』了！

「假如是客户的要求，船務公司自然只好照辦。

「這也許會令他們的成本上漲。不要緊，這是客戶的決定，船務公司當然要『奉命行事』。

「有些公司在初期會同時使用兩個港口。鹽田港可能為他們帶來不錯的生意。但他們不會喜歡這樣做，因為兩個港口實在太接近了。

reason why it shouldn't be equal to Hong Kong. All the systems will be there, the container cranes and everything else. It is going to be an exact mirror of what we have got in Hong Kong. But it has an advantage over Hong Kong. It could be an even faster turnaround.

"Certainly in the early days it will be faster. The one thing that constrains you for fast turnaround and quick operations of your shipside cranes is to get the boxes from the yard area to the cranes. The problem in Hong Kong at the moment, as we are constantly telling everybody, is that we have got a shortage of land to match the capability of the berth front.

"So quite often we have got days when we could get better productivity on the ship at the berth front. But we can't do it because the yard is too congested. We are always trying to find a particular container which happens to be the third one down in the stack.

"If you have a big backup area, which Yantian has, you will be able to spread all your boxes out and pick them up that much quicker. Hence production on the crane will be that much faster. So certainly in the early days, Yantian will be much faster than Hong Kong. There is no doubt about that.

John Meredith explains Yantian is three kilometres north of Shataukok.

"So it is just five minutes around the corner. It's linked with Shenzhen and with the eastern side of the Pearl River by motorways now.

「我們的看法是，他們會先到香港，再往鹽田；或者把航線分拆，有些只到香港，另一些使用鹽田。

「因此，鹽田港將利用先進的光學纖維通訊系統跟葵涌貨櫃碼頭保持密切聯繫，即時了解彼此的情況。

*問：鹽田港的設備比得上葵涌貨櫃碼頭嗎？*

馬德富：「為甚麼比不上呢！一切有關的設備可說是應有盡有。鹽田將會是香港的一面鏡子。但是，它擁有一個比香港還要優勝之處，那就是鹽田可能效率更高。

「可以肯定，早期鹽田港的效率一定勝過香港。很多時，延誤往往是由於未能把貨櫃從停放處迅速運到裝卸區去。眾所周知，香港現時的難題在於缺乏相應的空地配合泊位的吞吐量。

「香港可供停放貨櫃的地方實在太擠迫了，泊位因此時常發揮不了最高的功能。香港還是全球貨櫃吞吐量排行第三的港口呢！

「假如港口擁有寬闊的後勤用地，工作人員便可以迅速地將貨櫃運送到停放的所在，從而加快裝卸區運作的效率。因此，早期鹽田港的效率一定比葵涌高！」

馬德富補充，鹽田接近香港，與沙頭角

"They are already established. The railway northwards is already linked in. Basically the railway line from Beijing comes down through the Guangzhou system.

*Do you expect to get cargo from Beijing?*

John Meredith: "We already in Hong Kong get cargo from north of Beijing. The problem with the railway at the moment is that it is pretty congested. I think initially most of the traffic to Yantian will be coming on the road system. Though, of course, having the rail linked to the port is a plus.

"Given the amount of congestion and traffic that is already on the rail system we certainly wouldn't be relying on the railhead down here. But it does give us an alternative source of some traffic. Nevertheless I don't think it will be very significant.

*Has China got enough flat cars to carry the boxes?*

John Meredith: "No, it will be coming through break-bulk for quite a long time and then be boxed at the port. I can't see many boxes coming down on flat cars. They don't have the rolling stock."

"There's another element. The shipping lines have yet got to be persuaded that containers can go on to the system and not disappear somewhere in China. They have had a lot of interesting experiences where boxes went one way and never came back again.

"I don't think there is a great big rush

僅相距三公里。

「鹽田港鄰近深圳，有公路連接珠江東岸，往返香港只需五分鐘時間。

「北面有鐵路連接，經廣州可到達北京。」

*問：預料會有來自北京的貨櫃嗎？*

馬德富：「即使在香港也有來自北京以北的貨櫃。目前，鐵路運輸的情況比較繁忙。我認為鹽田初期的對外交通會以公路為主，再加上鐵路系統，當然可收錦上添花之效。

「由於鐵路系統十分繁忙，我們不會倚賴它作為主要的運輸工具。但它也不失為一個可考慮的選擇。」

*問：中國有足夠的貨櫃車嗎？*

馬德富：「目前還不足夠，相信在一段長時間內還需要使用『化整為零』的運輸策略，在港口進行裝箱工作。

「我們還要說服船務公司，他們的貨櫃決不會『重蹈覆轍』，又再次『無故失蹤』呢！」

「我認為貨櫃車目前還說不上是一個『切身』問題；事實上，現在紅磡火事總站的運作情況亦如出一轍，那裡一箱箱的貨物拆細後由駁船或貨車運往葵涌貨櫃碼頭再作處理。

to get containers *per se* on to flat cars. It is primarily break-bulk coming down and being boxed as you can see it being done at Hunghom (from the KCR) even now. The cargo comes out of freight vehicles into boxes and goes to Kwai Chung by barge or by road.

"We are going to be relying mainly on the road network. We see that as very important.

*You expect factories to develop near Yantian?*

John Meredith: "They have already got big estates started in the eastern sector. And on other backup land which is being used by industry now. But the key to Yantian is good road systems.

"At Felixstowe in UK where we run and own the port we have two railway lines. But very little traffic comes from these British Rail links. Most of the cargo comes on the road network which is a good road system. Though Felixstowe is out on the Suffolk coast with hardly any industry, that road link is absolutely vital and feeds the port to the extent of 1.5 million boxes a year.

"The trick is to have good seagoing approaches, which Yantian has. We are ultimately going to be able to bring in ships requiring 15 meters draught. At the moment the channel is 14 metres. But we can get 15 metres, which we see the new generation of ships requiring. You can't do that at Sheko or even Hong Kong.

"Of course, you have to dredge the channel down if you want to get 15 metres but we have established that it won't silt up. So that's the magic about Yantian as opposed to the big problem with the Pearl River.

"Yantian has good seaward approaches. It has got the railway already and the road network pretty well advanced. The road network is already finished to the north. It is nearly finished into Shenzhen itself. And that's the key actually to the success of the Yantian or otherwise.

"I use a Heathrow-Gatwick approach when I'm explaining Hong Kong and Yantian. There will be people quite happy to use Yantian but others who for tax reasons, for transfer pricing reasons, for all sorts of software reasons, who will want to still come through Hong Kong.

"So you have got the two complementary ports. We are not going to build 10 berths at Yantian just to see what happens. We are going to build in stages depending on what the market demands. It could be instead of Hong Kong growing at the current 14.5% Hong Kong might grow at 8%. And the rest gets taken up at Yantian.

"The chances of Hong Kong going to zero and all cargo going to Yantian, we think, is nil. That is why our own compa-

「我們倚重的還是公路交通。」

*問：你認為鹽田港會帶動鄰近地區的工業發展嗎？*

馬德富：「鹽田東部及其他後勤地區都已開始發展工業。完善的公路網是發展鹽田的關鍵。

「我們在英國費利克斯托的港口都有鐵路連接。奇怪得很，大部分的貨物都是經公路運輸，鐵路的使用率明顯偏低。費利克斯托位處薩福克海岸，遠離工業區，公路網絡就成為該區發展的命脈，為港口帶來每年一百五十萬箱貨物。

「關鍵就是港口提供了卓越的航運條件。鹽田港闊水深，將可供吃水深達十五公尺的新一代大型貨輪泊岸（目前的吃水深度為十四公尺）。這是蛇口甚至香港都沒有的條件。

「更奇妙的事還在後頭呢！即使我們向下挖掘十五公尺，港口也不會出現泥沙淤塞的情況，在珠江流域來說是罕見的現象。

「鹽田的海運條件優良，鐵路及公路網絡堪稱完善。北面的公路網已經完工，連接深圳的工程也快將完成。這一切都是鹽田賴以成功的關鍵。

「談到香港和鹽田的關係，我認為跟英國希斯魯機場及蓋特威克機場的模式相似。有人喜歡鹽田，也有很多人基於稅務、成本或其他種種原因，仍然會選擇香港。

「兩個港口正好發揮互相補足的作用。我們會視乎市場需求，分期發展鹽田港的泊位設施。屆時，香港的貨運增長率可能由現時的百分之十四點五降至百分之八，其餘的由鹽田取代。

「我們不認為鹽田可以完全取代香港的位置。這就是我們要繼續發展九號貨櫃碼頭的原因。

「香港仍有發展港口設施的需要，我們必需為將來可能出現的增長作好準備。或許，鹽田港的反應不佳，說不定兩個泊位也足夠了。因此，我們在兩個地方的發展必須雙管齊下。

「同一道理，我們在珠江各個口岸都有發展類似的設施。南海港將於今年三月開始啟用，再加上已經啟用的珠海港，兩者都為香港提供中轉港的服務。

「每年經這種形式處理的貨物高達二十萬個貨箱。香港跟珠江各口岸的關係就好像地鐵和接駁巴士一樣，大大提高了處理貨運的效率。我們利用成本較輕的地區作為中轉港，當貨物到達香港時，已是一個個易於處理的貨櫃了。

「從前，貨物以散貨的形式運抵香港，需要在這兒進行入櫃的工作，成本不輕。

「我們也留意其他口岸的發展。假如珠江流域西部的發展理想，珠海是個潛質優厚的地方。珠海有一條六線行車的公路直通高欄（現改稱珠海港），當地現正進行深水港的興建工程。我們對此興趣濃厚，將來的發展可望媲美鹽田港。

「我們目前的焦點仍然放在鹽田港上。」

馬德富表示，總商會代表團的成員包括船務人員、承運商、銀行家及貨運商。

他續稱，中國官員稱鹽田為保稅港，但擁有一切自由港應有的設施。密封的貨物可由香港直接運往鹽田，在當地進行清關手續。還有更重要的是，舉例來說，由印度經鹽田運往美國的貨物，毋需在鹽田辦理任何清關程序；同一道理，運往上海的貨物，在到達目的地後才會接受檢查。

「所有運經鹽田港的貨物都會視作密封。要建立鹽田港作為國際中轉港的地位，這是十分重要的。

「鹽田港將成為國內首個提供這種服務的港口，貨物上岸時毋需受海關檢查。香港可以做的這兒也跟著做了。這就是鹽田有潛質發展為航運中心的原因。

「隨著新一代大型貨櫃船的出現，可供它們使用的港口可能減少。試想，一艘吃水十五公尺，可以運載六千多個貨櫃的船隻，不是已經超越了普通港口的能力了嗎？」

「這些貨櫃船需要的是規模龐大、效率迅速的先進港口。

「那時候，它們也許毋需再經日本，來港後可直駛美國，利用鹽田作為到港前的中轉站。

「正因如此，鹽田需要具備處理大型貨櫃船的能力，停放大量貨櫃的空地，以及足夠的集裝箱泊位，以應付多艘貨櫃船同時到達的需要。

「這是一門需要大量空地的生意。具備這種條件的地方可不太多呢！無論是星加坡、日本或台灣俱非理想的地點，這些地區工資和地價高企，限制了這個行業的發展。鹽田的位置適中，鄰近香港，交通便利，是理想的選擇。

「這是我們向船務公司『推銷』鹽田港的一個重點。葵涌欠缺的是廣闊的後勤基地。放眼遠東地區，也不見得有多少地點在這方面具備與鹽田一樣的優勢。

「葵涌貨櫃碼頭內每日停放的貨櫃超過六萬個。」

*問：你預料鹽田會發展為規模龐大的航運中心嗎？*

馬德富：「是的！鹽田有大量的空地，又是一個新開發區。因此，我們可以進行有計劃的發展，避免犯上以往設計上的錯誤。葵涌就是一個好例子，貨櫃碼頭旁邊全是工廠和貨倉！

「這造成了交通擠塞。附近的醫院和居民又時常投訴碼頭的燈光和噪音影響他們入睡。這都是設計時必須避免的情況。」 ■



ny is still quite clear. We want to go ahead with Terminal 9. We don't go along with the impending doom crisis and all the rest of it.

"We still see a need to develop port facilities in Hong Kong. We want to be positioned where future growth is going to be. That's our business. Take an extreme case: Perhaps Yantian will only justify two berths, I don't know. So we want to be on the Hong Kong side as well as the Yantian side.

"In a similar scenario we are developing other port facilities in other areas of the Pearl River. We have one that is open-

ing this month (March) in a place called Nanhai near Guangzhou. That will act as a feeder port bringing traffic down to Hong Kong. We are already operating a port facility at Zhuhai. That feeds boxes through to Hong Kong already.

"We are getting about 200,000 boxes a year through that link. So we are rather like the MTR with feeder bus routes. We are opening up bases in the Pearl River area to feed through to Hong Kong. It makes our operations more efficient. Breaking bulk in a cheaper zone outside of Hong Kong and bringing it down

already containerised.

"Before, they were coming down to us in all manner of ways as general cargo and getting containerised in Hong Kong where labour is expensive.

"We are looking at other ports. Ultimately we see, depending on how the western area of the Pearl River develops, Zhuhai as a very progressive area. Zhuhai has a six-lane highway to Gaolan (being renamed Zhuhai Port) which is a deep water facility under construction now. We have an interest in that. We see that as the western equivalent of Yantian.

## VISIT TO YANTIAN

"But the main centre we are concentrating on is Yantian port."

John Merdith says the Chamber delegation included shipping people, consignees, bankers and freight forwarders.

He says the Chinese officials call Yantian a bonded port but it has all the facilities of a free port. You will be able to take cargo from Hong Kong across the border to Yantian if it is sealed. It will get customs clearance at the port. More significantly boxes can be transhipped, say from India, at Yantian and go off to the US. Yantian will act as a major transit centre and transshipment cargo won't be touched by customs. If it went to Shanghai, for example, it would not be inspected until it reaches Shanghai.

"Anything in the Yantian area will be considered sealed. That's very important. In order to build up Yantian as a transhipment base for other countries to use you have to have that ability.

"Yantian will be the first port in China that has that facility. It's the first port that allows a box to land and no one looks at it. Everything we can do in Hong Kong we can do there. That makes Yantian's potential for a strategic hub port.

"As the ships get larger they will have a 15-metre draught and carry may be 6,000-odd containers. So the number of ports these ships can actually call at could be restricted.

"What they want to do is feed into what they call 'mega hubs' and turnaround quickly.

"May be they might not even call in Japan. They may just call at Hong Kong and then go straight to the States without even calling in Japan — that is, feed everything down to Yantian as a mega hub.

"To achieve that you need deep draught. You need a huge amount of empty land behind the port to store the containers. Also a lot of berths where you can have say a feeder from Japan and a feeder from Singapore. Both feeders arriving at the same time and linking with the arrival of the mother ship.

"That's a very land hungry operation and there are not too many places where you can do it now. You can't do it in Singapore nor Japan. You can't do it in Taiwan. The manpower costs, the land costs, are prohibitive. So to be in the right spot with good communications close by —

Hong Kong being the sort of service area — and using a mega hub like Yantian is very strategic.

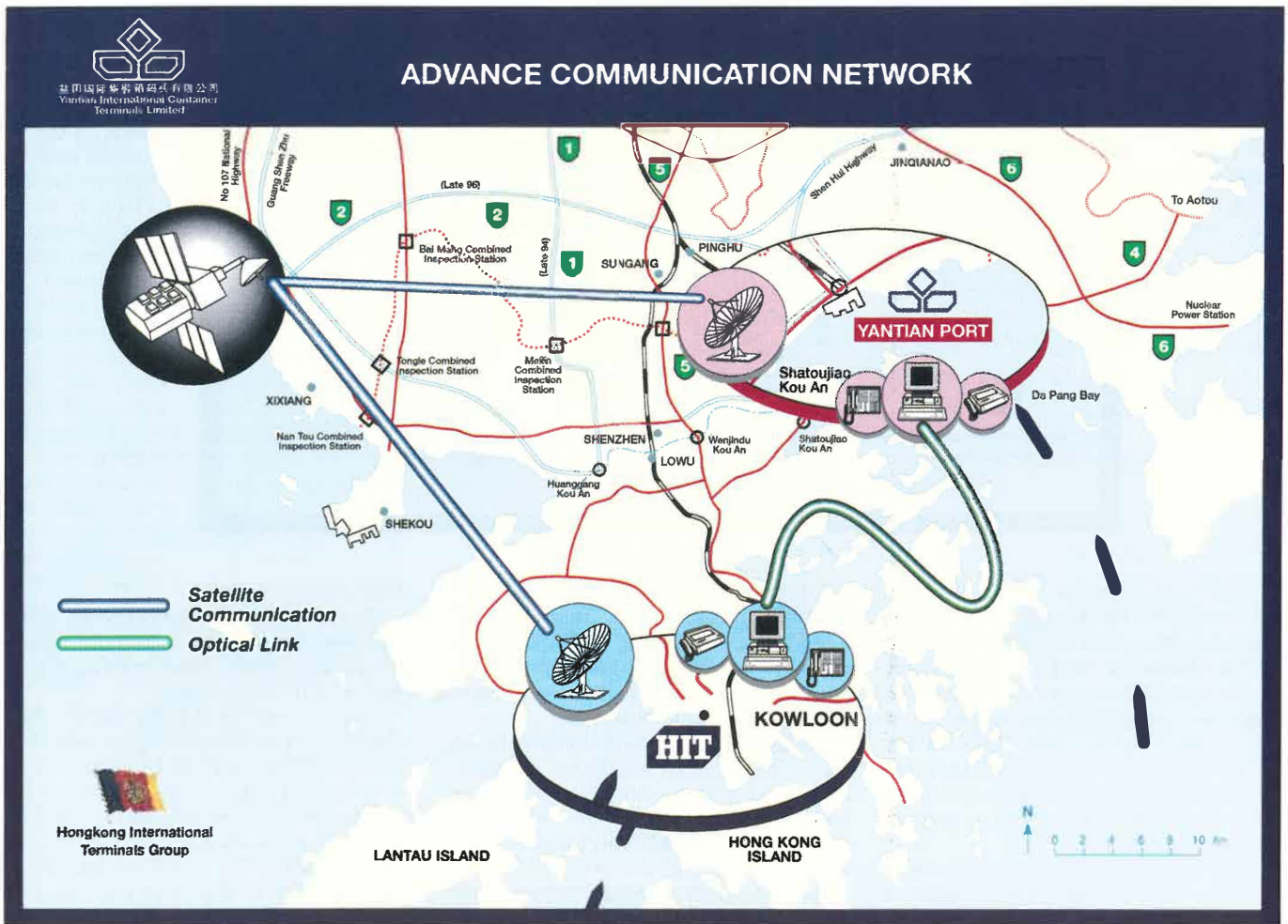
"That is one of the selling points we have when we are explaining the future to shipping lines that are looking to opening up mega hubs. Kwai Chung doesn't have the backup land area. Nor do a lot of places in the Far East.

"At Kwai Chung on any one day we have 60,000 containers that we hold in the port area."

So you see Yantian developing into a mega hub?

John Merdith: "Yes, because it's got the land. The other thing we haven't had before is virgin area, a coastline with nothing else on it. So you are able to layout and avoid the mistakes of the past, like at Kwai Chung where they built factories and warehouses right on top of the port.

"So now you have all the road congestion and hospitals and homes complaining they can't sleep at night because of the lights and noise of the port. Of course, it should have been planned out of the system. There is no way we should have been building hospitals, etc. right on top of the port."



貨如輪轉

Yours Freightfully

香港與華南之貨運研討會

## Seminar on China-Hong Kong Freight Transport

一九九四年三月三十日 (星期三)  
上午九時至下午五時  
香港會議展覽中心演講廳II

30 March 1994 (Wednesday)

9:00 a.m. - 5:00 p.m.

Theatre II, Hong Kong Convention & Exhibition Centre



主辦機構  
香港總商會

Organiser

**Hong Kong General Chamber of Commerce**

協辦機構  
亞洲科技轉讓協會有限公司

Co-organiser

**Technology Transfer Association of Asia Limited**

為了促進中國持續的經濟增長及香港的繁榮，香港的轉口港地位必須進一步予以加強，而且中港兩地的交通運輸聯繫亦必須增強。

有見及此，香港總商會特別籌辦這個大型的研討會，並且邀請廣東及香港兩地的高層人士擔任主講嘉賓。大會將討論香港與華南的交通運輸網絡，特別是兩地的貨運及港口發展。

To facilitate the continual economic growth of China and the prosperity of Hong Kong, it is vital that Hong Kong's entrepot role is enhanced, and that the transport network between Mainland China and Hong Kong is strengthened.

The Hong Kong General Chamber of Commerce is therefore organising this major seminar featuring speakers from the highest levels in Guangdong and Hong Kong. The theme of the seminar is the transport network between Hong Kong and South China, particularly with regard to freight transport and port development.

詳情請與香港總商會羅小玲小姐聯絡，電話：823 1293

For application, please contact Ms Betty Law (Tel: 823 1293) of the Chamber.

# 100 Frenchmen will help manage Daya Bay

China has asked for EDF support for five years

**T**he French company Electricite de France (EDF) will be providing 100 technicians to assist in managing Daya Bay for five years.

Laurent Aublin, Consul General for France in Hong Kong, describes this as a wise decision by China in asking for French support. French nuclear technology has a very good record and is at least a guarantee, he says in a wide-ranging interview with *The Bulletin*.

He begins by estimating there are between 3,500-4,000 French nationals in Hong Kong. We have about 3,000 who have registered at the Consulate General. Then you have to add their dependants.

"And you have to add those who are not registered for many reasons. Some of them because they don't like to do it. Some young people come here to try to find a job and they very often get one. But they are not very sure about their future so they wait until their situation is more settled to make this move to become part of the community.

"That is a very interesting evolution now. More and more young people from Europe and France are coming to Hong Kong to try to get out of unemployment. And they very often succeed."

*What do Frenchmen do here?*

Laurent Aublin: "They do a lot of posi-



Laurent Aublin.  
法國駐港總領事歐博倫

tive things for Hong Kong. Most of them work for French companies. Of course, a lot of them are selling French products. The most important part of these people are working in service industries. France is quite important to Hong Kong for two kinds of activities:

• First, primarily banking. All the major French banks are here some of them quite important to the financial centre, such as Banque Nationale de Paris (BNP) one of the major non-British and non-Japanese banks; and Banque Indo-Suez,

which is heir to the Banque de Indochine.

• Second, French construction companies. There is not only Dragages et Travaux Publics (originating from Indochina) but several others from France that are quite successful, even constructing housing estates. They are now very much engaged on the new airport. Campenon Bernard has built the Entertainment Building here and is now busy building the Kwai Chung bridge, part of the highway access system to Chek Lap Kok.

## Mid-levels escalator

"You have also the Bachy Soletanche Group, operating the barges over there. On a clear day you can see the French flag flying on them. They are engaged in reclamation and dredging.

As an example illustrating the extent French construction companies are involved in Hong Kong, Laurent Aublin says: "I don't know if you know but the escalator to the mid-levels is a French thing. It was built of Campenon Bernard and the escalators were built in Marseilles.

"We are a very important part of the construction industry in Hong Kong. I just mentioned Dragages in passing. But as you know they have been here for many years and the construction work this French company has done here is an im-

## 百名法國專家派駐大亞灣

中國邀請法國電力公司為大亞灣核電廠提供首五年管理支援服務

**大**亞灣核電廠投產後的首五年，法國電力公司將派駐一百名技術人員提供管理上的協助。

法國駐港總領事歐博倫接受本刊訪問時表示，中國此舉無疑是一項十分明智的做法。事實上，法國的核能科技一向享有極高的聲譽，可說是信心的保證。

歐博倫估計，在香港的法國僑民大約有三千五百至四千人，其中有三千人已經向領事館登記，但這個數字尚未包括這些人的直系親屬在內。

「基於種種原因而不作登記的僑民大有人在。有些人不喜歡這樣做，也有些希望在

香港找工作的年輕人，直到安定下來才跟我們聯絡。

「這個現象十分有趣。事實上，由於歐洲的失業率高企，越來越多年輕人到香港找工作，成功的例子也為數不少呢！」

問：法國人在這兒大多從事甚麼工作？

歐博倫：「他們對香港的貢獻可大得很。他們大部分都在法國公司工作，當然也有不少從事法國商品的買賣，其中又以在服務性行業工作的人為數最多。在香港的法國公司對下列兩個行業的影響較大：

「首先是銀行業。主要的法國銀行在香港都設有分行，有些在這兒的地位頗為重

要。舉例來說，法國國家巴黎銀行是本地除英資及日資以外最大型的銀行之一；法國東方銀行則是從法國中南銀行蛻變而成的。

「其次是建築業。除了較為人熟悉的滄海建築外（最先成立於中南半島），還有很多成功的例子，曾經參與香港屋邨的建設。現在，他們大多積極參與新機場的建築工程。西寶營建集團在完成中區娛樂行的重建計劃後，現正忙於建造連接新機場的葵涌大橋。

## 中區半山行人電梯

歐博倫說道：「值得一提的，還有從事填海及挖泥業務的法國地基工程集團。在天



portant contribution to Hong Kong.

"Some of these French companies, doing many things in Hong Kong, had their original Asian headquarters in Hong Kong. It has been a tendency to bring more and more regional headquarters to Hong Kong. BNP and Indosuez had their original regional headquarters here. From Hong Kong BNP takes care of China. Indosuez takes care of the whole of Asia.

"Another example is Alcatel. It has a major operation in telephones. It has absorbed the telephone manufacturing branch of ITT. Now most of the telephones which are made in the world, including China are Alcatel. Alcatel will be part of the competition when the telephone system in Hong Kong is liberalised.

Laurent Aublin says his Consulate General is not responsible for Southern China. But, in a sense, it is responsible through companies working in Southern China that have a Hong Kong partner.

"We have some very successful examples of bringing together the expertise of French companies and the capital of Hong Kong companies to win contracts in China. Recently a very important water supply contract with Guangzhou, was won by the French conglomerate, Lyonnaise des Auz-Dumez in a long-standing partnership with New World.

"As you know the conglomerate has a contract in Macau and they have begun prospecting China to develop water supplies there."

Laurent Aublin says an interesting aspect of the French community in Hong Kong is its big and dynamic school in Hong Kong. "Actually, it is a French International School at Jardine Lookout, with 1,000 students and expanding very quickly.

The French Consul General, whose last posting until about a year ago was Washington, refrains from agreeing Hong Kong as a posting is rather a plum with a big house on The Peak. He says he finds himself very busy all the time and has French Ministers arriving at weekends when they want to meet all sorts of people.

## Daya Bay

He says the one French project that makes the headlines in Hong Kong is Daya Bay.

"Several French companies are involved. It was built by Framatome, which installed the nuclear system. The conventional generating system was made by GEC Alsthom, an Anglo-French company. Campenon Bernard has done the civil engineering. The important expertise for running the plant is from Electricite de France. (EDF).

"EDF is also providing assistance for running Daya Bay for five years. It is assisting in managing the plant and bringing

朗氣清的日子，就可以望見駁船上的法國國旗隨風飄揚。」

法國公司在香港建築界所佔的份量非輕。這位領事先生續稱：「你知道嗎，中半山的自動行人電梯也是法國公司的產品呢！這項工程由西寶營建集團負責，有關電梯全部都在馬賽製造。

「我們在香港建築界的地位可謂舉足輕重，尤其是濶海建築，這間公司在香港已有很悠久的歷史，多年來承建過的工程不計其數，為香港作出了不少貢獻。

「部分在這兒開業的法國公司都把亞洲區的總部設在香港，這個趨勢還會持續下去。法國國家巴黎銀行及法國東方銀行都把區域總部設在香港，前者從香港發展內地業務，後者則負責統籌整個亞洲區的業務運作。

「主要從事電話業務的亞爾卡特公司是另一個出色的例子。現時，全球各地——包括中國——製造的電話大部分都屬於這間公司的產品。亞爾卡特稍後亦會進軍香港的電話市場。」

歐博倫表示，法國駐港領事館毋須負責華南地區的工作。但是，通過在當地經營的法國公司，領事館也與華南事務拉上了關係。

「過去我們有不少成功的經驗，把法國科技和香港資金結合起來，爭取到國內的工程合約。最近，利安水務社美思集團就與新世界集團聯手，成功競投一份非常重要的廣州供水合約。

「該集團已經和澳門當局簽署了合約，發展內地的供水系統。」

歐博倫說，本港那所規模龐大、發展迅速的法國學校是本地法國社區健康成長的象徵。「其實，那是一所國際學校，校址位於渣甸山，現時約有一千名學生。學校的發展十分迅速。」

歐博倫來港約一年，履職前曾被派駐華盛頓工作。不認為現時的工作是一份「閒職」。他表示自己十分忙碌，法國很多時都有部長訪問香港，要安排他們會見各界人士，所涉及的工作可殊不輕鬆呢！

## 大亞灣核電廠

歐博倫認為，法國人負責的工程項目中，相信以大亞灣核電廠最惹港人關注。

「參與核電廠興建工程的法國公司有好幾間。法瑪通負責裝置核子系統；英法聯營的通用電器阿雷斯通負責傳統的發電機組；西寶營建集團統籌電廠的建築工程，法國電力公司則為電廠提供管理上的專業知識。

「在核電廠投產後的首五年內，法國電力公司的一百名技術人員會長駐廠房，提供管理上的協助。法國的技術援助對核電廠的運作將十分重要。

「核能技術最初是由美國的威斯汀豪斯公司發明，後來經法國人發揚光大。我們在

核能發電方面經驗豐富，法國本土消耗的電力有四分之三都是核電廠生產的。」

歐博倫認為，中國政府聘請法國電力公司協助管理大核是明智之舉。法國擁有先進的核科技，是信心的保證。

「大亞灣核電廠正是結合法國科技和香港資金，在內地承辦建築工程的成功例子。

「這是法國公司跟中華電力合作的大型投資項目。核電廠的興建全賴已故的嘉道理勳爵高瞻遠矚，為香港（七成）及中國用戶提供電力。」

問：中國政府曾否表示會擴建大亞灣核電廠？

歐博倫：「據說會，至於會否由同一間公司興建則屬未知之數。無論是法國人民、政府和商界都希望法國公司會再次競投成功。

「我認為我國的準備充足。事實上，培養核能人才並非朝夕可以成功的事。中國使用我們的技術會較符合經濟效益。但實際的洽談工作現在還未展開。」

## 標緻汽車

歐博倫表示，在華南地區設廠的法國公司為數不多。他所知的包括一間手錶製造廠。廣州標緻汽車廠則是法國在中國的其中一項主要投資。

他說，法國也是鐵路技術的翹楚，全球速度最高的火車就是由他們製造。此外，法國科技還伸展到飛機製造和亞利安火箭的發展上呢！

他表示，法國在科技領域的成就輝煌，不勝枚舉。

「我們還發明了攝影及電影技術。法國擁有悠久的科技傳統，世界上有不少偉大發明都是源於法國人的。」

本年度香港藝術節將由一部法國電影揭開序幕。

歐博倫說道，法國文化對法國的形象影響深遠。

「推廣法國文化是我的重要工作之一，主要是通過教授法文及舉辦藝術活動。我們每年對香港藝術節的貢獻良多。

「今年的項目將包括兩個芭蕾舞團的表演、話劇演出及羅丹雕塑展覽。去年我們舉辦了自己的藝術節，今年仍會再接再勵。」

歐博倫認為，香港如要在中國治下繼續保持國際城市的地位，必須保有圓熟的特色和文化，法國很希望在這方面作出貢獻。

他同意法國一直以來都以出產高增值的貨品為主。由十八世紀路易十四時代的食品、洋酒、時裝和香水，到現代的傢俬、室內設計及建築技術，莫不如此。

歐博倫總結說，法國人正努力把藝術融入所有人的生活當中。 ■

about 100 people. So Daya Bay will be very much supported by the French.

"As you know the technology was originally Westinghouse in America. It was transformed by France and we in the world have a unique experience in using nuclear energy for generating electric power. About 75% of the electric power consumed in France is from nuclear energy.

Laurent Aublin says he thinks China was very wise in asking for the support that EDF will be providing and not to try to re-invent the wheel. The French nuclear technology has a very good record and that French record is at least a guarantee.

"It is an example of the triangular relationship between French expertise and Hong Kong capital for building projects in China.

"It is a joint venture with China Light. Actually it is the late Lord Kadoorie who had the vision to set up this nuclear plant in China to give power to Hong Kong (70%) and China."

*China has said it is going to extend Daya Bay?*

Laurent Aublin: "Yes, they are reported to have said so. An extension would mean it is the same company building and that we don't know. The French peo-

ple, the French Government and the French corporations hope that the French companies will be chosen.

"I think we are very well prepared, especially because it takes a long time for France to train technicians in nuclear technology. It probably would be much cheaper for China to use that knowledge on the new plant. But the discussions have not begun yet."

### Peugeot car

The Consul General says French companies are not much involved in manufacturing in Southern China. One company he knows of is a watch manufacturer. The Peugeot car is in production in Guangzhou. It is one of the major French investments.

Laurent Aublin says France is the world's leader in railway technology. It produces the fastest trains in the world. Its technology extends to air planes and to the Ariane rocket. He says French technology found the Titanic.

He says he cannot list all the accomplishments of French technology.

"After all we invented photography and movies. France has been responsible for a lot of the world's great inventions.

We have a long tradition in technology."

A French movie will open the Arts Festival this year.

He says French culture is important to the image of France.

"It is an important part of my job to try to promote French culture. We do that in several areas. We teach French and we promote French culture in the artistic fields. We have a number of artistic activities. In the Hong Kong Arts Festival every year there is a very strong French contribution.

"This year there are two different ballet companies, one theatre entertainment and Rodin sculpture. We begun last year our own Arts Festival and we are going to do it again."

He says if Hong Kong is to remain an international city in China it must be a city where there is sophistication and culture. France wants to make a contribution to that.

He agrees France has been producing goods with added-value for centuries. It began in the 18th Century with Louis XIV in food, wine, fashion and fragrances. Now it is in design, such as furniture, interior design and architecture.

France, he says, is bringing art into the life of everybody. ■

## 高招一出 信心十足

### OTB「出口貨款保証」 一經核准 貨款即時到手

利用「出口貨款保証」預支高達發票金額八成之現金，  
令資金周轉靈活自如。

### 彈性掛賬 增強競爭優勢

「出口貨款保証」為您提供更佳競爭優勢，以最有彈性的掛賬形式銷貨給予海外客戶，有助建立良好的客戶關係。

### 十足信心 100% 足收保証

即使買方因財務問題而延誤或拖欠賬款，「出口貨款保証」亦會按發票金額付還，讓閣下安心拓展海外業務。

如欲申請或查詢有關「出口貨款保証」詳情，請致電本公司熱線573 3783，或填妥並寄回下列表格，以便奉上有關服務細則或親身到臨貴公司解釋詳情。

本公司有意進一步了解「出口貨款保証」服務，請寄上服務細則乙份。

公司名稱：\_\_\_\_\_ 電話：\_\_\_\_\_

聯絡人姓名：\_\_\_\_\_ 職位：\_\_\_\_\_

公司地址：\_\_\_\_\_

請寄回海外國際貼現有限公司

香港高士打道160號海外信託銀行大廈十二A字樓或傳真至572 7535 BT



海外國際貼現有限公司

海外信託銀行附屬機構  
國際工商貼現聯會會員  
國際貼現聯營機構成員

有心思 創新意

# French exports 30% up

Hong Kong's 400 French companies are doing well

**P**hillippe Favre, French Trade Commissioner in Hong Kong, says he values the two-way trade partnership between France and Hong Kong and says the about 400 French companies in Hong Kong are doing well.

"The trade has been growing tremendously in the last few years mainly because of the Hong Kong domestic market and the opening of China and growth in China and the region. We have a lot of re-exports from here and they are growing."

French companies in Hong Kong in 1993 sold goods worth 11 billion French francs (about HKD15 billion), he says. That was a 30% growth compared to 1992.

"We sell many luxury goods (cognac, perfumes, cosmetics and couture) in Hong Kong. These account for half of our exports, which is a lot of money.

"We also sell aircraft and we estimate that 57% of 11 billion francs sales in Hong Kong are re-exported to other countries in the region, using Hong Kong as a base.

"The destinations are China, then Taiwan and Japan, Indochina, and also even Australia and New Zealand and other



Philippe Favre.  
法國駐港商務專員  
華偉立

## 法國出口增長三成

法資公司在香港業績理想

**法**國駐港商務專員華偉立表示，法國十分重視與香港的互惠貿易夥伴關係。另外他又指出，在港的四百間法資公司業績非常理想。

「過去數年，由於本港市場發展蓬勃，內地又實行開放改革，貿易增長迅速，其中有很多法國產品都是經由香港轉口內地的，這種情況將有增無減。」

華偉立表示，一九九三年香港法資公司的本地營業額高達一百一十億法國法郎(申約港幣一百五十億元)，比九二年增長達三成。

「法國有一半的出口都屬於高消費品，包括洋酒、香水、化妝品、時裝等等，為我們帶來了可觀的收入。

「我們也出售飛機。據估計，一百一十億法郎中有百分之五十七的貨品都是利用香港作為基地，轉口到區內其他國家。

「目的地包括中國、台灣、日本、中南半島，甚至遠達澳洲、新西蘭和其他亞洲國家。其中又以以前三者最為重要。」

「中國進口干邑最多，但也有專業的技術設備。」

問：香港人愛喝干邑拔蘭地的豪情是否一如往昔？

華偉立：「本地市場的銷量非常穩定，增長不大，但買酒帶回內地的數字卻有增無減。」

「事實上，在港銷售干邑的公司業務增長十分可觀，大部分的顧客都把酒帶回國內，我們也想不通這些酒是怎樣入境的！」

「飛機銷售所佔的比重將會按年遞增。國泰航空公司已經訂購了多架空中巴士，將於九五年底付運到港。」

問：中國市場的情況如何？

### 空中巴士

華偉立說道：「波音公司目前在國內的業績十分理想。有些公司，例如中國東方航空，也是空中巴士的顧客。中國是一個潛質優厚的市場。德國總統高爾訪華期間促成了售賣飛機的交易。可惜，後來基於政治上的

理由，那些合約都給取消了。」

「中國市場潛質優厚，我相信隨著中法關係逐漸緩和，空中巴士在國內的前境將一片光明。」

「中國是全球最大的飛機市場。」

問：在香港的四百間法國公司大多從事什麼業務？

華偉立：「大部分是商業機構，廠家則一間也沒有。很多公司都以香港為基地，業務擴展到中國、中南半島、台灣、韓國及泰國等地。」

「他們大都是銀行、區域總部、建築公司和高檔消費品的批發商。」

「以往，我們在酒類市場的佔有率曾高達九成。現在，我們的地位依然重要，市場佔有率差不多達到一半。由於市場不斷增長，實際的營業額比以前還要高。不過，基於澳洲、美國、智利和越來越多法國公司加入競爭，市場已出現飽和現象。」

「事實上，香港洋酒市場規模細小，以外國人和經常出外的華人為主要顧客，國內

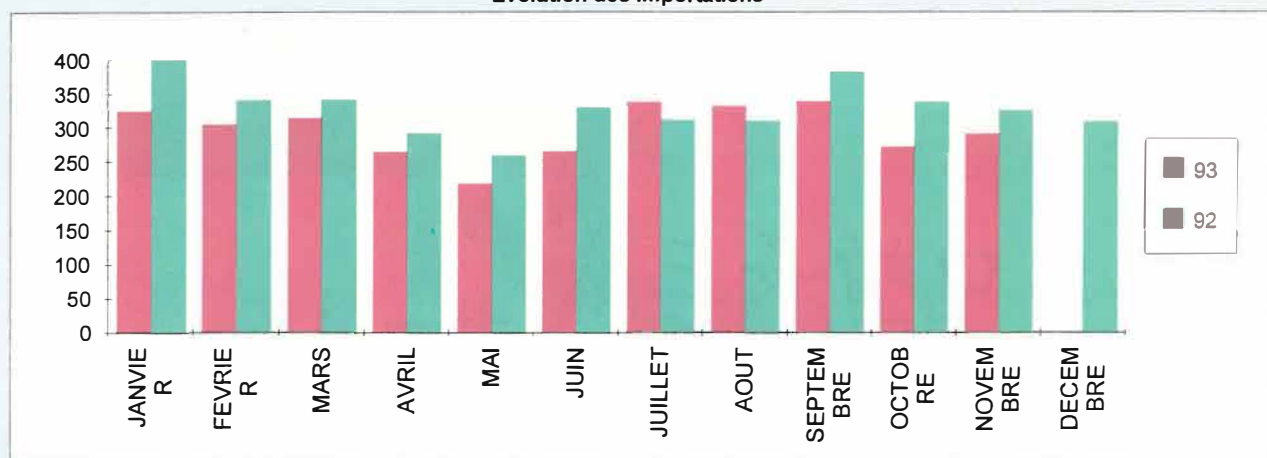
## TABLEAU COMPARATIF DES RESULTATS MENSUELS PROVISOIRES DU COMMERCE ENTRE LA FRANCE ET HONG KONG POUR 1992 ET 1993

Données CAF/FAB en millions de F.

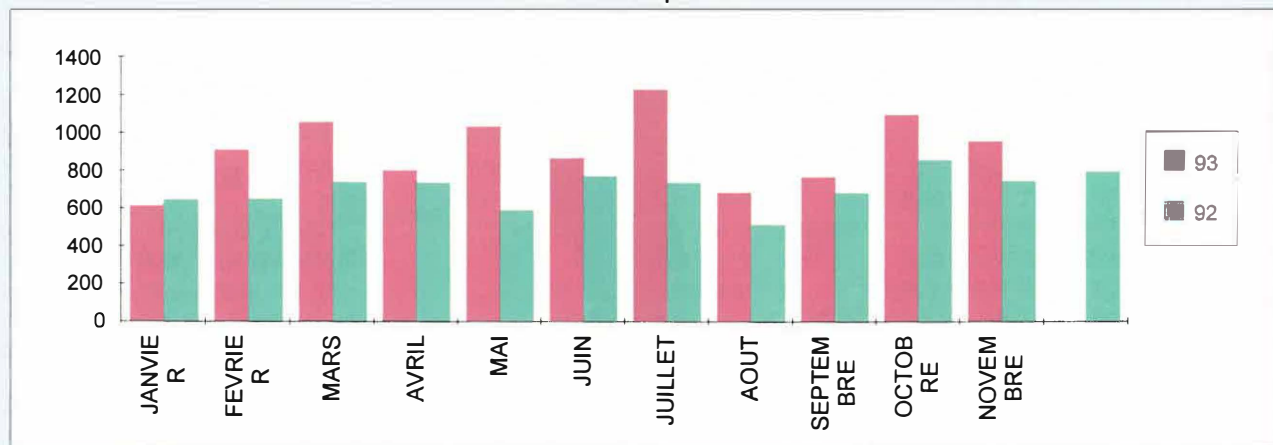
MOIS	IMPORT			EXPORT			BALANCE			Taux Couverture	
	93	92	93/92	93	92	93/92	93	92	93/92	93	92
JANVIER	324	400	-19,0%	612	644	-5,0%	288	244	18,0%	189%	161%
FEVRIER	305	342	-10,8%	907	649	39,8%	602	307	96,1%	297%	190%
MARS	314	342	-8,2%	1053	736	43,1%	739	394	87,6%	335%	215%
AVRIL	264	292	-9,6%	795	733	8,5%	531	441	20,4%	301%	251%
MAI	218	260	-16,2%	1027	586	75,3%	809	326	148,2%	471%	225%
JUIN	265	330	-19,7%	859	766	12,1%	594	436	36,2%	324%	232%
JUILLET	338	312	8,3%	1222	731	67,2%	884	419	111,0%	362%	234%
AOUT	332	311	6,8%	676	509	32,8%	344	198	73,7%	204%	164%
SEPTEMBRE	339	384	-11,7%	758	677	12,0%	419	293	43,0%	224%	176%
OCTOBRE	272	339	-19,8%	1088	850	28,0%	816	511	59,7%	400%	251%
NOVEMBRE	291	326	-10,7%	947	738	28,3%	656	412	59,2%	325%	226%
DECEMBRE		309			788			479			255%
cumul 11 mois	3262	3638	-10,3%	9944	8407	18,3%	6682	4769	40,1%	305%	231%
TOTAL ANNEE *	3565	3947	-9,7%	10796	8407	28,4%	7231	4460	62,1%	303%	213%

Source: DREE-Bureau Analyse &amp; Prévision. (\*): chiffres prévisionnels pour 1993

Evolution des importations



Evolution des exportations



Source: Thierry Laloux, Deputy Franch Trade Commissioner.

countries in Asia. Mainly, it's three countries, China, Japan and Taiwan.

"In China its mainly cognac but also professional equipment."

*Is Hong Kong still drinking as much FOB cognac?*

Philippe Favre: "The domestic market is becoming stable. There is very small growth. But there is good growth because of China.

"Actually the companies selling cognac have tremendous increases in Hong Kong. But they know the consumers are not in Hong Kong. The sales are in Hong Kong. But how the cognac gets to China we don't know.

"Planes are going to be a big, big share and they are getting bigger every year. Cathay Pacific has ordered many Airbus for delivery by the end of the year and in 1995.

*What about China?*

### Potential for Airbus

Phillipe Favre: "So far Boeing has a very strong position in China. Some companies have the Airbus. Eastern, for instance. There is a great potential. When German President Kohl visited China some were sold. But then there was our political problem with China and contracts were terminated.

"I think there is good potential and with the warming up of the relationship between France and China the prospects are very good for the Airbus, which is more than a third French, then German and UK.

"China is the biggest market in the world for planes."

*What categories do the 400 French companies in Hong Kong fall into?*  
Philippe Favre: "Most are commercial. We don't have French manufacturers. Most commercial companies cover China, Indochina and Taiwan, Korea and Thailand. Hong Kong is the headquarters of many.

"Most companies are banks, regional headquarters, construction companies and distributors of luxury goods.

"In wine we used to have a 90% share. We still have the biggest market share. I couldn't tell you exactly but I think it is close to half. The market has grown and our share in volume is even bigger than it was before. But the market is saturated with competition from Australia, America and Chile, etc., as well as competition from more French companies.

"Actually the market for wine is very small. Who drinks wine in Hong Kong? Mainly foreigners and Chinese who travel a lot. The Chinese market is very limited. So, the market is not very big but there is potential in China for wine and mineral waters.

"What is very interesting is French food. Now, with Hog Kong's per capita

## Chamber Chairman visits Committees

**C**hamber Chairman, Paul Cheng, attended the first joint meeting of the Legal and Home Affairs Committees under the respective new Chairmen.

The meeting took an unusual format with Home Affairs issues being discussed first, then joint issues and then legal matters.

This meant that Home Affairs Committee members were then able to leave after the first two sessions, while Legal Committee members need only arrive at the start of the second session.

Mr Cheng was at the meeting be-

cause of several key issues being discussed.

The meeting was jointly chaired by the new Home Affairs Committee Chairman, Mr J P Lee, and the new Legal Committee Chairman, Mr G J Terry.

Both took up their appointments after the previous Chairman of both Committees, Mr Ian MacCallum, retired from the position.

Mr MacCallum, an active Chamber member for many years, made particular valuable contributions as Chairman of both Committees and a General Committee member. ■

income higher than UK, we see more people in Hong Kong buying more and more new foreign food products. Not necessarily the most expensive, but drinking more milk, and eating yoghurt and butter.

"This is a market that French companies should focus on — the medium-range products. French cheeses should also do much better.

They are doing very well in Singapore. So they should do well here. There is a market for cheese and other dairy products.

Most of the French companies are looking toward China for growth, the French Trade Commissioner says.

Philippe Favre then turns to Hong Kong's exports to France.

He says Hong Kong used to sell a lot to Europe but now they are selling less and less because there is less manufacturing in Hong Kong. Exports from Hong Kong to France have gone down. Exports annually from Hong Kong are less than four billion francs.

### Investing in France

"It means France has a huge surplus with Hong Kong but actually the re-exports from China compensate. What is new is a big increase in Hong Kong companies investing in France.

"They are investing by buying commercial networks and buying industrial plants in order to get a bigger share of the European market. Not only in the garment industry but also in electronics and other sectors.

"We want to develop this. Hong Kong people don't know a lot about Europe. They know a lot about UK and they know a lot about the States and Australia. But when they think of Europe they always see Europe through British eyes.

"It is not easy. But now they are buying when its expensive in Hong Kong and in the recession in Europe and prices are relatively cheap." ■

的洋酒和礦泉水市場卻潛質優厚，大有可為。

「值得一提的還有法國食品。香港的人均收入高於英國，越來越多人喜愛購買外國食品，儘管不一定是貴價食品，但牛奶、乳酪和牛油等的銷量都有長足的增長。

「法國公司應該重視香港的中價食品市場。法國芝士在星加坡的表現十分理想，相信香港乳品市場還有發展的餘地。」

他表示，很多法國公司都準備積極進軍國內市場，大展拳腳。

他接著談到港貨輸法的問題。

華偉立表示，以往香港輸往歐洲的製成品數量龐大，但由於香港製造業所佔的比重不斷下降，出口量亦隨之減少。現時，港貨輸法的總值每年在四十億法郎以下。

### 投資法國

「驟眼看來，法國似乎享有貿易盈餘的優勢。事實上，香港從中國轉口貿易獲取的利潤已補償了兩地間的逆差。反而香港商人在法國投資的數字最近有大幅增長。

「他們購買現成的公司和廠房，藉此擴大在歐洲市場中的佔有率。他們收購的行業並不限於製衣，還包括電子及其他業務。

「這是一個很好的發展趨勢。香港人對美國、澳洲和英國一般都有深厚的認識，對歐洲卻了解不多。他們想起歐洲時，往往都從英國人的角度出發。

「要改變也不是容易的事，由於經濟不景，在歐洲投資可比在香港便宜得多呢！」 ■



# SWIFTRIDER. FASTER FOR SURE.

When you are up against a cargo deadline, nothing beats SIA Cargo's Swiftrider service. With later close out times, guaranteed uplift and priority clearance, your shipment gets to its destination extra fast, extra sure. Swiftrider, airport to airport you can be sure it's faster.

SINGAPORE AIRLINES CARGO  
**SWIFTRIDER**  
FASTER. FOR SURE.

# Car sales decreasing

John Haines debunks what seems to be Government thinking

**C**ar sales fell last year and the prospects are they will fall further this year, says John Haines.

John Haines is Director at Inchcape for the Asia-Pacific for Toyota covering Singapore, as well from Brunei to Guam and Saipan. He says motor car sales last year in his region have been very mixed: Singapore is significantly up on previous years, the Brunei market is down a little, Hong Kong is down a little and the Pacific islands are down a little.

"Being specific to Hong Kong, the start of 1994 is looking as if the market is decreasing even further. The market in 1993 reduced by 5-6% over the previous year. Contrary to what seemed to be the belief of the Hong Kong Government that vehicle sales continue to increase and therefore they should increase the taxes on vehicles. Their belief is wrong. The market is going down.

"I think the reason for that is that the underlying economy of Hong Kong is not as strong as many people would believe. Certainly the stock market and property prices are increasing significantly. But the underlying businesses in Hong Kong are not doing as well as people would believe.

"Singapore is obviously the most controlled of the Asian markets. They have a unique way of controlling the number of vehicles on the roads. Before you can buy a vehicle you must purchase what is called a Certificate of Entitlement (COE), currently selling from anywhere between Singapore dollars 20,000-30,000. That is a price in addition to the cost of the vehicle.

"Singapore has a relatively low first registration tax. Though the import taxes (running up to 180%, compared to 60% to 130% in Hong Kong) are very high, which makes the overall cost of buying a car in Singapore nearly twice that of buying a car in Hong Kong.

"The Hong Kong Government has made it very obvious in the last year or so they intend to change the system of first registration tax. It is probably the highest tax in the world. This is why we are very concerned that Governor Chris Patten is now suggesting these rates be increased even further. It seems that he believes by increasing taxes on vehicles there will be a reduction in the number of vehicles on the road.

## Spend more on roads

"This has never proved to be the case in previous years. All it has done is put more money in the coffers of the Hong Kong Government. We believe the way to make the road congestion better is really to spend a bit more of what the Government collects in vehicle taxation on developing the road network. Making more lanes and modernising the roads, with may be more flyovers, roundabouts and so on.

"There are really only two congested areas in Hong Kong, again contrary to popular belief. On the new roads in the New Territories vehicles flow quite freely. The two areas of congestion are Central and Tsimshatsui. It would not be an easy thing to do, but it could be achieved if the Government were to spend just a little of what it earns from vehicle taxes in developing the road networks of those areas.

*Do you expect they will do that?*

John Haines: "With all of the other projects that the Government has at the moment, such as the airport and rail network to China and so on, it is most unlikely they will, unfortunately.

"It looks as though the individual wanting to buy a motorcar is going to suffer even more.

*Will there be some relief on the Cross Harbour Tunnel when they build a western crossing?*

John Haines: Yes, I think so as far as the tunnels are concerned. But unless they do something in Kowloon all the western crossing is going to mean is that cars will get to the traffic jam in Tsimshatsui a little more quickly. Many of the vehicles don't just want to go to Tsimshatsui they just want to get through it. There are many ways of alleviating those congested areas if the Government put its mind to it.

*They have begun to do the Western Kowloon reclamation*

John Haines: Yes indeed. But they haven't mentioned the road network as I understand it. Certainly they have talked about extending the MTR. The reclamation is going to generate more office buildings and blocks of more apartments. There is going to be more people living and working there than those who want to buy and use vehicles. Really the Government should be looking at the infrastructure surrounding that development.

*Do you think the Budget will affect car*

*sales? (The interview was on February 18)*

John Haines: "It really depends on whether or not the Government increases taxation. Though the Government will certainly change the structure of first registration.

## Japanese dominate

*Fortythree of every 100 cars are sold by Inchcape?*

John Haines: About 31 of those are Toyotas.

*What proportion of cars in Hong Kong are Japanese made?*

John Haines: "By far the majority — 85-86%. It is most unlikely that situation will change in the next five or 10 years. It is a long way from Europe to Hong Kong and the transport costs are fairly high. Also, the quality, the reliability, the durability of Japanese products is still superior to European and American products.

"There are some good European products such as BMW and Mercedes, even

## All agree: Open the border!

**E**verybody is agreed. Border checkpoints should be open 24 hours a day and truck drivers should be able to go to anyone of the three checkpoints, if they find one is crowded and causing delays.

• John Haines at Crown Motors says he finds it incredible the checkpoints close early each evening. Both Hong Kong and China owe it to the goods they export to keep their economies going.

• Mike Rushworth, chairman of the Motor Traders' Association, says it was the Hong Kong Government that said "No" in the first place, not China.

• Andrew Windebanks, at the Automobile Association, says Hong Kong should have begun negotiations at least 10 years ago to open the border checkpoints for 24 hours a day and introduce flexibility for drivers. ■



John Haines.

Rover, and they are all doing very well. But the Japanese products are still best suited to the Hong Kong market. We have very few problems with Toyota products.

John Haines said he thought that Japan's market share in Hong Kong was unlikely to change significantly. When Japan has an 85% market share there is very little room for movement.

Are the Europeans or Americans going to gain a higher market share? That question is also probably no. BMW is doing a little better than it was last year. But neither BMW nor Mercedes, because the theft rate is high and the insurance rates therefore are very high.

*What do you think of the conditions on the Hong Kong roads?*

John Haines: "Very bad. For a number of reasons, partly because of the lack of investment by the Government but also very much due to the lack of control by the Government in allowing people to dig these roads up. Then, the quality of repairs is extremely suspect and there seems to be no inspection by the Government after roadworks are carried out. This, not only causes damage to vehicles, but in many cases is extremely dangerous.

*There are thousands of manholes with metal covers in the roads of Hong Kong. Is that usual in most countries?*

John Haines: "I wouldn't have thought so. Again, I think it is a lot to do with the quality of work that is carried out. The manhole covers over drains, etc. should be closer to the level of the roads. The quality of work is very poor and its mainly because the contractors are allowed to get away with it. They are more than capable of doing a good job. More often than not they just want to do a quick job and get paid for it. If the Government allows them to get away with it, can you blame them?"

**Parking**

*Parking is another problem in Hong Kong. You can only drive a car between car parks?*

John Haines: "Parking is probably less of a problem than in many countries. Certainly in the Central area with the new Admiralty car park having just been opened and apart from peak times you can usually find a parking space. For the centre of a major city it is not too bad at all. Certainly in places like New York and London it is far worse.

"If you go to Taipei, Manila or Bangkok it is nearly impossible. So Hong Kong does fairly well in that respect. Even in Taipei appointments are usually arranged on flexy time.

Within an hour or so either way.

*Are emissions from diesels cleaner than petrol engines?*

John Haines: "The emissions from diesel engines are different and this is where the confusion lies. To say that one emits more dangerous gases than the other is very difficult. There is very little proof as to which of these gases are more dangerous. All emissions from any motor engine can be dangerous in sufficient quantity.

"They have different characteristics. Our belief is that diesel engines are no more dangerous than petrol engines provided that they are good quality diesel engines and that they are properly maintained and the emission levels from the type of manufacture are controlled.

"Certainly I believe the Hong Kong Government is right in imposing tighter and tighter control on emissions from motor vehicles, not just diesel but petrol as well. Over a period of years these emissions will get less and less as the engines become more and more sophisticated.

"It is a very simplistic argument to say diesels are bad and petrol engines are good. We are the biggest seller of petrol engines in the market and we are the biggest seller of diesels in the market. We could, given time, change our petrol engines to diesel or our diesel engines to petrol. So we have no axe to grind. In Japan the mix of diesel to petrol is very similar to Hong Kong.

"Taxis and light buses are mostly diesel. Though in Japan they do have quite a unique segment of LPG liquid petroleum gas vehicles which could be used in Hong Kong for taxis as an example. The problem with that is there are arguments that carrying liquid petroleum in the boot of a car in the case of an accident is dangerous. So there are pluses and minuses in almost all scenarios.

**Electric car?**

"The legislation in Singapore is similar to Hong Kong but there are more petrol ve-

hicles than diesel. But for no other reason than the tax situation, Hong Kong favours smaller vehicles and smaller vehicles perform better with a petrol engine.

*When are we coming to an electric car?*

John Haines: "There is a tremendous amount of research and development being put into building electric cars by nearly every major manufacturer in the world. The only thing holding them back currently is the battery technology. That is, the ability to build a battery with sufficient power and storable energy to do the things the normal motorist would want to do. And light enough weight.

"Nobody has solved the problem yet but its getting closer and closer. But I don't think we are going to see a truly marketable electric car for probably 20 years. It would overcome current pollution problems but then you have the problem of discarding the acid and the lead content within the batteries.

John Haines says Toyota has now been in Hong Kong for 27 years. Crown Motors is the distributor for both Hong Kong and Macau. It is expanding into service centres in Mainland China. Its market share has grown continuously over the last 27 years. The first year of doing business Toyota sold 100 vehicles and now it sells about 100 each day.

The structure and size of the business has changed. We have a very loyal customer base now for Toyota. In the areas of the market that really demand quality and durability, like the taxi and light bus market, we supply 94% of all taxis in Hong Kong and 100% of all the light buses.

*One of the causes of congestion is that the border check points are not open 24 hours a day?*

John Haines: "Apart from Toyota we supply Hino trucks, which is a Toyota sister company. We supply nearly 40% of the trucks that go across the border. With the volume of traffic and the volume of goods that go back and forth across the border the need for both China and Hong Kong to support those products I find it absolutely incredible that the border closes early in the evening.

"I can see absolutely no reason at all why the border shouldn't be open 24 hours a day. I think it would make life a great deal easier for everybody, especially the poor drivers having to spend those two or three hours waiting in the queue at the border posts.

"I think the fault lies on both sides of the border. I mean, if one or other party was determined enough to make it happen I'm sure we would make it happen. But like a lot of other things, may be we don't focus enough attention on it." ■



# First registration tax

Mike Rushworth tells how the Government is amending the law

**M**ile Rushworth, elected Chairman of the Motor Traders' Association (MTA) for the third successive year, explains why and how the Government is changing the law on the first registration tax.

He says the MTA has been negotiating with Government for some time on the subject. He shows us a big pile of papers in a special in-tray on his desk. Mike Rushworth has been the MTA chief negotiator with the Government.

He begins by saying: "By the way, they (meaning the Government) are very cooperative people. They said first they don't want any additional revenue. They just wanted to have a fairer playing field because in the old days they could rely on the motor dealer to be a bit more truthful about what he declared than he is now.

"The law is very old and antiquated and can perhaps be easily cleverly manipulated.

"Some of the latest dealers in town started declaring obviously very fictitious figures. And the Government couldn't challenge them because if you challenge one you have got to challenge all.

"So they came to us as a motor trader (Mike Rushworth is Deputy Managing Director of Crown Motors) and said, 'We want to change the system. We don't want to earn any more but we want to have it so that everybody gets a fair crack of the whip.'

"So now they are going to take away CIF declared by the dealer, not the factory. That was the problem.

Mike Rushworth outlined the new procedure: "You just declare to the Government your selling price — and register that selling price.

"First of all, we will register ourselves as a dealer. We are registered as a company now but not as a dealer. We will then say to the Government this is our model range, these are the specifications of our model range and this is the retail price for each.

"Whatever the retail price there is a tax scale for it. That was agreed and the customer will now be able to know how much is the car and how much the tax.

"That is something new because at the moment when I say to you: 'How much is a pack of cigarettes?' You would say, 'I think it is HKD23.' And I then ask you: 'How much is the tax?' I think you would probably say, 'I don't know.'

"If I said to you, cigarettes are HKD10 and there's HKD13 tax you may think twice about smoking. Under the new law I'm not going to say to you a ca is



**Mike Rushworth who has just been given an FIMI, quite a distinction in the motor industry.**

HKD160,000 on today's tax. I'm going to say in future that car is HKD100,000 and HKD60,000 for the tax.

"The same price is being offered to you. But how will you relate to the new way I will quote you? Psychologically, it is going to an interesting question?

"Anyway, the new method should have been started two years ago. We have been through all the terms and conditions, local body building, radio, heaters, clocks and everything else.

"But now the Government is thinking of going one step further and increasing the tax itself.

"They say that's because of vehicle volume. So let's have a look at the vehicle volume by consulting the statistics:

"In 1990 in round figures 48,000 vehicles were licensed (total market). In 1991 the figure was 48,900. In 1992 it jumped to 61,900 which is a large increase. And in 1993 it was, in round figures, 59,000.

"We have to say to ourselves it's been running at 48,000 — even that was high, coming up from 35,000 in the old days — and now we're jumping to the 59,000s and 61,000s. And the Government is saying, 'Wait a minute our White Paper didn't indicate these growth figures. We have 1,980 kilometres of road which means 270 vehicles per kilometre of road. We can't fit all these new cars on the roads.'

"We said, 'You are quite right. It has always been the case. We are densely populated.'

## Background

Before I go on to answer why they have proposed a first registration tax increase let me background you. In 1994 car sales were up for January on last January but if we multiply the 1994 January figure by 12, sales will be 6% down on 1993.

"In January private car sales were up 14%. Light commercial vehicles (vans) were 47% down. Heavy commercial vehicles (trucks) were 52% down. Taxis were down 24% and light buses were 40% down. But the luxury cars category, which are included in the 14% increase of private cars, are 83% up.

"While trucks, taxis, buses and vans (commercial vehicles) are down, cars seem to be forging ahead. The luxury cars sector is not a very big sector. About 1,200 of the private cars are luxury cars. What it means is that people are still rushing to buy private cars while our economy is going to hell because the sales of vehicles that do the work are 50% down.

"Remember that January and February are usually quiet months. You are usually finishing up your business and starting it again.

"What the Government is now saying is that you have got these large number of private cars going on the roads and the car dealers are the problem.

"I have replied to the Government by saying you are quite right. You have a problem on your hands because private cars do a lot of mileage (figures in letter to Haider Barma). But if you take commercial vehicles that each do 40,000 kilometres a year it is not really the private car that does the most mileage.

"The private car is often bought for prestige. It's a luxury. It is not a necessity. But the Government replies with the proposition that, if the private car tax and licence fee were only HKD1,000 and an owner were allowed to buy 10 cars, then the dealer's Chinese customers will have 10 cars and keep them at home. But if the charge is HKD12,000 the Chinese mind will say he is going to use his car because he has paid HKD12,000 to the Government.

## ERP

"This is what is happening — usage. And that's why Government keeps talking about bringing in electronic road pricing (ERP). ERP in the old days was very much like a Big Brother system — we know where you are, we know where you've been and perhaps why you've been. And we can tell your wife as well, which would upset a lot of Chinese gentlemen.

"ERP was quite a good system. But the Government made one mistake. When they offered it they said we will tax you first registration tax, we will tax you again for a licence fee and we'll give you this machine (now without the big brother concept). But, if you go in specific areas,

we will charge you even more.

"What they should have said is that they were using the same sort of window electronics as the Cross Harbour Tunnel now uses. You pay HKD1,000 to this machine and when it ticks over and reduces that figure to HKD50 it automatically takes another HKD1,000 out of your current account.

"Thus, automatically you can spend as much as you like. It would not identify where you are, nor where you have been.

**Abolish licence fee**

"In these circumstances you don't have to charge an annual licence fee.

"There is no necessity for an annual licence fee. You could get rid of 30-40 people in the Transport Department which would please the Government no end as they are always worry about their employment numbers.

"So, you buy your car and when you pay your first registration tax you have this ERP tag stuck on the windscreen and pay your HKD1,000 up front for your movement rights. If you use your vehicle you will be hit by ERP. If you don't and just want to say I have a Lexus or a Mercedes or something spectacular in my garage you won't be hit. But every car will have to have an ERP tag.

"If you car hasn't got a tag, then it must be scrapped. That's quite important. If you want to buy a car and show off it can stay in your garage and show off and not be on the roads much.

"Further, now the Government under the new taxing system has the opportunity of saying to be the public, 'We will give you a discount equal to the value of your old car when you pay your first registration tax on a new car if you present to us a scrapping certificate for your old car, scrapped through an official procedure.

"That is, the car must be handed over to the Government, they give you a certificate. It would have to be owned by you for six months or a year. It has to be fully licensed and insured at the time of scrapping.

"That means used cars would come off and new cars would come on our roads. The new cars would use unleaded petrol and have all the latest safety equipment. This would keep the trade buoyant, because we employ a large number of people. It will also create revenue for the Government.

"Everybody wins. You can read that in my letter."

Mike Rushworth says: "But everything else is going down and the Government must realise overall the market has gone down 6%."

**Who pays?**

*Are luxury cars paid for by companies or individuals?*

Mile Rushworth: " I'm going to answer



**THE MOTOR TRADERS ASSOCIATION OF HONG KONG**

香港汽車商會

SECRETARIES : B C S LIMITED, 40TH FLOOR, LIPPO CENTRE, LIPPO TOWER, 88 QUEENSWAY, HONG KONG  
TELEPHONE: 8401188 TELEX: 74786 BYRNE HX FAX: 8400789

1

18th January, 1994

Our Ref. MTA/MJDR/11L/94

Mr. Haider Barma  
Secretary for Transport  
1/f. & 2/F. East Wing  
Central Government Offices  
Lower Albert Road  
Hong Kong

Re: Traffic Gridlock

Dear Barma,

The South China Morning Posts' front page article of the 14th January, 1994 quoting the 'Governor' as 'warning of drastic curbs on cars', caused much concern. 'Congestion' and 'road usage' cannot be solely contributed to the 'Private Car', although 'Private Car' 'licensed' may be the majority of vehicles in Hong Kong (November 93 statistics PC 257,757 licensed of a total 437,079 vehicles) but Private Cars annual mileage is approximately 10,000km per year equalling 2.6 billion km annual, against 17,628 taxis which average approximately 120,000km per year, representing 2.1 billion km annually. Whilst LCV, MG V and HG V trucks record 119,851 vehicles licensed and have an annual mileage of 30,000km's equally 3.6 billion.

The suggested increase in 'Annual License Fees' will not necessarily cause a decline in usage, particularly in the 'New Towns' where Public Transportation is limited. Wealthy owners would have the opportunity to reduce the number of vehicles owned but the additional cost of Annual License Fee would seriously affect the poorer income group who require adequate transportation. An increase in 'Annual Licence Fee' also cause increased usage, on the theory that if 'one' has to pay HK\$12,000 p.a. then you ensure you maximize the expense through usage.

An increase in 'First Registration Tax' (FRT) is a short term solution, which from past experience has cause the 'Motor Industry' who employ a significant quantity of the workforce, much upheaval; vehicle sales normally return to their original volumes once the public have re-adjusted. For example, Singapore has followed this route for sometime, there a 1500cc Sedan is now the same price as a 3000cc Luxury Saloon in Hong Kong and vehicle sales continue to boom, the only winner being the 'Tax Revenue' collectors.

Perhaps one solution worth considering, which may benefit most parties, should the 'objective' be to maintain or control the present level of vehicles on our roads. Now that the newly proposed 'First Registration Tax' is based on a 'Value Add Tax' system, there is an opportunity for the Government to offer a 'Discount' on vehicles going for 'First Registration, if a 'Certificate of Disposal' (Scrap) is presented, a discount of 50% is proposed. This would be simple to administer and easily understood by the Public.

Basis:-

Government Vehicle Inspection Centre

- Inspect vehicle for disposal
- Issue Certificate
- Vehicle must be licensed and insured
- Registered by Owner for at least 6 months
- Certificate ' Non Transferrable'
- Certificate valid for six months

This proposal would offer:-

- Stability of vehicle registration
- Stability of overall vehicle Registration volume
- Continuance of Government Tax Revenue
- Protect ' Motor Industry' by avoiding a "slump"
- Create ' Recycling' business
- Improve 'Safety' by removing older vehicles
- Improve 'Environment' by speedier introduction of modern vehicles

This 'Long Term' proposal would lead to strategies planning by both the Motor Industry and the Buying Public as to the 'Optimum' time for replacement, thereby regulating the market place.

This proposal should be considered as one of the solutions to the overall Transport policy. Others are:-

- A) Computerization of Traffic Light Systems. Presently, much energy is wasted on manually timed stop/go system. Traffic flow would be substantially improved, if automated like Nathan Road System.
- B) Multi-storage Car Parking. For the past years parking availability in congested areas has not increased, yet vehicle registrations has climbed. This combined with the depletion of 'on road meter' parking causes vehicles to circulate, thereby causing traffic congestion. More carparks should be made available, as and when buildings are redeveloped.
- C) Electronic Road Pricing (ERP) is complicated and expensive to implement and unfortunately has a 'Big Brother is watching you' perception, since it records the exact movement of the vehicle. A pay as you drive system would be more acceptable but annual licence fees would have to be abandoned, this would assist the operational costs by reducing manpower.

Hoping the above proves positive and should more details be required, a meeting is welcome.

Yours sincerely,  
THE MOTOR TRADERS ASSOCIATION  
OF HONG KONG



Mike Rushworth  
The Chairman

CC John Blay - Transport Department  
Brian Coak - Transport Department  
MTA Secretaries  
MTA Committee Members

that question in an Irish fashion because I'm in the motor trade and I am ex-BMC. In Britain, Europe and other places the trade says 60% of all vehicles bought are fleet vehicles. What they mean by that is somehow you get paid for it by your company and you get a fleet discount.

"In Hong Kong fleet users are only about 12-15%."

*Everybody buys their car privately?"*

Mike Rushworth: "No. But there are a lot of individual deals which you never see. There's no law which says you must declare those deals. There are quite a lot of companies that offer assistance to employees in buying a car. It's on the company account but you can drive it around.

"I think, in the very super category of cars, there are so many rich people in Hong Kong who have enough money to buy a car. It is really a company car so that they can avoid tax some way. They don't even want a demonstration drive they just want you to send one around to their address.

"Hong Kong is a very buoyant area, very rich. But the dealers had a very hard time two years ago. When the tax did go up they were the hardest hit. Their sales went down the greatest and stayed down for a longer time. But now they have come up again.

"Why? Because many luxury cars are new models and new models are very exciting to the public. In 1992, the best year for sales, every major Japanese manufactur-

er brought out new models. But those cars have to stay in production for four years.

"Some of us are confronted with a natural decrease in interest until the next new model. The frustration of road congestion is noticeably higher because of these large new model sales. We should get systems up with every car being inspected more often and have a scrapping procedure.

"I don't think ERP is a very nice way of driving around. Clickadee-click all the time. People will have psychological breakdowns. They are already highly pressured but to have a machine clicking you in and out all the time is a bit heavy.

"I think one answer is, and it's always been the answer, is just slap on more tax. It's easy, simplistic, and easy to administer. We are behind Singapore, for example. A Toyota Royal Crown, a three litre car, is the same price in Hong Kong as a Toyota Corolla (1.6 litres) in Singapore. And they sell just as well down there.

"Once a customer knows he has no option but to buy at that price and he wants a car he will continue buying it. But it is only a short-term solution. The long-term solution is that you have got to get old cars off the road.

"The Government wants to continue enjoying its revenue and they want to protect the trade as well. This is no longer a garage business. It's a corporate business. Most corporations own the car industry.

"So that's my analysis. ■

**When it comes  
to producing your  
marketing &  
communications  
material do you  
have a need  
for creative  
support services?**

**PRINTLINE LIMITED**  
offer a broad range of  
design disciplines

**ANNUAL REPORTS,  
Brochures,  
Newletters, Leaflets,  
Posters,  
Corporate Identity,  
Promotional Material,  
Advertising**

We focus on  
achieving effective solutions that  
meet all your needs

Contact  
**Lara Hamilton-Potts**  
on Tel: 838 7282  
Fax: 838 7262

# Too much bother

Rushworth fears car sales this year will slow down naturally

**M**ike Rushworth says: "This year I think we are hoping car sales will only go down to 55,000 which is actually exactly what we are running at at the moment.

"Unfortunately, I think, the buying public itself is self-regulating, regardless of what the tax does.

"People will say it is too much bother. Parking fees are too high. Insurance is too high — and sales will slow down naturally. What I mean by slow down is that we will probably see car sales at 50,000 in my opinion by the end of the year.

"It seems to be in line with 1990 and 1991 when we ran sales at 48,000. If we can stay at that sort of figure and get the old vehicles off the road, then I think we will have a very peaceful time.

"Procedures for getting the old cars off the road are used in many other countries. When the value of a car is equal to the tax saved, you scrap it.

## Traffic Lights

He says: "The traffic lights systems in Hong Kong are antique. They are manually timed. You take off from one set of lights just in time for the next one to turn red. You must have experienced this.

"But in Nathan Road they have a computer system which was put in when they were first building the MTR. That was where there was the heaviest congestion in town. We never have had a traffic crisis since.

"We have asked time and again to get computerisation down from Central westward and eastward. They should all be computerised by now. They keep saying they are going to do it. But they have never let tenders. While it sounds so easy, it is a major matter to solve traffic congestion.

"Our problem is flow, not how many cars are on the road."

## Parking

On car parking, Mike Rushworth asks how many new car parks have been built when the Government enjoys a huge revenue from new cars coming on the road? Where are the new ones to cope with the 49,000 a year new cars?

He says the Government has a policy of allowing new buildings to be constructed without car parks in the belief nobody will then want to have a car. So those who employ drivers go around and around in circles. Whereas the real an-

swer is when buildings are redeveloped in business areas they must be designed to include car parks.

## Border checkpoints

He describes as "old news" the question of opening border check points for 24 hours.

"We've been fighting for this for some time. At first the Government said, No. It was the Hong Kong Government that was the sticky member, not the Chinese Government. They have now got to the stage where they are thinking about it.

"But they need to open all three checkpoints and introduce a flexible system. If a truck goes to one checkpoint and can't get through, the driver can drive to one of the other two. I think it is a very good idea but the Government is seriously cutting down on expense to reduce the civil service and are privatising everything they can lay their hands on."

## Much tougher

Mike Rushworth says the motor trade has been flourishing for the past two years.

"I would say 1994 will be much tougher. Not just competition. I mean from every angle. The roads are full, the car parks are full, etc. and the customer won't buy though you may have the right car, the right price, etc. Unless we get the old cars off the road, we can't get the new ones on. That's my opinion."

## China sales

*Of the cars imported into Hong Kong what proportion are re-exported to China?*

Mile Rushworth: "Back in 1974 there was an oil crisis. Cars sales in Hong Kong were down to about 360 a month for the total market. Thirtysix dealers were on their knees. We advertised righthand vehicles for China. We sent service teams in. And we exported to China 2,000 vehicles a month.

"Everybody else jumped on the bandwagon and the Chinese changed the law so that we could only export lefthand drive to China. We started a joint venture here to get lefthand drive cars from the factory. And we were sending about 3,000 Toyotas a month into China.

"A lot of other people followed suit.

"The way they got into China is the

interesting thing. They came here. Some had official import certificates, others were broken down into spare parts. The wheels were taken off. They were taken across in a container. And the wheels were put back on — and off they went!

"Then China had a hiccup. They closed the market for a while. Then they started it up again.

"This was basically the trade. But then a lot of the grey market people started coming in. Apart from stolen cars, grey market cars were going in on boats.

"The Government then said it would register every lefthand car coming into Hong Kong. We know now 57,000 were registered with the Hong Kong Government and something like 25,000 have gone out. That means there are 32,000 in car parks in the New Territories.

"I know as well as you there are not 30,000-odd in car parks in the NT. We would be lucky if there's 2,000. The Government made this law to protect themselves from criticism politically. But they couldn't handle it and the trade saw that, so they didn't report lefthand drive imports. If the Government ever took the grey importers to task there would be a lot of skaliwags trying to explain where these vehicles have gone.

"They have gone the way they would have gone before the law came in. For the first three months everybody sat back and abided by the law. They saw the laxity of the Government and just bypassed it."

"But to answer your question we ourselves are importing officially. We know that some 3,000 Lexus are going into China and they are coming from America. You've got Crowns etc. all coming from Arabia, America or any other lefthand drive place. They are coming here, then straight across the border. They've had as bit of a problem in that some of them are unleaded petrol engines. In China they only use leaded and that causes a bit of a hiccup.

"Even General Motors I know are shipping cars as fast as they can. Chrysler too. Cars you never see on Hong Kong roads. All lined up, looking beautiful in a showroom, all ready to go into China.

"I would say each month — grey ones and official ones — you are talking about 20,000 cars. Okay, it's going to go up and down but I'm trying to give you the type of figure we are talking about. It's not one or two thousand but more like 20,000 (of all types) a month last year."

*Are there parallel imports from Japan going into China?*

Mike Rushworth: "No, Japan drives on the same side of the road as we do. They are stuck like we are. So we have to source elsewhere." ■

# ERP won't work

Automobile Association gives it views

**A**ndrew Windebank, a former motoring writer speaking for the Automobile Association says Electronic Road Pricing won't work in Hong Kong. He favours a modulated system of controlling traffic and building more roads.

"I notice you are described as Personal Assistant to the Chief Executive. Who is now the Chief Executive?"

"It was Phil Taylor until he retired last December. It is now Kendy Chan. He at the moment, as I understand it, hasn't been confirmed as yet. It is up to the General Committee to appoint the Chief Executive."

Andrew Windebank begins an interview with *The Bulletin* by saying: "In the 1979 Comprehensive Transport Study (CTS) the predicted and acceptable restrained growth of private cars would be 280,000 private cars in 1991. It is now 1994 and we haven't reached that figure."

"But in the revised CTS 10 years later, because they hadn't reached the growth target, they conveniently revised their figure downwards. They say now the growth rate of private cars is acceptable."

"They can't have it both ways. That's using figures to justify their own failures in these 10 years. The classic example in the 1979 CTS is that they planned all strategic routes. Fifteen years on they still haven't completed some of them. Now that's slow even by British standards."

What does the AA think of the options to restrain traffic on the roads to avert congestion?

Andrew Windebank: "The main option they are talking about is the old chestnut — some form of ERP. This is nonsense. It doesn't work. What it will do is generate a lot of revenue for the Government. With modern technology what has happened is that ERP will overcome the question of security of information. The classic example of ERP is the Cross Harbour Tunnel and its tag system which aids traffic flow. You buy a tag outright and your vehicle will be unidentified."

## Cross Harbour Tunnel

"The way the Cross Harbour Tunnel operates it with its autotax system actually works very well. The main problem is the tunnels. The original suggestion of the

consultants was that three lanes each way were needed. But because of cost and amortisation it was thought traffic flow would never reach the projected figures of the consultants and so they compromised and went for two lanes each way.

"This calls into question why you have consultants. If they are good they are paid a lot of money. Surely you should listen to their recommendations even if they aren't particularly palatable. The consultants have been proved right."

You say the tag system at the Cross Harbour Tunnel works well. Can it be applied to the roads?

Windebank: "Oh yes, it can very easily. There is no problem with that. But it wouldn't stop people entering areas any more than a HKD5 toll stops people using the Aberdeen Tunnel when they have an option to drive around it. With most congested roads, where people don't have too much of an option, they will still use the road. And they will get a bill for it at the end of the month."

"The only thing that may make them think twice is if there was a physical toll booth on the entrance to a congested area

# 電子道路收費計劃不切實際

香港汽車會就交通問題發表意見

**香**港汽車會發言人溫達邦表示，在香港實施「電子道路收費計劃」是不切實際之舉，改善交通的根本之道在於靈活控制車輛流量，以及興建更多道路。

問：閣下現任汽車會助理首席執行幹事。那麼，請問誰是貴會的執行幹事？

溫達邦：「本會上任執行幹事戴禮賢剛於去年十二月退休。據我所知，現任執行幹事陳健忠尚待理事會的正式任命。」

溫達邦接受《工商月刊》訪問時表示：「在一九七九年進行的整體運輸研究預測，到了一九九一年，可接受的私家車數量將為二十八萬輛。現在已是一九九四年，但私家車的總數尚未到達這個數字。」

「正因如此，在一九九九年修訂的整體運輸研究中，有關當局低估了汽車增長的速度。他們認為現時私家車的增長率仍然可以接受。」

「他們的說法因時而異，企圖利用數字遊戲來掩飾這十年來的失誤。我們不妨看看一個最『突出』的例子——政府在七九年已經

計劃興建的主要道路，竟然有些在十五年後的今天依舊尚未完工，就是按英國的標準也未免太慢了一些！」

問：你認為限制車輛使用道路是解決交通擠塞的方法嗎？

溫達邦：「政府說來說去也離不開電子道路收費這一套，這不是老調重彈，毫無新意嗎？除了可以為庫房帶來巨額收益外，我想不出這個計劃還有什麼優點。隨著現代科技的改進，這類計劃已不必對私人資料的保密權造成侵害。海底隧道現時使用的也算得上是電子道路收費辦法的一種，再配合『標識系統』節制交通流量。車主只需在車上貼上預先購買的『通行標識』，即毋須洩露個人資料。」

## 海底隧道

「海底隧道採用這種管理策略，再配合自動收費系統，效果良好。造成交通擠塞的原因其實和隧道本身的設計有關。顧問公司最初建議在往返港九的方向各興建三條行車

線，後來基於成本和還款的考慮，當局認為汽車流量永遠不會到達顧問公司預測的數字，最終還是採用了雙線行車的設計。

「高水平的顧問公司收費昂貴。即使他們的建議未必完全合符閣下的心意，總不應該把不稱心的提議置諸腦後吧！事實上，顧問公司的建議日後果然證實無誤。」

問：你認為可把在海底隧道推行成功的「標識制度」擴展到其他道路上實施嗎？

溫達邦：「為甚麼不可以呢？但這樣不會限制駕車人士使用該段道路。往返香港仔的人士如果不喜歡多付四元隧道費，大可以選擇使用其他道路。只不過，有些地區是駕駛者的必經之路。在別無選擇的情況下，即使實施這類計劃，依然解決不了交通擠塞的老問題。」

「除非政府在交通繁忙的地區設置收費站，凡進入該區的車輛都要即時繳費一千，那又另當別論！這才是令他們『三思而後行』的好方法呢！」

「電子道路收費計劃的原理和信用咭一

and the toll is HKD1000. Then, people would think twice before entering the area, because: one, it is painful and two, it is immediate.

"The moment you have got ERP in one of its various forms it will be painless, just like using a credit card. That is not going to stop people. The Government hasn't got the guts to impose a very high toll, because that would bring into question, what have they being doing in a constructive way about, not so much controlling traffic, as modulating it.

*By modulating it what do you mean?*

Windebank: "There are various ways:

- One, you can restrict certain types of vehicles to certain hours. Like Singapore or a lot of major cities. They say, for example, there will be no trucks in the city centre between say 8am-4pm. So peak hour passenger traffic, the buses, the cars, the taxis, are roads unobstructed by goods vehicles. Conversely, the goods vehicles make quicker time when they deliver goods at night.

*Wouldn't delivering goods at night increase the cost for the wholesale distributor. Wouldn't that cost be passed on to the retailer and eventually to the consumer?*

Andrew Windebank: "So will any form of ERP. A truck stopped in traffic will cost as much money while it can't move as a truck moving freely. The difference is the journey takes longer. You're paying extra fuel costs, amortisation, etc. And you have the driver's wages for sitting there getting angry in a traffic jam.

**Cross border**

"The actual cost, if they modulated the traffic, might drop.

"Two, they should have begun serious negotiations more than 10 years ago with the Chinese border authorities about getting the border open 24 hours a day. It is commonsense. Most of the truck drivers are self-employed. They would rather drive at night when the roads are clear and get the job done far more quickly and make more money than find themselves stuck in traffic jams and then, find the border closed at 10 o'clock.

"Why haven't these so obvious negotiations been undertaken earlier? It is a lack of political will. It is a lot easier to blame somebody.

"Haider Barama at a press conference blamed lorries and private cars for causing congestion. Yes, any vehicle can cause congestion. But if you start taxing container truck drivers it would push inflation up in Hong Kong considerably. Because that would be a direct cost to the operator and he would have to pass that cost on. Alternatively, if no one is willing to transport goods by road it would seriously damage the Hong Kong economy."

**Additional Roads**

Lengths of HK road network	1559KM
Provisional Figures of licensed cars end 1993	259,874
Licensed cars end 1992	237,035
Licensed cars end 1991	212,017
Growth 1991-1992	25,018
Percentage growth	11.8%
Growth 1992-1993	22,839
Percentage growth	9.6%

**Sources**

HK 1993 Review of 1992
RHKP
HK 1993, Review of 1992
HK 1993, Review of 1992
HK 1993, Review of 1992
HK 1993, Review of 1992

**Expenditure 1992 HK\$**

**Million**

**Road Maintenance and improvement for:**

\$613 HK 1993, Review of 1992

- 1559Km of road
- 762 Flyovers and bridges
- 426 Footbridges
- 239 Pedestrian subways
- 6 Government run tunnels
- HK, Kowloon, N.T. Area Traffic Control.

**Highway Construction:**

\$2,393 HK 1993, Review of 1992

Include Airport Transport Projects.

**Total Transport Expenditure:**

Include rail, road, marine and air \$3,748 HK 1993, Review of 1992

**Fixed Penalty Tickets issued:**

**% Growth Source**

1990: 903,915	—	T.D.
1991: 1,008,499	11.6%	T.D.
1992: 1,352,184	34.1%	T.D.
1993: (provisional) 1,803,974	33.4%	T.D.
Revenue Unknown		

**Vehicle owners and drivers major sources of contribution to Government revenue (excluding TAVAS), 1992.**

	(HK\$ Million)	Amount	Source
Total Government General Revenue		\$99,973	HK 1993, Review of 1992
<u>Tax or Revenue Source</u>			
1. First Registration Tax		\$3,437	HK 1993, Review of 1992
2. Tunnel Revenue		\$302	HK 1993, Review of 1992
3. Driving Licence Fees		\$240	HK 1993, Review of 1992
4. Fuel Tax			
Unleaded		\$829	Caltex Oil HK Ltd
Leaded		\$748	Caltex Oil HK Ltd
Diesel		\$1,412	Caltex Oil HK Ltd
5. Annual Vehicle Licence Fees (Private Cars)		\$2,100	Estimate based on Vehicle Parc. (private cars) at end 1992 MTA/HKAA.
<b>Total</b>		<b>\$9,068</b>	
Total licensed private cars on road, end 1992		237,035	HK 1993, Review of 1992
Total licensed vehicles on road, end 1992		407,858	HK 1993, Review of 1992

**Parking as at December 1992**

Government owned 14 multi-storey (franchised out)	<b>Spaces</b>	8,200
Private sector parking (Commercial buildings, housing estates, open air lots and open air public) approx		50,000
Parking metres		13,000

**Additional Public parking provided by**

CAA at Kai Tak - for Airport Customers and Staff use.  
 KCRC at TST Terminus for Railway Customers and Staff use.

*Source: Automobile Association.*

Andrew Windebank asks why is the Kowloon and Hong Kong traffic control system 30 years behind its British equivalent?

"They were using electronic-magnetic and computer systems to control traffic in London in the very early 60s," he says.

"We are still using mechanical systems. They are only just now getting around to computerising it. That's mad," he says.

"When you see the sophisticated systems they have in Europe and America in heavily congested areas you despair."

"The idea is to keep traffic moving in blocks. So you have a calibrated space, so the crossroads can also move in blocks and the computer system operates a complete area. Not one road or one junction. The whole sophisticated system is reading traffic all the time. For roads that aren't being utilised there is no harm in having a red light there.

"Whereas in Hong Kong you have a road that's empty and a road that is absolutely choked and you have a nice green light on an empty road. That's not right," he says.

"Government planning — it goes back more than 30 years — is just frightening. There has been a complete lack of reality or facing up to reality."

## Governor wrong

Andrew Windebank says the Governor, speaking in January, said private cars in 1992 contributed HKD3.4 billion in tax.

Andrew Windebank says the actual Government revenue that I can trace from vehicle owners, including private mo-

torists, is just over HKD9 billion.

The major revenue earner is first registration tax. It is followed by nearly HKD3 billion in fuel tax.

You are looking at a total Government general revenue for 1992 of HKD99.973 billion and people who use the road contributed just over HKD9 billion of that. It is 9.1%. So they are taking a lot of money from people which they are not putting back into the road system.

"Expenditure on road maintenance and improvements was HKD613 million for 1,559 kilometres of roads, 752 flyovers and bridges, 426 footbridges, 239 pedestrian subways and six Government-run tunnels. They are making quite a profit out of the motoring public and anybody who uses public transport as well.

"If you are really seriously interested in stopping people using their cars, you improve the public transport system. Most private motorists use their cars because they have to. Why don't they bring forward the construction of the airport railway? — at least, the Tsing-I Island to Central section, which would relieve congestion on the Nathan Road corridor instead of trying to get one more train per hour on Nathan Road by employing people very gently to push you so that the doors close?

"That isn't a solution because, yes, you can get one more train an hour, but can the signalling cope with it?

"From what I have seen the signalling can't. The whole thing needs upgrading. It's a good system. But you can overload it. That's when you find the trains stop between stations for a minute or so to allow the system to catch up. It happens to me

every night. Nominally they are running more trains but in reality, because the system is overloaded, it then slows down for safety reasons.

"I advocate anything that is going to be constructive — that is going to be a long-term solution.

"I will quote you something going back to Government planning and ERP. We'll start with Government planning:

## Squeezing motorist

*'While these restraints may lead to marginal improvement in the situation our transport problem can be no more solved by squeezing the private motorist than a water shortage solved by increasing consumer charges.'*

On ERP, starting with the idea of legislating people off the road by monetary charges and going on to say:

*Henceforth no wheeled vehicles whatsoever will be allowed in the precincts of the city until sunrise to the hour before dusk. Those, which shall have entered during the night and still there at dawn, must stand empty until the appointed hour.*

*We could be forgiven if we thought these were the words of the Financial Secretary. They are not. As a matter of fact they are part of an edict issued by no less than an eminent figure, Julius Caesar. 'Let me hazard a prediction. My Honourable Friend will no more succeed in solving our traffic problems in this city by taxing private cars off the road than the great Julius Caesar did by banning vehicles in the streets of Rome.'*

"Those quotes are from Sir Y K Kan in

樣，對減少駕駛者使用繁忙街道的作用有限。政府又沒有勇氣大幅度提高使用路面的收費，因為這會帶出一個問題。既然這樣，他們何不採用調節交通流量這類更有建設性的方案呢？」

問：何謂調節交通流量？

溫達邦：「具體的方法有以下幾種：

「首先可以效法新加坡或其他大城市，規定某類形車輛在特定時間內不得使用道路。例如，限制貨車在早上八時至下午四時不得使用市中心的道路，以免阻礙巴士、私家車和的士等以載客為主的車輛在路面流通。另一方面，貨車在晚間使用路面亦可節省運輸時間。」

問：夜間運輸豈不是增加了批發商的成本嗎？到頭來還是加重了零售商和消費者的負擔！

溫達邦：「任何道路收費計劃都會造成同樣的後果。交通擠塞也會導致運輸成本上漲，司機的寶貴時間就這樣白白地浪費了。反而夜間行車卻可以節省運輸時間和燃油等的開支呢！」

## 邊境交通

「調節交通流量可望減低實際的成本。

「其次，早在十年前，當局已應跟中方商討二十四小時開放邊境的可能。這只不過是一般常識。大部分貨車司機都屬自僱性質，他們寧願選擇夜間行車，一則可以避免塞車之苦，二則可增加收入。這總比人人都擠在日間行車好得多吧！

「既然如此，為甚麼不早日展開會談？這是缺乏政治遠見的表现。

「運輸司鮑文在記者會上曾批評貨車及私家車是造成交通擠塞的原因。說得好！任何交通工具都會引起交通阻塞。假如對貨櫃車司機徵收稅項，他們一定會將成本轉嫁到消費者身上，帶動通貨膨脹。又假設司機不願再從事路面運輸的工作，這勢必嚴重影響本港的經濟。」

溫達邦質疑，為甚麼本港的交通控制系統比英國還要落後三十年？

他表示：「早在六十年代初期，英國已利用電子磁帶及電腦系統控制倫敦市的交通情況。

「香港現在還停留在機械系統的年代，電腦化只不過是剛起步吧了！

「假如你見識過歐美地區的先進管理系統，不由得不對這兒的情況感到徹底失望。

「這些系統的原理在於確保繁忙地段的交通暢通無阻，由電腦系統全日控制整個地區的車輛流量，特別是十字路口，只在交通稀疏的地點才出現紅燈。

「香港各條道路的使用率不一。在空無一物的路上大放綠燈，擠迫的大道卻紅燈處處，這不是荒謬得很嗎？

「三十多年來政府的交通政策才真叫人吃驚，根本完全與實際情況脫節！」

## 港督的錯誤

溫達邦說，港督在一月時公開表示，私家車在一九九二年為庫房增添了三十四億元的稅收。

溫氏聲稱，政府自所有車主(包括私家車)身上所得的實際收益超過港幣九十億。

政府的主要收入來自汽車首次登記稅，其次是大約三十億元的燃油稅。

1972. What Sir Y K Kan believed, as most people believe, is that if you keep on taxing things it doesn't achieve anything except a rise in the cost to the consumer and an increase in Government revenue.

"When that happens in an Administration that is cash rich it is unlike any administration elsewhere that has to stick to very tight budgets. The solution they should have begun 30-odd years ago, when projections were that Hong Kong would start to suffer congestion problems, was for long-term planning. Not begin with traffic control systems that were five years out of date when they were installed.

"Taxing the motorist may be a good way of raising revenue but it won't cure the basic underlying problem. ERP is just a way of raising more because there is an alternative. There isn't a well-developed road system. Thus people don't have an alternative route."

Andrew Windebank says he does advocate more road construction but it has to be properly planned. And it has to be

政府在一九九二年的總收入共有九百九十億九千七百三十萬，來自道路使用者的收入約為百分之九點一，即港幣九十億。雖然這些人是政府的主要收入來源，可惜當局花在道路系統上的支出卻不成比例。

「政府用於維修道路和改善工程的撥款約共六億一千三百萬，範圍包括一百五十多萬公呎路面，七百五十二條行車天橋，四百二十六條行人天橋，二百三十九條行人隧道，以及六條由政府管理的行車隧道。政府從駕車人士，甚至公共交通使用者身上所得的利潤可不少呢！」

「假如政府決心限制私家車增長，就必須改善公共交通設施。私家車對於大部分車主來說都是必需品。為甚麼政府還不興建機場鐵路？最低限度也應該發展青衣島至中環一段，以紓緩彌敦道的擠塞情況。這總比每小時增加一班地鐵，再聘請月台助理把乘客推入車箱來得實際吧！」

「增加班次不成問題，但能夠跟訊號系統配合嗎？」

「目前的訊號系統根本配合不上，除非把它全面更新則另作別論。好的系統也有負荷過重的日子。你沒有發覺地鐵列車時常需要停站等候前面的訊號嗎？這是我每晚的親身經歷。事實上，他們增加了列車的班次，但基於安全理由，不得不同時增加列車停站的時間。

「我贊成採取任何有建設性的方法來解決交通擠塞問題。那必定是一個長遠可行的方案。

「還是從交通政策跟道路收費計劃談起吧！」

for five to 10 years in the future so that it keeps ahead of projections — the way Singapore has done it since Lee Kwan Yew took over. They don't say we have a problem now but what is it going to be like in five years' time. They build for five years in advance. That's intelligent construction.

"Then you can build up a comprehensive road network so that the community can be separated from the heavy traffic and the heavy traffic will produce less pollution when it is kept moving. Singapore, like Hong Kong, relies on the movement of goods. If you stop being able to move goods in Hong Kong, Hong Kong will not be the largest container port in the world in a short space of time.

### Parking

Andrew Windebank says the car park problem should be laid squarely at the Government's door. Not only should they have built more public car parks but they should have legislated, like in Britain, so

### 向車主開刀

問：向車主開刀不外是治標不治本的辦法。打個比喻，增加水費能解決食水不足的問題嗎？

溫達邦：「道路收費計劃就是利用收取過路費的手段限制市民使用道路。

「『從此，由清早到日落，任何車輛均不得進入市中心地區。那些在晚間駛入而又趕不及在破曉前離開的車輛，必須等待指定的時間到後才能離去。假如我們認為這些說話出自財政局之口，即使猜錯了也會獲得原諒。事實上，這全是偉大的凱撒大帝詔書上的部分內容。讓我提出一個大膽的預測！我這位尊敬的朋友利用收費手段來把私家車逐出路面，從而解決交通問題。這樣的成就跟凱撒大帝禁止車輛在羅馬城行走的壯舉真可謂前後輝映，不遑多讓。』

「剛才我引用了簡悅強爵士在一九七二年的說話。他跟普羅大眾的心意一樣，認為不斷加稅除了令消費者百上加斤，增加政府收入外，可謂一無是處。

「香港政府的財政充裕，毋須效法他人緊縮開支。早在三十年前，政府就應該考慮到未來的交通問題，制訂長遠可行的發展方向。今天的交通管理措施比實際情況最少落後五年！」

「向車主徵收稅項是增加庫房收益的好辦法，但肯定不是根治問題的良方。電子道路收費就是個好例子。道路網絡發展不完善，車主在別無選擇的情況下，只好乖乖就範。」

溫達邦贊成有計劃地興建更多道路，而且需要顧及未來五至十年內的增長，好像李

that when an office block is built there must be one car park for every 100-200 sq ft of office space.

"Parking here is absolutely abysmal. Hong Kong has 14 Government-owned multi-storey public car parks with spaces for 8200 cars. Private sector car parks in commercial buildings, housing estates and open-air car parks are about 50,000 spaces. Parking meters for on road parking are 13,000 spaces.

"We don't know the actual revenue from fixed penalty tickets but we do know from the Transport Department that in 1990, 903,915 were issued. In 1991 they issued 1,840,099 an 11.6% growth and 1992, 1,352,184, a 34% growth over 1991. The provisional figure for 1993 is 1,803,974. If the average ticket is HKD200 and they put it up to HKD320 it doesn't take a genius to see they are going to make close to a HKD billion.

That would be a large contribution if it were given to the Police Force for effective traffic management. ■

光耀在新加坡執政以後的做法。溫達邦認為，新加坡的建設主要是配合未來的需要。這才是有遠見、有智慧的表現呢！

「他們發展的是一個全面的交通網絡。這樣有助於把人口擴散到市區外圍。由於市中心的交通暢順，亦同時減輕了污染問題。星加坡和香港一樣，運輸業舉足輕重。香港要是在貨運上出現問題，怎麼還可以成為全球第三大貨櫃港呢？」

### 泊車問題

溫達邦表示，本港的泊車問題完全由政府一手造成。政府不但應該興建更多公眾停車場，還需效法英國，立例規定發展商在興建商業大廈時，每一至二百呎樓面面積就要有一個車位。

「香港的車位供應嚴重不足。全港共有十四座政府多層停車場，提供八千二百個車位。私營車位（包括商廈、屋苑和露天停車場）則大約有五萬個。另外，還有路邊泊位一萬三千個。

「我們不清楚定額罰款通知書為政府帶來多少收入，只從運輸署的統計中知道，單單在九零年，政府發出了九十多萬張這種通知書！九一年的數字是一百八十四萬多張，增長百分之十一點六。九二年的成績更加『輝煌』，比九一年增長百分之三十四，高達一百三十五萬二千一百八十四張。截至目前為止，九三年的數字是一百八十萬三千九百七十四張。假如政府把每張罰款由二百元增加至四百五十元，他們的收入將接近十億。

「這筆巨款足以作為警隊有效地管理交通的經費。」 ■



# New one-stop facility

Innovative idea for manufacturers and foreign buyers

**A** permanent "one-stop-see-all" Toy Centre in South Sea Centre, 63 Mody Road, East Tsimshatsui, opens officially in April for the convenience of Hong Kong's 4,000 odd toy manufacturers to display their products and conduct business with foreign buyers.

The innovative idea comes from dynamic businessman, William H.Y Young, a former chairman of the Chamber's Africa Committee.

He says: "We have more than 4,000 toy manufacturers in Hong Kong. So far about 98% have moved to China. They are still retaining their operations (head-quarters) offices in Hong Kong. But these offices are often far from the business centre of Hong Kong.

"They are in diverse locations such as in the New Territories and buyers cannot be expected to find their way there. Now they can maintain an office in our Toy Centre in Tsimshatsui East to display their products for buyers to see and do business.

"This is a convenience for these 4,000 toy manufacturers. If a buyer wants to visit one location each day that would take him 15 years to reach them all.

"So we are providing a one-stop-see-all toy centre to help both manufacturers and buyers. And our toy centre is permanent. Buyers can get to know our central location in the business centre of Hong Kong. Buyers can come and see all the toy products all the year around.

"We are well located in Tsimshatsui East. Nearby are five top hotels where overseas buyers can stay, all within walking distance of our Toy Centre.

"Our Toy Centre has about 110 different units, Each unit is about 200 sq ft. The total area of the Toy Centre is about 40,000 square feet.

"That means 110 toy manufacturers can display their products here in a well-lit and cordial environment. So the buyers can see the products of 110 manufacturers without having to go all over the New Territories.

"They can also sit down comfortably around tables and chairs in each unit and do their business with buyers with samples in front of them.

"Each unit is fully airconditioned with individual controls. Each unit is fully carpeted. Each unit also has a telephone and fax machine. Buyers can call their overseas principals if they wish.



Toy Centre.  
玩具中心外貌

## 買賣兩稱便的玩具中心

為廠商及買家提供一處別具創意的產品展覽地點

**本**年四月，一所全新的玩具中心將於尖沙咀東部麼地道南洋中心正式開幕。到時這座永久性的中心將為本港超過四千家玩具廠商提供一個陳列產品、洽談業務的理想地點。

這個創新的意念源於幹勁十足的商人楊康裔。

楊康裔解釋：「本港從事玩具生產的廠商超過四千，其中百分之九十八都已經把生產線遷入內地，但仍以香港作為公司的總部。可惜的是，他們的辦公室大多與傳統的商業中心相距甚遠。

「它們往往位於新界地區，交通不便，買家要前往這些公司並不容易。中心開幕後，廠商可在裡面設置辦公室，無論是展覽產品，或者洽談業務，都較以往方便多了。

「這個中心除了方便本地的四千位廠家外，對海外買家也大有好處。試想想，假如買家每天只可參觀一所工廠，那麼，他豈不是要花上整整十五年時間才能夠遍訪所有工廠嗎？」

「這正是我們成立這所玩具中心的原因。由於玩具中心位處商業區心臟地帶，可省去海外買家不少交通上的麻煩；加上中心

## General inquiry service

"We have a general office area nearby in the Centre where buyers can use our copying machines and more telephones and fax machines. We also provide a general inquiry service.

"If manufacturers don't want to staff their unit, then the general office staff will give full information to each party.

They will show the manufacturer's products to visiting buyers, tell the buyers the price, contact the manufacturer and let the manufacturer talk to the potential buyer if they want to on the telephone for additional information that may also be faxed. Our general service staff will take orders which they will pass back to the factory headquarters.

H Y Young says the Toy Centre is the



William H Y Young. 楊康裔

first of similar facilities provided in some other countries to help their industries, such as in New York. In Taiwan there is also a trade centre.

A number of toy manufacturers have already taken units and 80% are occupied, long before the Toy Centre officially opens in April.

H Y Young says toy manufacturers can buy units or they can lease their units on long-term or short-term basis. It can be as short as for 10 days or for one month. All are welcome. Those who buy units can lease them out.

"So if you have a buyer coming to town and you want to show him your range of products you can lease a unit for 10 days and staff it for that time.

"When we open in April we'll have a cocktail party and invite all the toy manufacturers to come. We will also invite foreign buyers.

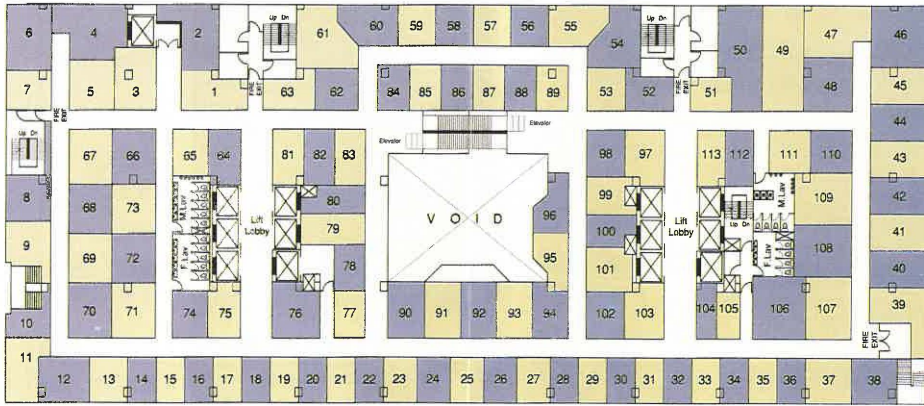
"Already we have had a quite a lot of visitors attracted by our big sign outside. For instance, only yesterday we had people from Russia who came because they saw the sign. Yes, they did business.

"We have had people also from Germany and even Hungary and many from other countries. It is a good place for the manufacturers to get new buyers.

"Every manufacturer wants to contact new buyers even if he is manufacturing in places like Thailand.

"All the big exporting firms are in this area. All the samples are here and they can collect them from us. Manufacturers won't have to carry their samples every day from their factories to Central.

H Y Young says each unit is all-glass. Shelves are the manufacturer's responsibility and they would vary according to what he wants to display. ■



### Toy centre floor plan.

玩具中心平面圖

屬於永久性質，方便他們在任何時間蒞臨參觀。

「中心座落於尖沙咀東部，鄰近共有五間設備完善、國際知名的酒店可供海外買家下榻。酒店與中心只是一箭之遙，徒步往返，亦十分方便。

「中心佔地達四萬平方呎，大致可分為一百一十個單位，每個單位的面積約為二百平方呎。

「也就是說，中心可以同時為一百一十名廠商提供一個環境舒適、設備齊全的展覽場所，也免除了買家舟車勞頓之苦。

「每個單位內均設有獨立檯椅，便利買賣雙方洽談業務。

「單位內設備齊全，除鋪上地毯外，還設有可獨立控制的空調系統、電話及傳真服務。買家可按需要與海外的總部聯絡。」

#### 查詢服務

楊康裔補充：「中心內還設置了『中心服務櫃檯』，買家可以利用那兒的影印、電話

及傳真設備。此外，我們也會提供查詢服務。

「假如廠商未能派遣自己的員工在單位當值，『中心服務櫃檯』的職員可以代勞，為有關人士提供資料。

「服務櫃檯職員會向買家介紹廠商的產品和訂價。如買家需要更詳盡的資料，職員會聯絡生產商，讓雙方通過電話或透過傳真商談細節。職員也可以代接訂單，然後交回廠家自行處理。」

楊康裔指出，很多地區，例如紐約和台灣等，都有類似的設施。玩具中心則是本港第一所提供這種服務的機構。

雖然相距正式開幕的日子尚遠，中心內八成的單位已租出或售出，情況令人滿意。

他解釋，廠商可自行購入單位，或按需要作長期或短期的租賃。即使短至十天一月，也是無任歡迎。廠家購入單位後，亦可轉租給他人。

「買家來港參觀產品時，廠商需要做的

只是租下十天檔期，再派職員當值就成了。

「四月開幕時，我們會舉行酒會，邀請所有玩具製造商及海外買家參加。

「事實上，有很多人客都給門外的大招牌所吸引。昨天就有一羣俄羅斯商人因為看見招牌而登門查詢呢！

「到這裡來的人客可謂包羅萬有，有些來自德國，有些更來自匈牙利！廠商很容易在這兒找到新的買家。

「每個廠商都希望找到新的主顧，即使那些遠在泰國生產的港商，也沒有一點兒例外。

「所有大規模的玩具出口商都集中在這個地區，他們可以從中心收集貨辦，正好免去廠家老遠把貨辦從工廠運出市區的麻煩。」

他最後補充，每個單位都以玻璃牆分隔，廠商可按實際需要自行裝設貨架。 ■



**International Chamber of Commerce**  
The world business organisation

# Benefits and Protection of Intellectual Property

**A Hong Kong Event to Celebrate the 75th Anniversary of the International Chamber of Commerce**

*A unique opportunity exists for you to hear and meet both local and international experts speak on a variety of important topics including valuation, licensing, law enforcement, and civil remedies on the benefits and protection of intellectual property. This full day event includes both morning and afternoon panel discussions, which will cover the above topics from international, local and investigative perspectives.*

## Opening

*The Honourable J.D. McGregor,  
OBE, ISO, JP Legislative Councillor*

## International Perspective

*Mrs. Daphne Yong d' Herve, Head of Division,  
Commission on Intellectual Property,  
International Chamber of Commerce*

## Hong Kong Perspective

*Director of Intellectual Property or her representative,  
Hong Kong Government*

## Commerical Benefits and Licensing of Intellectual Property

*Nominee of International Chamber of Commerce*

## Panel Discussion I

*Chaired by Mr Nicholas Garnett, Director General  
and Chief Executive, International Federation  
of the Phonographic Industry*

## Investigation Perspective

*Mr. Simon Cheetham, General Manager,  
Pinkerton Consulting and Investigation Services*

## Enforcement of Local Laws

*Mr Michael Chik, Assistant Commissioner of  
Customs and Excise, Hong Kong Government*

## Registration and Civil Remedies

*Mr. David Shannon, Senior Partner,  
Baker & McKenzie*

## Panel Discussion II

*Chaired by Ms Jill Cottrell, Senior Lecturer,  
Department of Law,  
University of Hong Kong*

## Closing Remarks

*Representative of  
International Chamber of Commerce*

**BOOK**

**EARLY**

April 19, 1994  
Hotel Furama  
Kempinski

Yes, I will attend the conference on the Benefits and Protection of Intellectual Property on April 19, 1994 at the Hotel Furama Kempinski. The fee for this full day event, including lunch, is HK1,000. I enclose cheque # \_\_\_\_\_ drawn on (bank) \_\_\_\_\_ made payable to the Tobacco Institute of Hong Kong.

**Name :** \_\_\_\_\_

**Title:** \_\_\_\_\_

*For additional attendees, please photocopy and use this registration form - thank you*

**Company :** \_\_\_\_\_

**Address :** \_\_\_\_\_

**Tel :** \_\_\_\_\_

**Fax :** \_\_\_\_\_

*Fax or post this form no later than March 31, 1994 c/o Tobacco Institute of Hong Kong, Room 1807 Harbour Road, Wanchai, Hong Kong.  
Tel: (852) 827 7383 Fax: (852) 827 4799*

*Organisers: International Chamber of Commerce • Tobacco Institute of Hong Kong*

*Supported by: Hong Kong Coalition of Service Industries, Hong Kong General Chamber of Commerce*

# Chamber mission learns regulations

SME Committee sends mission to Guangzhou

The Chamber's Small and Medium Enterprises Committee, sent a mission to Guangzhou on January 21-22, believing most Hong Kong industrial investors in Guangdong are small and medium sized that know little about the Chinese laws governing fire prevention and safety regulations.

The mission learned 60% of fires in Guangdong have involved foreign invested enterprises. Since 1990 the incidence of these fires has increased in both number and seriousness.

In 1993 in Guangdong property losses from factory fires cost RMB3.8 billion. The fires caused loss of life and injuries.

Dennis Lee, chairman of the SME Committee, led the six-member mission to Guangzhou. The mission was met by Chen Feng Qi, Deputy Director of CCPIT Guangdong and Ms Sharon Zhang of the CCPIT Liaison Department. CCPIT arranged the briefings for the mission.

At the Labour Bureau.  
考察團拜訪勞動局



## 考察國內防火規例

中小型企業委員會派遣考察團訪問廣州

本會中小型企業委員會考察團訪問廣州後表示，大部分在廣東設廠的香港公司都屬於中小型企業，這些港商對中國的防火及安全規例所知有限。考察團一行六人，訪問日期為一月二十一日至二十二日。

據考察團瞭解，廣東省過去發生的火警當中，六成涉及外國投資者所開設的工廠。自一九九零年以來，這類火災的次數不斷增加，嚴重性也不斷加劇。

單是一九九三年，廣東省由於工廠火警而引致的財物損失約達三十八億元人民幣，人命傷亡的情況亦十分嚴重。

考察團團長是本會中小型企業委員會主席李榮鈞，他返港後表示，考察團獲得中國國際貿易促進委員會廣東省分會聯絡部副部長陳鳳琪及張絢接見，並且講解當地的防火規例。

此外，考察團又與廣東省公安廳消防局副局長陳建輝、廣東省勞動局副局長陳翼雲、中國人民保險公司廣東省分公司副總經理劉國英、國際保險部副經理葉天軍、國內業務處處長兼經濟師路士敏等舉行會議。

考察團與消防局代表會面後獲悉，現時監管國內工廠營建及管理的防火及安任法例並可分為四大類，即：

- (1)由中國人民代表大會頒布的全國法例；
- (2)省市級法例
- (3)規則
- (4)技術性規範

法例規定，所有營建工程計劃必須在動工前呈交地方消防局或公安廳審批，計劃書未獲批核或修改前，工程不得展開。地方消防局的官員有權監察整個營建過程。每幢樓宇建成後，必須經地方消防局的官員審批，

然後方可入住。

出租樓宇的計劃書亦必須呈交消防局審核。

法例亦列明樓宇內所有設施的標準及規定，包括電器的防火安全裝置等等。如計劃安裝新的或額外的設備或設施，亦必須經過審批程序方可進行。

公安廳官員指出，大部分在廣東省經營的外商都沒有向公安廳呈交營建計劃書。

此外，缺乏適當防火設施的「三合一」甚至「四合一」設計(例如將工廠、貨倉、工人宿舍設於同一幢樓宇)比目皆是。

公安廳官員強調，法例清楚列明違反防火規則的刑罰，而有關當局正考慮提高刑罰。

每次發生火警後，公安廳都會派員調查起火原因，並且檢控須要負上刑責的人士。



The briefing with the Fire Bureau.

考察團聽取消防局代表講解防火規例



Dennis Lee, chairman of the SME Committee, exchanges souvenirs with Liu Guo Ying, of the People's Insurance Company.

中小型企業委員會主席李榮鈞與中國人民保險公司廣東省分公司代表劉國英交換紀念品

The mission met Cheng Jian Hui, Deputy Director and two other officials of the Fire Bureau in the Public Security Department of the Guangdong Government; Chen Yi Yun, Vice Director of the Labour Bureau; Liu Guo Ying, Deputy General Manager of the People's Insurance Company, Ye Tian Jun the Deputy Manager of the International Insurance Department and Lu Shi Min, Deputy Manager-Economist of the Domestic Business Insurance Department.

• At its meeting with the Fire Bureau the mission learned there are four categories of fire prevention and safety

regulations governing the construction and management of factories in China:

- i) National laws passed by the National People's Congress.
- ii) Provincial laws.
- iii) Regulations
- iv) Technical requirements.

All construction plans must be submitted to local fire bureaux or public security offices for approval before work is begun. Construction can only begin after each plan is approved or amended. Officials from the local bureaux can inspect the construction process. Upon completion each building must be inspected by the

但他們承認，廣東省公安廳沒有足夠人手巡視及監管所有工廠。他們指出，大部分中國人都缺乏防火及安全知識，因此，現時首要的工作，就是向大眾推廣及灌輸適當的防火知識。

公安廳備有全套防火規則，以供索閱。

廣東省勞動局勞動保護安全監察處處長譚少奮表示，勞動局亦有參與嚴重火災及工廠意外的調查工作。他列舉主要的安全問題如下：

- (1) **勞工密度高**：珠江三角洲大部分工廠都從事勞工密集的生產，工廠東主通常會盡量利用廠址的所有空間。最近深圳曾經發生了一宗火警，涉及的工廠在一間原本只能容納五十台衣車的房間內，裝設了多達一百六十台衣車。
- (2) **工作時間長**：法例規定，工人每天的工作時間為九小時，加班時間最多是兩小時，每月的加班工時也不得超過四十八小時。大部分工廠並不遵守規定，有的工廠在旺季時，要求工人每天工作超過十四小時。
- (3) **工作環境惡劣**：工廠並沒有遵守涉及危險物料或產品的防火規定。很多時這些危險物料或產品上並沒有貼上成份標籤。一九九二年一月，珠海市就曾經發生過一宗集體中毒的意外，而中山市在一九九三年三月亦曾經發生過一宗同類事件。
- (4) **設備或設施破舊**：外國投資者進口殘舊及不合格的設備，以求盡量減低成本。很多時這些進口的電器及儀器並不安全，舉例說，電線負荷過重或安裝失當，這種情況在鄉村企業最為嚴重。

譚少奮說，工廠東主及經理須負上大部分刑責。國內工人教育水平低，令到問題更加嚴重。

他說，企業須向當地的社會保險公司購買工人保險，投保範圍包括：

- (1) 醫療，包括工業傷亡
- (2) 老人退休
- (3) 失業
- (4) 婦女分娩

考察團參觀中國人民保險公司廣東省分公司後獲悉，所有從事製造業的工廠都必須投保火險，該公司會因應市場的需要而提供各類保險計劃。

火災是工廠最常發生的意外，大部分是由於管理失當引起，例如電線負荷過重便是原因之一。「三合一」工廠樓宇非常普遍，一旦發生火警，很容易會造成巨大的人命及財物損失。該公司代表指出，中國人普遍缺乏防火知識。

深圳、中山、東莞等地方的港資企業，發生火警的頻率最高，而其中又以皮鞋廠和傢俬廠的問題最為嚴重。工廠樓宇的樓齡愈大，發生火警的比例也愈高。

考察團認為，香港投資者對於廣東省的防火及勞工法例所知有限，有需要進行推廣。

local bureau officials before occupation.

Plans for rented premises must also be submitted to local fire bureaux.

The law also covers standards and requirements for all facilities including fire precautions for electrical devices, etc. Plans for installation of new, additional equipment or facilities must also be sent for inspection and approval.

Officials at the Public Security Department pointed out to the mission that most foreign invested enterprises in Guangdong do not submit construction plans to the Department for inspection and approval.

In addition, "three-in-one" or even "four-in-one" layouts, putting the factory, warehouse and workers' dormitories, etc. all in the same building without adequate anti-fire dividers was a common practice.

Public Security Department officials said the law provided penalties for those who do not comply with all its requirements and they were considering increasing the penalties.

The Public Security Department investigates the cause of each fire and will sue those responsible after investigation.

Officials admitted the Department does not have sufficient staff to inspect and regulate all plants in Guangdong. Most Chinese, they said, don't have much concept about fire prevention nor safety precautions. Therefore, they considered it of paramount importance to promote, educate and instill the right concepts.

Full sets of fire prevention regulations could be obtained at the offices of the Public Security Department.

• At the Labour Bureau, Tan Shai Fen, chief of the Department of Safety Inspection for Labour Protections said his Department participated in investigations of serious fire disasters and factory accidents in Guangdong. He listed industrial safety problems:

i) High density of labour: Most factories on the Pearl River Delta are labour intensive industries. Factory owners usually stretch the capacity of their factories to the full. He cited a recent fire in Shenzhen where 160 sewing machines were installed in a room with the capacity of 50.

ii) Over long working hours: The law restricts each day to nine working hours with not more than two hours overtime and overtime should not exceed 48 hours a month. Most factories do not abide by this law, most working more than 14 hours a day in peak seasons.

iii) Bad working environment: Factories do not implement safety precautions when using dangerous materials or products. Usually there is no labelling showing the composition of these dangerous materials or products. This was the case in a group poisoning accident in a Zhuhai toy factory in January 1992 and another in Zhongshan in March 1993.

iv) Old and unqualified equipment/facilities: Foreign invested enterprises import old and unqualified equipment to minimise cost. Often electrical equipment and devices are unsafe and dangerous. For example, overloaded wires and wires that were not properly installed. This was especially serious in village enterprises.

Tan Shao Fen said in most cases the responsibility rests with factory owners and managers. The low education level of Chinese workers worsened the situation.

He said enterprises were required to take out insurance policies for workers at local Social Insurance Bureaux for:

- i) Medical, which should include industrial injuries.
- ii) Old age pensions.
- iii) Unemployment.
- iv) Maternity in the case of women workers.

• At the People's Insurance Company (PIC), Guangdong branch, officials said all manufacturing plants were required to take out fire insurance policies. The PIC offered policies according to the needs of the market.

Fire was the most common cause of accidents in factories, mostly caused by mismanagement, eg overloaded electric wires. "Three-in-one" factory premises were a common practice, substantially increasing loss of life and property. The overall concept of fire safety was still lacking in Chinese people.

Among Hong Kong invested enterprises, those in Shenzhen, Zhongshan and Dongguan had the highest fire incidence. Shoes and furniture factories were the worst. As facilities aged the loss rate was rising.

• One conclusion of the Mission was that Hong Kong investors knew little about Guangdong's fire prevention and labour laws and regulations. These must be publicised. ■



**Edward Wong Credit Ltd.**

**安泰授信有限公司**

(安泰集團成員)

(政府註冊接受存款公司)

為閣下提供以下理財服務

定期存款	商業押匯	票據貼現	証券抵押
貨品貸款	租購分期	物業按揭	同業拆放

歡迎接洽或查詢

香港九龍長沙灣道910號安泰大廈11樓 電話：370 3111

電掛：EDCOGRAM 電傳：43594 EDCOG HX 傳真：310 9171

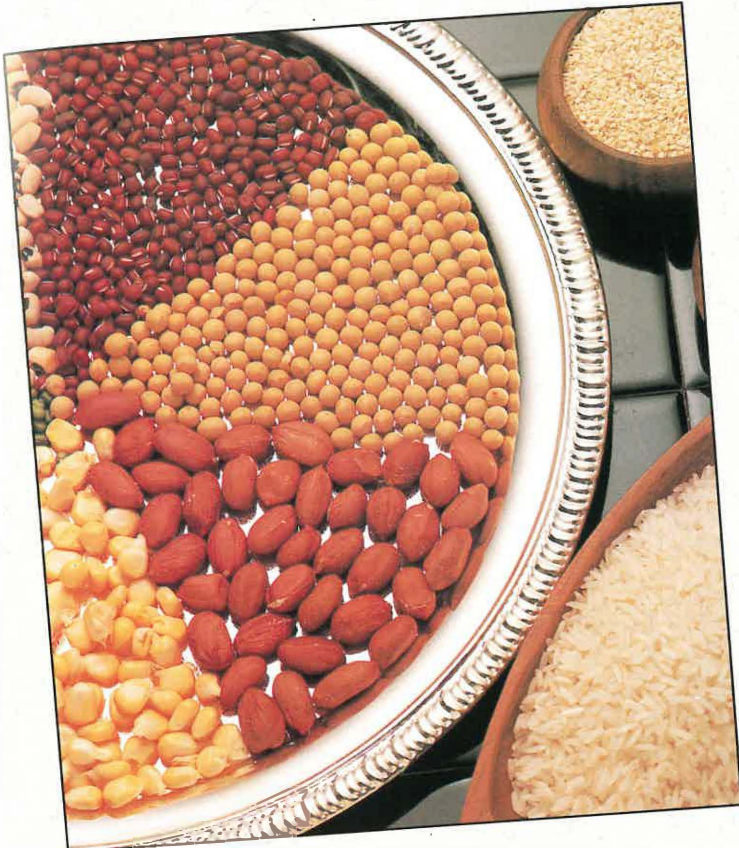


# 湖南省糧油食品進出口公司

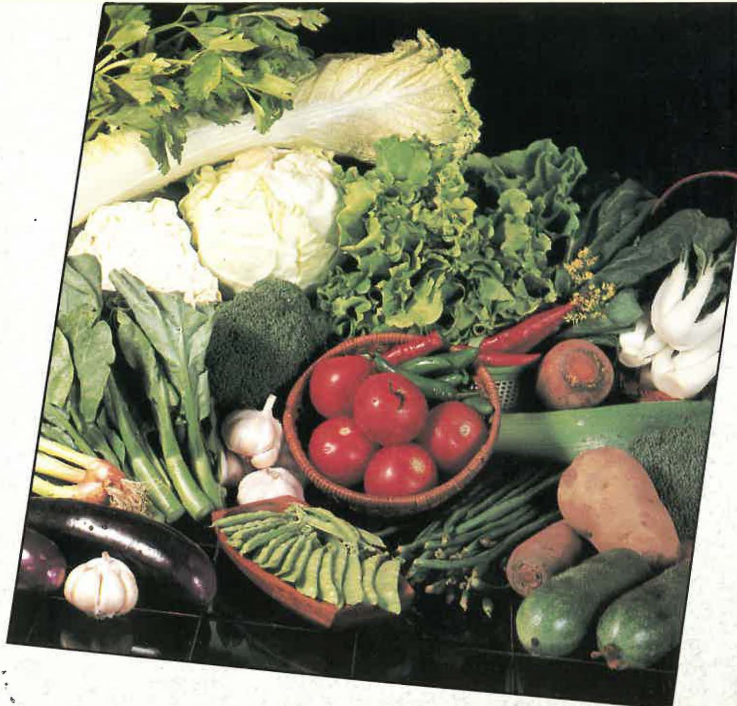
HUNAN CEREALS, OILS & FOODSTUFFS  
IMPORT & EXPORT CORPORATION

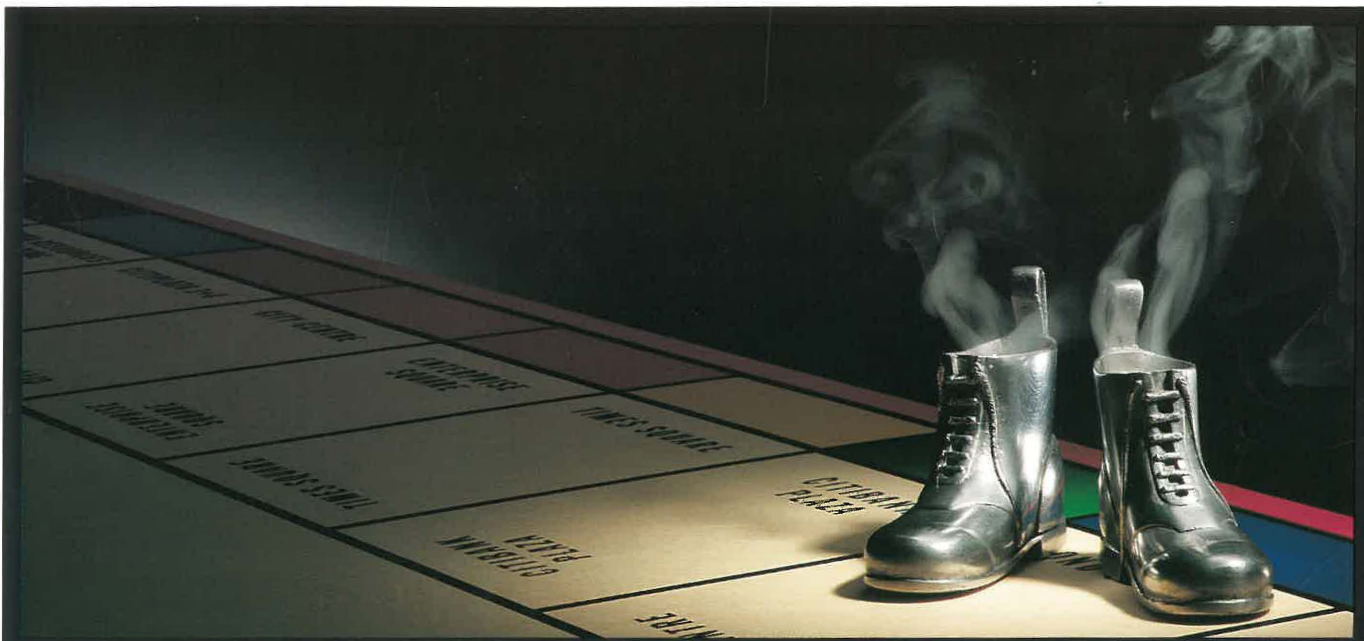
地址：中國湖南省長沙市五一西路2號  
電話：4447913 4426043 電掛：5752  
電傳：98105 HFIEC CN 傳真：0731-4445811

Add: 2, Wuyi West Road, Changsha, Hunan, China.  
Tel: 4447913 Telex: 98105 HFIEC CN Fax: 0731-4445811  
Cable: 5752 or "HUNANFOOD" CHANGSHA



Scope of Business: Cereals, beans, edible vegetable oils, edible oil seeds, oils for industrial use, oil seeds for industrial use, soyabean cakes and expellers, livestock, live poultry and other live animals, frozen pork, frozen beef, frozen suckling pigs, frozen poultry, frozen pork by-products, frozen poultry by-products, pork products, cured food, fresh eggs, preserved eggs and other kinds of eggs, live pond fish, miscellaneous live fish, frozen mudsnail meat, frozen eel fillets, frozen snapping turtle, frozen frog legs, fresh fruits, dried fruits, fresh vegetables, preserved vegetables, quickfrozen vegetables, air-dried vegetables, canned vegetables, canned meat and other canned food, salted mushrooms, wines and spirits, confectionery and biscuits, sugar products, drinks, condiments, bean products, edible salt, fragrant oil and other foodstuffs.





## **WE DIDN'T GET TO BE HONG KONG'S LEADING LEASING AGENTS BY SITTING BEHIND A DESK.**

**TALK TO ANYONE** about us in the property market (even our rivals) and one world will inevitably find its way into the conversation.

**Keen.**

**And what people say is true.** We are not the kind of company that likes to wait for the telephone to ring.

**We know where the opportunities lie** (thanks to a constantly updated, computerised

database). And, quite simply, we go out and make things happen.

**Our instructions include Citibank Plaza, Times Square, Dorset House, The Gateway, Multifield Plaza and 100 Canton Road.**

**In just 12 years we have grown from being a three-man company to a major regional network of offices in six countries.**

**You really can't put this down to luck.**

**Just sheer legwork.** **FIRST PACIFIC DAVIES**  
第一太平戴維斯