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# THE Bulletin

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

一九九四年十月 OCTOBER 1994



**US Staffers meet Guangzhou students...**

**US  
STAFFERS:**

**OPENING OF  
MINDS AS  
WELL AS  
ECONOMY ?**



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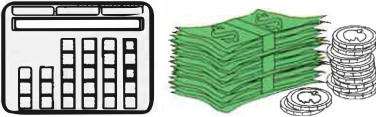
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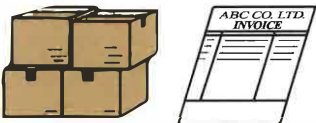
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# THE Bulletin

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OCTOBER 1994



### COVER STORY

US staffers, in South China for three days at the invitation of Hong Kong's six leading trade organisations, met students in Guangzhou. Some thought, at a debriefing on September 5, the opening up of South China to Western investment in industry was having some impact on Guangdong minds, too. P 8

美國國會議員助理代表團應香港六大商會的邀請，進行為期三天的香港及華南訪問活動，期間曾與廣州一些學生會晤。部分團員在九月五日舉行的匯報會上表示，西方國家在華南地區所進行的工業投資，已經開始對廣東省人民的思想產生影響。



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雅琪集團大廈

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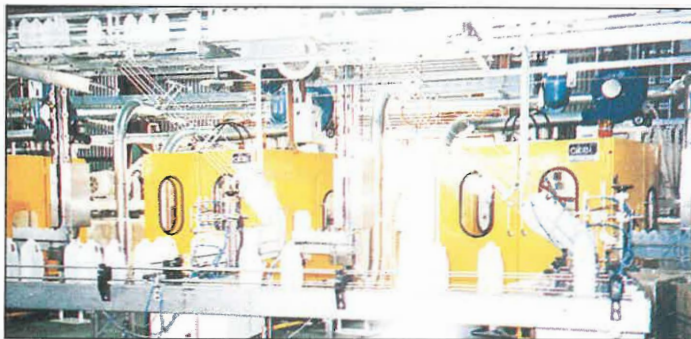


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# Hong Kong's 'growth dividend' from the services sector

**H**ong Kong's 15-year transition from a domestic manufacturing base with a substantial services sector, to a dominantly service-based economy for southern China and the region, has been remarkable for its relatively painless achievement. Shifting half a million people from manufacturing to services, creating a state-of-the-art international services centre, and helping fund and build a whole new light industrial manufacturing base across the border in China has been no small task.

But the restructuring of the whole economy towards a services base is now paying off in terms of a "growth dividend" - the stable underlying economic growth, together with continuing full employment, achieved in the last few years. And the full story of this "growth dividend" is only just beginning to be told in the official economic statistics as more detailed data on the whole restructuring of the economy begins to become publicly available.

Two-and-a-half years ago, the Chamber's Chief Economist predicted that, at their then rates of growth, Hong Kong's exports of services (tourism, transport, financial services etc) would overtake domestic merchandise exports in dollar value by 1997. With more than a little help from the Government's latest revisions to the territory's Gross Domestic Product (GDP) data, including a big increase in trade-related services provided the China trade, and the recent decline in domestic merchandise exports, the target has been achieved in half the time.

The "non-routine" revisions of GDP data announced by the Government on August 27 not only confirmed recent economic growth to be far faster than previously acknowledged, they also revealed the biggest revisions in the data to be in external trade in services - the exports and imports of services Hong Kong conducts with the rest of the world. According to the new figures, Hong Kong exported no less than \$223.89 billion worth of services in current dollar terms last year compared with the original estimate under the old GDP data of \$164.46 billion. This enabled services exports to just outrank domestic exports of goods which were put at \$223.03 billion, or barely revised from the original figures out earlier in the year.

Imports of services were also substantially revised in the new data to \$123.63 billion from the original \$103.4 billion. After taking account of Hong Kong's deficit on merchandising trade, this left the territory with an even healthier surplus on goods and services trade of over \$70 billion last year compared with a surplus of just \$31 billion under the old data.

The elevation of services exports to a position in Hong Kong's trade picture behind the all-dominant merchandise re-exports, but ahead of domestic merchandise exports, is a significant milestone for the territory's economic restructuring. While the dollar value of production of manufacturing industries in Hong Kong has not declined in recent years, it has declined as a share of total GDP. Manufacturing actually peaked as a share of Hong Kong's GDP at 24.3 per cent in 1984 and since then has declined to under 14 per cent (in 1992) as manufacturing growth has been concentrated in southern China rather than in Hong Kong itself.

At the same time the service sector has grown rapidly, especially wholesale, retail and related trades, financial services and intermediation, and transport. But in services' exports, by far the biggest increase has been in trade related services as a result of the opening up of China and the tremendous growth in re-export trade and re-processing.

The dramatic nature of the change in Hong Kong's external trade picture in recent years is illustrated by the fact that it was only in 1988 that re-exports of goods through the territory overtook domestic goods exports as the most important aspect of external trade. Re-exports of goods are today worth almost four times the level of domestic goods exports - a turnaround that has occurred in just six years. And now exports of services, especially services tied to the China trade and the financing of China's development, have eclipsed domestic exports of goods.

But the recent "non-routine" revision of the territory's Gross Domestic Product (GDP) figures by the Government also disclosed another "dividend" for Hong Kong from the growth in the services sector - faster overall economic growth. The new figures revealed the economic growth of the past few years to have been substantially faster than had previously been thought. Moreover, the source of that additional growth was China-related. They show that the economy has been running at six per cent growth for two and a half years now, when previous estimates only had it struggling to get beyond five per cent.

Growth in the first quarter of this year is now put at 5.7 per cent compared with an earlier 5.5 per cent; 1993 growth at 5.9 per cent (previously 5.6 per cent); 1992 at 6 per cent (5.6 per cent); 1991 5.1 per cent (4.12 per cent); and 1990 3.4 per cent (3.2 per cent) But there have been modest downgrades of growth in the years 1986 to 1989.

Not only are services now providing the backbone of the domestic economy - many of them China related - but they are also playing an increasing role in Hong Kong's external trade picture (in support of China trade and investment) and overall economic growth. It is now clear that the more figures that emerge on Hong Kong's economy, the more they confirm the territory's economic integration with the Mainland economy. Whether it is in physical trade and investment, or increasingly in the services sector, it is China business that dominates.



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# 服務業派發「增長紅利」

香港從製造業經濟轉型到服務業經濟的過程，歷時長達十五年。相對來說，華南地區在服務業方面的發展，可說是一帆風順。試想想，要將五十萬人從製造業轉移到服務業，將香港改造為一個舉世矚目的服務業中心，以及協助華南地區籌措資金和變成面貌煥然一新的輕工業中心，實在談何容易！

香港經濟進行大規模的重整後，現已開始收取「增長紅利」。過去數年，本地經濟增長穩健，全民就業情況亦持續。不過，究竟「增長紅利」如何豐厚，仍要拭目以待，因為有關經濟重整的官方數據，才剛剛開始公布。

早於兩年半前，本會首席經濟學家曾經預測，以幣值計算，香港的服務出口（例如旅遊、運輸、金融等服務）將於九七年之前超逾本地貨品出口。根據港府最近公布的本地生產總值數字顯示，由於香港的對華服務貿易總值激增，而本地貨物出口總值卻下跌，上述目標已經提前達到。

港府於八月二十七日公布的「非經常性」修訂數字，不但證明了近年經濟增長速度較原先估計的為佳，同時亦顯示出最大幅的增長來自對外服務貿易，亦即香港與其他地區所進行的進出口服務貿易。最新的數字顯示，在過去一年，香港出口的服務總值最少達二千二百三十八億九千萬元，遠比原先估計的一千六百四十四億六千萬元為高。反觀同期貨物出口總值，只有二千二百三十億三千萬元，亦即與原先估計的數字相若。

經修訂後的服務進口總值數字，亦明顯地由原先估計的一千零三十四億元大幅增至一千二百三十六億三千萬元。即使扣除貨物貿易所錄得的逆差後，本港在去年所得的貨物及服務貿易盈餘仍然高達七百億元，比原先預期的三百一十億元更為理想。

近年服務出口在整體貿易榜上的地位不斷攀升，現時已超越原本處於第二位的本地貨物出口，並有力迫榜首的貨物轉口貿易之勢。這是本港經濟轉型的里程碑。最近數年，雖然以幣值計算，本港製造業的生產並沒有減少，但它在本地生產總值中所佔的比例卻每況愈下。製造業的全盛期在一九八四年出現，該年製造業的產量佔本地生產總值的百分之二十四點三，但其後日走下坡，到了一九九二年，比例降至只有百分之十四。現時區內的製造業增長集中在華南一帶，香港製造業的重要性已大不如前。

同一期間，服務業增長凌厲，其中尤以批發服務、零售及有關服務、金融服務、運輸服務等的表現最為突出。但若以服務出口總值而言，增長最顯著的，則首推和貿易有關的服務環節，這是由於中國實行經濟開放政策，刺激香港的轉口貿易及再加工服務貿易大幅增加。

近年本港的外貿情況出現了本質上的轉變。回顧一九八八年，轉口貿易超越了本地貨物出口貿易，成為了外貿中最重要的一環。當年的貨物轉口貿易總額幾乎是本地貨物出口貿易總額的四倍；在短短的六年間，外貿組合出現了劇變。到了今天，本港服務貿易，特別是與對華貿易及國內發展融資有關的服務，已經拋離本地貨物出口貿易，躍登外貿榜上的第二位。

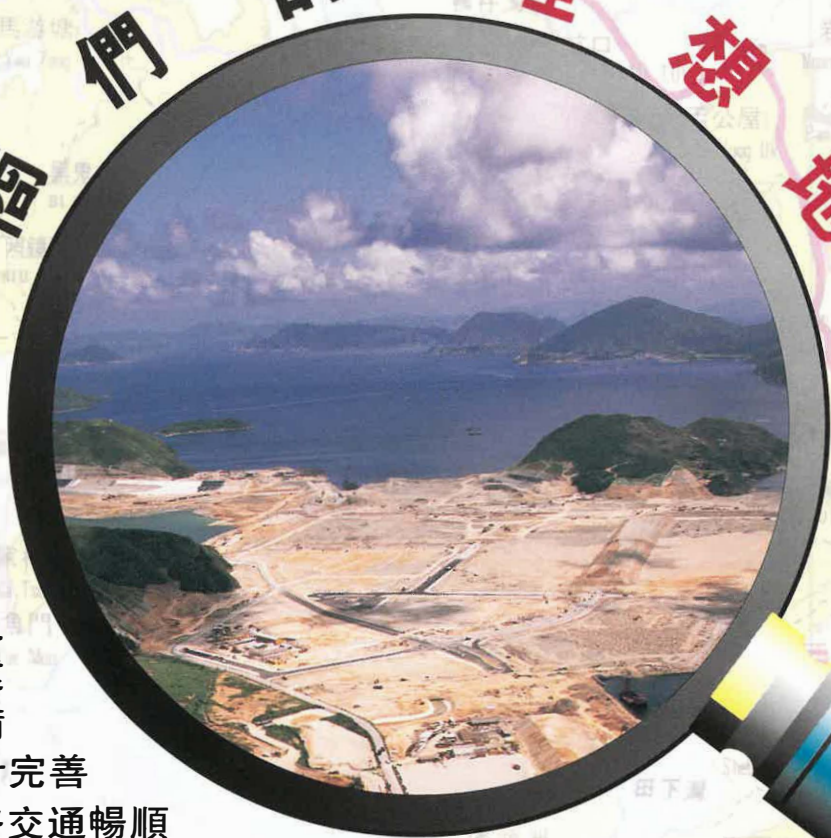
從港府公布的本地生產總值數字可見，服務貿易增長所帶來的另一筆紅利，就是整體經濟增長加速。經修訂的數字顯示，過去數年，經濟增長速度遠較原先所預期的為高。此外，額外獲得的增長主要和對華貿易有關。數字顯示，在過去的兩年半裡，本地生產總值的增長率一直高達百分之六，較原先估計的百分之五更勝一籌。

今年首季的增長率為百分之五點七（原先估計的數字為百分之五點五）；九三年的增長幅度為百分之五點九（原先估計百分之五點六）；九二年是百分之六，（百分之五點六）；九一年是百分之五點一（百分之四點一二）；九零年是百分之三點四（百分之三點二）。八六至八九年的增長數字只較原先所估計的略低。

現時服務業不但成為了本地經濟的支柱，它在對外貿易（支援對華貿易及投資）和整體經濟增長中所佔的比重亦有增無減。毫無疑問，日後公布的本地經濟數據，相信會進一步確認中港經濟融合的事實。無論從實質貿易及投資或服務貿易的角度來看，對華貿易的主導地位都是無可置疑的。



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# Opening up of minds, too?

## Savvy group detects opening of more than the China economy

In addition to what they saw in Guangdong of the opening up of the China economy, the latest very savvy group of US Congressional staffers on their visit to South China, thought they detected something of an associated opening up of people's minds too.

Hong Kong's six main trade organisations, including the HKGCC, sponsored the visit to Hong Kong and South China between August 29 and September 5. The nine US staffers, who work for Congressmen in the House of Representatives and in the Senate, was the fifth batch to accept the invitation of the six Hong Kong trade organisations during US Congressional recesses in April and August-September.

But it was the first group in three years of such visits that included some staffers who thought they found evidence of the



Group picture with officials from the Foreign Affairs Office of the Shenzhen Municipal Government who hosted a dinner.

深圳市政府外事辦公室官員為代表團設晚宴。圖為雙方合照留念

## 國家經濟起飛 人民思想開放

代表團認為，中國人民的思想正隨著經濟起飛而日漸開放

美國國會議員助理代表團最近應邀訪問華南，他們完成訪問行程後總結說，有跡象顯示，中國人民的思想正隨著經濟改革而逐漸開放。

香港六大商會(包括香港總商會)邀請美國國會議員助理代表團於八月二十九日至九月五日訪問香港及華南地區。代表團一行九人，團員都是美國參議員或眾議員的助理。他們是第五批應邀訪港的美國國會議員助理。

他們在結束訪問活動後指出，有證據顯示，華南地區的西方模式工業發展，已經令到中國人民的思想出現轉變。過去三年間應邀東來考察的國會議員助理代表團從未作出過類似的結論。

### 眼界大開

其中一位團員表示：「我們在廣州美國

領事館英語文化協會與一些學生會晤，我們覺得他們的思想非常開放，而且十分敢言。此行真的令我眼界大開。

「中國在經濟和教育方面與西方的接觸，已經開始產生一些正面的影響。」

另一位團員說，中國人似乎有一種誤解，他們以為每當美國人談到人權，就必定和政治犯有關。

他在九月五日舉行的一個早餐會上解釋：「對美國來說，改善人權意即改善人類的福祉。」

「很多人要求我們把人權和經濟問題分開處理，他們認為這兩個問題根本就互不相干。」

### 生活水平

「美國人在中國進行工商業投資，目的就是改善中國人的生活水平。誠然，我們希望商人可以變成百萬富翁，但進行商業活動的最終目標並不單是這樣，我們希望所有人的生活水平都可得到改善。

「這點十分重要，因為看來香港人、中

國人和美國人對人權的理解似乎並不相同。

「我們認為人權和經濟兩者不可分割，因為我們希望利用經濟改善人民的生活；對我們來說，經濟和人權的進步是一種人際間的發展，而不是政治權利。」

代表團首先乘坐飛翔船到珠海，與珠海香洲區巨人高科技集團公司的商人會面。

### 英語園地

其後他們乘搭旅遊巴士到廣州，參加美國領事館主辦的「英語園地」，期間與當地學生和市民交談。

翌日，代表團參觀廣州寶潔公司和科技開發區。

他們乘坐火車從廣州前往深圳，並於當地參觀了多間百貨公司。此外，他們又參觀了深圳橫崗廣達玩具廠及平湖鎮新木工業村健樂士深圳工業有限公司。

團員在匯報會(由中華總商會副會長黃宜宏博士主持)上縷述此行所得的觀感。

首個為代表團舉行的簡報會於八月三十日舉行，主持人是香港工業總會助理主席馬文思。



**Staffers visit  
Dennis Ting's  
Qualidux toy  
factory in  
Henggang,  
Shenzhen.**

團員參觀丁鶴壽  
設於深圳橫崗  
的廣達玩具廠



**Robin Barrie briefs the Staffers at the Hong Kong Stock Exchange.**

香港證券交易所代表彭樂彬接待眾位訪客

impact of Western industrial development in South China on the people's thinking.

**Eye-opener**

"We met with some students at the English Cultural Council of the US Consulate in Guangzhou and they were very open and outspoken. It was an eye-opener for me," said one staffer.

"Through exposure to the West in economic development and through the educational system, something very positive seems to be happening," he said.

Another staffer said there seemed to be a misconception in this part of the world that when Americans talk about human rights they mean political prisoners.

"To Americans the development of human rights means the development of the human being," he told a debriefing breakfast on September 5.

"So many people have said to us human rights and business should not be connected. They are two different things.

**Living standards**

"But to Americans the whole purpose of business and industrial investment is to improve the standard of living of the people. Yes, we want people to become millionaires but the whole purpose and aim of business is broader than that. Doing business we see as improving the living standards of ALL the people.

"I think it is important to say this because there seems to be a gap between what Hong Kong and Chinese people think we mean by human rights and what we really mean.

"To us when we say we cannot separate the two it is because our way of thinking is that we want business to improve the living standards of our people. To us economic progress and human rights are more inter-human development rather than just political rights."

After extensive briefings in Hong



**Group picture with members of the Hong Kong Chinese Enterprises Association who hosted a dinner at the Bank of China Building.**

代表團與香港中國企業協會會員合照。後者於中國銀行大廈為代表團設晚宴

Kong, the US staffers went by hydrofoil to Zhuhai and met Chinese businessmen of the Zhuhai Giant Advanced Technology Group in Xiangzhou district.

**English corner**

Then they went by coach to Guangzhou and joined the "English Corner" at the US Consulate where the staffers met and talked to local people.

Next day they visited Proctor and Gamble in the Whampao Industrial and Tech Zone.

They went by train from Guangzhou to Shenzhen, saw the Shenzhen department stores and next day visited Qualidux Industrial Co Ltd in the industrial district of Henggang. After lunch they made a factory visit to Kinox Industrial (Shenzhen) in Xin Mu Industrial Estate in Ping Hu.

They expressed many impressions of the visit at the debriefing chaired by Dr Philip Wong, vice chairman of the Chinese General Chamber of Commerce.

Their first briefing on August 30 was

chaired by Malcolm Matthews, deputy to the Chairman of the Federation of Hong Kong Industries.

**Views**

Among the views US staffers expressed — some individually and some by more than one — at the debriefing:

- One said he was satisfied that Proctor and Gamble is looking after its workers and only wished they could have gone to some of their workers' homes to see what was the impact on the workers' families.

- Several said the scenes were unforgettable at Guangzhou railway station where people were arriving from other parts of China looking for jobs. They wondered about the conditions they left behind in their home provinces.

- Most took a relaxed attitude about traffic jams they encountered on Guangdong roads. Often the word "chaos" was used. But they said stoppages gave them time to see more of the country and ab-



US Consul General, Richard Mueller, gives a briefing. 美國駐港總領事穆奕樂會見代表團



John Ashton, Acting Political Adviser, talks to the US Staffers.

港府副政治顧問艾士誠向代表團發言

Richard Pearson, Deputy Managing Director of Hong Kong International Terminals Ltd, briefs the Staffers on Hong Kong's Container Port.

香港國際貨櫃碼頭副董事長彭禮新為團員介紹香港的貨櫃碼頭運作



sorb more of the real atmosphere.

- One said always there seemed to be a reason for the traffic jams — they were caused by building a better infrastructure that was so badly needed.

- Another said he was impressed by the way China substituted its plentiful manpower as human capital to build the infrastructure in a much shorter time than the US sometimes managed by throwing liberal amounts of money at such projects.

- They said they found the industrial scene was on the whole very different to the US.

安排團員在廣東的參觀活動。

代表團成員包括：

### 眾議院

沃爾芬斯伯格(少數黨規例委員會)；蘭達佐(共和黨加州議員德賴爾的助理)，眾議院美中政策小組；黑加特(共和黨蒙坦拿州議員漢考克的助理)，眾議院籌款委員會；內爾(民主黨德薩斯州議員愛德華斯的助理)；迪爾(共和黨艾奧華州議員萊特富特的助理)。

### 參議院

萊頓(共和黨俄克拉荷馬州參議員尼克爾斯的助理)；邁克斯納(民主黨北達科他州參議員多根的助理)；里夫(民主黨喬治亞州參議員納恩的助理)；皮爾徹(共和黨科羅拉多州參議員布朗的助理)，參議院外交關係委員會。

### 意見摘錄

以下是團員在匯報會上所發表的意見摘錄：

- 其中一位團員對於寶潔公司的員工待遇甚感滿意。他說，假如能夠親身參觀員工的住處，看看他們的家庭有甚麼改變，則更加理想。
- 其中幾位團員說，他們在廣州火車站所目睹的情景最令人難以忘懷，當時很多人從中國其他地方湧到廣州找尋工作。他們慨歎地說，這些外省人離鄉別井後，剩下的家人不知如何過活。
- 大部分團員對於廣東的交通擠塞情況並不在意，雖然很多時他們會形容交通「一片混亂」，但他們又表示，利用停車的時間更仔細地看看中國的發展，更深入地瞭解當地的實際情況，也未嘗不是一件好事。
- 交通擠塞似乎是無可避免的，因為地方政府正在興建更完善的基本設施，而這些設施正是中國所急需的。
- 中國把大量人力資源投入基建項目，在

很短的時間內把工程完成，要是在美國，將要花費很多資金方能達到同一效果。

- 整體而言，中美兩國的工業環境分別很大。

### 修改法例

- 一位團員透露，有幾位團員正考慮建議修改美國對香港的法例，但他們沒有具體說明。
- 團員異口同聲地說，他們需要時間將所見所聞逐一分析。其中一位團員表示，他回國後會和他的上司(一位參議員)比照兩者在中國的見聞，後者曾多次訪問中國。

參與邀請代表團來港的六大商會計有：香港工業總會、中華總商會、中華廠商聯合會、香港出口商會、印度商會、香港總商會。

統籌是次活動的，是本會國際事務部經理鄭慧瑩。香港工業總會負責安排代表團參觀工廠，而中華總商會則與中國旅行社合力

## US STAFFERS' VISIT



Outing on Lamma Island. 代表團暢遊大嶼山

### Amend law

- One said several were thinking about amendments to the law the US Congress passed on Hong Kong. But he was not specific.
- All said it would take time to think about and absorb everything they had seen. One said he would compare notes

with his boss, a US Senator, who had been several times to China.

- All said they were grateful for the opportunity to visit Hong Kong and Guangdong. Some referred to the contrast.

The six trade organisation that sponsored the US staffers visit were the Fed-

eration of Hong Kong Industries, the Chinese General Chamber of Commerce, the Chinese Manufacturers' Association, the Hong Kong Exporters' Association, the Indian Chamber of Commerce, and the Hong Kong General Chamber of Commerce.

The HKGCC's Tina Cheng made the arrangements in Hong Kong for the staffers visit. The Federation of Hong Kong Industries arranged the factory visits and the Chinese General Chamber of Commerce with the China Travel Service organised the visit to Guangdong.

### The group

The US Staffers, now back in the US, are:

House of Representatives: Donald Wolfensberger (Rules Committee for Minority); Vincent Randazzo (working for Rep Dreier, R-CA) House Task Force on US-China policy; Duncan Haggart (Rep Hancock, R-MO) House Ways and Means Committee; Jay Neel (Rep Edwards, D-TX); William Deere (Rep Jim Lightfoot R-Iowa).

Senate: McLane Layton (Sen Nickles R-OK); Edward Maixner (Sen Dorgan, D-ND); Jonathan Rief (Sen Nunn D-GA); Carter Pilcher (Sen Brown R-CO), Senate Foreign Relations Committee. ■

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## Hong Kong Business Summit 94 Theatre 1, HK Convention & Exhibition Centre

Friday, November 25, 1994, 9 am-5 pm

An impressive line-up of the Chamber's General Committee members, led by Chairman William Fung, will participate in a panel presentation and discussion on a business review of 1994 and forecast for 1995. This major business conference is organised by the Hong Kong General Chamber of Commerce in conjunction with the South China Morning Post.

Prior to the Chamber's panel presentation, political leaders Allen Lee, Martin Lee and Tsang Yuk-sing, will speak about the impact of political changes on business. Views on Hong Kong as a financial centre will be given by Robert Nottle, Chairman of Hong Kong's Securities and Futures Commission and Paul Selway-Swift, Executive Director of the Hongkong & Shanghai Banking Corporation Ltd.

(Bookings: Alfee Wong, telephone 823 1230)

## HK-Taipei Business Cooperation Committee Chinese Taipei-HK Business Cooperation Committee 5th Joint Meeting

Room 408,

HK Convention & Exhibition Centre

Thursday, November 3, 1994,

9.00 am-5.00 pm

Some 50 leading Taiwanese businessmen will join their Hong Kong counterparts at this full day meeting which begins with a half-day seminar conducted in Putonghua on "Problems Encountered in Cross Strait Business Cooperation", followed by concurrent working group discussions in the afternoon by the manufacturing, banking and finance, and service industries sectors.

The seminar will cover recent economic reform in China and its implications for Hong Kong's and Taiwan's trade and investment. Problems encountered by Hong Kong's retail sector in mainland China and those by Taiwan's manufacturing sector will be highlighted.

(Bookings: Phoebe Lee, telephone 823 1203)

# Chamber Forecast

Date	Time	Events and Meetings
Oct 6	12.30 pm	CHAMBER: Arab & African Committee meeting
Oct 7	12.30 pm	CHAMBER: Roundtable luncheon: "The Dos & Don'ts of Setting up Foreign Funded Enterprises in the PRC"
Oct 7	3.30 pm	CHAMBER: Meeting with Charles Kennedy, British Member of Parliament
Oct 7	6.30 pm-9.30 pm	Indoor Shooting Session at Gunners Club International
Oct 10	9.00 am	CHAMBER: Visit of the Conference Board, USA
Oct 10	12.30 pm	SUBSCRIPTION LUNCHEON: The Lord Stevens of Ludgate, Island Shangri-La Hotel
Oct 11	12.30 pm	CHAMBER: Asia Committee meeting
Oct 11	12.30 pm	CHAMBER: Roundtable luncheon: "Corporate Governance - The Way Forward for Hong Kong"
Oct 12	12.30 pm	CHAMBER: Roundtable luncheon: "Land Laws & Regulations in the PRC - Focus on Shanghai"
Oct 12	2.30 pm	CHAMBER: Meeting with Harold Elletson, British Member of Parliament
Oct 14	12.30 pm	SUBSCRIPTION LUNCHEON: The Governor The Rt Hon Christopher Patten, Island Shangri-La Hotel
Oct 14	6.30 pm-9.30 pm	Indoor Shooting Session at Gunners Club International
Oct 17	12.30 pm	SUBSCRIPTION LUNCHEON: Richard Needham, British Minister of state (Trade), Island Shangri-La Hotel
Oct 18	10.00 am-1.00 pm	Visit to HK Telecom's Earth Station, Stanley
Oct 19-22		CHAMBER/TDC delegation to Motexha/Childexpo International Trade Fair, Dubai
Oct 20	9.00 am	Seminar: "Small & Medium Enterprises in the Transition Period - Survival & Development", Island Shangri-La Hotel
Oct 20	9.00 am-5.00 pm	Commencement of Training Course on International Transport to meet UCP500 Environment
Oct 21	9.00 am	Boat trip to visit Airport Core Programme Projects
Oct 21	6.30 pm-9.30 pm	Indoor Shooting Session at Gunners Club International
Oct 24-28		9th HK-Kagoshima Conference, Kagoshima, Japan
Oct 26	2.30 pm	CHAMBER: Meeting with Charles Hendry, British Member of Parliament
Oct 27	12.30 pm	CHAMBER: Roundtable Luncheon: "How to Recruit & Retain Staff"
Oct 27	5.00 pm	CHAMBER: Membership Committee meeting
Oct 28	6.30 pm-9.30 pm	Indoor Shooting Session at Gunners Club International
Nov 2	9.30 am-12.30 pm	Commencement of Training Course on Credit Management & Debt Collection
Nov 3	9.00 am-	5th Joint Meeting of the HK-Taipei Business Cooperation Committee & Chinese Taipei-HK Business Cooperation Committee
Nov 4	11.00 am	CHAMBER: Meeting with Lord Skidelsky, British Member of Parliament
Nov 4-5		CHAMBER/Taiwan Federation of Industry Joint Delegation to Guangzhou
Nov 8	12.30 pm	CHAMBER: Americas Committee meeting
Nov 10	12.30 pm	CHAMBER: Roundtable Luncheon: "PRC Company Law"
Nov 12-13		Pacific Basin Economic Council (PBEC) Steering Committee Meeting & Business Symposium, Jakarta, Indonesia
Nov 21	9.00 am-5.00 pm	HK Franchising Association: Conference on Franchising Opportunities in HK, HK Convention & Exhibition Centre
Nov 25	9.00 am-5.00 pm	Hong Kong Business Summit 94, Theatre 1, HK Convention & Exhibition Centre
Nov 28-Apr 24		PBEC/CHAMBER: Training Course in Design (CAD) & Manufacturing of Materials Handling Equipment (Cane), Japan

## THE CHAMBER IN ACTION



### Ian Christie Reports

## 本會動態

### 工業及行政事務部

#### 重要事項回顧

本會致力擴展會員福利計劃，除了和外間機構及會員公司攜手提供沙田賽馬廂房、為初學者而設的室內高爾夫日、室內射擊運動等服務外，又提供代辦美國、日本、德國、墨西哥、新西蘭等國家的旅遊簽證服務，以及多種運輸牌照的交收服務。

#### 委員會動態

##### 會員關係委員會

委員會於八月二十二日舉行會議，會上通過出版一本名為《總商會與你》的刊物，詳載本會的服務，以鼓勵會員續會。此外，與會者又贊成進一步擴大會員咭服務，作為會員福利之一。

##### 中小型企業委員會

委員會於八月二十三日召開會議，詳細討論小型公司的會計及核數則例。由於委員會對於有關問題未能達致共識，大會要求各委員以書面陳述意見。有關事宜的特別工作小組以鄺家賢女士為首，她會草擬一份意見書，準備提交公司法務改革常務委員會參考。

與會者一致同意將春茗定為委員會一年一度的活動。委員會特別成立了一個小組，專責統籌九五年春茗活動，主席是張黃莉淳。

##### 人力資源委員會

委員會其中三位成員於九月九日出席港府就性別歧視法例所舉行的簡報會。由五個僱主組織的代表所組成的聯席工作小組將於九月十五日召開會議，討論平等就業機會指引的撰寫事宜。

#### 活動回顧

- 九月二日，香港環境資源管理顧問公司首席顧問柯大偉、志益治基有限公司董事總經理馬澳士應邀出席本會舉辦的圓桌午餐會，並以《減少固體廢物的政策》為題發表演說。圓桌午餐會旨在收集參加者對減少本港固體廢物政策的意見。
- 九月九日，本會舉辦為期半天的外訪活動，參觀將軍澳捷和神鋼鋼廠半自動化

### INDUSTRIAL & CORPORATE AFFAIRS DIVISION

#### HIGHLIGHTS

The Chamber's social programme is being developed to add additional benefits to membership. We have cooperated with outside organisations and member companies to provide a race box at Shatin, indoor golf for beginners and in-door shooting. We also provide collection/delivery service on visa application for travelling

to the USA, Japan, Germany, Mexico and New Zealand and on various types of transport licence.

### COMMITTEES

#### Membership Committee

The Committee met on 22 August. The Committee endorsed the publication of "The Chamber and You", a Chamber service guide to encourage membership renewal. It was also agreed that the card business could be further developed as benefits to members.

#### Small & Medium Enterprises Committee

The Committee held a meeting on the 23



The Italian delegation.  
意大利代表團

Hilton Cheong-leen was in the chair.  
張有興主持會議



## VIPs from Italy

A large VIP delegation of representatives from many of the bigger companies in Italy visited the Chamber on September 6 and met interested Chamber members. Hilton Cheong-leen was in the chair. The delegation was on an orientation tour of Hong Kong and South China where Italian manufacturers have found a market for machinery and tools to help produce South China's exports of consumer goods. Members of the Italian delegation were assessing further business opportunities as Italian exports to Hong Kong grow (20% last year).

### 意大利訪客

九月六日，由意大利多間大型公司的代表所組成的高層代表團到訪，並與本會舉行會議。當日會議的主持人是張有興。代表團此行的目的地是香港和華南地區，推銷的產品主要包括用作生產消費品的機器及工具。此外，代表團亦希望瞭解意大利產品進一步拓展香港市場的可能性。（註：去年意大利對香港出口的增幅高達百分之二十。）

廢水處理設施。該廢水處理設施由香港生產力促進局設計，今年一月才開始啟用。當日共有二十位會員參加。

- 九月十三日，二十五位會員參加本會舉辦的迎新座談會（英語）。
- 銷售課程、專業電話應對技巧課程、電話推銷技巧課程、行政人員寫作課程等均已圓滿結束。
- 九月十五日，多位會員參加一個以《輸入外地勞工計劃》為題的圓桌午餐會。當日的主講嘉賓是教育及人力統籌科官員范偉明。

## 國際事務部

### 委員會動態

#### 美洲委員會

九月八日，墨西哥國民對外貿易銀行總裁維拉特勒應邀在委員會的午餐會議上發表演說，他在演辭中談到墨國最新經濟發展及最近的總統大選。會上，委員會舉辦通過下列事項：為部分拉丁美洲駐港外交人員舉辦晚宴；與加拿大商會聯合舉辦午餐會；組織考察團訪問墨西哥。

#### 阿拉伯及非洲委員會

截至現時為止，已有三十一間公司派代表參加由本會及香港貿易發展局聯合舉辦的杜拜國際紡織品及兒童用品展銷會，日期為十月十九日至二十二日。代表團將於展銷會結束後順道訪問貝魯特，藉此考察黎巴嫩的商業機會。

由於會員反應不如理想，本會及香港貿易發展局決定將原訂於九月成行的訪問南非商團押後。

#### 亞洲委員會

八月十七日，熊本縣商工觀光勞動部商工政策課副課長米倉治輝到訪，他希望本會支持今年十月舉辦的香港／熊本縣交流計劃。

八月三十一日，鹿兒島縣政府總務部國際交流課課長宿口豐城到訪，與本會討論第九屆香港／鹿兒島交流會議的籌備事宜。會議定於十月二十四日至二十八日在鹿兒島縣舉行，主持人是鹿兒島縣政府首長土屋佳照。本會已於九月八日向全體會員發出通告，邀請會員參加。

#### 中國委員會

八月十九日，本會為大連市司法局局長兼大連市律師協會會長李房巖舉辦一個題為《大連投資環境及外商法律保障》的午餐會。李氏於席上指出，大連市的投資氣候良好，商業發展潛力優厚，是全國增長最迅速的城市之一。

九月二日，江蘇省八人代表團到訪，團長是江蘇省商會第一副會長林敏端。代表團成員包括當地其他商會的代表。

九月五日，四川省商會副會長陳忠良到



The meeting.  
會議進行中

Ambassador Luiz Lampreia.

蘭普雷亞大使

## GATT Ambassador from Brazil

Ambassador Luiz Lampreia, Brazil's permanent representative to GATT, visited the Chamber on September 7, accompanied by Brazil's Consul General in Hong Kong, Arnaldo Carrilho. Ambassador Lampreia is a senior diplomat in the Brazilian Government and is highly respected in GATT circles. The Brazilian Mission in Geneva is an active and influential player in the GATT and is a traditional ally of Hong Kong in many areas. Ambassador Lampreia is currently Chairman of the GATT/WTO Trade and Environment Committee. In a short one-hour meeting at the Chamber the Brazilian Ambassador displayed his in-depth knowledge in many areas and discussed with the Chamber Director, Ian Christie, Chamber members and executives China's reentry into GATT, the Hong Kong economy and market access of foreign banks into Hong Kong and other subjects. He was particularly interested in furthering the bilateral relationship between Hong Kong and Brazil.



### 巴西駐關貿代表

九月七日，巴西常駐關貿總協定代表兼關貿總協定貿易蘭普雷亞大使在巴西駐港總領事賈希里奧的陪同下到訪。蘭普雷亞大使是巴西政府一名高級官員，一向備受各國關貿談判所敬仰。巴西派駐日內瓦的談判代表團在制訂關貿總協定條約時扮演非常積極的角色，而該國與香港在很多問題上都立場一致。蘭普雷亞大使現任關貿總協定／世界貿易組織環境委員會主席。在短短的一小時會面過程中，蘭普雷亞大使表現出對廣泛問題的透徹認識，他與多位會員、本會總裁祈仕德及行政人員就中國重返關貿、香港經濟、外國銀行如何進軍香港市場等事宜進行討論。他對於如何促進港巴雙邊關係尤感興趣。

August, during which full discussion was given to the issue on accounting and auditing requirement for very small businesses. As the Committee did not have a consensus view on the issue, members were asked to submit their view in writing. The Task Group Leader, Ms Phyllis Kwong, would draft a submission to the Standing Committee on Company Law Reform.

Members unanimously agreed to make the Spring Dinner an annual Committee project. A Task Group was set up for the upcoming one in 1995, led by Maria Cheung.

#### Human Resources Committee

Three members attended a briefing by

the Government on the proposed legislation against sex discrimination on 9 September. The joint working group from the five employers associations met on 15 September to consider the drafting of Guidelines for Equal Employment Opportunities.

#### EVENTS

• Mr David Arthur of ERM Hong Kong and Dr Nicholas Miles of GHK (Hong Kong) Ltd spoke at a roundtable luncheon on "Policies to Reduce Solid Waste" on 2 September. The purpose of the roundtable was to seek views from participants regarding ways in which solid waste generated in Hong Kong can be reduced in the future.

訪，並與本會行政人員討論兩會日後加強合作的可行性。

九月七日，蘭州港台經濟諮詢中心代表團到訪，團長是該中心的總經理仲肇芳女士。仲女士詳細介紹蘭州及甘肅省的經濟環境。

九月十二日，港口發展局秘書祈立德應邀於委員會會議上以《香港港口發展》為題發表演說。此外，與會者又討論委員會下一年度的中國活動計劃。

### 歐洲委員會

八月二十六日，行將離任的奧地利商務參贊庫恩及其繼任人邁爾聯袂到訪。

九月一日，斯德哥爾摩商會代表團在該會主席赫德隆的率領下到訪，並與本會代表討論多項共同關注的問題。

九月六日，本會接待了多位到訪的意大利商界要人，他們此行由香港貿易發展局及國泰航空公司聯合贊助，目的地包括香港及華南。

九月十三日，國際事務部經理顏偉業參加由香港貿易發展局主辦的瑞典紡織及成衣市場研討會。

九月十四日，委員會舉行例會。除其他事項外，與會者討論能否協調本地其他工商組織的工作，游說布魯塞爾有關當局取消最近由歐盟向中國產品實施的配額措施。

### 船務委員會

九月十五日，本會代表團一行三十三人參觀珠海市高欄港。是項活動由本會及香港國際貨櫃碼頭公司聯合主辦。

### 香港國際委員會

第五批美國國會議員助理代表團一行九人於八月二十九日至九月五日應本會及其他五個商會的邀請訪問香港及華南。

九月九日，英國保守黨議員克利夫頓布朗到訪，委員會主席祈雅理及多位成員予以接待。

九月十四日，英國保守黨議員沃特森及邁蘭德女士到訪，他們非常關注香港的現今發展，特別是聯合聯絡小組及九號貨櫃碼頭等問題。

### 港台經貿合作委員會

九月十三日，台灣行政院副院長高孔廉博士禮貌性登門造訪，本會主席馮國綸、香港台北經貿合作委員會副主席李澤培予以接待。陪同高博士到訪的尚有中華旅行社董事長黎昌意、遠東貿易服務中心駐港辦事處新任主任吳傑民等。

### 本地及經濟事務部

過去一個月，該部忙於進行數項研究工作，並代表會員向港府提交意見書。對整個社會的長遠利益而言，其中最重要的項目是研究港府建議的老年退休金計劃。

## Vice Mayor of Shenyang

Liu Ke Tian, Vice Mayor of Shenyang, visited the Chamber on August 26. The Chairman, William Fung, was in the chair. The Vice Mayor gave members a detailed briefing on the investment environment in Shenyang, capital city in Liaoning Province.

### 瀋陽市副市長

八月二十六日，瀋陽市副市長劉克田到訪，本會主席馮國綸親自為他舉行接待會議。劉副市長在會上介紹這個遼寧省首府的投資環境。



Liu Ke Tian and William Fung.  
劉克田  
副市長、  
本會主席  
馮國綸

## Delegation from Jiangsu

C C Tung, chairman of the China Committee, received a delegation of members of the Jiangsu Chamber of Commerce on September 2. The delegation was led by Ms Lin Min Duan, first vice chairman of the Jiangso Chamber.

### 江蘇省代表團

九月二日，中國委員會董建成等接待來自江蘇省商會的代表團。代表團團長是江蘇省商會第一副會長林敏端女士。



Ms Lin makes a point.  
林女士  
於會上發言

The meeting with the delegation.

本會代表與代表團舉行會議



## Taiwan Visitor

Dr Kao Koong Lian, Vice Chairman of the Taiwan Mainland Affairs Council, paid a courtesy call on the Chamber on September 13. He was received by Chamber Chairman, William Fung, and the Vice Chairman of the Hong Kong Taiwan Business Cooperation Committee, J P Lee.

### 寶島訪客

九月十三日，台灣大陸委員會副委員長主任高孔廉博士禮貌性登門造訪，本會主席馮國綸、香港台北經貿合作委員會副主席李澤培予以接待。



From left:  
Dr Kao,  
William  
Fung and J  
P Lee.

左起：  
高孔廉博士、  
馮國綸、  
李澤培



Dr Kao.  
圖為高孔廉博士

## Port Development

A R Clark, Secretary of the Port Development Board, gave a presentation to the Chamber's China Committee on September 12 on Hong Kong's Port Development. He said a complete new port would be built on Lantau. Its capacity will be double the existing container port at Kwai Chung. He described port development in South China as "cooperative competition good for both sides."

### 港口發展

九月十二日，港口發展局秘書祈立德應邀於中國委員會會議上以《香港港口發展》為題發表演說。他說，香港將於大嶼山興建一個全新的港口，其吞吐量將較葵涌貨櫃碼頭多一倍。他形容華南地區的港口可以帶來「對雙方都有利的競爭」。



Very  
interested  
listeners.

與會者專心聆聽



The Secretary of the Port Development Board addressing China Committee members.

港口發展局秘書應邀於中國委員會會議上發表演說

- A half day visit to the semi-automatic waste water treatment facility at Chiaphua-Shinko Copper Alloy Company in Tseung Kwan O was organised on 9 September. The waste water treatment facility is designed by Hong Kong Productivity Council and was in operation since January 1994. 22 members participated.

- 25 members attended a New Members' Briefing, in English, on 13 September.

- Training Courses on Leadership & Teamwork, Sales Training, Telephone Skills, Selling on the Telephone and Man-

agement Writing Skills were successfully completed with full attendance.

- Members attended a round-table on "The Many Labour Importation Schemes" on 15 September, with Mr Raymond Fan from the Education & Manpower Branch as the speaker.

### INTERNATIONAL AFFAIRS DIVISION

#### COMMITTEES

##### Americas Committee

Mr Enrique Vilatela, Director General of Banco Nacional de Comercio Exterior,

SNC of Mexico, spoke at an Americas Committee luncheon meeting on 8 September. He briefed members on the latest economic development and recent presidential election of his country. At the meeting, the Committee also endorsed a dinner in honour of some Consulate Officials from Latin American Countries represented in Hong Kong, a luncheon co-hosted with the Canadian Chamber of Commerce and a study mission to Mexico.

##### Arab and African Committee

The Chamber and TDC had recruited 31



# Competition Workshop

Anthony Griffiths moderated a one day workshop called, "Forms, Facts and Fiction on September 16. Emilio Cvitkovic, principal consultant at the Stanford Research Institute, spoke on the ways in which companies can compete in the globalised market. GML Consulting Ltd was co-organiser of the workshop. Based on his book of the same title as the workshop, Emilio Cvitkovic gave an overview of competition in business and introduced a simplified model of the process of making and implementing business decisions. He examined the concepts of competitive strengths, uncertainty, complexity and results.

## 商業競爭

九月十六日，祈雅理主持一個名為「競爭、形式、事實與幻覺」的座談會。史丹福研究院首席顧問茨維特科維奇於會上分析如何在世界市場保持競爭力。負責是次座談會的機構是智仁有限公司。茨維特科維奇根據他所著同名書籍講述商業競爭環境，並且介紹一套簡單易用的決策模式。此外，他又談到競爭優勢、不明朗因素、複雜性及成果等問題。



Anthony Griffiths presides at the workshop.

祈雅理主持座談會

Emilio Cvitkovic.

茨維特科維奇



companies to participate in a joint delegation to attend the 25th Motexha/Childexpo International Trade Fair from 19-22 October in Dubai. A side visit to Beirut after the Fair is to be organised to explore business opportunities in Lebanon.

In view of insufficient support from members, the Chamber and TDC decided to defer the Joint Business Group to South Africa, originally scheduled for late September.

### Asia Committee

The Deputy Director of Commerce & Industry Policy Branch of the Kumamoto Prefectural Government, Mr Hsaruki Yonekura, visited the Chamber on 17 August requesting Chamber support for the Hong Kong/Kumamoto Exchange Programme to be held in October this year.

The Director of International Affairs Division of the Kagoshima Prefectural Government, Mr Toyoki Yadoguchi, called on the Chamber on 31 August to discuss arrangements for the 9th Hong Kong/Kagoshima to be held in Kagoshima from 24-28 October. A circular was issued on 8 September inviting members' participation in the Conference which will be hosted by the Governor of Kagoshima, Mr Y Tsuchiya.

### China Committee

The Chamber invited Mr Li Siu Yan, Di-

rector of Dalian Municipal Judicial Bureau and Director of the Joint Lawyers Office of Dalian, to address members on "Investment Environment and Legal Protection for Foreign Investors in Dalian" at a luncheon on 19 August. Mr Li gave an overview of the investment climate in Dalian, which has enormous potential for business developments and indeed is one of the fastest growing cities in China.

An 8-member delegation from Jiangsu Province visited the Chamber on 2 September. The delegation was led by Mdm Lin Min Duan, First Vice Chairman of the Jiangsu Chamber of Commerce, and consisted of representatives from various local Chambers of Commerce in the Province.

Mr Chen Zhong Liang, the Vice Chairman of Sichuan Chamber of Commerce called on the Chamber on 5 September. Chamber executives discussed with Mr Chen on the possibility of establishing closer cooperation between the two Chambers in the future.

A 5-member delegation from Lanzhou visited the Chamber on 7 September. The Lanzhou delegation was organised by the Lanzhou Gangtai Economic Consulting Service Centre and led by its General manager, Mdm Zhong Zhao Feng. Mdm Zhong gave a thorough briefing on the business environment of Lanzhou and Gansu Province.

Mr A R Clark, Secretary of the Port Development Board, was invited to give a presentation on "Hong Kong's Port Development" to the Committee at a meeting on 12 September. At the meeting, the Committee also discussed its programme of projects for China for 1995.

### Europe Committee

On 26 August, Mr Friedrich Kuen, outgoing Austrian Trade Commissioner, visited the Chamber and introduced his successor, Dr Alfred Mayer.

A delegation from the Stockholm Chamber of Commerce headed by its Chairman, Mr Carl Erik Hedlund, called on the Chamber on 1 September. The visitors exchanged views with Chamber members on subjects of mutual interest.

On 6 September, the Chamber hosted the visit of a group of Italian senior business executives who were on a tour of Hong Kong and South China sponsored by the Hong Kong Trade Development Council and Cathay Pacific Airways.

Mr Simon Ngan, Manager - International Affairs, attended a seminar on 13 September at the Hong Kong Trade Development Council on the textile and clothing market in Sweden in the context of membership in the European Union.

Members met on 14 September for a regular meeting of the Europe Committee.

## ‘Jock’ Kite

Harry Garlick, who retired as a Chamber Assistant Director last year and who is now living in London, sent us this picture and story:

He says he took advantage of the fine English summer weather to visit Salisbury in the south of England to renew his friendship with J B “Jock” Kite, former Chamber Director, who retired as long ago as 1975.

He says: “Chamber members who knew “Jock,” aged 80 this year, will be pleased to know that he is in excellent form, is as spry as ever, despite having had both hip joints replaced and has a wide range of interests, including his post as a steward of Salisbury Cathedral. (The Bulletin’s photograph was taken in the Cathedral grounds).

Harry Garlick recalls: “Jock” Kite became Secretary to the Chamber, which was then the title of the Chamber’s chief executive, after the end of the Pacific War. He worked hard to turn the organisation into an effective unit despite the acute shortages that followed the end of the war. He then went on to play a leading role in the negotiation of the first textile quota restrictions which allowed Hong Kong to build an effective market for what is still its major industry.

“In the 60s “Jock” Kite re-defined the Chamber’s role in trade promotion and supervised its increasing responsibility for Certification of Origin. He was deeply involved in the development of Hong Kong’s trade, import as well as export, until the day of his retirement.”

### 前總裁祈德

本會前助理總裁葛立科現時正在倫敦享受退休生活，他最近寄來一幀照片，並於信中細述他的近況。

他說，英國的夏天天氣十分怡人，他乘此良機，專程到英國南部的索爾茲伯里市探訪故友。葛立科這位好友正是一九七五年退休的總商會前總裁祈德。

他說：「祈德今年已經八十歲，但身體壯健，雖然兩髖關節曾動過手術，但矯捷程度不減當年。他的生活多姿多采，現時仍然擔任索爾茲伯里大教堂的幹事。(照片的背景就是索爾茲伯里大教堂。)」

葛立科回憶說：「祈德加入總商會時的職位是商會秘書，後來易名為行政總裁，那是太平洋戰爭後的事。他辛勤工作，在當時物資短缺的環境下，成功將總商會改組成為一個效率極高的機構。其後，他在首次進行的紡織品配額談判中扮演一個十分重要的角色，談判所取得的成果，有助香港逐步建立龐大的紡織品市場。

「在六十年代，祈德將總商會在貿易推廣方面的角色重新定位，並且加強商會在產地來源證方面的工作。他積極參與香港貿易和進出口的發展，直至退休為止。」



“Jock” Kite and Harry Garlick (right).

祈德和葛立科合照

Members discussed, among other things, the possibility of coordinating joint efforts with other business associations in Hong Kong in lobbying the Brussels authorities for lifting the quotas recently imposed by EU on China made products.

### Shipping Committee

A Chamber delegation consisting of 33 participants visited the Port of Gaolan in Zhuhai on 15 September. The visit was organised, in conjunction with Hongkong International Terminals.

### Hong Kong International

The fifth batch of US Congressional Staffers visited Hong Kong and South China between 29 August and 5 September. Again, the visit was sponsored by the Chamber and five other trade associations. Nine staffers participated in this programme.

Mr Geoffrey Clifton-Brown, Conservative MP from UK, visited the Chamber on 9 September and was received by Meeting Chairman Mr Anthony Griffiths and fellow Chamber members.

Mr Nigel Waterson and Lady Olga Maitland, Con. MPs, visited the Chamber on 14 September. They were interested in the current development of Hong Kong and, in particular, the status of the Joint Liaison Group and CT9.

### Hong Kong Taipei Business Cooperation Committee

Dr Kao Koong Lian, Vice Chairman of the Mainland Affairs Council, Executive Yuan, Taiwan, paid a courtesy visit to the Chamber on 13 September and was received by Mr William Fung, the Chamber’s Chairman, and Mr J P Lee, Vice Chairman of the HKTBC. Dr Kao was accompanied by Mr John Ni, Managing Director of Chung Hwa Travel Service, and Mr Jimmy Wu, the new Director of Far East Trade Service Inc, Hong Kong Branch.

### LOCAL AFFAIRS & ECONOMICS DIVISION

The Division spent much of the Summer holiday period working on several major research projects and Government submissions, on behalf of Chamber members. The most important of these from the long term perspective of the whole community was an analysis of the Government’s proposed Old Age Pension Scheme (OPS). At the time of going to print, the Chamber was still canvassing member opinions with a view to finalising a position paper for submission to the Government by the consultative deadline of 31 October 1994.

During late August and early September, the Chamber also submitted to Government a position paper on



The Americas Committee meeting.

美洲委員會會議

Enrique Viletela and Robert Dorfman.

維拉特勒、多爾夫曼



## Mexican Banker

Enrique Viletela, Director General of Banco Nacional de Comercio Exterior SNC, from Mexico was the guest speaker at the Chamber's Americas Committee meeting on September 8. He briefed the Committee, chaired by Robert Dorfman, on the current economic situation and the Mexican presidential election.

### 墨西哥銀行家

九月八日，墨西哥國民對外貿易銀行總裁維拉特勒應邀在委員會的午餐會議上發表演說，他在演辭中談到墨國最新經濟發展及最近的總統大選。



Geoffrey Clifton-Brown and Anthony Griffiths.

克利夫頓布朗、祈雅理

## UK MP

Geoffrey Clifton-Brown, Conservative member of the House of Commons visited the Chamber on September 9. Anthony Griffiths was in the chair. Interested members attended and briefed the visiting MP on current Sino-UK relations and the Chamber's liaison with the Executive and Legislative Councils.

### 英國國會議員

九月九日，英國保守黨議員克利夫頓布朗到訪，委員會主席祈雅理及多位成員予以接待。雙方就目前中英關係、本會與行政及立法局的接觸進行討論。

inflation and was preparing its annual Budget submission to the Financial Secretary.

There were no Committee meetings within the Division during the Summer holiday period. However, in a bid to upgrade its research capability, the Chamber appointed a new Research Assistant in the Local Affairs and Economics Division during the period. Mr Michael Ho Ka Kei, a trained economist, will undertake specific research projects for the Chamber Secretariat, and Chamber committees and members. He reports in the first instance to the Assistant Director/Chief Economist.

## SERVICE INDUSTRIES DIVISION

### HONG KONG COALITION OF SERVICE INDUSTRIES

#### Submission to Governor

On 30 August, the Coalition submitted a paper on the Governor's forthcoming policy address, after the paper had been circulated and agreed by the Executive Committee. In the paper the Coalition commented and made suggestions on infrastructure development, cross-border transport planning, labour productivity, overseas promotion of service industries, legal services, and EDI. The paper was also distributed to seven policy secretaries in related areas.

#### GATT

On 5 and 7 September, CSI Secretary-General met Ambassador Luiz Lampraia, Permanent Representative of Brazil to GATT, and Chairman of the GATT Committee on Trade and Environment.

The Coalition has received final GATS offer lists and MFN exemption lists of 20 countries and regions, which are major trading partners of Hong Kong. These lists give details of the specific service sectors which the respective countries are offering to liberalise (offer lists), or reserving from liberalisation (exemption list), as agreed in the GATS negotiations concluded under the Uruguay Round. These lists are now being circulated among members of CSI sector committees.

#### Committees

*Information Services Committee.* The Committee met on 5 September with the Business Software Alliance to exchange views on software piracy and related issues. The Committee also discussed other issues such as EDI, telecommunications and intellectual property. At the meeting, the Committee agreed to nominate CSI Secretary-General to represent the Chamber in the Telecom Users and

## Lady Olga Maitland

Lady Olga Maitland and Nigel Waterson, both Conservative members in the House of Commons visited the Chamber on September 10. Hilton Cheong-leen was in the chair. They discussed with interested Chamber members Sino-UK relations and the CT9 project.

### 英國保守黨議員

九月十四日，英國保守黨議員沃特森及邁蘭德女士到訪，他們非常關注香港的現今發展，特別是聯合聯絡小組及九號貨櫃碼頭等問題。



From left: Nigel Waterson, Lady Maitland, Hilton Cheong-leen and Chamber Director Ian Christie.

左起：沃特森、邁蘭德女士、張有興、本會總裁祈仕德

Consumers Advisory Committee established by OFTA.

**Legal Services Working Group.** The Committee met on 9 September and discussed the subjects of right of audience of solicitors in the higher courts and the two-counsel rule.

**Statistics Committee.** The Committee held its meeting on 9 September. It also organised a meeting between the Census & Statistics Department and 20 economists to discuss government's non-routine revision of GDP statistics.

## HONG KONG FRANCHISE ASSOCIATION

### Events

The Hong Kong Franchise Association is organizing two roundtable luncheons on 16 and 22 September, during which practical experiences and the legal aspects of franchising/retailing in China will be discussed.

The HKFA will also organise a one-day Conference on Franchising Opportunities on 21 November 1994 at the Hong Kong Convention and Exhibition Centre. The Conference will include franchising experts sharing their experiences with participants and franchisers presenting their systems.

### Visitors

• Ms Ingrid Hale, Assistant Trade Commissioner of the British Trade Commission, called on HKFA Senior Manager on 8 September to discuss franchising activities in Hong Kong.

• Mr Magnus Nilsoon, Executive Vice President, and Mr Philip Hult, Director of Sales and Marketing of EF English First, an English language tutorial centre, called on HKFA on 13 September to discuss the prospects of franchising in China. ■

本會已向全體會員進行意見調查，希望可於十月三十一日公開諮詢的最後期限前完成並向港府提交本會的立場書。

八月底至九月初，本會就通脹問題向港府提交了一份意見書。期間，本會又忙於準備向財政司提交預算案建議。

由於過去一個月是暑假，該部並沒有舉行任何委員會會議。然而，為了加強研究能力，本會特別招聘了一位經濟研究助理。何家驥是一位訓練有素的經濟研究員，他直接向首席經濟學家負責，主要職務是為本會秘書處執行具體的研究工作。

## 服務業部

### 香港服務業聯盟

聯盟於八月三十日就即將發表的施政報告向港府提交意見書。意見書已獲執行委員會通過，內容主要包括有關基建發展、中港交通運輸規劃、勞工生產力、向外推廣服務業、法律服務、電子資料聯通等的建議。意見書亦分發予七個有關的司級官員參考。

### 關貿總協定

九月五日及七日，香港服務業聯盟秘書長與巴西常駐關貿總協定代表兼關貿總協定貿易及環境委員會主席蘭普雷亞大使會面。

盟已接獲一份涵蓋二十個國家（大部分是香港的主要貿易夥伴）的國際服務貿易總協定的讓步及最惠國待遇豁免清單。清單上列出個別服務環節根據烏拉圭回合談判《國際服務貿易總協定》所作出的讓步或豁免要求。有關資料現分發予各環節委員會傳閱。

### 委員會動態

#### 資訊服務委員會

委員會於九月五日與商業軟件聯盟舉行會

議，雙方就盜用軟件及有關問題交換意見。此外，委員會又討論例如電子資料聯通、電訊、知識產權等問題。與會者贊成提名秘書長代表香港總商會加入由電訊管理局成立的電訊用戶及消費者諮詢委員會。

### 法律服務工作小組

小組於九月九日舉行會議，討論事務律師在高級法院的出庭權及同時聘請兩位律師的規定。

### 數據統計委員會

委員會於九月九日舉行例會。此外，委員會又與統計處官員及二十名經濟學家討論港府非經常性修訂本地生產總值數據的事宜。

### 香港特許經營權協會

#### 活動回顧

協會於九月十六及二十二日分別舉辦兩個圓桌午餐會，討論國內特許經營的實際經驗及有關法律問題。

此外，協會又計劃於十一月二十一日假座香港會議展覽中心舉辦一個為期一天的特許經營機會研討會。研討會的早上環節，將由講者與參加者分享他們在特許經營活動方面的經驗，而在下午的環節中，多位加盟店負責人會介紹本身的特許經營計劃。

#### 到訪嘉賓

九月八日，英國商務專員公署助理商務專員何燕君到訪，並與香港特許專營權協會高級經理周育珍討論香港的特許經營活動。

九月三十一日，兩間英國公司的高層人員聯袂到訪。他們此行旨在瞭解在中國發展特許經營的機會。 ■



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# Our trade in computer services

## Study at invitation of UNCTAD

**T**he Hong Kong Coalition of Service Industries (HKCSI), at the invitation of the United Nations Council on Trade and Development (UNCTAD), has completed a fascinating study into Hong Kong's trade in computer services. The study, written by HKCSI Secretary General, Dr W K Chan, says in the first of its conclusions and recommendations:

"There is a consensus that a big market in computer services exists in China and that China cannot on its own take full advantage of the market potential. The solution lies in a partnership between Hong Kong and China, a partnership which will benefit both sides."

The study goes on to say: "... that even as trade policymakers are negotiating, industry practitioners are already actively pursuing cross border business opportunities. If the market potential is there, they will not wait for liberalisation policies before they enter the market.

"This is not to say that trade negotiations are unimportant, for industry practitioners are very quick to demand and take advantages of changes in regulatory regimes. But any negotiations for such changes should not be driven by ideology but by practical consideration of the views and experience of industry practitioners."

### Interviews

The study was based on:

a) Literature about computer services and telecommunications services of Hong Kong.

b) In-depth interviews with a sample of 10 computer services companies, representing different aspects of the computer service industry.

c) Involvement of the HKCSI, as a private sector body, in the policy making process in Hong Kong in respect of trade in services, with particular reference to the computer services and telecommunications industries.

The HKCSI sample of 10 companies was divided into three groups:

1. Branches of multinational corporations, not necessarily big companies themselves but an integral part of some multinational conglomerates, thus sharing similar characteristics in cross-border transactions.

der transactions.

2. Local medium size enterprises employing 120-200 people where computer service is their main line of business doing value-added remarketing, consultancy and acting as comprehensive service providers.

3. Small local companies employing less than 20 people, highly flexible and offering services in rather narrow fields, such as data entry and support services in trading.

### 333 companies

The HKCSI study points out more than 90% of Hong Kong's more than 300,000 registered companies are small companies each employing less than 20 people.

The study says the Computer Directory gives a picture of a very diversified sector.

It says 950 computer related companies are listed in the Computer Directory 1993, published by the Hong Kong Productivity Council. Of these 333 are computer services providers of some 37 types of services. The top 10 services are maintenance (142), management consultancy (87), database development (57), business recovery/data recovery (38), CAD bureaux and services (36), equipment rental (29), computer outsourcing (27), staff recruitment (27), engineering analysis (24), data entry and editing services (23).

Official statistics in the 1991 Survey of Storage, Communications, Financing, Insurance and Business Services, published in 1993, give the group total added value of the classification, "data processing and tabulation," as HKD1,491 million, equivalent of 0.24% of GDP.

This publication listed 1,070 companies, employing 6,916 people, averaging 6.5 people for each company. Most companies were even smaller: 90% of all companies employed less than five people with a vacancy rate of 5.4% significantly higher than average and consistent with the view that the computer services industry is experiencing a labour shortage.

### Dynamic

The study says: "In summary, the computer services industry in Hong Kong is very dynamic, diversified and flexible."

The study says in the absence of reliable quantitative data, it is not possible yet to determine the magnitude of cross-border computer services but the study itself does show they are indeed a dynamic and fast growing business.

A follow-up study by HKCSI in 1991 to its 1990 GATT trade barriers survey identified 428 trade barriers affecting 13 Hong Kong industries in 37 countries which included computer services.

The study lists these trade restrictions by country for computer services. The country list includes China where restrictions on broadcasting is given a high priority and taxation charges a medium priority. It says computer service operators in the study's sample of 10 were mostly China oriented.

It goes on to construct a profile of the Hong Kong computer services industry in the three categories the study chose in its 10 sample companies.

### Multinationals

- One company is a computer vendor which offers services as an integral part of its business of which maintenance and systems solutions form an important part. In Hong Kong its clients range from major corporations whose need for computer services is more sophisticated to small companies requiring the most basic configurations. It employs 180 staff, two-thirds of whom are involved in computer services. Its PRC arm employs 80 in Hong Kong and 100 on the Mainland. Ancillary services, to its primary business of selling computer systems, such as maintenance and systems solutions is an important part of the Mainland arm's business.

The two others in the sample are small branch offices in Hong Kong of large Japanese corporations, employing 10 and 25 staff respectively. The businesses include software, maintenance and a global network service as well as marketing and services on mainframe computers manufactured by the parents. These companies in the HKCSI sample are service arms of their Japanese parents and a large proportion of their Hong Kong work is of a cross-border nature. The study describes these Hong Kong operations for cross-border purposes as an example of trade in services *par excellence*.

# 香港電腦服務貿易

## 服務業聯盟應聯合國貿易及發展會議的邀請進行一項研究

香港服務業聯盟應聯合國貿易及發展會議的邀請，就香港的電腦服務貿易進行研究。聯盟秘書長陳偉羣博士在研究報告的總結部分提出以下建議：

「受訪對象普遍同意，中國的電腦服務市場規模龐大，但本身並未能夠充份發掘存在的市場潛力。解決的方法是中港兩地組成合作夥伴，這樣對雙方都有好處。」

報告續稱：「……即使現時貿易決策者仍在進行磋商中，但業內人士已經率先積極拓展中港電腦服務貿易機會。只要有市場機會，他們便會加以把握，絕不會靜待開放措施的出現。」

「這並不表示決策談判毫不重要，因為業內人士慣於迅速地迎合需求，以及因應監管制度的轉變作出調整。任何有關談判都不應受到意識形態的左右，業內人士的意見和經驗才應該是實際的考慮因素。」

### 研究報告

研究報告根據下列資料整理而成：

1. 香港電腦服務及電訊服務的文獻；
  2. 透過深入訪問十家來自不同範疇的電腦服務公司所搜集得來的資料；
  3. 香港服務業聯盟在參與訂定香港服務業貿易決策過程中所得的經驗，特別是與電腦服務及電訊業有關的。
- 香港服務業聯盟所選擇的十家受訪公司可分為三大類：

1. 跨國公司的分行。這些分行本身不一定規模很大，但必須是跨國公司中不可或缺的一環；因此，它們具備跨國公司的某些特點。
2. 僱用一百二十至二百名員工的本地中型公司，它們的主要業務必須是電腦服務，業務範圍包括提供增值的再促銷、顧問及綜合服務。
3. 僱用少於二十名員工的本地小型公司，它們極具靈活性，但提供服務的範圍頗為狹窄，例如單是資料輸入或電腦服務貿易支援。

### 以小型公司為主

研究報告指出，全港約三十萬家註冊公司當中，九成以上是僱用不足二十名員工的小型公司。

香港生產力促進局出版的《1993年電腦公司名冊》上，共載有九百五十家從事電腦服務有關的公司，其中三百三十三家是電腦服務供應商，它們所供應的服務可分為大約三十七種。供應商數目最多的服務順序包

括：維修(142)；管理顧問(87)；資料庫發展(57)；商業資料拯救服務(38)；電腦輔助設計及服務(36)；設備租賃(29)；電腦外部採購(27)；員工招聘(27)；工程分析(24)；資料輸入及整理服務(23)。

研究報告稱，從電腦名冊的資料可見，電腦服務貿易是個非常多元化的行業。另一個矚目的特點，是名冊上九成以上的公司屬於僱用不足二十名員工的小型公司。

一九九三年港府出版的一九九一年倉庫、通訊、財務、保險、商業服務調查報告顯示，「資料處理及製表」項目的增值總額約為十四億九千一百萬元，相當於本地生產總值的百分之零點二四。

這份報告所涵蓋的一千零七十家公司，合共僱用六千九百一十六名員工，平均每家公司僱用六點五人。大部分公司的規模甚至更小：九成僱用少於五人，懸空職位的比率約為百分之五點四，遠比一般的數字為高，證明電腦服務業的勞工短缺問題確實較為嚴重。

### 積極進取

「總的來說，香港的電腦服務公司的業務頗為多元化，而積極進取、靈活變通。」報告補充，由於缺乏可靠的數據支持，現時仍未能斷定中港電腦服務貿易的規模，但有一點可以肯定的，就是電腦服務業確實非常活躍，而且發展迅速。

香港服務業聯盟曾於一九九一年就一九九零年關貿協定貿易障礙進行研究，結果在三十七個國家共發現四百二十八項影響香港各行各業的貿易障礙，電腦服務貿易亦在受影響之列。

研究報告把限制電腦服務貿易發展的國家列出，其中包括中國。中國極度重視廣播管制，而稅率則只屬一般。電腦服務貿易研究報告指出，十家受訪的電腦服務經營商當中，大部分從事對華貿易。

報告接著深入探討十家受訪電腦服務公司所屬的三大類別。

### 跨國公司

其中一家公司經銷電腦，但電腦服務卻是整體業務中極其重要的一環，該公司提供維修及系統設計等服務。該公司在香港的客戶基礎甚廣，由需要先進電腦服務的大公司，以至最基本配置的小型公司，一應俱全。該公司僱用一百八十名員工，其中三分之二是負責電腦服務的。它的中國分公司在香港僱用八十名員工，而在內地僱用的員工

總數則達一百人。中國分公司的主要業務是提供維修及系統支援服務。

同一類別的其餘兩家公司都是日商在港開設的小型分公司，分別僱用十名和二十五名員工，它們的業務包括軟件、維修保養、全球網絡服務，以及為母公司生產的大型電腦系統進行市務推廣及售後服務。這兩家公司是其日本母公司的分支機構，大部分業務都和對華貿易有關。研究報告形容這些專為進行中港貿易而設的公司為服務貿易公司的表表者。

### 中型公司

屬於這個類別的受訪公司共有三家，最大規模的僱用員工二百名，該公司是一家綜合企業集團轄下的一個享有自主權的分支，營業額佔整個集團總營業額的兩成，它提供多類電腦外部採購服務，包括聯絡站服務、數據服務、軟件發展、許可證、硬件操作及維修等，現時約有一百個客戶，經營的行業計有運輸、港口、地產、零售、酒店、廣播、貿易等，另有數個辦事處設於印尼、英國和中國的海外客戶。

在同一類別的另一家公司僱用員工約一百五十名，該公司專門再銷萬國商業機器生產的中檔電腦，以及提供有關服務，例如軟件應用及發展獨特的軟件。它的客戶多是典型的中型企業，例如銀行、工廠、酒店、貿易行、零售連鎖店等。設於香港的辦事處是多個東南亞和中國分公司的總部，這些分公司合共僱用員工約一百名。

第三家公司共有僱員一百二十名，專門提供顧問服務，並且為以銀行為主的跨國公司進行大型的先進發展項目，它公司在亞太區(特別是印尼)有數個大客戶。

這三家中型公司都不約而同地朝著高科技電腦服務方向發展，它們在港建立了良好的業務基礎，其中兩家從事頗為專門的業務範疇。

### 小型公司

受訪的小型公司共有四家，它們僱用五至十二名員工，其中兩家經營電腦系統批發業務，並提供增值的支援服務，如維修和建立網絡等。

其餘兩家公司的目標是規模較小的市場，其中一家提供數據服務，另一家為客戶解決難題，甚至就某些獨特的應用提供全面的解決方法。

研究顯示，無論是跨國公司(最大的特色是其國際性聯繫)、中型公司(從事專門範

## Medium size enterprises

• The biggest of the three in the HKCSI sample employs 200, is an autonomous part of a conglomerate, doing 20% of its business within the group. It provides a variety of computer outsourcing services, ranging from bureau services, data services, software development, licensing, hardware operations and maintenance. It has close to 100 clients in sectors such as transport, port, property, retail, hotels, broadcasting and trading. It has a few clients overseas in Indonesia, England and China.

The second company in the same category within the HKCSI sample employs 150 and is in a more specialised field of remarketing of IBM mid-range computers with accompanying services such as software applications and developing specific solutions. Its clients are typically medium size commercial operations,

購的)或小型公司(業務多元化及富靈活性),都以進軍中國市場為目標。

報告指出:「資訊科技行業是中國發展最迅速的經濟環節,據美國一家顧問公司稱,在一九九三年,中國的資訊科技市場總值還不足一百九十億美元,但預計到了一九九七年,總值會大幅增至四百八十億美元。取得最大進展的會是電訊業,但電腦及其相關行業的發展亦會相當不俗:

- 電腦及周邊服務:由十八億美元增至三十三億美元
  - 文件管理:由十一億美元增至二十四億美元
  - 軟件:由二億五千萬美元增至七億美元
- 「由於香港與中國接壤,港商專注拓展對華電腦服務,絲毫不足為怪。

## 提供服務的方式

研究報告接著討論向中國提供服務的方式:

雖然中國並非一個開放的服務貿易市場,但受訪的公司都有辦法找到多種越境提供服務的途徑。最常見的,就是直接在內地開設分公司,例如以附屬公司或合資經營企業方式,或者透過第三方間接地提供服務。

直接開設公司:可於內地開設大型或小型企業,僱用當地員工,為當地客戶提供服務。

其中一家受訪的跨國公司以獨資方式經營,雖然該公司的管理階層人員主要來自香港,但公司有計劃培訓當地人員擔任中層管理崗位,長遠而言,更會實行全面本地化計劃。現時如果香港公司需要服務,內地的公司會照價提供。

另一家規模較小的公司向大約四十個內地客戶提供再銷服務。該公司在廣州和上海設有辦事處,而總部則設於香港。公司僱用

such as banks, factories, hotels, trading firms and retail chains. The Hong Kong office is headquarters to a number of branches in Southeast Asia and China, which together employ about 100.

The third company specialises in consultancy with a team of 120 undertaking development projects, usually large-scale and sophisticated, for multinationals currently mainly in the banking sector. It has developed a few major clients in the region, notably in Indonesia.

All three medium size companies are oriented towards the more sophisticated end of the computer services spectrum. They have well-established lines of business in Hong Kong and two are in rather specialised fields.

## Small companies

• Four small businesses in the sample give a different picture. The number they

十四名技術人員,兩名經理則來自香港。兩位經理負責系統設計,而內地的技工則負責技術性工作。該公司在內地的客戶大多是由香港客戶介紹的合資經營企業。

## 深圳

受訪的公司當中,有一家在香港及內地附屬公司的關係非常密切,該公司位於深圳市,在內地僱用三十三名員工,總數比香港的母公司還要多。公司的業務可分為兩大類:

1. 以產品為主的全面服務,包括提供硬件、軟件、網絡服務的組合,以及支援及其他增值服務;
2. 深圳公司為香港母公司提供支援,服務香港客戶。例如包括多媒體資料查詢、售票系統、銷售點系統、大型樣式展示、電訊網絡、圖像系統、交通控制等等。

換句話說,深圳附屬公司同時為中港兩地的客戶提供服務。該公司聘用內地員工參與香港的業務,不但可得廉價勞動力之利,更可順帶培訓內地的員工。隨著這方面的業務不斷擴展,深圳分公司逐漸成為了香港公司的後勤基地。在其中一、兩個個案中,深圳分公司的客戶來自美國,換句話說,香港公司成了內地生產者和美國消費者之間的橋樑。

從架構來看,那三十三名內地員工在四名香港督導人員的管理下,組成了一個營運部門;從財政角度看,港方經理以商業形式提供專業知識。在香港接獲的工作,將於中國大陸進行。公司的主要開支用於深圳分公司,但利潤則會留在香港。

另一家受訪的公司在中國設有多個代表辦事處,其中北京辦事處已有二十多年歷史。代表辦事處不得從事營運工作,它只負

employ ranges from five to 15. Two of them distribute computer systems and then provide support services as added value, such as maintenance and networking.

The other two in the sample specialise in niche markets. One of them in data services and the other in problem solving or total solutions for special applications.

The study says the multinationals (characterised by their international linkage), the medium size established businesses (in specialised fields) and small firms (diversified and flexible) share one thing in common — their China interests in cross-border services.

It says: "The information technology industries are among the fastest growing in China. According to a report by US consultant, Dataquest Incorporated, the IT market in China was worth less than USD19 billion in 1993 but is expected to

責協調和聯絡,並且作為日本母公司、中國辦事處及其他區域辦事處之間的聯絡中介。

香港辦事處負責協調公司在內地的工程項目,但主要的服務則由日本母公司和中國公司所組成的合資經營企業提供。這些合資經營企業現時分佈在上海、大連和武漢,主要業務是承包中國政府的大型工程,例如與國家經濟資訊或國家銀行體制有關的項目。

## 合資經營

合資經營是另一種非常普遍的經營方式,但這個做法可說是利弊參半。透過與內地夥伴合作,固然可以對經營環境有更深的瞭解,但由於並非擁有公司百分之百的權益,控制公司能力自然受到削弱。

其中一家受訪公司採用一種非常轉折的方式在內地成立合資經營企業。它的合作夥伴是東莞一家大型企業,在港設有一家分公司。這家受訪公司與該駐港分公司各自擁有香港一家殼公司的五成權益,而殼公司成立的目的,僅是經營另一家由東莞公司所設立的公司,後者只有五名內地員工,管理工作以合約方式批出。此外,公司又為其他內地公司提供服務。

這項安排的優點,是理論上港方公司除了作為服務供應商外,毋須對東莞公司負上任何責任,儘管事實上港方公司是個佔有五成權益的投資者,而且負責公司的全權管理。

透過這種方式,港方公司可以全權控制該內地電腦服務公司,而且技術上並沒有直接參與中國業務。

## 間接參與

香港公司可以(而且經常)一方面與內地公司保持緊密聯繫,另一方面又毋須取得合作夥伴公司的控制權。有些公司早已在中國



grow to more than USD48 billion by 1997. The bulk of the growth will be in telecommunications but a significant increase is also expected in computer and related sectors:

- Computer and peripherals: from USD1.8 billion to USD3.3 billion.
- Document management: from USD1.1 billion to USD2.4 billion.
- Software: from USD250 million to USD700 million.

The study says: "Hong Kong being China's immediate neighbour, it is not surprising that most of the attention in trade in computer services is directed

toward China."

### Modes of delivery

The HKCSI study goes on to discuss modes of delivery into China:

It says: "China is not noted for being an open market for trade in services. Nevertheless our sample of companies have found a number of ways to offer their services across the border. Broadly speaking, this may take the form of a direct commercial presence, such as through a subsidiary or joint venture or, indirectly by supplying the service through third-party business contacts.

大陸設有附屬公司，正如受訪的其中一家跨國公司便是，這家公司以分判承包商的身份與好幾個第三者賣方掛勾，後者包括內地的合作單位及外資公司。

其他公司或許需要完全倚賴內地的生意合作夥伴，他們之間的關係是非正式的，因而並不具備法律基礎。一家設於珠海的公司就作為香港一家中型公司的後勤基地。

受訪的另一家小型公司與多個內地夥伴合作從事對華貿易，這些合作夥伴多是大學或大型企業的分支機構，而主要業務是售賣電腦器材及提供勞工密集的額外服務，例如測試服務等。港方公司偶然亦會把部分香港的業務分判給內地的合作夥伴，以減輕勞動力的成本。這種互惠互利的合作關係是雙向的，因為當內地的合作夥伴需要較高技術時，也會將業務分判予港方公司。

透過這種互利的關係，香港公司既可充份利用內地工人的技能和生產資料，又毋須自行在大陸作出投資。

### 聯營公司

報告指出，另一種間接參與中國業務的方式就是透過在內地有生意的聯營公司或香港客戶進行。報告舉例說，其中一家受訪的跨國公司透過香港一個經銷商取得內地一個大客戶的生意，公司透過獨家協議，為經銷商提供收費的培訓服務，而經銷商則自行為內地的客戶提供服務。經銷商在無法解決某些問題時，才會向跨國公司求助。對這家跨國公司而言，最大的優點是可以將一切涉及最終客戶的風險轉嫁給經銷商。

另外兩家受訪的公司則選擇透過本身的客戶為內地公司提供服務，這樣，所有有關風險將由客戶負責，港方公司毋須為內地的業務而負上任何責任，而缺點就是必須倚賴其他人轉介。

報告討論制度上的障礙時指出，妨礙中港電腦服務貿易的兩大問題都和中國政府有關：

第一，中國政府希望嚴格控制電腦資訊，以確保國家安全。在一九九四年二月，中國國務院頒佈了一套安全保障計算機資訊系統規則，藉此監管全國約五十萬個電腦系

統。這些規則由中國公安部執行，目標是防止電腦病毒，防止濫用電腦系統，以及防止電腦罪行。報告稱，這些法規可能會限制中港電腦服務貿易，因為所有本地及國際性網路都必須向公安部登記，並且需要接受巡查。此外，所有進口及出口的電腦資料均須向中國海關申報。

其次，中國政府希望管制外裔的參與程度，因為有關當局相信，外裔不受限制的參與，勢必對中國本土企業的發展構成打擊。當局所採用的管制方法包括貿易限制及行政干預。新的法規在一九九四年一月實施，內容包括引進配額及徵稅措施，藉此管制包括電子、電訊及電腦的一百七十一類產品。

### 乏善之處

受訪公司不滿的地方包括：

1. 中國對附屬公司、代表辦事處和合資經營企業的限制太多，而且法規十分保守；
2. 缺乏知識產權保障；
3. 稅制不穩定，並且限制資金匯出；
4. 執行法規時欠缺統一。

報告稱，最後一項往往導致出現隱藏成本，是個很大的問題。舉例說，內地員工的薪金可能只及香港工人的百分之十，但如果加上各項隱藏成本，例如形形式式的津貼、員工宿舍等等，優勢便會被削弱。有人甚至認為，如果將所有成本一併計算，內地的勞動力成本根本並不低廉。

所有受訪者一致認為，人力資源是中國的全國性問題。各地均出現人材短缺情況，好的科技學院大部分設於北方，要在廣東一帶覓選合資格的員工並不容易。管理和督導人員更是供不應求。

在實際工作時會遇到的問題包括：

- 工人對羣體工作的概念並不清晰，以致影響整體工作效率；
- 缺乏服務業最重要的良好服務態度；
- 缺乏應付電腦行業所需的語言能力，直接一點說，是英語水平偏低；
- 工作欠缺紀律，未能依時完成任務。

### 質量參差

• Direct presence: Subsidiary companies in China may be established by big or small companies employing local staff and offering services to local clients.

One multinational vendor in the HKCSI study sample operates as an independent business. Though supervisors invariably come from Hong Kong, it is beginning to train second-level managers locally with the long-term aim of achieving full localisation. Currently where service from the Hong Kong arm is required, it will be provided on a commercial basis.

Another, is on a much smaller scale offering remarketing to some 40 Mainland

對香港的經理而言，最頭痛的問題是如何保持質量水平。

其中一家受訪的公司指出，他們的策略是僱用剛踏足社會的畢業生，因為他們的可塑性較高，不過，這類人的供應頗為有限。另一家公司估計，內地員工的工作能力只及香港工人的五至八成。雖然內地工人質素較差，但由於工資僅及香港工人的百分之十至百分之三十三，他們仍然覺得頗為合算。

至於拓展市場方面，報告指出，規模較大的公司似乎並不急於拓展市場，原因要不是它們早已奠定了相當的根基，便是寧願循序漸進（例如日資跨國公司）而不希望急於求成。

「對小型公司來說，拓展市場是最迫切的工作。正如其中一家公司暗示，他們希望未來可以擴展業務，至於中國是否改善監管制度，例如減稅、放寬限制等，尚屬次要。小型公司東主普遍相信，放寬監管制度後，最先獲益的定會是大公司。

「小型公司的生存之道，在於靈活變通，不管監管制度是寬鬆或嚴苛，也盡量加以適應。電腦市場正不斷壯大，直接刺激電腦服務市場的發展。對它們而言，拓展市場的機會就在眼前，長遠的規劃反而並不重要。」

### 競爭

報告稱，跨國公司並不懼怕競爭，因為它們早已取得了一定的優勢。同樣，規模較小的公司似乎也並不擔心這個問題，它們心目中的競爭對手是香港而不是內地的公司。小型公司歡迎加強與內地公司合作，因為此舉有助它們拓展市場，並且提供更多商業夥伴。

研究報告亦討論中國作為後勤支援的角色。它指出，中國有足夠的技術水平進行軟件發展，所欠缺的只是管理和督導能力。此外，由於中國的勞動力成本便宜，在例如資料輸入等方面享有相對優勢。

據其中一家受訪的小型公司表示，目前中國的資料輸入服務市場約值一千五百萬至二千萬美元，規模與菲律賓的相若。世界各地對於電腦服務需求日增，而中國在漢語和

clients. It has its China office headquartered in Hong Kong with two small branches in Guangzhou and Shanghai. They employ 14 local technical staff under the supervision of two managers from Hong Kong, the managers undertaking systems design and the Mainland technicians doing the technical work. The Hong Kong expertise is provided commercially to the Mainland branches. Typically, their clients in China are joint-venture companies referred by their Hong Kong clients.

## Shenzhen

Yet another computer service company in the HKCSI sample has a closer relationship between its Hong Kong parent and Mainland subsidiary. It is located in Shenzhen and employs 33 PRC staff, more than the Hong Kong parent. It has two main lines of business:

i) A product-centred total solution service, which may include providing a combination of hardware, software, network services, plus support and other value added services.

ii) The Shenzhen company provides support to the Hong Kong parent in servicing Hong Kong clients. Examples include multimedia information kiosk, ticketing systems, point of sale systems, large format display, telecommunications networking, image systems, transport control, etc.

Thus the PRC branch provides services to clients not only in China but also to Hong Kong. By using Mainland staff to work on Hong Kong projects, the compa-

ny is able both to take advantage of the cheaper labour in China but also provide training for PRC staff. As this part of the business grows the Shenzhen branch becomes in a large measure a back office for the Hong Kong company. In one or two cases the ultimate client comes from the US, which in effect means the Hong Kong company is a bridge between the Mainland producer and the US consumer.

Structurally the 33 PRC staff work as an executive arm under the management of four Hong Kong supervisors. Financially, the Hong Kong managers' expertise is offered as a commercial service while a subcontracting arrangement exists for jobs obtained in Hong Kong and done in the PRC. As it stands Shenzhen is a cost centre. Profits remain in Hong Kong.

The study says another company in the HKCSI sample has representative offices in China, including one in Beijing established over 20 years ago. The representative office, which by definition does not conduct business other than as a coordinating body, acts as a link between the parent company in Japan, offices in China and other regional offices.

The Hong Kong office plays a role in coordinating China projects, though the main service is provided by the Japanese parent in joint-venture with Mainland companies. These joint-ventures or partnerships now exist in Shanghai, Dalian and Wuhan, typically on major projects for the Chinese Government such as those related to State economic information or the national banking system.

## Joint venture

The study says: "A joint venture is another popular way of acquiring a presence in China, but it is often a double-edged sword. It offers the advantage of familiarity with the Mainland through the local partner at the expense of less control than in the case of 100% owned subsidiary."

One company in the HKCSI sample established a joint venture in a rather round about manner. Its counterpart is a large Mainland corporation in Dongguan with a branch in Hong Kong. The HKCSI sample company holds 50% in a shell company in Hong Kong with the Dongguan branch in Hong Kong.

The sole purpose of this shell is to run another Mainland company formed by the Dongguan company in the PRC. It has five Mainland staff and is managed through a management contract with the HKCSI study's sample company in Hong Kong. It provides service to other Mainland companies.

The study says the advantage of this arrangement is that in theory the Hong Kong partner has no liability to this second company in Dongguan other than as a service provider, though in practice the Hong Kong partner is a 50% investor and 100% manager.

The HKCSI sample company thus has full control over a Mainland computer services company yet technically it does not have a direct presence in China.

## Indirect presence

The study goes on to discuss indirect pres-

日語有關的電腦服務方面佔有相當優勢。

中國除了由香港輸入電腦服務外，亦有能力為香港的消費者提供服務，藉此發展電腦服務的出口。

某程度上，部分受訪的小型公司的情況，印證了中國確實可以作為香港後勤基地的論點。不單這樣，大型公司亦開始相繼在內地設立後勤基地，中國銀行已在深圳設立了一個軟件中心，香港匯豐銀行據稱亦正考慮將後勤工作轉移到內地進行（消息未經證實），但最為人津津樂道的例子，還是國泰航空公司。

## 國泰航空

國泰航空公司擁有廣州國泰資料處理公司的八成權益，後者是一家資料處理中心，專為國泰航空公司處理機票及航空提單的收入會計帳目。這項服務是收費的。

廣州國泰僱用了二百八十名當地員工，該公司計劃在一九九八年之前聘用當地的管理人員監督整體業務運作。當地的工資水平一般僅及香港的兩成，估計國泰航空可因而

每年節省一千萬元的支出。

國泰航空非常重視內地員工的培訓和督導，該公司共有十五名香港員工派駐廣州，專門提供培訓、督導及管理服務，另有五、六名駐港的員工，負責協助解決技術性問題。

國泰航空並沒有遇到語言問題，該公司認為廣州公司的員工克苦耐勞，確是物有所值。國泰航空和廣州國泰之間的連繫倚靠兩條租用的線路進行，這兩條線路的失靈比率頗低。他們較憂慮的反而是電力供應不穩定和關稅規則欠缺清晰。

廣州國泰已開始和其他公司就擴展資料輸入服務進行談判。國泰航空在一九九三年在悉尼設立了另一個後勤辦事處，專責處理客戶訂位、航班抵達和離境資料。

## 建議

研究報告提出下列建議：

1. 似乎很值得就中小型企業的情況進行更深入的研究。
2. 在商談進一步開放電腦服務市場時，負

責的人員或許應該瞭解現存的障礙是屬於獨特性的或是普遍性的（即同時影響其他服務環節的），他們應該加倍注意那些獨特性的障礙。

3. 值得就亞太區不同的服務業進行一項統計研究。
4. 工業署已委任香港生產力促進局負責就香港的軟件業進行顧問研究，待這項耗資百萬元的研究完成後，將可更清楚瞭解下列範疇的情況：
  - 香港軟件市場
  - 香港軟件業
  - 華南資源
  - 亞太區市場
  - 區內政府的支援/干預個案研究
5. 應該進行更深入的研究，以確定中國在哪方面的需求最大，以及較容易接受向外採購哪些電腦服務。
6. 電腦標準的發展及相容性可能對中港電腦服務貿易的影響。 ■

ence through business associates in China:

It says companies in Hong Kong can, and often do, establish close partners in the Mainland without necessarily gaining control of these partners. Sometimes companies which already have subsidiaries, such as a multinational in the HKCSI sample, also make use of Mainland business partners. The sample multinational has links as subcontractors with several dozen third-party vendors which may be PRC cooperative units or foreign companies. The principal presence remains the subsidiary.

Other companies may have to rely solely on business associates in China on an informal rather than a legal basis, the study says. A company in Zhuhai in one case acts as a back office operation for one medium size Hong Kong company in the HKCSI sample.

Another small business in the sample conducts its China business with a group of PRC partners which are typically small business spin-offs from universities or large enterprises. The main activity is trading in computer equipment with additional services of a labour intensive nature, such as testing. Sometimes the Hong Kong company subcontracts business in Hong Kong to these Mainland partners to take advantage of the lower labour cost. The symbiotic relationship also works the other way when a higher level of expertise is required by one of these PRC partners.

The Hong Kong company in this symbiotic relationship, though uneven (10% from the PRC vs 50% to the PRC), has the advantage of access to Mainland skills and factors of production without having to invest in the Mainland.

### Associates

The HKCSI study says a more indirect way of doing across border business is through associates or clients in Hong Kong who have business in China. It cites the example of a multinational company in the study sample that obtains business in China through a distributor in Hong Kong with a large customer base in the Mainland. Through an exclusive agreement the multinational in Hong Kong provides training at a fee for the distributor which then services customers in the Mainland. When a problem cannot be resolved the multinational is also called upon. The advantage to the multinational is that all risks associated with the final customers in China are undertaken by the distributor.

Two other companies in the HKCSI sample provide services to the Mainland through their clients with all associated risks absorbed by the clients. The advantage is that there is no liability arising from doing business in China while the

downside is that they have to depend on other people for referrals.

The HKCSI study goes on to discuss institutional barriers and says two aspects of the cross border computer services business are of concern to the Chinese Government:

- First the Chinese Government wants to maintain tight control of computer information to ensure State security. In February 1994 the State Council issued Regulations for Security Protection of Computer Information Systems to govern an estimated 500,000 computer information systems in China. The regulations are administered by the Ministry of Public Security and aim to protect against virus, abusive usage and computer crime. The HKCSI study says they may become restrictions on cross border computer services. All networks, both domestic and international are required to be registered with the Ministry of Public Security and are subject to inspection. In addition, all imports and exports of computer data must be reported to the Chinese Customs.

- The Chinese Government wants to control the pace of foreign involvement on the grounds that unlimited foreign participation may hurt the development of indigenous industries. Such control may be trade restrictions or administrative intervention. New regulations were issued in January 1994 introducing quotas and tariffs to control 171 products covering electronics, telecommunications and computers.

### Complaints

The main complaints by companies in the HKCSI study are:

i) The restrictive and conservative nature of PRC regulations on subsidiaries, representative offices and joint ventures.

ii) Lack of effective intellectual property protection.

iii) An uncertain tax system and restrictions on remittances.

iv) Irregularity in applying regulations.

The HKCSI study says: "The last item often manifests itself in the form of hidden costs which has become a major problem. For example, while staff cost in the PRC may be only about 10% that of Hong Kong's, this advantage can be quickly eroded by a plethora of hidden costs, disguised as overheads, such as various allowances, staff quarters, etc. Some have even concluded that staff cost is no longer cheap in China if total cost is taken into account."

All correspondents says human resources is a universal problem according to the HKCSI study. There is a general shortage of qualified people. The good technical colleges are mostly in the north making it difficult to recruit qualified staff

in Guangdong. The problem is even more acute for those in managerial and supervisory roles.

In the actual workplace a variety of problems have been encountered:

- A limited concept of team work undermining overall efficiency.

- Lack of a service mentality, vital to service industries.

- Lack of language skills required to cope with computers, or simply poor English.

- Lack of work discipline and inability to work to deadlines.

### Inconsistency

For the Hong Kong manager, given to maintaining quality, the biggest headache is no consistency, the study says.

One Hong Kong company in the HKCSI study says its strategy is to employ only fresh graduates who are malleable but such graduates are not in great supply. Another assesses Mainland staff at 50-80% of Hong Kong staff. Though quality may be below standard PRC staff are good value for money when wages at 10-33% of Hong Kong wages are considered.

On market expansion, the HKCSI study says the bigger companies seem in less hurry to expand either because they already have a foothold or (in the case of the Japanese multinationals) they prefer slow and incremental, rather than drastic, changes.

"Expansion is perhaps a more urgent need for small companies. As one indicates, their best hope for the future lies in an expanded business, rather than changes in regulatory structure like reduced taxes and more liberal rules for business. There is a perception among them that the big corporations are the ones to benefit first from any regulatory changes.

"For small businesses the key is to be flexible and be able to survive under whatever regulatory regime, harsh or lenient. The mass market for computers is expanding and with it the market for computer services. As opportunities for expansion are immediately available strategic and long-term planning become less important to them."

### Competition

On competition, the HKCSI study says multinationals are not worried because they have already established sufficient advantage. The smaller firms do not seem to be bothered either. They are concerned more from competition from Hong Kong firms than from the indigenous. Instead, they welcome more local participation as this will help them expand the market and provide them with more business partners.

The HKCSI study discusses China as a back office. It says a high degree of technical competence exists in China in software development, though it is often undermined by weak management and supervision. China has a comparative advantage in labour intensive activities, such as data entry.

According to a small company in the HKCSI sample China has a data services industry of about USD15-20 billion and is in the same league as the Philippines. There is an increasing global demand for computer services and China is particularly well-positioned for those related to Chinese and Japanese languages.

In a cross-border context, other than China importing computer services from Hong Kong it also has a capacity to offer its own service to consumers across the border, that is to develop an export industry.

To some extent the back office role of China for Hong Kong is illustrated by small companies in the HKCSI sample. But the large corporations have also begun to establish cross-border back office operations. The Bank of China in Hong Kong has its software centre based in Shenzhen. The Hong Kong Bank is reported considering moving back room office jobs to China, though this is not confirmed. A more widely known case is Cathay Pacific Airways.

### Cathay Pacific

Cathay Pacific holds 80% of Guangzhou Guo Tai Data Processing Company which

is an information process centre for Cathay Pacific, providing a revenue accounting process function for both air tickets and air waybills. The service is provided at a fee.

Guangzhou Guo Tai has a staff of 280 all recruited locally and there is a plan to recruit local management trainees to supervise the operation by 1998. The salary of a typical Mainland employee is about 20% of the rate paid in Hong Kong and it is estimated this amounts to a saving of HKD10 million a year.

Cathay Pacific places a great deal of emphasis on training and supervision of the Mainland employees. There are 15 from Hong Kong stationed in Guangzhou, providing training, supervision and management with additional support by five or six staff in Hong Kong who help resolve technical problems.

There is no language problem and the assessment is Guangzhou staff are diligent and hard working and represent good value for money. Cathay Pacific and Guangzhou Guo Tai are linked by two dedicated leased lines with a low breakdown rate. They worry more about unsteady electricity supply and vague custom duty regulations.

Guangzhou Guo Tai has already begun negotiating with other parties on extending its data processing services. Cathay Pacific established in 1993 another back office in Sydney to manage customer reservations, flight arrivals and departure data.

### Recommendations

In its recommendations the HKCSI

study says:

i) A more in-depth study focusing on small and medium enterprises would seem highly warranted.

ii) In negotiating for better access for computer services, negotiators might like to know whether the barriers experienced are sector-specific or horizontal, applying to other service sectors as well. More attention should be paid to specific barriers as opposed to horizontal ones.

iii) There would be much merit in a statistical study being conducted on the different service industries in the region.

iv) The Industry Department has commissioned the Hong Kong Productivity Council to undertake a consultancy study of the Hong Kong software industry. When this million-dollar research project is completed a better picture will be available in the following assessment areas:

- Hong Kong software market.
- Hong Kong software industry
- South China resources
- The regional market
- Regional government support/intervention case studies.

v) Usage of computer services, as an externalised, producer service merits a more detailed study to determine which China industries have a greater need for, and are more receptive to, outsourcing their computer services abroad.

vi) Development of computer standards and the question of compatibility may have trade implications in a cross-border context. ■



## RESIDENTIAL PROPERTY OPPORTUNITIES

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### Hong Kong Exhibition - 21<sup>st</sup>, 22<sup>nd</sup> & 23<sup>rd</sup> October 1994

### Hong Kong Hilton, Peak Room II, Queen's Road Central

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# Reducing the growth of our solid waste

Government consultative paper due in November or December

**T**he steadily increasing growth rate in the solid waste Hong Kong is generating is likely to fill our three new big strategically located landfills much faster than in their originally expected life of 20 years or more.

Hong Kong has one of these landfills in operation, another is nearing commissioning and a third will be ready in about a year.

The three, expected to solve Hong Kong's solid waste disposal problem for many years to come, are among the largest landfills in the world.

David A Arthur, principal consultant at Environmental Resources Management Hong Kong (ERM), told Chamber members, at a well-attended roundtable luncheon on September 2, if the growth rate were allowed to continue the Government would be "running to stand still" in the costly and time-consuming business of finding and constructing new landfill sites.

"Government certainly has got to do something about it," he said.

## Comprehensive study

ERM, in conjunction with GHK (Hong Kong) Ltd, economic and management consultants, are commissioned by Government to do one of the world's most comprehensive waste management studies in a bid to ease the pressure on scarce landfill resources within the territory.

The fully integrated study — possibly the first of its kind worldwide — is looking at a range of measures to minimise waste at source, improve collection and recycling methods and optimise waste management and disposal methods through the use of more effective technologies.

Government is expected to publish a public consultation paper on the subject in late November or early December after it sees all the comprehensive study.

The paper is likely to include educational, institutional, legislative and fiscal measures, together with some of the more recent developments in size and weight reduction technologies.

Work on the study began last February and a range of surveys are nearing completion. These aim to build on existing data and illustrate how current materials handling waste recovery systems work.



**David Arthur, principal consultant with ERM and head of their International Waste Group. A Chartered Engineer, specialising in waste management planning and resource recovery systems, he has worked on both high-tech and low-tech projects in UK, Europe, Eastern Europe, the Middle East, Africa and the Indian sub-continent. Prior to joining ERM five years ago he was Development Engineer for the North London Waste Authority based at the UK's largest waste-fired power station. He is based in Hong Kong for the 14 months duration of the Waste Reduction Study.**

香港環境資源管理顧問公司首席顧問柯大偉本身是一位特許工程師，在廢物管理規劃及資源回收方面經驗豐富。他以往曾在英國、歐洲、東歐、中東、非洲等地從事高科技及低科技的環保項目。他在五年前加入香港環境資源管理顧問公司，在此以前曾於英國倫敦北部廢物處理局工作，任職燃燒廢物發電廠的拓展工程師，該發電廠在英國同類設施中規模數一數二。他這次留駐香港十四個月，專責進行一項減少廢物的研究。

## Cleaner production

The surveys also explore the markets for secondary materials and the potential for manufacturing companies to adopt cleaner, low-waste production methods.

At the same time, an international review of waste reduction measures in some 25 countries has been completed, an exercise that has looked at the types of measures available and their success in achieving the required results.

Catherine Baker, chairman of the Chamber's Environment Committee, says the Chamber will respond to the consultative paper. She regards the roundtable luncheon on September 2 as very useful background in formulating the Chamber's response.

David Arthur explained to Chamber members at the round table luncheon why the study needs to be carried out. He looked briefly at some of the waste reduction policies the study may recommend to Government. He spoke briefly also on some of the private sector initiatives that are being undertaken, or are about to begin. He asked for Chamber members' reaction.

This produced some lively discussion.

## Disincentives

Nicholas J O Miles, managing director of GHK (Hong Kong) Ltd said one of the things the study was trying to do is to set up a series of incentives that will be disincentives to solid waste growth — so that what is done inside the factory, inside the shop and inside the house is changed, recycling is increased and ultimately a reduction in solid waste is achieved.

"The whole series of policy instruments we are looking at are designed to effect changes in what we all do. And it is important that we talk with as many people as we can in industry, commerce and elsewhere to get their reaction to what we will be proposing to Government."

David Arthur illustrated his remarks with slides that showed the growth rate of solid waste between 1978-93 (see charts).

He said: "Even domestic waste is gradually increasing at the same sort of rate that we can see in Hong Kong's commercial and industrial waste. And you've got huge increases in construction waste. But our study excludes us looking at construction waste which is being dealt with in other studies."

David Arthur said Hong Kong's three strategic landfills are expected to last for 20 years or more. But at the apparent growth rate of solid waste "that is going to be unlikely. They are not going to last the length of time the original strategy was set for."

## Unsustainable

"Secondly," he said, "our sort of growth rate is not compatible with sustainable development."

David Arthur said the growth rate in six countries in Europe in the last 10 years was between 30-35%. Two — Germany and France — had started to take action

# 減少固體廢物

政府有關諮詢文件將於十一月或十二月公布

香港固體廢物的「產量」持續上升，現有的策略性土地堆填區的預計使用壽命很可能會因而縮短。

香港現時只有一個土地堆填區，另一個已接近投入運作階段，而第三個預計將於一年內啟用。

第三個土地堆填區是全球同類堆填區中規模最大的一個，原先相信可應付本港在未來很多年的固體廢物處理問題。

香港環境資源管理顧問公司首席顧問柯大偉應邀以講者身份出席本會在九月二日舉行的圓桌午餐會。他在席上指出，假如增長速度繼續失控，政府便要趕快找尋更多合適的土地堆填區，這項工作將花費大量人力物力。

他強調：「政府必須找出對策。」

香港環境資源管理顧問公司與志益治基經濟及管理顧問有限公司同獲港府委任進行一項極具規模的廢物管理綜合研究，希望可解決本港土地堆填區嚴重缺乏的問題。

這項相信是全球首次進行的全面研究，目的是找出一系列措施，盡量減少製造廢物，改善收集程序及循環再造方法，以及透過採用更加有效的科技改良廢物管理及處理方法。

政府收到綜合研究報告後，預計會於十一月底或十二月初公布一份有關諮詢文件。

文件相信會包括與教育、制度、法例、財政有關的措施，並且提到一些較先進的體積及重量減縮技術。

研究工作在去年二月展開，多項有關調查已接近完成。這些調查是以現有的資料為基礎，試圖找出現行物料處理廢物復收系統如何運作。

研究又會探求第二級物料的市場，以及廠商能否採用更清潔和製造較少廢物的生產方式。

同時，顧問公司就二十五個國家減少廢物方法進行的調查作業已完成，這項調查旨在找出所有現行的方法及其成效。

本會環境委員會主席馮嘉蓮表示，本會定會就諮詢文件作出回應。她認為九月二日的圓桌午餐會提供了非常有用的背景資料，可供日後委員會訂定意見書時作參考之用。

柯大偉在會上闡釋進行是項研究的原因，並且透露研究報告可能會向港府提交的部分建議。此外，他又提到工商界所實行或準備採用的環保計劃。他在席上又呼籲與會人士積極參與討論。

志益治基有限公司董事總經理馬澳士

稱，研究的其中一項目標，就是希望找出一些獎勵措施，以控制固體廢物的增長。措施的目標，是希望所有工廠、店舖、家庭都會改變習慣，增加循環再造，最終減少製造固體廢物。

「我們希望訂定的政策，是改變所有人的習慣。因此，在提交建議前，我們希望盡量接觸更多各界人士，以聽取他們的意見。」

柯大偉利用幻燈片說明本港在一九七八至九三年間的固體廢物增長速度。

他說：「甚至家庭廢物的增長幅度亦與工商業廢物的相若。建築業廢物的增長速度更是驚人，但我們的研究範圍並不包括這個項目，建築業廢物將是其他研究的主題。」

柯大偉稱，香港的三個策略性土地堆填區原先預計可用二十年以上，但從現時固體廢物的增長速度看來，「情況很可能並非如此。這些堆填區的壽命很可能較原本預計的為短。」

「這種增長速度將導致香港無法達致平衡增長。」

他說，在過去十年，歐洲其中六個國家的廢物增長速度約為每年百分之三十至百分之三十五，其中德國和法國已採取行動加以應付，並已成功達致負增長。

自九零年開始，大部分歐洲國家都相繼採取類似行動。

「亞洲國家的固體廢物增長速度比歐洲國家的高出很多，港府對於這個情況已開始感到關注。香港的增幅是百分之七十，而曼谷更高達百分之二百。」

「找一個合適的土地堆填區可能需時十年，以便進行土地工程及其他準備工作。假如我們再不開始仔細覓選其他地點，土地堆填區很快便會不敷應用。」

「政府肯定要採取適當的行動。」

問：德國的固體廢物增長速度減慢，是廢物數量實際減少，還是由於該國將廢物輸出？

柯大偉：「有人認為德國其實只是把廢物輸出，但輸出的只是第二級物料。德國採取了一些非常積極的措施，以減少國內廢物的製造量。他們實行嚴格的循環再造計劃。當然，這些計劃也會帶來一些問題。」

他續稱，最佳的方法，就是首先避免製造廢物。但假如無法避免，則應盡量予以減少，然後設法把無可避免的廢物循環再造及使用。

「無法再造及再使用的，會給焚化或特

別處理。這樣，最終運往堆填區的廢物，數量會大幅減少。

「但無論怎樣，最終仍會出現一些需要堆填的廢物，因此，我們總需要某種形式的土地堆填區。因此，若有人表示已想出一個可以令廢物徹底消失的方法，肯定是謊話連篇，絕對不足採信。」

「政府給香港環境資源顧問公司和志益治基經濟管理顧問公司的任務，就是研究香港目前的情況，評估廢物的增長速度，現時採用的循環再造方法及其發展潛力，然後利用科技和政策雙管齊下，盡量減少需要傾倒在堆填區的廢物。」

「研究的最終成果，會是一套減少廢物的計劃。計劃會包括可供政府考慮的多項政策。對香港來說，這項跨越下一世紀的廢物處理策略極其重要。」

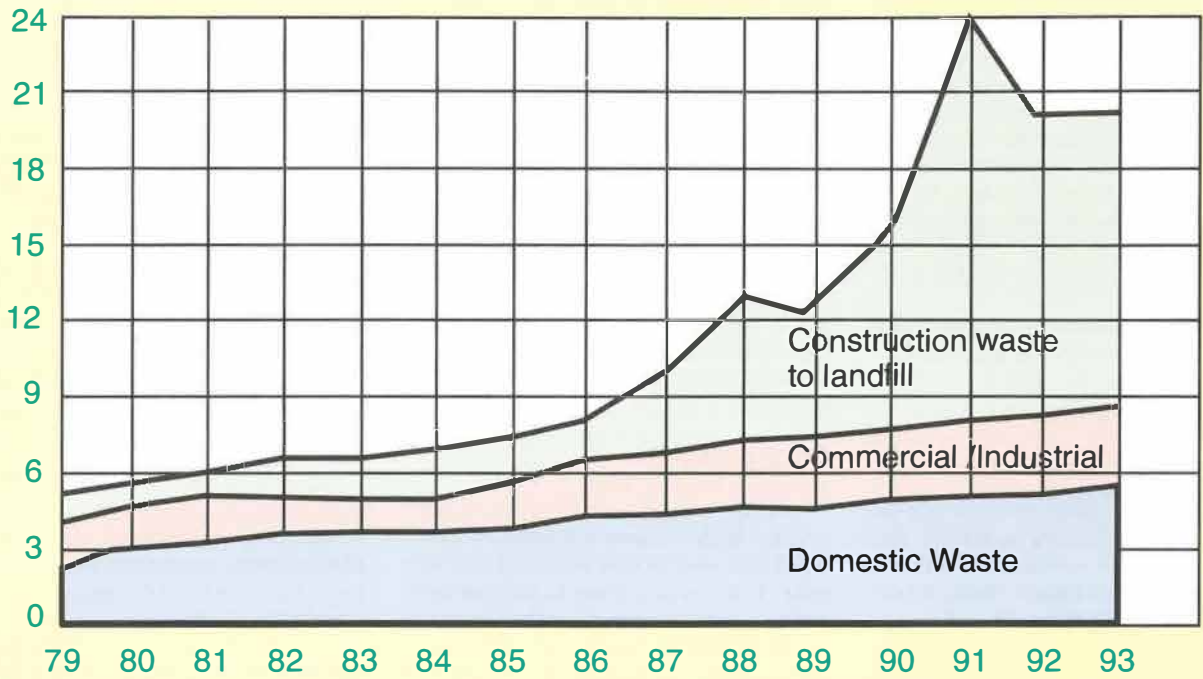
他補充，政策的最終目標，是要透過各種措施，改變人們對廢物的認知和態度。措施可包括直接立例、提供財政誘因或教育推廣。

「我們最近向港府提交了多份工作文件，列出某些我們認為適用於香港的政策。政策可分為核心政策及輔助政策。」

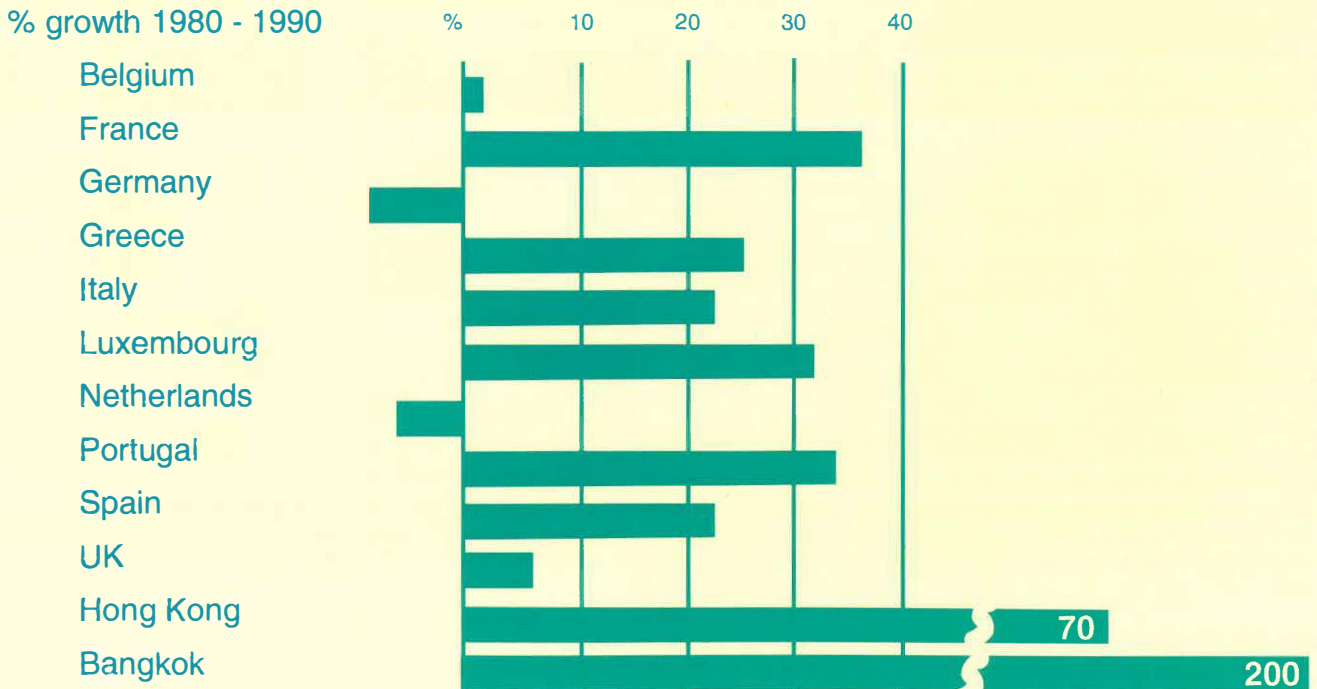
## 核心政策

- 向用者收費：政府會在今年底或明年初向使用土地堆填區的私營機構徵收使用費。現時經營收集廢物的業內人士，如果有需要使用化學廢物處理設施，便要繳交危險廢物處理費用。此外，政府亦計劃向所有家庭用戶徵收排污費用。向用者收費的好處，是可以提醒市民，他們製造愈多廢物，便要付出愈多金錢作為處理服務費。
- 製造者的責任：德國最先設立一套制度，將處理某些廢物的責任（基本上是包裝所造成的廢物）從地方政府轉移到製造者身上。如果某個廠商生產一些以包裝物料盛載的貨物，便有責任把包裝物料回收。這些廠商特別成立了一些公司，專門負責回收包裝物料。換句話說，包裝物料的部分廢物管理成本將轉嫁到消費者身上。德國的目標非常遠大，廢棄包裝物料的回收率很高。廠商不得把回收的物料焚化，政府規定他們必須將物料循環再造。德國的再造產品已充斥全球的第二級物料市場。德國的回收制度實行後不久，法國、奧地利便爭相仿效，並且改

## Waste Growth 1979 - 1993



## Waste Growth Rates - Europe vs Asia



to curb this growth and they had already achieved negative growth.

Most European countries have, since 1990, begun to take similar action.

"When these European growth figures are superimposed on Asia growth figures you begin to see our Government's concern. You have got Hong Kong with a growth rate of 70% and Bangkok 200%.

"If we are not very careful, so far as finding new landfill sites are concerned, we will be running to stand still because it takes 10 years to identify a site, let the tenders for construction and get landfills operational.

"Government certainly has got to do something."

*Q. Is the reduction in Germany due to exporting waste or is it an actual reduction?*

### Germany

David Arthur: "Some people say that Germany is actually just exporting its waste. But when you say export of waste you are talking about secondary materials. No, Germany has taken very positive action to reduce the amount of waste that is actually arising within Germany. They have got strict recycling programmes. Of course, that is causing problems (with exporting secondary materials)."

He went on to say the best option is to avoid producing waste in the first place. But if you can't avoid producing waste then, you should minimise the amount you produce. And once you have minimised your waste then you should recycle or re-use as much of the remainder as you can.

"What's left from recycling or re-use you can actually treat — incinerate, make compost or various other treatments that will further reduce the bulk of your waste before it requires to be landfilled.

"There will always be some waste left that requires landfilling. We will always need landfills of some description. People who come along and say we've got a wonderful new method of completely getting rid of waste should not be believed. That's my recommendation.

"The objectives that Government has set ERM-GHK are basically to look at the current situation in Hong Kong, gauge what's actually happening to our waste, what recycling practices are being undertaken, what's the potential for further recycling and then to develop both technologies and policies aimed at reducing the amount of waste going to landfill.

### Reduction plan

"The final output will be a waste reduction plan. It will set out a number of policies, a number of scenarios, which

Government will take on board. So it will be a very important document setting out a waste disposal strategy for Hong Kong into the next Century."

David Arthur said the ultimate aim of what policy instruments were adopted was at some point in the future to change people's perception of waste and their behaviour. These instruments would work in one of three ways:

- Through direct regulation.
- Through financial incentives.
- Through programmes of education and information.

"We have recently put forward a number of working papers to Government outlining some policies which we think might be appropriate for Hong Kong. There are two sets: Core policies and secondary policies which help out the core policies.

### Core policies

Core policy instruments:

- User charges: Landfill charges for private sector waste are coming in towards the end of this year or early next year. You already have to pay for hazardous waste treatment at the Chemical Waste Treatment facility. Government is about to bring in sewage charges to householders. The idea of user charges is to make people think about how much waste they are producing by having to put their hands in their pockets and pay for disposal services.

- Producer responsibility: Germany initially set up the system which shifts responsibility for disposal of certain types of waste — basically packaging — from local authorities to the producer. If you produce something in a package then you have to accept responsibility for taking the package back. Producers have set up companies to do that for them and it means the cost of waste management in disposing of the package is part of the cost of the goods to the consumer.

"Germany has very high targets and the waste packaging material is coming back. Producers are not allowed to incinerate it. They have to do something with it. Very good recycling schemes are in operation. But they are swamping the world's secondary materials market with their recycled products. Since the German system came into operation, France and Austria have implemented similar schemes, learning from whatever may have been the German mistakes. The system is receiving extremely wide interest in both Europe and America.

- Recycling credits: If you recycle a tonne of material from the waste stream then that saves on the cost of landfilling. So you save someone money, like the RSD, USD or Government. Organisations

sanctioned to receive recycling credits, such as local authorities and sections of industry, are repaid a certain percentage of avoided landfill costs. The credits are an incentive in promoting recycling.

### Secondary policies

David Arthur went on to outline the support instruments for the core instruments:

- Voluntary agreements: Government coming to agreements with industries on targets to recycle or restrict the use of certain types of materials. Industry comes up with voluntary arrangements to achieve the targets.

- Preferential purchase: That is only buying materials with recyclable content or are easily recyclable. Major multinationals are following this policy.

- Subsidies for recycling and waste reduction schemes.

- Price support.

- Land sales: Reduced land cost for building recycling facilities or facilities for using secondary materials.

Planning and building regulations: Including in the regulations provision for recycling and storage space on development sites.

David Arthur went on to talk about private sector initiatives that supported Government objectives offsetting stringent Government measures or regulations:

### Good PR

He said in Europe some initiatives were used as very good public relations. For instance, no longer were they advertising their washing powder as washing whiter than others but that the product comes in a refillable bag and is environmentally friendly. No longer were they talking in the last three years about better products but environmentally friendly packaged products.

In Hong Kong the Environmental Campaign Committee (ECC) is involved to reducing the use of plastic bags that the Government called problematic waste. Something like 16 million were used every day.

The ECC is also involved in organising a World Environment Day and organising a two-week Environmental Protection Festival.

The Retail Management Association is behind the campaign to reduce the use of plastic bags.

The Hong Kong Productivity Council organises workshops. It gives training and provides advice and consultancy. It has undertaken a number of pilot projects aimed at specific waste reduction or avoiding toxic materials.

The Private Sector Committee on the Environment runs an Environment Week and has launched a waste exchange



scheme aiming to take one industry's waste as raw material for another.

Friends of the Earth is running a recycling scheme. It has a high rating on creating awareness.

A number of projects are in the pipeline, such as one by the Telecom

Conservation Association, the Hong Kong Standard newspaper and Tsingtao Brewers. They are all involved in a scheme to collect paper from schools. Some 300 schools are already involved, the roundtable luncheon was told. The organisers plan to expand the scheme to cover

other materials.

David Arthur didn't mention the Chamber's own internal office initiative (and many others) to collect waste paper for recycling. The Chamber initiative has so far saved an estimated 372 trees. ■

良了德國制度的不足之處。類似的制度在歐洲和美洲都廣受注目。

- 循環再造的優點：將部分廢物循環再造，可節省土地堆填的成本，換句話說，諸如區域市政局、市政局及其他政府部門都會因而受惠。

柯大偉接著介紹輔助政策的構思。

**輔助政策**

- 自願性安排：政府與工業界就某些物料的循環再造和應用作出了一些安排。工業界自願作出這些安排，以達致共同的目標。
- 優先採購：只購買含有再造物料或容易循環再造的物料。很多大型跨國企業都採用這種政策。
- 資助循環再造及減少廢物的計劃。
- 價格支援。
- 土地批售：為興建再造設施或採用第二

級物料生產的設施提供較廉宜的土地。

- 規劃及建築法例：涵蓋於規管循環再造及倉庫地點的條例之中。

柯大偉接著談到私營環節如何採取自發性的行動支援港府的行動，希望藉此降低港府措施或規例的嚴格程度。

他說，在歐洲，部分洗衣粉代理商不再以加倍潔白作為宣傳口號，他們所標榜的，是洗衣粉以可供再用的容器盛載，對保護環境有利。在過去數年，商品廣告不再集中宣傳產品的質量，環保才是焦點所在。

香港的環境保護運動委員會近年積極鼓勵市民減少使用膠袋。據估計，現時全港市民每天大約使用一千六百萬個膠袋。此外，委員會又參與籌辦「世界環保日」和為期兩周的「環保節」。

零售管理協會在減少使用膠袋方面亦不遺餘力。

香港生產力促進局籌辦了多個有關研討

會，並且提供培訓、諮詢和顧問服務。該局進行了多項試驗計劃，目標是減少某些類別的廢物及避免製造有毒廢料。

私營環節環境保護委員會舉辦「環保周」，並且推出一項廢物交換計劃，協助某些工業環節利用其他環節所產生的廢物作為生產原料。

「地球之友」亦推出了一項廢物回收再造的計劃，該組織致力向市民灌輸環保意識。

目前正在密鑼緊鼓進行的環保計劃有很多，負責的機構計有：香港電訊環保協會、香港英文虎報、青島啤酒廠等等。此外，這些機構又參與學校廢紙回收計劃，現時參與計劃的學校近三百間，籌辦機構希望把計劃擴展到其他物料方面。

柯大偉並沒有提及香港總商會本身的廢紙回收計劃。截至現時為止，這項計劃共救回大約三百七十二株樹木。 ■

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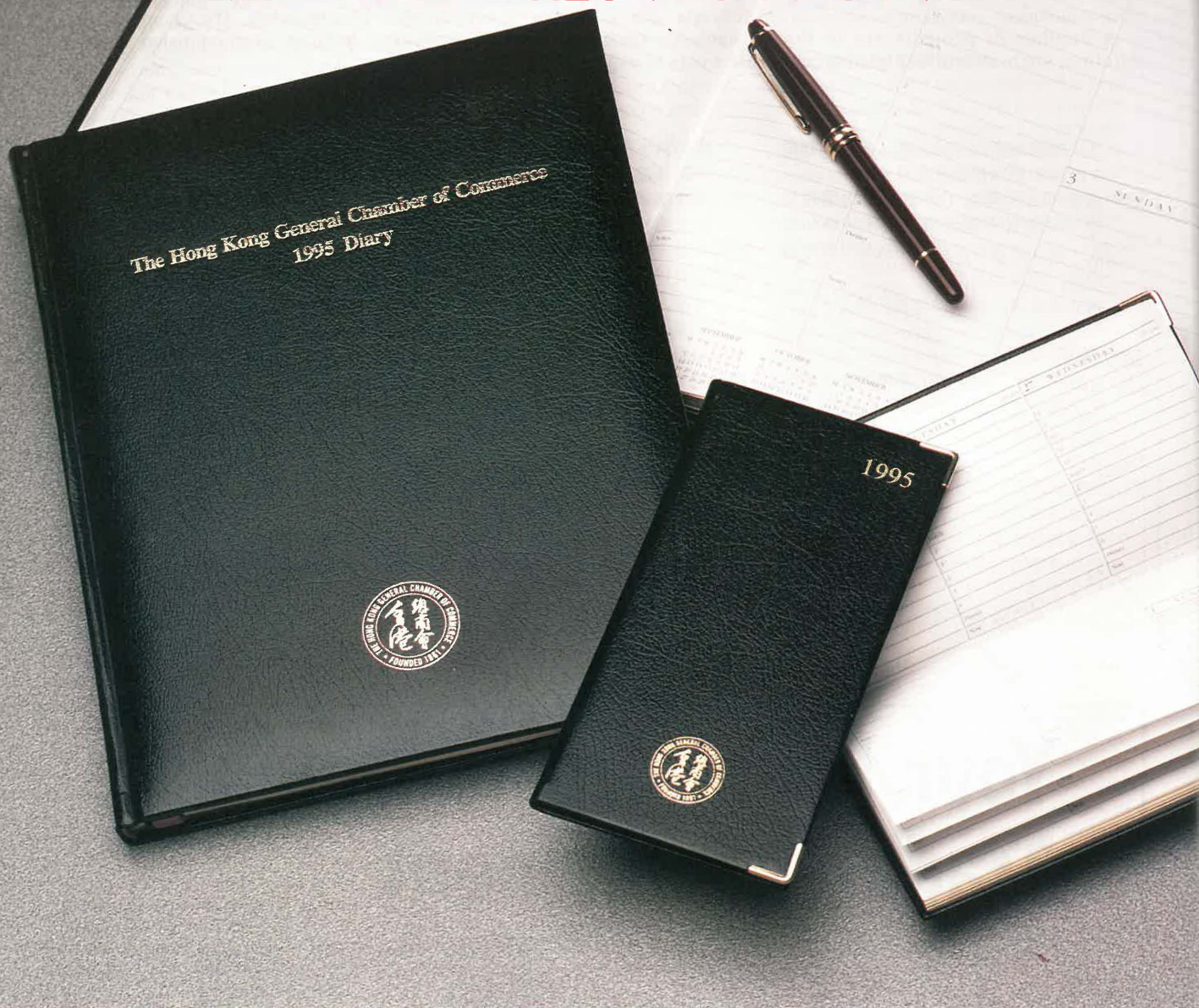
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# What's the hang-up?

## Raymond Fan defends Government's three imported labour schemes

**R**aymond Fan Wai-ming, Principal Assistant Secretary for Education and Manpower, defended at a Chamber round table luncheon on September 15, criticism of Government's three quota schemes for imported migrant labour.

He cited, among other problems, what happens when Hong Kong imports an unlimited number of foreign domestic helpers.

James Sutherland, deputy chairman of the Chamber's Small and Medium Enterprises Committee, asked Raymond Fan:

"Please explain to me why this tremendous fear about importing labour?... You don't have any restrictions on importing domestic servants... You don't have any restrictions on importing professionals... You don't have any restrictions on importing food because it's a free trading area. Why on earth is there a hang-up on importing labour?"

He said wage rates would not decline. Government thought only a fixed amount of labour was needed in Hong Kong. There is no fixed amount. Labour is a dynamic thing.

### Abuse

Raymond Fan denied the Government had any hang-up and said what he had been talking about were the levels allowed in what he admitted is a tight labour market. He complained of some employer abuse of the schemes and said the Government had to introduce autopay for imported workers to stop "pay-backs."

Earlier he had said under International Labour Convention No 97 the Government was obliged to render comparable treatment to migrant workers to local workers. He repeated that migrant workers contributing to the economy had to be treated fairly.

He went on: "Another thing: Under our schemes we import about 30,000 people. But then we have 50,000 unemployed of our own. Why can't we use our own people instead of depending on outside help?"

"Our unemployed are human beings out of a job. As a Government we are responsible to make sure our own people are well looked after. This is what a responsible and wise Government should do. This is not a hang-up. It is a brave and wise thing to do.

"Obviously from your point of view 30,000 is not enough. But it is not as sim-

ple as you think. How about security? How about infrastructure? How about social services for migrant workers?"

### Unlimited

Raymond Fan said foreign domestic helpers in Hong Kong were now about 130,000 and an example of what happens with unlimited importation of migrant workers.

"People say, let them in... work them day and night...some even say don't give them recreation places. Not in my backyard please!

"They want them to work but don't want to treat them well. Look at what's happening with no quota. They are in Central every Sunday. We as employers have a responsibility to treat them well. With no quota look what happens to our social services, security, hygiene and our environment."

Raymond Fan went on to say quotas provided a balance to avert these problems.

### Small yes

"I'm not here to say no to you but I'm here to say a small yes. The biggest yes we can get from the unions."

He reminded the round table luncheon, Hong Kong is becoming political and spoke of a private member's bill in Legco to reduce imported labour to zero.

James Sutherland: "Hong Kong is a prosperous society and this is a major damaging factor. Instead of justifying these ridiculous schemes you people ought to be doing something to help Hong Kong. I don't want to monopolise this discussion but to say there are unemployed in Hong Kong is nonsense. The people changing jobs are unemployed but Hong Kong has no long-term core of unemployed people with the necessary skills."

Raymond Fan: "There is."

James Sutherland: "Rubbish."

### Textiles

Dr Y S Chung, Chamber Assistant Director for Home Affairs and Administration, said as James had offered not to monopolise the discussion perhaps he could ask other members whether or not they had any questions?

There were several questioners.

Raymond Fan, replying to one from the textiles industry, said this industrial sector had got a very small quota in the



Raymond Fan holding up instructions and forms for applying for quota to import foreign migrant labour.

范偉明展示輸入外勞的指引說明及申請表格

latest allocations. Even then the union had been to him reminding him there was underemployment in the industry.

He said, in effect, some employers preferred eager and hardworking imported labour to those who had been in the industry for 20 or more years. If more migrant labour quotas were given there would be more unemployed local workers.

"The local workers are real human beings not numbers, he said. "With the Government the bottom line is the human side and that is important. If Government doesn't get the balance right we could end up with no quotas. The situation is very delicate and real."

### Inconvenience

Raymond Fan explained to another questioner it depended on when existing migrant contracts expired when new quota could be imported. New quotas were sometimes fulfilled one or two at a time not all at once. He knew this inconvenienced employers and it was something he would like to improve upon.

The principal Assistant Secretary called for feedback on the pilot scheme of 1,000 professionals and

# 論輸入外勞計劃

## 首席助理教育及人力統籌司為港府的輸入外勞計劃辯護

**港** 府首席助理教育及人力統籌司**范偉明**於九月十五日應邀出席本會舉辦的圓桌午餐會，他在席上反駁外界對港府的三個限額輸入外勞計劃所作出的批評。

他並以無限量輸入外地家務助理為例，說明不設配額將導致的種種問題。

本會中小型企業委員會副主席**詹瑞能**於會上提出一個問題：

「輸入勞工真是那麼可怕嗎？……香港是個自由貿易區，我們從來沒有限制輸入外地傭工、專業人士和各種糧食！為甚麼輸入勞工會變得這般『與別不同』呢？」

詹瑞能相信薪金水平下跌的機會極微。政府認為香港只需要一定數額的勞工，不過，勞工是一種流動的資產，根本沒有定額可言。

### 濫用配額

范偉明否認政府有意阻撓輸入外勞的說法，他強調，政府只是要謹慎斟酌輸入勞工的人數。他說，部分僱主濫用了這項計劃，政府甚至要為外地勞工引進「自動轉帳」的支薪方式，以防止發生「克扣工錢」的情況呢！

他指出，根據《國際勞工組織公約》第九十七條，政府有責任確保外地勞工獲得與本地工人相等的待遇。他一再強調，我們必須公平對待那些為本地經濟作出貢獻的外地勞工。

他說：「政府的計劃是輸入三萬名外地勞工。不過，本地的失業人數卻高達五萬人！我們為甚麼不聘用本地居民，反而倚賴外勞呢？」

「作為一個政府，我們必須照顧市民的需要。這絕對是負責任和明智的做法，而不是甚麼蓄意阻撓。

「從兩界的角度來看，三萬名配額顯然是不足夠的。但是，事情是否真的這般簡單？保安問題可以配合得來嗎？基建和各種社會服務又足以應付新增加的需求嗎？」

### 不設上限

范偉明表示，香港現時共有十三萬名外籍家務助理。這正好帶出了無限制地輸入外勞所帶來的種種後遺症。

「大家最希望這些人日以繼夜地工作，有些僱主甚至不讓她們有休憩的地方呢！」

「僱主只知道要這些外地傭工幹活，但又不願意為她們提供合理的待遇。這個難道不是無限量輸入外勞所造成的惡果嗎？她們每個週日在中區的聚會，顯然對社會服務、

保安和環境衛生帶來了沉重壓力。作為一個負責任的僱主，我們必確保這些勞工獲得合理的待遇。」

范偉明指出，配額正好是平衡這些難題的良方妙藥。

### 原則上支持

「政府並非全盤否定輸入外地勞工的建議。原則上，我們認為這是可行的。反對最激烈的人士反而是本地的工會組織。」

他提醒在座人士，香港已變得越來越政治化。此外，他亦提到曾經有立法局議員以私人法案方式動議停止輸入外地勞工。

詹瑞能表示：「此舉將嚴重損害香港社會的繁榮。政府與其為這些荒謬的政策找尋藉口，倒不如多做一些對本港有利的事情。我不希望在這兒『壟斷』其他人士的發言機會。不過，對於你剛才談到的『失業問題』，我不敢苟同。香港市民『失業』，大抵是由於轉換工作的過渡期所造成。具備適當技能的市民根本不存在『失業』的煩惱。」

范偉明回應說：「香港確實存在著失業問題。」

詹瑞能：「恕我不敢苟同！」

### 紡織業

本會工業及行政事務部助理總裁**張耀成**博士隨即邀請其他在座人士發問。

數位與會者於是向范氏提問。

范氏回應一位紡織業人士的提問時指出，工業界可獲分配的限額極其有限。即使這樣，有關工會還是要一再提醒政府，業內存在著開工不足的問題。

他承認，有些僱主寧願聘用較為勤奮的外地勞工，亦不願僱請在行內工作多年的本地工人。假如增加輸入外勞的配額，將導致更多本地工人失業。

「本地工人失業是既實在、又敏感的問題，絕非數字遊戲！假如政府未能取得平衡，大有可能導致出現取銷輸入外勞配額的局面。」

### 造成不便

范氏回應另一位發言者時表示，增加配額亦要視乎現時生效的外勞合約將於甚麼時候屆滿，政府有時亦不可能於同一時間一次批出全部合約。政府希望能夠改善這種情況，減低對僱主所造成的不便。

他呼籲在座者就輸入一千名內地專業人士及經理的計劃發表意見。

一位會員指出，由於這批「外勞」可以在港轉工，因此，他需要謹慎考慮是否提出申請。除了行政開支外，參與計劃的僱主還須

向中方的介紹所繳付高達三萬港元的介紹費。假如這樣聘請回來的職員最終為其他公司所用，實在並不划算。

范偉明保證，即使這些專業人士在港轉工，亦只限於與其專長有關的職位。他希望搜集更多外界的意見，以便對計劃作出修正。

### 從中取利

張耀成博士指出，由此看來，介紹所倒成了計劃的最大得益者。事實上，外勞很多時都因為工資較本地僱員為低而感到不快呢！

范偉明回應說：「假如介紹所行為失當，我們可以向中方反映意見。不過，要是情況真的如斯惡劣，而你又堅持要申請，那就只好『貴客自理』了。」

### 笑話一場

另一位發言的承建商指出，配額的分配辦法簡直是笑話一場。政府承認建築工人短缺，因此將大量配額給予新機場的承建商使用。可惜政府進行的調查只著眼於總承建商的需要，而忽視了一般『判頭』的情況。

范偉明回應說，政府會認真檢討這個他形容為「與別不同」的情況。他承認，新機場和公共房屋工程將需要更多建築工人。

「我們會認真考慮下一回輪的配額分配方式。」

午餐會開始時，這位政府高官首先用上下二十分鐘介紹政府的三個輸入勞工計劃：

「一九八九五月，政府首先推出輸入三千名非技術勞工的計劃。其後，政府不斷調整配額的上限。現時，是項計劃的配額為二萬五千人。」

「一九九零年七月，為配合新機場工程，政府宣布輸入二千名外地建築工人。現時，機場核心工程的輸入勞工上限已增至五千五百人。」

「今年政府批准從內地輸入一千名專業人士及經理級人員，並預算在一年後進行檢討。」

### 簽證委員會

范偉明表示，輸入勞工的申請將由入境事務處主管的「工作簽證統籌委員會」審核。申請人必須首先向勞工處登記有關的職位空缺，並證明未能在本地找到適當的人選填補。

去年共有六成申請由於各種原因而遭取銷資格，包括出價過高，在未能提出合理的解釋下拒絕聘用勞工處推薦的本地工人，以及申請人所需的技術水平不屬非技術勞工的



The round table luncheon. 午餐會舉行情況

managers from China.

A member said his firm was still considering whether or not it should apply because once these people were in Hong Kong they could switch jobs. Since an employer had to pay something like HKD30,000 to an agent on the Chinese side, excluding administration costs, it could be a costly exercise if going through all the procedures and expense resulted in providing staff to one's competitors.

Raymond Fan confirmed that imported professionals and managers could switch jobs provided the switch was to a job in the same category of expertise. He said he needed feedback to refine the scheme.

### Agents winners

Dr Y S Chung said it seems the agents were always the winners. The imported labourers were not always very happy when they received much less pay than their colleagues.

Raymond Fan said: "If the agency is doing an outrageous thing we could reflect it to the Chinese side. But if the hassle is that bad and you still want them that's your business."

### Joke

Another member from a construction

範疇等。

### 方程式

范偉明表示，配額的分配乃根據方程式計算出來，佔同等比重的四大因素計有：

- 政府統計處就各行各業所進行的職位空缺調查結果
- 工資趨勢
- 失業及開工不足的情況(以每個行業計算)

contractor's firm said the low quota in the latest allocation was a joke. The Government acknowledged there was a shortage of construction workers by allocating quotas to contractors at the new airport. But the survey done on the industry as a whole seemed only to consider main contractors, not subcontractors.

Raymond Fan said he was looking into the situation which he called unique. He acknowledged more people would be needed for housing for the airport and the Housing Authority was talking about increasing the construction of housing estates.

"I hear you and will need to look closely at the allocation in the next scheme," he said.

The Principal Assistant Secretary spent his first 20 minutes explaining Hong Kong's importation of labour schemes. He said there were three:

- In May, 1989, a general scheme was introduced for 3,000 unskilled workers. The quota ceiling had been revised subsequently and now stands at 25,000.
- In July, 1990, a separate scheme for 2,000 construction workers for the new airport was announced. The quota level was increased up to 5,500 for airport core projects.
- This year a pilot scheme to bring in 1,000 professionals and managers from

- 有關行業在本地生產總值所佔的比重

### 未來動向

范偉明亦談到政府在這方面的未來動向。

「我們將密切留意勞工供應的情況，並盡力使各個計劃發揮其最大的效用。不過，我希望提醒各位注意另一個解決勞工問題的辦法。

「本港的失業率為百分之二，也就是

China was announced, subject to review after one year.

### Visa Committee

He said applications are considered by the Employment Visa Co-ordination Committee, headed by the Immigration Department. Vacancies in applicant firms had first to be registered with the Labour Department and only when registered vacancies could not be filled locally was quota to import considered.

Last year 60% of applications were disqualified for various reasons. These included overbidding, proven unwillingness to employ locals referred by the Labour Department's employment service for no good reason and the levels of skills required were not unskilled labour.

### Formula

Raymond Fan said allocation of quota is by formula. The four factors with equal weight are:

- The Census and Statistics Department does a survey and comes up with the number of vacancies by sector.
- Wages. The trend of wage movement is taken into account.
- Unemployment and underemployment by sector is calculated.
- Value of GDP contribution in each sector of the economy is taken into account.

### Way forward

Raymond Fan described the way forward.

He said: "We will monitor the labour situation which we know to be very tight. We will do our best to maximise effectiveness of our schemes. But I would like to draw your attention to the alternative.

"Our 2% unemployment rate means 50,000 Hong Kong people not gainfully employed. We should do our utmost to help these people. Obviously one way to do it is train them. You all know about the Employment Re-training Board (ERB).

"The Board can tailor-make programmes for you. Say what you want. I strongly urge you to approach ERB to see what they can do for you. But if you still think you need to import labour contact me." ■

說，社會上還有五萬人尚在尋找工作，我們必須為這羣人提供協助，職業再培訓計劃正是其中一個辦法。相信在座各位對僱員再培訓局一定不會感到陌生。

「該局能因應各位的特殊需要而制訂不同的再培訓計劃。因此，希望各位主動與他們聯絡。不過，假如各位仍然選擇輸入外勞，那麼，請盡快和我聯絡。」 ■

# Hurdles to retailing

## Round table on experience

The Hong Kong Franchise Association organized a business roundtable luncheon on 16 September 1994.

Ms Doris Ho, China Operations Manager of Theme, the fashion and accessories retailing chain, owned by Mercuries Jeantex Holdings Ltd, was invited to speak on Theme's experience of operating franchised/retail shops in China.

Theme Shops in China are operated by a joint venture between Mercuries Jeantex Holdings Ltd and Guangdong Enterprises (Holdings) Ltd.

Ms Ho said that Theme has retail outlets in Guangzhou, Jiangmen and Shenyang. The one in Jiangmen is a franchised store. Another franchise outlet will open in Guangzhou in October. Both franchised shops are owned by local Chinese franchisees. According to Ms Ho, a Hong Kong resident can theoretically apply for a retail licence in Guangzhou but she hasn't seen one such example yet.

Ms Ho felt that the most common hurdles encountered in operating a retailing chain in China are:

1) Securing a suitable site. Nowadays, prime sites are difficult to come by and even if they are available, they come at a high price.

2) Management - the franchisor or the Hong Kong partner, needs to have a manager stationed in China to oversee the



At the roundtable luncheon on franchising/retailing in China.

圓桌午餐會一隅

daily operation and to give advice.

3) Human resources - one has to be very careful in hiring suitable and qualified personnel and be very specific in recruitment advertisements.

4) Replenishing merchandises would need one day's time even if both the distribution centre and the shops are located in Guangdong Province. One has to allow plenty of time in movement of goods and persons in China.

5) Taxation - when opening

branches outside the province where the company is registered, check first whether double taxation would be required.

6) Service marks protection.

She reminded potential franchisors that connections and personal relations are very important and absentee franchisees should be avoided. Besides, franchise agreements should be very carefully drawn up to avert future conflicts, such as franchisee's rights in selling to local wholesalers, etc. ■

## 中國零售業問題何在？

香港特許經營權協會於九月十六日舉辦了一個圓桌午餐會，主講嘉賓是 Theme 時裝店中國營運經理何雪兒。她在會上與參加者分享該公司在中國經營特許經營/零售店的經驗。中國 Theme 是三商行集團和粵海企業(集團)有限公司在國內合資經營的時裝連鎖店。

何氏指出，Theme 在廣州、江門、瀋陽等城市都設有零售店，而其中江門的分店是以特許經營方式經營的、一般稱為“加盟店”。另一間位於廣州的加盟店將於今年十月開幕。兩間加盟店都是由當地商人所擁有。據何雪兒透露，香港居民理論上也可以在廣州申請零售業牌照，但截至現時為止，

她仍未見過有成功的先例。

她認為在國內經營零售連鎖店最常見的困難包括：

1. 覓選合適的鋪位。現時國內的旺鋪可遇不可求，即使僥倖找到，租金往往亦十分高昂。
2. 管理：總店主或港方夥伴需要派駐一位經理到國內工作，以監察加盟店的日常營運及提供意見。
3. 人力資源：挑選合適而又具備足夠資歷的員工時必須十分審慎，刊登的招聘廣告須力求詳盡。
4. 補充貨源需時長達一天，即使是位處廣東省的批發及零售店亦不例外。經營者

必須就貨物運送和員工往返預留充足的時間。

5. 稅務：如要在公司所屬省份以外的地方開設新店，應該先行查看是否須要繳交雙重稅項。
6. 服務商標的保障。

她提醒有意晉身總店主行列的商人，在中國經營零售業務，聯繫和個人關係極為重要，他們應確保加盟者會親力親為地管理店務。此外，撰寫特許經營權協議時亦應非常小心，以免日後在諸如加盟者是否有權向當地批發商售賣貨物等問題上發生爭拗。 ■

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# Surprise at Gaolan

Work progressing on the biggest seaport in the Far East

**D**oubts about the need for Container Terminals 10 and 11 on Lantau have been raised by some of the Chamber's 32 members who visited Gaolan on September 15.

At Gaolan (to be renamed Zhuhai Harbour) the Chamber visitors with shipping interests were told the new seaport now under construction will eventually have about 100 berths and would be the biggest seaport in the Far East.

This came as a surprise to the visitors who have previously been hearing some suggestions that, because of the delays over CT9, the Government ought to get on with the construction of CT10 and 11.

Prior to the Gaolan visit the members



Cheung Ching-tai, the general manager at Gaolan briefing the Chamber visitors.

高欄港貨櫃碼頭總經理張靜泰向代表團介紹港口運作情況

## 高欄港發展令人大感意外

高欄港將成為遠東區最大型的深水港口

**本**會代表團一行三十二人於九月十五日參觀高欄港，部分團員在瞭解港口的發展規劃後，質疑香港有否需要興建十號和十一號貨櫃碼頭。

代表團大部分成員來自船運業，他們參觀高欄港(將易名為“珠海港”)時獲悉，這個新港口正在全速施工興建，最終會建成約一百個泊位，是遠東區最大型的深水港口。

團員對於高欄港的發展規劃大表意外，因為港府以九號貨櫃碼頭一再受延誤為理由，建議盡速興建第十號和十一號碼頭。

在參觀高欄港前，團員只知道中國計劃在距離沙頭角不遠的鹽田興建新港口，以及新港口對葵涌貨櫃碼頭可能造成的影響。

### 個人見解

是次活動由本會前船務委員會主席(金山輪船國際有限公司副主席)梁敏行負責統籌，他返港後接受《工商月刊》訪問時表示，他個人認為香港並無需要興建十號和十一號貨櫃碼頭。

這位經驗豐富的船運業人士解釋，十號和十一號貨櫃碼頭計劃所基於的假設，就是目前的貨運增長速度會持續下去。不過，他個人認為，在未來大約五年內，中國將建與公路直通高欄港，附近一帶的道路交通網絡會日漸改善。

問：高欄港和鹽田港的情況是否一樣？

梁：「都是一樣。現時很多運抵本港的貨物都是來自珠江三角地區的，當高欄港和鹽田港的基建及港口服務得到改善後，將可分擔本港部分海路運輸的流量。」

問：全部或是部分流量？

梁：「相信不是全部，因為香港的港口確是效率很高的。此外，高欄港需要二、三十年方可成熟發展。」

### 香港的問題

他補充說：「香港的問題在於道路樽頸和興建成本，港口及貨站並非問題癥結所在。我相信香港貨櫃碼頭的高昂收費，最終會逐漸削弱本身的競爭力。在香港，諸如填海等工程成本極高。」

問：假如興建一條鐵路連接葵涌貨櫃碼頭，情況會否改觀？

梁：「當然會。不過，高欄和鹽田確實具備相當潛力。鹽田港起步較早，設施也較佳，相信會比高欄港發展得要快。據我所知，鹽田港已取得所需的發展資金，但高欄港目前仍在尋找投資者。這項工程的規模龐大，香港國際貨櫃碼頭亦有參與，但我對於其參與程度則不甚了了，究竟它是全資參與或是部分參與，我不得而知。」

問：你參觀過高欄港後，是否對投資總額有點頭緒？

梁：「不是，我們獲得香港國際貨櫃碼頭派駐高欄港的職員接待，但相信他們對於這項發展的詳情也不甚清楚。」

### 海外船公司

問：首間外國船公司已開設通往鹽田港的航線，國際性的船公司何時才會以高欄港作為目的地？

梁：「馬士基已經開辦通往鹽田的航線，而英國鐵行商運有限公司亦已開辦蛇口航線，但班次並不頻密。我相信高欄港仍需假以時日，方可吸引船公司開辦國際航線。」

他說，代表團在高欄港看見一艘常規貨船，其排水量約為二萬噸，這艘貨船所停泊的泊位設有吊機，可供貨櫃船隻使用。

他說，高欄港設有一個可供二十五萬噸排水量油船使用的泊位，以及一個可供十萬噸排水量運煤船使用的泊位。

梁氏稱，總商會代表團使用一條興建中的高速公路前往高欄港。該條公路建成後，將有六條行車線。代表團在途中並沒有看見鐵路。

他續稱，據他瞭解，高欄港現時的吃水深度是十一米，但到了填海工程完成後，深度會提高至二十米，屆時便會成為區內吃水最深的港口。

填海所需的沙泥是透過炸毀附近山丘所得，有關方面預計會在填海所得土地上興建一百個泊位。

「與香港相比，當地的勞工成本頗為便宜，因此，最終的港口收費亦應較低。」

had been hearing only about the new China seaport at Yantian, not far from Shataukok, and its impact on cargo growth at Kwaichung.

**Personal view**

Liang Ming-hang, Vice Chairman of Island Navigation and a past president of the Chamber's Shipping Committee that organised the Gaolan visit, told The Bulletin afterwards he personally now couldn't see the need for CT10 and CT11.

M H Liang, one of Hong Kong's most experienced shipping men, explained the plans for CT10 and CT11 assumed the cargo growth rate that is now overwhelming Kwaichung's existing container terminals would continue. But he now personally thought that in another five years or so, the road system in China feeding Gaolan and the linkage infrastructure would be "more ready."

*Q. That applies to both Gaolan and Yantian?*

M H Liang: "Yes. Many of the cargoes

coming to Hong Kong today are from the Pearl River Delta. When the infrastructures to Gaolan and Yantian are ready, when the service is ready, those ports can take part of the traffic from Hong Kong."

*Q. Part or all?*

M H Liang: "I don't think all because of Hong Kong's efficiency. Besides, it will take 20-30 years to fully develop Gaolan."

**Hong Kong's problems**

He added: "In Hong Kong the problem is not the container port and its terminals. It is the bottleneck on road traffic and the construction costs. I think Hong Kong is pricing itself out of the market. It is so costly, these reclamations etc.

*Q. Would building a railway from the border to Kwaichung make a difference?*

M H Liang: "Of course, it could make a lot of difference. But still there's the potential for Yantian first and then Gaolan. Yantian is more ready. Gaolan is a bit lagging behind. At least from my understanding the funding is there for Yantian. Gaolan, I think, is still looking for investors. The development is huge. Hong Kong International Terminals (HIT) is involved but I don't know to what extent. Whether it is 100% or only a portion.

*Q. On your visit to Gaolan did you get any idea of how huge the investment might be?*

M H Liang: "No. We were entertained and shown around by local HIT staff. I

M H Liang, presents a token of thanks to Alfred Leung, of the HIT staff.

梁敏行向香港國際貨櫃碼頭的代表梁樹波致送紀念品



Group picture of the Chamber delegation with HIT local staff, a crane in the background.

代表團與香港國際貨櫃碼頭職員合攝，背景是港口的吊機



On the tour of Zhuhai Harbour.

代表團遊覽珠海港

Alfred Leung, HIT Manager Delta Ports, briefs the visitors on development plan.

香港國際貨櫃碼頭三角洲港口經理梁樹波介紹港口的發展計劃



don't think they had that sort of detail on this macro development."

### Overseas Lines?

*Q. The first overseas shipping line has gone to Yantian. When will international liners call at Gaolan?*

M H Liang: "Maersk has gone to Yantian and P&O to Shekou. The frequency of sailings is not significant. I think Gaolan could be some time yet."

He said he had seen a conventional cargo vessel at Gaolan during the Chamber's

visit. It was probably less than 20,000dwt. The berth where it was moored could accommodate container ships because it was equipped with a crane.

He was told there would be a berth for oil tankers up to 250,000dwt and another for coal carriers up to 100,000 dwt.

M H Liang said the Chamber visitors passed along a highway under construction to the port. When completed it would have six lanes.

They saw no railway.

He said he understood the draught at this stage at Gaolan is about 11 metres. But when reclamation was completed the draught would be about 20 metres, the deepest seaport in the region with a little dredging.

The reclamation is being done by blasting nearby hills. The 100 berths would be built on the reclamation.

"The labour cost is relatively cheap and must be cheaper than construction in Hong Kong. Port charges eventually should be cheaper." ■

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# Disruptive and unforunate

Paul Cheng expresses his personal views about latest US Taiwan move and President Lee's bid to attend the Asian Games

**P**aul Cheng, Chairman of the Chamber's Hong Kong Taiwan Business Cooperation Committee (HKTBC), describes the recent United States decision to upgrade its relationship with Taiwan as disruptive to US improving relations with China.

He speaks personally. Nor does he support Taiwan on the other sensitive one-China issue that was raised last month when the Taiwan President, Lee Teng-hui made a bid to be invited to the Hiroshima Asian Games, embarrassing Japan. The organisers then banned invitations to all overseas political figures from the Games.

In an interview with *The Bulletin*, Paul

Cheng qualifies the view that Taiwan's relations with Hong Kong are entirely in the private sector by saying:

## On the surface

"That is true on the surface. But some of them on the counterpart to our HKTBC — that is, the Hong Kong/Chinese Taipei Business Cooperation Committee — are members of the KMT, for example. Some of them are very influential with the Taiwan Government. Sometimes you cannot totally separate them and say they are totally in the private sector."

Paul Cheng goes on to explain what the HKTBC has done for burgeoning

three-way trade between the Mainland, Hong Kong and Taiwan:

He says: "The Taiwanese initially tried to use the business cooperation committees we set up to get closer to contacts with China because the law in Taiwan forbids direct contacts.

"After the initial couple of six-monthly meetings I was able to arrange for them to start meeting some Mainland officials. This contact was with the China Council for the Promotion of International Trade (CCPIT). I got the chairmen of the Taiwan Federation of Industries and of CCPIT together. We played golf in Hong Kong.

"I got them to know each other. Later

## 中美關係蒙受影響

鄭明訓就美、台關係的最新發展及李登輝爭取出席亞運等問題發表意見

**香**港台北經貿合作委員會主席鄭明訓指出，美國提升對台關係的決定，勢將影響本來正日趨改善的中美關係。

鄭明訓就此事抒發己見。

台灣總統李登輝爭取出席廣島亞運會，結果引發了一場「一個中國」的爭議，而且令到日本的處境十分尷尬。鄭氏對於台灣的做法並不敢苟同。亞運會主辦當局後來決定不邀請外國政要出席這項盛事。

鄭氏在接受本刊訪問時，修正了一般人認為港台關係只限於民間層次的說法。他表示：

### 表面現象

「表面看來這說法是對的。事實上，港台經貿合作委員會的部分台方成員本身也是國民黨黨員。他們很多時都有能力左右政府的決策，因此，要界定他們是否完全來自民間，有時並不容易。」

他接著解釋委員會如何促進兩岸三邊的貿易關係。

「由於台灣法律禁止人民直接與大陸接觸，因此，台方最初是希望透過委員會來加強與內地的聯繫。

「經過雙方的首兩輪聯席會議後，我們嘗試安排台方委員會與大陸官員會面。結

果，我們成功安排了中國貿促會與台灣工業總會的主席在本港進行了一次高爾夫球聚會。

「我給他們互相引見。這次接觸促成了一個台灣商業代表團於去年底到北京訪問。代表團獲得中共總書記江澤民和其他領導人的接見。我們正好擔當了中台橋樑的角色。」

### 中國企業協會

「此外，在我們的努力下，主要由大陸駐港公司組成的香港中國企業協會也參加了上次聯席會議期間所舉行的午餐會和晚宴。

「隨著該會越來越多會員加入總商會，我衷心盼望他們會參與下一屆聯席會議。

「由此看來，我們在促進中、港、台三方的間接貿易方面，確實擔當著一個舉足輕重的角色。這對台灣尤其重要，內地的工資和地價較低，所有經香港輸往大陸的台灣原材料和機器都會因而受惠。

「另一方面，大陸的製成品亦經香港分銷到世界各地。這大大有助台灣廠商保持競爭能力，意義十分重大。」

### 美國動向

鄭明訓是英之傑的首腦，他可能會在明年角逐本會立法局功能組別的議席。他接著談到其他有關中國的熱門話題。

他說：「我個人認為，美國提升對台關係的決定，實非明智之舉。事實上，經過亞太經合組織在西雅圖召開會議，最忠國待遇

與人權問題脫勾，加上美國商務部長布朗訪華及簽署大量訂單和意向書，中、美關係似乎已漸趨和諧。

「美國實行『一個中國』的外交政策已有十五年歷史。可是，克林頓總統卻在這個時候突然宣布容許美國官員與台灣進行官方接觸，甚至訪問台灣，以爭取更多商業機會！

「九七將至，台灣是繼香港以後另一個統一目標。這個問題非常敏感。因此，我個人認為，最少在短期內，美國的舉動將對中、美關係產生負面影響。」

### 違反聯合公報

問：這不是違反了中、美當年簽署的《上海聯合公報》嗎？

鄭：「可不是嗎？美國人一方面表示不會違反『一個中國』的政策，但他們的行為卻明顯地破壞了雙方的協議精神。這實在令人遺憾！」

談到事件的肇因，鄭明訓補充說：「也許是美國政府故意為之，藉此為未來的談判攫取籌碼吧！這事又有誰說得準呢！

他同時談到李登輝總統爭取出席廣島亞運會一事。

他說：「文化和體育活動有時總免不了被政治人物利用，這難免叫人感到惋惜。我個人認為，這方面的交流應嚴格限制在民間的層面，避免與政治扯上任何關係。

「世事本來就已經複雜多變，我們絕不希望出現類似的政治干預！」

**Paul Cheng.**  
鄭明訓



last year, as a result, a Taiwan business delegation went to Beijing and was received by Party Secretary, Jiang Zemin, and a lot of other people. So we sort of helped bridge the gap.

### Enterprises Association

"Also, as a result of our efforts, the Chinese Enterprises Association in Hong Kong, comprising mainly of representatives of Mainland China companies operating in Hong Kong, joined us in luncheons and dinners during our last joint meeting of the business cooperation committees.

"I am hoping, as more members of the Chinese Enterprises Association become members of the General Chamber, they

will then be able to participate in our next joint meeting of the business cooperation committees.

"So I think we play a very important role in the three-way indirect trade between the Mainland, Hong Kong and Taiwan. Obviously, it is important to Taiwan because all the raw materials and machinery shipped through Hong Kong to Mainland China takes advantage of the cheaper land and lower labour cost.

"In turn, products are manufactured and exported through Hong Kong to the rest of the world. It keeps the Taiwan manufacturers competitive on a world-wide basis. I think that's very critical."

### US move

Paul Cheng, boss of Inchcape Pacific and a likely candidate for the Chamber's Legco seat in the 1995 elections, turns to other recent China sensitive issues.

He says: "I personally feel that the US decision to upgrade its relations with Taiwan is not a very wise move. The mood in Sino-US relations seemed to be on the upswing following the Seattle meeting of APEC, the MFN decision that delinked the trade and human rights issues and Secretary of Commerce, Ronald Brown's visit with a high-level US business delegation that signed quite a few contracts or at least letters of intent.

"But now suddenly President Clinton decides after 15 years of one-China policy to allow US officials to have contacts with and visit Taiwan, even at the Ron Brown

level. On the surface the President says its to generate business, strictly commercial and not political.

"But Taiwan from 1997 is the next priority after Hong Kong to be absorbed into China. It's a sensitive issue. So I personally think this latest US move will somehow, at least in the short-term, have some negative impact on the overall Sino-US relationship.

### Breach

*Q. Is it a breach of the Shanghai Declaration?*

Paul Cheng: Exactly. The Americans are saying they are not breaking the one-China policy but the spirit of China's agreement with America is being disrupted. I think it is unfortunate.

Searching for an explanation, he adds: "May be it is a deliberate move on the part of the US to gain some leverage in some broader negotiations. Who knows?"

Paul Cheng discusses Taiwan President Lee Teng-hui's bid to attend the Hiroshima Asian Games.

He says: "Unfortunately sometimes cultural and sporting events are used by certain political figures for their own cause. I do personally feel sports and cultural exchanges should be strictly between the people of the countries involved — and devoid of political manoeuvrings.

"The world is already complicated enough without this. We don't need political interferences like this." ■

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# Tensions with Taiwan won't stop 2-way trade

Burgeoning indirect trade through Hong Kong is a win-win situation for everybody, says John Ni

**I**ncreasingly significant indirect two-way trade through Hong Kong between China and Taiwan is not expected to be affected by recent tensions with Beijing.

These have developed with Japan and the United States over Taiwan President Lee Teng-hui's latest move to attempt to go to the Hiroshima Asian Games and the US decision to some degree upgrade its relations with Taiwan after 15 years of strictly adhering to the Shanghai Declaration.

Reports published in Hong Kong have said that the State Council in Beijing has ruled out a proposal to stop encouraging Taiwan industrialists in the private sector from investing on the Mainland and businessmen trading in goods from China and from Taiwan, both indirectly through Hong Kong.

Hong Kong is the headquarters of a lot of local and foreign industrialists including Taiwan joint-venture firms that have invested in the Mainland. Hong Kong is also the port where a lot of these industrialists' finished consumer goods are shipped to the United States.

China now has a big favourable trade balance with the US that previously accrued to Hong Kong and Taiwan when their own factors of production were more attractive than they are now.

## More jobs

John C I Ni, who came to Hong Kong a little over three years ago from Director General of Industrial Development in the Investment Centre of the Taiwan Ministry of Economic Affairs and is now Managing Director of Taiwan's Chung Hwa Travel Service, describes the growing two-way trade through Hong Kong as a "win-win situation for everybody."

The congenial and energetic No 1 man for Taiwan in Hong Kong, who insists he's in the private sector and not a diplomat, says:

- Taiwanese investment in the Mainland is helping create more jobs and earning more foreign exchange for China.

- The indirect two-way trade through Hong Kong is contributing to the prosperity and security of the Territory.



John Ni. 黎昌意

- It is also benefitting the Taiwanese economy to the extent that Taiwan would not have a trade surplus with the world without it.

## A bridge

"I guess I am assigned to this post as General Manager of the Chung Hwa Travel Service in the private sector to make a bridge to demonstrate Taiwan's intention to further improve understanding both with Hong Kong and Mainland China by helping make everybody better off," says John Ni who got his MBA at Stanford University in the US in 1969.

John Ni says he particularly values the business cooperation committees established by the HKGCC and the Federation of Industries in Taiwan to have six monthly meetings to review the trade relationship.

He is loud in his praises for Hong Kong as a services centre for banking, shipping and telecommunications. He points to increases in the six representative offices of Taiwan banks in Hong Kong and the two Hong Kong banks that have opened offices in Taipei.

He says Taiwan is a great admirer of the way Hong Kong people have worked together with China to develop investment and business with the Mainland.

"This is why we have changed our attitude from having no exchange with the Mainland to our current unification guidelines. In Phase One of these guidelines we are encouraging our private sector to do more exchanges for mutual benefit and in the common interest.

"I'm confident about our unification

guidelines because they are the best thing for our Chinese people, not only in Hong Kong, Mainland China and Taiwan but for those in Southeast Asia and the Chinese everywhere throughout the world."

## Example to the world

John Ni sees the process of working together, by contributing to the basic needs of the people and by gradually being able to understand each other as a positive example to the "world village" in the coming Century.

Injecting a political note into the interview, he says he thinks Beijing is demonstrating that it has lost some confidence in itself, despite its economic reforms. Threats of military confrontation were outdated, he says. No Chinese Government could expect to survive that makes war today on its own people.

Beijing should not be alarmed by progress. If they could gain more confidence in themselves they would not feel threatened by democratic structures.

John Ni advocates more contact with the outside world as a means of understanding the rules and regulations of advanced communities. This could lead to economic and cultural links.

He points to Taiwan's contribution to better cultural relations with Hong Kong where Susie Chiang, a member of the Taiwan National Assembly, is director of the Kwang Hwa Information and Cultural Centre in the Queensway Lippo Centre. It has reading, meeting, dining and entertaining facilities. The Centre lends books and video tapes and has even kindergarten sessions.

## Free economy

He says a free economy will give every Chinese opportunities that will improve living standards, create more middleclass and thus more confidence.

He says Taiwan now believes in free trade.

"We are changing our laws and regulations to qualify to be admitted to GATT/WTO as a developed country. We are lowering our tariffs, opening our market and following the rules and regulations of GATT. We are working on it and



very excited about the opportunity to become a GATT/WTO member."

Taiwan and Hong Kong are both members of the Asia Pacific Cooperation forum meeting at Bogor in Indonesia. Taiwan would support the proposal

for free trade in the Asia/Pacific within 20 years.

John Ni says Taiwan tourist arrivals in Hong Kong had fallen 60-70% in the last few months because of the tragedy in Mainland China at Ten Thousand Lakes.

Taiwan tourists were often now choosing other destinations but he expected total arrivals in Hong Kong to have recovered by late this year. Mainland China has said it wants to improve travel safety and he believes travel safety will improve. ■

## 中台貿易不受影響

黎昌意表示，兩岸三邊經貿活動蓬勃發展，對各方均有好處

**據**一般估計，中、台兩地日益蓬勃的間接貿易(經香港轉口)將不會受到最近中美及中日關係緊張的影響。

台灣總統李登輝可能出席廣島亞運會，以及美國決定在中美《上海聯合公布》發表後十五年提升與台灣關係，都是導致中日及中美關係緊張的原因。

儘管如此，本港的消息報導，中國國務院已否決有關停止鼓勵台商在大陸投資，以及中、台經港進行雙邊貿易的建議。

事實上，不少在內地投資的本地和外國廠商都把總部設在香港，這也包括了台資的合營企業。此外，這些工廠的製成品往往亦經由香港輸往美國。

香港及台灣從前由於生產成本廉宜，對美貿易經常出現巨大盈餘，但時至今日，這項優勢已轉移到中國大陸身上。

### 更多就業機會

台灣中華旅行社總經理黎昌意來港已經超過三年。這位台灣經濟部投資貿易處前任處長認為，隨著中、台的間接貿易日益蓬勃，各方面都因此而獲益良多。

這位和藹可親、活力充沛的台灣駐港最高級代表堅稱自己來自民間機構，並非以外交官的身份留港。他表示：

- 台商在大陸的投資有助中國大陸製造更多就業機會及賺取外匯。
- 中、台的間接貿易對本港的繁榮和安定助益甚大。
- 台灣經濟亦因而獲益，因為要是沒有對華貿易，台灣便很難取得外貿盈餘。

### 橋樑角色

黎氏早年曾留學美國，一九六九年獲得史丹福大學頒授工商管理碩士學位。他說：「出任中華旅行社總經理一職，就是希望協助各方面邁向富足之途，藉此促進台灣跟香港及大陸的溝通。」

黎昌意表示非常重視香港總商會和台灣全國工業總會每隔半年舉行一次的經貿合作委員會聯席會議。

對於作為全球金融、船務及通訊中心的香港，黎氏給予極高的評價。現時在港開設辦事處的台灣銀行已增至六間。在台設有分行的香港銀行則有兩間。

他補充，台灣渴望參照香港人與大陸合作的形式，共同在內地投資及發展業務。

「這也是我們從以往的不接觸政策到現時改為實行統一綱領的原因。指引的第一階段鼓勵民間多與大陸進行交流。這樣對雙方都有益處。」

「我對統一綱領充滿信心。這不但會使中、港、台三地的人民受惠，甚至東南亞的華僑和散居世界各地的華人都會獲益。」

### 樹立榜樣

黎昌意認為，在合作的過程中，不但有助解決人民的基本需要，而且還可增進彼此的了解，正好體現了二十一世紀「世界村」的構想。

他認為，北京政府雖然大力推行經濟改革，但看來似乎失去了一點自信。以武力對抗的時代已經過去，時至今日，任何向人民發動戰爭的政府都難以生存。

北京實在毋須對進步感到害怕。假如能夠增加自信，就不會感到被民主政制所威脅。

黎氏認為，多與外界接觸是瞭解先進社會制度和規範的法門，而且有助發展經濟及文化的聯繫。

談到促進台、港雙方的文化關係，黎氏提到了身兼台灣國民大會代表及光華新聞文化中心主任的江素惠女士。中心不但提供閱讀、會議、宴會及娛樂種種設施，更有書籍和錄像帶的租借服務，甚至幼兒課程呢！

### 自由經濟

黎昌意指出，自由經濟可以讓每個中國人有機會改善本身的生活質素，製造更多中產階級，從而增強信心。

他表示，台灣奉行的是自由貿易政策。「我們已著手改革台灣的法規，希望符合以發達國家身份加入關貿/世界貿易組織的資格。我們必須減低關稅，開放市場，並遵守關貿的種種守則和規定。我們將朝著這個方向努力，我們熱切盼望能夠成為關貿及世界貿易組織的成員。」

台灣和香港曾一同出席在印尼博果爾舉行的亞太合作論壇。台灣支持未來二十年在亞太地區推行自由貿易的建議。

黎氏指出，經過千島湖事件後，訪港的台灣旅客在過去數月下跌了六至七成。現時台灣人傾向於選擇其他旅遊地點。不過，他預期來港的台客人數將於年底回復正常。大陸方面已表示會在旅客安全上多下些工夫。他相信中國的旅客安全會逐漸改善。 ■

1994 THE BULLETIN SPECIAL REPORT

November Canada

Hotel/Tourism

# The cross-strait boom via Hong Kong

Taiwan thinks it will continue after 1997

**H**ong Kong will keep its purpose after 1997, says Wu Chieh-Ming, new director of the Hong Kong branch of the Far East Trade Service (FETS)—one of the most important of the 61 branches abroad of Taiwan's Ministry of Economic Affairs overseas trade promotion arm, known as the Board of Foreign Trade.

Wu Chieh-Ming, a veteran in the Taiwan Government, says he thinks Hong Kong will continue to grow economically as it's growing now, with more and more foreigners and trading companies arriving every year sending up the price of offices and flats.

He says he's been in Hong Kong a month and finds he likes the place. But he shakes his head about the pace on its crowded streets and in its commerce—and the high rents.

What is Hong Kong's purpose so far as Taiwan is concerned?

The obvious answer is in the 1994 edi-

tion of the Board of Foreign Trade's booklet on Taiwan's Trade Development which Wu Chieh-Ming and his No. 2, Jerry Meei-Jenn Shyy, provide.

It is the cross-strait boom via Hong Kong.

## Growing continuously

The booklet says in recent years Taiwan investment in Southeast Asia has increased sharply, causing two-way trade between Taiwan and the region to grow continuously.

"In 1993 total exports amounted to USD27,336 million, increasing 16% over 1992. Imports totalled USD8,499 million, increasing 8.4% over the previous year.

The booklet says: "Due to the continuous boom in cross-strait trade via Hong Kong, exports to Hong Kong in 1993 totalled USD18,455 million, increasing 19.7% from 1992. Hong Kong became our second biggest export market (after



Wu Chieh-Ming.  
吳傑民

the US in 1993 at USD23,477.7), absorbing 21.7% of our total exports...

"Our trade surplus with Hong Kong in 1993 reached USD16,727, the highest ever recorded for Taiwan trade with any one single region."

Wu Chieh-Ming says about 60% of what Taiwan exports to Hong Kong is re-exported to Mainland China. Of the remaining 40%, about 20% is sold in Hong Kong and the other 20% is re-exported to Southeast Asia.

## Catching up with US

Hong Kong has held second place to the

## 兩岸三邊經貿活動日益蓬勃

台灣認為九七年後兩岸三邊經貿活動仍會持續

**遠**東貿易服務中心駐港辦事處新任主任吳傑民相信，九七年後，香港仍可在兩岸經貿活動中擔當重要的角色。該中心的駐港辦事處是台灣經濟部國際貿易局在海外開設的六十一個外貿推廣辦事處中最重要的一个。

吳傑民是台灣政府的資深官員，他認為將來香港的經濟可以像現時一樣繼續蓬勃發展，不過，由於愈來愈多外商來港經商，寫字樓和住宅樓宇的價格會持續上揚。

他說，雖然他來港只有一個月，但已對香港產生了一份好感。唯一令他不禁搖頭歎息的，就是經常水泄不通的街道和高昂的租金水平。

究竟從台灣的角度看，香港可發揮甚麼作用呢？

答案就在九四年台灣國際貿易局出版的

《台灣貿易發展》小冊子中。香港的角色是擔當兩岸經貿活動的中介。

### 持續發展

小冊子稱，近年台灣在東南亞的投資大幅增加，直接帶動台灣與區內國家的雙邊貿易增長。

「在一九九三年，台灣的出口總值達二百七十三億三千六百萬美元，較對上一年上升百分之十六。進口總值為八十四億九千九百萬美元，增幅是百分之八點四。

「由於兩岸三邊經貿活動急速發展，在一九九三年，台灣輸往香港的貨品總值增至一百八十四億五千五百萬美元，較九二年上升百分之十九點七。香港成為了台灣第二大出口市場（僅次於美國，同年輸往美國的貨品總值二百三十四億七千七百七十萬美元），佔我們的總出口量的百分之二十一點七。

「九三年台灣對香港的貿易盈餘達一百六十七億二千七百萬美元，是台灣歷來錄得

的最大宗單一外貿盈餘。

吳傑民稱，台灣出口往香港的貨品當中，約有六成會轉口到中國大陸。至於其餘四成，約有一半在香港銷售，另外一半則轉口到東南亞國家。

### 直追美國

自一九九二年開始，香港取代了歐洲地區，成為了台灣第二大出口市場。在一九九一年，台灣對歐洲的出口量達到頂峯，高達一百四十億零二百萬美元，同年輸往香港的貨品總值只有一百二十四億三千萬美元。

其後，台灣對港出口每年增加近六十億美元，並且開始威脅美國作為台灣最大出口市場的地位。反觀美國，九二至九三年從台灣進口的貨品總值減少近一億美元。

台灣的雙邊外貿總額在九三年高達一千六百二十億零二千二百萬美元，較九二年增加八十五億四千萬美元，增幅超過百分之五點六。總出口達八百四十九億四千五百萬美元，較對上一年增加二十四億七千六百萬美

US in total world Taiwan exports since 1992 when Hong Kong replaced falling Taiwan exports to Europe. Taiwan exports peaked to Europe in 1991 when they stood at USD14,002.6 million and Hong Kong at that time took USD12,430 million.

Since then, Taiwan exports to Hong Kong have increased by about USD6 billion. And year on year Hong Kong is still catching up on what the US takes from Taiwan. US imports from Taiwan dropped a further USD100 million between 1992-93 (see chart).

Taiwan's two-way external trade volume reached USD162,022 million in 1993, increasing USD8,540 million or 5.6% over 1992. Total exports reached USD84,945 million, an increase of USD3,476 million or 4.3% from the previous year.

The Taiwan Foreign Trade Board's booklet says: "Due to the marked depreciation of the NT dollar in the first half of 1993 against the US dollar and the Japanese yen, coupled with the burgeoning cross-strait trade relations, total exports reached a record high last year.

"However the pace of the international recovery and weak external demand forced the export growth rate to increase only by a sluggish 4.3%.

"The export of traditional labour-intensive products fell considerably in 1993 which indicates the continued trend of relocation of our labour-intensive industries.

元，增幅約為百分之四點三。

台灣國際貿易局出版的小冊子稱：「新台幣兌美元及日元在九三年上半年大幅貶值，加上兩岸經貿關係有所改善，促成了去年出口量創下歷年最高紀錄。

「不過，由於世界市場復甦緩慢，各國對外需求疲弱，致使出口增長只有百分之四點三。

「在一九九三年，台灣以勞工密集方式生產的傳統產品，出口量大幅下跌，顯示台灣的勞工密集工業正持續進行重整。

### 科技密集

「另一方面，科技密集產品，例如電子產品、電動機械產品等，出口量大幅增加。在九三年，重工業首次高佔總出口量的百分之五十二。

「台灣的工業正在轉型，出口持續進行多元化發展。」

國貿局的小冊子說，以增長幅度計算，台灣的進口貿易表現優於出口貿易，他認為

### Technology-intensive

"On the other hand the export of technology-intensive products, such as electronic products and electrical machinery products increased significantly. In 1993 products of heavy chemical industries for the first time accounted for more than half of total exports, reaching 52%.

"We are witnessing a change in our industrial structure whereby the continued upgrading and diversification of our country's exports have begun to pay off."

The Foreign Trade Board's booklet says there has been a higher growth rate for Taiwan imports compared with Taiwan's exports. It blames this on a lack of investment incentive on the part of domestic firms. The result has been a very slight increase in capital goods.

Wu Chieh-Ming says Taiwan industrial investment is continuing in Mainland China because labour and land costs in Taiwan are too high for labour-intensive industries. First this investment was in Fujian and Guangdong. But now it has spread to places like Dalian, Shandong and Shanghai.

Where investment was first in food processing, textiles and garments, footwear and sporting goods it is now being upgraded to more sophisticated products like machine tools.

Taiwan, he says, is thus helping the Mainland with more jobs and an improved standard of living.

這是由於本土公司缺乏投資意欲所致。結果，資本財貨的增幅十分有限。

吳傑民續稱，對勞工密集的工業而言，台灣本土的工資和地價已經難以負荷，因此，台商積極在中國大陸進行工業投資，最初他們選擇在福建、廣東等地設廠，後來擴展到遼寧、山東、上海等地。

投資項目初時只限於食品加工、紡織、成衣、鞋履、運動用品等等，現時已包括較高科技的項目，例如機械工具等。

他說，台灣正協助中國大陸創造更多就業機會，改善人民生活水平。

### 東南亞

他表示，台灣亦在東南亞地區投資，例如印尼巴淡島、越南、菲律賓蘇碧灣、泰國等，但最重要的投資地點是馬來西亞，因為當地的技術性勞工十分合適，而且基建良好。

部分台灣公司亦有在拉丁美洲投資，但數額不大，因為這些地點距離台灣較遠，而

### Southeast Asia

He says Taiwan is also investing in Southeast Asia at Batam Island (Indonesia), Vietnam, Subic Bay (the Philippines) and Thailand. But most investment now is going into Malaysia where labour with the right skills is available and the country has an infrastructure.

Some Taiwan companies, he says, are also investing in Latin America but the investment is small because these countries are far away and present a language problem. Taiwanese industrialists usually speak English and Japanese.

Wu Chieh-Ming also mentions South Africa with which Taiwan, he says, has a special relationship and where Taiwan's industrial investors have been offered generous incentives.

### APEC

Wu Chieh-Ming says until about three years ago Taiwan had difficulties in talking with the Hong Kong Government. But now they had found a channel for dialogue. Both are members of the Asia Pacific Economic Cooperation and they could use this forum.

Taiwan also had yearly meetings with Hong Kong Customs. They had now a common problem in the likely change in US rules of origin on textiles and garments manufactured on the Mainland and finished and shipped from Hong Kong. Neither Hong Kong nor Taiwan quotas could be used for these exports to the US. ■

且存在著語言隔膜。台商通常懂英語和日語。

提到南非，吳傑民說，台灣與南非的關係特殊，台商經常獲得該國政府給予非常吸引的優惠。

### 經合組織

他指出，大約在三年前，台灣仍然難以和香港政府進行正式接觸，但現時雙方已有一條對話的渠道，那就是亞太區經濟合作組織。

現時台灣每年都會和香港海關舉行會議，因為雙方都面對例如美國紡織品及成衣產地來源規例的問題。很多台商和港商都在大陸設廠生產，在香港進行最後工序，然後運往外地銷售。香港和台灣都不得使用本身的配額將這些製成品輸往美國。 ■

## Major Export Markets

Unit: US\$ Million

Country/Year	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	%
North America	15,784.1	15,715.0	20,265.9	25,195.6	25,008.9	25,752.1	23,305.2	23,942.1	25,218.0	25,016.4	29.5
U.S.A.	14,867.7	14,770.3	18,994.4	23,636.7	23,427.0	23,995.4	21,746.2	22,317.4	23,572.1	23,477.7	27.6
Canada	916.3	944.7	1,271.5	1,558.9	1,581.9	1,756.7	1,558.5	1,624.2	1,643.1	1,535.8	1.8
Asia	7,634.9	8,354.3	10,315.6	15,100.5	19,895.6	23,374.2	25,693.3	31,140.8	34,809.1	39,051.4	46.0
Japan	3,186.5	3,459.9	4,546.1	6,961.7	8,767.6	9,062.1	8,337.7	9,167.0	8,894.2	8,969.5	10.6
Hong Kong	2,087.1	2,539.2	2,915.1	4,112.9	5,578.5	7,029.1	8,557.0	12,430.5	15,416.0	18,454.9	21.7
Singapore	878.4	884.7	930.7	1,348.8	1,679.8	1,973.6	2,203.7	2,401.6	2,508.2	2,877.4	3.4
Indonesia	346.2	280.8	391.7	444.4	631.1	933.1	1,245.8	1,205.5	1,215.9	1,284.5	1.5
Korea	230.5	253.6	349.8	637.1	916.7	1,132.6	1,212.8	1,287.3	1,150.6	1,271.6	1.5
Philippines	190.7	239.1	328.5	458.2	599.9	776.5	811.4	846.5	1,023.3	1,030.8	1.2
Thailand	244.8	236.2	278.4	424.1	759.7	1,106.4	1,423.6	1,440.2	1,809.9	2,017.2	2.4
Malaysia	232.0	194.8	205.7	272.6	450.5	693.8	1,103.6	1,464.9	1,600.5	1,671.5	2.0
Others	238.7	266.0	369.6	440.7	511.8	667.0	797.7	897.3	1,190.5	1,474.0	1.7
Europe	3,045.7	2,996.3	4,767.0	7,873.9	9,873.3	10,938.9	12,232.8	14,002.6	13,932.1	12,886.3	15.2
Germany	868.1	805.3	1,273.7	1,986.8	2,337.9	2,561.2	3,183.1	3,868.9	3,602.2	3,505.1	4.1
United Kingdom	690.7	650.4	961.0	1,537.1	1,903.3	2,099.0	1,979.4	2,071.6	2,205.0	2,166.4	2.6
Netherlands	435.2	457.7	673.7	1,087.3	1,505.7	1,579.4	1,855.7	2,170.8	2,194.7	2,110.9	2.5
France	229.8	227.7	433.4	772.4	937.9	1,085.8	1,131.7	1,353.7	1,249.4	1,075.6	1.3
Italy	226.7	246.0	382.3	655.1	834.2	868.5	984.9	1,026.5	1,070.8	767.2	0.9
Belgium	166.7	162.2	243.1	373.2	470.7	461.3	486.9	527.8	567.8	550.0	0.7
Switzerland	72.4	69.0	117.5	224.3	273.9	305.7	369.7	363.6	334.9	334.6	0.4
* East Europe	19.7	19.8	24.7	54.4	60.9	115.7	209.6	240.2	232.2	312.8	0.4
Others	336.4	358.2	657.6	1,183.3	1,548.8	1,862.3	2,031.8	2,379.5	2,475.1	2,063.7	2.4
The Middle East	1,336.4	1,125.2	1,285.2	1,466.3	1,474.8	1,433.5	1,399.5	1,845.1	1,952.1	2,239.8	2.6
Saudi Arabia	727.7	589.9	626.3	703.5	629.3	555.6	459.4	615.7	562.8	533.3	0.6
Others	608.7	535.3	658.9	762.8	845.5	877.9	940.1	1,229.4	1,389.3	1,706.5	2.0
Oceania	941.7	902.4	1,045.6	1,339.7	1,640.0	1,835.0	1,541.0	1,619.9	1,695.9	1,728.3	2.0
Australia	831.6	747.3	896.8	1,100.8	1,356.8	1,536.3	1,279.2	1,353.5	1,428.4	1,446.7	1.7
Others	110.1	155.1	175.8	238.9	283.2	298.7	261.8	266.4	267.5	281.6	0.3
Latin America	586.8	657.7	928.8	1,061.4	1,022.0	1,209.0	1,352.8	1,734.1	1,919.7	2,209.6	2.6
Africa	700.0	560.4	742.5	1,079.6	1,363.6	1,254.5	1,257.1	1,378.1	1,386.7	1,337.4	1.6
Others	388.6	405.5	435.1	416.9	309.0	407.7	432.5	498.6	566.1	476.7	0.5
Grand Total	30,456.4	30,716.8	39,785.7	53,533.9	60,587.2	66,204.9	67,214.2	76,161.3	81,479.7	84,945.9	100.0

Source: Customs Statistics \*Including East Germany From 1984 to 1990



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### Questions

### Answers

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由申請至批核需時多久?

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## Two parallel green funds

**A**n unprecedented Government-private sector initiative to launch two parallel green funds worth a total of a HKD100 million has been announced to combat environmental issues.

The Government, as promised by Governor Chris Patten in his 1993 policy address to Legco, has set up a HKD50 million Environment and Conservation Fund to support environmental education and research and give material assistance to green groups undertaking worthwhile environmental projects.

Wheelock and Company Ltd has at the same time set up a parallel fund of HKD50 million to improve the resources for the same purpose, to be known as the Woo Wheelock Green Fund. The money will support environmental and conservation projects.

Peter K C Woo, head of the Wheelock Group, will chair an Environment and Conservation Fund Committee which will recommend projects on an application basis to the fund trustee,

who is the Secretary for Planning, Environment and Lands. The Committee will advise on the level of grants to be made.

Since Wheelock and Company Ltd will consider projects nominated by the Environment and Conservation Fund Committee and will not separately call for applications, the application form for both funds is a combined form. But if an applicant chooses to apply only to the Woo Wheelock Green Fund, the application will be passed to Wheelock and Company Ltd and processed independently.

Applications for the Government Fund will be processed by a vetting panel of the Environment and Conservation Committee, comprising interested Committee members or coopted people as agreed by the Committee. The Environment and Conservation Fund Committee will consider applications twice a year in July and January.

An already existing body, the Environment Campaign Committee which has been administering a funding



Dr W K Chan. 陳偉羣博士

scheme for environmental education and awareness projects undertaken by other community groups, will be allocated a certain amount of the money to continue funding and support for projects under HKD100,000. Schemes over HKD100,000 will have to be endorsed by the Environment and Conservation Committee.

The Environment Campaign Committee and the

Vetting Panel will hold meetings as and when necessary according to applications and their proposed date of implementation.

The nine unofficial members of the Environment and Conservation Committee include Dr Chan Wai-kwan, Secretary General of the Hong Kong Coalition of Service Industries, the private sector services arm of the Chamber. ■

## 兩項等額綠色基金

**香**港政府和商界最近分別成立了兩項等額綠色基金，合力應付環境問題。該兩項基金總額高達一億港元。

港府履行港督彭定康在九三年施政報告中所作出的承諾，成立一項五千萬元的「環境及自然保育基金」，資助環境教育及研究工作，並向進行有意義的環保計劃的綠色團體提供所需的實質援助。

在同一時間，會德豐集團亦成立了一項五千萬元的「吳氏會德豐環保基金」，目標亦是資助環境保育計劃。

會德豐集團主席吳光正本身亦是環境及自然保育基金委員會的主席。他會根據個別

申請向基金信託人(即規劃環境地政司)建議批准撥款。委員會並會建議撥款的數目。

由於會德豐將同時負責審批環境及自然保育基金委員會所建議的撥款，為簡化手續起見，兩項基金的申請表將合而為一；不過，如果申請人選擇單是申請吳氏會德豐環保基金的資助，可逕向會德豐集團提出申請，有關方面會將申請獨立處理。

政府環境及自然保育基金資助的申請將由委員會轄下的審核小組處理。小組由委員會委員或經委員會同意的候補委員組成，每年審核申請兩次，日期分別在一月及七月份。

數年前成立的環境保護運動委員會獲得分配一筆款項，用以繼續資助款額十萬元以下的環保計劃，而申請資助額十萬元以上的計劃則必須由環境及自然保育委員會審批。環保運動委員會一向積極資助其他社會團體所推行的環保教育計劃。

環保運動委員會及審核小組將按申請及其建議的推行日期召開會議。

環境及自然保育委員會共有九位非官方委員，其中包括香港服務業聯盟秘書長陳偉羣博士。香港服務業聯盟是本會的服務業部門。 ■

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# Significant event for Hong Kong

Prince Charles and Al Gore to attend

**D**uring November 7-12, 1994 The World Congress on Urban Growth and the Environment, is being held here in Hong Kong under the joint patronage of His Royal Highness, The Prince of Wales and The Vice-President of the United States of America, The Hon. Albert Gore Jr.

Mr John Calabrini, Chairman of the Steering Committee offers his views on the significance of the Congress and its implications for Hong Kong.

*Why is the World Congress such a significant event?*

It will bring to Hong Kong one of the largest and most significant groups of international experts ever to have been assembled under one roof, whose experience and guidance are absolutely essential to solving some of our major environmental problems.

*Why was Hong Kong chosen as the*

*venue?*

Due to its importance as the leading commercial and financial centre of the Far East; its geographical position at the centre of one of the world's fastest developing regions; and its proximity to China.

*Despite its worldwide objectives, how do you see the Congress affecting Hong Kong?*

Hong Kong will be able to benefit from the extensive experience gained in other parts of the world, in introducing more effective methods of pollution control, and in developing environmental policies aimed at improving conditions in the region as a whole.

*What are the implications for business in Hong Kong, from increased awareness in environmental matters?*

There is such a concentration of business interests in Hong Kong, that an increased awareness of environmental

requirements, is bound to open up new opportunities for Hong Kong-based firms in the field of sustainable development, not only in South China, but in the rapidly growing economies of the Pacific Rim as a whole.

*In what way does the Congress follow on from the 1992 Rio Summit, and how does it differ?*

Whilst the Rio Summit dealt primarily with economic issues and was organized by the United Nations to stimulate the North/South debate between Governments, the Hong Kong Congress has retained its independence as a strictly private sector initiative, sponsored exclusively by commercial and industrial interests in Hong Kong, Japan, the United States and Britain. It has thus been able to adopt a more holistic approach, that gives equal consideration to the human, scientific, technological and legislative aspects

## 國際環保會議

英國威爾斯親王及美國副總統將親臨盛會

**香**港歷來最大型的環保會議——《城市發展與環境》世界大會將於今年十一月七日至十二日假座香港會議展覽中心隆重舉行。作為大會贊助人的查里斯王子和美國副總統奎爾將聯袂出席是次盛會。

對於在港舉行環保會議，大會主席卡拉布里尼有以下的獨特見解：

- 世界環保大會為何備受重視？  
世界環保大會結集了各國專家，聚首香港，以他們的豐富知識和經驗為環保問題提供有效的解決辦法。
- 為何選擇在香港舉行？  
香港是東南亞的經濟及貿易中心，而且位於全球發展最迅速地區的心臟地帶，又跟中國接鄰，是舉行大型會議的理想地點。
- 除了大會的世界性目的外，你認為環保大會對香港會有甚麼影響？  
大會將有助香港汲取各國的環保經驗，

從而制定有效的防污措施和環保政策，改善整個地區的環境狀況。

- 大會在提高環保意識之餘，對本港的工商業發展又有何啟示？  
外商對來港投資的興趣濃厚，如能提高環保意識，必定可吸引更多機構在香港、南中國海及亞太一帶發展。
- 是次會議將怎樣延續一九九二年地球高峯會的討論？這兩次會議又有何分別？  
地球高峯會是由聯合國主辦，旨在促進已發展國家及發展中國家的相互交流，並磋商與經濟有關的項目。香港大會則是始於工商界對環保問題的興趣和關注。會議由香港、日本、美國及英國多個工商機構贊助舉行，故此能保存本身的獨立性，以全面的角度去探討環保與人文、科學、技術及立法各方面的關係與問題。
- 你認為參加者將有何得益？

各國代表可以透過四十四個專題講座，獲取環保知識，並且藉此機會，在各個研討會中與不同範疇的專家討論共同關注的問題。

- 世界大會將如何影響各國日後對待環保的態度？  
會議有助培養各國代表對環保的使命感，他們亦可以把和城市發展及環境保護有關的知識帶回本國。此外，大會將於會議結束後三個月內印製一份刊物，詳細記錄會議的議題、結論及建議，為決策者提供更仔細的指引去處理環保問題。

如有疑問，請致電 880 0229 與博雅公共關係有限公司莊克儉先生或陳少娟小姐聯絡。

The Swire Marine Laboratory of the University of Hong Kong University is an important contributor to environmental research of Hong Kong's marine life.



of environmental protection.

*What can those people who attend expect to gain from the Congress?*

In addition to the knowledge they will acquire from the Congress' 44 presentations, delegates will have the opportunity to discuss issues of mutual concern with some of the world's leading experts in the different fields, both during the course of the event's five principal workshops and at separate meetings.

*How do you see the Congress affecting attitudes to the environment in the future?*

All the activities of the Congress will result in delegates returning to their respective countries better informed and with a new sense of purpose, that will have been kindled by the shared experience. There will also be the official publication of the Congress, incorporating its Proceedings, Conclusions and Rec-

ommendations, to be published within three months of the end of the event, that will provide decision-makers the world over with additional and possibly, more specific guidelines on how to deal with environmental problems. ■

For further information please contact Mr John Clarke or Ms Kathy Chan, Burson-Marsteller. Tel: 880 0229

**SENIOR DIRECTOR IN GARMENT TRADING FIELD SEEKS EXCITING NEW CHALLENGE**

- German-born Female based in Hong Kong since 1990
- held position at Director and Senior Management level for 10 years
- responsible for "P&L" and reports directly to Group Chairman in London, motivate and lead a team of 25
- **FLUENT IN ENGLISH/GERMAN/FRENCH**

**Professional Background**

- \* 20 years experience in import/export logistics, shipping & forwarding
- \* control production in H.K., China, Thailand, Turkey, Italy, England & Portugal
- \* control fabric & trim supplies from Japan, USA, & Europe to all production areas

**Affiliates**

- Member Institute of Freight Forwarders (U.K.)
- Fellow Institute of Freight Forwarders (F. IFF)
- Member of HK ABPW
- Member of I.T.C.(HK)

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

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

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

The training of the trainees will be monitored by the Committee through appointed engineering supervisors. A subsidy will be granted to each trainee receiving training under the EGTS for a period of up to 18 months and the subsidy will be paid through his employer as part of his salary. The current rate of subsidy for each sandwich trainee is \$2,650 per month and for each graduate trainee is HK\$4,400 per month.

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

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

職業訓練局現邀請下列工程業之僱主參與工科畢業生訓練計劃。

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

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

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

受訓者之進度將由技師訓練委員會透過經其委任之訓練導師監察。根據此項計劃，每名受訓之畢業生可獲發給最多可達十八個月之津貼，津貼經由其僱主支付作為其薪金之一部份。現時每名畢業生之津貼額為每月港幣四千四百元而廠校交替制學員之津貼額為每月港幣二千六百五十元。

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

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



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

致：香港灣仔活道二十七號職業訓練局大樓十六樓  
職業訓練局轉交技師訓練委員會

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

Name of company:  
公司名稱：\_\_\_\_\_

(IN BLOCK LETTER) (請用正楷)

Name of person to contact:  
聯絡人：\_\_\_\_\_

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Nature of business:  
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## On the move

**T**he most renowned and largest 5-star hotel complex in China, **The Garden Hotel**, Guangzhou has announced the appointment of Mr Louis Chung as General Manager; and the promotion of Mr Allen Fan as Deputy General Manager and Mr William Lin as Director of Food & Beverage.

Mr Chung, a graduate of Cornell University and University of Hawaii has 25 years of extensive experience in the hospitality industry. He joined the Lee Gardens International Group in 1971 and has served as the General Manager of the Shantou International Hotel in China, the Monarch-Lee Gardens Hotel in Bangkok, Thailand and most recently the development General Manager of the Lee Gardens International Group in Hong Kong.

In his new capacity, he will execute the Hotel's multi-million U. S. dollar renovation project, as well as the daily administration and operation of the hotel.

Mr Allen Fan, a graduate of the Cornell University, has held executive positions in various hotels in Hong Kong and China in the past 20 years, including the Peninsula Hotel and the New World Hotel in Hong Kong and the Jianguo Hotel in Beijing. Prior to his promotion, Mr Fan was the Garden's Financial Controller. In his new post, Mr Fan will be assisting Mr Chung in the Hotel's operation and administration.

Mr Lin joined The Garden Hotel since its opening in 1984 and was previously the Assistant Director of Food & Beverage. In his new post, he will be fully in charge of the Food and Beverage Department, consisting of a total of 14 Western and Chinese outlets.

The Garden Hotel, Guangzhou, is managed by the Lee Gardens International Group. Other hotels managed by the Lee Gardens are Bamboo Grove Hotel, Suzhou, World Plaza Hotel, Urumchi and the Monarch-Lee Gardens Hotel in Bangkok, Thailand. ■



**Mr. Louis Chung**  
General Manager.

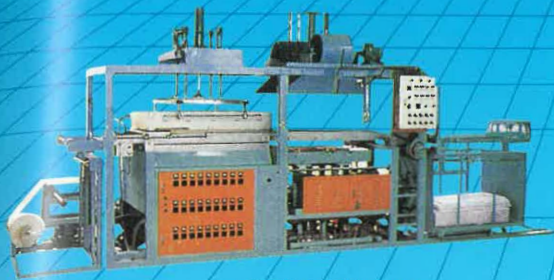


**Mr. William Liu**  
Director/Food & Beverage.

**Mr. Allen Fan**  
Deputy  
General  
Manager.



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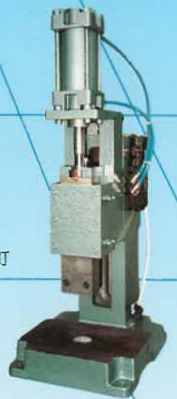


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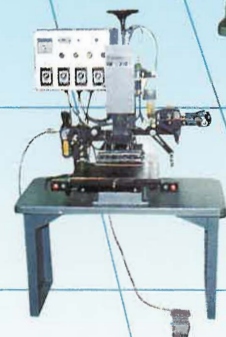
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# 可焊接厚達6MM 鐵及不銹鋼等金屬，  
適合各類型五金製品。



氣壓式自動燙金機  
MODEL: OMH-300



氣壓式自動燙金機  
MODEL: OMH-200

# 適合於塑膠、製衣、皮革、PVC 產品，  
商標及圖案燙金。

- 現貨
- 質量第一
- 國內維修服務
- 價錢最平
- 歡迎國內提貨
- 服務最好

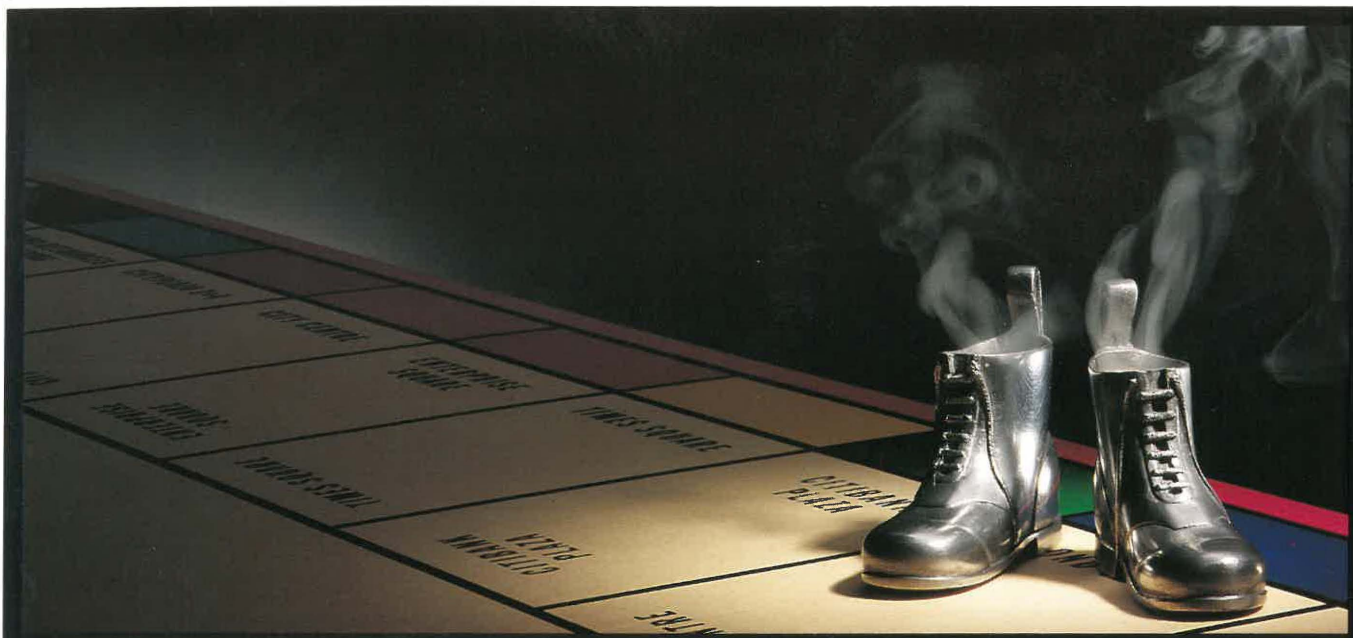
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歡迎預約示範



## **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 word 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 Asia Pacific Tower, Siu On Centre, Dorset House, The Gateway, Multifield Plaza and 8 Commercial Tower.**

**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