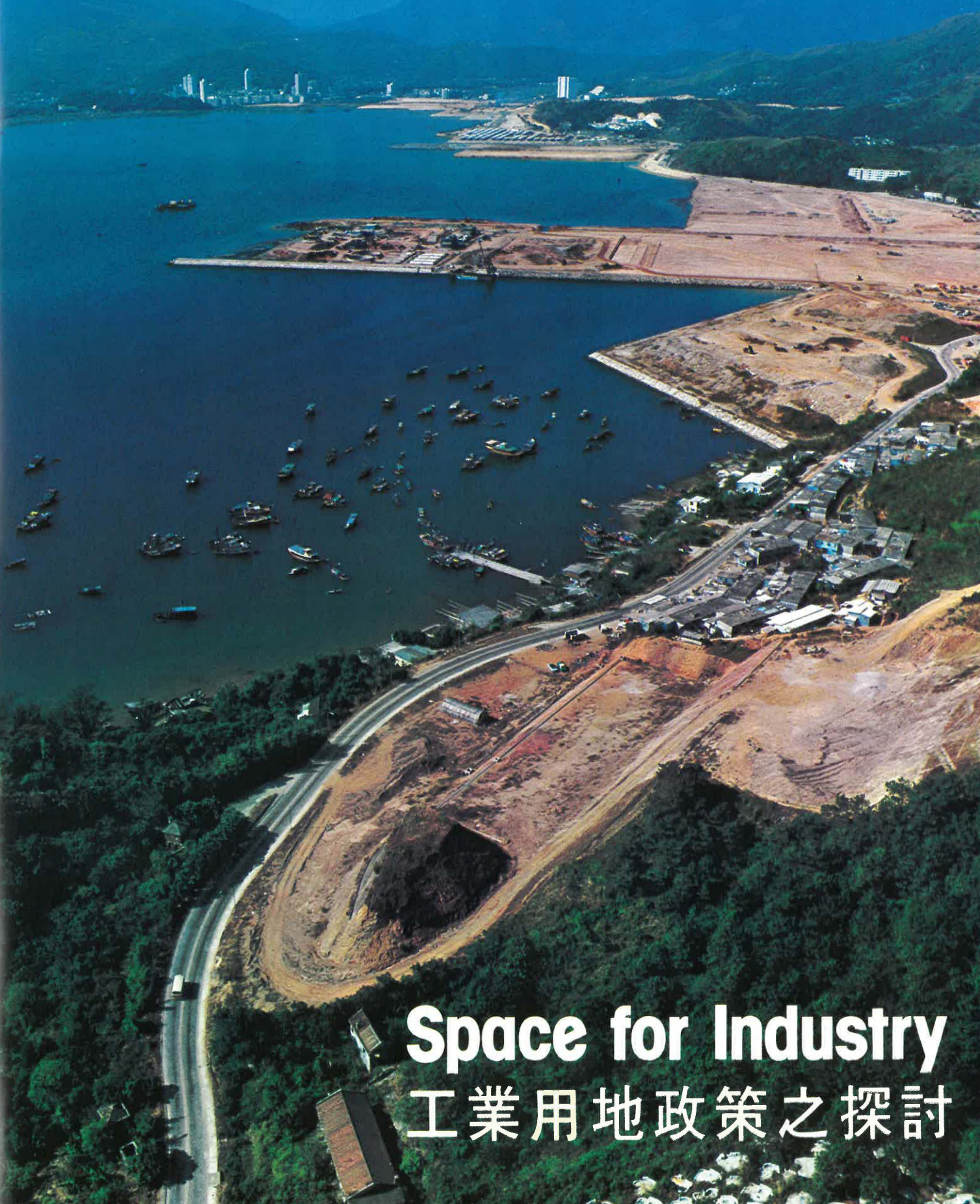


March, 1979
一九七九年三月號

五月商刊 THE Bulletin

A Hong Kong General Chamber of Commerce Magazine 香港總商會月刊



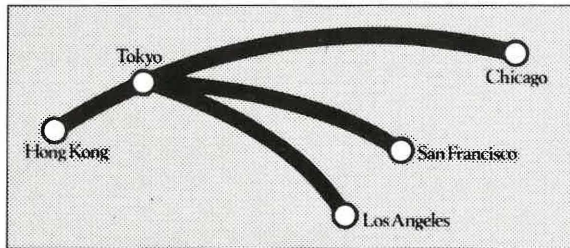
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Published by
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Swire House, 9th Floor, Hong Kong
Telephone: 5-237177

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Printed by
South China Morning Post, Ltd., H.K.

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工商月刊

出版人：香港總商會
香港太古大廈十樓
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承印：南華早報

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Cover Photo:

Tai Po Industrial Estate

封面圖片：

大埔工業邨

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Land for Industry —But where?



WHEN, some years ago, my colleagues and I in the old Commerce and Industry Department were pressing (against what seemed at the time to be about total opposition from the other Government departments involved) for a major revision in the traditional land sale policy of the Government, in order to provide much needed land on special terms for certain economically attractive land intensive industries, a very senior Government official (who did not agree with our rather radical proposals) quoted Queen Victoria's instructions on land sales to me and pointed out that these had been found adequate since they were written in the 19th century. Dented (but not done) we returned to our policy formulation and escalated the arguments for change.

James M.H. Wu and other very well known industrialists were pressing for much the same thing from outside the Government. This combination of pressures, together with a welcome willingness at the highest levels of Government to consider the case on its merits, some timely interventions by senior bankers and industrialists and at last, applications from two major industrial companies for land sites for capital intensive industries combined to swing the issue towards Government approval of the proposed new policy.

During this rather hectic phase in which I was very heavily involved as the Deputy Director of the Commerce and Industry Department we first coined the phrase "to broaden the base of our industry". The phrase explained our intentions very well and it has certainly been used very widely since. Following the first breakthrough with sites for two very large industrial operations we got on with proposals for the formation of industrial estates. In a remarkably short time, considering the huge sums of money and the number of departments

involved, approval was given to the policy and a programme was mapped out. I recall very well the tremendous combined effort involved, much of it still unrecognised, and the very real risk taken by the Government in adopting a policy without the case being proved beyond doubt.

So imagine how pleased those of us who were directly involved in this policy formulation now are to see the two estates emerging from the sea and the fish ponds and to see the first factories rise at Taipo. For me personally there is a double pleasure for, in the Chamber, I am now able to assist member companies and foreign investors with their applications for sites, also to continue to work closely with Outboard Marine Corporation and Dow Chemical, the two pioneers.

Land is possibly the most important input for industrial development. Land policy is therefore crucial to the success of industrial development policies. The new land policies of the Government, despite the continuing high cost of industrial land, must be welcomed for their pragmatism and acknowledgement of industrial realities.

I believe that in future we shall see a substantial increase in land intensive projects established on a joint venture basis between China and Hong Kong companies in land areas in China but close to Hong Kong. The Wallace Harper project may only be the first of many and I can think of a whole series of service type industrial operations which could benefit from China's available land and much cheaper labour. Such developments could relieve some of the pressure on land availability and price in Hong Kong.



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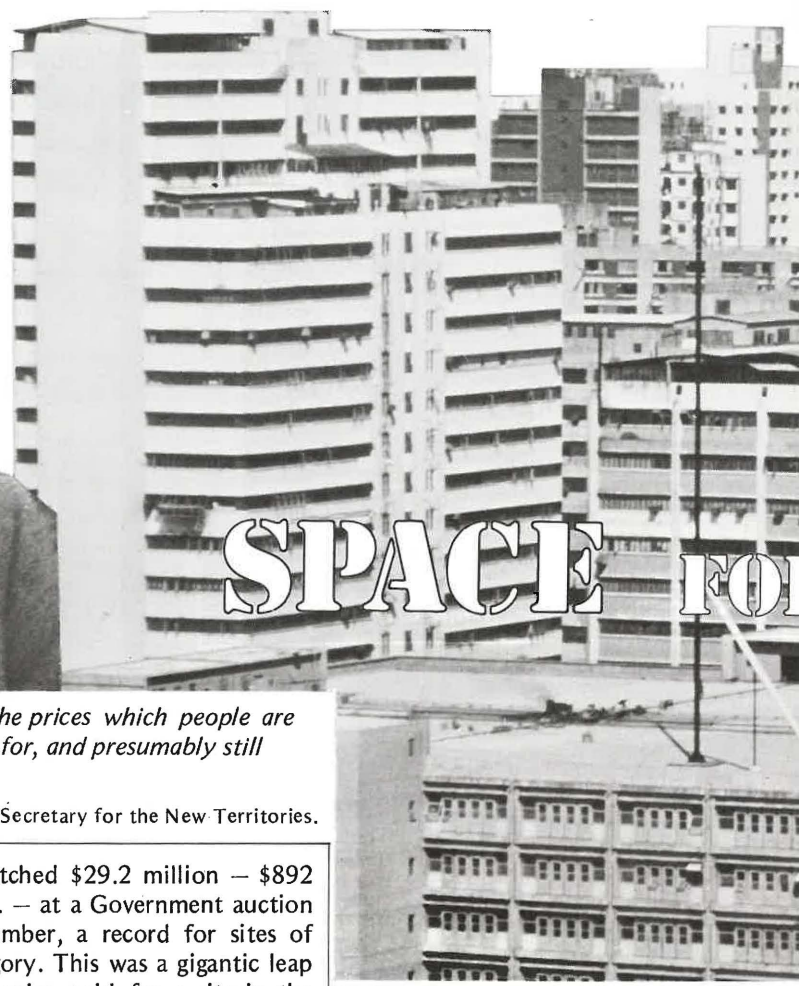
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SPACE FOR

"High land prices are not dictated by us. They're the prices which people are prepared to pay, and compete with one another for, and presumably still make a profit."

David Akers-Jones, Secretary for the New Territories.

The availability of industrial premises is a major factor that shapes the development of our industry. Rising land prices and lack of suitable sites, industrialists say, have hampered the growth of local industries. In response, Government has revised its traditional land policies to meet the needs of industry (see Director's Viewpoint). The adoption of the Special Industries Policy and the approval of recommendations put forward by the Working Group on New Territories Urban Land Acquisitions are, for example, indicative of the Government's response to problems of supply and demand.

To increase acreage, Government has embarked on a massive development programme. So far, more than 270 hectares of land have been acquired, and over the next few years the Government plans to provide another 350 hectares in areas including Tsuen Wan, Shatin, Tuen Mun, Taiipo, Fanling, Yuen Long and the island districts. Last year, the Government began studying the potential of the north-east of Lantau to decide whether it should proceed with the costly investment required for development.

In spite of this, the cost of industrial land in development areas, as in the case of commercial districts, has rocketed. An industrial site in Shatin,

Fotan, fetched \$29.2 million — \$892 per sq. ft. — at a Government auction last November, a record for sites of this category. This was a gigantic leap over the price paid for a site in the same area sold in March 1976 when the price was only \$312 per sq. ft.

The astronomical sales figures, many believe, are results of Government's traditional policy of selling land to the highest bidders. "The scarcity of land makes it necessary to ensure that the amount of land available for all purposes, including industry, is developed to the maximum, and to achieve this we adopted the method of sale by public auction to the highest bidder," Director of Trade Industry and Customs, David Jordan says. "The philosophy of this approach, the success of which is evidenced by Hong Kong's progress, is that he who pays the most for the land is likely to put it to the best and most productive use."

Industrial organisations have expressed concern over escalating land prices. Executive Director of the Federation of Hong Kong Industries, Cecil Chan points out that the 'wet blanket' that is constantly being thrown onto whatever enthusiasm manufacturers may have for further investments, is the shortage of industrial land and its high cost. This, Mr. Chan added, has persuaded many a manufacturer to sell his properties.

"We cannot blame the industrialist for trying to make the most money in the shortest possible time in the easiest manner. The onus of blame for the unhealthy situation must fall on the inflated value of land," Mr. Chan said. "In the long run, this situation in which factories close and the site is sold will erode the very foundation of industry."

David Jordan however does not agree that the high price of land has prevented the growth of our industry, although he admits that it has helped to confine that growth within a fairly narrow range of industries. Therefore, Government's long-term interest now is to widen Hong Kong's industrial base by altering its longstanding policy. Land sales policy was modified in 1973 to permit the sale of large sites on special terms for projects that met specified criteria laid down by the Government. For example, the industries to benefit should be capital intensive, they should be of a higher or newer technology, and they should provide employment for male workers.

This land is not put up for auction. It is offered either by tender or by private treaty grant. The intention of



INDUSTRY

"The wet blanket that is constantly being thrown onto whatever fiery enthusiasm manufacturers may have for further investment, is the shortage of industrial land, which consequently pushes up its cost to a frightening level. This has lured many an industrialist into selling his manufacturing properties."

Cecil Chan, Executive Director of the Federation of Hong Kong Industries.

the new policy is to facilitate the upgrading of our technology and to provide employment at a higher level of skill. The policy is also designed to attract to Hong Kong industries that would not otherwise be established or developed here.

So far, a total of eight sites, comprising 46 hectares of land, have been granted under this policy for the manufacture of machine tools, out-board marine engines, polystyrene plastics, heat-transfer printing paper for the textile industry, and textile chemicals, and also for shipbuilding and repair.

Building the Industrial Estates

As an extension to the Special Industries Policy, in 1976 Government approved proposals for the development of industrial estates, designed specifically for heavier land intensive industry which cannot operate in ordinary multi-storey buildings. The first estate at Tai Po, which is being reclaimed from the sea and developed in two stages, is due to be completed by 1980, and will provide a total of 45 hectares of sites for such industries.

The development and management of the estates is administered by the Hong Kong Industrial Estates Corporation and construction work is currently progressing smoothly. Stage I of the Tai Po Estate is completed and land formation for Stage II is expected to be completed by May, about five months ahead of schedule. Work on the second estate at Yuen Long, which on completion in three years will provide a total area of 72 hectares of industrial sites, has commenced, and the Corporation is actively considering plans for the development of a third stage at Tai Po.

Chief Executive of the Industrial Estate Corporation, V. Miller, told *The Bulletin* that the industrial estates are being formed in recognition of the need to broaden Hong Kong's industrial base and upgrade the technological level of industry.

As with the Special Industries Policy, land in the estates is only offered to industrial users whose manufacturing processes meet certain specified criteria. Preference is given to processes which produce significantly new products, involve higher levels of technology, provide employment at a higher level of skill, and produce products required by existing industry or for export and have a high added value from local contents. The 14 companies who have already been

granted land at Tai Po, include investors from Europe, U.S.A., Australia, Saudi Arabia, Japan and Singapore in addition to local industrialists, and comprise a total investment of over HK\$300 million, and an annual production value in excess of \$500 million.

Some of the grantees have in turn attracted related industries. For example, the can-making companies have followed the Carlsberg Brewery. "Other similar situations are contemplated in the future as companies become aware of the new markets and the pattern of development offered by the estates" Mr. Miller said.

Although non-profit-making, the Corporation has been criticised because the premium required here is much higher than that in other neighbouring countries, such as Singapore, where the current premium is less than \$1 per square foot per annum. The premium for a 15-year lease on the estate at Tai Po rose from \$45 per square foot to \$55 last December due to increases in development costs, but this is low compared with the premiums of over \$800 per square foot paid recently for industrial lots sold by auction elsewhere in Hong Kong.

Mr. Miller points out that the cost of land is of course only one element an industrialist has to consider in deciding where to invest, and that the



premium for land on the estate is based on the actual cost of forming and developing the land. The higher premium in Hong Kong reflects higher construction costs due to more difficult topography and the cost of compensation for land resumption. "In Jurong, for example, the land is mainly formed by a cut and fill process compared with hauling from separate borrow areas, which means in effect that twice the area of formed land becomes available at a lower cost of construction," Mr. Miller said.

"In addition, compensation rates increased to \$39 per square foot in October 1978, which, after allowance for infrastructure requirements, is the equivalent of more than \$55 per square foot".

Apart from developing sites for land and capital intensive industries, Government has encouraged developers to construct accommodation for light industries, which play so important a part in Hong Kong's economy. In 1978, more than 900,000 sq. metres of flatted factory space were constructed by private developers and offered for sale or letting. This year, another 1.2 million sq. metres are expected to be available. And this does not include Government flatted factories, which up to now, are still mainly for resettlement purposes.

Despite the amount of newly available factory space, premises for industries that require, for example, heavy floor loading or high ceilings, are still relatively limited. In view of this, Government attempted to impose special conditions on several developers who bought land at Shatin last year. These developers are required to provide, in the new buildings, units that will meet the needs of specialist industries.

Industrial associations, such as the Chinese Manufacturers Association and the General Chamber itself have also urged the Government to provide inexpensive land for the development

of light, small scale industries. This, the Director of Land, Survey and Town Planning, I. L. Stanton says is hard to put into practice because of the difficulties involved in selecting suitable industrialists from among the many thousand potential applicants. It is also difficult for the Government to prevent speculation because those who are selected may in turn sell their properties. "Even if they are forbidden to do this within a fixed period, they may take the alternative of selling their companies," Mr. Stanton added.

Deputy Secretary for Environment, Graham Barnes stresses that Government's policy is to avoid taking views on industrial development, but points out that providing land for different types of industries alongside the newly developed urban areas has always been Government's aim. "This may not always work out precisely right at any given time, because industrial expansion and the consequent demand for land comes in leaps and bounds, sometimes slows down, and then goes ahead again. But Government aims to sell industrial land for development continuously, although not in relation to any detailed economic plan."

There are different ways by which Government obtains land. It is often acquired by cutting slopes or by reclaiming waterfront areas, but a large portion of land in the New Territories has to be resumed from landowners. By the end of the current financial year, about two million sq. metres of land will have been resumed, with another three million sq. metres scheduled for resumption the following year.

Resuming Land for Development

Resuming land for urban development has created trouble between Government and landowners. In view of the complexities involved in land resumption, Government appointed a working group to study anomalies



that exist in present resumption policies and to recommend measures for improvement. The Working Group on New Territories Urban Land Acquisitions, headed by Sir Yuet-keung Kan, comprises representatives from Government and the Heung Yee Kuk. A report was recently completed by the working group, and its recommendations have now been approved by Government.

The land exchange system, which is commonly known as the "Letter B" system, offered landowners a choice of either a cash payment at a stated rate or an entitlement to a future land grant in any urban development area in the New Territories on the following terms:

- two square feet of new building land to be allocated for every five square feet of agricultural land surrendered; one square foot of new building land for every one square foot of old building land surrendered.
- the location of the new building and to be in the area of the applicant's choice, if available.
- premium for the new building land assessed at the date of surrender of the old land, less a credit representing the value of the old land surrendered.

Although a "Letter B" is a negotiable document, the working group considered that the market price of exchange entitlements may not be a fair basis for the assessment of the



Standardised factory buildings such as these in Sanpokong (D) accommodate thousands of manufacturers.

Because of limited space, these factories are usually crowded, with rows of sewing machines packed against one another. (E)

Up to now, Government is providing flattened factories only for resettlement purposes. (C)

In recognition of the need to broaden Hong Kong's industrial base, Government in 1976 approved proposals for the building of industrial estates in Taipo (A) and Yuen Long, designed for heavier land intensive industry which cannot operate in ordinary multi-storey buildings.

Agricultural land such as this in Yuen Long will be resumed for industrial development. (B)



compensation rate. The group defined a set of principles any new system must adhere to. It should:

- be fair and acceptable to those affected by land resumption
- provide a means of accomplishing a large-scale resumption programme for urban development in the new towns and market towns
- be easy to administer and explain
- allow for a continuous review of the compensation rate.

The working group concluded that a rate of between \$22 and \$29 per sq. ft. for agricultural land would be generally fair and acceptable, provided that it was accompanied by an acceptable system of review. The working group recommended a package offer, now accepted by the Government. The main features of the recommendations are:

- owners of agricultural land will be offered compensation at the rate of \$27 per square foot for half the land they surrender. This is compulsory.

- for the other half, the owners will have the choice of either \$27 per square foot or the right to a future land exchange at a ratio of five to two, in whatever proportion they desire. The credit value of the exchange entitlement will be \$13.5 per square foot.
- owners of building land will continue to be offered compensation based on professional valuation, but in addition will be offered \$55 per square foot or a one-to-one exchange entitlement.
- the new rates for both agricultural and building lots are to be updated half-yearly by relating them to an index of average land values.

With the revised land exchange system, Secretary for New Territories, David Akers-Jones says, "We can now achieve our resumption programme without so much acrimony and discussion with landowners, and our exchange commitments in future will be reduced by half, although cash compensation will on the other hand increase considerably."

The financial implications of the new compensation rates, according to Mr. Barnes, is that in 1978-79, the Government is expected to pay out \$500 million in cash compensation. For each of the next two financial years, the projected expenditure is \$250 million, followed by \$200 million for the following financial year.

These projections are based on an assumption, albeit optimistic, that 75 per cent of the land to be acquired in the New Territories will be dealt with through outright cash compensation.

The assumption is based in turn on the thinking, as far as the landowners are concerned, that a bird in hand is worth more than two in the bush. That is, owners would opt for cash compensation for one half of their land, rather than wait for the allocation of lots in years to come. Mr. Barnes stresses that the new compensa-

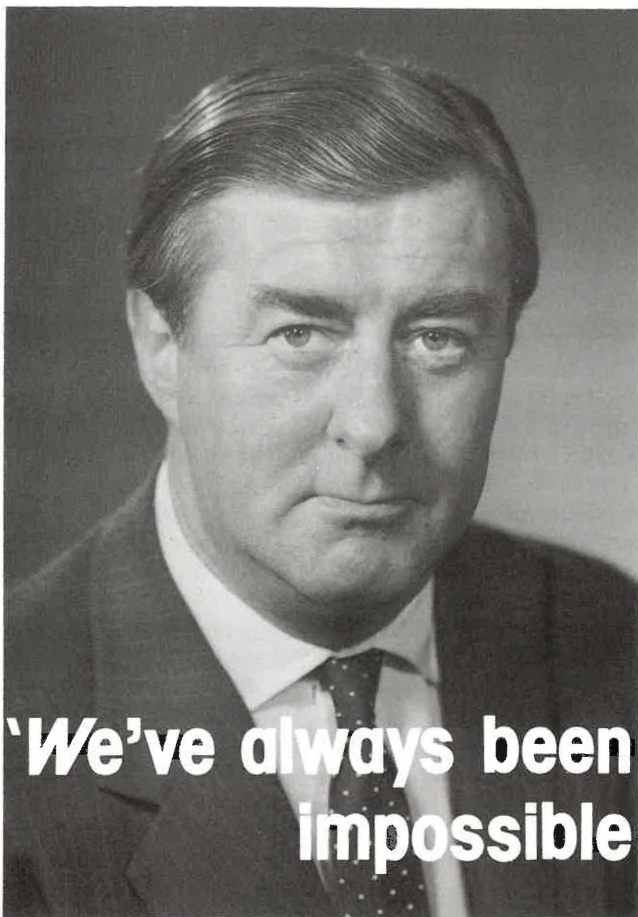
tion method will not impose a heavier burden on Government in the long run, because, he explains, "the eventual return to Government on the land it produces, instead of being split between itself and landowners, will accrue to Government. We're paying more now, but we will get back more in future."

The recommendations of the group should not make a difference to the pace of development, Mr. Barnes points out. "Instead of paying for the resumption of private land in the indefinite future, we now have to pay a significant part of resumption costs - at least half - before development starts," he said. "The financial equation between the cost of developing different areas has also changed. This may affect the relative priority given to developing different development areas."

With the lease on the New Territories due to expire in less than 20 years, some worry about the future of this extensive piece of land. Mr. Akers-Jones however stresses that the question of the lease has so far not deterred growth in the New Territories. "The Government is still investing heavily in the New Towns, and there has been no slackening of purchases for land which we put on the market."

What worries the New Territories Administration, Mr. Akers-Jones points out, is inflation, and its effect on construction costs. "We must temper our economic policies to take account of inflation, and we must be careful not to put further pressure on any industry which is already working to capacity. Broadening our industrial base is therefore a wise policy."

AT



'We've always been seeking to do the impossible by tomorrow...'

After 30 years with the Royal Hong Kong Police Force, the present Commissioner, Brian Slevin, leaves the force on 25th March on pre-retirement leave. He recently attended a farewell party at the Chamber to say good-bye to senior Committee members. Before meeting the Committee he spoke to *The Bulletin* regarding his life and times with the RHKPF.

Mr. Slevin, not everyone feels like taking up the career of a policeman. How did you decide that this was your vocation?

I went to Palestine in 1946 for a few years where I saw the police operate in an emergency situation, which I found very interesting. While there I decided to make the service a full career. In 1949, I transferred to Hong Kong, and I've been here ever since, apart from two years between '55 and '57, when I was seconded to London where I was on the directorate staff of the Hendon Police College. That was a very interesting period in my career because it gave me a very good insight into not only the concept of policing in London, but also of policing in a wide variety of countries, some rich, some poor, but all adapting their techniques to local conditions.

But why did you decide on the Royal Hong Kong Police Force in particular?

I came to Hong Kong because it had the reputation of having a progressive police force. The Far East always had a fascination for me, but I also wanted to join a force which covered all facets of policing.

What stands out in your mind as high points in your career?

I suppose in my time in Hong Kong I've seen everything short of war. So it's been a busy, busy, busy period. We've always been facing new goals and new challenges. We've been always seeking to do the impossible by tomorrow. Such is the nature of Hong Kong — a very vibrant, exciting place, which hasn't many equals in the world.

In any career, you can never achieve all the things you want to achieve, but you try to achieve as many as you can. It's very hard to single out any one period because each task I've had produced its own interest.

My first association with the development of Hong Kong was in a sense my years as planning officer in the 1960s. That includes the planning of new facilities such as the training school in Aberdeen, the headquarters at Arsenal Street, and other major projects, including the then-new divisional stations in Mong Kok, Wong Tai Sin, Kwun Tong and the like. I had a number of years as director of the Special Branch, which is a very absorb-

ing area. By way of contrast, between '69 and '70, I was in command of Kowloon, looking after 2 million people with some 5,000 policemen. Whatever happens in Hong Kong will invariably happen in Kowloon. It is a very busy post. I also thoroughly enjoyed my short time as director of CID.

What major changes have you seen?

The list of course is endless. Just as Hong Kong has changed, so has its police — considerable growth; improvement in the calibre of recruits; quality of training; better equipment and weapons, and so on.

Two things however stand out among the many that are important. Firstly, the greater degree of international cooperation. We play a prominent and meaningful role with Interpol; we maintain very close links with our immediate neighbours and countries beyond; we keep abreast of developments worldwide in the broader approach to the fight against crime, be they forensic or media of communications or whatever.

All the while we send people abroad to visit or on attachment to forces in countries where we think

there is something to be learned. We get involved in international operations such as dealing with drug trafficking, security in the context of hijacking, and commercial crime. There is a continuing need to have close and meaningful cooperation between countries for their mutual benefit. No police force can operate in isolation.

Secondly, the development of community relations has been improved. We are very determined to harness the cooperation of government, the public and ourselves in what I call a Three Way Alliance. We have introduced many moves in this direction. For example, at Government level, the Fight Crime Committee, and at district level, the Mutual Aid Committees.

Interwoven with these is our concept of fanning out with small forward police report rooms or neighbourhood police units in among the estates. The aim is to localise the police scene, so as to become an accepted part of the life of an area.

Other innovations include Junior Police Call which now has 228,000 members. Your Chamber's Good Citizen Award Scheme is another very valuable aid in encouraging people. Last year some eight per cent of all arrests for crime was made with the help of members of the public. This means people are reacting in a positive way and I am sure it is not because they are simply looking at the dollar sign. I regard the cooperation of the Chamber and bodies such as the banks association, the insurance association and the like as having an important part to play in improving the thrust against crime.

We have gone a long way towards making life safer than it was five or six years ago, but we have still a long way to go before conditions are fully under control. Of course nowhere in the world is utopia, so my immediate aim has been to try to get crime back to something like the level of the early sixties. We have gone a long way towards that.

What, then, are the major problems facing the police at present?

I still remain concerned about organised crime, in particular the triads. There is no doubt even in their present splintered form, and regardless of whether they are real or pseudo triads, they are heavily involved in the

fabric of the criminal community at all levels. We have put a lot of work into countering the threat they pose.

Crime therefore, especially violent crime, must be our number one priority, but of course we have a part to play in policing traffic; on the waters in regard to illegal immigration; and we also have a part to play in the overall context of society, making sure people meet the laws, and so forth — the social type of offence such as parking or obstruction. We don't go out of our way to make life unpleasant as far as social offences are concerned, but where people don't or won't conform we obviously have to resort to either summons or arrests. But we have tried to get a clear sense of priority and thus we give our fullest possible attention to crime and less attention to the more trivial matters.

In a way, you can't win — there is always somebody who is not happy. If you give your fullest possible attention to crime and less attention to not so important matters, someone is bound to complain. On the other hand, if you act too much on the minor offences, you will be criticised for concentrating on trivialities and not doing more about the major things.

What has been the effect of the ICAC, and how do you view it?

ICAC took over from us the previous role of the Anti-Corruption Bureau but on an extended and expanded scale. It has achieved a lot. It has played a very important role in assisting people such as myself in ridding this Force of a large number of people who had let us down. It has a very important role to play in society generally, and it is probably best that an organisation of this nature should be independent and seen to be independent. As far as I am concerned, it is effective.

What would you like to see improved in the working conditions for the Force?

Well, this covers many aspects. Perhaps the most important of all, we must keep pace with our workload so that we can cope with it adequately. The Force has developed rapidly in numerical terms, but it continues to be a problem to keep up with the on-going very rapid pace of development here. We have a large on-going building programme for offices and other accommodation, and we are expanding other facilities such as transport,

communications and so on. We try to look at the whole ambit of conditions, levels of salary, accommodation, housing, and we have always been among the leaders within the Government sector. We are proud of our large and efficient welfare organisation, both from the Central Bureau and throughout the Force, and we are trying to expand our sporting facilities, but again this has been overtaken by the growth of the Force.

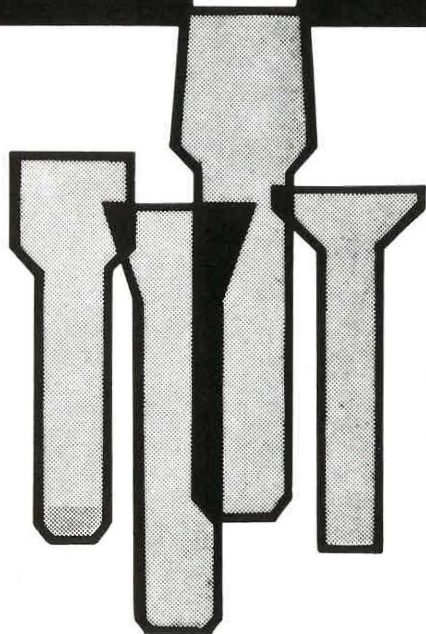
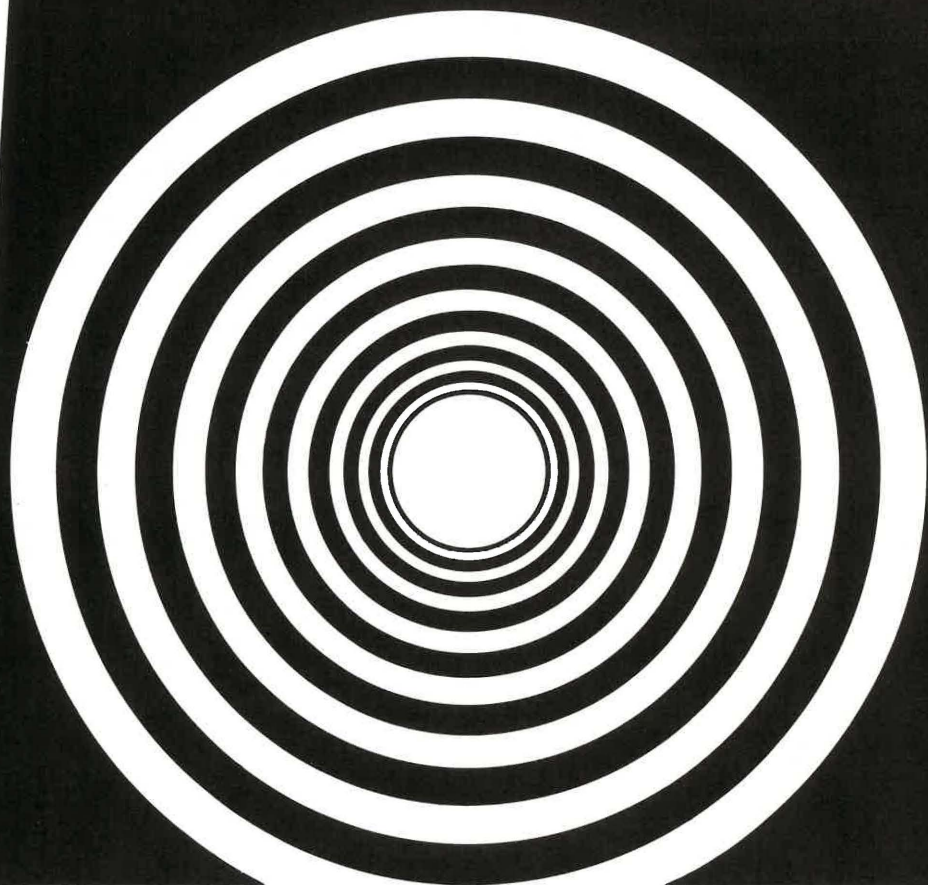
We keep conditions under review all the time, but it is a fact of human nature that we can never please everyone — partly because what is good enough today will not necessarily be good enough tomorrow.

If you were starting all over again as CP are there any major changes you would want to make in the policies you have in practice adopted?

I don't think so. In broad terms, the guidelines I have set for myself would be the same. I have worked very much as part of a close knit team and it has been fully agreed that this policy will remain the foundation for the immediate future.

What are your future plans?

Undecided. I don't intend to retire to some exotic romantic island in the Pacific to paint, although I can in fact paint and draw. I have a young family and I myself am far too young to sit back and mow the garden. So I intend to assume some new role, but I've not yet decided what to do. However I shall certainly try to continue to play some small part in the affairs of society.



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Hong Kong Trade Facilitation Committee Report on International Trade Facilitation Meetings in September 1978

By I. R. Tomlin, R. T. Griffiths and P. C. Leung



Since trade facilitation is by its nature international Hong Kong must keep abreast of technological and procedural developments at the international level. The Hong Kong Trade Facilitation Committee (T.F.C.) does this by participating in two main worldwide fora – the United Nations working party on facilitation of international trade procedures and the International Chamber of Commerce (I.C.C.) commission on regulations and procedures in international trade and other ICC work related to trade facilitation. Through these two governmental and

commercial organisations, Hong Kong is also able to identify facilitation work at national level which has relevance for Hong Kong. Thus direct contact is maintained with national trade facilitation bodies such as Sitpro (Simpler International Trade Procedures Board) in Britain, Costpro in Canada, Jastpro in Japan and NCITD (National Committee on International Trade Documentation) in USA. Direct contact has also been established with the International Standards Organization (ISO) which is responsible for such work as international trade coding and maintenance.

In September 1978, a series of meetings was held in Europe, at which Hong Kong was represented, to discuss important matters of international concern in the general field of trade facilitation. Detailed reports on the meetings were submitted to the Director of Trade Industry and Customs and the Hong Kong Trade Facilitation Committee. This *Bulletin* report is based on the reports already made to these bodies and includes only the more important issues. The subject is, generally speaking, quite complicated and to the layman difficult to comprehend. Yet it is vital to Hong Kong's trading future.

The September meetings were notable for the inclusion for the first time of a Department of Trade Industry and Customs representative in the Hong Kong team and although urgent textile talks with the European Commission in Brussels diverted him from some of the work in Geneva, Mr. P.C. Leung was able to participate in the work at Sitpro & ICC headquarters in London and Paris respectively.

SITPRO

In London a one day seminar on management and international trade facilitation reviewed the work of the Sitpro Board during the ten years since it was established with full British Government support. The seminar Chairman, Sir Patrick Reilly,

supported by Sir Reginald Wilson, current Chairman of Sitpro, and Lord Thorneycroft the first Chairman, presided over consideration of seminar papers covering banking, transportation, documentation and the application of computers and electronic data processing. Most of the panel speakers were practical businessmen associated with the technical work of Sitpro. The seminar provided convincing evidence of the practical value of Sitpro's work in eliminating unnecessary procedures and paperwork, simplifying and aligning trade documentation and processing in one-run systems; securing effective use of banking services; simplifying Customs controls; introducing and promoting the use of the standard liner waybill to reduce delays and congestion (or of a standard short form bill of lading where a B/L was essential) and improving port procedures. Sitpro had found that a variety of port operating systems and procedures within Britain created problems in any attempt to encourage EDP applications for international trade procedures in UK ports. Consultants engaged by Sitpro reported that there was a general lack of understanding by those involved in international trade of each other's responsibilities, needs and activities.

This state of affairs was confirmed by a separate consultancy study carried out in the mid-1960's for the National Ports Council which illustrated the complexity and lack of

integration of the overall cargo system and its associated documentation. This and other studies at that time also demonstrated that most of the information associated with cargo movement comprised data elements common to the needs of most of the parties involved, that these data were being collated, presented and processed several times with consequent delay, cost and increased error liability. This was a problem eminently suitable for computerisation. Since then, new technology has led to a fall in prices of hardware and improvements in software so that small business systems are becoming more cost effective. Improved transmission facilities are providing easier automatic data transmission between separate parties involved in the transport of goods.

Sitpro, having realised the current EDP trends and the growth of individual in-house systems, is now concentrating on the problems of interface between systems and is leading international work on the formulation and acceptance of data standards for computers in international trade and transport and the requirements of a standard format conversion package allowing users of the interface standards to format and reformat their own data for transmission with other parties. Current developments in transmission and the related activity of 'word processing' also point to the need for rationalisa-

tion and compatibility nationally and internationally. Speakers related their experiences in EDP and computer work in such fields as spare-parts importation, distribution and billing and in acceptance by Customs of periodic computer-controlled entry.

In the closing session of the seminar on 'The Overseas Experience' Ian Tomlin Chairman of the Hong Kong TFC gave an account of trade facilitation activities in Hong Kong and the work achieved by the Trade Facilitation Committee, emphasizing the importance of the role of government departments.

ICC

Recognising the present and potential importance of Hong Kong in international trade facilitation work, the ICC has permitted the Hong Kong Trade Facilitation Committee to participate as ICC delegates in the technical work of the United Nations. This opportunity is taken to acknowledge the very practical help from the ICC without which it would not have been possible to make the progress that has been made in aligned documentation and other work in Hong Kong.

A number of meetings were held in Paris on intermodal, air and sea transport and on regulations and procedures in international trade. Various ICC commissions, working parties and special committees dealing with these subjects are all serviced by the ICC transport and facilitation secretariat and much of their work is relevant to Hong Kong, particularly the work of the joint committee on regulations and procedures.

Joint Committee on Intermodal Transport

This was well attended by representatives of ship owners, insurers and forwarding agents. Chaired by Mr. B.S. Wheble, well known in Hong Kong, the joint committee dealt with the following matters:—

UNCTAD Intergovernmental Preparatory Group (IPG) on International Intermodal Transport

All groups within UNCTAD have now agreed on the scope of a draft convention expressed in a "Common Understanding". It was noted that fundamental problems remain to be solved such as choice of liability system.

ICC Uniform Rules for a Combined Transport Document

Although the International Chamber of Shipping has recommended to its members a standard layout for the face of a combined transport document, it has not recommended application of these Uniform Rules mainly because of doubts that have arisen over the acceptability of combined transport documents within the framework of the ICC Uniform Customs and Practice for Documentary Credits. The Banking Technique and Practice Commission of the ICC will consider this difficulty and report to the next intermodal transport committee meeting.

FIATA Combined Transport Document (FIATA B/L)

The ICC has approved this document for use by freight forwarders and noted the FIATA recommendation that the combined transport operator ensure his liability as suggested by the Joint Committee.

Hamburg Rules

Professor Ramberg reported on the effect of these Rules adopted at the U.N. Conference on the Carriage of Goods by Sea at Hamburg on March 31, 1978. In the ensuing discussion the Joint Committee expressed concern at the confusion which might result from the application of different legal systems to the international transport of goods by sea and decided to follow closely the work of the I.P.G. (see above) in the light of the new Hamburg Rules.

Commission on Sea Transport

Third International Shipping Conference

It was agreed that this shall be held in Britain in March 1979 in order to prepare a general shipping policy of the ICC and make it well known particularly in UNCTAD which will be meeting in May in Manila and where important shipping issues will probably be raised.

US Shipping Policy

In a discussion paper the General Council of British Shipping pointed to the detailed regulatory system in the United States as the price paid by international liner conferences for their exemption from domestic U.S. anti-trust laws. This regulatory system effectively prevented shipping lines

from rationalising their services and from consulting with shippers' councils.

Eastern Countries Shipping Policies

The same paper pointed out that the problem is one of fundamental incompatibility of different economic systems. One end result could be a greater degree of government protection and therefore control or, alternatively, unacceptable domination of the market by Eastern bloc shipping.

Container and Combined Transport Documents

The Secretariat said that it was envisaged that a guide to container transport might be of use to combined transport operators, shippers, etc. and cover such areas as operations, tariffs, insurance documentation and banking aspects. It had been agreed by the joint committee on intermodal transport, however, that this project should be deferred until problems of terminology, acceptability of combined transport documents under ICC Documentary Credits — Uniform Customs and Practice — and the application to unimodal transport, had been settled within the ICC.

Incoterms

Professor Ramberg reported that present terms such as CIF and FOB would not be substantially modified but that several new terms would be recommended in his review to take account of changing practices and techniques in present day transport and consequent division of risks and costs as between buyer and seller.

Commission on Air Transport

Advance Notice to Shippers of Air Freight Increases

The ICC Transport Policy Board had agreed to recommend that the Council of the ICC adopt a resolution to the effect that carriers should consult with representative shipper bodies to meet shippers' requests for advance notice. The long-term solution to the problem lay in governments ceasing to require that fares and rates be submitted for approval. Airlines would then be in a better position to give shippers sixty days notice of rate increases.

IATA Tariff Conversion Rates

The ICC Transport Policy Board had considered the way in which

airlines converted internationally agreed tariffs into equivalent units of national currencies. Given the current international monetary situation, it was unlikely that any new formula could satisfy all parties concerned. When a national carrier found that because the agreed conversion rate between the national currency and, for instance, the dollar was lower than the official bank rate of exchange, it was natural that the carrier should seek a currency surcharge to bring the tariff back into line, in dollar terms, with the original tariff agreed within the framework of IATA traffic conferences. The surcharge should however not go beyond this "re-equilibrating" level and should be adjusted if and when the national currency re-appreciated in terms of the tariff currencies.

Security Charges in Airports

It was agreed that the cost of security measures at airports should be borne by the State and that the ICC should oppose the proposition that the burden of security expenditure should be transferred from the State to the industry. While it seemed reasonable that airlines should provide for in-flight security, it seemed equally reasonable that governmental or local authorities should be responsible for the safe use by airlines of the ground installations located in their territories.

International Air Transport Policy

A draft ICC statement of principles and policy recommendations was approved concerning current air deregulation policies in certain major Western countries. In summary this warned against a too rapid pace in international air reform through international agreements whose revision might be impeded by political considerations regardless of whether the reform had had adverse economic impact. A measured approach to change would also allow a more careful consideration of consequences for other modes of transportation of a big increase in air travel and the adequacy of airport facilities to cope.

Business Travel

The Chairman of a working party on business travel by air reported on the work done by ICC and IATA resulting in a joint recommendation on services for full fare paying passengers on scheduled airlines.

In summary, the recommendations are:

- services offered should distinguish between the full fare paying individual traveller and the promotional fare traveller
- on both departure and arrival, full fare paying travellers should be segregated from promotional fare travellers
- one standard distinctive identification system should identify services for the full fare paying passenger on departure
 - separate desks should facilitate speedy check in
 - on intercontinental flights priority should be given in boarding
 - airlines should provide suitable and adequate waiting areas in flight
- a separate section of the aircraft should be reserved
- information on in-flight services should be given on arrival
 - priority should be given for the unloading of baggage
 - priority should be given in disembarking from the aircraft and in the case of cancelled, delayed or missed flights the full fare paying passenger should be informed of the first available flight of any airline.

Commission on Regulations and Procedures in International Trade

This was the first meeting of the new commission resulting from a merger of the commission on formalities and regulations with the special committee on facilitation of international trade procedures. The commission discussed the following:—

Facilitation Programme of U.N. Economic Commission for Europe

M. Dreyfous (France) agreed to chair a working party to advise on the role of the ICC in the implementation of ECE trade facilitation recommendations and on the relative priorities which the ICC commission should give to the ECE work programme. There was a need for greater implementation of ECE recommendations and ISO standards. The ICC should take the initiative and give technical assistance where necessary.

Developments in Computers, Telecommunication and International Trade Procedures

It was agreed that the ECE should be requested to set aside time at its March meeting for an exchange of views on the impact of small computers on trade data interchange in order freely to identify specific problems. One such problem was the syntax rules being formulated by a task team of the working party since such rules agreed within the UN framework were unlikely to receive universal acceptance. The ICC should make an 'inventory' of the priority problems to be solved e.g. performance standards, compatibility of hardware, legal (e.g. authentication) and confidentiality problems. Public accounting requirements are based on paper documents. Microfilm, for example, was not recognised as a legal 'document'.

Mr. Griffiths outlined the situation as he saw it in Hong Kong and said that after the ECE March discussions the Trade Facilitation Committee in Hong Kong might consider hosting a seminar if there was sufficient interest on the part of the larger international business firms in Hong Kong with in-house computer systems, and of systems such as HACTL and related governmental interests.

Incoterms

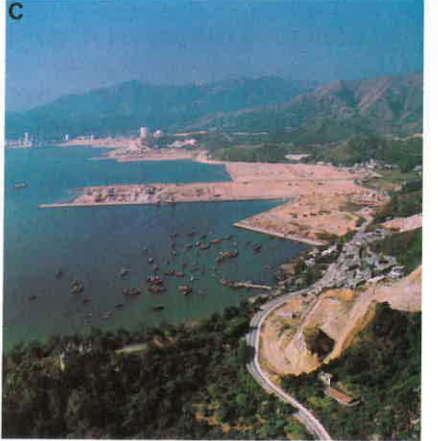
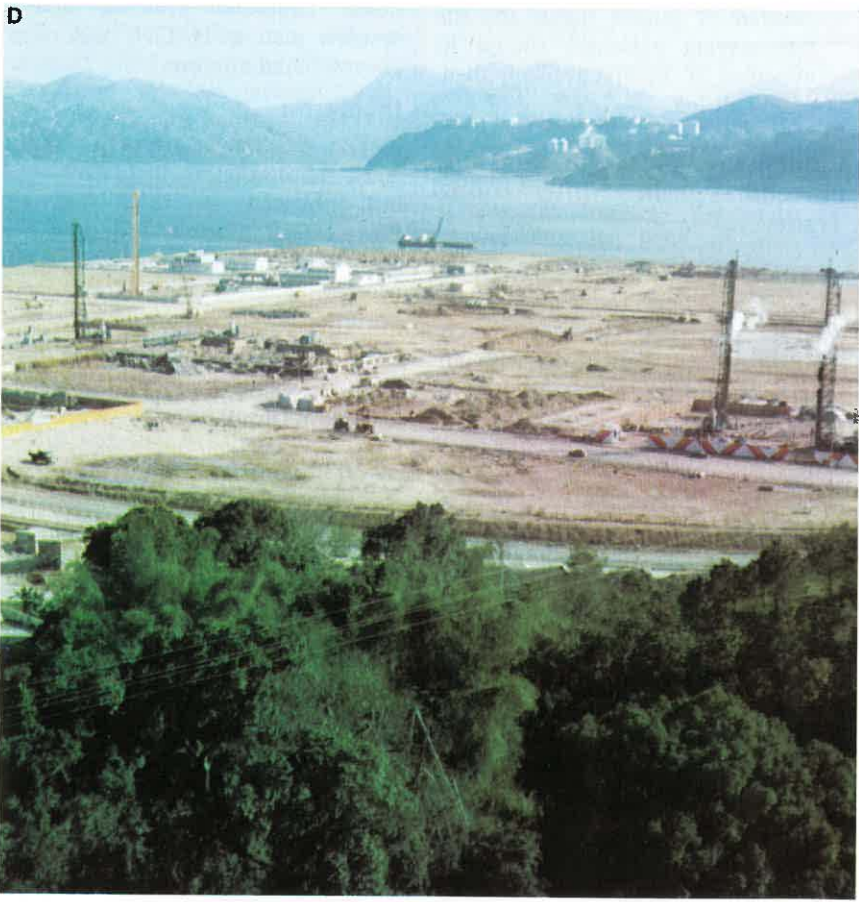
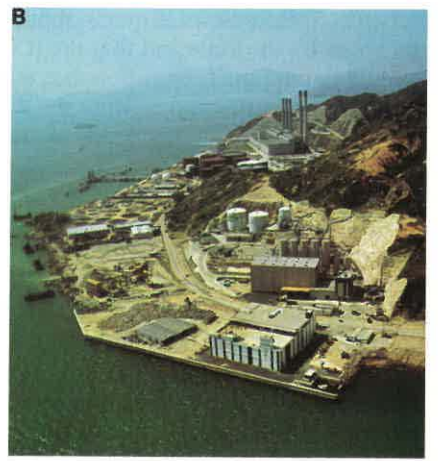
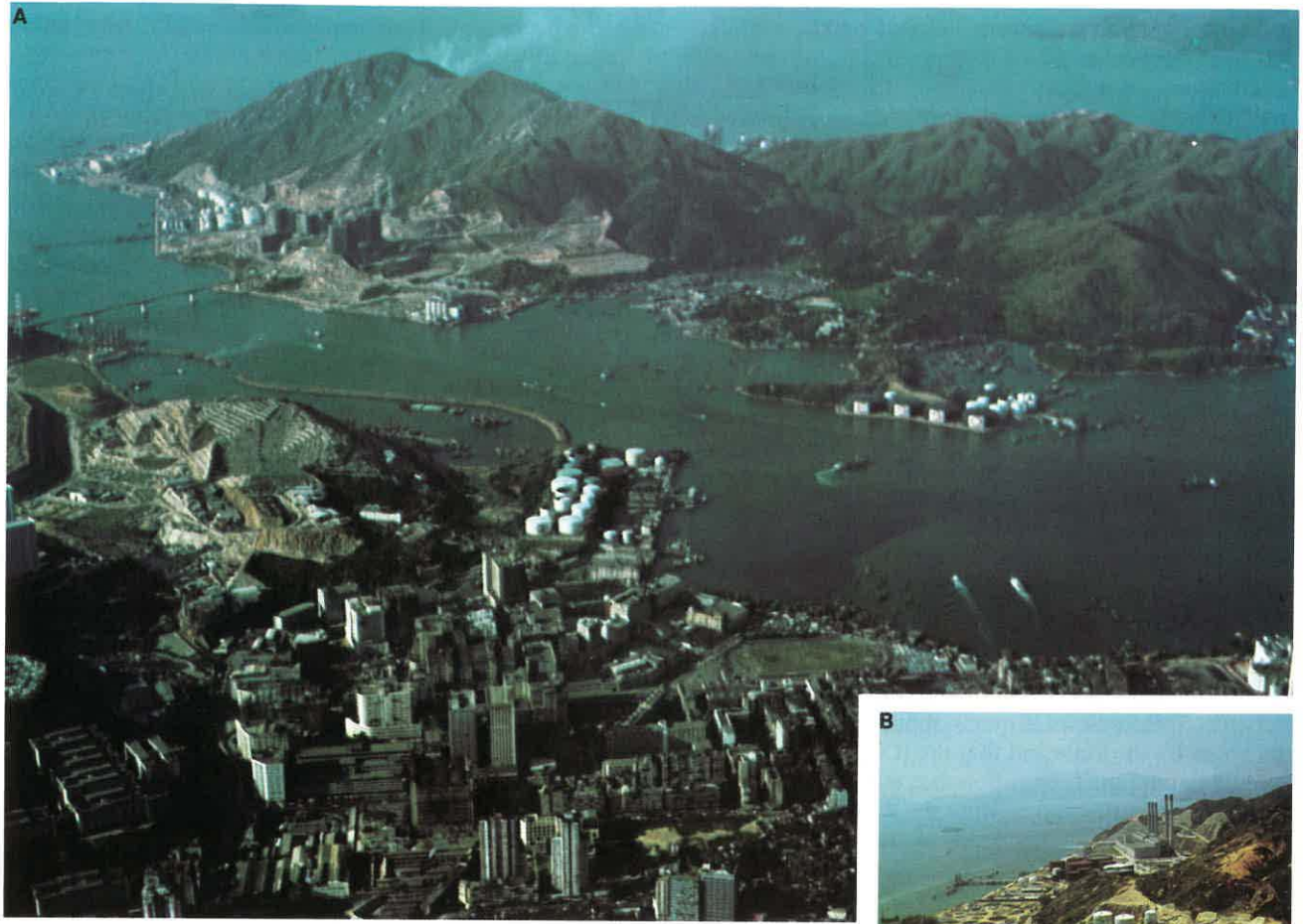
The Secretariat reported that a guide to the present Incoterms would be published in 1979 and that Professor Ramberg's proposed new draft INCOTERMS, taking into account modern methods of transportation and organisation of transport services, would be examined.

Customs Valuation and Settlement of Valuation Disputes

There was a danger of "political" solutions bypassing the Customs Cooperation Council. It was agreed that the ICC should insist on the principle of transaction value as value for Customs valuation and that the GATT should agree on a simple conciliation procedure before governments had recourse to the courts.

Inclusion of the 4 digit CCC Nomenclature Code on Export Invoices

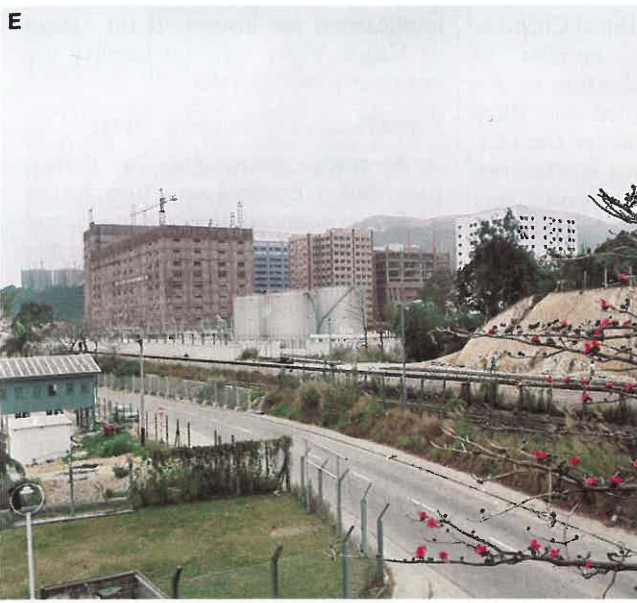
It was decided to inform the Customs Cooperation Council that the ICC was opposed to this CCC recommendation. Mr. Leung said that as



Developing the New Territories

The Government plans to provide 350 hectares of land in the New Territories for urban and industrial development over the next decade. Among the sites are:

- A: Tsing Yi Island, with the new town of Kwai Chung in the foreground. Tsing Yi already possesses a complex of heavier and technologically advanced industries, and the completion of three major dockyards, providing work for 180,000 people, will reinforce this development.
- B: Shows the Outboard Marine factory, the Dow Chemical plant and the new electricity generating plant on Tsing Yi.
- C: Taiipo. The Industrial Estates Corporation site is shown in the centre of the picture.
- D: Formation work on Stage 2 of the Taiipo estate, which is expected to be complete by May, some five months ahead of schedule.
- E: Shatin, where new industrial buildings are rising rapidly. A site here fetched a record \$29.2 million – \$892 per sq. ft. – last November.
- F: Yuen Long is at present a small market town. By the early nineties, a 72 hectares industrial estate will provide employment for several thousand workers.
- G: The Tuen Mun industrial site, where 22 factories are now in operation and
- H: Where further industrial premises are nearing completion.



certain territories such as Hong Kong did not adopt the CCCN system the introduction of the recommendation was likely to hinder instead of facilitating international trade. A draft statement was approved which included the consideration that insertion of a goods classification number on invoices would be of interest only at such time as there was a nomenclature applied internationally.

United Nations

The United Nations provides the forum for detailed technical work in facilitation. Specialist groups on particular subjects meet concurrently over the course of a week. Thus countries wishing to follow and contribute to the work usually send teams of six or more specialists to meetings in Geneva twice a year. In the past, it has been difficult for Hong Kong, with one and occasionally two representatives, to keep abreast of the work and it has meant 'looking in' at as many of the meetings as possible thus hoping to get the drift of all of them. The present arrangement of sending three representatives enables wider and deeper coverage of the work, a more effective Hong Kong contribution and better reporting.

At Geneva in September there were meetings of the working party on trade facilitation, its two groups of experts on ADP and Coding (GE1), Data Requirements and Documentation (GE2) and their task teams. Messrs. Tomlin and Griffiths attended most of these and, by request of the ICC, also attended a session of the intergovernmental preparatory group on a combined transport convention. The later arrival of Mr. Leung helped to share the burden.

GE1 — ADP and Coding Data Elements

Data elements for the bill of lading are now complete and work on compiling data elements for the commercial invoice is nearing completion. The output of the work of the task team on data elements and codes is input for the task team on trade data interchange.

Trade Data Interchange

The task team proposal for interim syntax rules for data interchange was endorsed with certain conditions and will be presented for adoption to the Working Party in March 1979. The

proposed rules have been used in trial test runs by the International Chamber of Shipping with a number of countries. The practical value of the rules has been established and there are now strong pressures for the ECE to provide early guidance in this area. The syntax rules are provisional, and not yet accepted standards. The task team aims to develop a standard taking into account positive features found in other trade data interchange systems, notably in USA and Canada.

Port Location Code

There was a wide-ranging but inconclusive debate on whether or not intensive efforts required to prepare such a code would be justified. Despite reservations by some countries it was agreed to continue work on such a code.

Packaging Code

The International Union of Railways proposed a three numeric code to accommodate their more stringent rail requirements. The International Chamber of Shipping made counter proposals to fit this into a code structure acceptable to ICS. The result has been unsatisfactory to both rail and shipping so far but there was a willingness to continue to try to find an international solution.

Currency Code

The ISO reported that a revised version of the two-alpha country code ISO 3166 is being prepared and ISO had also issued a new standard ISO 4217 'Code for Representation of Currencies and Funds'.

GE2 — Data Requirements and Documentation Bill of Lading Procedures

The Group supported a draft recommendation of its legal problems task team on common, blank-back, non-negotiable documents. It will now be necessary for the ECE Secretariat in conjunction with ICS and perhaps ICC to amend the draft in the light of legal points raised by the Group in respect of certain definitions, particularly the 'incorporation clause'. It is intended to have an official draft recommendation for the Working Party's approval in March 1979. This will be timely, for Hong Kong will be increasingly on the 'receiving end' of such documents. The Marine Insurance Association of Hong Kong has

expressed concern at possible legal implications for insurers if the Hague or Hague Visby rules on liability are not clearly incorporated.

Simplification of Shipping Marks

A study group led by Britain suggested a possible structure for an ECE recommendation. Japan and Hong Kong have done considerable research on this subject and the results have been made available to the group. Comments by all interested countries are now being sought and there is a strong possibility of a draft recommendation emerging.

Alignment of Documents

The Group agreed on alignment for the Insurance Certificate, the Control Certificate of the Geneva Protocol on Standardization of Fruit and Vegetables, and the Phytosanitary Certificate. The Director of Agriculture and Fisheries in Hong Kong has agreed to the latter's use in Hong Kong subject to confirmation of F.A.O. acceptance.

Acceptability of documents produced by the one-run system

Three main points arose from discussion on this item.

- the problem was of great concern because banks and Customs authorities did not always accept documents produced by one-run methods. Usually this happened in developing countries where one-run methods were not well known
- the CCC was developing a recommendation to the effect that Customs authorities should not request the original of the Invoice. The Group of Experts welcomed this information
- the British delegation informed the Group of Experts that SITPRO had prepared an educational leaflet on the subject and that copies were available for interested delegations. In Hong Kong, a copy is available from Miss Wendy Chan Secretary of the Hong Kong Trade Facilitation Committee at Ocean Centre, Canton Road, Kowloon (Tel. 3/670607) or from Mr. Griffiths at the Hong Kong General Chamber of Commerce (Tel. 5/237177).

Dangerous Goods Documentation

The U.N. recommendation on 'Documentary Aspects of Dangerous Goods' has been issued and forwarded to the Chairman of the Dangerous

Goods Standing Committee in Hong Kong.

Trade Facilitation Manual

The Technical Adviser to the Working Party reported that a new manual would be completed in 1979. Delegations reported an urgent need for the manual in the form of a basic reference file and continuously updated bibliography to be used as background material for national facilitation handbooks.

Techniques used in multilateral treaties regulating international trade procedures

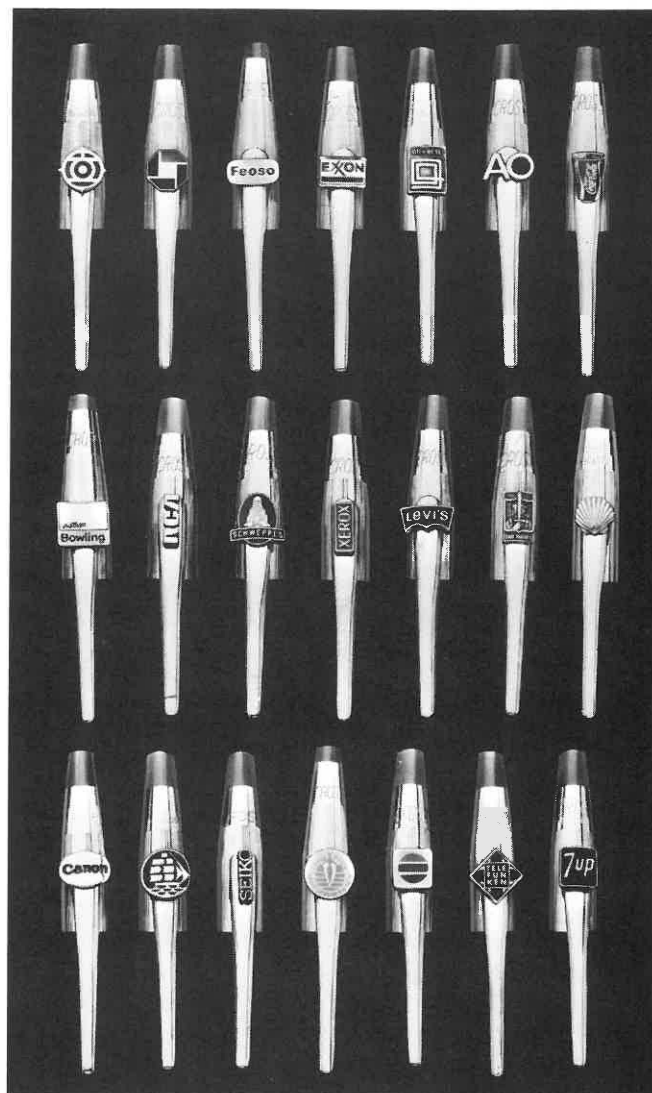
In view of the inclusion of an export declaration and certificate of origin form incorporated in the formal textile agreement between Hong Kong and the EEC in 1977, of particular interest and value to Hong Kong is the fact that the Working Party on Facilitation of International Trade Procedures recommended to the United Nations that standardized documents containing information (i.e. forms containing data elements; data carriers) specified in a treaty should not form an integral part of any treaty. The drafting of a treaty should allow changes in the content and layout of such documents to be effected by a decision taken by a competent authority of the organisation under the auspices of which the convention is negotiated.

North America

As mentioned earlier, Mr. Tomlin who was returning to Hong Kong via North America, accepted an invitation from NCITD in the US and COSTPRO in Canada to visit them and he was able to obtain during his visit a good idea of the promotional activities undertaken by both of these organizations.

In both countries emphasis is on promotion of what Trade Facilitation can do to assist international trade but of course this does require a considerable amount of money and staff.

In Canada in particular, much development work is going on in the use of more advanced office equipment such as electronic word processors and the Canadian Government are backing a COSTPRO project to develop a country-wide system of low cost terminals. COSTPRO have agreed to keep the Hong Kong TFC fully informed of developments in this respect. //



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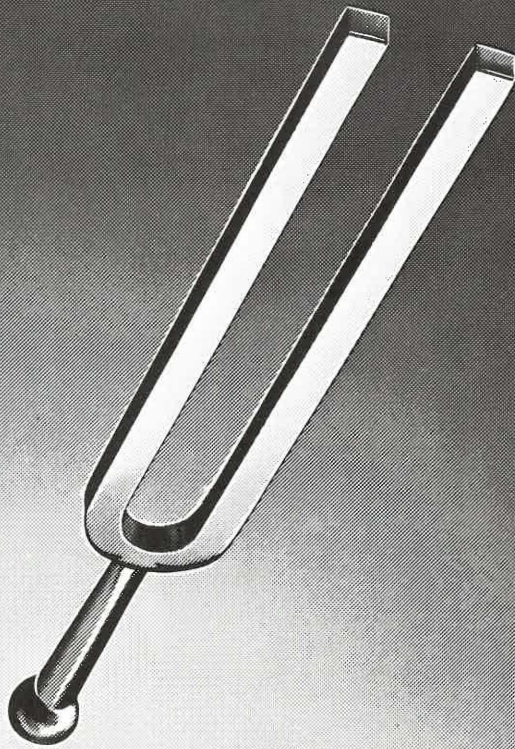
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TRADE AND INDUSTRIAL PROMOTION

They need experience, good organisation and a little bit of luck!

For an organisation with only 70 staff including about 25 executive level people, the Chamber undertakes every year a pretty extensive programme of work in external trade promotion and industrial investment promotion. The Trade Division of the Chamber aims to carry out eight to 10 external trade promotions involving an average of 15 member companies of the Chamber for each. Some of these promotions are carried out in conjunction with other organisations such as the Trade Development Council and the Chinese Manufacturers' Association. All of them involve a great deal of pre-mission planning, discussion with consular officials and trade commission staff, assessments of the market potential in the countries to be visited and direct contact with various organisations in these countries to ensure a good level of acceptability and response once the mission arrives.

The Chamber has nine trade area committees responsible for advising on trade with nine particular areas of the world and each of these committees is actively involved in specific trade promotions of one kind or another each year. Without the professional knowledge of the members of these Committees, the Chamber's executive would be unable to mount successful external operations to the extent that we do. Some missions are exploratory and may test out new markets or markets which appear to have been under-promoted or which may have changed in character over a period of time. Exploratory missions are usually relatively small like the one we sent to Papua New Guinea in February which was composed of seven member companies with a Chamber executive. That mission was intended to determine more precisely than at present what the market potential may be in future and how best the Chamber should seek to help our member companies to gain a fair share of the business to be done.

Other missions, such as the one which last month visited four Arab countries (this was a joint venture with

the TDC), travel to areas which are well known to Chamber members and Chamber staff. We have close working connections with many of the Chambers of Commerce in the Arab countries and of course the Chamber welcomes and assists groups of Arab merchants who visit Hong Kong, either as officials of Chambers of Commerce and other organisations, or as individual traders in their own right. The results of recent missions to Arab countries can usually be measured in terms of at least \$15 million and some times \$20 million worth of business concluded with much more in the pipeline.

The very large trade promotion group which left for Central and South American countries on 24th February is no longer in the trial category since the Chamber has sent three previous missions, two of them also quite large, to that general area during the last few years. We therefore know the problems involved and the organisational matters that have to be sorted out before the mission sets off. In this case, we cooperated with the Chinese Manufacturers Association and an executive from each organisation travelled with the mission or immediately in front of it in order to ensure that all arrangements were satisfactorily made to provide the mission with the best possible opportunity for business. In Central and South America, because of language difficulties and other problems such as visas and travel arrangements, many of our medium and smaller member companies have found that a Chamber organised mission gives them more time to carry out their business without the worry and hassle of dealing with administrative problems. In fact if such missions were not organised on an institutional basis, I doubt very much whether many of these companies would actually test the market by going themselves.

We have a trade buying and selling group going to Korea in May, and another currently in Europe (Greece, Austria, Yugoslavia and Spain), and a

further group plans to attend the Berlin Partners for Progress Fair in September. We also have tentative planning underway for trade buying and selling missions to Japan and possibly to other areas in southeast Asia later in the year. So, all in all, the Chamber's Trade Division is very heavily stretched and, I would say, pretty productive as well. Personally I believe very strongly in action oriented programmes based on the best possible advice and the widest possible assistance from our member companies and other organisations. Trade promotion is not an easy technique and a good deal of experience is required. It takes time for executives to learn the tricks of the trade, as it were, and I believe that in the Chamber, we have a number of skilled personnel who are giving our membership first class service. We are also training additional executives to be able to support the effort from time to time and to take over when appropriate.

What about industry? Most of our members know that we have mounted a well organised and systematic programme of external industrial investment promotions in three areas of the world since 1975. In fact the Chamber has organised eight specific promotions in the United States, Japan and Australia. In these latter two countries and particularly Japan, the Chamber has blazed the trail and I believe our efforts have been successful enough to encourage further and larger efforts. In these industrial promotions we have worked as closely as possible with the Department of Trade, Industry and Customs and some of the promotions have been carried out on a joint venture basis. The Chamber's policy in this respect has been to provide a complementary service which would expand the overall Hong Kong investment promotional programme into areas where the Government might not have the necessary staff to carry out a detailed programme. That has certainly been the case with Japan and two Chamber industrial investment pro-

motions in Japan resulted in discussions at boardroom level with over 80 Japanese companies many of them very large indeed. We were given access to senior executive levels in these companies and we have of course maintained direct contact with many of them. Some of the companies are now in production in Hong Kong and others have bought new business, set up regional offices, appointed Hong Kong agents and in one way or another contributed to a larger Japanese presence in Hong Kong's trade and industrial circles. I am glad to say that we also have over 80 Japanese member companies of the Chamber, more than any other organisation in Hong Kong except perhaps the Japanese Chamber of Commerce itself. A good proportion of these Japanese companies are in fact industrial manufacturers and we have received a great deal of help from them in organising receptions, discussions, and seminars for incoming groups of Japanese industrialists.

Our efforts in Japan have resulted in my becoming, two years ago, Hong Kong's representative for the Japan Institute of Labour and this in itself has brought about many additional connections with Japanese companies and organisations. We have conducted special programmes for several groups of Japanese industrialists sent to Hong Kong by their associations. These have included autoparts manufacturers, electrical and electronic manufacturers and others in the metal products field.

We have roughly the same picture with the Australians. Two Chamber

missions to Australia have produced a good deal of extra business for the Chamber plus several Australian companies in production in Hong Kong. It is a marked feature of industrial investment promotion, when this is done at the boardroom level, that personal contacts are made and maintained. This is extremely helpful to both sides when detailed information is required or submissions are to be made such as land applications to the Hong Kong Industrial Estates Corporation. The Chamber in fact assisted a number of companies with such applications and a good proportion of them have been successful.

We employed Herb Minich, ex-Executive Director of the American Chamber of Commerce in Hong Kong, as a consultant for about two years and until quite recently. His work in the northeast area of the U.S. has been very valuable indeed to the Chamber and his reports on individual companies visited and on their interest in Asia have provided the Chamber with the means to seek further discussions here in Hong Kong.

Industrial promotion is an on-going process and it is impossible to judge at any point in time how successful the promotional efforts have been particularly since so many of the results might be quite different to the original intentions of the potential investor. An industrial enquiry may beget a regional office and sometimes vice versa. It is difficult therefore to separate industry from trade and we do not in fact try to do so. As Herb

Minich is fond of pointing out, American companies like to know the area in which they propose to place industrial operations and for this purpose, the territory which secures their regional office has a good start. Hong Kong of course is one of the finest regional centres in Asia and it is no coincidence that the largest industrial investor in Hong Kong is the United States.

During 1979, I am glad to note that the Government has constructed a functional external industrial investment promotion programme of larger dimensions than in any previous year and the Chamber will correspondingly be required to do less externally than previously. We have experienced staff however, the support of our Committees and the willingness to help in this overall programme to the widest extent possible. I believe that we shall be able to contribute very well.

The Chamber's trade and industrial programme, at least in the sense of external functions, is an extensive one for 1979 and probably more so than in any other year of our history. That is as it should be and the expanding skill, initiative, and enthusiasm of our staff in this general field have obviously had an effect on our membership. We finished 1978 with the highest ever number of member companies in the long history of the Chamber. What we have to do now is to make sure that we keep them!

So noses back on the grinding wheels!!

J.D. McGREGOR



Chamber News

Chamber Welcomes 14 New Members

The following companies joined the Chamber during February:

EMI Technology (S.E. Asia) Ltd.
Gentsen Besser Block Co. Ltd.
Kwan Lik Company
William Lam & Co. Ltd.
On Hing Trading Co.

Shack Enterprises Ltd.
South Sea Traders
Splendent Overseas Enterprise
T.F. & Co. Ltd.
Style Asia Limited
Stylette Garment Factory Limited
Sun Sang & (HK) Company
Warnaco International Inc.
Winsome Company

Chamber Executives Carry Out Different Duties in Japan

Industry Division Assistant Manager, Sidney Fung, has just completed a feasibility study training course in the Philippines and Japan.

The seven-week training programme, sponsored by the Asian Productivity Organisation, was attended by executives from the Region.

During his stay in Japan, Mr. Fung

called on a number of trade and industrial organisations to discuss matters of mutual interest with entrepreneurs, and brief them on Hong Kong's development.

Mr. Fung was joined by the Division's Assistant Director, Cecilia Fung, who went to Japan on March 7 to attend the Asian Regional Conference on Industrial Relations, organised by the Japan Institute of Labour.

Retiring Commissioner of Police Pays Tribute to Good Citizen Award Fund

Committee members of the Chamber arranged a farewell reception for retiring Commissioner of Police Brian Slevin on February 5 in appreciation of his service to Hong Kong. A presentation was made to Mr. Slevin by



Retiring Commissioner of Police Brian Slevin attended a reception held at the Chamber on 5th February to say good-bye to committee members. He is seen here receiving a farewell presentation from the Chairman.



The Chairman, Nigel Rigg, assisted by the Director and staff, presents the lucky draw prizes. More than 700 guests thoroughly enjoyed themselves.

the Chamber's Chairman, Nigel Rigg.

In acknowledgement, Mr. Slevin paid tribute to the good results achieved by the Chamber's Good Citizen Award fund.

"The Police cannot act in isolation, and during my term of office I have tried to place great stress on community relations" Mr. Slevin said. "This is showing results, and the Good Citizen Award fund is one of the principal means by which this has been achieved."

So far, some 600 people who have taken the trouble to report both actual and potential crimes to the police have been rewarded.

Bon Voyage to CMA-Chamber Mission to Latin America

Business leaders and Government officials met on Feb. 14 at the headquarters of the Chinese Manufacturers' Association to wish bon voyage to the joint CMA/Chamber trade mission to Central and South America, which is currently in Argentina after visiting Venezuela, Panama and Chile.

This is the fourth mission to that area in which the Chamber has participated over the past few years.



Summer Work Experience Scheme

The Hong Kong Association of Careers Masters invites local firms to take part in its Work Experience Scheme during the school vacation this summer.

The scheme, started five years ago, aims at familiarising School-Certificate leavers with actual working conditions so that their potential may be discovered.

Last year, 15 organisations, including hospitals, radio stations, voluntary agencies as well as commercial and industrial concerns took part in the scheme.

Companies able to provide vacancies for students are asked to contact Rose Lau, Careers Officer of the Education Department at 5-778311 Ext. 239.



The joint Chamber/TDC mission to the middle east, seen here before departure Kai Tak airport, had reported sales of over \$ Seven million at the time this *Bulletin* went to press.

Members of the consular corps attended a bon voyage reception for the joint Chamber/CMA mission to Latin America on 14th February. Picture shows Consul General for Venezuela, Oscar E. Michelena (2nd left) with mission managers Miss Y.Y. Tang of the CMA (2nd right) and Ernest Leong of the Chamber, together with Mrs Susan Cheng of Chilean Airlines.



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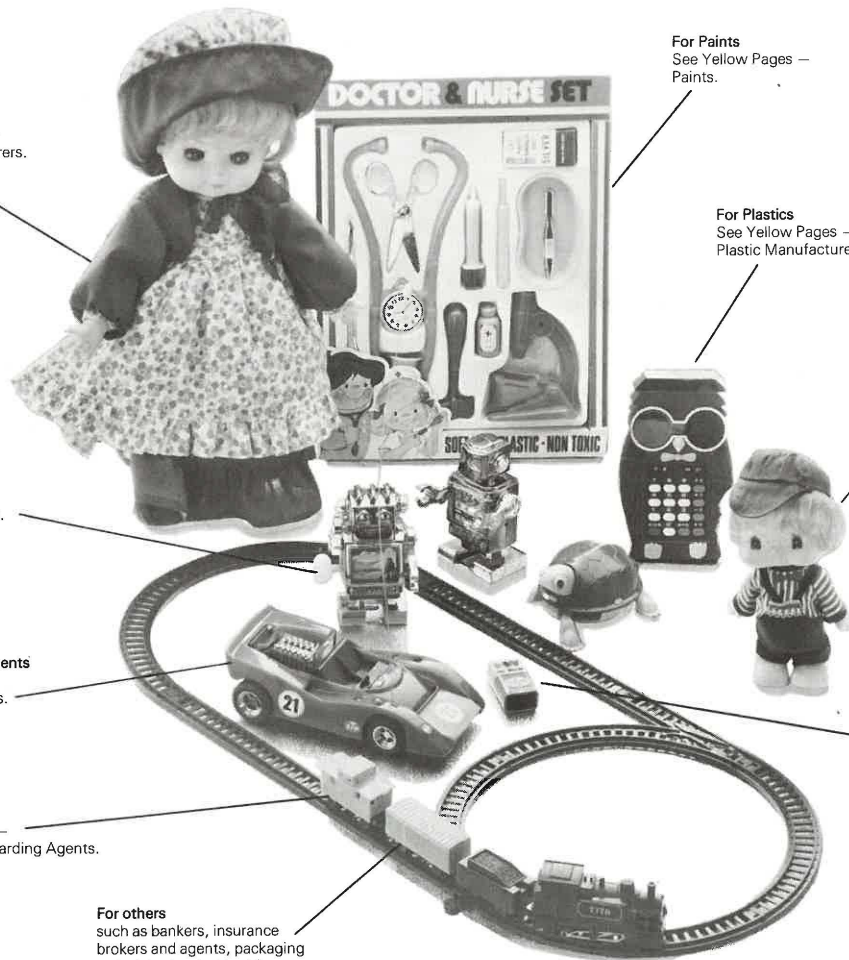
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Where a small investment means big business



工業用地 何處是？



數年前，本人與舊工商署的同事曾促請當局對傳統的售地政策予以修訂，使在特優條件下，能為若干具有經濟發展潛力的土地密集工業提供亟需的土地。當時，其他有關的政府部門幾乎全都反對此項建議。一位對我們激進建議極表反對的高級政府官員，向我引述維多利亞女皇的官地售賣法令，並且指出自十九世紀立令以來，這項售地政策都能符合需要。由於我們的敦促並未打動港府採取實際行動；因此，我們又再向當局重提政策建議，並逐步加強要求改革的辯論。

胡文瀚議員及其他著名的工業家，亦曾向當局提出同樣性質的建議。在工業界人士合力促請、政府部門首長表示願意就修訂優點予以考慮、若干銀行及工業界高層人士的及時介入，及最後，兩大工業公司為資本密集工業申請地盤的聯結行動下，港府遂轉向批准建議修訂的新工業用地政策。

在這個進展熾熱的階段中，（那時我是以工商署副署長身份積極參與其事），我們首先提出了「拓展香港工業基礎」的標語。這個標語清楚說明了我們的意旨，而且，自此更獲得廣泛使用。隨着兩大工業公司的地盤申請獲批准後——這無疑是第一大突破，我們又接續提出設立工業邨的建議。雖然，此項計劃需耗資極龐大費用和涉及多個政府部門，但港府方面只經過短暫時間的考慮

，就立即通過了這個政策，而且具體的計劃內容亦已制訂。現在，我還清楚記得那股由多方面聯結的强大力量，和港府冒着實際風險採取此項未經証實無疑的政策的情形。

我們一班直接參與制訂此項政策的人士，眼看着從填海、填漁塘以至兩個工業邨落成的整個過程，及第一批工廠在大埔開始投入生產，心中實在感到萬分欣悅。以我個人來說，這是個雙重的欣悅，因為如今在香港總商會，本人亦能協助會員公司及海外投資者申請到大埔工業邨的地盤。此外，本會亦與船外引擎及陶氏化學公司這兩個先鋒，繼續保持密切工作聯繫。

土地乃促使工業發展的最基本投資條件，因此，土地政策就是工業發展政策成功的主要關鍵。儘管工業用地成本持續高漲，當局的新土地政策能夠適應工業實際需要，確值得我們欣然接受。

本人相信，今後港商與中國簽訂合作發展土地密集工業的計劃將有可觀增長，（尤以港中邊界的地區為然）。夏巴的汽車裝嵌工程計劃只是一個開端，預料其他各服務行業的廠商亦將借助中國的土地供應，及低廉勞工成本來發展業務。相信這些發展亦可緩和香港土地供應不足及地價上漲的部份壓力。



工業用地政策之探討

新界政務司鍾逸傑：「高地價並非由官方支配，它們是人們在互相競投、而仍有利可圖情況下，所願意付出的價錢。」

香港工業總會總幹事陳樹安：「儘管廠商如何熱心於投資擴展工業，他們往往都因為工地短缺、地價昂貴而遭潑冷水。」

不少工業家也就是因此而興起售賣廠地的念頭。」

工地廠廈供應是影响香港工業發展的一個重要因素。一般廠商認為地價高漲及合用工地缺乏的問題，使香港工業增長受到牽制。有鑒於此，港府已按工業需要修訂了工業用地政策（參閱執行董事專欄）。從港府採取特種工業政策，及批准「徵用新界市鎮土地研究工作委員會」的修訂建議，可以見到當局對工業用地供求問題的反應。

為着增加工地畝數，港府展開了一項龐大的發展計劃。自一九七七年迄今，港府已收回了二百七十公頃土地；在未來十年間，港府計劃在荃灣、沙田、屯門、大埔、粉嶺、元朗及其他離島地區再開闢三百五十公頃土地以供工業發展之用。去年，當局已開始對大嶼山東北部的開發潛力進行考察，以決定應否展開該項需要龐大發展經費的計劃。

雖則如此，發展區的工地成本仍如商業區一樣，同告突飛猛漲。在去年九月舉行的一次官地拍賣中，一幅位於沙田火炭的工地竟以二千九百二十萬港元成交——每方呎八百九十二港元——創下工地拍賣價歷來的最高紀錄。而在一九七六年三月間，同區一幅工地的拍賣價僅為三百一十二港元，由此可見工業地價的飛漲幅度。

一般相信，地價暴漲是因港府歷來「公開拍賣、價高者得」的工業土地政策使然。工商署署長左敦稱：「由於香港土地稀少，因此，我們必須確保供各種用途（包括工業）的土地都能有最高效率的發展，而為着達到這個目標，我們遂採用公開拍賣、價高者得的土地政策。」他又說：「此項政策的原理根據是：付出最高價購得土地的買主應可能會將該幅土地謀作最佳及生產最高的用途。」

工業組織對地價高漲的問題極表關注。香港工業總會總幹事陳樹安指出：工地短缺及地價成本昂貴，是令熱心投資擴展工業廠商最感掃興的事情。陳氏又稱，不少本港廠商就是因此而興起售賣廠地的念頭。

他說：「我們不能怪責廠商試圖在最短可能的時間，利用最容易的方法去

賺取最大的利潤。這種不健康情況之所以出現，必須歸咎於地價暴漲因素。長期而言，廠家歇業出售廠地的情形必定會逐漸侵蝕香港的工業基礎。」

工商署長左敦雖則承認，地價高漲是使香港工業增長局限於較狹窄範圍的一大原因；但他並不同意高地價完全阻礙了本港工業的發展，因此，港府的長遠計策是藉修訂傳統工業用地政策，以拓展香港的工業基礎。一九七三年，港府修訂了售地政策，向符合釐訂準則的工業廠商按特優條件出售工地。受惠的工業主要包括那些資本密集，需要較高級先進技術及可為男工提供就業機會的工業。

這些土地並非以公開拍賣方式出售，而是以投標或私人批地契約方式向廠商提供工業用地。此項新政策的目的，旨在促進更高之技術水準及向高級技術水準之工人提供就業。此外，制定新政策的用意亦旨在吸引廠商發展一些否則無法在港設廠生產的特種工業。

直至目前，已有八幅工業用地（面積約四十六公頃）按照新政策之評選準則批與機械工具、船外引擎、聚苯乙稀塑膠、紡織貼花紙基、紡織化工製造廠及修造船廠。

建設工業邨計劃

為着配合特種工業政策的擴展，港府於一九七六年批准了設立工業邨的建議。此項建議旨在為那些無法在普通多層工廈內生產的特種土地密集重工業，提供批地。填海及分兩期發展的第一個大埔工業邨工程，預期可於一九八〇年全部竣工，屆時將可提供約四十五公頃面積之工業用地。

工業邨之發展和管理是由香港工業邨公司負責；現時各項開關興建工程都進展得甚為順利。大埔邨首期工程經已竣工，而第二期之地盤開拓工程預期可於五月間完成，較原定計劃提前了五個月竣工。位於元朗第二個工業邨的工程經已動工，預料約於三年內完成，此工業邨將可提供約七十二公頃之工業用地。現時，香港工業邨公司正在積極考慮

大埔邨第三期的發展計劃。

香港工業邨公司總裁苗立賢向本刊表示：開拓工業邨的計劃，是基於有需要拓展香港工業基礎及提高工業之技術水準而制訂的。

正如特種工業政策一樣，工業邨公司只向生產工程次序符合若干特定準則之廠商提供批地。申請廠商之各種生產工程次序凡符合下列各項條件者將可獲工業邨公司優先考慮：—（甲）利用全新之生產工程次序或生產全新之產品，（乙）提高更高之技術水準，（丙）可向高級技術水準之工人提供就業，（丁）生產及供應本港市場現有工業所需之產品，（戊）生產之產品在其出口上佔一重要比例，（己）以本港現有條件生產有更高度增值之產品。在十四位獲評選合格之廠商中，除本港廠家外，計有分別來自歐洲、美國、日本、澳洲、沙地阿拉伯及新加坡。此十四位廠商計劃投資總額超逾三億港元，而其每年產品總值估計約為五億港元。

若干已簽署契約之廠商引起了有關行業廠商向工業邨公司申請工業用地的興趣。舉例而言，繼嘉士伯啤酒廠後，又有一間製罐廠向工業邨公司申請地盤並獲批准簽署契約。苗立賢先生說：「鑒於廠商已開始意識到工業邨所提供的新市場及發展模式，相信今後將有更多類似的情形出現。」

工業邨公司雖為一間非牟利機構，但卻因為所批地價遠較隣國（如新加坡）的售價為高而受到批評。以新加坡來說，現時每方呎之批地售價低過一元（每年）。而香港方面因為發展成本高漲，大埔邨十五年契約之地價已於去年十二月起由每方呎四十五元增至五十五元。然而，與近期其他工地拍賣逾八百元每方呎的成交價比較，則工業邨地價可算甚為低廉。

苗立賢先生指出，土地成本當然是廠商決定投資地點唯一必須考慮的因素，而工業邨地價就是以地盤開拓及土地發展的實際成本為根據。香港工業邨地價較高足以反映拓展建設成本較高（因

為地形較難開拓)，及土地收回的補償成本。他又稱：「港府已由一九七八年十月起將補償率增至每方呎三十九元。將補償率再加以鋪設道路所需的成本，就相等於每方呎逾五十五元的總成本。」

除為土地及資本密集工業發展提供工業地盤外，港府亦鼓勵地產商興建工業廠廈，協助發展對香港經濟具有重大作用和功能的輕工業。一九七八年內，私人地產商興建的工廈租售單位總面積超逾九十萬平方米，預料本年內將再有一百二十萬平方米總面積的工廈單位落成啓用，這些單位尚未包括政府工業廠廈在內；直至目前，政府工廈主要仍供安置廠戶之用。

雖則新建工廈的單位數目日增，但適合若干特別工業進行生產的廠廈供應仍甚少，如需要特設重負載地板或高天花板的工廈就是其中例子。有鑒於此，港府遂嘗試對去年投得沙田工地的若干地產商強加特別條款，要求他們在新工廈內興建若干符合專門工業生產需要的單位。

工商機構（如中華廠商聯合會及本會本身），亦曾促請政府為發展小型輕工業提供廉價工地。地政測量及城市設計處處長司徒騰表示：「將此項計劃付諸實行並不容易，因為從眾多申請的廠商中評選適當廠商的工作實甚困難。再者，由於那些獲選的廠商都有可能將廠廈單位轉售，因此港府實難以阻遏投機炒風。」他又補充說：「即使他們被禁止在規定的時間內轉售，他們仍可選擇採取轉售工廠的辦法。」

副環境司班禮士強調稱：港府的政策是避免對工業發展持有任何主觀看法。他又指出，當局一向的宗旨是為各種不同工業提供土地及新發展市鎮土地。「然而，由於工業發展及土地需求的增長情況都頗難預料，因此，港府的政策並不一定能適當地符合實際需要。港府的目的旨在持續出售土地，以供發展各種工業；這項政策非與任何詳細經濟計劃有關。為着取得土地供應，港府採用了不同的方法。雖然，當局不斷展開移山填海工程以擴展土地，但新界大部份的土地都是從業主方面收回。至今財政年度結束時，港府收回的新界土地總面積將可達二百萬平方米，而計劃於下年度收回的土地面積則約達三百萬平方米。」

收回土地 以供發展

收回土地供新市鎮發展，引起了港府與業主間的糾紛。鑒於土地收回問題

的複雜性，當局委任了一個特別工作委員會，負責研究現行土地收回政策的違反常規及提出改善建議。徵用新界市鎮土地研究工作委員會乃由簡悅強爵士擔任主席，成員包括港府及鄉議局代表。該工作委員會最近完成了一份報告書，書中所提建議現已獲得當局批准。

在一般稱為「乙種公函」制度的現行換地制度下，受影響之批地業主可選擇接受按照既定比率發給之現金補償，或保留將來在新界任何市鎮發展區內獲得批地之權利，其條件如下：—

- 每送回五方呎農地可獲分配兩方呎新建築用地；每送回一方呎舊建築用地可獲分配一方呎新建築用地。
- 如有可能，獲分配之新建築用地應位於申請人所擇地區範圍內。
- 新建築用地之補地價應為當局於舊地送回之日期所估定新建築用地之價值，減去相等於所送回舊土地價值之面值。

「乙種公函」雖為一可轉讓之文件，但徵用新界市鎮土地研究工作委員會認為換地權的市值並非評估補償率的公平根據；在報告書中，該委員會提出了選用徵用土地新制度時所應依循之基本原則；其中包括以下各點：—

- 所採制度對被徵收土地之人士必須公平合理。
- 所採制度必須能提供全盤辦法，以便於新界各新市鎮及墟鎮作大規模收地以進行市區發展計劃。
- 所採制度必須易於施行及使受影響人士易於瞭解。
- 必須提供一項不斷檢討補償率之辦法。

有關補償率的問題，該委員會得出之結論為每方呎農地獲二十二元至二十九元間之補償率，大致公平合理，條件為須附設一項不斷進行調整及適當檢討之方法。該委員會建議採納之一項全面性提議，現已為港府批准。其主要內容為：

- 土地業權人送出之每幅私人農業地段中，一半可得每方呎二十七元之現金補償。
- 至於每幅送出私人農業地段之其餘一半，土地業權人可選擇每方呎二十七元補償率之現金補償或獲得日後五比二之換地權；換地權益書之面值將為每方呎十三元五角。
- 關於送出之屋地，該屋地業權人除獲經評估辦法計出之正常補償額外，另有一項「特惠補償」（屋地之特惠補償率應為每方呎五十五元）

或一比一之換地權。

— 此項全面性新建議所規定之農地補償率、面值及屋地特惠補償應按平均土地價值指數每半年調整一次。

新界政務司鍾逸傑稱：「在目前業經修訂之換地政策下，我們將可更順利達到徵用土地計劃的目的，並可減少與業權人之間的爭論。而且，當局今後的換地承擔亦可減少一半；雖然另一方面，現金補償額會大幅增加。」

據班禮士先生表示：新補償率所含的財政開支意義，是在七八／七九年度內，預料港府在現金補償方面將需付出五億元。而在今後兩個財政年度內，港府每年的現金補償開支估計約達二億五千萬元；而再下一個財政年度的現金收地開支則約為二億元左右。

這些估計所根據的假定（雖然樂觀），在新界徵用的土地中，將有百分之七十五全部以現金補償方法辦理。

再者，就業權人所得利益補償來說，上述假定亦是以「雙鳥在林不如一鳥在手」的見解為根據。換言之，土地業權人寧可選擇送出一半土地取以現金補償，而不願等待來年的地段分配。班禮士又強調指出，長期而言，新補償辦法將不會加重港府的負擔。他解釋說：「今後，港府收回土地發展所帶來的收益增長將全部歸港府所有，無需再與土地業權人互分利潤。目前，我們雖然要付出更多；但另一方面，我們未來的收益亦會更大。」

班氏又指出，該委員會所提建議對發展步伐應不會有所影響。他說：「從今以後，在發展工程開始前，我們即需付出至少一半的大筆收地成本；而不再需要在無了期的將來繼續承擔私地的收回成本。此外，各區發展成本之間的財政計算方程式產生改變，亦可能影响到不同地區發展計劃之優先選擇。」

鑒於新界租約僅餘十八年即告期滿，若干人士對這大幅土地的前景頗感顧慮。但鍾逸傑強調指出：租約問題一直未有對新界發展造成任何阻礙。「目前，港府仍在新市鎮展開龐大投資；而且，官地拍賣的熱烈競投情況亦未見冷卻。」鍾氏又指出：新界民政署所顧慮的是通貨膨脹問題，及其對建築成本的影响。他說：「我們必須調和經濟措施以抑制通貨膨脹情況；此外，我們亦必須加以注意，不再對按能量生產的工業進一步施以壓力。因此，拓展香港工業基礎是明智的政策。」



訪問即將退休卸任警務處長施禮榮

在香港皇家警察隊任職三十年之警務處長施禮榮，將於三月廿五日退休。

上月，施氏出席了本會特意安排之送別酒會，與本會委員告別。

在會晤各委員會之前，施氏接受本刊記者訪問，談及他在香港皇家警察隊的工作體驗和經歷。

□ 本刊記者問

■ 施氏回答

□ 施先生，不是每個人都喜歡投身警界，請問閣下是怎樣決定選擇警察作為終身職業？

■ 早在一九四六年，我曾在巴勒斯坦住過幾年，目睹過當地警察在緊急狀態出動的情況，因而引起了我的濃厚興趣。由那時起，我就立志要服務警界。一九四九年，我調來了香港。後於一九五五至五七年間，我曾一度獲調派倫敦擔任韓頓警察學校校董。此後，我一直都逗留在香港。在任職警界的一段日子中，我對各方面工作都非常感興趣，因為它不單只使我洞悉到倫敦的警察制度，而且還有其他多個國家（有富裕、有貧窮）的警備措施。

□ 但閣下為何特別選定加入香港皇家警察隊？

■ 我來港是因為香港警察隊享有前進的盛譽。而且，我一直都很嚮往遠東的地方。此外，我亦想加入一個設有全面性警務制度的警察隊。

□ 在閣下記憶中，有沒有一些階段你認為是達到事業的最高峯？

■ 我任職期間的工作一直都十分繁忙。我們警方經常要面對新目標和新挑戰，並且總想設法使辦不到的任務，盡快辦妥。

不論你從事那一行職業，你總不能全部達到理想，但你必然會盡可能去使目標實現。由於各種任務都有它本身的成效和影響力，因此，我實難特別選出某一個的階段。

由六十年代開始，我首次獲派參與香港發展的工作，那時我在警務署擔任策劃主任之職位，主要工作包括新設施之策劃，如香港仔警察訓練學校、軍器廠街警察總部及其他大型計劃包括旺角、黃大仙、觀塘等分區警署之設置等。此外，我亦擔任過政治組主任。其後，在六九至七〇年間，我負責轄管整個九龍區，看顧二百萬市民和五千名警察。還有，在我任職刑事偵緝組主任的一段期間內，我亦工作得十分愉快。

□ 閣下可曾目睹了什麼重要的轉變？

■ 有關的轉變真是數不勝數。隨着香港轉變，警察隊亦同樣呈現了轉變——大規模擴充、新招募警員素質提高、良好訓練及武裝軍備改進等等。

然而，在多項重要的轉變中，我認為有兩項是比較突出的。第一，是與

國際間的合作加強，我們與國際刑警合作，共同負擔顯要和有意義的角色。此外，我們亦與遠近國家保持非常密切聯繫，與國際間展開的滅罪運動並進。

一直以來，我們都有派員出國考察深造，或隸屬外國警察隊接受訓練。此外，我們亦參與其他國際性行動如緝毒工作、劫持之保安措施及對抗商業罪行等。

第二，香港警方的警民關係工作大有進展。我們已下定決心要借助港府、廣大市民及警方三方面的合作（我們稱此為「三邊聯盟」）。直至今日，我們已推行了多項的合作活動，如滅罪委員會及互助委員會就是其中例子。

與上述措施緊密聯結的，是在屋邨擴設報案中心及警崗。此項計劃的目的是使警備設施成為地方化，獲接受為該區生活的一部份。

其他革新包括少年警訊組織。貴會主辦的好市民獎計劃對鼓勵市民協助警方的成效甚大。在去年的破案紀錄中，約有百分之八就是因為得到市民積極協助而破獲的。由此可見，不少本港市民對滅罪採取了實際行動，而且，我肯定這些好市民奮不顧身撲滅罪行，並非因為想獲得獎金，而是決心將犯罪者繩之於法。本人認為貴會及其他工商組織（如銀行公會、保險業聯會等）與警方之間的合作，在推進滅罪活動方面起有重要作用。與五、六年前比較，我們在改良社會治安方面已有長足的進展；但我們仍需加緊努力始能全面克服犯罪問題。

□ 閣下認為目前警方面臨的主要困難是什麼？

■ 我最感關注的仍是有組織的犯罪集團，尤以三合會為然。雖則目前三合會的組織經已分裂，但事實上，不論是真正或冒充的三合會，他們仍舊勾結各階層黑社會組織幹作奸犯科之事。警方已採取積極行動，來對抗他們的威脅。

因此，罪案（尤其是暴力罪行）是我們必須對抗的第一個問題。當然，我們亦有職責管制交通情況、遣派水警輪巡視水域防止非法入境、維持整個社會秩序及確保市民遵守法紀等。現時，我們警方已認清了問題的重點，盡量將主力集中在撲滅罪行方面，

把其他較瑣的問題放在次要地位。

□ 閣下對廉政公署的工作成效有何意見？

■ 廉政公署成立，接替了我們警務處過去反貪污組的工作，獨立的廉署組織經過了大規模擴充。自成立以來，廉署的工作已取得很大成效。該署對協助肅清警方內部的貪污受賄行為，有非常重要貢獻。此外，就整個社會的肅貪倡廉工作來說，廉署更擔負着重要的角色。這類性質的組織應該獨立，有本身的工作主權範圍。我個人認為廉署的工作效率極高。

□ 閣下認為香港警務處人員的工作條件有什麼需要改善之處？

■ 我認為多方面都有需要改善。或者，其中最重要的一點就是：我們必須有足夠的人員來跟上工作負擔的需要，因為只有這樣，我們才能適當地展開工作。

以數字而言，香港警務處已有急劇發展，但目前，與發展齊步前進似乎出現了困難。我們已有擴建警署及其他宿舍設備的龐大計劃，並且亦在積極擴充其他設施包括交通、通訊等等。我們曾嘗試對警員的各項工作條件，（包括薪酬、住宿、膳食、設備）進行全面性的考慮，結果發現在政府公務員當中，警務人員所獲得的待遇和福利已頗算優厚。目前，我們正在試圖擴建體育設施；但由於警務人員不斷擴充，這項計劃始終未能趕上實際需要。

□ 假定閣下有機會重新擔任過警務處長的工作，閣下對現行的政策會否從事大規模改革？

■ 我想是不會有的。整體來說，我自制的政策方針是始終如一的。我所擔任的工作是與整個組織緊密聯繫着，我們一致認為這個緊密聯繫政策應繼續成為即將未來的工作基礎。

□ 閣下在退休後有何計劃？

■ 目前尚未決定。雖然我懂得繪畫，但我並無意退居太平洋某些富詩情畫意的外國島嶼，過繪畫寫生的生活，因為我的家人尚年輕，而我亦不想在這把不太老邁的年紀就過着護理花園的老人生活。所以，我想擔任一些新工作，但我尚未決定做些什麼。不論怎樣，我必定會繼續服務社會，作出些微貢獻。



香港貿易簡化委員會之國際貿易 簡化會議報告(一九七八年九月)

由於貿易簡化本身是一項國際性的工作，因此，香港必須與國際間的簡化技術及程序發展並進。香港貿易簡化委員會就是透過兩個主要世界性論壇——(i)聯合國屬下國際貿易程序簡化工作委員會，及(ii)國際商會屬下國際貿易規則及程序委員會及國際商會其他貿易簡化組織——能夠與國際性的貿易簡化工作並駕齊驅。

透過這兩個政府及商業機構，香港亦能鑒定與本身相關的全國性貿易簡化工作範圍。故此，香港貿易簡化委員會一直與全國性的貿易簡化機構保持聯絡，其中包括英國國際貿易程序簡化委員會(SITPRO)、加拿大貿易簡化工作組織(COSTPRO)、日本貿易程序簡化工作組織(JASTPRO)及美國國際貿易文件全國委員會(NCITD)。此外，香港貿易簡化委員會亦與負責國際貿易電碼編訂及貯存的國際標準組織建立了直接聯繫。

為討論國際關注的貿易簡化重要問題而召開的一系列會議，已於一九七八年九月在歐洲舉行。香港亦有委派代表出席此次會議，有關會議之詳細報告經已提交與工商署署長及香港貿易簡化委員會。本文就是該詳細報告之撮要。雖然，一般簡化論題都甚複雜，外行人士難以理解；但它對香港的貿易前景至為重要。九月會議值得注意的是香港團體首次包括了工商署代表梁百忠先生。

(英國)國際貿易程序簡化委員會會議SITPRO

以管理及國際貿易簡化事宜為主題的倫敦研討會，對國際貿易程序簡化委員會過去十年的工作進行了檢討。該委員會是由英政府全力贊助而成立。會議討論內容包括有銀行業、運輸業、文件處理、電腦及電子資料處理系統的應用等。主講人多數是參與國際貿易程序簡化委員會技術工作的工商業人士。

在研討會結會中，香港貿易簡化委員會主席唐義安以「海外體驗」為主題，講述香港的貿易簡化工作進展及貿易簡化委員會的工作成就，文中強調了政府部門在貿易簡化工作所擔負的重要角色。

國際商會ICC

由於現時香港在國際貿易簡化工作上的重要性已獲得國際間公認，國際商會遂准許香港貿易簡化委員會以國際商會代表團成員身份，參加聯合國的技術性工作。藉此機會應對國際商會的實際

協助表示鳴謝；沒有該會的協助，香港實不可能在統一貿易文件及其他貿易簡化工作上取得如目前的龐大進展。

有關多種方式、海空運輸及國際貿易規則、程序的會議，已曾多次在巴黎召開。負責處理上述事項的多個國際商會專署、工作組及專門委員會，皆獲得國際商會運輸及促進秘書處提供服務；而且，這些委員會的工作大都與香港有關，其中尤以規則及程序聯合委員會的工作為然。

多種方式運輸聯合委員會

出席會議的人士甚眾，包括船東、保險商及運輸商代表。該委員會是由維勃爾先生擔任主席，主要研審事項包括下列：—

聯合國貿易與發展會議(UNCTAD)之國際多式運輸政府際籌備委員會

聯合國貿易與發展會議屬下各籌備委員會已就「共同理解」規條草擬的範圍達成協議。但有關方面注意到若干基本問題如責任制度之選擇等，則仍有待解決。

國際商會之聯合運輸單據統一規則

雖然，國際船務商會已向各會員推薦了一套聯合運輸單據的標準模式，但該會並未有推薦採用有關統一規則。這是因為在國際商會出版的「跟單信用証統一處理規則」結構範圍內，聯運單據能否獲得承認仍存有疑問，國際商會屬下銀行技術處理委員會將負責考慮這個問題，並在多種方式運輸委員會下次會議中報述研審結果。

國際貨運協會聯盟之聯合運輸單據(FIATA提單)

國際商會已批准承運人採用聯運單據，並已注意到國際貨運協會聯盟所提關於聯運商需保證承擔責任的建議。

漢堡法則

蘭柏教授在會上報述漢堡法則的效果，該法則乃於一九七八年三月卅一日在漢堡貨物航運會議(聯合國)通過。在接着的討論中，聯委會對國際貨物航運採用不同法律制度所可能引起的混亂表示關注，並決定按照新漢堡法則密切注意政府際籌備委員會(見上文)的工作。

海運專署

第三屆國際船務會議

為着擬定國際商會總船務政策，及向外界公佈政策內容，(尤其是將於五月在馬尼拉舉行的聯合國貿易與發展會

議)，第三屆國際船務會議現已定於一九七八年三月在英國舉行。屆時有關航運的重要事項將會提出討論。

貨櫃及聯合運輸單據

秘書處稱：一般設想貨櫃運輸指南可能會對聯運商、付貨人等有幫助作用。這本指南內容將包括業務經營、關稅、保險單據及有關的銀行事務等。多式運輸聯委會雖對此項建議表贊同，但卻認為應將此計劃押後，待國際商會解決了詞彙、聯運單據在「跟單信用証統一處理規則」下是否獲得接受，及單式運輸應用等問題，才加以實行。

國際商業術語

蘭柏教授報述現用的術語如「到岸價格」及「離岸價」，將不會有大更改，但若干新商業術語則會在檢討中提出，以對今日運輸慣例及技術的轉變、買賣雙方的風險及成本分担問題予以考慮。

空運專署

預先通知付貨人關於空運費增加的問題

國際商會運輸政策管理局同意向該會理事會建議通過一項決議案。該決議案提出：為符合付貨人取得預先通知的要求，貨運公司應與代表性的付貨人團體進行協商。問題的長遠解決辦法則在於各國政府能否取消遲遞批准空運費率的規定。

國際空運協會關稅兌換率

國際商會運輸政策管理局已對議定關稅率兌相等國家貨幣單位的現行辦法進行了研審。在現時的國際貨幣情況下，不論任何新兌換方程式都似難使各有關方面感到滿意。倘國家貨幣兌美元(舉例而言)的議定兌換率較官方銀行匯率為低時，承運人要求貨幣附加費，使關稅(以美元計)與國際空運協會交通聯會原議定之關稅率相符乃屬自然之事。但附加費不應超過「回復平衡」的水平；而且，在國際貨幣兌換關稅貨幣之匯率回升時，應再予以調整。

國際航空運輸政策

有關國際空運原則及政策建議之國際商會草擬文件已獲批准，其內容主要涉及若干西方國家廢除空運條例的現行措施。簡言之，該草案對國際空運改革操之過急提出警告，因為不論改革是否對經濟產生不良影響，通過國際協議而進行的修訂都可能遭遇到政治考慮的阻礙。經過斟酌的改變方法亦可詳細考慮到空運業務蓬勃增長對其他方式運輸業的影響後果，及機場設施是否足以應付需要的問題。

國際貿易規則及程序專署

自「正式手續及規則專署」與「國際貿易程序簡化特別委員會」合併，成立了「國際貿易規則及程序專署」後，去年九月的歐洲會議乃該新專署首次召會，其主要討論事項包括以下：
(聯合國)歐洲經濟委員會之貿易簡化計劃

德雷福斯(法國)同意担任工作委員會主席，就國際商會貫徹執行歐洲經委會貿易簡化建議所擔任角色，及工作計劃進行的次序安排，提供意見，現有需要更積極貫徹執行歐洲經委會建議及國際標準組織所定標準。國際商會應採取主動執行，並在必要時給予技術性協助。

電腦、電訊及國際貿易程序的發展

會上同意向歐洲經委會提出要求，在其三月份會議撥出時間，就小型電腦對貿易資料互換的影響彼此交換意見，以便鑒定有關的獨特問題。

戈銳非斯先生概述了香港目前的情況，並稱在歐洲經委會三月討論會結束後，倘港府及香港較大規模的國際性工商機構均表示對內部電腦系統，或如香港飛機工程公司的電腦系統感興趣，香港貿易簡化委員會可能考慮主辦研討會。

國際商業術語

秘書處報稱「國際商業術語指南」將於一九七九年內出版。至於蘭柏教授建議的「國際商業術語」新修訂草案，(其中考慮到現代運輸方法及運輸業組織事宜)，則將由秘書處進行詳細研究。

關稅評估及調解評估糾紛

在這方面，目前存有避過海關合作委員會權力範圍，用「政治」手法解決關稅評估糾紛的危機。會上同意國際商會應堅持以交易價值作為關稅評估的準則。此外，在有關政府訴諸法庭之前，關稅及貿易總協定應同意採用簡單的調解程序。

在出口發票上包括四位數的海關合作委員會(CCC)術語電碼

會上決定通知海關合作委員會，有關國際商會反對該會所提上述建議之事。工商署代表梁氏稱，鑒於若干地區(如香港)並不採用海關合作委員會的術語電碼制度，因此，將建議付諸實行似難促進國際貿易，反之，可能會產生阻礙作用，獲批准的一份研究草案指出，只有術語獲國際通用時，在出口發票上登載貨品分類號碼才值得注重。

聯合國

聯合國是探討貿易簡化詳細技術性工作的主要論壇。研審特別問題的專組在週內聯合召會，因此，凡有意參與工

作的國家通常都會遣派六個或以上的專家代表，出席一年兩度的日內瓦會議。過去，由於香港只委派一位或兩位代表出席日內瓦會議，因此，本港與國際性貿易簡化工作並駕齊驅甚有困難；而派代表出席會議的用意亦在於盡量體察會議的進程，希望藉此了解貿易簡化工作的一般趨勢。目前，委派三位代表的安排使香港能更深廣地體察工作範圍，作出更有效的貢獻和提供較佳的報導。

九月份會議中，聯合國屬下貿易簡化工作委員會與負責自動資料處理編碼(GE1)、資料規則與文件(GE2)的兩個專家小組，及其屬下特派工作組召開了聯席會議。唐義安及戈銳非斯先生出席了大多數的會議，而且在國際商會邀請下，亦出席了政府際籌備委員會的「聯運慣例」研討會。梁氏亦有份參與後期舉行的會議。

GE1- 自動資料處理及編碼

資料成份：有關提單資料成份的編制工作現已完成，而商業發票的資料成份編制工作亦接近完成階段。

貿易資料互換：該特派工作組織建議的資料互換句法規則(暫時性)，已在若干條件下獲批准，並將於一九七九年三月間提交工作委員會通過。國際船務商會已對一部份國家試用過建議的規則。該等規則的實際價值經已確立；目前，有關機構正在極力敦促歐洲經委會及早提供這方面的指導。句法規則僅屬暫時性，尚未成為接受的標準。特派工作組的目的旨在綜合其他貿易資料互換制度(尤以美國及加拿大為主)的建設性特點，然後制定出一個標準制度。

港口位置電碼：應否編制這個電碼的問題經過廣泛探討，但尚未得出結論。若干國家雖採取保留態度，但與會人士同意繼續為編訂這個電碼展開工作。

GE2

提單程序：專家小組支持其屬下法律問題特派工作組所提關於普通不記名背書及不可轉讓單據的建議草案。目前需要歐洲經委會秘書處，國際船務商會及國際商會，共同就法律觀點對該小組提出之草案，(尤指「有限責任條款」一類的定義問題)，進行修訂。一份正式的建議草案將於一九七九年三月呈交工作委員會批准。

裝運標誌的簡化：由英國帶領的考察團提出了一個可供歐洲經委會參考的修訂建議。日本及香港在簡化裝運標誌問題上已進行過廣泛研究，而研究結果亦已交與考察團參閱。目前，當局正在徵詢有關國家的意見和批評。擬定正式建議草案極可能在不久將來完成。

統一文件單據：專家小組同意就保險證明書、日內瓦蔬果標準管制證明書及植

物衛生證明書幾類文件，進行統一工作。香港漁農處長表示：倘獲得糧食及農業組織(聯合國)的確認，香港將同意採用後者文件。

一次過印製法製出文件能否獲接納的問題

下述為提出的三項主要論點：

- 由於海關當局不一定接納由一次過印製法製造之文件，這個問題極受各方關注。這種情形在發展中國家較常見，因為一次過印製法在當地並不甚通行。
- 海關合作委員會現正籌備一份建議，向各海關組織提出不應要求發票正本的建议。專家小組對此項建議表示歡迎。
- 英國代表團向專家小組報稱，國際貿易程序簡化委員會已編訂了一份有關此項問題的教育性小冊子，以供感興趣的代表團查詢索閱。香港方面，香港貿易簡化委員會及香港總商會各備有一份上述冊子，可供索閱。

危險貨物文件

聯合國的「危險貨物文件問題」建議經已發表，並且轉交與香港危險品常務委員會主席。

貿易簡化手冊

工作委員會技術顧問報導，「貿易簡化新手冊」將於一九七九年內完成。代表團報稱現有迫切需要以基本參考檔案方式出版手冊，此外，亦需不斷修訂作為背景資料用的書籍目錄。

管制國際貿易程序的多邊條約使用技巧

鑒於一九七七年香港與歐洲共市簽訂的紡織品協議收編了出口證明及產地來源証的規定，與香港尤關及具價值的是國際貿易程序簡化工作委員會向聯合國提出之建議。該建議指出：凡包含條約所列資料(即包括資料成份、資料轉達工具的表格)的統一標準文件，都不應成為任何條約的整體組成部份。

北美

唐義安先生在途經北美返港時，曾應美國國際貿易文件國立委員會及加拿大貿易程序簡化組織邀請，前往訪問。訪問期間，他獲悉了這兩個組織推廣活動的概念。

美加兩國皆將宣傳重點放在貿易簡化如何能協助促進國際貿易方面。這些活動需耗資龐大費用及動用大量人手。

尤以加拿大為然，該國推行的促進工作大部份側重於高級寫字樓儀器(如電子訊息處理機)的使用上。此外，加拿大政府現正支持本國貿易程序簡化組織展開設立全國低成本通訊站系統的計劃，該組織已同意隨時向香港報告這方面的工作進程。

貿易及工業促進活動需靠經驗、 妥善組織和一點兒運氣

雖則本會全體職員總數僅七十人，（包括廿五位行政級人員在內），但本會每年都持續推行龐大的海外貿易及工業投資促進計劃。本會貿易部的促進工作目標是每年籌辦八至十個海外貿易促進團，每團平均由十五間會員公司代表組成。在建議組織的貿易團中，有幾個是與其他工商機構（如貿易發展局及中華廠商聯合會）合辦。組織訪問團的籌備工作包括策劃、與各國駐港領事館官員及貿易專署職員進行商討、評估訪問國家的市場潛力、與各國工商機構直接聯絡，以確保本會貿易團抵達後，立即獲得當地工商界的熱烈良好反應。

本會九個貿易分區委員會的工作，旨在協助各區會員拓展市場和增進雙邊貿易。貿易分區委員會每年都積極參與各項貿易促進活動——如組織推銷/採購團參加各種貿易展覽及交易會、款待外國訪港貿易代表團等等。沒有各區委員的專門知識和經驗，本會執行部實不能展開龐大的海外貿易促進計劃，取得如目前的成效。有些訪問團是屬考察性質，主要是對新市場及經歷轉變的原有市場進行試探。一般來說，考察團的規模較小，上月本會派出訪問巴布亞新畿內亞的貿易團就是一個例証。

其他貿易團的行程已為本會會員及職員所熟悉，如上月前赴四個阿拉伯國家訪問的商團（與貿易發展局聯合主辦）就是其中一例。目前，本會與多個阿拉伯國家商會都保持密切工作聯繫。另一方面，對於到訪的阿拉伯商團（不論是商會機構代表或個別商人），本會當然樂意接待和安排他們與恰當的會員進行貿易商討。

於二月廿五日啓程訪問中南美國家的大型貿易團並不屬於試辦一類，因為近年來本會已曾三次遣派代表團訪問該區，（其中兩個規模較大）。因此，我們認識到其中涉及的問題，及在啓程前所需要辦妥的各項安排事宜。今年，本會與中華廠商聯合組團，各商會委派一位行政人員隨團訪問，或者預先啓程以確定各項程序已有妥善安排，使團員能取得最佳的貿易機會。由於中南美洲的語言隔膜及其他問題（如簽證及旅行手續）關係，中小型的會員商行大都認為，由本會組織貿易團前往該地給予它們更多時間推廣業務，無需受到籌組事宜的煩擾和顧慮。事實上，倘這些商團不是由機構組織，本人很懷疑參加的團

員會否各自前往當地考察市場情況。

本會組織的其他貿易團包括：五月間前赴韓國訪問的推銷/採購團，目前正在希臘、奧地利、南斯拉夫及西班牙等地展開訪問的歐洲商團，及九月份參加「攜手邁進」柏林商展的香港參展團（由本會負責組織）。此外，本會亦計劃在今年後期試組推銷/採購團訪問日本及其他東南亞地區。所以，總括來說，本會貿易部的促進活動正在積極展開，而且成效卓越。我個人深信以會員及其他機構提供有用意見和廣泛協助為基礎的促進活動計劃是最有力的。貿易促進並非一門容易的技術學問，必須要有資深的經驗才可以勝任。因此，從事貿易促進工作的行政人員都需要時間去學習貿易的策略。本人認為會內好幾位職員都擅長於這方面工作，並為會員提供了一流的貿易促進服務。本會亦正在訓練更多行政人員，以便在適當及有需要之時，能夠接替貿易促進活動。

工業部的促進活動又如何？本會會員大都知道，自一九七五年以來，本會一直致力在三個地區展開有系統組織的海外工業投資促進計劃。直至今日，本會已曾組織過八個工業促進團分訪美國、日本及澳洲。以日、澳兩個國家來說，（尤以日本為然），本會已為促進海外工業投資開闢了先河。本人深信我們多年的努力已取得成果，並且足以鼓勵我們再作出進一步及更大的努力。在工業促進方面，本會一向與工商署保持密切工作聯繫，而若干工業投資促進團就是與工商署聯合主辦。本會的工業促進政策是以提供補充性服務，協助擴展香港的整體投資促進計劃為目標，（尤其是向港府未及展開詳細投資促進計劃的地區進發）。自本會在日本推廣工業促進活動以來，我們已曾組織過兩個團到當地訪問，並與八十多間日本公司的董事會進行過討論。訪問中，我們得到機會與這些公司的高級行政人員接觸，而目前，尚有多家公司與本會保持直接促進聯絡。現時已有數家公司在香港建廠生產，有些則收購新業務、設立地區性辦事處或委任香港代理，這些皆使日本在香港工商界的影响力日漸提高。本會會員商行中，共有八十多個日本公司會員。相信除日本商會本身以外，這個會員數目已超越了任何其他一間的工商機構。

由於本會在日本展開促進活動關係

，兩年前本人獲委任為日本勞工協會之香港代表，這進一步加強了本會與日本公司機構之間的聯繫。我們曾為多個訪港的日本工業團安排一系列訪問程序及研討會，這些日本團包括汽車零件製造商、電器電子廠商及其他金屬製品商。

本會的澳洲工業促進活動情況大致與日本相同。本會組織的兩個澳洲工業團，除達成大宗交易外，亦吸引了若干澳洲公司來港設廠生產。與董事會協商先，然後再與個別人士保持聯絡，是工業投資促進工作的特徵。遇有需要取得若干詳細資料或呈遞申請（如向香港工業邨公司申請工業地盤），這種聯繫方式對雙方至為有用。事實上，本會曾協助過多間公司申請工業邨地盤，其中大部份已獲申請成功。

兩年前，本會委聘了香港美國商會前任執行董事米尼克，擔任顧問及駐美代表。他在美國東北部展開的聯絡工作給予本會莫大的協助。此外，他提供個別公司對發展亞洲業務興趣的報告，更使本會能與港商謀求進一步的探討。

由於工業促進是個不斷發展的過程，因此，實不可能以某一階段來判斷促進活動的成效，尤其投資成績往往都可能與投資者的原意有出入。一項工業諮詢可能導致地區性辦事處的設立，有時反過來也是一樣。所以，要將貿易與工業明確分開實很困難，而本會亦不會這樣做。正如米尼克指出，美國公司大都希望能對它們有意投資設廠地區的情況有所認識；而正因如此，它們設有地區性辦事處的地區也就擁有設廠生產的良好機會。

今年，本人很高興得悉港府方面制定了比往年規模更龐大的海外工業投資促進計劃。有鑒於此，本會向海外展開促進活動的工作需要亦會相應減少。然而，本會極願意繼續為整體計劃提供積極協助——本會有經驗豐富的職員，並得到各工作委員會的支持。本人相信本會必定可以在這方面作出有效貢獻。

本會一九七九年的貿易及工業計劃，（至少在海外促進活動的意義上來說），是個廣泛的計劃。本會職員的專長、熱忱及創新精神對會員產生了積極性影響。於一九七八年底，本會會員總數創下了歷年最高紀錄。目前我們只需要確保能夠把它們留住。

我們繼續埋頭從事艱辛的促進工作吧！

執行董事麥理覺

簡報滙編

歡迎新會員

本刊歡迎十四間公司於二月份加入本會，成為香港總商會會員公司。新會員公司名單詳列本期英文版)

退休警務處長讚揚好市民獎計劃

本會於二月五日特為即將退休卸任警務處長施禮榮舉行送別酒會，以對施氏多年來為本港服務表示謝意。本會主席(右)在一項簡單儀式中，代表本



退休警務處長施禮榮於二月五日出席本會送別會，與本會委員告別。在一項簡單儀式中，本會主席致送一件象牙雕刻予施禮榮處長。

會致送一件象牙雕刻予施禮榮處長。

在致詞中，施氏對本會好市民獎計劃的卓越成績大表讚揚。

施氏稱：「撲滅罪行不能單靠警方的孤立行動。在任期間，本人一直強調展開警民關係工作。目前，這方面工作已漸見成效，而好市民獎基金就是協助搞好警民關係的其中最重要方法之一。」

直至現時，先後已有約六百名好市民對撲滅罪行作出貢獻，而獲頒贈獎金及獎狀。

本會行政人員在日本各別展開任務

工業部副經理馮棟澤目前剛在菲律賓及日本完成一項「可行性研究訓練課

程」。

為期七週的訓練計劃乃由亞洲生產力組織主辦，參加人士包括東南亞區各國行政人員代表。

在逗留日本期間，馮氏拜訪了多個工商機構，並與日本企業家討論互感興趣的事項。此外，馮氏亦向他們簡介香港的工商發展概況。

後期，馮氏又與工業部助理董事馮若婷在日本會合。馮女士乃於三月七日離港赴日，出席由日本勞工協會主辦的亞洲區工業關係會議。

暑期工作實驗計劃

香港輔導教師協會現邀請本港工商機構參加本年度的暑期工作實驗計劃。

該計劃於五年前成立，其目的旨在使中五學生有機會熟悉實際工作情況，和發掘他們的個別工作潛力。

去年，共有十五間機構(包括醫院、電台、志願團體)及工商業公司參加該項計劃。

有職位空缺及有意提供支持的公司請與教育司署就業輔導組劉碧瑩小姐聯



工商界領袖及駐港領事館人員於二月十四日出席「中南美洲貿易團」歡送酒會。圖示：委內瑞拉駐港總領事米湛蘭尼(左二)與團長鄧婉倫(右二)、梁紹輝及智利航空公司人員。



本會與貿易發展局合辦的「中東貿易團」團員在啟德機場登機前留影。本刊付印時，據報該團已達成逾七百萬元的交易額。

本會春譚聯歡



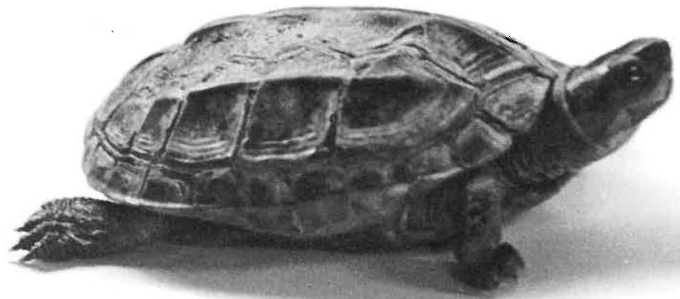
本會七百多位會員及職員歡聚一堂，共慶羊年。抽獎助慶，席上更添歡樂氣氛。

絡(電話：五-七七八三一，內線二三九)。

祝拉丁美洲貿易團一路順風

工商界領袖及政府官員於二月十四日聚集中華廠商聯合會總部，向二月底啟程的「中南美洲貿易團」送別，並祝一路順風。這個由本會與中華廠商會合辦的貿易團，繼訪問過委內瑞拉、巴拿馬及智利後，現正在阿根廷展開活動。該團乃香港總商會近年來第四次組團前赴該區拓展市場。

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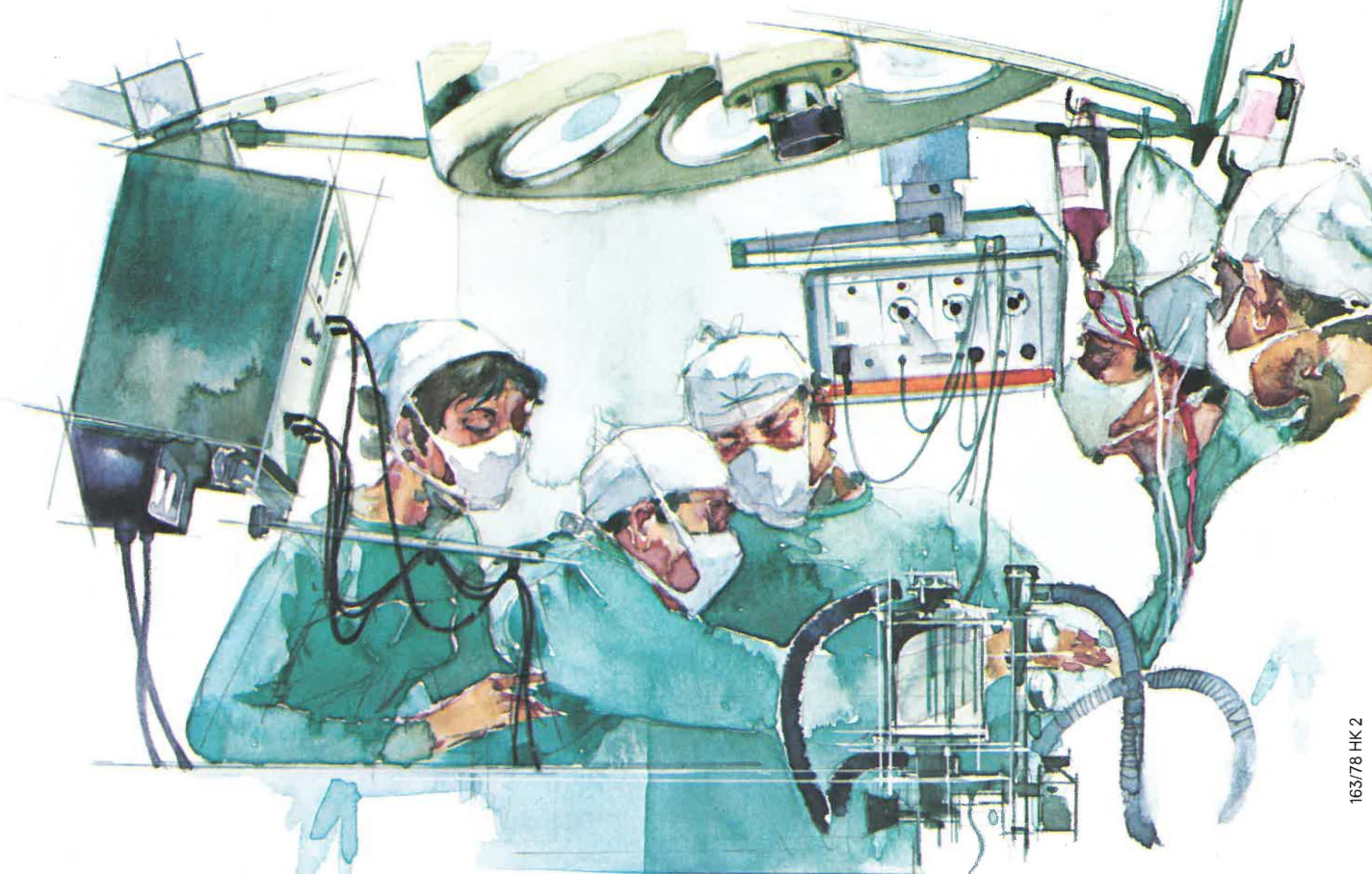
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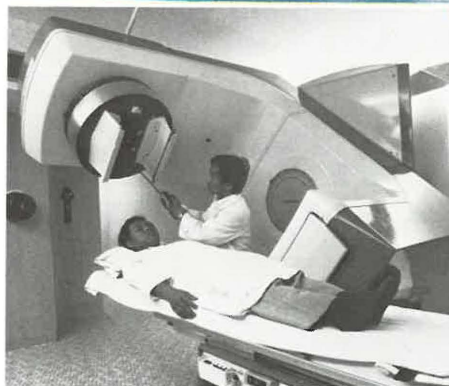
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