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商刊

# THE Bulletin

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

一九九七年二月 FEBRUARY 1997

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財

## Born in the Year of the OX



**Strength & stability**

**Fire risks**

**Thailand**

**KUNG HEI FAT CHOY**





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主席：田北俊  
副主席：薩秉達 董建成  
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王素霏

廣告：黃熾堅  
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**COVER STORY**

**Hong Kong was founded in the Year of the OX and its first Chief Executive was born in the Year of the Ox. P7**

香港於牛年開埠，特區首任行政長官凌巧也是在牛年出生。（第7頁）



**Legco Brief,  
Paul Cheng**



**Thailand,  
Rathakit Manathat.**

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# Statesman's performance urges global promotion

The day following the election of Mr Tung Chee Hwa as Chief Executive-designate, a major international television news group carried a report which began with words like "China yesterday chose the next leader of Hong Kong". The report went on to briefly show Selection Committee members casting their ballots for Chief Executive (surely a negation of the opening statement) and then crossed to pictures of a small group of protesters outside the Convention Centre where the vote was being held.

If ever there was an example of the difficulties Hong Kong has encountered in getting its message across to the wider world, especially in more recent years, this was it. Fortunately, the theme was taken up by Mr Tung, as the new Chief Executive-designate, in his first public address to business leaders at a luncheon organised by the Chamber in mid-December. In a speech which showed more of the Statesman's than the Politician's touch, he urged everyone present to get out and tell the Hong Kong story.

"There continue to be misunderstandings about what is really going on here in Hong Kong, and I hope, knowing that you are true believers in Hong Kong's future, you may find the following points useful when you talk to your friends and colleagues from overseas. I sincerely hope that you can be Hong Kong's ambassadors in presenting our case," he said. Mr Tung went on to list in the first part of his address a series of myths and realities about the process underway in Hong Kong.

For its part, the Chamber has consistently supported the need to tell the Hong Kong story abroad throughout all of its activities and the individual activities of its member companies. Perhaps most notably this has been done through Hong Kong International, with its more than 100 "ambassadors" - the same term used by Mr Tung - delivering their message to gatherings of business and other groups around the globe. More recently it has been joined by other groups pursuing similar activities, including the Better Hong Kong Foundation.

In the final months of the transition and into Hong Kong's historic new era as a Special Administrative Region (SAR) of China, the need to get Hong Kong's message through to the world will become even more important. Even more so, is the need to get that message through directly to opinion-forming groups in those countries in North America, Europe and Asia which are vital to the territory's future.

In his own address to the Chamber, the Chief Executive-designate outlined five myths about Hong Kong that needed to be dispelled - the myth of capital flight, the myth of the "brain drain", the myth that confidence is being completely eroded and the myth that investment has stopped and "the light will be switched off by July 1 1997".

"Recently, people have commented that compared with a few months ago, the level of confidence has increased," he said. "However, the truth is that for many of us who are committed to Hong Kong and who know what is going on here, confidence has never left us."

Mr Tung expressed confidence in the Basic Law and the Provisional legislature, but said there are many tasks ahead for the territory that would determine its success. These included a successful transition for the Civil Service; the maintenance of freedoms while being sensitive to China's views on sovereignty and territorial integrity; maintaining the legal and administrative structure; and ensuring that the "free, fair, enabling and encouraging economic environment will be maintained."

There are really three key things likely to determine Hong Kong's future development - adherence to the Basic Law, events in China and, perhaps most sensitive of all, the perceptions of Hong Kong held by the rest of the world. This third important factor also happens to be the area where Chamber members can do their best work. All Chamber members are urged to spread the word. ■



James P C Tien  
Chairman

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# 行政長官促港人向全球 宣傳香港

**董建華**先生當選候任特區行政長官的翌日，一家國際知名的電視新聞機構在報導裡便以「中國政府昨天選出了香港的未來領袖」這樣的字眼作為開首，繼而簡單地概述推選委員會成員投票選出行政長官的經過（這顯然否定了報導開首指香港未來的領袖為中國政府選出之說），接著是把鏡頭轉到會議中心外，報導一小撮示威者於投票進行期間舉行示威的情況。

若要舉出實例，說明香港向全球傳達信息時的困難所在（特別是近數年遇上的障礙），這便是一個很好的例子。幸好，董先生以候任特區行政長官的身份，在本會12月中主辦的午餐會上首次公開發言時便強調為港宣傳的重要。在演辭中，他促請每位與會嘉賓主動向海外宣傳香港的實際情況，此舉充份表現了董氏政治家的風範，跟一般政客不可同日而語。

董氏說：「外界對香港的真實情況仍有誤解，本人深知，各位對香港前途充滿信心，希望以下各點有助您們與海外的朋友及同僚溝通。我衷心盼望您們成為香港的大使，宣傳本港的真實面貌。」其後，董氏在演辭的首部份，一一把本港在過渡期內出現的流言與事實互相對照。

本會一向認為，有必要透過會內及會員的個別活動，向海外宣傳香港的真實情況。也許，香港國際委員會在這方面的努力最是顯而易見。會內超過100名「大使」（套用董氏的話）透過在全球及與其他組織的聚會，反映本港的實況。近日，加入這個宣傳行列的還有如「香港明天更好基金」等性質相近的團體。

在過渡期的最後數月，在香港即將踏入歷史性新紀元，成為中國的特別行政區這一段日子，把香港的實況傳遍世界尤為重要。更要緊的，是把這些信息直接傳達予北美洲、歐洲及亞洲各國的輿論團體，這對本港的未來極為關鍵。

在本會的午餐會上，董氏點出了5項必須加以澄清的流言：資金撤離、人才外流、信心崩潰、投資停頓，以及「光明將於1997年7月1日消失」。

他指出：「最近，人們認為，與數月前相比，香港的信心指數已見回升。然而，對於我們這群獻身香港和清楚箇中情況的人而言，信心根本未嘗動搖。」

董氏雖對《基本法》及臨時立法會抱有信心，但卻指出，香港成功與否，還要視乎各項工作的進展情況，其中包括公務員的順利過渡；在保障港人自由的同時，亦應在主權及領土完整方面關注中國的看法；維持現行的法律及行政架構；以及確保「自由、公平、寬鬆及優惠的經濟環境得以維持」。

事實上，決定香港未來發展的主要因素有三：《基本法》的落實、國內的形勢發展，以及其他國家對本港的觀感。也許，在這三項當中，以第三項最為敏感，亦正好是本會會員最能貢獻所長的一環。因此，本會希望全體會員能為宣傳香港盡力。 ■

田北俊

田北俊  
香港總商會主席

熱烈恭賀

董建華先生

獲中國國務院正式委任為  
香港特別行政區

行政長官



中國銀行

BANK OF CHINA

香港分行 HONG KONG BRANCH

致意

# Strength and stability

## Ox's qualities will add to confidence

**T**his year is the Year of the Ox, significantly emphasising strength stability and other qualities appropriately propitious for the midyear transfer of the sovereignty.

Hong Kong happened to be founded in the Year of the Ox. The PRC was also founded in the Year of the Ox. The Hong Kong and Shanghai Banking Corporation began in the Year of the Ox and Tung Chee-hwa was born in the Year of the Ox.

The Hong Kong Tourist Association in its annual Calendar of the 12 animals says projects initiated last year will progress steadily to fruition this year.

### Congratulations

Chamber member companies that have congratulated Tung Chee-hwa on his appointment as Hong Kong's first Chief Executive in this Issue of the Bulletin are expressing similar and appropriate traditional wishes. For Hong Kong in its most historic year.

As the Tourist Association puts it, those who keep the heads down and their shoulders to the wheel will reap the rewards. With the lavish handover ceremony and the IMF and World Bank conference in September, the Tourist Association can expect a record visitor year.

Hong Kong will benefit from the visitor influx. Traders, and entrepreneurs too, can expect good regional and global business from the contracts they make both here and abroad.

### Investment

Investment in China should get a boost from others who have considered they have waited long enough to join that market.

The Stock Market has never looked better and the property boom looks like lasting well after the handover.

Confidence is naturally high.

On a personal note, people born in the Year of the Ox are regarded as kind and caring souls with their feet firmly planted on the ground, thoroughly trustworthy and dependable they are prepared to toil long and hard to provide a warm and a comfortable home for themselves and their loved ones.

We have escaped basically the export problems other "tigers" have found themselves facing last year. And we can expect an end to the political bickering of nearly 14 years.

### Fare Personally?

*How will you fare personally in the Year of the Ox?*

The **RAT** (1912, 1924, 1936, 1948, 1960, 1972, 1984, 1996).

A rewarding year at work. You will get help from a very lucky person.

The **OX**, (1913, 1925, 1937, 1949, 1961, 1973, 1985, 1997).

Land dealings are favoured.

The **TIGER**, (1914, 1926, 1938, 1950, 1962, 1974, 1986).

In business you are a real tiger this year.

The **RABBIT**, (1915, 1927, 1939, 1951, 1963, 1975, 1987).

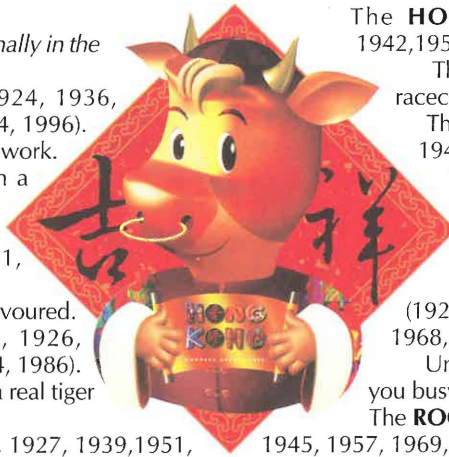
There are opportunities on the land.

The **DRAGON**, (1916, 1928, 1940, 1952, 1964, 1976, 1988.)

Dangerous for speculation. Keep your feet firmly on the ground.

The **SNAKE**, (1917, 1929, 1941, 1953, 1965, 1977, 1989).

Favourable prospects in business.



The **HORSE**, (1918, 1930, 1942, 1954, 1966, 1978, 1990).

This is your year on the racecourse.

The **SHEEP**, 1919, 1931, 1943, 1955, 1967, 1979, 1991).

In business matters don't be led by the nose.

The **MONKEY**, (1920, 1932, 1944, 1956, 1968, 1980, 1992).

Unusual plans will keep you busy.

The **ROOSTER**, (1921, 1933, 1945, 1957, 1969, 1981, 1993).

Your business ventures will be earlier and more than timely than last year.

The **DOG**, (1922, 1934, 1946, 1958, 1970, 1982, 1994).

Prospects for business are excellent.

The **PIG**, (1923, 1935, 1947, 1959, 1971, 1983, 1995).

You'll know how to keep things close to your chest this year. ■

## 牛年運程：平穩過渡 昌盛富饒

踏入牛年，人心更趨穩定

**今**年是牛年，牛的特徵是堅忍穩重，而兩者皆為本年中旬主權交接期間不可或缺的要素。

香港在牛年開埠。中華人民共和國在牛年成立。匯豐銀行在牛年開業，特區行政長官董建華湊巧也是在牛年出生。

香港旅遊協會印製的12生肖年曆裡有這樣的預測：去年開展的計劃在本年將漸入佳境，並取得豐碩的成果。

總商會會員在本刊祝賀董建華當選特區行政長官之餘，亦如往常一般，在這歷史性的一年祝賀香港百尺竿頭，更進一步。

正如旅遊協會所說，那些堅毅不屈，勇往直前的人終可享受豐盛的成果。旅遊

協會預測，本年中旬舉行的主權交接儀式及於9月在港召開的國際貨幣基金會與世界銀行週年會議將使訪港旅客的數字邁向歷史新高。

香港將可從這股旅客熱潮中獲益，而商界人士亦可藉此拓展本地及海外的業務。

那些苦候良久，欲到中國投資的人士，將可透過香港到中國大展拳腳，因此，香港回歸預料可掀起中國的投資熱潮。

香港股市形勢之佳，可謂前所未有，而地產市道亦可望在主權交接後持續蓬勃。

1997年，人心自然向好。

肖牛的人仁慈敦厚，樂於助人，做事腳踏實

## YEAR OF THE OX

地，待人接物，忠誠可靠，而且刻苦耐勞，具責任感，願意肩負家庭的責任，為自己及家人尋找溫暖的安樂窩。

港商去年並沒遇上亞洲其他「小龍」在出口方面的困難，而歷時接近14年的政治爭拗亦將告平息，實在可喜可賀。

十二生肖在牛年的運程如下：

鼠 (1912, 1924, 1936, 1948, 1960, 1972, 1984, 1996)

事業豐收的一年，有貴人扶助

牛 (1913, 1925, 1937, 1949, 1961, 1975, 1985, 1997)

宜投資地產

虎 (1914, 1926, 1938, 1950, 1962, 1974, 1986)  
虎虎生威，事事如意

兔 (1915, 1927, 1939, 1951, 1963, 1975, 1987)  
投資地產大有可為

龍 (1916, 1928, 1940, 1952, 1964, 1976, 1988)  
不宜投機，應腳踏實地

蛇 (1917, 1929, 1941, 1953, 1965, 1977, 1989)  
生意興隆，一本萬利

馬 (1918, 1930, 1942, 1954, 1966, 1978, 1990)  
馬運亨通

羊 (1919, 1931, 1943, 1955, 1967, 1979, 1991)  
事業上不要受人左右

猴 (1920, 1932, 1944, 1956, 1968, 1980, 1992)

一些特別的計劃使您忙個不了

雞 (1921, 1933, 1945, 1957, 1969, 1981, 1993)

時來運到，運轉乾坤

狗 (1922, 1934, 1946, 1958, 1970, 1982, 1994)  
從商者前景樂觀

豬 (1911, 1923, 1935, 1947, 1959, 1971, 1983, 1995)

流年暢旺，可享受努力的成果 ■

# "1997: MORE OX THAN BULL!"

ROTARY CLUB OF WANCHAI

9 DECEMBER 1996

## OXEN ARITHMETIC

$$1997 - 1841 = 156$$

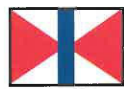
$$1997 - 1937 = 60$$

$$1997 - 1949 = 48$$

**ALL RIGHT HAND NUMBERS ARE DIVISIBLE BY 12...  
THERE ARE 12 YEAR CYCLES IN THE CHINESE  
LUNAR NEW YEAR CALENDAR... 1997 IS THE YEAR  
OF OX... ALL FOUR YEARS ARE, THEREFORE, OX  
YEARS!**



**Congratulations to**  
**Mr. Tung Chee-hwa**  
on his Appointment as  
the Chief Executive  
of the Hong Kong  
Special Administrative Region



**Swire Group**

## Diary Dates

Friday, 7 March 1997  
4.00 pm for 8:00 pm

### HKGCC SPRING DINNER 1997 (FOR MEMBERS)

*Metropol Restaurant, 4/F, United Centre,  
Admiralty*

Following three consecutive years of success, the SME Committee is organising the fourth annual Chamber Chinese New Year Spring Dinner.

This event proved to be a useful and effective medium for members to express their appreciation to staff, to strengthen ties with suppliers and business partners, to entertain friends or to mingle with fellow members. The only thing that you and your guests need to do is to enjoy the evening's get-together as everything is taken care of without you having to go through all the trouble of arranging one yourself.

The cost of participation will cover a full Chinese banquet with unlimited supply of beer and soft drinks, card and mahjong games, karaoke and lucky draws.

(Enquiries: Simon Ngan, Tel 2823 1231)

# Chamber Forecast

Date	Time	Events & Meetings
Feb 18	12.30 pm	New Members' Briefing ( <i>Cantonese</i> )
Feb 19	12.30 pm	MEETING: Europe Committee
Feb 20	4.00 pm	MEETING: Economic Policy Committee
Feb 28	9.00 am - 1.00 pm	TRAINING: Effective Travel Planning Skills for Travel Co-ordinators/Secretaries ( <i>Cantonese</i> )
Mar 7	4.00 pm - games 8.00 pm - dinner	HKGCC SPRING DINNER 1997 ( <i>Cantonese &amp; English</i> )
Mar 17	4.00 pm	MEETING: General Committee
Mar 20	11.00 am	MEETING: China Committee
Apr 23	4.00 pm	MEETING: PBEC Annual General Meeting
May 15	4.00 pm	MEETING: Council

Congratulations to  
**Mr. Tung Chee-hwa**  
on his Appointment as  
the Chief Executive  
of the Hong Kong  
Special Administrative Region

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## THE CHAMBER IN ACTION



Ian Christie Reports

### 本會動態

#### 本地及經濟事務部

該部門雖因聖誕及新年假期的關係而減少活動，但仍不忘為《香港總商會1996年度年報》開展籌備工作，並就一些與會員息息相關的事項向港府提呈建議，範圍涉及勞工、城市規劃及貿易事務。本會首席經濟學家與港府經濟顧問會晤，商討中國貿易在來年的前景，並與強制性公積金辦事處的代表會面，商討新退休計劃的進展情況。此外，他亦與到訪的法國及澳洲經濟學家討論本港在過渡期最後一年及往後的經濟前景。上月，首席經濟學家當選為新成立的「香港退休計劃協會」執行委員會的附屬會員代表。

#### 服務業部

##### 香港服務業聯盟

##### 委員會動態

12月16日，旅遊／招待核心小組與航空公司代表委員會顧問杜大偉共晉午餐，就赤鱸角新機場一些引起旅遊業關注的事項交換意見。

律師會與服務業聯盟執行委員會及專業服務委員會的成員於1月6日舉行小型午餐會，商討樓宇買賣的律師費收費比例。午餐會的嘉賓講者為英國及威爾士律師會前任副會長塞耶。

##### 出席會議

12月19日，陳偉群博士出席個人資料（私隱）諮詢委員會的會議。個人資料（私隱）條例已於12月20日正式生效。

##### 意見書

服務業聯盟在諮詢地產服務委員會後，於12月30日把《城市規劃白紙條例草案》的意見書提呈規劃署。

12月30日，聯盟提呈意見書予港府，支持人民入境事務處為經常進出境的旅客簽發旅行通行證的建議。

#### 國際事務部

##### 委員會動態

##### 亞洲委員會

委員會與日本人商工會議所於1996年12月16

#### DIRECTOR'S REPORT FOR DECEMBER 1996 / JANUARY 1997

#### LOCAL AFFAIRS AND ECONOMICS DIVISION

Activities within the Division slowed during the period under review because of the onset of the Christmas - calendar New Year holiday break. Work continued, however, on the Division's contribution to the Chamber's 1996 Annual Report and on several submissions to Government on issues of importance to Chamber members, including labour, planning and trade matters. The Chief Economist met with Government economists to discuss outlook for China trade in the year ahead and with representatives of the Mandatory Provident Fund (MPF) Office on progress in the planning for the new retirement scheme. He also met with economists from France and Australia to discuss the territory's economic outlook for the 1997 transition year and beyond. During the period, the Chief Economist was also elected as an associate member representative on the Executive Committee of the newly-founded

Hong Kong Retirement Scheme Association.

#### SERVICE INDUSTRIES DIVISION

#### HONG KONG COALITION OF SERVICE INDUSTRIES

##### Committees

On 16 December, the Travel/Tourism Core Group met and lunched with Mr David Dodwell, a consultant to the Board of Airline Representatives, and exchanged views on the concerns of the travel industry over the new airport at Chek Lap Kok.

A roundtable luncheon meeting was held between the Law Society and members of the CSI's Executive Committee and Professional Services Committee to discuss the issue of conveyancing scale fees on 6 January, with Mr Robert Sayer, former Vice President of the Law Society of England and Wales as guest speaker.

##### Representation

On 19 December, Dr Chan attended a meeting of the Personal Data (Privacy) Advisory Committee. The Personal Data (Privacy) Ordinance formally came into effect on 20 December.

##### Submissions

Following consultation with the Real Estate Services Committee, the Coalition submitted

## Outstanding Entrepreneurs

The China Committee, chaired by Tony Fung, hosted a lunch on January 8 for the 10 winners in China of the outstanding Entrepreneurs' Award. One of the Award winners shared her experience in China.



A winner shares her experience  
得獎者與眾分享在中國營商的經驗



The lunch 午宴情況

### 傑出企業家獲獎

中國委員會主席馮永祥於1月8日設午宴招待10位榮獲「1997紫荊花盃傑出中國企業家獎」的得獎者。席上，得獎者與眾分享在中國營商的心得。

its comments on the Town Planning White Bill to Planning Department on 30 December.

On 30 December, the Coalition submitted its comments to government in support of the Immigration Department's proposal to introduce a travel pass scheme for frequent business travellers.

## INTERNATIONAL AFFAIRS DIVISION

### COMMITTEES

#### Asia Committee

A joint Asia Committee and Japanese Chamber of Commerce & Industry luncheon was held on 16 December, at which the Japanese Chamber was the host. This yearly event provided networking opportunities for members of both Chambers to exchange views on subjects of mutual interest. Ms Deborah Annells represented the Chamber and spoke on "Taxes in the PRC", while Mr Takeshi Tanimura of Dai-Ichi Kangyo Bank Ltd represented the Japanese Chamber and spoke on "Today's Japan - Japanese Banks Looking Towards Asia".

#### China Committee

The China Committee met on 8 January, at which members discussed, among other issues, the possibility of double taxation of profits derived from cross border activities. It was agreed that the Committee should co-ordinate with the Hong Kong Society of Accountants in pursuing this matter.

After the meeting, the Committee hosted a luncheon in honour of the 10 winners of the "1997 Bauhinia Cup Outstanding Chinese Entrepreneurs Awards", of which the Chamber was a co-sponsor. The luncheon provided an opportunity for members to exchange views and experiences with the awardees in setting up and running successful enterprises in China.

#### Europe Committee

A presentation on the corporate strategies of Hong Kong companies given by Dr Dean Spinanger from the Kiel Institute of World Economics, was arranged on 16 December. After the presentation, Dr Spinanger further discussed with the participants to gather information for his new project entitled "Leadership, Business Organization and Corporate Strategies in Hong Kong, the United States and Germany", which aimed at determining how firms in Hong Kong would grip with the international business environment.

#### Shipping Committee

Lists of new rates for mooring & unmooring services and tramp agency charges were issued to members on 2 January. The average increase in tramp agency fees for 1997 was around 6%.

Mr Terence Sit, Chairman of the Committee, was nominated to represent the Chamber on Marine Department's Pilotage Advisory Committee.

#### HONG KONG INTERNATIONAL

Ambassador Leif Fagernas, Director General for External Economic Relations, Ministry of Foreign Affairs, Finland, visited the Chamber on 31 December and was hospitably received by the Chamber Director, Mr Ian Christie. Ambassador Fagernas had particular interest in the Chinese financial/stock market and the trend of industrial development in Hong Kong.

Mr Yair Ofek, Deputy Director General, Israel Export Institute, called on the Chamber on 15 January to explore areas for mutual co-operation between the Institute and the Chamber. Israel Export Institute is a non-profit making organization in Israel which promotes joint ventures and business relations between various countries all over the world and Israeli industry.

In view of the mixed perspectives from the international media on the future of Hong Kong, The Hon Paul Cheng, Chairman of the Hong Kong International, published a

日舉辦聯合午餐會。兩會會員可透過這項週年聚餐活動，就雙方關注的問題交換意見。戴諾思女士及第一勸業銀行的谷村健分別代表本會及日本人商工會致辭，前者在會上談及中國的稅務問題，後者則闡述日本銀行拓展亞洲業務的方向。

#### 中國委員會

委員會於1月8日召開會議，商討內地與香港的雙重徵稅問題。與會者同意委員會應聯絡香港會計師公會，共同跟進此事。

會議後，委員會舉行午餐會祝賀「1997紫荊花盃傑出中國企業家獎」的10位得獎者。本會是該獎項的協辦機構。會員可透過午餐會與得獎者交流在中國開設及經營企業的心得。

#### 歐洲委員會

委員會在12月16日邀請Kiel Institute of World Economics的史賓尼格博士講述香港公司的企業策略。會議後，史博士跟與會者作深入的討論，為其名為「香港、美國及德國公司的領導方針、商業組織及公司策略」的研究搜集資料。該項研究旨在指引香港機構如何配合國際的商業環境發展。

#### 船務委員會

委員會於1月2日向會員派發繫纜/解纜費及不定期貨船收費的新價目表。1997年不定期貨船收費的增幅約為6%。

委員會主席薛力求獲委任代表本會列席海事處領港事務諮詢委員會。

#### 香港國際委員會

芬蘭外交部對外經濟關係主任法格奈斯大使於12月31日到訪本會，獲總裁祈仕德熱烈歡迎。法氏對中國金融/股票市場及本港工業發展的形勢尤為關注。

以色列出口協會副總裁奧法於1月15日到訪本會，尋求雙方互相合作的機會。以色列出口協會是以色列的非牟利團體，宗旨是促進國際與當地工業界的合資及商貿關係。

鑑於國際傳媒機構對香港前途的說法莫衷一是，香港國際委員會主席鄭明訓議員印製了一本推薦香港的報告書，取名"Keeping Faith in Hong Kong"；該書獲19家在香港設有辦事處的國際性機構贊助，在簡介香港未來的架構之餘，更嘗試從國際投資者的角度出發，說明他們對香港仍然保持信心的原因。

第6期《香港國際委員會通訊》已經出版，並於月內分發給委員會大使。通訊簡述委員會在1996年的工作，並介紹1997年將要籌辦的各項活動。

#### 香港—台北經貿合作委員會

1996年下旬的《台灣工商簡報》已於1月8日出版，刊有台灣近期經濟發展的資料。

## Kroll in India

Deepak Bhawnani, country manager of Kroll (Asia) Ltd, based in New Delhi, gave a lunchtime talk on the key risk factors of doing business in India on January 10. Manohar Chugh was in the chair. Twenty members participated.

### 印度商人來港談營商之道

新德里Kroll (亞洲) 有限公司經理巴瓦尼在1月10日的小型午餐會上講述在印度營商的主要風險。文路祝為午餐會主持，共20位會員參加。



Deepak Bhawnani and Chugh Manohar

巴瓦尼與文路祝

testimonial report entitled "Keeping Faith in Hong Kong" with the sponsorship of some 19 Hong Kong broad-based international companies. This report concisely explains the future framework of Hong Kong and looks at Hong Kong from the perspective of international investors, underlining their continuing business confidence in the territory.

A sixth issue of the "Hong Kong International" newsletter was published and released to HKI Ambassadors during the month. This publication briefly reports the work done by HKI during 1996 and forecasts the activities to be carried out for the year of 1997.

### HONG KONG TAIPEI BUSINESS CO-OPERATION COMMITTEE

The "Taiwan Update" for the second half of 1996 was issued on 8 January providing information on the latest economic development in Taiwan.

### PACIFIC BASIN ECONOMIC COUNCIL

The survey questionnaire to obtain information about administrative barriers to trade in goods and services faced by businesses in the Pacific region was sent in latter half of December to all member companies of PBEC for completion by 31 January. The findings are expected to be released for presentation at the Manila IGM in May.

PBEC Hong Kong Committee was invited by the Immigration Department to comment on a proposed travel pass scheme for frequent travellers, which is designed to improve the efficiency of immigration clearance at control points. A response was

太平洋地區經濟理事會 理事會於12月下旬向全體會員廣發問卷，就商界在商品及服務貿易方面遇上的行政障礙搜集資料。問卷須於1月31日前交回，調查結果訂於5月份在馬尼拉國際年會上公布。

太平洋地區經濟理事會香港委員會應人民入境事務處的邀請，就建議中的「通行證」計劃發表意見。該計劃旨在提高各進出境管制站在辦理進出境手續時的效率。理事會已於12月31日作出回應。理事會一向倡議在太平洋地區拓展自由貿易，故此對於入境處是項建議極為支持，原因是建議有助鼓勵海外商人經常來港，使本港的經濟受惠。

1996年《太平洋地區經濟理事會通訊》已經出版。通訊內容主要是總結理事會過往一年在本港舉行的活動及工作進程，特別是由本港擔任主席的「貿易行政障礙工作委員會」的活動。其他內容包括：5月份在華盛頓舉行的第29屆國際週年大會、10月份在夏威夷舉行的中期指導委員會會議及《1996年香港委員會報告書》。

prepared and submitted to the Department on 31 December. As an advocate of free trade in the Pacific-Rim, PBEC expresses broad support for the proposal which should encourage frequent visit of overseas businessmen whose presence will bring benefits to our economy.

The 1996 issue of PBEC Hong Kong Newsletter was released. This year's edition sums up PBEC Hong Kong's activities and work progress in 1996 particularly in the Working Committee on Administrative Barriers to Trade which Hong Kong is in the chair. Other summaries found in the Newsletter include the 29th International General Meeting in May in Washington DC, the Mid-term Steering Committee Meeting in October in Hawaii and the Hong Kong Committee Report for 1996.

### INDUSTRIAL AND CORPORATE AFFAIRS DIVISION

#### COMMITTEES

##### Environment Committee

Members met on 17 December to consider a variety of issues including those relating to the work of a working group on formulating a Chamber input on the Territorial Development Strategy Review (TDSR).

##### SME Committee

A meeting of the Committee was held on 19 December. Mr David Ng of Arthur Andersen briefed members on the work of the Hong Kong Benchmark Clearinghouse.

#### EVENTS

- 36 members attended the New

### 工業及行政事務部

#### 委員會動態

##### 環境委員會

委員會於12月17日召開會議，議程包括商討「全港發展策略檢討」工作小組的工作進程；該小組成立的目的，是提出本會對有關計劃的意見。

##### 中小型企業委員會

委員會於12月19日召開會議。安達信公司的吳頌輝向與會者介紹香港標準借鑒研究中心的工作。

#### 活動點滴

- 12月17日，36位會員參加本會的會員座談會。
- 12月17日，84位會員及嘉賓參加每月舉行一次的3288晚飯會。
- 12月19日，本會為需要安排外遊事宜的聯絡員及秘書舉辦為期兩天半的

Members' Briefing, in Cantonese, on 17 December. 84 members and guests joined the monthly 3288 Dinner Club gathering on 17 December. Two half-day training courses on "Effective Travel Planning Skills For Travel Co-ordinators/Secretaries" were held on 19 December. A total of 34 members attended. 25 Chamber members, joined by 12 guests from American Chamber of Commerce, attended a morning briefing on 19 December by Mr Alex Fong, Deputy Secretary for Security, to clarify their doubts about "Immigration status of British expatriates after July 1997"

- A roundtable on the TDSR was organised on 20 December. The featured speaker was Ms Iris Tam of the Hong Kong Institute of Planners. 22 members attended the function.
- 28 members and guests joined the Chamber Golf Club outing held at Clearwater Bay & Golf Club on 23 December.
- The Elementary Putonghua for Expatriate training course was held on 9, 16, 23, 30 January and 13, 20 February. 10 expatriates attended.
- An officer of the Fire Services Department explained to 35 members the importance of "Fire Prevention in Commercial Premises" in a roundtable luncheon on 14 January.
- A one-day training workshop on "Buying Properties - Legal & Taxation Aspects" was held on 15 January. 11 members attended. ■

培訓課程。參加者共34人。

- 本會25位會員及香港美國商會12位嘉賓於12月19日早上出席由副保安司方志偉主講的報導會。方氏在會上就居港英國人97年7月後的入境身份問題詳加解釋。
- 本會於12月20日就「全港發展策略檢討」舉行小型午餐會，講者為香港規劃師學會的譚小瑩，吸引了22位會員參加。
- 12月23日，28位會員和嘉賓參加「高富會」假清水灣高爾夫球會舉辦的戶外活動。
- 專為外籍人士而設的「初級普通話課程」的上課日期訂為：1月9日、16日、23日、30日、2月13日及20日。共10位外籍人士報名參加。
- 消防處人員在1月14日的小型午餐會上向35位會員解釋商業樓宇在防火方面的重要事項。
- 1月15日，本會主辦為期1天的「樓宇買賣 - 契約與稅務安排」培訓工作坊，共11位會員參加。 ■

*Congratulations to*  
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*on his Appointment as*  
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*of the Hong Kong*  
***Special Administrative Region***



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致意





# The Legco Brief

by The Hon Paul M.F. Cheng



## Help, Don't Hinder Provisional Legco

Let's not waste anymore time discussing how and why it came about, the rights and wrongs of the whole episode, and whether there was another alternative.... the simple fact of the matter is that the Provisional Legislature of the Hong Kong Special Administrative Region of China is a reality. A reality most Hong Kong people now seem ready to accept - with a few rather vocal exceptions, who are intent on scaremongering and trying to undermine the provisional body's credibility at home and abroad.

Hong Kong people are very pragmatic. Although the Provisional Legislature was not originally envisaged, people now recognise it as a necessary body which has been established to do a necessary job. Attempts to paint the Provisional Legislature as some dark, shadowy force have little support in Hong Kong as most people realise they have no reason to view the body with such fear and suspicion. Overseas, though, is another matter. There, people tend to focus on the principle rather than the practicalities. They know little of the background or of the individuals involved. As such, they are easy targets for the body's local critics during their overseas 'gloom tours'.

There is much to be gained by the Government, the various political parties, the business community and other interest groups cooperating with the Provisional Legislature, but absolutely nothing to be achieved by refusing to cooperate with the body and hindering its work. That attitude may provide a political platform for some people and salvage pride for others, but, ultimately, it does not help Hong Kong in any shape or form.

## Pleased to serve

At this critical time in Hong Kong's history, I am pleased to be able to serve on both the current Legislative Council and the Provisional Legislature. There is no question of a "shadow" legislature. The roles of the two are very separate. The Provisional Legislature will be focusing on the logistics and practicalities of the legislation for the HKSAR that must immediately go into effect on July 1, 1997 - as well as key legislation that needs to be put in place in the months following the handover.

We have to be very focused, with specific and clear tasks. Personally, I see the Provisional Legislature as more of a working group than a political forum. While there will be discussions on points of issue and principle, I doubt there will be time for politically driven motion debates, etc. As a provisional body, we cannot afford to be distracted by factional politics.

## 1998 elections

The current thinking is that the 1998 elections will be for the "first legislature" of the SAR, which, according to the Basic Law, will have a two-year term. That would mean another set of elections in the Year 2000.

There has been a suggestion that the Provisional Legislature itself become the "first legislature" of the SAR and serve a two-year term through to 1999, but I think that is neither practical nor desirable. First, China is committed to holding elections in 1998 - both Qian Qichen and Lu Ping have gone on record on this point. Secondly, my feeling is that people would prefer it to remain a provisional body (as agreed by the Preparatory Committee), serving no more than 12 months until new elections can be held.

## Warm Welcome

Good news for frequent visitors to Hong Kong. The Government told the Trade & Industry panel that they are considering a travel pass scheme to be introduced in 1997/98 to speed up immigration clearance for people who visit Hong Kong regularly on business. This is in line with the APEC objective of facilitating trade and investment activities by making it easier for business people to travel from place to place. Hong Kong's visa and border clearance arrangements will also be reviewed regularly to bring improvements where appropriate. Please let me know if you or your colleagues/associates from overseas are experiencing any difficulties in these areas.

## "Made by Hong Kong"

The Industry Department and Hong Kong Productivity Council have jointly commissioned the MIT Industrial Performance Centre to study Hong Kong's industrial future. Preliminary findings of the study were presented by the MIT team at a "Made by Hong Kong" symposium on

January 10. The final report will be ready in February, and hopefully it will bring concrete suggestions for the revitalisation of local manufacturing. I am a firm believer that Hong Kong should strive to achieve a more balanced economy, and not rely on services alone.

## On the Horizon

### *Protection of Copyright and Registered Designs*

- Two draft bills will be put to Legco in the next two months, both seeking to upgrade Hong Kong's standards in these areas. Together with the Patents Bill which is currently at the Bills Committee Stage, this new legislation is expected to bring local conditions in line with international obligations under WTO.
- While the draft copyright bill focuses on parallel importation and counterfeit goods, the registered design bill will be of particular interest to small and medium enterprises whose products include domestic appliances, furniture, textiles, fashion, jewellery and watches.

## Bills

### *Environmental Impact Assessment Bill*

- Resumes Second Reading on January 29.
- Aims to provide a statutory framework for the prediction, assessment and mitigation of potentially adverse environmental impact from development projects undertaken by the public and private sectors.
- Opinion is split on the exemption & sanction provisions, as well as the appeal system.
- I will be consulting further with the Chamber's Environmental Committee before the vote, meanwhile, Chamber Members' views are very welcome.

- Paul M. F. Cheng

*P.S. If you have any comments, suggestions or issues you wish to raise, please contact me through my Legco office at Room 312, Central Government Offices, West Wing. Tel: 2537-2106/2107. Fax: 2530-3451.*

# 立法局 工作簡報

鄭明訓



## 請不要再阻礙臨立會的工作

請不要再花時間討論臨時立法會的緣起和組成方法，不要再糾纏於整件事情的對錯，也不要再研究是否有另一選擇……香港特別行政區臨時立法會的成立已是鐵一般的事實。除了少數有意在本港及海外危言聳聽，努力質疑臨時立法會公信力的聲音外，臨立會成立的事實現時看來已獲大部分香港市民接受。

香港人注重實際。雖然臨立會並非原計劃內的產物，人們現時卻認識到有成立這個機構的必要。嘗試把臨立會抹黑為「影子勢力」的人難以獲得香港人的支持，原因是大部分市民認識到無需以恐懼和懷疑的眼光看待這個機構。海外的情況又是另一回事。那兒，人們重原則多於實際，對整件事件或個別人士的背景所知不多，因此容易成為本地一些攻擊臨立會的人外遊時的游說對象。

港府、各政黨、商界及其他界別均可以透過與臨立會合作而獲益良多，但拒絕合作，甚至阻礙臨立會的工作，則肯定難以達致任何成果。這種不合作的態度可能會給某些人作為政綱，也可能是部分人藉此挽回面子的手段，但它最終不會為香港帶來任何幫助。

## 樂意效勞

在這個香港歷史上的重要時刻，我樂意同時參與立法局及臨時立法會的工作，而其中並不存在「影子」立法局的問題。事實上，兩者的角色截然不同。臨時立法會主要是處理須於特別行政區在97年7月1日成立後立即生效的法例的理據和應用問題，以及在主權移交後數個月內需要進行立法的事項。

由於具備清晰的工作目標，我們必須十分專注。我個人認為，與其說臨

時立法會是一個政治論壇，倒不如形容它為工作小組。雖然就各項事務和原則展開的討論不會缺少，但我懷疑臨立會是否有閒餘進行純粹出於政治動機的動議辯論。作為一個臨時性機構，我們不可因派系政治而弄至分心。

## 九八選舉

按照現時的想法，特別行政區「第一屆立法會」選舉將於1998年舉行。根據《基本法》的規定，第一屆立法會的任期為兩年，意味著下一輪選舉將於2000年舉行。

有人建議將臨時立法會的任期延長至兩年（即1999年），直接成為特別行政區的「第一屆立法會」。以我個人而言，這是既不實際，也不適當的做法。首先，中國政府已承諾在1998年進行選舉，錢其琛副總理和魯平主任也先後說明了這一點。此外，我感到人們希望臨時立法會保留它的「臨時」性質，任期不超過一年，直至新一輪的選舉舉行為止。特區籌委會對此早已同意。

## 值得讚揚的新措施

經常訪港的旅客將有好消息！港府向本局貿易及工業事務委員會透露，考慮在1997或98年推行新計劃，縮短經常訪港的商務旅客在辦理進出境手續時所需的時間。這跟亞太經合組織倡議簡化商務旅客入境程序，藉此促進貿易及投資活動的宗旨互相配合。此外，政府亦會定期檢討有關簽證及進出境的安排，作出適當改善。若你本人或海外的同事和業務夥伴在這方面遇上難題，請與本人聯絡。

## 「香港製造」

工業署及香港生產力促進局聯合委託了麻省理工學院「工業表現研究中心」對香港工業的前景進行調查。初步報告已由麻省理工的人員於1月10日舉

行的「香港製造研討會」上發表。詳細報告將於2月完成，屆時可望為振興本地製造業提供實質的建議。我深信香港經濟應朝著較均衡的方向發展，而非單純倚靠服務行業。

## 最新進展

### 保障版權及註冊設計

- 兩條有助提高香港在這方面的水平的條例草案會於兩個月內提呈立法局討論。配合現時正由條例草案委員會審議的《專利條例草案》，這些新法例可望加強本港對版權及註冊設計的保障，符合世界貿易組織的有關規定。

- 《版權條例草案》以平衡進口及冒牌商品等問題為重點，經營電器、傢具、紡織、時裝、珠寶及手錶等貨品的中、小型企業則會對《註冊設計條例草案》較感興趣。

## 條例草案

### 環境影響評估條例草案

- 已於1月29日恢復二讀
- 就如何預測、評估及減輕政府和私人發展項目可能對環境構成的破壞提供標準
- 議員對草案中有關豁免、懲處及上訴機制的內容意見分歧
- 我會在投票前進一步諮詢總商會環境委員會對條例草案的意見，亦歡迎關注此事的會員一抒己見。 ■

鄭明訓

附筆：若閣下欲提出任何意見、建議或事項，請透過我的議員辦事處與本人聯絡。地址是中區政府合署西翼312室。（電話：2537 2106/2107；傳真：2530 3451）

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# Appoint a fire warden

## Fire Safety in commercial premises

A sell-out audience at a Chamber roundtable lunch on January 14 heard Fire Station Officer (Protection) Bruce Yip Wing-cheung advise them all to appoint a fire warden to decide when a commercial building should be evacuated in case of fire.

Chamber Director Ian Christie said it was appropriate the lunch was a sellout following the terrible tragedy of the Garley Fire.

Bruce Yip said: "I would advise you all when you go back to your office to make provision for the additional establishment. He is the only one who can exercise the power of at what time a company should fully evacuate."

He said most of the fire wardens in Hong Kong were the general managers of their companies and most of the companies delegated these duties to their general staff. By the time it was established whether it was a real fire or not and the order given to evacuate, the stairways and corridors would be "smoked" and there would be no way to escape.

Bruce Yip played a video tape of 4th alarm fires illustrating what to do in case of fire, such as keeping smoke stop doors closed and unlocked, stairways landings and smoke lobbies free of obstruction at all times.

The tape said: "You may think this will not happen to you but fire can happen anywhere. Last year there were over 13,000 fires, resulting in over 600 people either killed or injured. These fires could have been prevented.

"Here are a few major causes of fires breaking out in commercial buildings:

- Carelessness in handling naked flames.
- According to statistics, 30% of fires are caused by unextinguished cigarettes.
- The second major cause of fire is not taking care of electrical appliances, or overloading of power circuits.
- Another cause is carelessness in handling of paint and other inflammable materials during renovations.

When you are in a fire the most important thing is to keep calm," the tape concludes. "If you are trapped, The best way is to stay in a room that faces a road. Then close the door and use a mat or a towel to block the gap between the door and the floor. Then dial 999 and tell the Fire Services Department and shout from the window."



Bruce Yip and his audience. 葉永祥講解商廈防火須知

## 聘請防火專才

### 商廈防火須知

在1月14日舉行的小型午餐會上，講者香港消防處防火組消防隊長葉永祥先生建議在座眾人聘用防火糾察，以決定商廈一旦發生火警時，人們應在什麼時候撤離。

午餐會座無虛席。本會總裁祈仕德表示，鑑於日前嘉利大廈發生了災難性大火，會員反應熱烈可謂意料之中。

葉永祥說：「我建議大家回去後考慮聘請防火的專門人才，防火糾察是唯一能告訴你在火災發生時何時撤離的人。」

他說，在香港，大部分「防火糾察」都由公司的總經理（即最高負責人）兼任，而防火的責任則下放至一般職員。當火警真的發生，總經理命令撤離之時，走火通道可能已經濃煙密布，根本逃生無門。

葉永祥播放了一套有關四級大火的錄像帶，說明發生火警時應注意的事項，包括關閉但不要上鎖防煙門、保持走火通道及大堂

暢通等等。

正如錄像帶的旁述指出：「你可能覺得事不關己，但火警確實可以隨時隨地發生。去年，本港發生了逾13,000宗火警，因此受傷或死亡的市民超過600人。事實上，這些火警都是可以避免的。

「以下是引致商廈發生火警的一些主要原因：

- 不小心處理火種
- 根據統計，三成火警都是由未熄滅的煙頭引起
- 第二個導致火警的主要原因是電器欠缺適當維修，或電力負荷過重
- 裝修期間，不小心處理油漆及其他易燃物品

「一旦發生火警，最重要的是保持鎮定。如不能離開現場，最好是留在一間面向馬路的房間，緊閉房門，以地氈或毛巾堵塞房門與地面之間的空隙，然後撥電報警，並向著窗戶呼叫求救。」

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致意

# Kamtin New Town

## 錦田新市鎮

### New Town to decentralise Hong Kong's business centre

新市鎮發展可紓緩本港商業中心區的負擔

The Institute of Planners welcomes the idea that Government should decentralise the business centre of Hong Kong and build a secondary business centre at Kamtin in the New Territories. Hong Kong finds itself most effective in accommodating our population in the new town type of development. The Government is hiring consultants to study whether the northwest NT, and next, whether the northeast NT, should be capable of substantial growth."

At least we ought to give it a try," Alice Tam, President of the Institute of Planners, told a round table lunch on December 9.

香港規劃師學會歡迎港府分散本港商業中心區及發展新界錦田為輔助商業區的建議。香港過往積極發展新市鎮，成功地為龐大的人口提供安頓棲息之所。港府現正聘請顧問公司，研究新界西北及東北地區是否適合大規模的發展。

「至少我們應該一試。」香港規劃師學會會長譚小瑩於12月9日在本會的小型午餐會上說。此外，她在會上亦簡述該會對96年「全港發展策略檢討」的意見：

- 房屋：港府在房屋供應問題上並沒作出深入研究。譚氏說：「我們促請港府善用那些廢棄了的舊工業區。對於港府擬建錦田為輔助商業中心區的計劃，本會表示歡迎。」她認為，港府在規劃發展新市鎮時，必須勇於嘗試。此外，商界對於港府這項建議亦表支持。由於錦田距深圳不遠，因此，在商業上盡得地利之便。

- 環境：譚氏指出，學會重視新市鎮發展時的環境規劃問題，故對港府能否為新市鎮整片土地妥善規劃，甚為關注。

- 填海：譚氏認為，學會雖然贊成在發展新市鎮時，應盡量減少填海工程，但由於興建房屋設施需要大量土地，因此，填海工程似乎在所難免。

- 交通：譚氏促請港府把人口遷到新界西北及東北地區的時，應發展有效的集體運輸網絡，以應付龐大人口在交通上的需求。 ■

She said she would touch briefly on the factors in the territorial strategy review '96:

- Housing: The Government has not done enough analysis on housing demand. "We urge they make better use of old industrial areas. Not waste it on stock." We welcome the idea of Kamtin as a planned secondary office centre." We need some courage to push this idea though. Practically everybody is saying it from the business sector. "We think we should try at least." It would be a very convenient distance from Shenzhen.

- Environment: "We give our full support

to environment planning and "We need to be certain whether or not that large piece of land can be developed clearly in the future.

- Reclamation: "We would like to reduce it to the minimum but we know while we continue to push population infrastructures for housing in the urban areas we do need space.

- Transport: While we continue to push population to the northwest and northeast we urge Government to develop an effective freightworks so that the implementation of the highways and the railways will really tie in with the population needs. ■

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# Fourth position paper on travel, tourism and hospitality

HKCSI urges clarifications on permanent residency status, visa requirement and future land use at Kai Tak

**T**his is the fourth position paper of the HKCSI on travel, tourism and hospitality, following the first three papers in which a number of subjects such as harbour reclamation, cruise liners and the new airport were referred to. In this paper, we wish to highlight two specific issues, namely, permanent residency status and visa requirements of the Special Administrative Region, and land use at Kai Tak after the relocation of the airport.

## Permanent residency status of the Special Administrative Region

We appreciate the hard work by the Preparatory Committee on defining permanent residency status of the Special Administrative Region on which, to a large extent, the major principles have now been established and are by and large well understood. However, there is still some confusion over permanent residency status in relation to 1 July 1997, the date of the handover of sovereignty.

This confusion is significantly affecting the travel sector. This is because ordinary people have unfortunately developed the impression that a prerequisite to obtaining permanent residency status is to be physically in Hong Kong on 1 July 1997. Since the peak season for outbound travel starts in mid-June, that impression has become a deterrent to would-be travellers. As a result, a vacuum may be created for the travel sector during that period.

The travel industry fully understands that a large number of Hong Kong residents would like to be in the territory to witness the handover, and indeed the travel industry accepts that its business will naturally be affected as a result. Notwithstanding the temporary effects on its business, the travel industry is as keen as other sectors of Hong Kong to welcome and indeed celebrate the handover of sovereignty.

Despite this, it remains our view that travellers wishing to take their holidays in the beginning of the traditional summer peak (i.e. mid-June to mid-July) should not be discouraged from doing so by an

uncertainty over their permanent residency status.

On the other side of the coin, inbound travel agents are also beginning to get enquiries from overseas travellers about possible visa requirements into the SAR. The ordinary traveller wants an assurance that the current no-visa arrangement will continue to apply after the handover, before they finalise their travel plans. In the interest of Hong Kong's tourism industries, any uncertainty or ambiguity in this regard should be removed.

We suggest that the possible confusion over 1 July 1997 and visa status of overseas travellers be clarified as soon as possible. As consumers typically decide on their

travel plans some six months in advance, it will be important to clarify the situation and publicise to the public and the international travel-sector as soon as possible.

## Kai Tak after Chek Lap Kok

After the relocation of the airport to Chek Lap Kok, the Kai Tak site is likely to be re-developed together with reclamation of the larger Kowloon Bay area, in accordance with the Metroplan. Between the removal of the airport and before development takes place in a comprehensive manner in Kowloon Bay, there will be a space of some 24 months in which the present Kai Tak site may be open to temporary use. The Hong Kong Tourist

## 就旅遊及招待服務業發表的第四份立場書

香港服務業聯盟促澄清特區永久居民的定義，並儘早公布旅客簽證安排及啟德機場的土地用途

**以**下為香港服務業聯盟就旅遊及招待服務業發表的第四份立場書。在前三份立場書內，如港口填海、遠洋輪船及新機場等事項均已一一論及。在這份立場書內，聯盟會提出兩個重點，即特別行政區永久居民的定義及外國旅客的簽證事宜，以及啟德機場舊址的土地用途。立場書的原文如下：

### 特別行政區永久居民的定義

我們感謝籌委會在確定特別行政區永久居民定義上所作的努力。在很大程度上，重要的原則已經落實，而且大致上十分清晰。然而，與1997年7月1日主權交接日有關的永久居民定義仍然存在著一些模糊之處。

這些不明朗的地方對旅遊業影響甚大，這是因為普羅市民不幸地有一種想法：要取得永久居民身份，97年7月1日留在香港乃是先決條件。六月中旬，港人外遊的高峰期開始，但基於以上的想法，有意外遊的人士

便變得裹足不前，導致旅遊業在該段時期有可能出現真空情況。

旅遊業充分理解很多香港居民會選擇留港見證主權的交接，亦明白業務受影響是自然現象。儘管如此，旅遊業跟香港各界積極迎接和慶祝主權回歸的態度並無分別。

不過，我們始終認為，不應讓永久居民身份不明朗的問題困擾在傳統暑期旅遊旺季（六月中至七月中）開始時有意出外渡假的人士。

另一方面，外地旅客已開始向本地的旅遊代理商查詢進入特別行政區可能要辦理的簽證安排。旅客希望在決定最終的行程前，獲有關方面保證現時「無需簽證」的政策在主權交接後仍會繼續。為了香港旅遊業的利益著想，這些不明朗或含糊的因素均應消除。

我們建議有關方面盡快澄清因97年7月

Association has proposed that a mega Expo be held on the Kai Tak site to promote Hong Kong. We support this proposal and believe it will be a productive land use for the benefit of Hong Kong.

In the longer term, the Kai Tak site and the associated Kowloon Bay reclamation will be the biggest and most valuable piece of real estate in metro Hong Kong. There will be no other site in Hong Kong for which there will be the same degree of freedom to plan for the best land use pattern on such a large scale. Although a blueprint has been set forth in the Metroplan, the detailed land use has to be decided by subsequent outline zoning plans. Taking account of the importance of the site in the strategic context of Hong Kong, it is our view that there should be widespread consultation with industry over and above the provisions of the statutory planning process. For example, there should be a forum for the travel/tourism industry to be consulted and to provide input into the land use planning for the site, covering such aspects as the provision of hotels, the development of tourist attractions, and the design of harbour fronting land use. ■

1日所引起的混淆，並說明外地旅客來港的有關簽證安排。遊客一般會在半年前決定行程，因此，儘快向市民及國際旅遊界說明有關情況是十分重要的。

#### 啟德機場舊址的用途

根據《都會發展計劃》，赤鱗角新機場啟用後，啟德機場現址很可能會與九龍灣新填海區一併重新發展。在機場搬遷後和九龍灣進行全面發展前的24個月空檔期間，該處的土地可以闢作一些短期用途。香港旅遊協會曾建議在該處舉辦宣傳香港的大型博覽會。我們對此表示支持，而且相信這個善用土地資源的建議將使香港獲益。

長遠而言，啟德機場舊址及鄰近的九龍灣填海區會成為香港市區內面積最廣、價值最高的土地。香港再沒有另一幅佔地如此廣闊，可供自由規劃至最佳效果的用地。雖然《都會發展計劃》已勾勒出該處的發展藍圖，但詳細的土地用途尚待隨後制訂的分區發展大綱圖決定。基於該幅土地的重要性，我們認為在制訂法定圖則的過程中，應該廣泛諮詢業內人士的意見。舉例說，應設立渠道，讓旅遊/招待服務業人士就該處的土地用途（如興建酒店、開闢旅遊點及海旁設計等）提供意見。 ■

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# Logo Design Competition

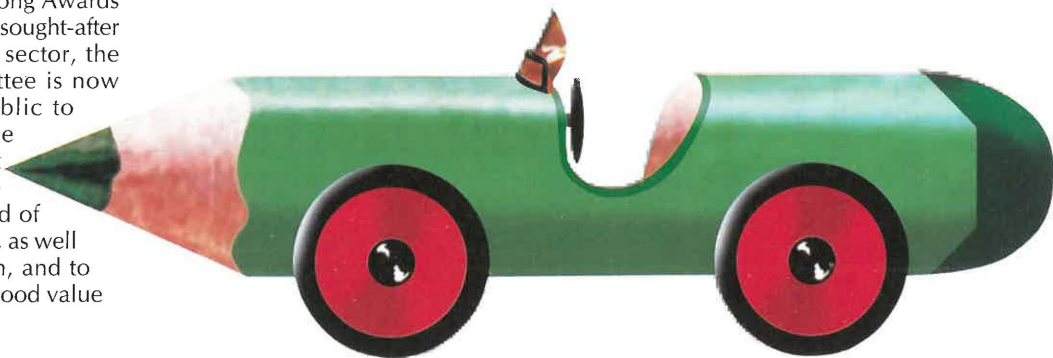
An invitation to create the logo for the Hong Kong Awards for Services

To establish the Hong Kong Awards for Services as the most sought-after honour in the service sector, the Award's Organising Committee is now inviting members of the public to create a prestigious logo for the Award scheme. The logo must convey the mission of the Awards – to raise the standard of Hong Kong's service industries, as well as general awareness of them, and to emphasise the importance of good value services.

Any citizen of Hong Kong can enter the competition. The entries will be judged by Mr Lo Yuk Sui, Chairman of the Award's Organising Committee; Dr Hazel Clark, Associate Professor, School of Design, Hong Kong Polytechnic University; and Mr Kan Tai Keung, Creative Director, Kan & Lau Design Consultants.

The winning logo will be adapted for the design of the award trophy. It will also be employed on all printed materials used by the Award scheme for the purposes of organising and publicising the Awards.

The deadline for entry submission is on 12 February 1997. Winners will be notified in writing and a prize presentation ceremony



will be held in late March / early April.

The winner will receive HK\$10,000, with HK\$5,000 and HK\$3,000 going to the first and second runners-up respectively.

The Hong Kong Awards for Services is an Award scheme that recognises both the success of Hong Kong as a service-oriented economy and also the need to build on this success by sharpening the competitive edge of our service industries. An Organising Committee has been formed by representatives from the Hong Kong Coalition of Service Industries, Hong Kong Productivity Council, Hong Kong Retail Management

Association, Hong Kong Tourist Association, and Hong Kong Trade Development Council. The Government has pledged its full support to the Award scheme, with representatives from the Financial Services Branch and the Industry Department also serving on the Committee.

For more information on the Award scheme, please contact the Award Secretariat at the following address: Secretariat, Hong Kong Awards for Services c/o Hong Kong Coalition of Service Industries 22/F United Centre, 95 Queensway, Hong Kong Tel: 2529 9229 Fax: 2527 9843

## 香港服務業獎標誌設計比賽

徵求原創標誌

香港服務業獎籌備委員會誠邀全港市民參加比賽，為代表服務業最高榮譽的香港服務業獎設計標誌。標誌必須充分反映獎項的宗旨，即提高香港服務業的水平、加深市民對服務業的認識和提倡優質服務。

比賽歡迎任何香港居民參加。大會評判包括香港服務業獎籌備委員會主席羅旭瑞先生、香港理工大學設計學系副教授郭希素博士，及靳與劉設計顧問創作總監靳棟強先生。

得獎標誌除了會在設計獎座時獲得採用

外，亦會被應用於有關的文件和宣傳品上。

參賽作品需於一九九七年二月十二日前呈交。得獎者將獲書面通知。比賽的頒獎典禮將於本年三月底或四月初舉行。

冠軍得主可獲港幣 10,000 元獎金，亞軍及季軍亦可分別獲得港幣 5,000 及 3,000 元。

香港服務業獎旨在肯定香港經濟在以服務業為主導下的卓越成就，以及強調在現時的基礎上，進一步提高服務業競爭力的必

要。服務業獎的籌備委員會由香港服務業聯盟、香港生產力促進局、香港零售管理協會、香港旅遊協會及香港貿易發展局的代表組成。香港政府亦大力支持此獎項的設立，並派出財經事務科及工業署的代表參與籌備委員會。

查詢有關詳情，請與香港服務業獎秘書處聯絡。

地址：香港金鐘道95號統一中心廿二樓(經香港服務業聯盟轉交)

電話：2529 9229

傳真：2527 9843

We Extend  
Our Warmest Congratulations to



**MR. TUNG CHEE-HWA**

**ON HIS APPOINTMENT AS  
THE FIRST CHIEF EXECUTIVE - DESIGNATE OF THE HONG KONG  
SPECIAL ADMINISTRATIVE REGION**



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# Annual Christmas Party

Chamber staff and family and staff of the Certification Division and the Article Numbering Association all enjoyed themselves at the annual Christmas dinner party in the Excelsior Hotel on December 23. Generous Corporate members gave table prizes and a long list of valuable lucky draw prizes. Director Ian Christie and his wife, Anne, attended and both wished everyone the season's greetings. He mentioned it would be his last staff party. The lucky draw prizes were presented by the Assistant Directors and their wives. The winner of the main prize, a television set donated by Chairman, James Tien, was won by Tong Kin-Keung (Tsimshatsui East Certification Office). ■



The Director's table 主家席



Handing out table prizes  
分派禮獎



Blowing balloons  
歡樂場面



A happy time is had by all.  
同賀佳節，樂也融融

## 職員週年聚餐

12月23日，本會職員、家屬及香港貨品編碼協會的員工聚首一堂，出席假怡東酒店舉行的週年聚餐晚會。是夜設禮獎及名貴抽獎禮品多份，全由會員機構慷慨贊助。總裁祈仕德伉儷在席上祝賀員工聖誕快樂。祈仕德表示，他是最後一次參與本會的週年聚餐。抽獎禮品由助理總裁伉儷頒贈，頭獎為電視機一台，由主席田北俊贊助，得獎幸運兒是簽證部尖沙咀東辦事處的方建強。 ■



Ian Christie addresses the staff  
祈仕德致辭



Anne Christie presents a prize  
祈仕德夫人頒獎



The Director and his Assistants toast each table  
總裁及助理總裁舉杯祝酒

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## CHRISTMAS PARTY

### 1996 STAFF ANNUAL DINNER PRIZE LIST

No	Prize	Member Company
1	29" Television Set	Chamber Chairman
2	Two Economy Class Round Trip Tickets from HK to Bangkok	Cathay Pacific Airways Ltd
3	\$4,000 Cash Coupon	HKANA
4	Whirlpool Refrigerator	China Light & Power Co Ltd
5	\$3,000 Cash Cheque	HKGCC
6	\$3,000 Lane Crawford Gift Voucher	Li & Fung (via William Fung)
7	IBM ADF Color Scanner	IBM China/Hong Kong Corporation
8	GSM 3831 Portable Phone	Cheung Kong (Holdings) Ltd
9	GSM 3818 Mobile Phone	Hutchison Telecommunications (HK) Ltd
10	Minolta Camera	Ernst & Young
11	Olympus Superzoom 800 Camera	Ekpac China Ltd
12	\$2,000 Cash Cheque	HKGCC
13	\$2,000 Cash Cheque	New Harbour Financial Corp
14	\$2,000 Cash Cheque	Mitsui O.S.K. Lines
15	\$2,000 Gift Voucher at "Bobby Jones" Shop	Ryoden (Holdings) Ltd
16	National Microwave Oven	OOCL (HK) Ltd
17	1/2 Tael Ingot of The God of Wealth	Che Wah & Company
18	Wireless Microphone	Gold Peak Industries (Holdings) Limited
19	1/2 oz Wiener Gold Coin	Che Wah & Company
20	Weekend Accommodation in a Deluxe Harbour-view Room at the Excelsior	The Excelsior Hotel
21	One Deluxe Twin Room w/ two breakfast for one night at Silvermine Beach Hotel	Hong Kong Ferry (Holdings) Co Ltd
22	Chinese Data Bank	Xin Hua News Agency
23	Chinese Data Bank	Xin Hua News Agency
24	5 sets Macau ferry tickets	Hong Kong Ferry (Holdings) Co Ltd
25	\$1,000 Cash Cheque	HKGCC
26	\$1,000 Cash Coupon	Dong Fung Holdings Ltd
27	\$1,000 Cash Cheque	Tony Kan & Co Solicitors Notaries
28	\$1,000 Cash Cheque	Tony Kan & Co Solicitors Notaries
29	\$1,000 Cash Cheque	Organisation Development Limited
30	\$1,000 Cash Cheque	Deacons Graham & James
31	\$1,000 Cash Cheque	Kenneth Ting
32	\$1,000 Park'N Shop Coupon	Eupo-Air Ltd
33	\$1,000 Lane Crawford Gift Coupon	Danzas Freight (HK) Ltd
34	\$1,000 Michel Renee Gift Voucher	YangtzeKiang Garment Mfg Co Ltd
35	\$1,000 Cash Coupon	Sun Hing Shipping Co Ltd
36	\$1,000 Cash Coupon	Pine Link Knitting Factory Ltd
37	\$1,000 Coupon at The Royal Park Chiu Chow Restaurant	Sun Hung Kai Properties Group
38	Vase	Lane Crawford
39	Sony Discman	Green Island Cement (Holdings) Ltd
40	Pentax Camera	Jebsen & Co Ltd
41	\$800 Cash Cheque	Mr C C Tung
42	Dinner for Two valued at HK\$800 at the Conrad Hotel Restaurants	Conrad International Hong Kong
43	Australian Nugget 1/4 oz	Kishinchand Chellaram (HK) Ltd
44	Tiger Vacuum Cooker	Fanny P Lai & Co Certified Public Accountants
45	International Buffet Dinner for Two in The Excelsior Coffee Shop	The Excelsior Hotel
46	Set Dinner for Two Persons at the Qi Chinese Restaurant at Gold Coast Hotel	Sino Land Co Ltd
47	Buffet Dinner for Two at Island Cafe	Island Shangri-La
48	Dinner for Two at Le Restaurant De France at The Regal Kowloon Hotel	Century City Int'l Holdings Ltd
49	Set Dinner for Two Persons at the Chalet Swiss Restaurant of The Royal Pacific Hotel & Towers	Sino Land Co Ltd
50	National Vacuum Cleaner	Guardian Royal Exchange (Asia) Ltd
51	Canon Camera	Jardine Matheson Limited
52	Ricoh Camera	Far East Trade Service Inc HK Branch
53	\$500 Cash Cheque	Eralda Industries Ltd
54	\$500 Cash Coupon	Swire Shipping (Agencies) Ltd
55	\$500 Cash Coupon	Bank of China
56	\$500 Cash Coupon	Bank of China
57	5g Gold Bar	Dresdner Bank
58	5g Gold Bar	Dresdner Bank
59	Fan Heater (\$500)	Jones Lang Wootton Ltd
60	\$500 Marks & Spencer Gift Voucher	Gemini Personnel Ltd
61	\$500 Just Coupon	HK Liner Shipping Association



- 62 \$500 Wing On Dept Store Voucher
- 63 Thermo Pot
- 64 Hennessy XO
- 65 Johnnie Walker Whisky
- 66 Swiss Made Watch (1 gm Gold)
- 67 Swiss Made Watch (1gm Gold)
- 68 Chinese Vase
- 69 2 Tins of Abalone
- 70 1/2 Catty of Deer Tendon & 1/2 Catty of Fish Tripe
- 71 Ceiling Fan
- 72 A Set of Tableware
- 73 4-hour Noon Day Gun Firing & Aberdeen Lunch Cruise for Two Persons
- 74 A Hamper
- 75 A Buffet Dinner at Standford Hillview Hotel

- Union Insurance Society of HK Ltd (via Stephen Wong)
- Wallen Shipping (Hong Kong) Ltd
- Mr. Richard Bennett
- Commissioner for Bangladesh
- Credit Suisse Hong Kong
- Credit Suisse Hong Kong
- The Hong Kong Shipowners Association Ltd
- On Kun Hong Ltd
- On Kun Hong Ltd
- Oriental American Agencies
- Central O/B Sinoclassic Enterprise Ltd
- Watertours of Hong Kong Ltd

- Retail Management Association Ltd
- Standford Hotels International Ltd

**TABLE PRIZE LIST**

**Prize**

- Multi-Functional Lantern
- 4 bags
- 1 Red Wine and 1 White Wine
- Pen Set
- 3 Pens
- Name Card Holders
- 2 watches
- Pen
- Two Complimentary Citybus Cross Border Tickets
- Leather Memo Box X 20 pcs
- 18 Pairs of Watches
- Waterman Roller Ball Pen
- 16 Boxes Laundry Ball
- Visit to the site of new airport for two
- 2 Sweaters
- 10 Ball Pens
- 4 Books
- 14K Ball Pen
- 2 Cassette Radios
- 2 ukata and 2 passport holders
- A set of Jadeite and Works of Art Catalogues
- Wooden fruit basket
- Female Jacket
- 12 Casual Shirts
- A Pair of Waterman Pen
- A Pair of Watches
- Table Cloth
- 2 Jackets
- 2 Books
- Leather Portfolio
- A pair of Cross Pen
- 5 Hair Dryers & 5 Cordless Rechargeable Vacuum Cleaners
- Fruit Juicer
- Tiffany Desk Calender
- \$50 Mobil Oil Coupon x 10 pcs
- Mobile Phone Calculator x 20 pcs
- 60 Small Torches, 5 Hand Lanterns, 21 Toy Car Torches, 8 Torches
- Music Centre
- Konica Camera
- White Wine
- Towel
- Towel
- 7 Coasters
- Sweater
- Jacket
- Doll
- 48 bottles of Shott's Vanilla Heist
- A Stainless Steel Cookware Set
- 5 sets Ball Pen/Letter Opener/Key Holders
- \$200 Cash Cheque
- Man Handbag
- 5 Cross Pencils
- 3 Ball Pens & 2 Folders

**Member Company**

- Cader & Son
- BAT China Ltd R
- California Office of Trading & Investment
- K L Lee & Co
- HK Association of Freight Forwarding Agent Ltd
- Hong Kong Hotels Association
- Herald Holdings Ltd
- William M Mercer Ltd
- City Bus Ltd
- Mass Transit Railway Corporation
- Ciba-Geigy (Hong Kong) Ltd
- Schrodgers Asia Ltd
- Alice & Law Co Ltd
- Airport Authority
- Peninsula Knitters Ltd
- American International Assurance Co
- Shell Hong Kong Ltd
- Hong Kong Air Cargo Terminals Ltd
- Woodsford Shipping & Trading Co Ltd
- Modern Terminals Ltd
- Christie's Hong Kong Ltd
- Shui Hing Co Ltd
- Regatex Manufacturers Ltd
- Wing Tai Exporters Ltd
- Gammon Construction Ltd
- DG Bank Deutsche
- Milo's Manufacturing Co Ltd
- Fems International Ltd
- ARC International Ltd
- Lane Crawford
- Maersk HK Ltd
- Johnson Electric Ind Mfy Ltd
- Meyer Aluminium Ltd
- Credit Lyonnais Securities (Asia) Ltd
- Mobil Oil Hong Kong Ltd
- Hongkong Telecommunications Ltd
- Forexim (HK) Ltd
- Nisha Electronic Industries Ltd
- HK Information Technology Federation Ltd
- Lippo Limited
- Hing Yu Metal Works Ltd
- Hing Yu Metal Works Ltd
- Meco Development Ltd
- Meco Development Ltd
- Seika
- Japan Chamber of Commerce and Industry
- Solar Max Limited
- Masterful Ltd
- World-Wide Shipping Agency Ltd
- Colliers Jardine (HK) Ltd
- Time/system (Hong Kong) Ltd
- Inchape Pacific Ltd
- Wharf Communications Investment Ltd

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致意

# Mass privatisation

## Funds are attractive

The Chamber recently met with a delegation from the Polish Private Investors' Chamber and the 11th Polish National Investment Fund. The delegation pointed out the success of Poland's funds and expressed a desire to interest Chamber members in investing in these funds.

The private sector of the Polish economy has grown rapidly in the past few years and has followed a multi-methods approach under the guidance of the Ministry of Privatisation. The idea of this diversity is to offer methods best suited to the size, financial situation and importance of a given entity of the state-owned company to be privatised.

Remarkable success was achieved in the field of so-called small direct privatisation. Hundreds of thousands of small and medium sized retail and wholesale shops, restaurants, etc previously owned mostly by local authorities were sold and 90% of this sector went into private hands.

Two fundamental alternative methods of privatisation were adopted for state-owned enterprises. The first method was transformation into a State Treasury corporation and the second method was a joint stock company or a limited liability company. The commercialised company was then offered to a third party. Shares in

the transformed company must be offered to investors within two years. Methods of offering shares are auction, public offer or negotiation. Employees may acquire 20% of the company's share capital.

The Polish Parliament approved in 1993 the Mass Privatisation Programme to accelerate the privatisation process under the Law on National Investment Funds passed in 1994. Each adult Polish citizen is eligible to take part in the MPP which comprises 513 mostly medium-sized companies or about 10% of Polish industry with a book value of USD3 billion. The MPP was devised as the most appropriate and expedient way of privatising and restructuring a large number of Poland's state-owned enterprises.

As a first step 15 National Investment Funds (NIFs) were established to hold shares in those enterprises. Each NIF is controlled by a Supervisory Board charged with representing the interests of the shareholder who are all Polish citizens holding share certificates. The supervisory Boards comprise suitably qualified individuals nominated and appointed by a specially convened Selection Commission.

Each fund management company reports to the Supervisory Board under a management contract and a performance contract which provide the Board members with financial incentives and increase the

long term value of the fund. Each fund is expected to remain in existence for at least 10 years. It is intended that all NIFs will be listed on the Warsaw Stock Exchange at the beginning of this year.

Each company will initially be represented by Universal Share certificates (USC) The fee for such a certificate, available to any adult Polish citizen is set at the equivalent of USD8. On receiving the USC the owner will be able to trade it freely. Distribution of USCs began in November 1995 and by the end of March, 10 million of 27.5 million people were eligible to pick them up. The prices on the secondary market have risen to five times their initial price. 100 USCs will be converted into shares in the 15NIFs.

Institutional, strategic and private investors from abroad will be able to participate in the MPP in a variety of ways:

- Investors can purchase USCs from those citizens who wish to trade them.
- Investors can purchase and trade in shares in the NIFs after they are listed on the Warsaw Stock Exchange.

An impressive list of major foreign investors' industrial commitments in Poland is published by the Polish Agency for Foreign Investment (PAIZ). It amounts to over USD15 billion. Hong Kong investment in Poland is USD125 million. ■

## 大規模私有化

### 波蘭投資基金吸引力強

總商會最近接待了訪港的波蘭私人投資者商會及第十一國家投資基金的代表。代表團指出波蘭的投資基金運作得十分成功，而且歡迎感興趣的商會會員加入。

波蘭的私營經濟近數年增長迅速，在私營化部門的監督下，透過多種途徑籌集資金。這種多元化概念可以因應有關國企的規模、財政狀況及重要性，找出最適當的方法進行私有化。

「小型企業直接私有化」計劃取得了顯著的成就。大批以往由地方政府擁有的中、小型零售店、批發公司及餐館已經轉售予私人投資者，比例高達90%。

國企私有化大致採取兩類模式：將國企改組為國家債券公司或股份有限公司。經過「商業化」後的公司會轉售予第三者。公司的

股票須於兩年內透過拍賣、公開招股或洽商的形式售予投資者。僱員的持股額可佔公司股本的20%。

波蘭國會在1993年通過《全面私有化計劃》，藉此加快國企私有化的速度，並於1994年通過《國家投資基金法》。這個可讓波蘭所有成年公民參與的私有化計劃包含了513家國企，大部分屬中等規模，佔波蘭工業比重一成，帳面值高達30億美元。這是一個能適當並快速將波蘭境內大批國企私有化及重組的方法。

計劃的第一步是成立15個國家投資基金，持有這些企業的股票。投資基金由監察委員會管理。委員會代表了股東，也就是持有該企業股票的波蘭公民的權益。監察委員會由特別召開的推選委員會提名及任命合資

格的人士組成。

基金管理公司依據管理合約及回報合約向監察委員會匯報。回報合約一方面規定委員會成員可領取報酬，另一方面亦有助提高基金的長期價值。每個基金為期最少10年。政府的目標是在本年初將所有投資基金在華沙股票市場上市。

市民申領股票證書每張收費8美元。收到證書後，持有人可將之自由買賣。分發股票證書的工作於1995年11月展開，截止3月底，2,750萬合格的人中已有1,000萬領取。股票在第二市場的價格已升至最初的5倍。

海外的機構及私人投資者可透過以下方式參與計劃：

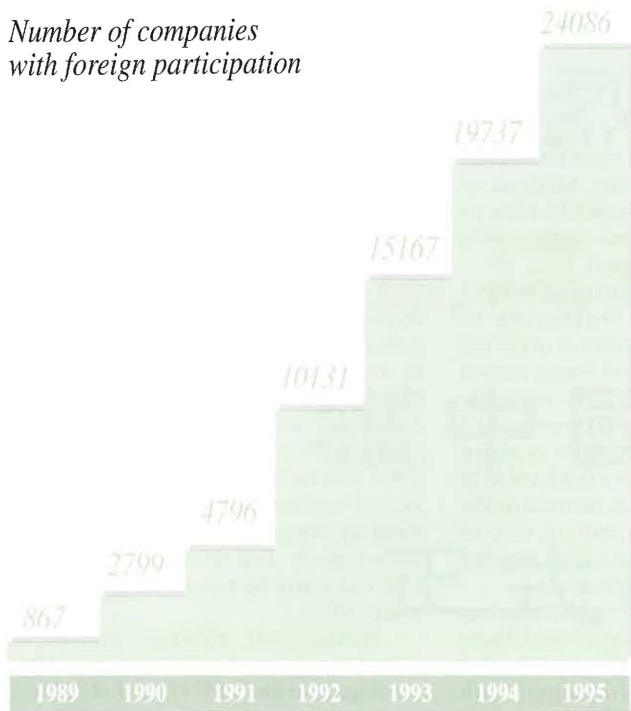
- 投資者可向願意出售股票的波蘭公民購買。
- 待國家投資基金在華沙股票市場掛牌後，透過股市進行交易。

波蘭外來投資局備有主要外商的工業投資項目清單。項目總值逾150億美元，港商在當地的投資額則為1億2,500萬美元。 ■

**POLAND**

**Chart A**

Number of companies with foreign participation

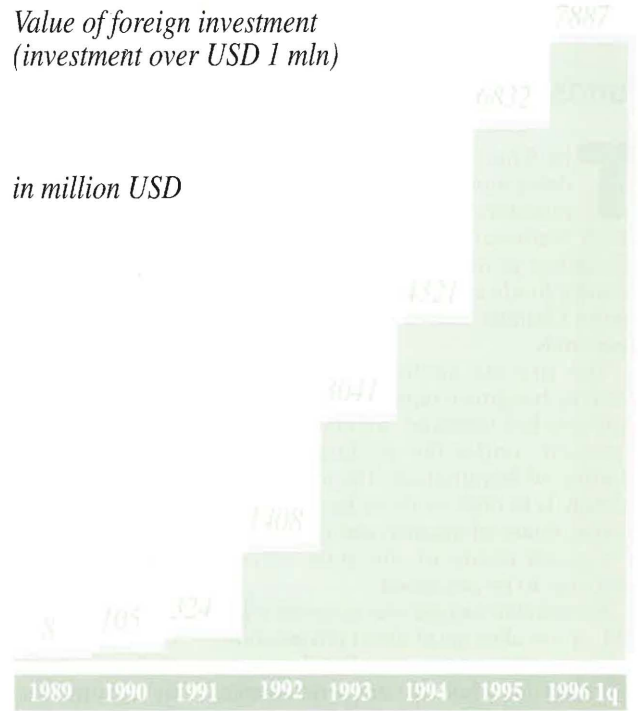


Source: The List of Major Foreign Investors in Poland, PAIZ.

**Chart B**

Value of foreign investment (investment over USD 1 mln)

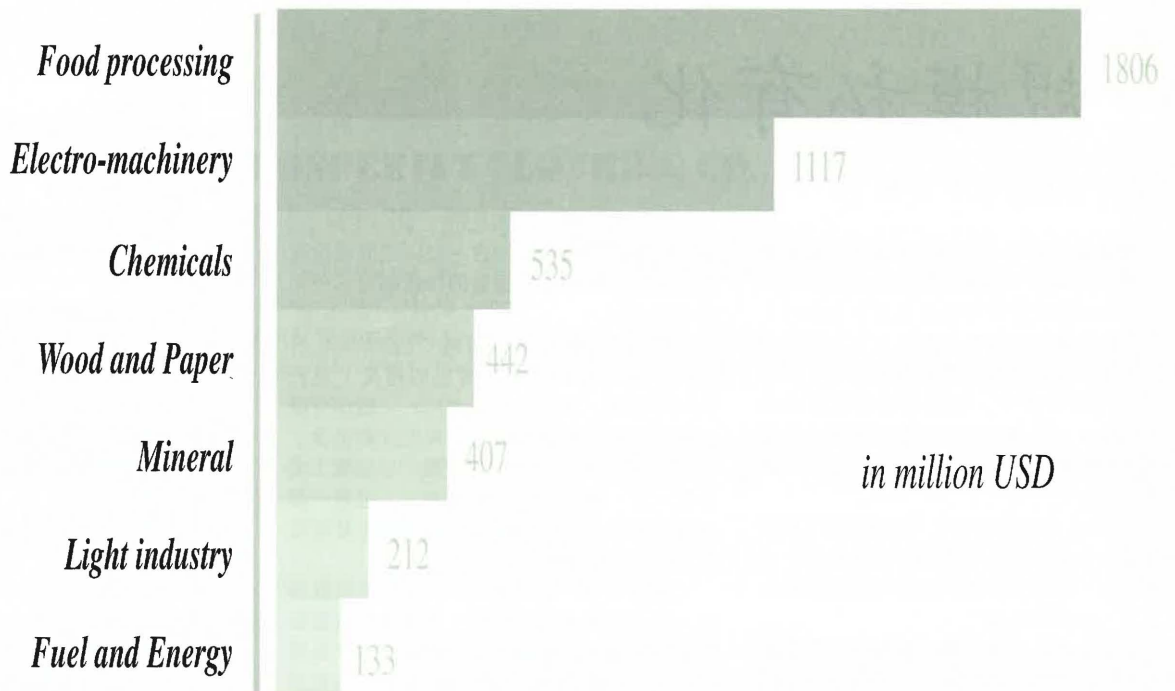
in million USD



Source: GUS

**Chart C**

Value of foreign capital invested in Poland's industry



in million USD

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香港特別行政區行政長官



怡和太平洋

# Thai Businessmens' Assn

**R**athakit Manathat, Consul General of Thailand in Hong Kong, says he plans to begin a Thai Businessmen's Association in Hong Kong.

He says he wants to ensure his Thai businessmen's future in Hong Kong bringing them together in their several categories and disseminating up-to-date market information on both Thailand and Hong Kong as well as China, now that the Hong Kong market will include the wider market of China for more Thai products. With the change of Hong Kong sovereignty mid-year.

He hopes to organise the Association not only in rice importers but in Thailand's up-to-date industries such as electronics, toy and electric as well as its traditional fruit, vegetable and jewellery industries.

Thailand has 75% of the Hong Kong retail rice market, he says. It also has a big share of the tourist visitor market particularly at the Lunar New Year.

Rathakit Manathat says Thailand is keen to attract industrial investors to the less congested zones of his modern industrialised country. It has many incentives to invest in its Southern Zone 3.

These incentives are:

- 100% exemption on import duty on

machinery.

- 100% corporate tax exemption for eight years and 50% reduction for five more years.

- For projects exporting at least 30% of total sales, exemption on import duty of raw or essential materials used in export products for five years.

- 75% reduction on import duty of raw and essential materials used in production of domestic sales for five years, subject to renewal on annual basis.

- Double deduction on taxable income of water, electricity and transport costs for 10 years from date of first sale.

- Deduction from net profits of 25% of costs of a project's infrastructure.

He explains Thailand's infrastructure is now first-class and its ports modern. Its economy is expected to improve this year. ■



Rathakit Manathat.  
泰國總領事

## 香港泰商協會

**泰**國駐港總領事Rathakit Manathat表示，計劃在本港成立香港泰商協會。

他指出，成立協會旨在團結在港的泰國商人，保障他們在本地營商的前景。協會將提供泰國、香港及中國三地最新的市場信息。香港將於年中回歸中國，際此時機，泰國貨品可透過香港市場進軍幅員廣大的神州市場。

他希望加盟協會的不僅是食米進口商，其他如電子、玩具、電器等新興工業，以及經營水果、菜蔬及珠寶手飾的傳統商戶亦會積極參與。

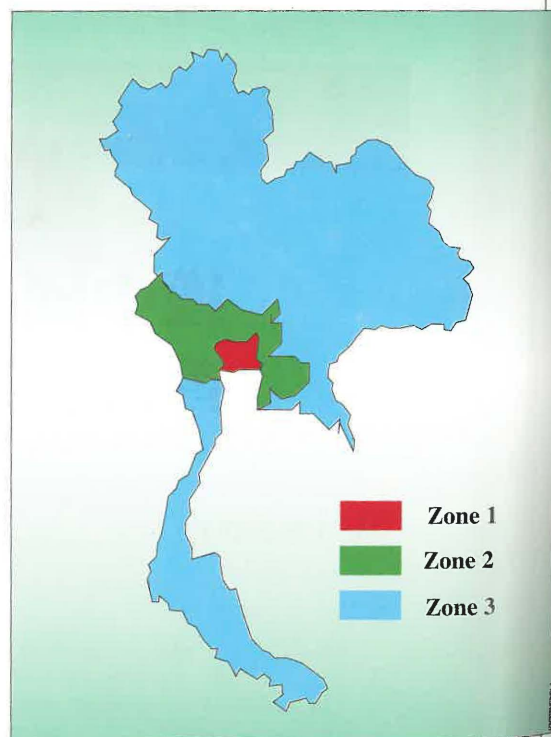
他透露，泰國食米佔本港食米零售市場的75%。農曆年期間，當地更是港人的旅遊勝地。

泰國駐港總領事說，泰國政府渴望吸引投資者到較少為人注意的地區設廠；為吸引外商轉往此等地區投資，政府特為南部第3號工業區的投資者提供多項優惠。

優惠包括：

- 免稅進口生產設施
- 首8年免繳公司利得稅，往後5年可享有50%減免優惠
- 外銷比例佔總營業額30%的投資項目，在輸入出口貨品所需的主要生產原料時，可獲豁免繳付進口關稅5年
- 內銷貨品所需的主要進口生產原料可於5年內減免進口稅75%（此優惠項目每年檢討一次）
- 與水、電及運輸投資項目有關的應課稅收入可獲10年減免徵稅
- 基建工程項目可獲減免利得稅25%

他指出，泰國的基建已達一流水平，而當地的港口設施更漸趨現代化，預料全國的經濟發展可於本年內更進一步。 ■



Thailand Investment Zones 投資區的分佈



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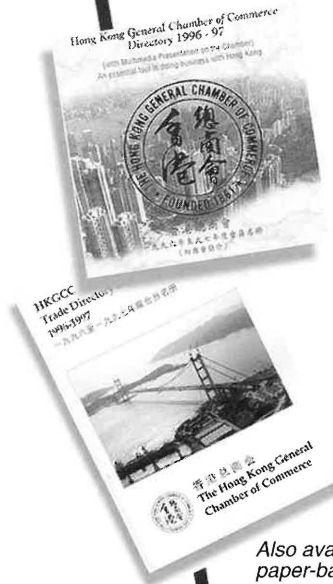
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Head Office: 38/F., Office Tower, Convention Plaza, 1 Harbour Road, Wanchai, Hong Kong.  
Publications Dept: 31/F., Wu Chung House, 213 Queen's Road East, Wanchai, Hong Kong.

Tel: 2584-4333 Fax: 2824-0249 E-mail: hktdc@tdc.org.hk  
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