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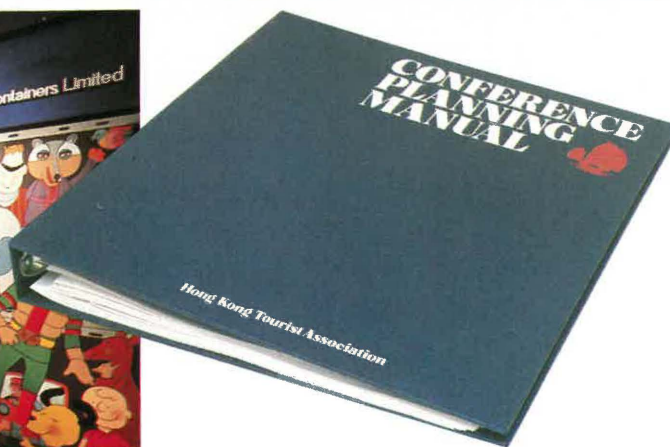
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Cover photo :  
Sketches of Ragence Lam's 1981 Collection  
which is presently exhibited in London.

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正在倫敦展出之林國輝一九八一年新裝素描。

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# The Chamber in Action

*These two pages summarise for members' information recent activities of the Chamber. These are extracts from the Director's monthly reports issued to General and other committee members.*

## Finance

The Chamber's final accounts for 1980 indicate a **surplus of income over expenditure for 1980 of about \$660,000**. This is really an excellent result for a good year's work and worry. I believe it represents not only strong interest in Chamber membership by business companies and continued interest in efficient Chamber certification services but also the great care given by senior staff to reducing costs, raising productivity and where possible ensuring that charges meet costs of special functions. For example, we successfully introduced advertising into our published annual membership list. Our X'mas Card and attractive Diaries produce additional revenue and we are now trying to ensure that lunches, dinners and other such functions do not cost the Chamber much. I am also considering a few extra revenue raising ideas and will be seeking members support soon. 1981 will be a tight year for finance so we will maintain a strict budgetary and expenditure control. I take rather childish pleasure from the fact that, since I came to the Chamber in 1975, **we have had six years of surplus of income over expenditure amounting to a total of \$3.3 million**. During this time we have also purchased two flats for about \$2 million, offset by the sale of our house at Mount Kellett Road for \$2 million and two other flats for a total of \$756,000. By conservative standards, the four flats owned by the Chamber are now valued at about \$13 million.

In 1975 our reserves were assessed at about \$3 million. In 1980 our reserves were over \$6 million. Trumpet blowing now ceases as we have revised our 1981 budget (to take account of the new rental agreement and computerised services) estimating a deficit of over \$600,000.

## Staff Promotions

I am glad to advise members that, following an extensive recruitment

exercise during which I interviewed 15 candidates from various sectors of the economy and the Chairman interviewed four final contenders, **Ernest Leong, Senior Manager in the Trade Division of the Chamber, has been promoted to Assistant Director** with effect from 1st February. Ernest is a graduate of Hong Kong University and was previously employed in the Trade Development Council, where he saw service in the Austrian office, and later joined W. Haking Industries Co. Ltd. He was recruited as a Manager in the Industry Division in 1976 and promoted to Senior Manager early last year. Also **promoted from Assistant Manager to Manager was Sidney Fung**, a graduate of the Chinese University who has been with the Chamber since 1976. **Bassie Lee from Secretary to Senior Secretary, Charlotte Chow from Supervisor, Trade Enquiries, to Executive in charge of the Membership Section and Mercia Sien from Statistical Officer to Supervisor, Trade Enquiries.**

## Membership

Members will be pleased to know that, at the date of writing this report, we have received annual subscriptions for 1981 from very nearly 94% of our 1980 membership. I am personally very pleased indeed with this response as we normally lose 6% in a year when fees are not increased and of course for 1981, our membership fee went up from \$1200 to \$1500. We shall naturally do our best to finish the year with another record membership and to that end, I am hoping that the introduction of our computerised services might help.

## Visit of I.C.C. President

The three I.C.C. members in Hong Kong, the Chamber, CMA and the Indian Chamber jointly arranged a full programme for the I.C.C. President, Mr. M.A. Rangoonwala during his visit to Hong Kong from 8th to 10th March. The I.C.C. President met senior Government officials and business

leaders. A special subscription luncheon was held at the Hilton Hotel on 9th March at which Mr. Rangoonwala spoke on the subject "Can Free Enterprise Survive". The theme was certainly in line with Hong Kong views and Mr. Rangoonwala proved a forceful advocate for free enterprise and liberal trade policy. I hope his organisation will help to counter international pressure for trade restrictionism, ever a threat to Hong Kong's export dependent economy.

## High Level Chamber Group Visit to the U.S.A.

Members will be interested to know that further preliminary work has been done by the Chairman to establish the basis for the proposed mission to the U.S. later this year. Further information will be issued as soon as possible.

## Trade Missions

At the time of writing the report, a Chamber trade mission is in Australia and apparently **doing good business** despite problems with an airline strike and another Chamber mission is in Europe visiting Paris, Madrid, Milano and Brussels.

We have just issued information to members inviting participation at the Berlin Partners for Progress Fair in September. This will be the 14th Berlin Fair in which the Chamber has arranged for Hong Kong representation. We have also invited members to participate in another trade mission scheduled to visit Britain later this year.

## Trade Enquiries

Members may be interested to know that the Chamber handles between 1100 and 1400 trade enquiries each month from every corner of the world. About 20% of these enquiries are normally received through the Trade Development Council office in Hong Kong and the others come directly to the Chamber. They represent an extremely wide variety of interests and have to be carefully assessed. Our com-

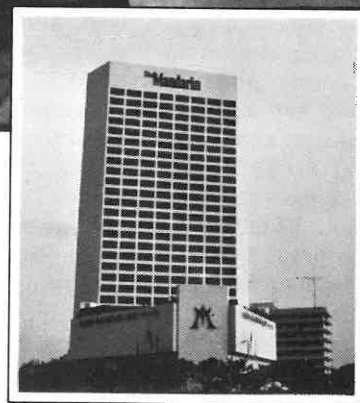


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# The Chamber in Action

puterised services will include improved methods for dealing with such enquiries.

## Computerisation

We are now well into the detailed work which will result in a computerised service being established in the Chamber by mid year. We are printing modified standard industrial and trade classification lists which will help us to record the detailed interests of our member companies and which will be used as well in classifying trade enquiries and export performance information. We have begun the rather difficult task of seeking members' information and advice on their special interests, all of which must be codified before being entered into the computer. To be truthful, I will be happy to see all this work translated into a functioning system. I only hope nothing blows up when we press the first button !

## China

Members might be interested in the fact that, during 1980, the Industry Division of the Chamber dealt with over **4000 specific contacts and enquiries about China**. A great deal of assistance was given to visiting businessmen as well as our own members. I have no doubt that this particular service has been widely welcomed by business generally.

## Shipping Committee

The Deputy Administrator of the Panama Canal Commission, Fernando Manfredo Jr. visited the Chamber on February 10th. He briefed members of the Shipping Committee on recent developments in the Panama Canal area.

The Committee met on February 26th. Mr. P. Prynne of Halcrow Fox & Associates briefed members on progress with a study of the Hong Kong container trade which his company is carrying out for the Hong Kong

Government. Members urged Mr. Prynne to press the Government to proceed quickly with planning of a second container terminal, which Committee members feel is vital to the future of shipping business in Hong Kong.

## Delegations from Japan

Cecilia Fung, Assistant Director (Industry) and Sidney Fung, Manager (Industrial Promotion) addressed a Japanese delegation on February 21st aboard the "Coral Princess". 500 middle management executives from the Japan Federation of Employers Association were briefed on Hong Kong's economy, trade and investment prospects. Ms. Fung and Alexander Au also briefed a business delegation from Yamaguchi-ken, Japan on 24th February.

## Briefings on Hong Kong

I took part in a special briefing on Hong Kong, together with Bill Dorward, for a **visiting group of about 150 US bankers and financial managers** at the Mandarin on 5th February 1981 (the first day of the Chinese New Year!) and delivered a similar address at the City Hall to 100 members of the U.S. International Association of Financial Planners on 19th February 1981. On 2nd March I took part in a panel discussion at the Hong Kong University by the Hong Kong Economics Society on the 1981/82 Budget proposals and on 18th March I was asked to speak on the Hong Kong scene at a conference organised by the Hong Kong Trade Facilitation Committee.

At present, I see at least three or four visitors or groups of visitors each working day, all intent on assessing Hong Kong for business purposes. Many are sent to me by banks, consulates, overseas organisations, Hong Kong Government departments and by our own members. All other executive staff of the Chamber do a great deal of

this kind of information provision and our services are in demand for seminars, discussions and other group functions where Hong Kong's economy, trade and industry are being discussed. I believe this function is a very important part of the Chamber's work but the more we do, the more we are asked to do!

## China Committee

The Committee met on February 27th to work out a programme of future activities. I attended to advise on possible promotions and other functions which might be undertaken by the Committee.

## Ad Hoc Energy Committee

The Committee is now fully formed and is as follows:

H.M.G. Forsgate (Chairman)  
S.L. Chen  
William Lee  
S.J. Osmond  
Jack C. Tang

The first meeting will be held when there are specific matters to discuss. An appropriate time might be shortly before the first meeting of the Government Energy Policy Committee.

## CBI Overseas Scholarships

Eleven applicants were interviewed by the Chamber's C.B.I. Scholarship Committee, chaired by John Weedon, on February 11th. As a result, a number of recommendations were made to CBI headquarters in London. We are likely to secure three or four scholarships during 1981.

## Chamber's Chinese Annual Spring Dinner

This year's Spring Dinner was held on February 27th (Friday) at the Ocean Palace Restaurant & Night Club. Response from members was good resulting in some overbooking and a record number of 52 tables.

# Pacific Basin Economic Council honours Hong Kong

by Josephine Martin



Mr. Michael Sandberg, OBE, JP,  
Chairman of the Hong Kong PBEC group.



Mr. J.D. McGregor, OBE, ISO,  
Director of the Hong Kong PBEC group.

Some 400 delegates from different countries will assemble in Hong Kong next month to consider the economic prospects and problems facing Pacific Basin countries, and to decide the most appropriate policies for the private sector to follow.

The meeting will be held under the auspices of the Pacific Basin Economic Council. Hong Kong will be only the second developing country to have acted as host to this annual conference, which has been held in various Pacific Region countries for the past 14 years.

The Pacific Basic Economic Council is an international organisation of businessmen from Pacific Basin countries. PBEC was founded by five member countries, Australia, Canada, Japan, New Zealand and the United States. Its basic purpose is to foster mutually-beneficial economic cooperation and social progress throughout the Pacific Region. It strives especially to improve business environments, strengthen the business enterprise system, generate new business opportunities, create new business relationships and increase trade and investment within the Pacific Basin. It also provides the means whereby senior businessmen within the area can exchange information and ideas which can be reflected in their support for various government systems.

The PBEC is administered by SRI International whose headquarters are in California. SRI International provides basic and applied research and consulting services to business and government clients throughout the world. However, there are many business groups around Asia that are directly involved in the work of the PBEC and in its functional programmes, usually through national committees.

Subjects delegates will consider at the Hong Kong meeting include energy supply and its impact on economic

growth; transfer of technology as a means to economic growth; the financing of trade; changes in the pattern of trade and industry; tourism; and the economic modernisation of China — especially in relation to the Hong Kong contributions. A special subject this year will be the concept of a new Pacific Economic Community proposed for consideration by the Japanese National Committee and supported by the Australians at the last PBEC meeting in Sydney.

The growth prospects of the Pacific Basin are generally regarded as brighter than other regional areas (see chart). However, there are various problems which need resolution. The subjects to be discussed during the annual meeting have particular significance because of the economic recession around the world and its effects on the growth prospects of every country represented at the meeting.

There is a need for action to mitigate the effects of recession, and foreign investment has a considerable role to play. Investment flows are important

to developing countries like Hong Kong whose economy is entirely dependent on external trade. Hong Kong is feeling the effect of recession now, but still manages to register quite solid growth. Other countries however are not in this situation, and there is considerable concern throughout the region about stimulation of investment in industry, after its formation of five developed countries in 1967, PBEC quickly expanded to include businessmen from many developing countries of the region including Hong Kong. Mr. Q.W. Lee of the Hang Seng Bank and Mr. P.G. Williams who was formerly Chairman of Inchcape Group of Companies were early participants. Over the years, a growing number of Hong Kong businessmen became members and were actively involved in PBEC organised seminars and meetings.

In 1975, the Chamber's Director, Jimmy McGregor, took over organisation of Hong Kong's representation in PBEC, and put this on an institutionalised basis. He established direct liaison with the headquarters in California, and subsequently assisted in the organisation of functions and the general carrying forward of work, including the formation of views on essential issues. Although the work of the PBEC is quite separate and distinct from that of the Chamber, there are, of course, many subjects of common interest.

In order to improve the funding of working locally, a membership system which costs HK\$200 annually was established.

**Growth of GNP and GNP per Capita, 1960-80**  
(Average annual percentage growth rates. At 1977 prices.)

	GNP		GNP per Capita	
	1960-70	1970-80	1960-70	1970-80
All developing countries	5.6	5.3	3.1	2.9
Low-income countries	4.2	4.0	1.8	1.7
Africa (sub-Saharan)	4.2	3.0	1.7	0.2
Asia	4.2	4.2	1.8	2.0
Middle-income countries	6.0	5.6	3.5	3.1
East Asia and Pacific	7.7	8.0	4.9	5.7
Latin America and the Caribbean	5.7	5.8	2.9	3.2
North Africa and Middle East	3.6	6.4	1.1	3.8
Africa (sub-Saharan)	4.8	4.5	2.3	1.6
Southern Europe	7.0	4.6	5.6	3.2
Industrialized countries <sup>1</sup>	5.0	3.1	3.9	2.4
Capital-surplus oil exporters <sup>2</sup>	10.5	8.4	7.3	5.0
Centrally planned economies	— <sup>3</sup>	5.2	— <sup>3</sup>	3.8

<sup>1</sup> Australia, Austria, Belgium, Canada, Denmark, Finland, France, the Federal Republic of Germany, Iceland, Ireland, Italy, Japan, Luxembourg, the Netherlands, New Zealand, Norway, Sweden, Switzerland, the United Kingdom, and the United States.

<sup>2</sup> Iran, Iraq, Kuwait, Libya, Qatar, Saudi Arabia, and the United Arab Emirates. They are not considered as developing countries for the purposes of analysis in this article.

<sup>3</sup> Not available.

Source: World Bank estimates.

The Hong Kong PBEC group has now over forty members, most of them senior businessmen and industrialists. The group has its National Committee, of which Mr. Michael Sandberg is the Chairman and Mr. McGregor is the Director.

Many senior politicians have participated in the Annual Meeting. For example, the meeting last year in Sydney was opened by Prime Minister Malcolm Fraser. When the annual meeting was first held in a developing country (the Philippines), it was opened by Foreign Minister Carlos P. Romulo. This year Michael Sandberg, as Chairman of the Hong Kong National Committee, will open the meeting and over 400 delegates from around the Pacific Basin will attend the four-day meeting.

### Ocean of the future rises

One of the concepts to be analysed at the Annual Meeting is that of the Pacific Economic Community. Mr. McGregor points out that this concept was first proposed by the Japanese delegation and the Australian National Committee endorsed its potential importance. The Governments of both countries have expressed support for the concept. "Other governments are looking at it very carefully, and some like the ASEAN countries seem rather concerned at the implications" he adds. It has been claimed that the Mediterranean is the Ocean of the Past; the Atlantic is the Ocean of the Present; and that the Pacific is the Ocean of the Future.

The aphorism neatly sums-up the fact that civilisation, in the West at least, developed around what, when translated from the Latin, literally means the "Middle Sea" (compare the concept of China as the "Middle Kingdom"!).

Western Asia, Southern Europe and North Africa saw this middle sea as bringing together, rather than separating, the territories that surrounded it. Trade flowed across it, scholars travelled from country to country spreading the technology of the day, and in a primitive sense, off-shore investment took place — although the latter was perhaps stimulated by the movement of armies rather than funds! Eventually, under the Roman Empire, a unity of law, technology and finance was achieved that brought for much of the region a mutual advancement in the standard of living. With a scientific revolution in the

Seventeenth Century, to be followed by the growth of technology and industry in the Eighteenth and Nineteenth Centuries respectively, the emphasis moved from the Mediterranean to North Western Europe and North Eastern America, the two areas facing each other across the North Atlantic. Measured by whatever yardstick is chosen — Gross National Product, political power and influence, developments in science and technology, conquest, — the Atlantic Basic countries were dominant throughout the Nineteenth and for much of the Twentieth Century.

Since the end of the Second World War, the emphasis has begun to shift. Perhaps the first move was the 'opening' of California during the 'fifties and 'sixties. A significant population shift took place from the older eastern centres in the USA towards the West Coast. With it came new industries and new technologies. Measured independently of the rest of the USA, the total per capita GNP of present day California would rank it as the seventh largest nation in the world.

The other big development has been the growth of Japan in three decades to the position of the World's Number Two economic power. At the same time, a host of developing nations, not least of which are Hong Kong, Singapore, Taiwan and Korea (the four tigers) have made rapid progress. On the Southern fringes of the Pacific, Australia, which is a comparatively rich nation, has begun to re-orient its loyalties and outlook, following the break-up of the British Empire.

Some commentators have even seen Brazil, a developing country with considerable untapped potential, as a 'Pacific' country, even though it literally borders the Atlantic. Brazil, however, is so vast that it is conceivable that its emphasis could be expressed in a westernly rather than easterly direction, just as has happened to some extent in the USA and to a lesser extent in Canada, and just as Germany was part of the Atlantic Community.

It is obvious that within this region, there is also probably a greater variety of culture and standards of living than in any other loosely defined geographical grouping, ranging from affluent, sophisticated Los Angeles to the more primitive inland communities of Papua New Guinea and Mindanao of the Philippines.

Many businessmen and some governments feel that more should be done to establish an understanding of the issues which concern all the countries around the Pacific. Therefore, the Pacific Economic Community objectives are to bring about a better political understanding of each other's countries; and to develop a forum for closer discussion of mutual interests without political bias; as well as systems under which actions might be taken or encouraged to assist the development of the Pacific Region as a whole.

"These are all very large objectives," says Mr. McGregor. "Because of the dissimilar nature of the economies throughout Asia, the different levels of development and political systems, these objectives might be almost unattainable."

"But the concept deserves detailed study and some if not all of the objectives may be possible. We should never fail for the want of trying," he adds.

It was decided during the 1980 PBEC Annual Meeting that a Special Committee on the PEC concept be formed. The Committee has studied the relevant papers and has produced a detailed report which will be studied at the Hong Kong meeting in May.

The report suggests that an economic community similar to the European Economic Community would be inappropriate as a framework for cooperation elsewhere in the world. Nevertheless, it points out that the development and implementation of a program based on the Pacific Economic Community concept is integral to all PBEC activities. It is, therefore, desirable that PEC programmes be developed within the existing structure of national/member committees and national and international meetings.

The purpose of such a programme is threefold:

- to examine how cooperation can lead to the strengthening of the business enterprise system;
- to examine alternative means of improving cooperation, communication and consultation; and
- to communicate PBEC views to governments and others interested in issues relating to Pacific cooperation.

The Bulletin will be following up the progress of the PBEC Annual Meeting, and a further report will be published in the June issue. ■



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# Expand trade horizons through the Chamber

by Josephine Martin



The joint Chamber/HKTDC business group to the Middle East exhibits Hong Kong products at the Dubai Chamber of Commerce and Industry. Hong Kong Chamber Senior Trade Manager, W.S. Chan is first left.

Not all missionaries carry Bibles, quote verses from The Book nor preach. The Chamber's 'missionaries' carry sample products, quote prices and negotiate trade.

The Chamber organises trade missions as a step in attaining one of its fundamental aims — to promote the interests of its members in trade, commerce and industry. Through trade missions, members of the Chamber gain new business. That's why the organisation of buying and selling missions has been an integral part of the Chamber's functional programmes for many years.

Even as early as the 1930s, the Chamber was active in helping its members boost their trade through overseas promotion. During those years, it worked closely with the government in exhibiting Hong Kong industrial products at the British Industries Fair held every year. When the British Industries Fair was revived in 1947 having been suspended since 1938, the Chamber resumed active participation in it.

Other trade fairs attracted the attention of the Chamber. One was the Washington State Third International Trade Fair in 1954. Among the products displayed by the Hong Kong representatives were textile, metalware, furniture and rattanware and ivoryware, jewellery and novelty

items. Those were the days before the Hong Kong Trade Development Council was formed and the old Commerce and Industry Department of the Hong Kong Government used to work closely with the Chamber in organising Hong Kong's participation in overseas trade fairs.

In recent years, the Chamber has organised seven to nine trade missions each year, covering up to 25 countries in Central and South America, the Middle East, Africa, Europe and the Asia-Pacific Region.

Two or three of these missions are normally carried out in conjunction with other organisations such as the Hong Kong Trade Development Council or the Chinese Manufacturers' Association. Even when going it alone, the Chamber coordinates as closely as possible with other trade organisations to make sure that schedules won't overlap.

Last year, the Chamber sent seven buying and selling missions overseas to a total of 21 countries. Firm orders worth HK\$85 million were obtained with follow-up orders assessed at over HK\$96 million. The Chamber's first sales mission this year received a record-breaking total of firm orders worth HK\$88 million in Lagos, Nigeria with more in the pipeline. Further missions to the Middle East and Australia this year received orders of

over HK\$11 million, with more orders under negotiation.

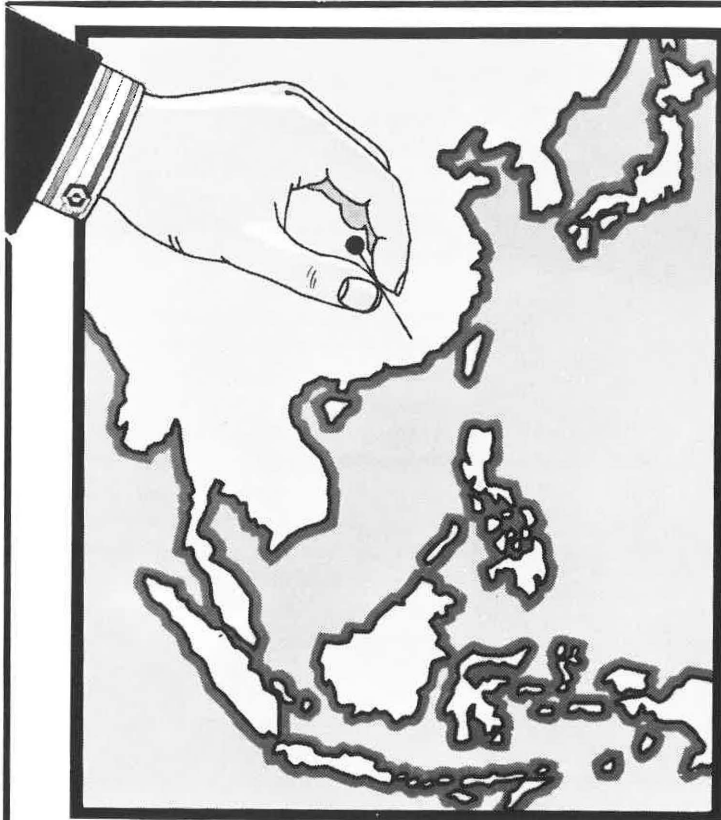
Behind these welcome rewards lie strenuous efforts exerted by the Chamber's Trade Area Committee members and mission delegates (combined with the quality and value for money of Hong Kong products, of course).

Leading trade missions is not an easy task. It needs a good deal of experience. The Chamber's Trade Division, Senior Executives have been in this field for years. They have developed a special skill and expertise in organising trade missions and in guiding the delegation throughout each venture.

Every trade mission is planned carefully by the Chamber. It is organised in response to requests from members or invitation from the countries involved, but the guiding principle is "demonstrated demand".

The Chamber regularly assesses the business potential for Hong Kong in every trading partner with the help of its Trade Area Committees. It keeps abreast of each country's trade and trading pattern. As a result, the Chamber can often trace new markets for Hong Kong products, unsaturated areas and sources of raw materials and imported products at competitive prices.

Some trade missions are exploratory like the one the Chamber sent to Papua New Guinea in 1979. This was a small group of seven member companies with a Chamber executive. Its purpose was to find out new markets and at the same time to look for new sources of raw materials for Hong Kong industries. The result of this particular mission was, however, not satisfactory due to the high import duties (52.5% on electronic goods for example) and shipping freight charges. Another reason was the low demand for goods by the local population. Only expatriates are major consumers, and they constitute a small percentage of the total population. For these reasons, another mission to PNG is presently not recommended until there are changes in both the social and economic structure of the country. But of course, individual traders in both territories will continue to exploit all opportunities for trade in both directions. ►



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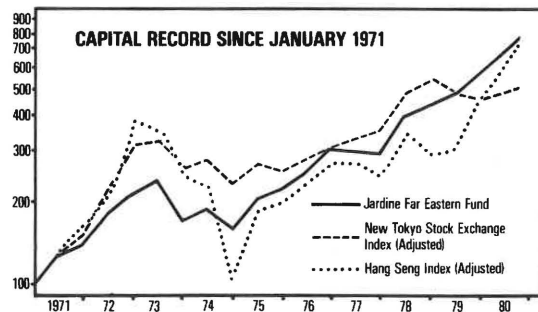
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Some mission programmes are based on the performance and experience of previous years. In 1980, the Chamber's delegates to the Berlin Fair were pleased with the results and agreed that it was a worthwhile promotion. Most of them indicated interest in participating again at the Fair this year. In fact the 1981 Berlin Fair will be the 14th year in which the Chamber has organised Hong Kong's trade participation.

The first stage of a trade mission could be referred to as pre-mission planning which usually starts six months or more before the scheduled departure of the mission. During this stage, the Chamber liaises with consular officials, overseas Chambers of Commerce and trade associations to ensure acceptability and response once the mission arrives. Pre-mission visits by Chamber executives are sometimes required in making these arrangements.

At the same time, the Chamber sends out circulars to members inviting their participation, handles local and overseas publicity for the mission and sends out direct mail shots to appropriate companies in the countries to be visited. It also seeks suitable exhibition areas for product displays. As soon as the Chamber receives sufficient applications from its members, it appoints a travel agent to process travel documents. Delegates are then briefed on the itinerary, the travel arrangements, the market requirements and the types of products which according to research might have the best prospects for sales. It is evident that joining a trade mission offers many advantages. First, delegates have access to lower air fares since they travel as a group. Second, they have no worry about the hassles in processing travel papers and the Chamber arranges everything from hotels to publicity to display halls. Third, detailed information on the countries to be visited is provided by the Chamber to each delegate.

Problems, however, cannot be totally eliminated, since some of them are created by outside factors. The Chamber's Trade Division Assistant Director, Mr. Ernest Leong says, "one problem we encounter quite often is communication. During our last trade mission to South America,



Mr. Ernest Leong  
Assistant Director, Trade Division

the Chamber was faced with this problem because the majority of businessmen in the countries visited could speak only Spanish. The group was able to secure the services of an excellent team of Spanish-English interpreters. Good planning was needed beforehand and this is where the Chamber's experience is invaluable".

Another problem may be travel arrangements. Mr. Leong points out that in some countries, airlines operate only one or two flights from one place to another in a day. "If we miss a flight, we will probably run into difficulty. So we have to watch very carefully. Sometimes, they have only a midnight flight available. We have to check out from the hotel at around noon time or 1 O'clock, which is the usual checking out time. Where do we go from there? We have a lot of baggage so we have to wait at the airport. Problems like this can lower the morale of the delegates because they are tired," he says.

"One time, there was a sudden change in our flight schedule so we had to act quickly. When we arrived at the airport, airline officials said there was no such booking even though we had confirmed the flight a long time ago, and reconfirmed. They said that nothing was shown in the computer. So we had to wait for the next available flight."

Baggage is sometimes lost or cannot be located easily. Mr. Leong says that some of delegates end up having just one suit to wear for the whole journey.

Hotel accommodation can also be a problem. In Lagos, a hotel was chosen because it was the best in the area and also well-known to the local business community. Aside from the high room rate (HK\$500 a day), its services and facilities were poor.

"We also had problems with our samples," say Mr. Leong. "When we had a mission to Santiago, South America, the Chilean Customs detained our samples. We had to deposit a guarantee of US\$10,000 with the Chilean Customs to release the samples. The guarantee was retrieved only when all the samples were re-exported. The same thing happened at Buenos Aires Airport."

Mr. W.S. Chan, Chamber's Trade Division, Senior Manager says that during a recent trade mission to Europe, one of the delegates was robbed of her handbag at the airport in Barcelona. Among other valuables stolen were her travel documents and Certificate of Identity issued by the Hong Kong Government. The lady wished to continue with the mission and a flurry of activity between Mr. Chan, the Chamber and various British Embassies ensued. These were successful.

Mr. Chan also reports that during another joint mission to Africa with the TDC, one of the group leaders became seriously ill of malaria in Lagos, Nigeria necessitating rapid action by the managers of the mission. Again this was successful in maintaining the mission's itinerary and arranging for treatment and return of the sick member.

Despite such problems, the Chamber believes that for many companies it may be advantageous to join a trade mission rather than travel alone. Trade group colleagues can help overcoming problems and keeping up morale. Who can the single traveller turn to when he is on his own and trouble strikes?

Changes affecting trade evolve in every part of the world. The Chamber tries to keep its members aware of these changes in order that Hong Kong can compete in international business. The organisation of trade missions, based on advice and support from Trade Area Committees is a continuous process for Chamber staff and there is little doubt that the annual programme of trade missions is greatly appreciated by members.

Some markets are difficult for individual traders to penetrate but group visits of Chamber members with good initial research and planning will often succeed in securing new trade outlets for Hong Kong. ■

# British industrial growth and the Unions — are they compatible?

by F. Knox

This is the second of a series of articles on different aspects of the British economy which The Bulletin has commissioned Mr. F. Knox to prepare. Mr. Knox is a lecturer in Economics at the Open University, Milton Keynes and author of four books on Economics. Mr. Knox presents an analysis on whether unions contribute to the economic growth or to the economic deterioration of the UK.

The impression can be gained from British press and television that the British economy is continually plagued by strikes and threats of strikes, to a much greater extent than other countries, and that these do lasting damage. It can be said with some confidence that all these ideas are mistaken. However there are still many questions about the harmful effects of trade unions, and there are very likely other ways, particularly affecting the utilisation of labour and capital, in which the combined effect of trade unions, government action and entrenched attitudes does constitute a serious obstacle to efficiency.

Working days lost through strikes are an easily-measurable way of measuring one of the harmful effects of labour organisations. On an international comparison the United Kingdom is usually about half way down (or up) a league table of working days per 1,000 workers per year lost through strikes. In 1969-78 the U.K. came 12th out of the 20 countries in the Organisation for Economic Co-operation and Development (O.E.C.D.) countries. The annual average for the U.K. was 472 working days lost per 1,000 employees, better than Italy (1,625), Canada (927), Ireland (731), Australia (638), Spain (560), the USA (533) and also Finland and Iceland. On the other hand the countries with substantially better figures than the U.K. included two of its major competitors, Japan (130) and West Germany (53) while the figure for Switzerland was only 2! (These figures include the effect of strikes in causing other workers to be laid off).

## Effects of strikes

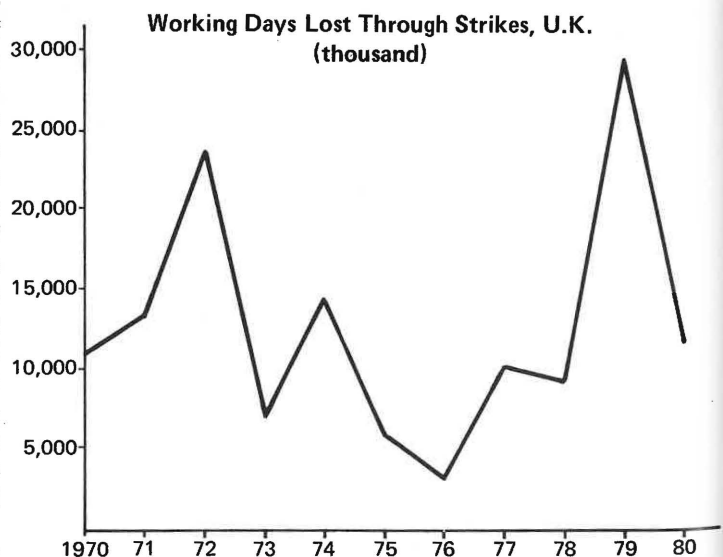
There is reason to believe that the economic harm caused by strikes is also often exaggerated. Where the product can be stored, as in most manufacturing industries and coal, it is possible to meet demand for a time out of stocks, and to make up production afterwards by overtime work (admittedly, in the U.K., at premium wage rates owing to the system of overtime pay). Some strikes such as those of air traffic controllers at Bank Holiday weekends, which were a feature of the British scene a few years ago, probably cause more irritation than lasting economic damage. In other cases, industries and services formerly thought to be vital have been seen to be fairly dispensable, an example being the firemen's strike in the winter of 1977-78. It was argued at the time that because of differences in the type of equipment used and in training, the Army fire service would be unable to take over their work. In fact it did so very effectively and losses through fires actually fell during the strike (probably because people were more careful about fires!). On the other hand a number of strikes seem to have had long-lasting effects, particularly the (unsuccessful) postal strike of 1971 which seems to have initiated a period of rising postal charges and deteriorating services which must have widespread effects on the economy and on exports.

There are significant variations in strike activity between

firms, industries and regions, as well as from year to year. The Department of Employment points out that in any one year the great majority of firms are completely free from strikes, and that the total days lost through strikes are nearly always accounted for by two or three large strikes each year. In 1979 of the 29,474,000 days lost, 16 million were lost through one-day and two-day stoppages by 1½ million engineering workers from early August to early October, and most of the remainder through a road haulage strike in January and an extended stoppage in January-March by local authority and health service ancillary staff. The South-East Region (as well as agricultural regions like East Anglia and the South West) usually has only one-third of the number of days lost per 1,000 workers that the older industrial areas of the North, Wales and Scotland have. Industries which are large employers of women, and the service sector generally, usually have much lower strike figures than manufacturing.

However in this respect there have been very significant changes in strike activity, as well as in the degree of unionisation (the percentage of total workers who are union members) since the middle or late 1960s. Until that period, strikes were very heavily concentrated in shipbuilding, coal mining and car manufacturing. From the middle 1960s, at the same time as the number of workers in central and local government and the health and education services began to grow rapidly, there was an upsurge of strike activity in the public sector. These included strikes by dockers in 1970 and 1972; coal miners in 1972 and 1974 (the latter leading to the three-day week and the General Election of February 1974, with a change of government); postal workers in 1971; and local government, hospital workers and firemen in 1970, 1978 and 1979.

Various explanations have been suggested for the aggressiveness of many unions in the late 1960s and since. One was



that the increase in taxation imposed during the Labour Government of 1965-1970 led many workers, including salaried and other non-unionised ones, to take steps to protect their after-tax incomes. It is certainly true that total trade union membership, which was stagnant in the 1950s and early 1960s, due to the declining workforce in old union strongholds such as coal, shipbuilding and the railways, began to make considerable strides. The proportion of all workers in unions rose from 43 per cent in 1968 to 50 per cent in 1974. The two unions which recorded the most rapid rises were COHSE, the Confederation of Health Service Employees, from a mere 64,000 members in 1964 to 201,000 in 1976 and NUPE, the National Union of Public Employees, from 240,000 to 670,000 in the same period. In the late 1960s also some salaried unions, including civil servants and teachers in higher education, which had formerly refused to do so, joined the Trades Union Congress.

### Redundancy payments

But there were probably more fundamental factors at work than membership of trade unions and their willingness to strike. One was the Redundancy Payments Act of 1965, which imposed on employers the obligation to make redundancy payments to workers who are dismissed through no fault of their own. The actual payments vary according to the age and length of service of the employee, and are smaller than often thought (figures of £15,000 or more paid to long-service steel workers are very exceptional) but probably make labour, organised or not, more willing to press for higher pay. At the same time, unemployment pay was increased from about 40 to about 65 per cent of average earnings (it has now fallen again to around 50 per cent). The 1971 Industrial Relations Act and the 1975 Employment Protection Act made it possible for the employee to claim damages for unfair dismissal through an Industrial Tribunal. Again, the sums involved have been small (usually around £500) but the new laws undoubtedly strengthen the hand of employees in dealing with employers, as well as possibly making employers more reluctant to take on more workers.

Another very important factor was that 1965 to 1976 witnessed a huge expansion in the number of public employees, due in the first five years to the social programmes of the Labour Government, and under the Conservative Government of 1970-74 due largely to the local government reorganisation initiated by Mr. Heath, plus the continuing momentum of the health and education expansion of the previous government. Excluding the "commercial" parts of the public sector (i.e. coal, railways, electricity, gas, postal services) the number of public employees grew as follows (thousands) :

	1964	1974	1979
National government	554	602	643
Local government	767	994	990
Education services	1,094	1,740	1,898
Medical services	883	1,167	1,337

During 1966-74, when these sectors were recruiting labour most rapidly, workers in them gained large pay rises

relatively to the private sector. This suggests two important conclusions. First, it was probably the demand for labour, rather than the degree of unionisation, or strikes, which gained them fairly large pay rises. Second, if this interpretation is correct, they will not be able to get similar rises in the future. It is at present very uncertain whether the Thatcher Government will be able to succeed in its aim of cutting down substantially employment in the public sector, but it is quite certain that under almost any future government there will be no very substantial further expansion of public employment.

It may be that over the whole economy, not merely the public sector, supply and demand for labour is the basic factor in the UK's poor performance compared with West Germany, France, Italy and Japan over the last thirty years. All these countries have been able to draw on large reserves in labour in agriculture, and the first two also until the middle 1970s had large net immigration. If this interpretation is correct, it suggests that the difference between the UK and these other countries will now narrow, not so much because of an improvement in the UK's performance (though both North Sea oil and its labour force growth suggest this is likely in the next decade or two) but because the other large industrial countries are likely to catch the "British disease" as their labour supply position become tighter. Another large imponderable is whether the level of unemployment in Britain in 1981 (1½ million, likely to rise to 3 million - unknown since 1933) will lead to a long-run change in attitudes. Many managers report such a change within the last year or so, which will presumably soon show up in improved labour productivity figures.

Even in the past, it is very likely that demarcation and apprenticeship rules and other restrictions on the use of labour have been more damaging than strikes and wage claims. But it is very difficult to know how widespread such practices are. An extreme example is the Fleet Street printers, who have wages at a level which has put all the national newspapers except one (the "Daily Telegraph") in a precarious financial state. In many factories, in the past it has been usual for production workers not to undertake repair and maintenance of their machines, but some Japanese firms which have recently set up factories in the UK have completely overturned this long-standing practice. Most of the old-style apprenticeships, involving several years training and mainly intended to limit recruitment, have now gone (except in the case of Fleet Street printers, where it has been said that recruitment is practically hereditary !). On the other hand prohibitions on the use of part-time labour are still widespread in unionised sectors. For example, most education authorities, faced with the need to retrench, have dismissed their part-time rather than their full-time teachers, who in addition to being protected by the Redundancy Payments Act and other legislation are usually in a strong position to influence the outcome. Over very many branches of the economy, unemployed workers and school-leavers would probably be willing to do the job at lower wages than existing employees, but are prevented from doing so. ■





The Hon. Lindsay H.S. Thompson (centre), Deputy Premier of the State of Victoria, Australia, together with officials from his office and Mr. P.W. Bergman (2nd left), Trade Commissioner for Australia in Hong Kong, called at the Chamber offices for discussion with the Director, Jimmy McGregor, on prospects for expanding two way trade between Australia and Hong Kong. It was perhaps fortuitous that the Chamber, at the time of the Deputy Premier's visit, was just about to send a trade mission to Sydney and Melbourne for the first time in some years and this augurs well for the future.



The Acting Chairman of the West Europe Committee, Committee and executive staff of the Chamber, had the Birmingham Chamber of Commerce Trade Group ascertain that the group had negotiated a good level



Chamber mission to Australia, seen here at Kai Tak Airport before departure.

## The In-tray

### New Members

Nine companies joined the Chamber during March :

- Alkema Trade Organization
- Hongkong Trade House Co.
- Joanne Trading Co. Ltd.
- Kenway Watch Manufacturing Co. Ltd.
- P & L Associates Co.
- S. & M. Gemcrafts Co. Ltd.
- Tactfuse Limited
- Tradeworld Corporation
- Winning Corporation



Committee members of the Chamber visited the New Territories to update their knowledge of the New Towns on 23rd March. Mr. James Hayes (first from left), Town Manager and District Officer of Tsuen Wan welcomed the group and explained the development programme of the area.



Thirty-one executives attended the Chamber's Hong Kong from 24th to 26th March. The course sets out to familiarize participants with the Chinese community. Picture shows Prof. Harry Garlick talking to participants. The course is run twice



M. Litmaath, the Director, and Members of the discussion and exchange of views with members of recently visited Hong Kong. It was subsequently during the visit.



Members of a high level delegation from Nicaragua, (left to right) Robert Ralph Saucchi, Vice Consul, Mr. Alvaro Guzman, Vice Minister of Foreign Trade and Ms. Adilia Amaya, Director of Planning in Ministry of Social Welfare, called on the Chamber to discuss the latest economic development of their country and the possibilities of increasing trade between Hong Kong and Nicaragua. They met the Chamber's Assistant Director, Trade, Ernest Leong, and Acting Director, Harry Garlick (right).

### Financial Management for Non-financial Executive

A two-week course on financial management organised by the Financial Times and The City University Business School in London will be held in London from 6th to 17th July 1981.

The course, now being offered for the fifth successive year, is designed for middle and senior management in industry and finance, who are not trained in accountancy but who need to understand the increasing range of accounting and financial management skills.

Further details are available from the Financial Times Conference Organi-

sation, Minster House, Arthur Street, London EC4R 9AX. Telex : 27347 FT CONF G.

### Hong Kong Computer Conference 1981

The Hong Kong Computer Conference will be held on 15th - 16th May 1981. Its aim is to increase the awareness and the knowledge in cost-effective data processing of the commercial and industrial sectors, with three parallel streams of presentations in management, technical and application areas. For more details, contact Mr. Stephen K.M. Lau, Chairman, HK Computer Conference, Data Processing Division, Hong Kong Government, New Mercury

House, 16/F., Hong Kong. Telephone No. 5-272047.

### Hong Kong Toy & Gift Fair

Over 5,000 international buyers are expected to attend the 7th Hong Kong Toy and Gift Fair which will be held at the Hotel Miramar from 7th to 9th October 1981.

The fair is an established trade event organised annually by the Hong Kong Trade Development Council to promote the Hong Kong toy and gift industries.

For further details and an application form, please call Hong Kong Trade Development Council at 5-257152 ext. 315. Application form should be submitted not later than 15th May.



New Arrivals course held at the Sheraton Hotel recently arrived expatriates on different aspects of Hong Kong. Professor of Education at the University of Hong Kong is managed by the Chamber's Assistant Director,



Mr. Mervyn Law, Chamber representative, presents a certificate and cash award to one of the Good Citizen Award recipients at the Kowloon Police Headquarters auditorium.



# RAGENCE





# Hong Kong embarks on fashion creativity

by Josephine Martin

For years, Hong Kong garments have been designed according to importers' styles and specifications. But all that is changing, as Hong Kong's own fashion design talent wins expanding international recognition.

Ragence Lam is one of Hong Kong's designers who is making a breakthrough in fashion.

Unlike most businessmen, Ragence doesn't find forecasting a problem. By January this year, he had his winter 1981-82 collections ready. In the future, it wouldn't be surprising if Ragence lines up among the famous international fashion names - Claude Montana, Kenzo Takada and Yves St. Laurent.

Ragence never thought of being a fashion designer until the '70s. He left Hong Kong in 1970 to study for A levels as a preparation for a university degree. When he arrived in London, he was exposed to a lot of new ideas, new things he hadn't seen or heard of before. Gradually, his interests were diverted to fashion - fabrics, textile designs, drawing sketches and copying styles from fashion magazines.

"I applied to the Harrow School of Art after one year in London. The interviewer thought I was good enough to skip the two-year foundation course, so I went straight into fashion. I didn't finish my A levels because I wanted to concentrate on drawing and sketching. After finishing the course, I went to the Royal College of Art. It's a post-graduate university. Only a few applicants can enroll and I was lucky enough to get a place.

"My parents wanted me to become a doctor, a lawyer or someone with a 'respectable' profession. Fashion design was totally alien to them as a career. However, they didn't hinder me from pursuing my plans."

Ragence is a holder of a master's degree in fashion design from the Royal College of Art. His talent was widely recognised when he won the Hong Kong award for fashion design at the First Young Designers Show organised by the Hong Kong Trade Development Council in 1977.

Most people want to look young, but not Ragence. "I guess looking too young is one of my shortcomings. People tend not to take me seriously at the start. I have to persuade them that I mean business," he says.

Ragence points out that his stay in London helped him enormously although it was a bit chaotic. Starting from scratch, he had to be independent, being away from his family. He had a hard time coping with a totally different society, with a different language. "It was the turning point in my life. I learned about myself - discovering my weaknesses and trying

to overcome them."

"While in London, I never thought of my family consciously. But I dreamt about my home and my parents all the time. So I must have missed home very much, subconsciously. Maybe that was the reason why I came back to Hong Kong for good after nine years in London. It's home after all."

"Do you know that in Hyde Park there is a street market?" asks Ragence. "Every Sunday, I sold jewellery in Hyde Park. I did it for four years. Through selling, I learned English and I learned to speak to strangers. It was good training for me. Now I don't find selling my collections a hard task."

Ragence believes there is no hush-hush in designing. However, it's not just sketching or drawing pretty pictures, buttons, bows or frills. "First, you need to define your market," says Ragence.

"There are different levels of fashion designing. High fashion is exquisite and very expensive. Usually, designers make outfits which are one of a kind. Of course, the fewer the items, the more expensive they become. Medium market fashion aims at the middle level income group. Several outfits of the same design are produced although limited in number. Then there is the lower market or the mass market fashion. Similar outfits are mass produced. Clothes are very cheap even though they have interesting current styles and colors."

"Second, you need to have the market feel - its likes and tastes. It is necessary to know exactly what customers want to wear, for what occasion and what sort of lifestyles they have," he continues.

Ragence explains that every fashion centre has its own character. Paris is chic and dramatic, Italy is classic and elegant, Japan is casual and sporty and the United States is simple and relaxed.

He described Hong Kong as a unique

fashion centre. "There are various shops selling factory rejects or hawkers selling mass market fashion. On the other hand, there are shops selling imports from Europe, America and Japan. So Hong Kong covers two ends of the market - the high fashion and the down-market.

In his opinion, the Chinese are still conservative in clothing. "Although they are fashion conscious, they are not advanced enough in their way of thinking. They wear something which is already fashionable. They are afraid of wearing something avant-garde, something that will be fashionable in a few months time. They want to be sure they will not look too weird or too different. But for sure they like to dress-up and look very smart."

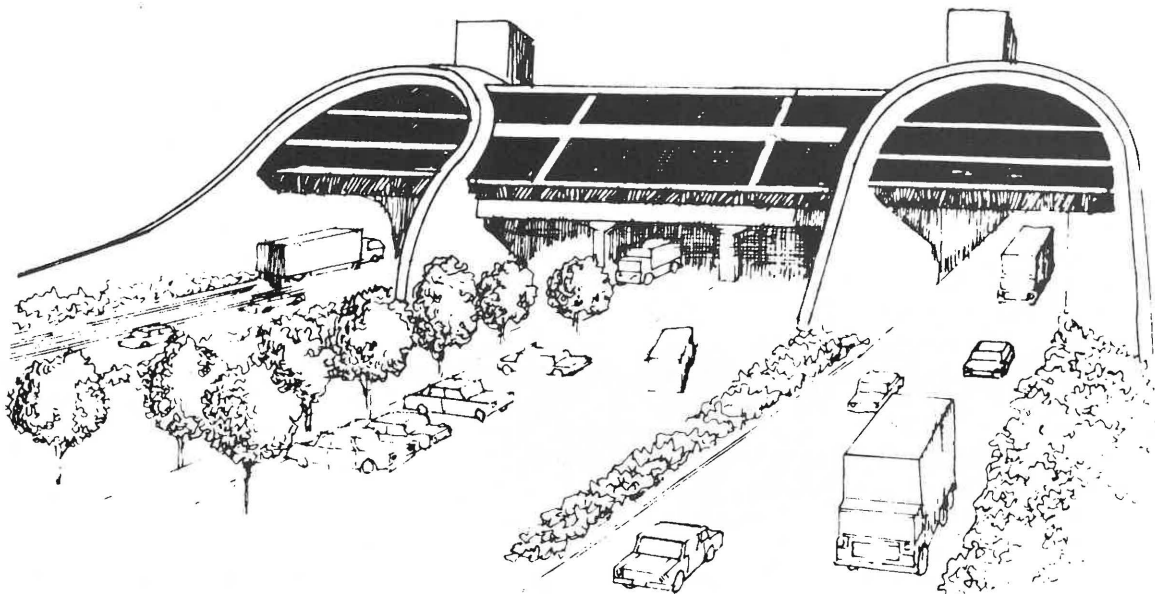
"There is a small circle of rich ladies who wear high fashion in Hong Kong. Maybe one doesn't get to see that circle of people because they move about in Rolls Royces, Mercedes, big houses and hotels and parties and planes.

Ragence believes Hong Kong has a very good chance of becoming a famous fashion centre. "Hong Kong's garment manufacturing industry has no choice but to move upmarket in design if the industry is to expand internationally. We are very strong in garment manufacture, but weak in design creativity - not for lack of talent, but due to lack of opportunities for local designers. Given the chance to prove themselves, Hong Kong's young designers, combined with Hong Kong's garment manufacturing expertise, could be very competitive in the international fashion market."

Ragence says fashion in Hong Kong is like a newly sown seed. The seed does not grow by itself. It needs a lot of care, watering and sunlight. But once it sprouts, it may grow to reach the sky.

Ragence considers government backing important in lifting Hong Kong's fashion image. There should also be

# GEC Technology at work



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cooperation among the designers, textile manufacturers, boutiques and ultimately the customers because they are the ones who eventually buy and wear the clothes.

Ragence points out that there has to be a compromise between what the market wants and what the designers wish to push. "As a designer, I have to propose something new and different to the customers, hoping they will accept the ideas. Designers must have certain feelings for clothes and fashion. A lot of it is achieved through experience and hard work. Certain styles sell better than others, so gradually I see a certain trend within my collections

"I am an Aquarian and Aquarians are non-conformists. I do things on impulse. Luckily so far, I haven't made any serious mistake, little mistakes yes. And I don't think I make the same mistakes twice."

Ragence varies his styles according to the fabric. "If I use jersey, automatically, design is feminine and sexy. For silk taffeta, it is dramatic and romantic. For velvet and black lace, it is mysterious and bewitching."

Ragence, who finds designing very exciting, says that a person's character

is displayed in her choice of clothes. Clothes can change a person's character; it can add confidence. However, he says a person usually chooses an outfit that suits her personality. "A quiet person chooses subtle styles and colors and more classic clothes, while an outgoing person chooses the chic and sexy outfits."

Ragence established his workroom in New Bond Street, London in 1977. From there his garments are today being sold to Browns, a chain of boutiques called Whistles and to other prestige outlets in Europe and the United States. He has designed collections for Fiorucci in Milan and Birds in Hong Kong. He also opened his own shop in Hong Kong about three months ago.

Aside from designing, Ragence has a variety of interests. He likes the arts

generally, sculpture, music and architecture. He admits he can't sing well but he's a good listener. He likes classical music, opera. And he likes painting. "At the moment I can only do sketching and fashion illustration. In the future, if I have time, I would like to do some proper painting."

What about future plans?

"I will be leaving at the end of March to attend the Individual Clothes Show in London. I will be displaying my winter collections.

"I intend one day to launch an exclusive fashion collection under my name. It will be the Ragence Lam look."





# Trade in Progress

## Hong Kong Overall Merchandise Trade (HK\$M)

	January 1981	January 1980	% Change
Imports	10,685	8,132	+31
Domestic Exports	6,346	4,997	+27
Re-Exports	3,328	2,047	+63
Total Exports	9,674	7,044	+37
Total Trade	20,359	15,176	+34
Balance of Trade	-1,011	-1,088	- 7

## Imports : Major Suppliers (HK\$M)

	January 1981	January 1980
Japan	2,254	1,600
China	2,227	1,636
USA	1,120	873
Taiwan	914	582
Singapore	973	697
UK	470	436
South Korea	432	291
Switzerland	180	177
Fed. Rep. of Germany	299	265
Australia	160	113

## Imports : Major Groups (HK\$M)

	January 1981	January 1980
Raw materials and semi-manufactures	4,492	3,554
Consumer goods	2,699	1,857
Capital goods	1,296	1,055
Foodstuffs	1,235	953
Fuels	963	713

## Domestic Exports : Major Markets (HK\$M)

	January 1981	January 1980
USA	2,222	1,515
Fed. Rep. of Germany	668	635
UK	555	528
Japan	198	181
Australia	213	183
Singapore	147	131
Canada	163	119
China	202	109
Netherlands	150	135
Nigeria	134	68

## Domestic Exports : Major Products (HK\$M)

	January 1981	January 1980
Clothing	2,457	1,742
Toys, dolls and games	401	382
Watches	372	285
Textiles	399	372
Radios	315	326
Electronic components for computer	181	96
Handbags	90	74
Hairdryers, curlers and curling tong heaters	56	55
Electric fans	89	34
Footwear	71	57



### Re-exports : Major Markets (HK\$M)

	January 1981	January 1980
China	707	202
USA	371	186
Indonesia	282	149
Singapore	265	156
Taiwan	196	190
Japan	212	155
Macau	100	75
UK	155	140
South Korea	99	67
Nigeria	99	41

### Re-exports : Major Products (HK\$M)

	January 1981	January 1980
Textiles	574	218
Chemicals and related products	278	221
Photographic apparatus, equipment and supplies and optical goods, watches and clocks	180	176
Non-metallic mineral manufactures	226	202
Crude materials, inedible except fuels	377	212
Electrical machinery, apparatus and appliances and electrical parts	221	113
Articles of apparel and clothing accessories	191	102
Food	150	116

### Values and volume - monthly progress (all values in HK\$M)

	Imports		Domestic Exports		Re-exports		Total Trade
	Value	Quantum Index (1973:100)	Value	Quantum Index (1973:100)	Value	Quantum Index (1973:100)	
1978	60,056	152	40,711	150	13,197	145	116,964
1979	85,837	176	55,912	175	20,022	184	161,771
1980	111,651	209	68,171	195	30,072	253	209,894
Monthly Average							
1980	9,304		5,681		2,506		17,491
Jan. 1981	10,685		6,346		3,328		20,359

### Area Comparison (HK\$M)

	Imports January 1981	Domestic Exports January 1981	Re-exports January 1981
South and East Asia (excluding China)	5,224	706	1,447
China	2,227	202	706
Europe	1,445	2,055	347
(EEC)	(1,162)	(1,691)	(292)
North America	1,248	2,384	391
Australia	160	213	45
Africa	119	319	166
Middle East	130	208	150
South America	28	114	25
Rest of world	104	145	50

# 本會動態

本文內容乃摘錄自執行董事向理事會及其他工作委員會發表之每月報告。

## 會員

撰文時，已有接近百分之九十四的會員繳交了下年度會費。本人對這個數字甚感滿意，因為不加費年度之會員退會比率一般約為百分之六；今年會費由一千二百元加至一千五百元，仍能保持百分之六的退會比率，實為驕人的成績。本會必定繼續努力提高服務效率，使今年底的會員總數能創新高紀錄。希望推行電腦化計劃有助於促進會員服務。

## 本會財務

本會一九八〇年決算賬目顯示全年度收支結餘約達六十六萬元，這的確是一年來努力工作及顧慮所得的卓越成績。本人認為，這不單只表示商號重視本會會籍及有效的簽證服務，而且還足以反映高層職員悉力削減開支，提高工作效率、盡量確保收費足以應付特別活動的經費。舉例而言，首次在會員名冊加插會員廣告的計劃極之成功；此外，本會出版的聖誕咭及香港日記暢銷港外，亦帶來了額外收入。本會現正盡量使午餐及晚餐會一類的活動不致耗費太大。本人亦正在考慮若干可能擴增收入的計劃，並將於不久徵求會員的支持。

一九八一年將是財政緊縮的一年，因此，本會將保持嚴謹的預算及開支管制。使本人頗感欣悅的，是自一九七五年擔任執行董事迄今，本會六年來都享有盈餘，總額約達三百三十萬元。期間，本會購買了總值約二百萬元的兩個住宅單位，（以出售加列

山道前任幹事住宅所得的二百萬元作抵銷），此外，亦以七十五萬六千元購買了其他兩個單位。以市價作保守估計，本會擁有之四個單位現約值一千三百萬元。

一九七五年時，本會的儲備金估價約三百萬元，而一九八〇年的儲備金則逾六百萬元。但今年本會却首次作出了赤字預算，因為一九八一年度之修訂財政預算，需把新寫字樓租約及電腦化服務這兩項龐大額外開支計算在內，估計赤字超過六十萬元。

## 升職

本會貿易部高級經理梁紹輝已獲升為助理董事，升職由二月一日起生效。梁氏畢業於香港大學，較早時曾任職貿易發展局，獲派駐維也納辦事處代表；其後，亦曾在寶源工業有限公司任職過一段時期。他於一九七六年加入本會，任工業部經理職位，去年初獲升為高級經理。此外，工業部副經理馮棟澤亦獲升為經理。他畢業於香港中文大學，於一九七六年加入本會工作。其他獲升的職員包括：李蓓茜由秘書升為高級秘書；周育珍由貿易諮詢科監督升為會員事務行政主任；冼少英由貿易統計主任升為貿易諮詢科監督。

## 國際商會會長訪港

由本會、中華廠商會及印度商會組成的國際商會香港聯絡委員會，聯合為訪港的國際商會會長雷高華勒安排了三日的訪問程序。在三月八日至

十日的訪問中，雷氏會晤了多位政府高層人士及商界領袖。香港聯絡委員會特於三月九日假希爾頓酒店舉行午餐會，邀請雷氏以「自由貿易之存亡」為題發表演說。其主題當然是與香港的看法一致。雷氏具說服力的演講，證明了他是自由企業，及自由貿易政策的熱烈擁護者。本人希望國際商會能協助對抗國際貿易的限制壓力；一向以來，貿易限制都是本港出口的一個重大威脅。

## 貿易團

撰文時，本會一個貿易團正在澳洲訪問。儘管航空公司罷工引起了一些問題，該團洽商交易仍取得美滿成績。另一個歐洲貿易團則正在巴黎、馬德里、米蘭及布魯塞爾展開訪問。

本會剛發出通告，邀請會員報名參加九月在柏林舉行之「携手邁進」貿易展覽。此外，本會亦邀請會員報名參加另一個預定下半年訪英之貿易團。

## 電腦化計劃

本會現正為電腦化服務積極推行籌備工作，電腦化計劃定於年中實施。現時，本會正在印刷經修訂的標準工業及貿易分類表格，這對本會紀錄會員公司的詳細業務資料將有幫助，並可用來歸納本會貿易諮詢及出口業績資料。本會已開始搜集會員資料及其特別業務興趣的指示，全部資料必須經過編纂，始可記入電腦。本人將很高興看見這些籌備工作轉化為實

# 本會動態

際電腦操作制度，希望首次按鈕不會發生爆炸！

## 本會高層代表團訪問美國

本會高層代表團下半年訪美的籌備工作已有進展，有關詳情將盡快在本刊發表。

## 貿易諮詢

本會每月需處理一千一百至一千四百宗來自世界各地的貿易諮詢，其中約有百分之二十通常是經香港貿易發展局辦事處轉來，其他則是直接向本會提出諮詢。各地買家及賣家提出的諮詢包括各行各業，因而必須作審慎評估。本會的電腦化服務將包括改善處理貿易諮詢的方法。

## 中國

一九八〇年間，工業部共處理了四千多宗有關中國工商貿易的具體聯絡及諮詢。此外，並為多位訪港外商及會員提供了龐大協助。本人相信此項特別服務大受工商界歡迎。

## 船務委員會

巴拿馬運河專員公署副行政官文菲杜於二月十日訪問本會，向船務委員會簡報有關巴拿馬運河地區之近期發展。

船務委員會於二月廿六日開會，HALCROW FOX & ASSOCIATES的PRYNN先生向委員簡述有關該

公司受港府委托對香港貨櫃業進行研究之進展情況。委員要求PRYNN先生催促當局迅速實行興建另一個貨櫃碼頭的計劃，因為他們認為此計劃對香港船務業的前景極之重要。

## 日本訪港代表團

工業部助理董事馮若婷及工業促進科經理馮棟澤於二月廿一日，在「珊瑚公主」號輪船上向五百位來自日本僱主聯合會的中層行政管理人員，講述有關香港的經濟、貿易及投資前景。馮若婷及區永祥亦於二月廿四日，向訪港之山口縣貿易中心代表團，就香港的一般經濟情況作簡要介紹。

## 香港簡介

本人與工商署長杜華於二月五日（農曆年初一），聯合出席一個有關香港的特別簡報會。在文華酒店舉行之簡報會，是特為五十名訪港的美國銀行及財經家而設。此外，本人亦於二月十九日在大會堂向美國財經策劃國際協會一百名會員發表類似的演講。三月二日，本人出席了一個由港大經濟學會主辦的「一九八一／八二年度財政預算案講座」。三月十八日，本人應香港貿易協進會邀請，在「遠東及太平洋區貿易協進會議」上講述香港的貿易環境。

目前，本人每日至少接見三四位有意鑒定香港經濟發展潛力的訪港外商或代表團，其中很多是由各銀行、領事館、海外機構、港府部門及會員商行轉引而來。本會各行政職員亦擔任提供這類資料的工作。凡以討論香港經濟、工商

貿易為題的研討會、座談會或團體活動，經常都會需要本會這方面的服務。

## 中國委員會

中國委員會於二月廿七日開會，擬定未來工作計劃。本人在會上向委員提出了一些可考慮的促進及其他活動建議。

## 特別能源委員會

該委員會現已組成，委員名單如下：

霍士傑（主席）  
陳壽霖  
李唯勇  
柯兆文  
唐驥千

首次會議將在有具體事項商討時召開。港府能源政策委員會首次集會前不久，或許是適當的開會時間。

## 英國工業聯會海外獎學金

由韋頓主持的英國工業聯會獎學金委員會，於二月十一日接見了十一位申請人。結果，本會已向英工聯會倫敦總部推薦了幾個獎學金人選。相信一九八一年度本港將可獲得英工聯會頒發三至四個獎學金。

## 本會春節聯歡

今年春節聯歡會於二月廿七日（星期五）假海洋皇宮酒樓夜總會舉行，會員參加極之踴躍，筵開五十二席之多。



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# 太平洋地區經濟理事會 年會在港舉行



沈弼先生  
太平洋地區經濟理事會港區委會主席。

四百多位來自不同國家的代表將於下月來港，參加太平洋地區經濟理事會一九八一年度週年大會，討論有關太平洋區國家面臨之經濟展望及問題，並決定私營部門所應遵循之最適當政策。

週年大會在香港舉行，乃太平洋地區經濟理事會第二次選擇在一發展中地區舉行年會。過去十四年，該機構曾在多個太平洋區國家舉行週年會。

太平洋地區經濟理事會是一個由太平洋區國家商人組成之國際機構，創會的五國成員包括美國、加拿大、日本、澳洲及紐西蘭。該會之宗旨是促進整個太平洋區之互惠經濟合作及社會發展，因此，它尤致力於改善太平洋區之商業環境；加強工商企業制度；拓展新生意機會和關係；促進貿易及投資。此外，該會並為區內之商界知名人士提供互相交換資料意見的方法，這些可從他們對各個政府制度的支持反映出來。

太平洋地區經濟理事會的秘書處，是以美國加州為總部的標準研究國際中心。該中心為世界各地的官商客戶提供基本及應用研究與諮詢服務。然而，很多直接參與太平洋地區經濟理事會工作及業務計劃的商界團體卻來自亞洲，他們一般是通過區委員會參與其事。

將於香港會議上研討的題目包括能源供應及其對經濟增長之影響；以科技轉移作為實踐經濟增長手法；貿易融資；工商業模式之轉變；中國之經濟現代化——尤其有關香港作出之貢獻。今年會議一個引人注目的特別論題，是「太平洋區經濟共同體」的概念。這個概念乃於去年在雪梨舉行之年會上由日本區委員會提出，並得



麥理覺先生  
太平洋地區經濟理事會港區委會執行幹事  
到澳洲方面的支持。

雖則一般認為，太平洋地區的經濟發展前景較其他地區樂觀（見表），但事實上，該區亦有多個待解決的經濟問題存在。鑒於目前世界經濟普遍衰退，及其對每個出席國家的增長展望皆有影響，年會上各個論題均甚為重要。

今日，有關的國家都必須採取行動去緩和衰退影響。在這方面，海外投資可以擔任重要角色。外來投資對發展中國家（如經濟全賴對外貿易的香港）十分重要。香港經濟現正備受衰退打擊，幸而尚能維持穩定增長。但其他國家的經濟情況則不然，現時整個地區對激勵工業投資的問題皆甚表關注。自一九六七年由五個先進國創立以來，太平洋地區理事會的成員已迅速擴展至包括很多區內發展中國家的商界人士，（包括香港）。

恒生銀行利國偉先生及前任英之傑集團主席韋彼得先生為早期加入的香港區會員。年來，加入太平洋地區經濟理事會的港商人數日益增加。他們積極參與由該會主辦的研討會及會議。

一九七五年，本會執行董事麥理覺接管了組織香港代表參與太平洋地區經濟理事會的工作。自此，他推行了制度化的改革。麥氏與加州總部建立了直接聯繫，其後並協助理事會籌組活動及推行一般性會務，（包括就基本問題提出意見）。雖則太平洋地區經濟理事會與本會各有不同的工作，但當然亦有很多共同關注的事宜。

為擴充工作基金起見，香港區的會籍制度遂告成立，每年會費為二百元。

香港區現有四十多個會員，其中

大部份為工商界知名人士。港區委員會由沈弼擔任主席，麥理覺擔任執行幹事。

很多政要人物亦參加過太平洋地區經濟理事會年會。舉例而言，去年在雪梨舉行之年會乃由澳洲總理弗雷澤主持開幕。此外，該機構第一次在發展中國家——菲律賓——舉行之年會，則由菲外長羅繆洛主持開幕。今年，沈弼將以香港區主席的身份主持會議開幕，屆時，將有四百多位來自太平洋地區各國的代表出席一連四天的會議。

將於年會上進行分析的一個論題，是「太平洋地區經濟共同體」的概念。麥理覺指出，這個概念於去年由日本區代表團提出後，澳洲區委員會已對其重要性表贊同。兩國政府均對「太平洋地區經濟共同體」的概念表示支持。他續稱：「其他政府正在審慎考慮這個概念，有些國家（如東協）似對有關的影響甚表關注。」

據稱地中海為古代的海洋，大西洋為現代海洋，太平洋為後代的海洋。

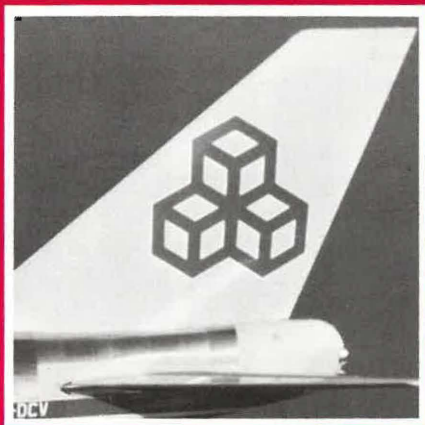
以上的格言概括了地中海是文化主要發源地的事實，（至少就西方文化而言）。據拉丁文的釋意，“MEDITERRANEAN”就是中海。這可與中國作為「中央王國」的概念比較。

西亞、南歐及北非地區並不以地中海為其與鄰近地區之分界線，反之，它們把地中海視作一個聯繫據點。它是古代貿易往來，學者到處遊歷傳播當代科技及商人從事海外投資必經之地。其後，在羅馬帝國統治下，終於實踐了法律、科技及財政上的統一，這使大部份地區的生活水平普遍提高。

繼十七世紀科學大革命後，十八/十九世紀的技術和工業均有長足的發展，而文化中心亦由地中海轉移至歐洲西北部及美洲東北部。這兩地隔着北大西洋遙遙相望。不論以任何標準衡量——國民生產總值、政治權勢、影響、科技發展或征服——大西洋地區國家在整個十九世紀及大半二十世紀年間，都佔有優勢。

自第二次世界大戰末期起，發展重心已開始轉移。或者，第一個轉移就是五十及六十年代的加州開發。期間，美國有大批人口由東部中心移居

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西岸，移民亦帶來了新工業及新科技。不管與其他州的比較如何，今日加州的個人生產額已名列世界第七大國的地位。

另一項龐大發展，是日本在近三十年已發展成為世界第二大經濟強國。與此同時，一系列發展中國家（包括香港、新加坡、台灣及韓國）的經濟亦有顯著發展。位於南太平洋邊緣的澳洲，是個較富庶的國家。繼大英帝國解體後，該國已開始重定其擁護及前景方針。

雖則巴西靠近大西洋，若干評論家仍把該國視為一個極具發展潛力的「太平洋」發展中國家。然而，鑒於巴西土地博大，其重心朝向西方（非東方）發展是可以想像得到的；正如在某程度上美國及加拿大的情況一樣，亦即如德國屬大西洋共同體的情況一樣。

顯然，這個地區的文化及生活水準大概會比其他籠統劃分的地域更多

姿多采，由富庶繁榮的洛杉磯以至較原始的內陸社會，如巴布亞新畿內亞及菲律賓的明達瓏島。

很多商人及若干政府皆認為，官商界應更致力了解整個太平洋地區國家所關注的各項問題。因此，太平洋地區經濟共同體的目標就是要促進國與國間之政治了解；成立論壇在沒有政治偏向的原則下，深入討論共同關注的問題；設立有效制度採取行動或鼓勵協助整個太平洋區之發展。

麥氏稱：「這些都是宏大的目標。然而，由於亞洲國家的經濟性質、發展水平及政治體制皆各有不同，這些目標可能幾乎無法實踐。但太平洋地區共同體的概念確值得詳細研究，且其中有些（若非全部）目標應可實踐。我們決不應辜負嘗試的慾望。」

一九八〇年週年大會上決定成立一個特別委員會，專責研究成立「太平洋經濟共同體」的概念問題。該委員會已研審了有關的文件資料，並已

完成了一份詳盡報告。該報告將在五月舉行的香港會議上提出考慮。

該報告提出，以類似歐洲經濟共同體的經濟共同體組織，作為世界其他國家的合作組織並不適當。然而，該報告又指出，根據「太平洋區經濟共同體」概念去發展和實行計劃，則是理事會所有活動的基本原則。因此，太平洋區經濟共同體的計劃宜在現有分區／成員委員會及國家／國際會議的組織下進行。

此項計劃的目的有三方面：一—探討合作如何能加強工商企業制度，一—探討改善合作、聯絡及諮詢的其他方法，及一—將太平洋地區經濟理事會的意見傳達予有興趣於太平洋區合作事宜的政府及其他機構。

「工商月刊」將繼續採訪太平洋地區經濟理事會召開年會的情況，並將於六月號發表進一步的報告。 ■

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# 拓展貿易新領域



本會與貿易發展局合辦之「中東貿易團」，在迪拜工商總會展出香港產品。左者為本會貿易部高級經理陳煥榮。

並非所有的佈道團都攜帶聖經、引經和說教，香港總商會的「佈道團」攜帶貨樣，報價和洽商交易。

組織貿易團是本會實踐促進會員工商貿易利益宗旨的主要途徑。通過貿易團，會員可以獲得新生意機會。因此，多年來籌辦採購／推銷團已成為了本會業務計劃的一個基本部份。

早在三十年代，總商會已積極進行海外促進活動，協助會員拓展貿易。那時，總商會與港府攜手合作，在每年一度舉行的英國工業展覽中展出香港工業產品。自一九四七年英國工業展覽（曾於一九三八年一度停辦）復辦以來，本會再度積極參展。

其他貿易展覽亦引起了本會的注意。其一是一九五四年舉行之華盛頓州第三屆國際貿易展覽。參展港商展出的產品包括紡織、金屬器皿、傢俬、藤具、象牙製品、首飾及裝飾品。此乃過去在香港貿易發展局未成立以前，本會經常與港府舊工商署合組港商代表團參加外國貿易展覽的日子。

近年來，總商會每年都組織七至九個貿易團分訪中南美洲、中東、非洲及亞太區各地廿五個國家。

其中兩三個貿易團通常是與其他機構如香港貿易發展局或中華廠商會合辦。即使是獨辦的訪問團，本會亦盡量與其他工商機構協調，確保計劃程序沒有重疊。

去年，總商會共派遣了七個採購

／推銷團分訪世界廿一個國家，接獲訂單總值八千五百萬港元，續單交易額估計達九千六百萬港元。本會今年第一個出發的推銷團，在尼日利亞首都拉各斯接獲訂單總值達八千八百萬港元，打破歷年紀錄，另有大量交易仍在商議中。而訪問中東及澳洲的貿易團則共接獲超過一千一百萬港元的訂單，另有其他交易仍在洽商中。

貿易團的美滿成績需依賴本會各貿易分區委員會及參加團員的努力。（當然，還需要結合港貨的質素和價值）。

率領貿易團並非易事，它必須要有資深的經驗，才可以勝任。本會貿易部高級行政人員從事貿易促進活動已有多年，因而特別擅長於組織及帶領訪問的工作。

本會每一個貿易團都必須經過審慎計劃，它們通常是向會員要求或應有關國家的邀請而舉辦，但最重要的指南方針是事實證明有此需求。

在貿易分區委員會的協助下，本會經常對香港拓展世界各貿易市場之潛力進行評估，使能與個別國家的貿易及貿易模式保持並進。因此，本會一般可探索出新港貨市場，並能以競爭性價格尋求原料及進口貨的新供應來源。

有些貿易團是屬考察性質，如本會一九七九年派出訪問巴布亞新畿內亞的貿易團就是一個例証。由七間會

員公司代表及本會一位行政人員組成的小組訪問團，目的旨在尋求新市場，及為本港工業尋找新原料供應。然而，由於入口稅（如電子產品之進口稅高達百分之五十二點五）及船運費高昂，該團的成績未如理想。另一個原因是當地人民的消費需求甚低；外籍僱員是主要的消費者，但他們只佔少數的人口。基於這些因素，本會暫無意再組團訪問巴布亞新畿內亞，直至該國的社會經濟結構有所改變為止。但兩地的個別商人必將繼續拓展雙邊貿易機會。

若干貿易團的計劃則是根據往年的成績和經驗而定。一九八〇年，參加栢林商展的本會團員皆對參展成績感到滿意，並一致認為這一次的促進活動很值得。其中不少團員表示有意再度參加今年的展覽。事實上，一九八一年的栢林「携手邁進」展覽將是本會第十四屆組織香港代表團前往參展。

貿易團的第一個階段可稱為籌劃期，這通常是在預定出發日期前六個月開始進行。籌劃期間，本會需與駐港領事館人員、海外商會及工商組織聯繫，以確保貿易團抵達後，立即獲得當地工商界的熱烈良好反應。在這方面，本會有時需派遣行政人員預先啓程辦理各項安排事宜。

同時，本會亦會發出會員通告邀請他們報名參加，為訪問團在港外展開宣傳活動，挑選當地一些適當的公司直接致函試探反應。此外，本會並會尋求適當展覽場地，作產品陳列之用。

本會一接獲足夠的會員申請，就會委托旅行社辦理旅行證件。貿易部負責的職員會向團員簡報有關路綫、行程安排、市場需求及根據研究有良好推銷機會的產品類目。

顯然，參加貿易團有很多好處。第一，團員跟團訪問可以享用較廉價的機票。第二，他們無需顧慮辦理旅行手續的事宜；本會負責一切安排——由酒店、宣傳以至展覽館。第三，本會更為團員提供訪問國家的詳盡資料。

然而，問題的可能性並不能完全排除，因為有些問題是由外來因素引起的。總商會貿易部助理董事梁紹輝稱：「語言隔膜是我們經常遇到的其中一個問題。本會去年訪問南美的貿



易團就遇到這個問題，因為當地大部份的商人都只會說西班牙文。幸而，本會已預先安排了一組出色的英文/西班牙文的傳譯員，為團員提供服務。貿易團需有周詳的計劃，而這就是本會經驗寶貴之所在。」

行程安排可能是另一個問題。梁氏指出，若干國家的航空公司每日只有一兩班飛機開出。他稱：「如果我們錯過了一班機，我們可能就會有問題。因此，我們必須留意班次時間；有時，當地的航空公司只有午夜班機，如是，我們就需於中午或下午一時左右退房離開酒店，這是一般酒店的退房時間。往那裏去？我們携着大量行李，只有到機場等候。類似這樣的問題可能會使團員的士氣低落，因為他們太疲勞。」

他又稱：「有一次，由於班機起飛時間突有更改，使我們需立即迅速行動。但當抵達機場時，航空公司職員却稱我們沒有預定到機票，（雖則我們好久以前已一再確定了班次）。他們說電腦並沒有此項指示，於是，我們就只有等候下一班機。」

此外，行李有時亦會遺失或不容易尋回。梁氏稱，結果有些團員在整個行程中，就只得身上的一套衣着。

酒店住宿亦可能是個問題，在拉各斯，團員選住的酒店是最高尚和當地工商界最熟悉的。除房租昂貴（日租港幣五百元）外，服務及設備皆甚差劣。

梁氏稱：「我們攜帶貨樣有時亦會遇到問題。有一次，本會南美團訪問聖地牙哥時，團員的貨樣曾遭智利海關人員扣留。我們需以一萬美元的保證金，才能將貨樣保釋出來。在所有貨樣証實再出口後，保證金才可取回。在布宜諾斯艾利斯機場，亦有同樣的事情發生。」

總商會貿易部高級經理陳煥燊稱，在最近一次貿易團赴歐訪問期間，一位團員在巴塞隆納機場被劫去手袋，損失的貴重物品當中，包括了她的旅行證件及港府簽發的身份證明書。該位女士希望繼續隨團訪問，於是陳氏、本會與歐洲各英國大使館之間就接着發生了一系列的慌忙活動。這些都能夠順利完成。

陳氏亦報稱，在另一個與貿易發展局合辦的非洲貿易團訪問中，一位團長在尼日利亞首都拉各斯染上瘧疾，病況嚴重，使該團的經理人必需迅速採取行動。這次，該團亦能依行程順利完成訪問，安排病人接受治療，並與他一同返港。

雖則上述種種問題存在，本會認為對很多公司來說，參加貿易團總比單獨訪問為佳。同團的成員可以協助克服困難和提高士氣。試問單旅者在遇到麻煩之時，有誰可以投靠？

世事轉變對貿易必有影響。本會盡量隨時向會員報告各項有關之轉變，以確保香港能在國際貿易中保持競爭能力。

依照貿易分區委員會提供的指導和支持去籌辦貿易團，是本會職員持續推行的一項工作。無疑，會員大都十分賞識本會每年悉心策劃的貿易促進大計。若干市場的拓展較為困難，經過初步市場研究及周詳策劃的會員團體訪問，通常能為香港成功覓得新的貿易銷路。

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# 尼 日 利 亞

# 英國經濟增長與工會是否相容？

英國報章電視經常報導有關英國經濟續受罷工及罷工威脅困擾的消息，其受影響程度比其他國家更甚，且這些長期性的破壞乃引致通貨膨脹及經濟增長放緩的主要因素。但可以頗為肯定地說，這些概念是錯誤的。誠然，有關工會的破壞性影響仍有很多問題存在，而且尚有其他可能的方法（尤指影響勞工及資金運用者為然），可使工會、政府措施及確立態度的綜合影響，對效率構成嚴重障礙。

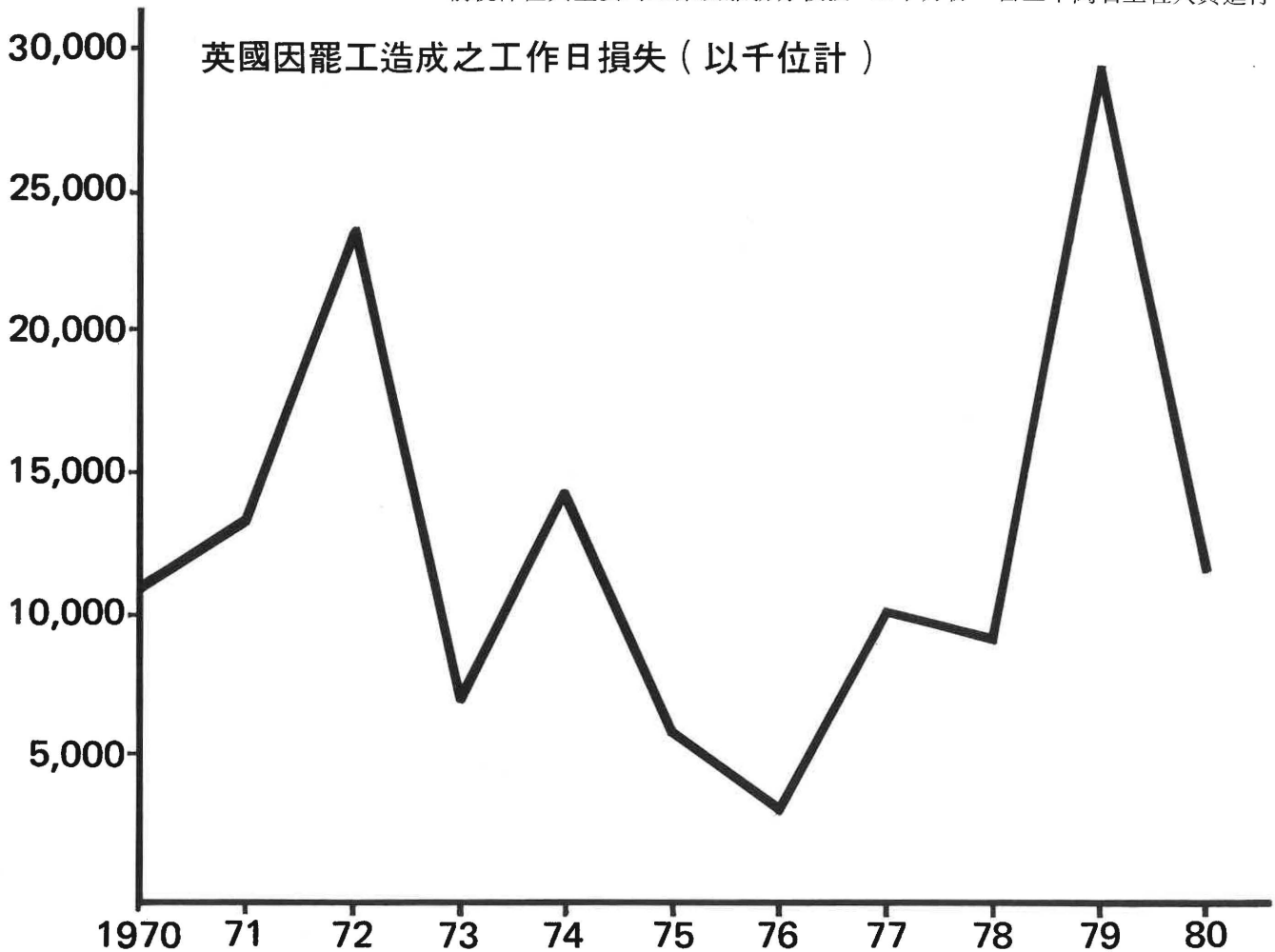
罷工造成的工作日損失，是衡量工會組織其中一個破壞性影響的容易方法。與世界各國比較，英國的工作日損失紀錄約居中上（或中下）地位。於一九六九年至七八年間，就工作日損失而言，英國在經濟合作發展組織二十個國家當中名列第十二位。英國平均每年約損失 472 個工作日（以每一千名僱員計），這個紀錄較意大利（1,625 個工作日）、加拿大（927

個工作日）、愛爾蘭（731 個工作日）、澳洲（638 個工作日）、西班牙（560 個工作日）、美國（533 個工作日）及芬蘭冰島等地為佳。另一方面，工作日損失紀錄遠勝英國的國家則包括其兩大競爭對手——日本（130 個工作日）及西德（53 個工作日）。瑞士的紀錄更佳，每年平均工作日損失僅兩日。（以上數字包括了罷工引起其他工人遭解僱的後果）。

此外，亦有理由相信罷工造成的經濟損害一般是言過其實的。凡可以儲藏的產品（如大多數製造業及煤產），都應可暫時應付缺貨期間的需求，並於以後通過加班工作補足生產（無可否認，英國之加班制度給予工人加班費）。若干罷工如近年已成為英國經濟特寫之一的航空控制員週末慣常罷工，所引起的煩擾可能比持久的經濟損害更甚。就其他情況而言，以前視作極其重要的工業及服務亦被發

現為未必必不可少。一九七七至七八年冬天發生的消防員罷工，就是其中一個例子。曾經有人提出論証稱，由於使用的儀器及訓練不同，英軍消防部隊或未能接任消防員的工作。但事實証明其效率卓越，且罷工期間的火災損失亦告減少（可能是因為人民本身提高警惕，小心防火）。另一方面，若干罷工則似乎引起了持久的後果，其中尤以一九七一年的郵務（失敗的）罷工為然。該次罷工所造成的郵費加價及服務差劣，相信對經濟及出口業務必定產生了普遍的不良影響。

罷工活動因機構、行業、地區及時勢不同而有顯著差異。就業部指出，在任何一年間，絕大多數機構都並未受罷工影響，而且工作日損失總數通常亦只是由兩三項的大罷工引起。在一九七九年損失的 29,474,000 個工作日當中，有一千六百萬是在八月初至十月初一百五十萬名工程人員進行



為期一日及兩日大罷工中損失的，其餘的工作日則是因一月運輸工人罷工及一月至三月間地方政府公務員及衛生服務輔員的延長停工事件而遭損失。東南區（與農業區如EAST ANGLIA及西南部）損失的工作日，通常只為北部、威爾斯及蘇格蘭早期工業區平均損失數字的三分之一（以每一千名工人計）。此外，僱用大批女工的行業及服務部門，一般的罷工紀錄亦較製造業為低。

然而，自六十年代中期及後期以來，罷工活動及工會組織情況（工會成員佔總勞動力之百分率）已產生了重大的轉變。在這以前，罷工事件大部份只在造船、煤礦及汽車行業發生。由六十年代中期開始，中央地方政府及衛生教育服務的僱員人數激增，使公營部門的罷工活動亦隨之高漲。事件包括一九七〇及七二年的船塢工人罷工；七二及七四年的煤礦工人罷工（後者並引致每週三天工作及七四年二月大選之政府轉換）；七一年的郵務工人罷工；七〇、七八及七九年的地方政府公務員、醫務人員及消防員罷工等。

對於六十年代後期以來的工會放肆行動，若干人士曾試提出過多項解釋。其一，是因為在一九六五至七〇年工黨執政期間實行的加稅政策，促使了很多工人（包括有薪及其他非工會成員）採取行動去保障他們的除稅後入息。當然，工會會員總數迅速增加亦屬事實。五十及六十年代初，由於舊工會大本營如煤礦、造船及鐵路等行業的勞動力有縮減趨勢，工會的會員人數曾一度停滯不前。一九六八年，工會人數佔總勞動力的比率為百分之四十三，而於一九七四年，此數字已提高至百分之五十。會員人數增長最迅速的工會有：衛生服務職工總會（七六年之會員人數由六四年的六萬四千名增至二十萬一千名）；國家公共僱員工會（同期間的會員人數由廿四萬名增至六十七萬名）。此外，六十年代後期，若干曾拒絕加入工會代表聯會的有薪工會（包括公務

員及高等教育教師），亦加入了該聯會。

但相信尚有比工會成員及罷工意願更基本的因素在起作用。其一是一九六五年頒佈的冗員補償法，規定僱主對非因犯錯而遭解僱的工人給予冗員補償。實際的補償額需視乎僱員的年齡及年資而定，但一般補償額均較意想中為低，（長期服務鋼鐵工人獲一萬五千英鎊或以上的補償額是非常特殊的情況），這使工人更甘願向僱主迫切要求加薪。與此同時，失業津貼金亦由平均收入的百分之四十提高至百分之六十五，（現時的失業津貼金已再度減回至百分之五十左右）。一九七一年勞資關係法及一九七五年就業保護法之實行，使僱員得以過通工業審裁處，對不公平的解僱要求賠償。雖然，所涉及的款項仍小（通常約為五百英鎊），但新法例確加強了僱員與僱主的談判權利，同時亦使僱主對增加人手採取勉強態度。

另一個非常重要的因素，是一九六五至七六年間的公共僱員人數激增。首五年的增加是因為工黨政府推行社會計劃；其後七〇至七四年間保守黨政府重組地方政府，及上任政府的衛生教育計劃持續推擴，亦促使公共僱員人數增加。不計公共部門的商務機構（即指煤礦、鐵路、電力、煤氣、郵務），公共僱員的人數增長情況如下：（數以千計）

	1964	1974	1979
國民政府	554	602	643
地方政府	767	994	990
教育服務	1,094	1,740	1,898
醫療服務	883	1,167	1,337

一九六六至七四年間，當這些部門正在迅速增聘勞工之際，工人獲得之加薪幅度較私營部門為大。這點足以反映出兩大重要結論。其一，使工人贏得大幅加薪的，並非工會組織的勢力或罷工行動，而可能是勞工需求增加。其二，倘這個理解屬正確，他們在未來將不會獲得類似的加薪。目前雖甚難確定戴卓爾政府能否成功達到大幅削減公共部門僱員的目的，但

可以頗為肯定地說，幾乎任何將來的政府都不會大幅度增加公共僱員的人數。

不單只是公營部門，整個經濟體系的勞工供求，乃促使過去三十年英國經濟業績比西德、法國、意大利及日本遜色的基本因素。這些國家都能夠在農業方面吸取龐大的勞工儲備，而且直至七十年代中期，西德及法國均擁有大批移民。倘這個理解屬正確，它就暗示着英國與此等國家的差距將會縮減。這並非因為英國的經濟業績有改善（雖則北海石油及勞動力增長顯示未來十至二十年間的經濟展望會好轉），而是基於其他大工業國可能因工源趨緊而感染“英國的弊病”。另一項無法估量的大事，是八一年的英國失業水平（二百五十萬，可能增至三百萬——自一九三三年以來都是個未知數），會否導致長期的態度轉變。去年間，很多管理層人士都有此報導，相信態度轉變不久將可從改善的勞工生產力紀錄中顯示出來。

即使在過往，劃分與學徒規則及其他勞工使用限制所造成的破壞，亦可能比罷工及加薪要求更嚴重。但這些行動的普及程度如何則難以得知。一個極端例子是倫敦報業印刷工人，其工資水平使所有全國性的報紙（只有「每日電訊報」例外）的財政處於不穩狀況。以往，很多工廠的生產工人都不從事維修及保養機器的工作，但若干最近在英國設廠的日本公司已把這個慣例完全推翻。很多舊式的學徒計劃，尤指涉及數年訓練及以限制招募為目的者為然，已不復存在。（至於倫敦報業印刷工人則屬例外，因為招募已成了世襲）。另一方面，工會化工業禁止僱用兼職工人仍然普通。舉例而言，一般需要節省經費的教育機構已遣散了其屬下的兼職教師。這些教師除受冗員補償法及其他法例保障外，通常亦有勢力足以影響後果。其他經濟行業方面，失業工人及離校學生大概會願意幹比在職僱員薪酬略低的工作，但卻受到阻止。 ■



# 香港開始向時裝創作發展

年來，香港一向都是按照入口商指定的款樣規格，製造服裝。但隨着本港時裝設計家在國際時裝界的聲譽日益提高，製衣業的趨勢已有了轉變。

林國輝是香港時裝界有突破成就的一位設計家。

與一般商界不同，林氏認為預測時裝趨勢並不是一個問題。今年一月，林氏已經設計好他的八一／八二年度冬裝。它日林國輝的名字若與國際著名時裝牌子——如CLAUDE MONTANA、KENZO TAKADA 及 YVES ST. LAURENT 並列，亦不足為奇。

在七十年代以前，林國輝從沒有想過成爲一個時裝設計家。他於一九七〇年離港赴英攻讀預科，準備投考大學。在倫敦期間，他接觸了很多前所未見聞的新思想和新事物。他的興趣逐漸投向時裝方面——纖維、紡織設計、素描及抄襲時裝雜誌款樣等。

他稱：「抵倫敦一年後，我向哈羅藝術學院申請入學。校方面試員認爲我可以跳讀兩年的基本課程，於是我就直入了時裝系。我並沒有讀完預科課程，因爲我想專心進修繪圖和素描。畢業後，我前往皇家藝術學院深造。這是一間研究院，只有幾名申請者能獲取錄，我很幸運取得了學位。」

他續稱：「我雙親希望我成爲醫生、律師或擔任一些其他高尚的職業。以時裝設計作爲事業可說是完全違反他們的願望，但他們並沒有阻止我追求自己的事業目標。」

林氏獲皇家藝術學院頒發時裝設計學碩士銜。由他於一九七七年第

一屆青年時裝設計師比賽獲獎開始，他的才華已獲得了普遍賞識。

很多人都希望看上去年青，但林氏則不然。他稱：「我認爲看上去年青是我其中一個短處。開始時，別人總不免以爲我在開玩笑，我要說服他們我是認真的。」

林氏指出，在倫敦期間的生活情況雖略爲混亂，但卻使他得益不少。他學會了離開家庭的獨立生活，樣樣事從頭做起。在適應這個言語不同的異國社會生活方面，他曾有過一段艱難的日子。他稱：「這是我生活的轉捩點。我認識了自己——發現了自己的弱點，並試圖克服它們。」

他又表示：「在倫敦之時，我不曾自覺地想起過家人。但我經常夢見我的家和父母，因此，我必定是在潛意識下十分思家。或者，這就是我留英九年後決定返港定居的原因。這畢竟是我的家。」

林氏問：「你可知道海德公園有

個街市？」他稱：「每個星期日，我都在海德公園賣首飾。我做了四年。通過賣買我學好了英文和學會了與陌生人交談。對我來說，這是個很好的訓練。現在，我並不覺得推銷自己設計的時裝，是一樁難事。」

林氏認爲時裝設計並沒有什麼秘奧，但設計並非只是描繪漂亮的圖畫、鈕扣和褶邊。他稱：「首先，你必需鑒定你的市場。」

「時裝設計有不同的水平。高級時裝高雅脫俗，售價非常昂貴。設計師通常每款只造一套，當然，來貨越少，價錢就越貴。中級時裝的推銷對象是中等入息階層，每一款設計約造幾套。此外，還有是大眾化的市場，把同類款式的時裝進行大批生產。即使是款式和色澤時髦，這類服裝的價錢也相當便宜。」

「第二，你必需能體驗市場人士的愛好及趣味。確實知道顧客在不同場合的衣着愛好，和他們的生活方式，是必要的。」

林氏解釋稱，每個時裝中心都有它別具的風格。巴黎時裝瀟灑動人，意大利時裝典雅，日本時裝輕便和充滿活力，美國時裝樸實無束。

他把香港說成一個獨特的時裝中心。他稱：「一方面，香港既有商店售賣工廠退貨，和小販售賣大眾化的服裝。另一方面，亦有銷售歐美及日本進口時裝的商店。由此可見，本港兼有高級時裝及下價市場的貨色。」

他認爲，中國人在衣着方面仍然保守。他稱：「雖則他們注重時裝潮流，但在思想方面他們仍未夠先進。他們所穿的，是一些已成爲時尚的服式。他們害怕穿着奇裝異服——一些在數月間始流行的服裝。他們千萬不要使自己衣着太過古怪或與衆不同，但可以肯定的，是他們喜歡打扮和衣着入時。」

「香港有一小圈子穿着最名貴高級時裝的有錢女士。或者，人們並沒有多大機會碰見這個圈子的人士，因爲她們經常乘坐勞斯萊斯、平治汽車或飛機，出入大洋房、酒店或赴盛大宴會。」





## 香港之發展良機

林氏相信香港有良好的機會發展成爲一個著名的時裝中心。他稱：「香港製衣業如要向國際市場進軍，則沒有其他選擇，只有靠改良設計和提高產品質素。我們的製衣技術雖優良，但設計創作方面則很弱——這並非因爲人才缺乏，而是因爲本港設計師缺乏了發展的機會。倘有機會考驗自己的才華，香港青年設計家加上製衣業的專門技術，必可在國際時裝市場取得競爭優勢。」

林氏表示，香港的時裝行業就如一夥新播的種子。種子本身不會生長，它需要大量照料、灌溉和陽光。但一旦萌芽，其發展就會無可限量。

林氏認爲，在提高香港時裝形象方面，港府的支持很重要。此外，設計師、紡織廠商、時裝店及顧客之間亦應互相合作，因爲顧客是最終購買和穿着服裝的人士。

他又指出，市場需求與設計師有意推進的時裝潮流，必須有個妥協。他稱：「身爲設計家，我需向顧客推出一些新穎不同的服裝，希望他們會接受這些新款式。設計家必須對服裝和潮流有一定的感受力。這些感受力絕大多數是從經驗及努力工作中得取的。若干款式會有較佳的銷量，因此

，我就逐漸體會了自己設計服裝的趨勢。」

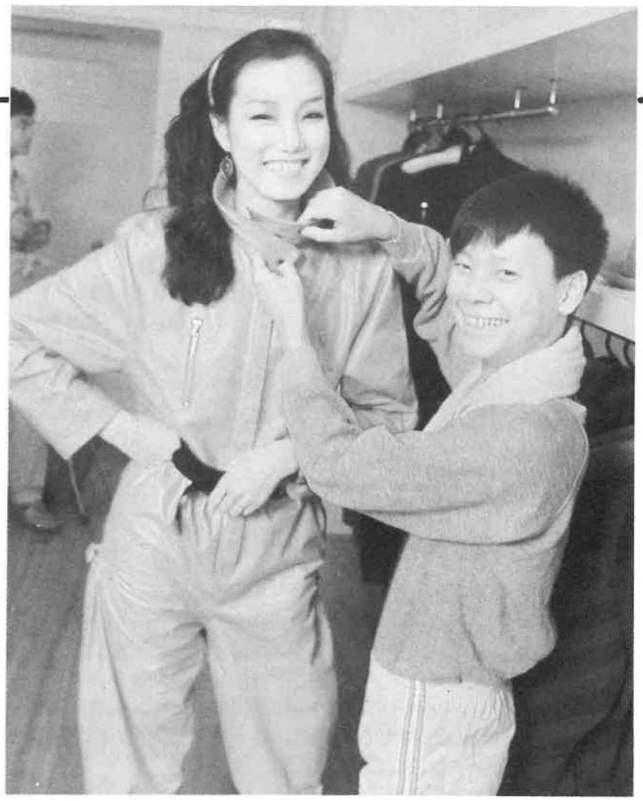
「我屬水瓶座，水瓶座的人士並非遵奉者。我一向憑衝動行事，幸而直至現在，我仍未犯過嚴重錯誤，小錯是有的。我相信我不會錯而再犯。」

林氏依纖維質地轉變他的設計風格。他稱：「如果我選用平針織纖維布，設計的款式自然就是嬌柔和性感。我對絲塔夫綢的設計是浪漫動人，而對絲絨及黑花邊的設計則是神秘迷人。」

林氏認爲設計是一項興奮刺激的工作。他稱，一個人的性格可從她對服裝的選擇表現出來。衣着可以改變一個人的性格，亦可以加強信心。然而，他又指出，一般人都會選擇適合自己個性的服裝。他稱：「好靜人士會選擇一些色澤設計較含蓄和較傳統的服裝，而個性開朗的人士則會選擇一些較瀟灑和性感的服裝。」

林氏於一九七七年在倫敦新邦德街自設工場間。今日，他設計的服裝除在BROWNS及WHISTLES連鎖時裝店有售外，亦去銷歐美若干著名的批發商店。他曾爲米蘭的FIORUCCI及香港的BIRDS公司設計過時裝。約於三個月前，他在本港開設了自己的時裝店。

除時裝設計外，林氏亦有各種不同的興趣。他喜歡藝術、雕塑、音樂和建築。他自認不是唱歌能手，但卻是個很好的聽衆。他喜歡古典音樂、歌劇和繪畫。他稱：「現時，我只會劃素描和時裝插圖。將來如果我有時間的話，我希望能繪一些正統的作品。」



## 未來計劃如何？

「我將於三月底啓程往倫敦參加個人服裝展覽，我將會展出自己設計的冬裝。」

「我希望有日能以自己名字開創一系專有的時裝，它將成爲林國輝時裝。」





澳洲維多利亞州副總理唐遜（中）及隨行官員，在澳洲駐港商務專員栢格曼（左二）陪同下拜訪本會，與執行董事麥理覺商討有關加強港澳雙邊貿易的前景。副總理訪港期間，恰是本會若干年來首次即將遣團訪問雪梨及墨爾本之時，這應是個良好的預兆。



西歐區貿易委員會代主席李馬、執行董事、委員會成員互相交換意見。據稱該團在訪問期間與港商洽銷了大宗交



本會「澳洲貿易團」團員在啟德機場登機前留影。

## 簡報滙編

### 歡迎新會員

本刊歡迎九間公司於三月份加入本會成為香港總商會會員。（新會員名單詳列本期英文版）。

### 一九八一年香港電腦會議

香港電腦會議定於一九八一年五月十五及十六日舉行，其目的旨在提高工商界對成本效率數據處理的認識



本會委員會成員於三月廿三日參觀新界各新市鎮之最新發展情況。圖示：荃灣市鎮事務經理兼理民府許舒（左一）歡迎參觀委員，並向他們介紹區內新發展。



本會「新來港外籍人士瞭解香港課程」，於三月廿四至廿六日舉行。此課程旨在向新來港外籍人士介紹香港華人社會的各方面。此課程每年舉辦兩次的課程，是由本會助理董事葛立科主理。



員，與最近訪港之伯明罕工商總會貿易團進行會談，



尼加拉瓜高層代表團成員（左至右）：副領事桑茲、副外貿部長蓋斯曼及社會福利部策劃科長艾米亞最近訪問本會，與本會貿易部助理董事梁紹輝及署理執行董事葛立科（右），商討有關該國之最新經濟發展，及加強雙邊貿易機會。

。會議內容以管理、技術及應用範圍三方面為主。

查詢詳情，請與香港電腦會議主席劉嘉敏聯絡。地址：香港新水星大廈十七樓港府電子資料處理處，電話5-272047。

## 香港玩具禮品展覽

第七屆「香港玩具及禮品展覽會」將於一九八一年十月七日至九日在美麗華酒店舉行。預料今年將有五千多個國際買家參觀展覽。

該展覽乃由貿易發展局舉辦，目

的在於促進本港的玩具及禮品行業。

查詢詳情及申請表格，請與香港貿易發展局聯絡，電話：5-257152內綫315。申請表格需於五月十五日之前遞交。

## 財政管理課程

由倫敦金融時報與城市大學商科學院合辦的兩週財政管理課程，定於一九八一年七月六日至十七日在倫敦舉行。

該課程舉辦已有五年，是專為沒有受過會計學訓練的工業及財經界中層及高層管理人員而設，目的旨在協

助他們認識工作上所需的會計及財政管理技術。

查詢詳情，請與金融時報會議機構聯絡，地址：MINISTER HO-USE, ARTHUR STREET, LONDON EC4 R/9 AX, 電訊編號：27347 FT CONF G.



來登酒店舉行，共有三十一位外籍行政人員參加。為香港大學教育學院班邁教授在課程中演講。此項



在九龍警察總部禮堂舉行的好市民頒獎典禮中，本會代表羅肇珍先生頒發獎狀及獎金予其中一位好市民。

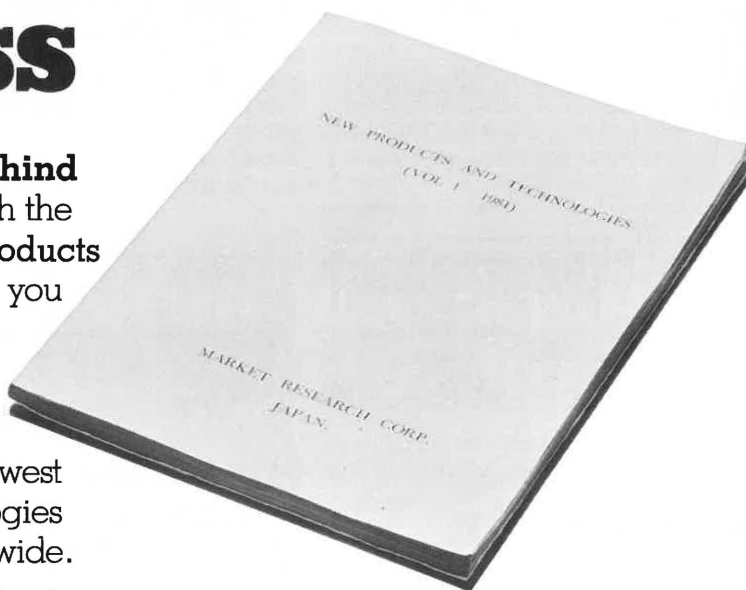
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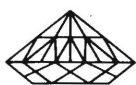
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