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e-commerce revolution?  
與時並進 迎接電子商貿革命

# 工月商刊 THE Bulletin

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JULY 1999

A HONG KONG GENERAL CHAMBER OF COMMERCE MAGAZINE  
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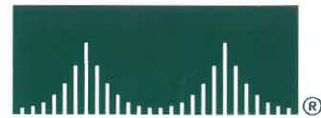
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The Beijing Delegation returned home with a good understanding of China's economy.

訪京代表團藉此行深入了解中國內地的經濟狀況。

#### Cover Story 封面故事

- P.10 Vice Premier Li assures delegation China's economy remains stable  
李嵐清副總理向代表團保證內地經濟繼續平穩發展
- P.13 Shi states China's WTO stance  
石廣生：中國加入世貿的立場從未改變

#### Special Feature 精選專輯

- P.15 Can we keep up with the e-commerce revolution?  
與時並進 迎接電子商貿革命
- P.16 Security on the Web  
網上保安
- P.17 Hongkong Post  
香港郵政
- P.18 Marketing on the Web  
網上宣傳
- P.18 Cisco System – an example of successful e-commerce  
Cisco System；電子商貿的成功例子

#### Chamber Programmes 本會活動

- P.21 China to consolidate foreign investment  
內地鞏固對外經貿發展
- P.23 United Kingdom to stand by China  
英國支持中國加入世貿
- P.24 Launch of the Coalition on the Environment  
商界環保大聯盟正式成立
- P.26 HR management in the PRC  
中國內地人力資源管理面面觀
- P.27 The Chamber's rich tradition  
總商會歷史源遠流長

#### Business 商業

- P.28 How can we help you?  
樂意效勞
- P.30 Members should prepare now for new scheme  
會員應早作準備 迎接強積金計劃

#### Regular Features 其他內容

- P.5 Editorial  
社論
- P.7 From the Director  
總裁的話
- P.8 Legco Report  
立法會工作報告
- P.19 Economic Update – End to deflation in sight?  
經濟快訊 – 通縮將盡嗎？
- P.32 Member Profile  
會員簡介
- P.34 New Members  
新會員
- P.36 Chamber in Action  
本會動態
- P.39 Chamber Forecast  
活動預告

The Bulletin welcomes letters from Chamber members, but reserves the right to edit any material supplied. Letters or other contributions should be sent to: The Managing Editor, The Bulletin, The Hong Kong General Chamber of Commerce, 22/F United Centre, 95 Queensway, Hong Kong. Fax: 2527-9843. Email: [kcheng@hkgcc.org.hk](mailto:kcheng@hkgcc.org.hk)

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# Successful visit to Beijing

## Chamber delegation hears of positive developments in Mainland economy

For many years now, the General Committee of the Chamber has undertaken highly successful annual visits to Beijing to meet with Central Government officials and at least one State Leader. This year was no exception. As new Chairman of the Chamber, I was fortunate to be able to lead the 1999 delegation to the national capital where we were able to meet with Executive Vice Premier, Li Lanqing, as well as other Government officials.

The delegation, which left for Beijing on June 13 and returned late on June 15, included for the third time representatives of some of the major foreign Chambers in the SAR, as well as our own Chamber members and staff. These missions, which have been conducted at a General Committee for at least six years, and for longer than that at a China Committee level (which also continue to this day), provide a valuable link between the SAR business community and key officials in Beijing.

The missions essentially involve a two-way process, allowing Chamber representatives to hear from national officials on key economic and business issues, and also to raise matters of importance to the SAR business community. Again this year's visit was no exception to this formula.

Apart from Vice-Premier Li, this year's delegation was able to meet with the Minister of Foreign Trade and Economic Co-operation, Shi Guangsheng; the Director of the Hong Kong and Macau Affairs Office, Liao Hui; the Executive Vice Minister of Finance, Lou Jiwei; Chairman of the China Council for the Promotion of International Trade, Yu Xiaosong; and the Secretary General of the State Economic and Trade Commission, Jiang Qiangui. In addition, the delegation also met with the Director of the Hong Kong SAR office in Beijing, Mr Bowen Leung.

My own view is that this year's General Committee visit to Beijing was particularly valuable coming at a time when most East Asian economies appear to be on the verge of recovery. There was, therefore, a need to get a first hand appreciation of the outlook for the Mainland economy and business conditions.

The delegation was pleased to hear from Vice Premier Li that achieving seven per cent real growth this year for the Mainland economy would not be a problem following the good 8.3 per cent growth in the first quarter of the year. He indicated that the Central Government's measures to boost infrastructure investment, to lower interest rates and to stimulate consumption would help boost the economy. Vice Premier Li also expressed confidence on a recovery in the Hong Kong SAR economy this year.

This year's General Committee visit to Beijing also came at the end of a week when the central authorities had again lowered interest rates and reiterated that there would be no devaluation of the Yuan on foreign exchange markets, both moves appreciated by the SAR business community. It is for this reason that much of the Hong Kong press coverage on the General Committee's return to the SAR focussed on the interest rate situation and the prospects for further rate cuts on the Mainland.

But the Chamber delegation did raise other issues, including China's pending entry to the World Trade Organisation (WTO) and Vice Premier Li indicated that the central government believed WTO entry would not only be good for the Mainland, but also positive for the SAR. He said the Mainland would continue its process of reform and opening up irrespective of entry to the World Trade Organisation (WTO), including services. Vice Premier Li also gave an assurance that Hong Kong companies would not be disadvantaged in competition with international companies on the Mainland's entry to the WTO and the further opening market.

In its visits with other officials, the General Committee delegation discussed a wide range of issues of concern to the local business community and was re-assured that central government officials had a good understanding of the SAR business situation. At the State Economic and Trade Commission there was recognition of the importance of small and medium sized enterprise development to the Mainland. At the Ministry of Finance mention was made of a further VAT rebate to stimulate exports.

Most importantly, the delegation returned to the SAR with a greater understanding of the Mainland economic and business conditions; a better knowledge of cross-border business links and how to address any problems that might arise; and enhanced confidence in the SAR's future business role in relation to the Mainland. ■



C C Tung 董建成

  
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施德論

# 訪京之行成功

## 本會代表團得悉內地經濟發展情況

多年來，本會理事會成員均每年一度組團訪問北京，拜會中央政府官員及最少一位國家領導人，每次訪問均極為成功，而本年的訪京之行也不例外。我十分榮幸能以總商會新任主席的身份，帶領1999年的代表團赴京訪問，並與國務院常務副總理李嵐清及其他政府官員會晤。

代表團於6月13日赴京，6月15日傍晚返港。團員中包括了第三次參與訪京活動的主要駐港商會代表、本會會員及職員。組團訪京已成為理事會層次的活動最少六年，在此之前，它是中國委員會的活動之一（至今仍是）。透過訪問，可為特區商界及北京官員提供寶貴的聯繫。

訪問活動主要涉及兩方面：一、讓本會代表聽取國家官員對主要經濟及商業事務的意見；二、提出對特區商界重要的事務。一如以往，本年的訪京之也不例外，依舊貫徹了這兩方面的工作。

本年，訪京團除拜會李嵐清副總理外，也會見了對外經濟貿易合作部部長石廣生、國務院港澳辦公室主任廖輝、財政部常務副部長樓繼偉、中國國際貿易促進委員會主席俞曉松，以及國家經濟貿易委員會秘書長蔣黔貴；此外，團員亦與香港駐北京辦事處主任梁寶榮見面。

個人而言，本年的理事會訪京活動舉行期間，剛好區內大部分地區初現復甦，因此意義尤為重大。乘此良機，本會認為有需要獲取第一手的資料，親身了解內地的經濟及商業發展前景。

訪問期間，團員喜聞李嵐清副總理說，內地繼本年第一季取得了8.3%的理想經濟增幅後，預料達致7%的年增長率是沒有問題的。他指出，中央政府鼓勵基建投資、減息和刺激消費的措施，皆有助推動經濟。李副總理亦表示，對香港經濟在本年內復甦充滿信心。

本年，理事會訪京期間，適逢中央當局剛宣佈了兩項受特區商界歡迎的措施——再次減息和重申人民幣不會貶值，因此，多份香港新聞界報導理事會返港的消息時，均集中談及內地的利率情況和日後進一步減息的可能。

除此之外，本會代表團亦提出了其他問題，當中包括中國等候加入世貿的情況。李副總理指出，中央政府相信中國加入世貿不僅對內地有利，也使特區受惠。他表示，不論中國能否加入世貿，中國內地仍會繼續推行改革開放，包括開放服務貿易市場。此外，李副總理亦保證，香港的公司與國際機構競爭時，不會因中國大陸加入世貿和進一步開放市場而失利。

理事會代表團拜會內地其他官員時，討論了本地商界關注的多項問題，並獲得再三保證，中央政府官員充份了解特區的營商情況。期間，國家經濟貿易委員會承認中小企業發展對內地的重要，而財政部則提及進一步退減增值稅刺激出口的措施。

更重要的是，代表團返港後，更了解內地的經濟及營商情況，更清楚知道內地與香港的業務聯繫和解決問題的渠道，並對特區未來為內地所扮演的商貿角色加強了信心。■

董建成  
香港總商會主席



Dr Eden Woon  
翁以登博士

# CSI now service policy think tank of Chamber

**T**he Coalition of Service Industries (CSI) was founded by the Hong Kong General Chamber of Commerce in 1990 as a part of the Chamber dealing with matters concerning General Agreement on Trade and Services (GATS). Through the years, this highly autonomous committee of the Chamber made great strides in promoting the service industry in Hong Kong. However, the General Committee and the CSI Executive Committee decided that it was time to take a look at how the work of the CSI can best benefit Chamber members in an age of limited resources. It undertook a detailed study for several months defining the role of CSI vis a vis the Chamber. That effort concluded in June.

The result was that the CSI is now the "Service Policy Think Tank of the Chamber." It will tackle issues of longer range, of a strategic nature, which impact the service industry of Hong Kong. The results of that deliberation will be made public both through the CSI and the Chamber. Day-to-day service issues affecting Hong Kong, however, will be handled by the Chamber, using the same committees that the CSI Executive Committee taps into.

Of the almost 4,000 corporate members of the Chamber, over 70 per cent are in the service industry. Now they can provide input on short-term service policy issues through the Chamber, while providing long term suggestions on service policy through the CSI, and if the latter involve important wider impact service policy issues, through the Chamber also.

We now have a much simpler arrangement that serves our members better. Duplication of effort is now minimised, the role of CSI better defined, and the identification of CSI with the Chamber clarified. In order to help our members understand this new arrangement, a new letterhead for CSI is now used (see below).

Once again, it should be clear that thanks to its members, the Chamber has the capability to promote the interest of all kinds of different companies, from ones in manufacturing to ones in trading to ones in transportation to ones in the service industry. One can safely say that no other business organisation in Hong Kong has the Chamber's capability and versatility to deal with the entire spectrum of business issues. ■



## 香港服務業聯盟 總商會的服務業政策智囊團

香港總商會於1990年成立了香港服務業聯盟（下稱「聯盟」），成為本會旗下委員會之一，專責處理有關《服務貿易總協定》的事宜。自成立以來，聯盟作為本會轄下享有高度自主的委員會，在推廣本港的服務業方面，成績卓越。然而，理事會及聯盟的執行委員會皆認為，此時應研究如何在資源緊絀的日子裡，盡量使聯盟的工作令本會會員獲益。為此，我們數月來進行了詳細的研究，以釐定聯盟與總商會的角色，而有關研究已於六月完成。

研究結果是聯盟被界定為「總商會服務業政策智囊團」，負責處理一些影響本港服務業長遠發展的策略性事務。有關研究結果將由聯盟及總商會向外公布。然而，影響香港的日常服務性事務則由總商會處理，期間，總商會可與聯盟的執行委員會一起，運用後者各個專責委員會的資源。

在總商會接近4,000家會員機構中，超過七成是服務業機構。目前，它們一方面可透過本會就短期的服務業政策發表意見，另一方面則透過聯盟就長遠的服務業政策提出建議。倘若後者所涉及的，是重要而影響廣泛的服務業政策事務，透過總商會處理也是一樣。

如今，我們制定了更簡化、更有效服務會員的安排，令工作重疊的情況大大減少，聯盟的角色更為清晰，聯盟在總商會內的身份更為明確。為了幫助會員了解這方面的新安排，聯盟現已採用新的信箋抬頭（見上圖）。

我再三重申，憑著會員的支持，總商會能促進各行各業機構的權益，當中包括了製造業、貿易、運輸業，以至服務業等機構。人們若說，在香港沒有其他商界組織能如總商會般具備如此能力和靈活性，處理全面性的商業事務，準是沒錯的。■

# Government efficiency should be raised



James Tien 田北俊

The previous proposal of the Government to raise the service fees for about 3,000 items from September has aroused community-wide opposition, as it will be a heavy burden on business and the public at a time when the economy has not yet recovered. The Government has agreed to put off the proposal until the GDP hits positive.

## Economic recovery

Subsequent to the plunge of our economy for more than a year, it is obvious the downturn has not yet bottomed out. Although the financial and property markets have shown some stabilisation and unemployment is steady, there is no real improvement yet in the market.

The Government's idea to raise fees and charges will not only increase the burden of businessmen and the public, but will also erode confidence. This will affect confidence in the consumer market and recovery will slacken.

Moreover, the plan to increase charges will only bring an additional (HK\$250 million) to the Government Treasury. Even if it is put off to a later date, its fiscal impact to the Government will only be moderate. A raise in government fees will surely increase its revenue, but at the same time may impede recovery. Hence the Government has made the right decision in shelving the plan temporarily while weighing up the pros and cons.

How the Government controls spending is an issue worth consideration. I agree that the "User Pays" principle should be applied to the delivery of government services. In other words, the Government should not subsidise those who use the services with public funds. Having said that, the Government should monitor expenses tightly and use resources efficiently in order to set the charge at a reasonable level. At the Legco meeting, many members – including me – questioned whether the high cost of government services was due to bad resource management. The Government's plan to introduce an increment in fees and charges would be an act that shifts the responsibility of mismanagement of resources to the end users, particularly the business sector.

## Control of public expenditure

High cost in the provision of government services may be attributed to the overstaffed and overpaid civil service structure. Even if the Government freezes the wages of civil servants during the current economic recession and deflation, government expenses still show a positive growth. This is mainly due to the automatic salary increment system of the Civil Service which allows some civil servants to enjoy annual salary increases. This across-the-board increment, regardless of individual performance, shows the Civil Service salary system to be inflexible. Not surprisingly, the financial burden of the Government is snowballing. If civil servants can work in an appraisal-free and competition-free environment, their working efficiency is questionable.

There are approximately 190,000 civil servants in Hong Kong, and its proportion to the total workforce is much higher than in other countries. Statistical information also shows the number of civil servants and staff of subsidised organisations total around 330,000. As spending on salaries makes up a substantial 66 per cent of the Government's recurrent expenses, the Administration wants to raise the fees and charges in order to relieve the pressure from salary increment. The Government might also increase tax, which will cause business to suffer. The Government should therefore follow the lead of private organisations by implementing large-scale computerisation and office automation in a bid to raise efficiency and reduce manpower.

Previously, the Legco debated on the motions of Civil Service reform and privatisation of Government services. I expressed my support for the reform and suggested that the Government must raise their efficiency and reduce service costs through a series of reforms. Moreover, I also objected to the Government's manipulation of the "User Pays" principle to excuse their imposition of high charges. Finally, I hope the results of reform can be seen in the near future; the Government can improve its service quality on the one hand while assisting the local business sector to cut costs and increase productivity on the other; and the overall business environment will be enhanced.

**Your comments are welcomed.**

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# 政府應致力提高效率

政府較早前計劃由九月起提高約3000項服務收費，廣泛影響工商界和市民，引起社會一致反對。我亦強烈反對政府在經濟尚未復甦的時候，加重同業的負擔，並簽署公開信要求財政司司長將加價日期押後，待經濟好轉後才再作考慮。最後，政府願意暫緩有關計劃，直至本地生產總值有正增長為止。

## 影響經濟復甦

我反對調高政府收費，主要原因是關注到現時的經濟狀況。本港經濟經過一年多的急劇衰退後，至今尚未完全步出谷底，雖然金融和物業市場已逐步穩定，失業率亦未有進一步上升，但市面仍未見顯著好轉。假若政府急不及待加價，將會加重企業和市民的負擔，更可能帶頭掀起加風，再次削弱消費市場的信心，令經濟復甦速度受阻。

而且今次調高收費只為政府帶來多二億五千萬元收入，就算延遲施行，仍對政府財政影響輕微。所以政府暫緩加價，避免因小失大，阻礙經濟復原，實屬明智的決定。

此外，我亦關注到政府控制開支的問題。我同意政府服務應以「用者自付」為原則，不應以公帑大幅補貼使用服務的人士；不過，政府亦有責任嚴謹地控制開支，並善用資源，力求使收費釐定在合理的水平。在立法會會議上，我和多位議員都質疑政府服務的成本過高，運用資源亦未能達到最佳效益；過分提高收費，無疑是將運用資源不善的後果轉嫁到服務使用者身上，其中尤以工商界的承擔最重。

## 政府有責任控制開支

政府服務成本高昂，其中一個原因是公務員架構臃腫和薪酬偏高。以政府開支增長為例，在目前經濟衰退、物價通縮的情況下，就算今年公務員凍薪，評估政府消費開支的指數仍然顯示正增長，主要因為自動增薪機制使部分公務員的薪酬增加，令到開支上升。單單從這種不論表現而自動增薪的情況已可見，公務員薪酬機制缺乏靈活性，難怪政府財政負擔有增無減。而在不問表現優劣、缺乏競爭的環境下，工作積極性也是一大疑問。

香港現時約有十九萬公務員，佔勞動人口的比例大過很多國家和地區。據資料，公務員和資助機構的員工共約有33萬人，他們的薪酬開支佔政府經常性開支的66%。由於薪酬支出佔總開支一大部分，故增薪壓力構成政府不斷提高服務收費的原因之一，令到工商界的負擔加重；就算政府以加稅代替，同業亦不能幸免。所以政府應效法私營機構，將服務廣泛電腦化及自動化，以提高效率及減省人手。

立法會較早前亦分別就公務員體制改革及政府服務私營化，進行動議辯論。我發言支持有關改革工作，並指出政府必須透過一連串的革新，將工作效率提高和盡量減低服務成本，不能利用「用者自付」的原則為借口，向同業徵收昂貴的費用。我希望改革工作能夠早日見到成果，政府在改善服務質素的同時，能夠幫助本地工商業減低成本和提高競爭力，促進整體營商環境。

若閣下有任何意見，歡迎向我提出，通訊地址是中環昃臣道8號立法會大樓  
(電話：2301 3602，傳真：2368 5292)

# Vice Premier Li assures delegation China's economy remains stable

A high-level Chamber delegation visited Beijing last month and was told by Vice Premier **Li Lanqing** that China is confident that the seven per cent growth rate this year can be achieved and that she will keep up with policies which are effective in stimulating the economy including continued infrastructure investments, encouraging consumption and lowering of interest rates.

The delegation also learnt at other meetings with senior Chinese officials that China will forge ahead with reforms under all circumstances and will open up markets which are previously not encouraged or restricted, as well as improve investment environment. They believed that Hong Kong businesses would be the first to benefit from these opening up measures because of her proximity to and ease of communications with China.

The 25-member delegation of the Chamber, led by Chairman **C C Tung**, visited Beijing from 13-15 June 1999. Also in the delegation were Deputy Chairman **Christopher Cheng**, Vice Chairman **Dr Lily Chiang**, Legislative Council representative the Hon **James Tien**, Director **Dr Eden Woon**, General Committee members and chairmen of several Chamber committees. It also includes chairmen of eight international Chambers in Hong Kong.

Apart from a call on Vice Premier Li, the delegation had meetings with Minister of Foreign Trade and Economic Cooperation **Shi Guangsheng**, Director of Hong Kong and Macau Affairs Office **Liao Hui**, Executive Vice Minister of Finance **Lou Jiwei**, Chairman of the China Council for the Promotion of International Trade **Yu Xiaosong**, Secretary General of State Economic and Trade Commission **Jiang Qiangui**, and Director of the Hong Kong SAR Office in Beijing **Bowen Leung**.

Below is a summary of the meeting with Vice Premier Li. For members who are interested in detailed reports of other meetings, please refer to the Chamber Web site <http://www.hkcc.org.hk>.

Receiving the Chamber delegation in Zi Guang Room of Zhong Nan Hai, Vice Premier Li started the meeting by expressing confidence in the imminent recovery of the Hong Kong economy. He commended the Hong Kong business community for their efforts in promoting economic development since Hong Kong's return to China about two years ago, and that Hong Kong will have bright prospects very soon as most of the difficulties have already been overcome.

Vice Premier Li admitted the Asian financial crisis has hit China hard, but in a delayed manner. To counter this crisis, the Central Government decided the value of currency should be maintained as a way to ensure economic stability.

## Active fiscal policy

Vice Premier Li said alongside the stable monetary policy was an active fiscal policy which sought to stimulate China's economy by investing in infrastructure development, in particular to bring forward projects that have been scheduled for implementation at a later stage. This on one hand could help to address problems brought about by the financial crisis and on the other, develop more favourable conditions which are conducive to China's economic development. And the result was that China maintained a 7.8 per cent economic growth in 1998.

He maintained that the active fiscal policy is not a short-term measure and they will continue to pursue it as a way to drive the economy but this alone is not enough.

## Stimulation of consumption

He said the second measure adopted is direct stimulation of consumption, and that real estate and education are the two sectors which have immense potential in encouraging people to spend their money. He reckoned both sectors are in need of faster and more vigorous developments, and told the delegation they would welcome investments both from Hong Kong and overseas to facilitate these developments.

Vice Premier Li said the key to developing the real estate sector is not to focus merely on the first-hand market but to open up the second-hand market as well. On education, he pledged to establish more universities and high schools with funding either from the State, civilians or the private sector. The goal is to allow more students to enroll in these higher education institutions and at the same time, encourage more consumption in this sector.

## Lowering of interest rates

The third policy is to reduce interest rates significantly so that those who deposit money in banks would withdraw some of their money and spend it now, Vice Premier Li said. He added they are also considering measures to increase the salary of lower wage earners but not those with high incomes as the former tend to spend the additional money more readily than the latter.

He said to the delegation that with these three major policies plus more which are on the way to address the economic problems now facing China, he is confident the seven per cent economic growth for this year can be achieved.

## Foreign investments

The Vice Premier admitted foreign investments have declined partly due to the overall sluggish economic environment around the world, but added it also related to the investment environment. Different ways are being looked at to attract foreign investments and one direction is to further liberalise markets which are previously restricted such as trade in services. He said the area that they would like to work with Hong Kong in is tourism of which China has vast potential to develop but because of the low standard of services, it hasn't been able to move forward at a fast pace. He hoped this cooperation could help to raise the quality and efficiency of this service sector.

## WTO

On the question of China's accession to the World Trade Organisation (WTO), Vice Premier Li stressed that both parties need each other but China will not sacrifice her principles for the sake of joining WTO (see P.12). He said if China enters the WTO, it would not only be beneficial to China but also to the SAR and promised Hong Kong companies would not be at a disadvantageous position to compete with foreign companies when China's door opens wider. While Hong Kong business needs to compete with their overseas counterparts under "One Country, Two Systems", they should nevertheless enjoy the same benefits.

## Hi-tech development

On the reform of state-owned-enterprises (SOEs), Vice Premier Li stated the areas they will focus on are to intensify the technical

# 李嵐清副總理向代表團 保證內地經濟繼續平穩發展

總商會高層代表團上月到北京訪問，期間，李嵐清副總理告訴團員，中國內地有信心於本年取得7%的經濟增幅，並會繼續推行有利於刺激經濟的政策，包括繼續投資基礎設施、刺激消費及降低利率。

代表團與其他高層官員會面時得悉，中國將堅定不移地推行改革，開放以往不歡迎或限制外商進入的市場，並改善投資環境。團員相信，由於本港鄰接中國內地，便利溝通聯繫，因此，港商將會是首批從這些開放改革措施中受惠的商界人士。

總商會高層代表團一行25人，於6月13至15日赴京訪問。訪問團由主席董建成率領，團員包括常務副主席鄭維志、副主席蔣麗莉博士、立法會代表田北俊議員、總裁翁以登博士、理事會成員及多個委員會的主席。此外，本港八家國際商會的主席亦隨團赴京。

代表團除了拜會李嵐清副總理外，也會見了對外經濟貿易合作部部長石廣生、國務院港澳辦公室主任廖暉、財政部常務副部長樓繼偉、中國國際貿易促進委員會主席俞曉松、國家經濟貿易委員會秘書長蔣黔貴，以及香港特區政府駐北京辦事處主任梁寶榮。

下文為代表團與李嵐清副總理會談的內容摘要。會員如有意一覽其他會議的詳盡報告，請參觀本會網站(網址：<http://www.hkgcc.org.hk>)。



Chamber Chairman, Mr C C Tung, chats to Vice Premier Li.

本會主席董建成與副總理李嵐清暢談。

**李**嵐清副總理於中南海紫光閣接見代表團。他首先表明，對香港經濟快將復甦充滿信心。他讚揚本港商界在香港回歸兩年以來，致力促進經濟發展，並指出，香港已克服大部分困難，快將邁向光明的前景。

李副總理承認，亞洲金融風暴的餘波對中國打擊甚重。為應付危機，中央政府決定保持人民幣幣值不變，以穩定經濟。

### 積極的財政政策

李嵐清副總理稱，與穩定的貨幣政策相輔相成的是積極的財政政策，並藉著投資基建（特別是把原訂稍後開展的項目提早施工），以刺激內地經濟。此舉不單有助解決金融危機帶來的問題，亦可製造有利內地經濟發展的環境條件。結果，中國內地在1998年保持了7.8%的經濟增長。

他說，積極的財政政策並非短期的措施，當局將繼續實行這些措施，以推動經濟。不過，單憑此舉是不足夠的。

### 刺激消費

李稱，第二項措施是直接刺激消費；當中，房地產及教育是最能夠吸引人們消費的項目。他同意，這兩個項目需要更快、更強勁的發展，並告訴團員，當局歡迎港商及外商投資，以促進這兩方面的發展。

李副總理說，發展房地產的關鍵不僅在於一手市場，還在於開放二手市場。教育方面，他承諾國家、民間、私人機構將出資興辦更多大學及高中，目的是讓更多學生升讀高等學府，同時鼓勵國人在教育方面增加消費。

### 減息

李副總理說，第三項政策是大幅調低利息，以期存戶提取部分存款消費。他補充說，當局亦考慮增加低收入人士的薪金（而非高薪人士），原因是前者較易花費額外的金錢。

他對團員說，憑著這三大政策，加上更多有助應付中國當前經濟困難的政策將快出籠，他有信心本年可達到7%的經濟增長。

### 外商投資

副總理承認，外商投資減少，部分是由於全球經濟不景所致，不過，他補充說，這亦與投資環境有關。當局正尋求各種方法，吸引外商投資，並進一步開放以往受限制的市場，如服務貿易市場。他說，內地熱切期望與香港在旅遊業方面合作。旅遊業在內地極具發展潛質，奈何內地服務水平偏低，未能以較快速度發展。他期望，兩地合作有助提升內地的服務質素與效率。

### 加入世貿

對於中國加入世界貿易組織一事，李副總理強調，雙方需要互相支持，但中國不會為了加入世貿而放棄原則（見另欄）。他說，倘若中國加入世貿，不但對中國有好處，亦會有利於香港。他保證，在中國進一步開放市場後，港商與外國公司競爭時不會處於劣勢。當香港商界需要按照「一國兩制」的原則跟海外同業競爭時，應該與這些同業一樣，同樣因內地開放市場而受惠。

### 高科技發展

李副總理表示，在國企改革方面，重點

是深化企業的科技改革，並藉著改造科研機構為企業，把科研工作商業化。中央政府為了促進有關發展，中央政府正尋求以各種融資方法，資助此等企業發展。然而，由於內地缺乏有關專才和專門知識，所以需要尋求外援。他對本港銳意發展高科技表示支持，並指出稍後在港推出的創業板市場可帶來兩地合作的機會。

李副總理總結是次會談，重申高科技將是潛力無限的行業，內地與香港亦可在這方面緊密合作，尤其在促使科研項目商業化方面。他說，香港具有吸引專才和融資的優勢，因此將會從上述發展中受惠。■

*Continued from page 10*

revolution within corporations, and to commercialise research work by turning scientific institutions into enterprises. To facilitate such development, the Central Government is looking at different financing means to fund these enterprises. However, because of the lack of personnel and expertise, there is a need to look for external support. He expressed support for Hong Kong's intention to develop high-technology and indicated the second board (Growth Enterprise Market) soon to be set up in Hong Kong could be an area where the two cooperate.

Vice Premier Li concluded the meeting by reiterating that hi-tech is going to be an industry of unlimited potential and that China and Hong Kong could cooperate closely on these issues, especially to facilitate the commercialisation of scientific research. He said Hong Kong would benefit from these developments as it is at an advantageous position to attract talent and raise capital. ■



The delegation in the Zi Guang Room meeting with Vice Premier Li.

李嵐清副總理於中南海紫光閣接見代表團。



**Chamber Chairman, Mr C C Tung, greets Mr Shi Guangsheng, Minister of Foreign Trade and Economic Cooperation.**

本會主席董建成與外經貿部部長石廣生會面。

## **Shi states China's WTO stance**

Minister of Foreign Trade and Economic Cooperation **Shi Guangsheng** said to the delegation that China has not changed her stance on WTO. WTO will be incomplete without China and that China is willing to join WTO and make her contribution, but only as a developing country and there must be a balance of rights and obligations.

Minister Shi indicated that 11 of the 36 WTO members who have asked for bilateral talks have already reached agreements with China, and negotiations with the US and the European Union (EU) were going well until the bombing of the Chinese Embassy in Yugoslavia on May 11. He stressed the WTO negotiations could only be reopened under favourable conditions which depends on whether the US can provide satisfactory explanations to the cause of the bombing and is willing to apologise.

Minister Shi emphasised that whether China can join WTO this year or not, China will forge ahead with reforms and continue to open up markets in trade in services, telecommunications, banking, insurance, tourism, intermediary services such as accounting, legal, domestic retails, etc. in a step-by-step approach. He also assured Hong Kong's textile and garment industry that the demand of the US on China to continue enforcing quota system for eight to 10 years after the year 2005, by which time the global quota system would have been eliminated, would never be agreed to by China.

He believed Hong Kong businesses, which have been concerned about China's accession to WTO, will be the first to benefit from these liberalisation measures. He said although Hong Kong is subject to "One Country, Two Systems", it is nevertheless a part of China and is in a convenient position to take advantage of opportunities in China. ■

### **石廣生：中國加入世貿的立場從未改變**

外經貿部部長**石廣生**對代表團說，中國並加入世貿的立場從未改變。世貿如沒有中國，便不算完整，而中國亦樂意加入世貿，獻出力量，但只可以發展中國家的身份加入，並須取得權利和義務方面的平衡。

石廣生指出，共 36 個世貿成員國要求與中國舉行雙邊會談，當中 11 國已跟內地達成協議。中國駐南斯拉夫大使館於 5 月 11 日被炸前，中國與美國和歐盟的談判一直進展順利。他強調，世貿談判重開與否，須視乎政治氣氛是否良好，這有賴美國能否對轟炸大使館一事給予滿意的解釋，以及誠心向中國道歉。

石廣生強調，無論中國能否在本年內加入世貿，仍會堅持推行改革，並繼續逐步開放服務貿易、電訊業、銀行業、保險業、旅遊業、中介服務（例如會計、法律、本地零售等界別）。他亦向香港的紡織成衣業人士保證，中國絕不同意美國要求在 2005 年全球取消配額制後，把這個制度續行 8 至 10 年。

香港商界對中國加入世貿表示關注，但他相信，港商將會是首批從市場開放措施中受惠的商界人士。他說，雖然香港遵從「一國兩制」的原則，但香港畢竟是中國的一部份，可乘勢把握內地的商機。■

# Delegation to Beijing

## 訪京團



Delegates talk to Executive Vice Minister of Finance, Mr Lou Jiwei (second from right).

團員與財政部常務副部長樓繼偉（右二）會面



Chamber Chairman, Mr C C Tung, talks to Hong Kong and Macao Affairs Office head, Mr Liao Hui.  
本會主席董建成與國務院港澳辦公室主任廖暉會談

C C Tung (middle) speaks with the Director of the Hong Kong SAR Office in Beijing, Mr Bowen Leung.  
董建成（中）與香港特區政府駐北京辦事處主任梁寶榮交換意見



Delegates meet up with Chairman of the China Council for the Promotion of International Trade, Mr Yu Xiaosong (second from right).

代表團與中國國際貿易促進委員會主席俞曉松（右二）會面

# Can we keep up with the e-commerce revolution?

By Louise Parkinson

Almost every presentation or magazine article on e-commerce and the World Wide Web projects exponential growth of all aspects of the Internet and the business being conducted on it.

Social transformation is stated as inevitable and companies that cannot adapt to the new paradigm will rapidly go the way of the dinosaurs.

Amid such hype and enthusiasm, will Hong Kong be able to keep the pace?

The bad news is that Hong Kong is well behind other regional centres on the information highway.

According to Mr **Sin Chung-kai**, Legislative Councillor for IT, Hong Kong must develop e-commerce and information technology so to revitalise and sustain the economy, but the Government's plans may not be enough.

"Unlike Singapore and Taiwan, there has been no long-term plan to develop IT for Hong Kong. Hong Kong is lagging behind Singapore and Taiwan. Even with the present economic turmoil the two countries continue to enjoy moderate economic growth because of their wise IT vision that we did not have a decade ago," he said.

"In Singapore, government online

services are already available for civil service recruitment, child care information and registration, the National Library and the provident fund. They launched the Civil Service Computerisation Programme and began to design the online government service in 1981 and the National IT Plan in 1986. Plus, the Taiwanese government has done a great deal in encouraging citizens to obtain personal certificates for secured online transactions," he said.

Mr Sin said that the SAR Government's position on Internet policy is somewhat obscure.

"On the one hand, the Government claims to want to develop Hong Kong into an Internet hub; while on the other it is reluctant to open up the telecommunications market, even under the global economic climate of liberalisation. It will not be able to achieve its Internet hub status without liberalisation," he said.



Self-service check-in kiosks in Singapore.  
新加坡機場的自助機，可為乘客辦理登機手續。

Asia's Internet users will balloon to 40 million in 2001 and Internet commerce transaction volume will increase to a whopping US\$220 billion. Anderson Consulting has forecast that e-commerce will overtake traditional means of conducting business in the US in five years time.

However, Hong Kong maybe a bit slower - maybe seven to eight years time.

Mr **K C Kwong**, Secretary for Information Technology and Broadcasting, said that there will be progressive liberalisation of the telecommunications

## 與時並進 迎接電子商貿革命

幾近所有談及電子商貿及萬維網的稿件或報刊文章均預期，與互聯網有關的所有範疇及網上商貿活動將與日俱增。

在資訊科技發展一日千里的大氣候下，社會出現轉變乃勢所難免，那些未能適應新趨勢的人，便會迅速淪為「史前生物」。

在這片熾熱沸騰中，香港能夠保持與時並進嗎？

不幸的是，香港在資訊高速公路上落後於其他亞洲城市。

立法會資訊科技界別議員**單仲偕**表示，香港必須發展電子商貿及資訊科技，才可重振經濟、維持繁榮，但政府在這方面的計劃似乎有所不足。

他說：「跟新加坡及台灣不同，香港並沒有定下長遠的計劃，以發展資訊科技，所以在有關的發展上，落後於兩地。縱然經濟

不景，但新加坡及台灣的經濟仍可微升，這是由於它們早已具備發展資訊科技的遠大目光，而這方面的遠見，是我們在十年前所欠缺的。」

他又指出：「在新加坡，政府已在互聯網上提供公務員招聘、兒童托管資料及登記、國立圖書館、公積金等有關服務。該國推出了公共服務電腦化計劃，並分別於1981及1986年規劃政府網上服務及展開全國資訊科技計劃。此外，台灣當局亦致力鼓勵市民領取個人核證，以保障網上交易。」

單仲偕指出，特區政府在互聯網政策的立場模糊不清。

他說：「政府一方面聲稱期望把香港發展為互聯網中心，另一面則在全球經濟自由化的大氣候下，仍不願意開放電訊市場。若不實行自由政策，香港決不可能成為互聯網中心。」

到了2001年，亞洲的「網民」會激增至4,000萬人，而網上的商貿交易也會激增至2,200億美元。安達信顧問公司預計，電子商貿可於五年內取代美國的傳統營商方式。

然而，香港或需七至八年時間，電子商貿才可發展至如此境地。

資訊科技及廣播局局長**鄭其志**說，電訊市場將會繼續緩緩開放，而政府為了推動電子商貿發展，將於2000年下半年率先在互聯網上提供政府服務。

他稱：「本港不斷開放電訊市場，速度較區內其他城市為快。到了2010年，你便可以上網申請駕駛執照、繳交款項，並向稅務局遞交報稅表。當局正尋求保安及核證方案，並致力為網上交易制訂法例。我們相信，政府的牽頭有助鼓勵商界採用電子商貿。」

# Security on the Web

**W**ith the boom in e-commerce anticipated to happen, security issues on the net are becoming more imperative.

Dr Peter Chiu, Principle Lecturer of Software Engineering, Hong Kong Technical College explained: "What is needed is an integrated, enterprise-wide security solution that secures a company's network from unauthorised access. Firewalls can do this - they are computers or communication device that restrict the flow of information - and can protect one or more computers within a domain," he said.

More complicated firewall structures use two or more separate firewalls to implement a virtual private network. This is for organisations that have two or more sites connected by an insecure medium like the Internet.

If the organisation uses encryption (a confidential code) implemented by the firewalls for all traffic between them, the encryption effectively provides a private network.

"Encryption is a code for accessing areas - you need a formulae to encrypt - we call this a key - and a formulae to decrypt - also a key," he said.

The two keys maybe different or the same.

"The more complicated/larger the key the more difficult it is to decrypt without a decryption key and vice versa," he said.

Unfortunately the US government's control of high-tech encryption software,

the best in the world, is hindering e-commerce, according to Dr John Bacon-Shone, Director of the University of Hong Kong's Social Sciences Research Centre.

"The US won't export strong encryption software because this effective monopoly enables them to intercept any encrypted communications that pass through the US," he said.

The software is available outside the US: "The Russians are getting good at writing encryption, in fact they have produced a programme called Elvis for Sun Microsystems, but big business would rather go to the major players like Microsoft," he said.

At the moment Microsoft is playing ball with the US government by not exporting their encryption technology, but Netscape and Sun Microsystems are keen to sell abroad.

"The CIA and the FBI have incredible power with this technology and can intercept e-mail communication world wide, Europe is not happy with this and refuse to play along with the Clinton Administration - until this mess about encryption is cleared up," he said.

Japan and Australia also have good encryption software, but still the most powerful is the US.

Another contentious issue between the US and Europe is privacy law on the Internet.

The EC has data protection law set in place

while the US does not.

"The US argues that data protection will come through self-regulation - in practice this is not working," he said.

Hong Kong has good data protection was born out of pressure from the European Community (EC) that no data exchange will take place if this legislation were not in place.

"It is game of chicken between the US and Europe and unless the US does something about their privacy laws the EC will refuse to transfer data on a large scale," he said.

In Hong Kong a sub-committee issued a consultation paper for a warrant-based system of interception of electronic information.

"The Hong Kong Government issued a White Paper that excluded all computer networks and the hacking law has weaknesses - I put this down to the Government not realising the capabilities of the Net," he said.

The important issue is whether there is an adequate system in place to make interception illegal and whether it can be enforced.

"Encryption is the only way round this if you are not happy with the legal framework because it secures e-mail and Web-based communication," he said.

"Surveys in the US show that security and privacy issues stop people doing e-commerce. Europe and Hong Kong are in reasonable shape with privacy but security is holding them up," he said.

## 網上保安

**電**子商貿勢將蓬勃發展，網上的保安問題更成為當前急務。

香港科技學院電子工程系首席講師趙炳權博士解釋說：「企業需要的，是一套綜合的、貫徹整個機構的保安系統，這樣才能防止未獲授權者進入網絡。『防火壁』便能達到這個目的，透過這個電腦或通訊的裝置，可限制資料外洩，更可保護同系統內一部或多部電腦。」

較複雜的防火壁系統透過兩道或以上的「防火壁」，以製造一個虛擬式的私人網絡。這個系統專為那些擁有兩個或以上網絡的機構而設；這些機構的網絡之間，往往由互聯網等不安全的媒體連接，因此，需要防火壁保護資料。

如機構使用防火壁加密裝置（即密碼）保護所有往來訊息，便可有效地建立一個虛擬的私人網絡。

他指出：「所謂加密，是指進入系統時需要輸入密碼；加密和解碼時，必須輸入程式，我們稱這個程式為鑰匙。」

兩條鑰匙可以是不同的，也可以是一樣的。

趙說：「愈複雜、愈繁複的鑰匙，愈難解開；同樣道理，加密也是一樣。」

香港大學社會科學研究中心主任白景崇博士稱，可惜的是，美國政府對全球最佳的高科技加密軟件出口實施管制，令電子商貿的發展受到阻礙。

他說：「美國不輸出先進的加密軟件，原因是藉著這種有效的專利發明，可截取任何進出美國的加密通訊。」

其實，加密軟件可在美國以外找到。白稱：「俄羅斯人編寫加密軟件的技術愈來愈進步，事實上，他們為 Sun Microsystems 生產了一套名為 Elvis 的電腦程式。不過，大型機構寧願光顧微軟等大型軟件公司。」

現時，微軟和美國政府合作，不把加密科技輸出國外，但網景（Netscape）及 Sun Microsystems 卻熱切期望把軟件出口。

白氏說：「美國中央情報局和聯邦調查局在這項科技上擁有超卓的技術，能截取全球的電子通訊。歐洲對此不滿，並表示須待這場加密科技的風波平息後，才會與克林頓政府合作。」

日本和澳洲也有不俗的加密軟件，但這方面的技術，仍以美國為首。

引起歐、美爭議的另一問題，是互聯網的私隱法例。

歐洲共同體訂立了資料保密法，但美國則



**Biometric identification for security purposes.**  
採用生物統計學原理的保安驗證程序。

沒有。

白氏說：「美國辯稱，如各人自律，資料便可保密。實際上，這是不可行的。」

歐共體聲明，如港府不訂立資料保密法，便不會與香港交換資料，在這壓力下，本港制訂了完善的資料保密法。

他說：「這是歐美兩地的意氣之爭，除非美國願意在私隱法方面做點工作，否則，歐共體不會向美國輸出大量資料。」

在香港，專責小組發表了諮詢文件，徵詢各界對截取電子訊息的授權機制的意見。

他指出：「港府公布的白皮書全無提及電腦網絡，而有關法例既過時，又存在漏洞。這完全歸咎於政府不了解互聯網的潛力。」

關鍵的問題是，本港有沒有完善的機制，確定截取電子訊息屬違法；至於這個機制能否落實執行，也是重要的問題所在。

白氏說：「如果不滿意現有的法例，裝置加密軟件便是唯一的解決方法。裝置軟件後，便可避免電子郵件和網上通訊的資料外洩。」

他稱：「美國的調查顯示，網上安全和私隱問題阻礙了人們進行電子商貿活動。歐洲和香港的私隱保障法例還算像樣，但網上安全的問題卻使兩地在電子商貿的發展受阻。」



# Hongkong Post

**E**-commerce can be highly beneficial in reducing business costs; improving timeliness and speed and creating opportunities for new or improved services. However, security and trust are the primary barriers, according to Mr **Stephen Liu**, Manager of E-business, Electronic Services Division, Hongkong Post.

In line with the Government's pledge to extend the use of IT to help Hong Kong retain its competitive edge Hongkong Post is establishing a Public Key Infrastructure conducive to ensuring security in the development of e-commerce in Hong Kong.

"In an e-transaction there needs to be authentication - proof of identity of both parties and non-repudiation which is proof of agreement to the terms of transaction and prevention of a denial of commitment," he said.

Other issues are integrity - there must be proof that the content of a message has not been tampered with or modified. And there must also be confidentiality - protection that the content of a transaction is kept private and secret from an unauthorised third party.

"There also has to be legal backing - the functions and actions of an electronic transaction must have legal protection. A digital signature must be as legally binding as a handwritten signature and the submissibility of electronic records to Law Courts must be established," he said.

## 香港郵政

**電**子商貿對節省營商成本、增強時效、提高效率，以及創新或改良服務方面大有幫助。然而，郵政署電子服務科經理（電子業務）**廖健昌**指出，保安與信心問題是發展電子商貿的主要障礙。

政府承諾推廣資訊科技的應用，以協助維持本港的競爭優勢，為配合這個目標，郵政署發展了一個公開密碼匙基礎建設（公匙基建），以確保本港電子商貿發展合乎保安要求。

他說：「電子交易需要核證機制，以證明交易雙方的身份及避免悔約；換言之，在電子交易中，必須具備交易條文的合約證明，並防範任何一方拒絕履行交易。」

另一項值得關注的問題是電子信息的完整性。電子信息的內容必須確保是未經篡改或更改的。此外，保密工作亦屬必須。交易內容必須保密，以免外泄給未經授權的第三者。

廖稱：「我們必須制定法律條文為依據。電子交易涉及的工能及活動必須得到法律保障。數碼簽署必須與親筆簽署一樣，具有同等

These security concerns can be addressed by public key cryptography, which involves the use of a pair of different, yet related, keys, which enable e-commerce to be conducted securely on the open telecommunication network such as the Internet.

"The private key is kept secret; the other key is made public by placing it in a public directory. When a sender digitally signs a message with his or her private key, the recipient can only validate the signature only with the senders public key," he said.

Hongkong Post will serve as the public Certification Authority to authenticate the identity of participants in e-commerce by the end of 1999.

Public Key Infrastructure covers the use of public key cryptography and digital certificates as the accepted means of authentication and access control over untrusted networks, like the Internet. While public key cryptography addresses issues of data integrity and transaction privacy, certificates address the concerns of authentication and access control.

The certificates are only as valuable as the environment in which they are used. For business-critical applications that require high security and trust, the certificate issued must bring a high degree of integrity.

This means that the process for certificate issuance must be completely trustworthy, and resistant to subversion.

的法律效力；此外，我們亦須設立電子紀錄呈堂的渠道。」

上述有關電子交易的保安問題，可由公匙驗證技術解決，方法是使用一對相異但有關連的電子鑰匙，以確保在公開的電訊網絡（如互聯網）上安全地進行電子交易。

他說：「私人鑰匙是保密的，另一條鑰匙則是公開的，放置於公眾目錄上。若容件者透過本身的私人鑰匙在電子信息上加入數碼簽署，收件者只可憑著寄件者的公匙確認其簽署。」

在本年底前，郵政署將成為公共核證中心，核實電子貿易參與者的身份。

公匙基建的公匙驗證技術及數碼證書將成為在不可靠的網絡（如互聯網）上公認的核證及控制方式。公匙驗證技術解決了資料完整性及交易保密的問題，而數碼證書則處理了核證及控制方面的問題。

數碼證書的重要程度，視乎該證書在甚麼環境下使用。在需要高度保密及可信的重要商業環境下，所發出的數碼證書，必須高度可靠。

換言之，簽發數碼證書的過程，必須完全可靠，不容他人破壞。

"Because of these factors the CA (Certification Authority) practice involves much complex issues from technology to management, from legal to policy, from procedure to process and from security to trust," he said.

The user must be assured that the other parties with whom they communicate are "safe" - that is the identities and keys are valid and trustworthy. To prove this assurance all users must have a registered identity.

"These identities are stored in a digital format known as the Public Key Certificate, which normally includes the information of the user's name and public key; the validity period and the specific operation for which the public key is used," he said.

The Certification Authority (CA) under a specified Public Key Infrastructure will certify the identity of an end-entity (subscriber) and issue certificate which links to the key and pairs of users.

"The Certification Authority represents the people, processes and tools to create and manage digital certificates that securely bind the names and users to their public keys," he said.

The CA will be responsible for the maintenance of the certificates and Keys, updating and maintenance of the public directory, revocation of invalid or lost certificates and keys and offering other value-added services such as time-stamping and notary.

他說：「由於這些因素，公共核證中心的運作所牽涉的問題，相當複雜，其中包括了科技、管理、法律、政策、手續、程序、保安，以至可信程度等問題。」

使用者必須確保對方是可靠的，即對方的身份及鑰匙是有效而可信的，因此，所有使用者必須取得註冊身份，以資證明。

廖說：「使用者的身份以數碼方式儲存於『公匙證書』內。該證書一般儲存了使用者名稱、公匙資料、有效限期，以及公匙的特定使用方式。」

公匙基建屬下的核證中心將核證最終實體（認購人）的身份，並根據鑰匙及交易雙方的資料簽發證書。

廖稱：「核證中心代表了發出及管理數碼證書的人員、程序及工具，所發出的證書，則確保有關名稱及使用者與公匙上的相同。」

核證中心將負責保養和更新證書及鑰匙、管理公眾目錄、撤銷失效或遺失的證書及鑰匙，並提供其他增值服務，如加蓋時間印章及簽發公證文件等。



## Marketing on the Web

According to Mr **Larry Campbell**, publisher of Internet World, LAN Asia and I.T. Daily, understanding your customer is one of the fundamental rules in business and this maxim particularly rings true in the online realm, as the Web represents a completely new forum for customer interaction.

"Web sites can provide important data on customer behaviour, needs and experience. But most organisations, even those that have invested heavily in their Web presence, know little about their site's responsiveness, their users' navigation trends, or how the Web's performance variations affect overall Web traffic," he said

"Often a company's Web site is awash with data containing only nuggets of information and knowledge, which is appealing to a visiting potential customer," he said.

Therefore, in order to be effective the Web site must have reliable and immediate feedback capability, to deliver targeted information, with advertising among it.

"Online advertising can be more customised than traditional media such as print and television to the individual interest of the Web site visitor," he said.

## 網上宣傳

Internet World、LAN Asia 及 I.T. Daily 的出版人**坎貝爾**指出，了解客戶需求是營商的要訣，這個基本原則對網上交易尤其真確，原因是互聯網提供了全新的客戶交流渠道。

他說：「從網站裡，我們可看出消費的習慣、需求和經驗等重要資料。然而，大部分機構對於瀏覽者的反應、用戶的漫遊趨勢、或不同網頁的表現對整體瀏覽人次的影響，所知的都不多（即使是在網站設計方面大灑金元的機構也如是）。

「公司的網站往往滿載資訊，但當中只有鳳毛麟角，能夠吸引瀏覽網頁的準客戶。」

因此，若要網站收效宏大，必須具備可靠的即時回應功能，這樣才能在發放一矢中的的資訊之餘，達到宣傳促銷的目的。」

他認為：「網上廣告比傳統的印刷品或電視媒介更能配合個別網上瀏覽者的喜好。」

*Continued from page 15*

market and that the Government was encouraging e-commerce by taking the lead in providing government services online starting in late 2000.

"We are continuing liberalisation of the telecommunications market at a pace much faster than others in the region. By 2010 you should be able to apply for a driving license, pay bills and submit your tax return to the Inland Revenue online. We are looking at solutions for security and authentication to do this and we aim to provide legal support to e-commerce transactions. Hopefully our leadership will encourage business to conduct e-commerce.

「我想，香港在這方面的發展並非較區內其他地方相距甚遠，我們正尋求保安及文鑑鑑別的方案，而香港郵政正帶頭發展『公匙基建』（見第17頁）。今天，隨著加密技術及確證程式誕生，這樣的科技經已面世，而我們正著手為電子商業交易提供法律支持。政府服務一旦實行電子化，便會增強私人界別使用電子商業服務的信心。」 ■

"I think Hong Kong is not that far behind other regional centres, we are looking at solutions for security and authentication where Hongkong Post is taking the lead with Public Key Infrastructure (see P.17). The technology is available today with the use of encryption and certification and we aim to provide legal support to e-commerce transactions. Once we put Government services online this will provide confidence to the private sector to use e-commerce," he said. ■



**E-commerce in action with online shopping.**  
網上購物成為電子商貿的經營方式之一。

## Cisco Systems – an example of successful e-commerce

Cisco systems is a prime example of the power of Internet commerce. The company has achieved a 20 per cent increase in productivity by using e-commerce, saving an estimated US\$550 million a year.

"By using the Internet to link customers, employees, business partners and suppliers companies can enjoy higher satisfaction levels, lower costs, more competitive agility, accelerated time to market and higher employee efficiency," said Mr **John Chambers**, President and Chief Executive Officer, Cisco Systems.

"The lessons for governments around the region is that the Internet is driving economic growth and new jobs. It offers new ways to deliver government services and an opportunity to reshape education."

While the Internet has the potential to "change everything", Mr Chambers warns that a shortage of people with Internet skills could prove to be as much of a constraint in Asia as it is in the US. "Governments should be prepared for the Internet economy. The Internet provides a level playing field for companies, individuals and countries. Only those countries that are prepared to survive will be part of the Internet Generation," he said.

## Cisco Systems：電子商貿的成功例子

Cisco Systems 是從事網上商貿活動的佼佼者。該公司透過互聯網營商，至今已提高生產力兩成，預計每年更可節省營運成本5億5,000萬美元。

該公司的主席兼行政總裁**錢伯斯**稱：「使用互聯網連繫客戶、員工、商業夥伴和供應商，公司會提高滿意程度，降低營運成本、增加競爭力、縮短產品或服務推出市場的時間，以及提高員工的效率。

「亞洲各地的政府發現，互聯網有利於促進經濟增長、創造就業機會。透過互聯網，可讓政府以嶄新的方式為國民服務，並可藉此革新教學模式。」

縱使互聯網有「改變一切」的潛力，但錢伯斯警告，亞洲將如美國般缺乏互聯網方面的專才。

他說：「政府應好好準備迎接『網上經濟』的來臨。在互聯網上，不同的企業、個人及國家均可公平競爭。只有未雨綢繆的國家，才能在互聯網年代中生存。」

# End to deflation in sight?

By Ian Perkin

Early summer sales in many retail stores suggest that consumer prices are likely to remain weak in the next couple of months following the four per cent annual decline in the composite index and fall in all three component indices in May.

The May numbers marked the seventh straight month of deflation for the Composite Index, the CPI (B) and the CPI (C) (formerly known as the Hang Seng CPI). It was the eighth straight month of decline for the CPI (A). The A index was down 3.5 per cent in May when compared with a year earlier, the B index down 4.6 per cent and the C index off 3.6 per cent.

There are, however, several factors which point to a moderating in consumer price deflation beyond the summer, including an eventual end to the summer sales, a bottoming out in the weakness in housing rentals and some flow through from import prices (especially fuels).

An anticipated pick-up in consumer demand and overall economic activity in the latter half of the year and a lower base of comparison in the second half of last year, especially in the final three months of the year, may also help prompt an eventual turnaround.

Any upward "blip" in fresh food prices as a result of adverse weather conditions during the summer could turn the prices indices around, at least for a month or so.

On the other hand, short term offsetting factors could include a stronger US dollar (taking the pegged Hong Kong dollar with it), continuing weak international commodity prices and long-running deflation on the Mainland.

With average consumer inflation running at a negative 2.7 per cent for the Composite Index in the opening five months of the year, it seems likely that the SAR could still see a moderate decline in overall consumer prices for the full year.

Such an outcome would be unprecedented in Hong Kong's modern history, although it is likely there were overall declines in prices record during the early-to-mid 1960s.

The continuing consumer price deflation during May reflects certainly that the weaknesses apparent in the local economy in the first quarter of the year have extended into the second three months, despite the recovery in financial markets.

## Gross Domestic Product

Government figures issued June 21 confirmed a 3.4 per cent real decline in the total output of goods and services in the opening three months of the year.

This more modest decline in first quarter Gross Domestic Product (GDP) clearly gained from the lower base of comparison in the same quarter last year and the lower prices (deflation) being experienced across the economy.

Nominal GDP, the total output of goods and services in current dollar terms, was still down some seven per cent on last year, close to the nominal decline of 7.5 per cent experienced in the final quarter of last year.

The latest figures suggest consumers have now cut their purchases back as far as they can go without biting into necessities and private consumption for the opening three months of the year was down only 4.8 per cent on last year.

Increased visitor arrivals would also have helped the domestic consumption figure.

Increased government consumption also did its bit to give the economy a lift with total spending by the Administration up 4.4 per cent on last year in what was the last quarter of the Government's 1998-99 fiscal year.

The external account also helped with the decline in exports and imports, while still substantial, moderating on the numbers experienced during 1998. The overall trade balance also improved significantly.

## 通縮將盡嗎？

洗柏堅

剛踏入初夏，本港不少零售店已進行減價攻勢，這現象意味著繼去年綜合指數下跌4%，以及五月份三項消費物價指數齊告下挫後，本地在未來數月的消費物價似乎仍會持續偏軟。

五月份的數據顯示，香港的綜合指數、乙類消費物價指數及丙類消費物價指數（前稱「恆生消費物價指數」）已是連續第七個月下跌，而甲類消費物價指數更連續下跌達八個月之久。跟去年同期相比，甲、乙及丙類指數分別下跌了3.5%、4.6%及3.6%。

然而，種種因素顯示，本港的通縮情況將在夏季後輕微放緩。這些因素包括了夏季減價速銷的攻勢結束、房屋租金「見底」，以及進口貨價跌勢放緩（特別是燃油價格）。

在下半年消費需求上升、整體經濟復甦，以及去年同期用以比較的基準較低（以去年最後一季的數字尤甚）等種種因素的帶動下，本港的消費物價預料會止跌回升。

若夏季天氣情況欠佳，引致新鮮食品售價急升，相信至少會令物價指數反彈個多月。

另一方面，美元保持強勢（帶動港元上升）、國際貨品價格持續偏軟，以及中國大陸長期出現通縮，都會阻礙消費物價回升。

按綜合指數計算，本年首五個月的消費通脹率平均為負2.7%，觀乎情況，特區全年整體的消費物價預料仍會輕微下跌。

在六十年代初期至中期，雖然本港的物價整體下跌，但出現如此通縮的情況，實屬香港近代史上首次。

縱然本港的金融市場漸見復甦，但五月份通縮持續，明顯反映了首季的疲勢已延續至第二個季度。

## 本地生產總值

6月21日，政府發表的數據顯示，本年首季的貨物及服務總產值實際下跌了3.4%。

首季的本地生產總值只出現較輕微的跌幅，顯然是由於去年同期的比較基準較低，以及本地出現通縮所致。

跟去年同期比較，名義本地生產總值（即貨物及服務總產量的現值）下跌了7%，跌幅接近去年最後一季的7.5%。

近日的數據顯示，消費者雖然盡量降低消費，但必需品方面的開支仍未受到影響，而本年首三個月的私人消費較去年同期只下降了4.8%。

此外，訪港旅客人數上升亦有助推高內部消費數字。

同時，政府消費增加也有助帶動經濟復甦。在1998至1999財政年度的最後一季裡，政府的總開支較一年前上升了4.4%。

雖然本港進出口的跌勢仍然嚴重，但跟1998年的數字相比，已見舒緩，這令外貿帳

Domestic investment remained poor, however, with total gross fixed capital formation down 24.4 per cent on a year earlier.

In the coming quarters, the GDP numbers will be coming off even more depressed numbers than in the first quarter and this will help the GDP figures for the remainder of the year look better, with positive growth likely in the third and fourth quarters.

The current, second quarter of the year, however, seems likely to be negative or around zero growth.

Private consumers seem unlikely to be able to cut back their spending any more and could well show some improvement. Investment numbers should also pick-up as the year progresses, especially in the public sector. Government consumption should remain robust and the external trade account should improve somewhat.

The 3.4 per cent year-on-year rate of decline in GDP narrowed from 6.8 per cent in the third quarter and 5.7 per cent in the fourth quarter of 1998.

It was also in line with the crude initial assessment of around 3.5 per cent decline released in the "First Quarter Economic Report 1999" published on May 28.

The seasonally-adjusted quarter-to-quarter series showed a similar trend, with GDP in the first quarter of 1999 down by only 0.3 per cent in real terms, considerably smaller than the 1.4 per cent decrease in the third quarter and the 0.6 per cent decrease in the fourth quarter of 1998.

的情況有所改善。此外，本地整體的貿易收支情況亦有重大的改善。

然而，固定資本形成總值較一年前下降了24.4%，顯示內部投資仍然疲弱。

來季，即使本地生產總值不及首季，但跟一年前較低的數字相比，相信會取得較佳的成績，在這情況下，第三及第四季的本地生產總值料將出現正增長，而餘年的經濟情況亦會呈現起色。

不過，第二季的經濟似乎會出現負增長或零增長。

私人消費者似乎無法再把開支削減，預料消費情況會出現輕微改善。在下半年裡，投資額料將上升，當中以公營界別尤甚。政府消費應持續增長，而外貿帳亦會有所改善。

本年首季的本地生產總值較一年前下跌了3.4%，跌幅較1998年第三季的6.8%及第四季的5.7%為小。

上述數字亦跟政府於5月28日在《第一季經濟報告》中發表的-3.5%初步粗略估計相若。

經季節性調整的按季度比較數列亦顯示同樣趨勢。1999年第一季本地生產總值較1998年第四季實質下跌了0.3%，跌幅較1998

Private consumption expenditure fell by 4.8 per cent year-on-year (compared with a 9.1 per cent decline in the fourth quarter of 1998). The improvement was particularly visible in the consumption of non-durable goods and various services.

Government consumption expenditure grew by 4.4 per cent in real terms in the first quarter of 1999, compared with a 2.5 per cent increase in the fourth quarter of 1998.

Gross domestic fixed capital formation (or investment) was down by 24.4 per cent in real terms in the first quarter of 1999, compared with a decrease of 20.5 per cent in the fourth quarter of 1998. Within this total, machinery and equipment spending fell 31.6 per cent,

Building and construction activity also remained slack, with spending falling 15.5 per cent in the opening three months of the year compared with a year earlier.

Public sector building and construction spending down 7.3 per cent, with the Airport completed, and new railway and other infrastructure projects still in their early phase of construction.

Private sector building and construction output in the private sector continued to be affected by the earlier setback in the property market and fell by 21.3 per cent.

Total exports of goods fell by 4.8 per cent in the first quarter, considerably smaller than the 9.6 per cent decrease in the fourth quarter of 1998, as exports to some East Asian markets rebounded and economies in the region stabilised.

年第三季的按季跌幅1.4%和第四季的0.6%明顯為小。

與一年前相比，本年首季的私人消費開支下跌了4.8%，跌幅較1998年第四季的9.1%緩和。非耐用品及各類服務消費開支的改善情況更見明顯。

1999年第一季，政府的消費開支實質上升了4.4%，而1998年第四季的升幅則為2.5%。

本地固定資本形成總額（即投資總額）在1999年第一季實質下跌了24.4%，而1998年第四季的跌幅則為20.5%。當中，機器及設備開支仍然十分疲弱，跌幅為31.6%。

整體建造開支在1999年第一季較1998年同期實質下跌了15.5%。

由於機場核心計劃已竣工，加上鐵路計劃及其他基建工程仍在施工初期，因此，公營樓宇及建造開支實質下跌了7.3%。

私營樓宇及建造工程量則仍受較早前的物業市道下調影響，實質下跌了21.3%。

1999年第一季的整體貨物出口較去年第四季實質下跌了4.8%。這跌幅已較1998年第四季的9.6%明顯為小，原因是區內部分市場已復甦，而整個地區的經濟也漸趨穩定。

Imports of goods fell by 10.3 per cent in real terms, also smaller than the 13.5 per cent decline in the fourth quarter of 1998.

Exports of services resumed positive growth with a 1.4 per cent increase in the first quarter, compared with a 0.2 per cent decline in the fourth quarter of 1998. This was the first positive growth in service exports since the second quarter of 1997.

Services imports declined 0.2 per cent, after being down two per cent in the preceding quarter.

Commenting on the outcome, a Government Secretariat spokesman noted that the rate of decline in GDP, in terms of both the year-on-year and seasonally adjusted quarter-to-quarter comparisons, had moderated considerably in the first quarter of 1999.

The spokesperson suggested sentiment had turned better recently based on a more stable financial market situation, successive cuts in interest rates, higher share prices, a better residential property market and some stabilisation in the unemployment rate.

In terms of overall inflation, the implicit price deflator of GDP fell 3.7 per cent in the first quarter of 1999, after a 2.9 per cent decrease in the fourth quarter of 1998. This reflected continuing domestic cost and price adjustment, and the absence of imported inflation.

Looking at previous figures, the year-on-year change in real terms of GDP in the third quarter of 1998 was revised slightly upwards to negative 6.8 per cent from negative 6.9 per cent as a result of new information. ■

1999年第一季的貨物進口實質下跌了10.3%，跌幅亦較1998年第四季的13.5%為小。

1999年第一季的服務輸出自1997年第二季以來首次回復正增長，增幅為1.4%，而1998年第四季則錄得0.2%的跌幅。

服務輸入在1999年第一季實質輕微下跌了0.2%，而1998年第四季的跌幅則為2%。

政府總部發言人指出，1999年第一季的本地生產總值（按年比較及經季節性調整的季度比較）的跌幅均明顯緩和。

發言人亦預料，由於金融市場回穩、利率續降、股價上揚、住宅物業的市道好轉，以及失業率出現一些穩定的跡象，因此，近期的市場氣氛轉好。

就整體通脹而言，本地生產總值的內含平減物價指數繼1998年第四季下跌2.9%後，1999年第一季續跌3.7%。這現象反映了本地經濟的成本及價格繼續調整，且無進口通脹的壓力。

檢討了最新的資料後，1998年第三季本地生產總值的按年變動數字已由負6.9%輕微修訂至負6.8%。■

# China to consolidate foreign investment

With the objective of utilising foreign investment in an active, rational and effective manner, China is planning to streamline its policy and open up more areas to it, according to Madam Ma Xiuhong, Assistant Minister for Foreign Trade and Economic Cooperation, PRC.

"We will actively guide the direction of inflow of foreign investment, optimise the industrial structure of it, expand areas open to foreign investment, open up competitive industries to foreign participation and gradually push forward the opening of trade in services," Minister Ma said.

Ma said this year opening up efforts will be increased in the areas of commercial retail sales, foreign trade, financial services, insurance, tourism, accounting and legal services.

"In the meantime we will further improve the investment environment, pay special attention to improving the soft environment of investment while continuing to perfect the hard environment such as necessary infrastructure, ensuring good operation of existing foreign-invested enterprises and making efforts to perfect the geographical distribution of foreign investment," she said.

Efforts will be strengthened to attract investment from transnational corporations in developed countries and regions in the US, the EU and Japan, while continuing to absorb investment from Hong Kong, Macau, Taiwan and the rest of South East Asia.

"We will continue to protect all the legitimate rights and interests of foreign investors," she added.

Minister Ma said China is also actively implementing strategies for winning market share with quality products and diversification, fostering new growth points

in export, promoting export and increasing foreign exchange earnings by comprehensively employing various internationally prevailing policy measures such as export credit and rebate.

"Export structure will be adjusted and new markets explored with the focus put on expanding exports of machinery and electronic products, high-value added products and brand-name products," she said.

Referring to China's economy, Minister Ma said they had encountered unprecedented difficulties in the past year.

"In the complex domestic and foreign economic environment and in light of the correct judgement of the situation, the Central Government immediately adopted a major decision focusing on the stimulation of domestic demand, introduced a more pro-active fiscal policy and intensified infrastructure development in order to promote continuous economic growth.

"The decision in not devaluing the Renminbi has been proven absolutely right. It not only serves the interest if economic stability and development of China and Hong Kong's economic restructuring and recovery, but also makes positive contributions to the stability of the Asian and world economy," she said.

Ms Ma said the vast market potential and rich labour resources of the Mainland was a great attraction to foreign investors and



**Madam Ma Xiuhong, Assistant Minister for Foreign Trade and Economic Cooperation, PRC, reiterates China's determination to open up.**

對外貿易經濟合作部部長助理馬秀紅女士重申，中國內地會堅持開放政策。

## 內地鞏固對外經貿發展

對外貿易經濟合作部部長助理馬秀紅女士表示，中國內地將繼續堅持積極、合理、有效利用外資的方針，完善外資政策，並擴大外商投資領域。

她說：「我們將積極引導外資投向、改進外商的產業結構、擴大外商投資領域，開放具競爭力的產業，有步驟地推進服務貿易的對外開放。」

馬說，當局今年將致力開放商業零售、對外貿易、金融、保險業、旅遊業、會計及法律服務等領域。

她稱：「與此同時，我們將進一步改善投資環境，在繼續完善必要的基礎設施等『硬環境』的同時，特別注重改善投資的『軟環境』，認真辦好現有的外商投資企業，努力完善外商投資的地區佈局。」

當局將在繼續吸納香港、澳門、台灣地區及東南亞國家的投資之餘，設法吸引北美、歐洲、日本等發達國家和地區的跨國公司來華投資。

她說：「中國政府將一如既往地保護外商的一切合法權益。」

馬秀紅稱，內地將實施以質取勝、多元化的市場戰略，培養新的外貿出口增長點，綜合運用出口信貸、退稅等各種國際通行的政策措施，促進出口、增加收匯。

她說：「我們將以擴大機電產品、高增值產品和優質名牌的出口為重點，調整出口結構，開拓新市場。」

馬秀紅表示，內地經濟去年遇到空前的困難。

她說：「面對亞洲金融危機帶來的複雜

嚴峻的國內外經濟環境，中央政府正確判斷形勢，及時採取了擴大內需為主的重大決策，實施更加積極的財政政策，加強基礎設施建設，以促進經濟持續增長。」

又說：「實踐證明，保持人民幣不貶值是完全正確的。這不僅有利於祖國內地經濟的穩定和發展，也有助於香港經濟的調整和復甦，對亞洲以至世界經濟的穩定作出了積極的貢獻。」

馬秀紅稱，內地市場潛力巨大、勞動力資源豐富，對外商有強大的吸引力；這是中國最大的優勢。

中國為實現經濟持續增長、保持國際收支平衡、人民幣匯率穩定，將繼續堅定不移地推動改革開放。

她說：「我們將繼續在平等互利的基礎

China's biggest advantage.

To achieve continuous development of China and maintain a international balance of payment as well as a stable Reminbi, China will continue to unswervingly push forward reform and opening up.

"We will continue to pursue economic and technical cooperation and exchanges with the rest of the world based on equality and mutual benefit," she said.

Ms Ma said China's position on its accession to WTO would not change.

"The accession is necessitated by China's own reform and opening up, therefore China will never sacrifice its fundamental interests in exchange for WTO membership.

Throughout the WTO accession talks, we have consistently asked for balanced rights and obligations, and insisted that the conditions China is to commit itself to must not exceed the limit that China as a developing country can cope with. The so-called results of Sino-US negotiations published by the US on April 8 are the negotiation positions of the US that we have never agreed to. The NATO missile attack on China's embassy in Yugoslavia came at a time when China was holding constructive consultations with the US, EU and other WTO members. This incident undoubtedly affected the atmosphere for WTO negotiations, which we have found very regrettable," she said. ■

上開展對外經濟技術交流與合作。」

馬秀紅稱，中國加入世貿的立場不會改變。

她說：「中國加入世貿是改革開放的自身需要，因此，中國決不會為此犧牲自己的根本利益。在加入世貿的談判過程中，我們始終堅持權利和義務的平衡，堅持承諾的條件不應超過中國作為發展中國家所能承受的限度。美方4月8日公布的所謂中美談判結果，是美方單方面的談判方案，我方從未同意。在中國與美國、歐盟等世貿成員國進行建設性磋商的時刻，發生了北約導彈襲擊我駐南使館的事件。此事無疑影響了世貿談判的氣氛，我們對此表示遺憾。」 ■



# 1999

## Hong Kong Eco-Business Awards 香港環保企業獎



### Green Office Award 環保辦公室獎

### Green Retail Award 環保零售商獎

### Wastewi\$e Scheme 明智減廢計劃

#### Awards' Goals

- Recognise businesses that demonstrate commitment to environmental management
- Encourage businesses to adopt environmental measures to increase financial savings, productivity and competitiveness

#### Recognition Scheme's Goals

- Encourage and assist businesses to undertake measures to:
- Avoid and reduce waste
  - Collect and recycle waste
  - Buy or manufacture recycled products

#### 獎項的目標

- 對致力於推行環保管理的機構予以認同及嘉許
- 鼓勵機構籍著執行環保措施，令機構能節省金錢，提高生產力及競爭力

#### 計劃的目標

- 鼓勵及協助機構實行減廢措施：
- 避免產生廢物和減少廢物量
  - 收集可回收的廢物及循環再造
  - 選購或生產可循環再用的物品

#### Organisers: 主辦機構:



#### Sponsor: 贊助機構:



#### Co-organisers: 協辦機構:

Association of Retailers and Tourism Services, The Chinese General Chamber of Commerce, The Chinese Manufacturers' Association of Hong Kong, Consumer Council, Hong Kong Council of Social Services, Hong Kong Retail Management Association, Planning, Environment and Lands Bureau, Private Sector Committee on the Environment

香港旅遊零售業協會、香港中華總商會、香港中華廠商聯合會、消費者委員會、香港社會服務聯會、香港零售管理協會、規劃環境地政局、私營機構環保委員會

For further information, please visit the ECC's home page at <http://www.ecc.org.hk/eco-b> or call the Eco-B hotline at 2788 5619.

如需更詳細的資料，請參閱環境保護運動委員會網頁 <http://www.ecc.org.hk/eco-b> 或電 2788 5619 環保企業熱線。

# United Kingdom to stand by China

China's commitment to reform impressed **Stephen Byers**, Secretary of State for Trade and Industry, UK, who recently visited there, speaking at a joint Chamber luncheon on 22<sup>nd</sup> June.

"China's commitment to reform and liberalisation is quite staggering in its depth and the programme of reform the Chinese Government has embarked upon is one that can be assisted by business in the UK," he said.

Mr Byers said the most important step towards that reform was China's accession into WTO.

"The UK is a very strong supporter of Chinese membership of WTO. We support accession because we need the markets in China to be open - free trade and open commerce is mutually beneficial. We will argue very strongly for China's membership," he said.

However, Mr Byers said there are areas where issues still need to be resolved, such as in the telecommunications and financial services sectors. "I am very positive these will be sorted out," he said.

Mr Byers congratulated China on its role during the Asian economic crisis when she acted as a source of stability in the region and demonstrated how it was able to discharge its own responsibilities as a key power.

"For far too long China has been on the margins of world politics and now the time has come for China to take its rightful place at the table. Britain will be alongside China because we believe we are in a far better

position to meet problems together," he said.

Mr Byers said Hong Kong and the UK had a special relationship and a common agenda. One of these was the development of new technology.

"Later I am going to sign a Memorandum of Understanding on how we can both develop new technology and ensure e-commerce is used in a way that can support and help our businesses. There has to be a recognition that no one gets left behind in the information age," he said.

This will involve education becoming an important priority.

"Education is the key for our future wellbeing. There has been a big reform programme for education in the UK and there is lively debate going on here. The next global revolution will be knowledge-based and to be successful we must see investment in learning, education and skills," he said.

Mr Byers also recognised similarity in Hong Kong's role as a staging post for the burgeoning market on the Mainland and the UK's role as a gateway to Europe.

"This will be not without difficulty, Hong Kong will face challenges in its relationship with China and the rest of Asia as will we in our relationships with Europe," he said.

Mr Byers reaffirmed Hong Kong and Britain's strong links and association.



Mr Stephen Byers, Secretary of State for Trade and Industry, UK.

英國貿易及工業大臣布偉思

"With the history and the ties that bind us together I think we can move forward on this agenda and together grow stronger," he said. ■

## 英國支持中國加入世貿

英國內閣成員（貿易及工業大臣）**布偉思**最近訪問中國，對內地堅決推行改革，印象深刻。他於6月22日應邀在聯合商會午餐會上發表演說。

他說：「中國對改革開放的決心堅定不移。英國商界可在中國政府推行改革方面，助一臂之力。」

布偉思指出，達致改革開放的最重要一步，是中國加入世貿組織。

他稱：「英國大力支持中國加入世貿。我們贊同中國加入，原因是我們需要中國市場開放。實行自由貿易和開放商貿市場，是互惠互利的舉。我們將極力為中國爭取世貿中的一席位。」

然而，布偉思說，某些事情仍有待解決，例如是涉及電訊及金融服務界別的問題。

他說：「我很有信心，這些事情將可迎刃而解。」

布偉思讚揚中國在亞洲經濟危機中所擔當的角色。他表示，在危機爆發期間，中國成了區內的穩定力量，並藉此展示了它如何履行泱泱大國的責任。

他稱：「長久以來，中國一直處於國際政治舞台的邊緣，此刻正好是中國爭取合適地位的大好時機。英國將與中國並肩合作，因為我們相信，通力合作解決問題，對雙方大為有利。」

布說，香港與英國關係非比尋常，而兩地亦有共同的發展路向，發展新科技正是其中之一。

他說：「稍後，我會代表英國簽署諒解備忘錄，訂明雙方如何協力發展新科技，並

確保電子商貿用於支援及便利營商方面。值得關注的是，我們必須引領所有人進入資訊年代。」

因此，教育是當務之急。

他稱：「教育是我們締造未來美好生活的要素。英國推行了重大的教育改革，目前，各界對改革一事仍激烈討論。下一個全球性的革命將是知識革命，要力爭上游，必須在教與學，以及技能上投資。」

布亦指出，香港與英國角色相近。中國內地市場興旺，而香港正是內地市場的橋頭堡，英國則是通往歐洲的大門。

他說：「可是，擔當這種角色也非輕而易舉。香港與中國和其他亞洲國家的關係受到挑戰，而英國與歐洲的情況也無異。」

布偉思重申，香港與英國關係密切。

他說：「歷史淵源把我們連繫一起。我相信，我們可以進一步加強合作，一起邁向繁榮進步。」 ■

# Launch of the Coalition on the Environment

With Hong Kong's environmental deterioration becoming more apparent each day, it is about time the business community formed a coherent voice addressing this urgent matter.

That was the impetus behind the newly formed Hong Kong Business Coalition on the Environment (BCE) officially launched on June 8.

"With the business community forming a Environmental Coalition the Government will take more serious notice. Basically, the coalition is a partnership of various businesses and private sector organisations aimed at promoting greater environmental awareness, responsibility and performance in the business community and acting as a catalyst for Government actions and policy changes toward an improved environment in Hong Kong. It will also seek to promote environmental cooperation and awareness in the Pearl River Delta," said **Barrie Cook**, Convenor of the Coalition and CEO of Cheung Kong Infrastructure Materials.

As well as the HKGCC, Coalition members comprise 17 foreign chambers and business associations together with



**Mr Barrie Cook (centre) at the press conference for the launch of the BCE. Tom Masterson (right) and Director, Eden Woon, attended.**

高保利(中)在公布環保大聯盟成立的記者會上發言。馬德勝及本會總裁翁以登博士均有出席。

local groups including the Private Sector Committee on the Environment, Federation of Hong Kong Industries, Chinese Manufacturers' Association and the Hong Kong Trade and Development Council.

"We intended to create a good mix of foreign and local business interests," he said.

The Coalition meeting in June discussed the business community's approach to

## 商界環保大聯盟正式成立

本港的環境污染問題日趨顯著，此時此刻，商界應同心同德，解決當前這個刻不容緩的問題。

上述原因，促使了香港商界環保大聯盟於6月8日正式誕生。

大聯盟召集人高保利(長江基建材料部行政總裁)表示：「隨著商界組成環保大聯盟，政府會更重視環保問題。基本上，大聯盟由多個商界及私人團體組成，旨在推動增加社會的環保意識、增強這方面的責任感、提高環保水平，並敦促政府採取行動、修訂政策，以改善本港的環境。大聯盟亦致力與珠江三角洲合作，提高區內的環保意識。」

連同香港總商會在內，參與大聯盟的團

體包括17家駐港外國商會和商界組織，以及私營機構環保委員會、香港工業總會、香港中華廠商聯合會及香港貿易發展局等其他本地機構。

高說：「我們希望照顧外商及港商的權益。」

在六月份的會議上，大聯盟討論了商界對改善本港空氣質素的建議，以及設立資料庫，收集本港環保活動資料的可行性。大聯盟亦計劃協助商界團體舉辦環保活動。在往後舉行的會議裡，大聯盟將研究本港的持續海港發展策略、廢物處理和減量問題，以及本港海域的清潔事宜。

近日，大聯盟致函行政長官，表達該會樂意與當局合作，積極協助制訂可行的環保

政策，以及支持政府制訂切合實際情況的環保法例。

高稱：「行政長官的回應極佳，他矢志改善本港環境。然而，我們真正需要的，是政府部門之間加強溝通和政治程序的配合。」

在大聯盟的成立典禮上，麥金蒂女士與夫婿豪斯卡博士分別發表演說。兩人均為印度新德里Tata能源研究所的資深客席教授，並曾任美國總統克林頓的跨境環境政策顧問。

麥女士稱，環境與商業的緊密關係，在新德里的例子中表露無遺。新德里機場曾因機師看不到跑道而關閉兩個月。

她說：「舊式的環保觀念十分短視，以為經濟與環境，兩者不可兼得。現在，我們



improving Hong Kong's air quality and the feasibility of establishing a database to centralise information on environmental activities in Hong Kong. It also discussed plans for a programme to assist those business associations with the development of environmental activities. Future meetings will consider a sustainable harbour development strategy for Hong Kong, waste management and reduction and the efforts to clean up the marine environment.

The Coalition has recently written to the Chief Executive indicating its willingness to work with the Administration and be proactive in helping to formulate viable environmental policy initiatives, together with supporting the enactment of sensible environmental legislation.

"The feedback from the Chief Executive was very positive. He is firmly committed to improving the environment. However, what we really need is more interaction between government departments and the support of the political process," he said.

Speaking at the first event of the Coalition was the Honorable **Kathleen McGinty** and her husband **Dr Karl Hausker**, both Senior Visiting Fellows at the Tata Energy Research Institute in New Delhi, India. Both have been advisers to US President Clinton in crossboundary environmental policy.

Ms McGinty explained no where had she seen such a perfect example of the environment and business going hand in hand as in New Delhi - the airport was closed for two months because pilots could not see the runway.

著眼於兩者的關係；換言之，制定優良的環保政策，跟制定優良的經濟政策，是相輔相成的。」

麥金蒂女士說，環境污染問題不應歸咎於某人或某機構，而是人人有責。環境問題是無疆界的。

她說：「每當發生污染災難，眾人便會互相指責，不同派系便會互相埋怨。情況便如當天公布 Eerie 湖變成了一潭死水般。」

麥金蒂女士提出了五項要點，以解決上述爭端。她說：「首先，必須共同協商目標與標準；第二，應籌劃靈活而全面的行動綱領；第三，各組別應互助合作；第四，應訂出軟硬兼施的執法方案。最後，應賠償業者收益上的差距。」

豪斯卡博士表示，美國與鄰國訂立了逾 200 項協議；當中適用於香港例子是

"The old way of environmental thinking was very short sighted - it was either the economy or the environment and people thought you could not have both. Now we are seeing the connections between the two - good environmental policy equals good economic policy," she said.

Ms McGinty said not one single person or entity is to blame for environmental degradation, everyone and everything is - that is the transboundary nature of the environment.

"When a pollution disaster occurs there is a lot of finger pointing - different groups blame each other - that's what happened when Lake Eerie was declared dead," she said.

To overcome this bickering Ms McGinty suggested a five-point plan. "Firstly, there must be agreement on goals and standards, secondly an action plan should be formulated, which is flexible and comprehensive. Thirdly, each group should work in partnership and fourthly,

enforcement should be decided upon, which should involve a carrot and stick approach. Lastly, income disparities should be accounted for," she said.

Dr Hausker explained there were over 200 agreements between the States and its borders, one example relevant to Hong Kong was the US-Mexico border where there is a wealthy and a poor country sharing the same water and airshed.

"San Diego is a large metropolitan region of 65 million people. They have cooperated with Mexico on many environmental issues, including exchanges in technological information, joint studies for recycling and a shared common vision," he said.

Dr Hausker said an excellent example of crossboundary cooperation was the 1987 Montreal Protocol to stop ozone depletion.

"The action plan contains 20 milestones, which will be reached between 2000 and 2040, at the moment they are ahead of schedule and all participating countries are cooperating well," he said. ■



**Dr Hausker and Ms McGinty, Visiting Fellows at the Tata Energy Research Institute in New Delhi, share their experience on crossboundary pollution.**

印度新德里 Tata 能源研究所資深客席教授豪斯卡博士及麥金蒂女士分享跨境合作、遏止污染的經驗。

美國與墨西哥一富一貧，共同分享水源及空氣。

他說：「聖地牙哥是人口 6,500 萬的大都會。當地與墨西哥在多項環境事務上合作，包括交流科技資訊、合作研究廢物循環再造，以及釐訂同一環保信念。」

豪斯卡博士稱，1987 年簽訂的《蒙特利爾協議》是跨境合作的最佳例子；這協議旨在遏止臭氧層繼續受破壞。

他說：「協議的行動綱領載入了 20 項目標，訂於 2000 年至 2040 年完成。目前，締約國超前完成了部分目標，並且合作無間。」 ■

# HR management in the PRC

Human resources (HR) management is difficult enough dealing with the sensitivities and complexities of people. It becomes even more challenging when you deal with employees from a different culture.

This is what HR managers face when they are recruiting and operating in the PRC.

The Chamber recently organised a series of four Roundtable luncheons about this topic.

The first speaker Ms **Anita Lo**, Manager for Human Resources Planning of Jardine Pacific, spoke on the keys for successful people management in the PRC.

She gave a brief introduction to the diversity of Jardine business in China and its impact on people management policies and she explored the roles of expatriate and local managers and human resource practices. Ms Lo finally cited some case studies of successful and not so favorable HR management practices.

The second Roundtable was on the selection and recruitment of local staff in China and the problems that may

arise. Ms **Helen Tantau**, Principal of Korn/Ferry International Shanghai Office, spoke on recruitment issues at a junior and senior level. Which included methods of recruitment, types of positions in large demand and salary levels. Ms Tantau also explored the types of skills needed, positions that can be localised and key staff motivators.

The third Roundtable was on employment contracts in China. Mr **Ng Siu-pang** and Mr **Wang Yuan-heng** from

Ng & Shum Solicitors & Notaries spoke on the relevant PRC legislation governing employment contracts in China and special features of employment contracts with foreign investment enterprises. They also touched upon special employment regulations applicable to enterprises in Guangzhou and Shenzhen and matters that foreign and Hong Kong investors should pay attention to when preparing and entering into employment contracts.

The final Roundtable looked at the compensation and benefit trends in China. Mr **Willis Shen**, Consultant of Watson Wyatt Consultancy Shanghai Ltd., provided a brief background on the current economic situation in China and examined compensation trends in major cities such as Beijing, Shanghai and Guangzhou. He also explored benefit trends such as social security reform, supplemental pensions, stock and housing programmes.

The whole series of Roundtables was a huge success with a total of 200 attendees and there was also good interaction between speakers and the floor. ■



Participants attending a Roundtable luncheon.  
小型午餐會現場情況

## 中國內地人力資源管理面面觀

人力資源管理須涉及敏感而複雜的人事關係，誠非易事。若要管理的，是來自另一文化背景的員工，那就更加困難了。

人力資源管理人員在內地進行招聘及管理時，正正面對著以上困難。

有鑑於此，總商會近日一連舉行了四個小型午餐會，探討這方面的問題。

首個午餐會請來了怡和太平洋的人力資源計劃經理**勞少延**女士，她分析在內地成功推行人事管理的秘訣。

勞簡介了怡和在內地的多元化業務，並剖析業務多元化對人事管理政策的影響。她亦探討了外籍及當地管理級人員的角色，並分析人力資源管理的慣例。最後，她從正反

兩面列舉實例，比較人力資源管理方面的異同。

第二個小型午餐會的主題是探討在內地挑選及延聘員工的須知事項，以及當中可能發生的問題。會上，光輝國際(中國)上海代表處**譚海倫**女士講解了招聘初級及高級員工的要點，包括招聘方式、需求較大的職位，以及薪金水平。譚亦分析了各類職位所需的技能、適合本地化的職位，以及推動員工進取的主要方法。

第三個小型午餐會以內地的僱傭合約為主題，嘉賓講者是吳少鵬律師事務所的**吳少鵬**律師及**王元亨**律師。他們講解內地有關僱傭合約的法例和外資企業僱傭合約

的特點。此外，兩人亦淺談了適用於廣州及深圳企業的特別僱傭條例，以及外商和港商擬訂及簽訂僱傭合約時應注意的事項。

最後一個小型午餐會講述內地的僱員賠償及福利趨勢。在午餐會上，惠悅諮詢(上海)有限公司顧問主管**沈品傑**簡介了內地當前的經濟狀況，並分析北京、上海、廣州等主要城市的賠償趨勢。他亦探討內地的社會保障制度改革、退休補助金、儲蓄及房屋計劃等僱員福利趨勢。

該系列的小型午餐會成績斐然，與會者達200人。午餐會的討論氣氛良好，講者與參加者均踴躍交換意見。■

# The Chamber's rich tradition

**W**ith a heritage dating back to January 1<sup>st</sup> 1861, it is no wonder that the Hong Kong General Chamber of Commerce has a rich tapestry of history.

Two original volumes of historical records of the Chamber, which documented its early operation more than a century ago, were placed in the custody of the Government's Public Records Office recently.

The two volumes are the *Minutes of the General Committee Meetings, 1861-1896* and the *Minutes of the General Meeting 1861-1870*. They are both hand-scribed books of the Victorian Era.

Speaking at the ceremony, Mr Tung said the Public Records Office is the best place for the records. "These two volumes are of unique historical value. We are keen to ensure their safekeeping as an invaluable heritage of Hong Kong," he said.

"By depositing these volumes with the Public Records Office, the Hong Kong General Chamber of Commerce hopes to make its own small contribution to the safekeeping of Hong Kong's historical records."

According to the minutes, the Chamber had 61 members in 1861, compared to 4,000 today, and the General Committee has grown in numbers from seven members to 25 today.

In the General Meeting held on 14 June 1861, the name the "Hong Kong General Chamber of Commerce" was adopted as the official title of the organisation. It was also agreed that the Chamber's objectives were "to watch over and protect the general interests of commerce, to communicate with authorities and others to form a code of practice whereby transaction of business may be simplified and facilitated..." That mission statement is remarkably appropriate even to day. ■



The two historical volumes are displayed before from left to right: Dr Eden Woon, Chamber Director, Mr C C Tung, Chamber Chairman, Mr Pak-chung Leung, Acting Director of Administration, HKSAR Government and Mr Simon Chu, Government Record Service Director.

(左起) 總商會總裁翁以登博士、主席董建成、香港特別行政區政府署理行政署長梁百忠，以及政府檔案局局長朱福強細看本會兩卷具歷史價值的會議紀錄。



The minutes are handed over. 雙方簽署文件，正式移交會議紀錄。



Mr C C Tung inspects historical artefacts from the 1930s and 40s at the Public Records Museum.

董建成在歷史檔案處內觀看三、四十年代的歷史文物。

## 總商會歷史源遠流長

**香**港總商會於1861年1月1日成立，歷史源遠流長，無怪乎保留了如此豐富的歷史文獻了。

近日，本會把兩卷記載了一個多世紀前總商會運作情況的檔案原稿送交政府歷史檔案處保管。

該兩卷檔案分別為《理事會會議紀錄(1861至1896年)》及《會員大會會議紀錄(1861至1970年)》，皆是維多利亞時代的大型手抄本。

董建成於送贈儀式上表示，歷史檔案處是保存這些檔案的最佳地方。他說：「這兩卷檔案，歷史價值重大，也是香港珍貴的歷史遺

產。我們深切期望，它們可以獲得妥善保存。」

「香港總商會將這兩卷檔案寄存歷史檔案處，希望在保存香港歷史資料方面，稍盡綿力。」

根據文獻記載，總商會在1861年有61名會員，至今，會員數目幾近4,000，而理事會成員亦由七名增至目前的25名。

在1861年6月14日的會員大會上，會員通過了以「香港總商會」為正式名稱，並同意以「監察及捍衛商界權益；與政府及其他有關人士溝通，制訂守則，簡化商貿程序，以利營商……」為宗旨。時至今日，這項宗旨仍然擲地有聲、切合時宜。■

# How can we help you?

By Daisy Lo\*

With over 300 known trade, service and industrial organisations in Hong Kong competing for members which all offer similar services such as newsletters, information updates, luncheons, seminars, study tours etc – what makes the Chamber stand out as the preferred choice?

It is natural for members and the interested public to ask, "does it pay to join the Chamber?" But we can assure you the Chamber does its best to meet all the expectations of members.

So how are these expectations met? Surely bureaucracy and procedure would only restrict the service delivered.

Our service schedule only defines but not confines our scope of service because the Chamber team works around the clock to design and arrange new programmes and extra services that bring additional benefits to our members.

We attempt to assist and help members using whatever means necessary. Many problems come to our attention with a polite phone call saying "I am/my company is your member, and have a question for you..."

## 樂意效勞

\* 盧淑賢

全港 300 多家知名的工商服務業團體爭相吸納會員，各自提供相近的服務，好像出版會訊、發放最新資訊，以及舉辦午餐會、研討會和考察團等。究竟，甚麼使香港總商會脫穎而出？

會員及有意加入本會的人士不其然會問：「參加總商會是否物有所值？」我們可以保證，本會定會竭盡所能，以滿足會員的所有期望。

那麼，如何滿足？當然，官僚的態度和繁瑣的手續只會限制會員服務。

本會的服務範圍，並不只於服務一覽表上所列，因為本會上下一心，時刻籌劃及

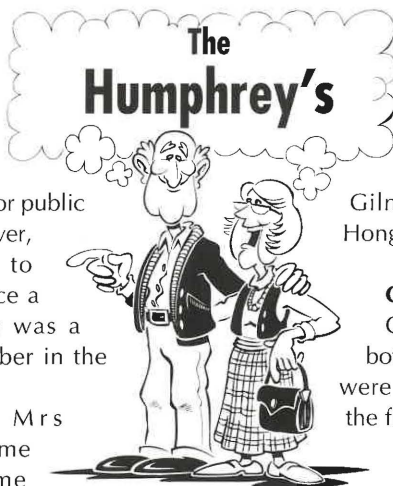
Not your usual inquiry...

### The Humphrey's

I was not aware that a busy street in Tsimshatsui – Humphrey's Road – was related to the Chamber until one of the Humphrey's called from Hawaii saying they were coming to Hong Kong to trace their ancestry.

The best place to get relevant information about this would be the Government Records Office or public libraries. However, I felt obliged to serve them since a Mr Humphrey was a Chamber member in the distant past.

Mr and Mrs Humphrey came and briefed me about their family's route of settlement from the UK, Hong Kong to various parts of the States. I offered them our own books of records and they were able to locate their ancestor's signature on the



minute's book of the annual general meetings. They made a copy of the record and hurried away to the Government Records Office hoping to find out more. Upon returning to Hawaii, Mrs Humphrey sent a note indicating that they were able to find some more information, dating back to 1913.

### The Gilman's

Not only did the Chamber have dealings with the Humphrey's, it was also contacted by a Mr James Gilman, who was seeking information on his family's heritage in relation to Gilman Street and Gilman Bazaar in Hong Kong.

After some research, Dr W K Chan, Assistant Director to the Chamber and a historian, found that both Gilman Bazaar and Gilman Street were named after Gilman & Co one of the first British trading firms in China.

The company was a founding member of the Chamber in 1861 and was active in the formation of the Hongkong Shanghai Bank in 1864. It became a limited company in 1917 but was taken over by the Inchcape Group in 1968.

安排新活動、新服務，務求讓會員獲益更多。

我們想方設法，向會員提供協助和支援。我們關注的問題中，不少是始於一個有禮的來電：「我/本公司是貴會的會員，請問您……」

### 非一般的查詢……

#### 堪富利家族

我從不知道尖沙咀一條遊人如鯽的街道——堪富利士道——竟跟總商會甚有淵源，直至堪富利家族一位成員從夏威夷來電，說要來香港追尋祖先的事跡，我才得知本會與這個家族箇中的關係。

雖然尋找這類資料的最合適之處，是政

府檔案局或公共圖書館，但我感到有責任為他們服務，原因是這個家族的其中一員是我們多年前的會員。

堪富利夫婦到訪，向我簡單介紹他們的家族從英國移居香港，繼而往美國各州的經過。我拿出了本會的檔案紀錄，他們竟能在會員大會的會議紀錄冊內，找到了祖先的簽字。他們複印了檔案，然後趕赴政府檔案局，試圖尋找更多資料。堪富利太太返回夏威夷後，還寫信告知他們找到的資料中，有些更遠至 1913 年。

#### 機利文家族

不僅堪富利家族向本會查詢，占士·機利文 (James Gilman) 也聯絡本會，追溯家族與本港機利文街及機利文新街的淵源。

After receiving this extensive information Mr Gilman wrote back to Dr Chan revealing his father's contribution to Hong Kong.

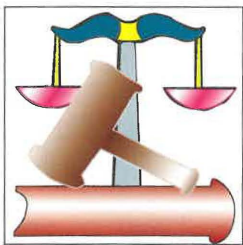
His father was instrumental in establishing the Salvation Army in Hong Kong. As a Salvation Army Missionary Officer in Beijing, he was sent to Hong Kong in the early 1930s to discuss what work could be done.

This led to the establishment of a home for young women trapped in prostitution.

Mr Gilman's father wrote an account of his life and work in pre-War China. Copies are available in the National Library of Beijing and at the Salvation Army in Hong Kong.

### A little advice to a troubled member

The downturn of the property market will obviously affect our members who are all actively doing businesses here. However, one of our members was more a victim of a mediocre estate agent than the property market slide. The concerned member was



本會助理總裁陳偉群博士對歷史素有研究，並為此搜尋了一些資料。他發現，上述兩條街道皆以一家首批來華的貿易洋行 Gilman & Co 命名。

這家公司於1861年為總商會的創會會員，並於1864年積極參與香港上海匯豐銀行的成立工作。該公司於1917年成為有限公司，後於1968年被英之傑集團收購。

占士·機利文接獲這些詳盡的資料

後，回信給陳博

士，說出了其父對香港的貢

獻。

原來機利文老先生是促成香港救世軍成立的功臣。他是駐北京的救世軍傳教士，於30年代初奉派往香港，商討救世軍在港的工作。

Mr Gilman



misled to sign contracts to sell and lease his property to two different parties at the same time.

I felt the urgency of the case because it was only a few days before the member had to appear in court for the lawsuit. Other than reporting the case to the recently established Estate Agents Authority as a follow-up, I offered him a list of our legal firm members who are specialised in the work of realty, plus many comforting words. At last he was able to find a member law firm to help him with the legal proceedings. He was very relieved when he called again and said that he could have some sleep at last. This is how the Chamber and members can help.

### Communication with the Government

One of our wine manufacturers' operations was seriously jeopardised by the Government's decision to withdraw the lease contract of a site for strategic development.

Despite our member's effort to arrange for the plant's relocation, his original move-in schedule could not be met because different authorities were putting different requirements on the new plant. If all



requirements were to be met, it would take more than a year to complete. It was also impossible to move the operation to any ordinary factory building because the floor loading could not accommodate the weight of the wine barrels and bottles of wine. When we were briefed about the case, we argued on behalf of our member and wrote to the Lands Department requesting for rescheduling the land resumption to allow a reasonable lead-time for our member to plan the relocation. The request was finally granted and our member was able to have more time to plan the move.

There are many other examples of the Chamber helping members. We will try to seek assistance from our resourceful

network and membership base when you call on us. Your concerns and problems will help to enlarge our scope of service because our list and experience will grow with two-way communication. Please feel free to call me

direct on 2823 1262 or by email: [daisy@hkgcc.org.hk](mailto:daisy@hkgcc.org.hk). ■

\* Daisy Lo, Membership Manager, HKGCC.

後來，他為被誘騙賣淫的少女成立收容宿舍。

機利文老先生生前曾執筆撰寫自傳，記錄了畢生的經歷及戰前在中國工作的所見所聞。該自傳現存放於北京中央圖書館及香港救世軍。

### 給飽受困擾的會員一點指引

活躍於樓宇買賣的會員，必因樓市低迷大受影響。然而，令我們這一位會員苦不堪言的，是無良的地產經紀，而非樓市下挫。在經紀的誤導下，這位會員同時分別與兩個合約方簽訂合約，出售及出租名下物業。

接到求助當天，距這名會員上庭應訊只有數天，我感到事態緊急，於是馬上把他的情況告知剛成立的地產代理監管局，以便跟進，並把會內專門處理房地產訴訟的律師事務所名單給他，當然還安慰了他一番。最後，他獲得名單中一家律師事務所的幫助，處理有關的法律訴訟。他再次來電時，已如釋重負，並說終於可以安寢了。這個事例，正好說明了本會如何幫助您們、會員間如何守望相助。

### 與政府溝通

本會一位從事釀酒業的會員因政府決定取消出租合約，把原來的出租地點改為策略性發展，以致公司運作大受影響。雖然該會員努力另覓廠房，但由於不同部門對新廠房各有規定，因此，他未能按照原定日期搬遷。倘若符合所有規定，則須待一年以上的光景。此外，該會員亦不能把廠房遷往一般工廠大廈，因為樓面的承重量不足以負荷酒桶和酒瓶的重量。我們得悉此事後，便代表該名會員致函地政總署，要求當局押後收回土地，以便給他合理的時間計劃搬廠事宜。最後，當局接納請求，容許他押後搬遷。

總商會協助會員的例子俯拾即是。只要您提出要求，我們便會從本會龐大的網絡和會員名單中尋找協助的門徑。解決您的問題，有助我們擴大服務範圍；雙向溝通，能使我們的人脈網絡擴大，經驗日增。歡迎隨時與我聯絡，電話：2823 1262；電郵 [daisy@hkgcc.org.hk](mailto:daisy@hkgcc.org.hk)。■

\* 盧淑賢是本會會員事務經理

# Members should prepare now for new scheme

Less than 18 months from now, all Hong Kong employers must be ready for the start-up of the Mandatory Provident Fund (MPF), the compulsory retirement scheme for all employees in the Hong Kong Special Administrative Region.

With the introduction of the MPF scheme currently scheduled for December 1 next year, deadlines for compliance with all aspects of the MPF are tight and all Chamber members are advised to consider their options urgently, if they have not started doing so already.

The entire SAR retirement scheme industry (insurers, banks, fund managers, trustees, administrators, actuaries, consultants) as well as the Mandatory Provident Fund Schemes Authority (MPFA), the Securities and Futures Commission and various professional bodies are working hard to ensure they are ready to meet the deadlines in the lead-up to the final start-up date.

But much work needs to be done to ensure the community is ready for MPF introduction, especially amongst employers

and employees, including importantly those small and medium sized enterprises (and their employees) who may have had little previous experience with retirement schemes.

In the near term future, the Chamber itself will be doing its utmost to ensure that all members are kept up-to-date with developments concerning MPF, including an ongoing education and briefing programme for members and their employees. At a later date, it also hopes to be able to recommend to members certain MPF products for their use.

There are, however, already plenty of things employers should be doing to ensure they get on track for the introduction of MPF and are aware of what it means for their business and their employees.

The regulatory authority for the MPF, the MPF Schemes Authority, has now published guidelines for all aspects of the new retirement scheme and potential MPF service providers to employers are preparing their MPF products to meet both the guidelines and the deadlines set by the Authority.

For example, approval of MPF Trustees begins on August 3 and is expected to be completed by October 31 this year. Approval of MPF products from service providers also begins on August 3 this year and should be ready for initial marketing early in the New Year.

But what can employers do themselves



## 會員應早作準備 迎接強積金計劃

還 有不足18個月，全港的僱主便須實行強制性公積金計劃——一項為全港僱員設立的強制性退休保障計劃。

強積金計劃訂於明年12月1日推出，時限緊迫，本會會員若仍未籌備，應從速行事。

在本港，涉及退休計劃的業界人士（包括保險公司、銀行、基金經理、受託人、行政人員、保險統計師、顧問），以及強制性公積金計劃管理局、證券及期貨事務監察委員會和多家專業團體正密鑼緊鼓，確保籌備工作在期限屆滿前完成。

然而，有關方面尚要繼續努力，才能確保全港市民準備就緒，迎接強積金計劃的來臨，特別是中小企業的僱主及僱員，他們較缺乏參加退休保障計劃經驗，因此，在這方面尤須多加注意。

短期來說，總商會將盡力確保所有會員得悉強積金計劃的最新發展，包括為會員及其僱員不斷籌辦教育活動及講座。稍後，本

會亦期望向會員推介不同的強積金產品，以供選用。

不過，僱主現時應就迎接強積金計劃一事多作準備，並了解有關計劃對公司及僱員的影響。

強積金計劃的監管機構強積金管理局已印備指引，介紹新退休保障計劃的各個範疇，而有意為僱主提供強積金服務的商戶亦按照指引的規定及當局訂下的期限，準備各種強積金產品。

舉例說，當局將於8月3日起審查強積金受託人，預計有關工作可於本年10月31日前完成。當局亦於8月3日起審核服務供應商的強積金產品，預計供應商可於明年初為產品展開初步的市務推廣。

然而，僱主能如何確保在明年12月前準備妥當，迎接強積金計劃呢？這要視乎公司的規模、業務的類別，以及公司有沒有現行的退休保障計劃。中小型企業的資源較為有限，因此進行預備工作時，最為困難。

其實，僱主也可做些預備工夫，例如，所有僱主應掌握強積金的基本知識，如哪些是受計劃保障人士、供款比例（僱主及僱員各須按僱員的入息供款5%）、有意提供強積金服務的商戶等。如可以，僱主亦應徵詢人力資源顧問的意見。

根據《職業退休計劃條例》參加了現行的退休保障計劃的僱主，比沒有參加任何計劃的更急需行動，原因是後者屆時別無選擇，只能參與強積金計劃。

設個譬如，參加了現行職業退休計劃的僱主應立即考慮實行強積金計劃後，現有的計劃的前景問題，並選擇最適合公司業務的方案。他們應考慮是否繼續實行現有的計劃，豁免推行強積金？是否取消原有的計劃，全面投入將來的強積金計劃？還是職休計劃及強積金雙制並行，並給予僱員一次機會，任擇其一？

若僱主有意繼續實行原有的職休計劃，並申請豁免推行強積金計劃，應在本年底前

to ensure they are ready for the introduction of MPF by December next year? The answers to this question rely somewhat on the size and type of business employers are in and whether they have existing retirement schemes or not. Preparations for small and medium sized businesses, with their usually limited resources are probably the most difficult.

There are, however, certain things that all employers can do to prepare themselves. All should, for example, learn the basics of MPF - who is to be covered, the contribution rates (employer and employee each contributing five per cent of the employee's income), potential service providers and the like. Where they can, they should also consult their advisers on human resources matters about the MPF.

For those employers with existing retirement schemes under the Occupational Retirement Schemes Ordinance (ORSO) the situation is probably more urgent than for those with no schemes at all and who will, therefore, be merely adopting MPF for their scheme.

Employers with ORSO schemes should, for example, immediately consider their options regarding the future of their existing schemes in the coming MPF environment, and consider the most appropriate strategy for their business. Should they seek MPF exemption for their scheme? Should they consider closing it and relying totally on the future MPF? Or are they going to run parallel ORSO/MPF schemes with a "one-off" choice to their employees?

If they are intending to seek MPF exemption for their ORSO scheme, they should arrange to have everything ready by

作好準備，並於明年1月3日至5月3日期間遞交申請書。至少，他們應徵詢顧問對僱傭、薪酬及僱員福利事宜的意見。

不論是否參加了現行的職休計劃，僱主亦須增進對強積金的認識，不僅如此，他們還須儘早選聘提供強積金服務的商戶，因為事情已迫在眉睫。

僱主也應檢視本身的僱員管理及薪酬制度，確保有關制度能適應及配合強積金的規定。此外，僱主亦應確保具備有關資料及機制，以便與員工商討有關強積金的各項事宜。

除此之外，僱主應謹記強積金並非可有可無，而是強制性執行的。倘若按照目前的时间表（至今沒有任何跡象顯示，推行強積金計劃的时间表會修改），強積金將於明年12月1日推出。僱主必須確保屆時萬事俱備。■

註：有意查詢有關強積金的詳細資料，請瀏覽強制性公積金計劃管理局網頁（網址：[www.mpfahk.org](http://www.mpfahk.org)）。

the end of this year to make their application for exemption between January 3 and May 3 next year. At the very least, they should be already consulting their normal advisers on employment, remuneration and employee-benefit matters.

Apart from boosting their overall knowledge on MPF matters, all employers (whether they have an existing ORSO scheme or not) should ensure they are ready to choose their MPF scheme provider as early as possible, as there is likely to be a last minute rush.

All employers should also examine their employee administration and payroll systems to ensure they will be able to cope

with - and fit within - MPF requirements. They should also ensure they have the materials and systems ready to be able to communicate with their employees on all aspects of MPF.

Above all, employers should remember that MPF is not an option, it is mandatory. Provided the present schedule is adhered to - and, at this stage, there is no sign that it will be varied - MPF will be introduced on December 1 next year. All employers should ensure they will be ready.

Detailed information on the MPF is now available on the Mandatory Provident Fund Schemes Authority (MPFA) homepage at [www.mpfahk.org](http://www.mpfahk.org). ■

Key Stage 主要階段	Schedule 時間
<b>Regulation of MPF Intermediaries 強積金中介人的規管</b>	
Examination for MPF Intermediaries 強積金中介人的考試	August 1999 onwards 1999年8月起
<b>Licensing 簽發牌照</b>	
Preparatory stage 籌備階段	May to July 1999 1999年5月至7月
Lodgment of applications 遞交申請	August 1999 1999年8月
Notification of results by the MPFA 管理局向申請人發出申請結果通知書	Early 2000 2000年初
Tendering of Industry Schemes 招標承投營辦行業計劃	End 1999 1999年年底
<b>Exemption of ORSO Schemes from MPF Requirements 審理職業退休計劃的強積金豁免申請</b>	
Preparatory stage 籌備階段	January to April 2000 2000年1月至4月
Deadline for lodgment of applications 遞交申請的最後限期	3 May 2000 2000年5月3日
Notification of results by MPFA 管理局發出申請結果通知書	May to July 2000 2000年5月至7月
<b>Enrolment 加入強積金計劃</b>	
Marketing of and enrolment into MPF Schemes 服務提供者進行市場推廣及 合資格人士加入計劃	Early 2000 to November 2000 2000年年初至 2000年11月
<b>Collection of Contributions 收集供款</b>	<b>December 2000 2000年12月</b>

\*\* The MPFA will review the timetable from time to time and may change the timetable, if necessary, to ensure that it is achievable by all parties concerned.

\*\* 強積金管理局會因應情況檢討時間表，並在有需要時出修改，以確保時間表對各方面的人士來說都切實可行。

# The Chamber's oldest member

The Chamber was officially inaugurated on January 1<sup>st</sup>, 1861 with the Standard Chartered Bank being one of 61 original founding members. In line with this retrospective view, we will take a look at this member and see how their history is closely associated with that of the Chambers.

## Standard Chartered Bank

The Standard Chartered Bank, known in 1861 as The Chartered Bank, and the HKGCC's history are somewhat intertwined.

The Chartered Bank joined the HKGCC as a founder member just two years after setting up a branch in Hong Kong.

Mr **Paul Lowndes**, Senior Manager, Group Executive Director's Office, Standard Chartered Bank, said the interaction between the two had been an experience that was priceless.

"The HKGCC was the first organisation to protect the interests of business and commerce in Hong Kong. It provided a coherent and independent forum to express views and reflect them to the relevant authorities. We have grown with the Chamber and believe that our mutualistic relationship has been beneficial, and indeed, invaluable to both," he said.

The origin of The Chartered Bank – the longest established bank in Hong Kong – is steeped in the

historical and political events in the mid-1800s.

It owes its existence to a far-sighted Scot named James Wilson, a Member of Parliament, a keen businessman, and the

founder of *The Economist* – still one of the world's leading journals.

Wilson announced the proposed incorporation of The Chartered Bank of India, Australia and China in October 1852,



The Chartered Bank's certificate of membership.

渣打銀行的會員證書

## 資深會員巡禮

香港總商會於1861年1月1日正式成立。渣打銀行是61家創會會員之一。以下將介紹這家會員公司的創業經過，從中，我們可窺探它與本會的關係如何密切。

### 渣打銀行

渣打銀行於1861年創辦，與香港總商會的歷史可謂一脈相連。

該行在港設立分行後僅兩年，即加盟了總商會，成為創會會員之一。

渣打集團執行董事辦公室高級經理**龍迪士**稱，渣打與總商會的多年交往，意義重大。

他說：「總商會是香港首個保護工商界權益的組織，它能立場堅定和中立地發表意見，並向當局反映。我們與總商會一起成長，並深信彼此的互助關係能令雙方獲益，珍貴無比。」

渣打銀行是本港歷史最悠久的銀行，起源可追溯到19世紀中葉。該行由**占士·威爾遜**創辦。威氏是蘇格蘭人，目光遠大，他是英國國會議員、商界領袖，也是《經濟學人》的創辦人。至今，該雜誌仍是全球居領導地位的財經雜誌。

威爾遜於1852年10月宣佈，計劃成立印度、澳洲及中國渣打銀行，法定股本為100萬英鎊。

時至1973年，渣打集團的已發行資本儲備已達1億8,300萬英鎊，資產值超過405億元。

最初成立的40年間，銀行經歷了棉花、茶葉、咖啡、靛青、黃麻等工業危機，並渡過了印度白銀及多次外幣風潮。其時，不少其他銀行因抵受不了這些危機的衝擊而紛紛倒閉。

早年，金融市場不時出現恐慌，其中以1856及1866年間爆發的危機最為嚴重，當時多家在中國奠定了穩固基業的大商號也相繼倒下。單在1866年，本港11家銀行中，便有六家停止付款，但渣打銀行當然不在此列。在此期間，渣打銀行委實受到衝擊，但仍能



with the authorised capital of 1,000,000 pounds.

Today, the Group's issued capital reserves stand at 183 million pounds and it has assets, which exceed HK\$40,500 million.

During the first forty years the bank surmounted to the ups and downs of crises in the cotton, tea, coffee, indigo and jute industries; it withstood the Indian silver crisis and many foreign exchange crises, which were to topple other banks and force them to close their doors.

Financial panics were quite frequent in these early days and the worst of these in 1865 and 1866 tumbled many old and firmly established business houses in China. In the year 1866 alone, six of the eleven banks in Hong Kong stopped payment. But not the Chartered Bank. True it suffered setbacks, but it survived the crisis, as it was to survive many more in later years.

"If there was a crisis at the bank officials had to handle it themselves without seeking permission from the headquarters in London because mail – the only way of communicating – took six months for a round trip," he said.

By the early 1890s The Chartered Bank, having outlived these events, was confident that its early struggles were over and turned to consolidation.



**The Chartered Bank building in Hong Kong circa 1861.**

1861年間香港的渣打銀行



**The Chartered Bank building. 渣打銀行舊貌**

Part of the bank's initial policy of expansion was to establish a branch in Hong Kong in 1859 – only six years after receiving its Charter.

"Originally we chose grey and blue colours for the bank. However, we later found out these colours were not auspicious to the Chinese and so changed them to blue and green," he said.

With her unchallenged sea power Britain had been able to remain predominant in the Far East and with the coming of larger ships, the superiority of Hong Kong as a natural

克服困難，在隨後的危機裡，同樣履險如夷。

龍迪士說：「當時，若銀行出現危機，職員須自行應付，不需事事徵求倫敦總部的批准，原因是郵遞是當時唯一的通訊方法，往來函件需時半年之久。」

至1890年代初期，渣打銀行歷盡驚濤駭浪後，深信早年的艱難時刻已過，故轉而致力鞏固業務。

根據早期的擴充計劃，該行訂於1859年（即獲特許授權後僅六年）在港設立分行。

龍氏稱：「起初，本行選

harbour served to shift the centre of trade from the Pearl River area focused on Canton to the island of Hong Kong.

"Back then Hong Kong was considered a hardship posting – with no air-conditioners, frequent outbreaks of malaria and being a long way from home expatriates were put on five year contracts," he said.

Rapidly Hong Kong developed as a commercial centre and matching its development The Chartered Bank similarly grew in importance. In 1862, as permitted by the Royal Charter, the Hong Kong branch issued its own notes, and within three years they were in wide circulation. ■

用了灰色和藍色作為商標顏色。可是，後來我們發現，中國人認為這是不祥的顏色，於是改用了藍色和綠色。」

英國稱霸海上，能在遠東地區維持優勢，加上大型船舶日增，香港挾天然良港的優點，有利船舶進港，因此能取代了珠江口岸地區及廣州，成為區內的貿易中心。

他說：「以前，外國人視派駐香港為苦差。這裡既沒有空調設備，又經常爆發瘧疾，且與家鄉遠隔重洋，因此，駐港的外國人士必須簽訂五年合約。」

其後，香港迅速發展為商業中心，而渣打銀行亦跟隨發展，地位也日益重要。1862年，香港分行獲皇家特許發行紙幣，在短短三年內，該行發行的紙幣已廣泛流通。■

## More new members join us

## 加入商會 盡享權益

Apollo Industries (Holdings) Co Ltd  
波羅實業(集團)有限公司

Ms Carty Lam  
林萍珠小姐

*Trading*

Avanti Network Consultancy  
華般電腦網絡顧問

Mr Shung Chi Lee  
李崇志先生

Marketing Director  
*Service*

Basy Fashions Wholesale Co  
貝茜時裝批發公司

Ms Hung Chun Li  
李紅珍女士

*Service*

Banca Popolare di Bergamo - Credito  
Varesino, HK Rep Office

加莫人民銀行 - 華內仙奴信貸銀行  
香港代表辦事處

Mr Andrea Croci  
高馳先生

Chief Representative  
*Service*

Bay Apparel Ltd

Mr Brian Hung Tak Leung  
梁孔德先生

Director  
*Trading*

China Pacific Group Ltd  
中匯亞洲集團有限公司

Ms Wai Chan  
*Trading*

Cisco Systems (HK) Ltd  
思科系統(香港)有限公司

Ms Suky Yan  
殷淑儀小姐  
Admin Manager  
*Service*

Celestial Asia Securities Holdings Ltd  
富投資集團有限公司

Mr Ken Wee Khoo  
邱堅煒先生

Managing Director  
*Investment Company*

Dunwell Industrial (Holdings) Ltd  
正昌(集團)有限公司

Mr Daniel M Cheng  
鄭文聰先生

Group Managing Director  
*Service; Trading; Manufacturing*

Form Advertising Co Ltd  
匡格廣告設計有限公司

Mr Yee Keung Lee  
李以強先生

Managing Director  
*Service*

Fung Cheong Loong Ind Co Ltd  
昌隆實業有限公司

Ms Tai Ching Yung  
翁泰貞女士

*Manufacturing*

GN Netcom Asia Ltd

Mr Steen Boge  
朴士天先生

Managing Director  
*Trading; Manufacturing*

Hong Kong Jockey Club, The  
港賽馬會

Mr. Kim Mak  
麥建華先生

Director of Corporate Development  
*Service*

Special Assets Ltd  
特別資產有限公司

Mr Robert L Meyer  
Chairman & Managing Director  
*Service*

Saintis Alp (International) Co Ltd  
跡岩(國際)有限公司

Mr Lawrence Chan  
陳錦添先生

General Manager  
*Service*

SME Consultants Ltd  
中小企業顧問有限公司

Mr Richard Kai Man Ting  
丁啟文先生

Managing Director  
*Service*

Taylor Nelson Sofres Hong Kong Ltd  
範市場研究社有限公司

Mr Frank Smithers  
Managing Director

*Service*

Union Oriental Co Ltd

聯迪東方有限公司  
Mr Pak Wei Wong

黃伯威先生  
Managing Director

*Trading*

Vienna Representative Office o/b City of  
Vienna

Dr Johannes Neumann  
柳濬文博士

Director  
*Service*

Winwell International Ltd  
運協國際有限公司

Mr Peter Chau  
周彼德先生

*Trading*

# The pearl of Bohai sea

According to the Chinese legend, 2000 years ago the first emperor of China - Qinshihuang - came to Qinhuangdao to seek immortals.

Located at the border of Northeast and North China economic areas Qinhuangdao is in the centre of the Bohai region and 281 km east of Beijing.

The well-known summer resort - Beidaihe - and historic town - Shanhaiguan - make Qinhuangdao a first class tourist destination - six million visitors annually.

Fourteen coastal cities including Dalian, Qinhuangdao, Tianjin and Shanghai set up economic and technological development zones with the approval of the State Council in February 1984.

Qinhuangdao Economic and Technological Development Zone (QETDZ) has an area of 10 km. It is located in the west of the Haigang District, the seat of the municipal government. It is 15 km east of Shanhaiguan and 15 km west of Beidaihe.

An excellent investment environment and preferential policies make QETDZ a hotspot for investment.

## 渤海明珠

秦皇島位於中國東北與華南兩大經濟區交界，居渤海區的中間地帶，距北京 281 公里。相傳 2000 多年前，中國第一位皇帝秦始皇到這裡求仙，因此而得名。

中國著名的避暑勝地北戴河和歷史名城山海關均位於秦皇島市所轄區內，故當地成了中國的甲級旅遊城市，每年旅客數目平均達六百萬。

1984 年 2 月，中國國務院批准大連、秦皇島、天津及上海等 14 個沿岸城市設立經濟技術開發區。

秦皇島經濟技術開發區佔地 10 平方公里，位於當地市政府所在地海港區的西部，東距山海關 15 公里，西距北戴河 15 公里。

秦皇島經濟技術開發區投資環境得天獨厚，並實行優惠政策，因此成為投資者的首選之地。

開發區奉行「時時事事方便投資者」的信條，並實施「一條龍」式的服務體系，方便檢

The QETDZ abides by the rule "the investor is king" and carries out a coordinated process of examination and approval. It has set up judicial bodies such as the Public Security Bureau, Procuratorial Office, Courthouse and intermediary offices such as Law Offices, Notary Offices and Auditor Offices.

A complete administrative services system was founded, with the support of relevant departments and organisations such as the Bureau of Commerce and Industry, Taxation Bureau and Customs Bank.

QETDZ has all the important infrastructure facilities such as transportation, traffic, telecommunications, water and electricity. A new express train from Beijing to Qinhuangdao and also a freeway will bring the development zone even closer to the capital.

Shanhaiguan Airport has airlines to over 10 cities such as Beijing, Shanghai, Guangzhou and Harbin.

Qinhuangdao Port has the second largest handling capacity in China and is only 1 km away from QETDZ. The port has trade relations with harbours of more than 80 countries.

查及批核。區內設立了公安局、檢察院、法院和律師事務所、公證行及審計行等中介機構。

此外，當地的行政服務網絡完善，工商局、稅務局、海關及銀行等政府機關及金融機構，一應俱全。

開發區的運輸、交通、電訊及水電供應等基礎設施完備，設有京秦鐵路高速列車，並建京秦高速公路，以拉近當地與北京之間的距離。

當地的山海關機場開設了秦皇島至北京、上海、廣州及哈爾濱等 10 個國內城市的航線。

秦皇島港口是中國的第二大港，距開發區僅 1 公里，目前已跟全球 80 多國建立了貿易關係。

此外，開發區的郵電通訊十分發達，可直撥至內地 1,000 多個城市和世界 180 個國家。

開發區吸引了來自 26 個國家的投資者興辦 1,000 多家企業。

區內建有 10 所高等學府、專科中學及研究院，當中包括燕山大學及東北大



**Qinhuangdao Economic and Technological Development zone.**  
秦皇島經濟技術開發區

The post and telecommunication of QETDZ is also well developed. Direct dial reaches over 1000 cities in China and 180 countries around the world.

Over 1,000 enterprises have been established in QETDZ from as many as 26 countries.

QETDZ is located in area that has 10 colleges, technical secondary schools and research institutes including Yanshan University and Northeast University. With this high concentration of educational facilities it is an ideal place to attract managerial talents and develop high technology.

Qinhuangdao has taken on the look of a modern industrial park and is rising up as one of Bohai's bright pearls of economic development. ■

學。由於當地名校林立，因此成為吸引管理專才及發展高科技的選想之地。

秦皇島已漸具現代化工業園的規模，勢將崛起成為渤海在經濟發展方面的一顆明珠。■



**Mr Hu Yingjie (right), Director of the Administrative Committee of QETDZ briefs a visiting foreign businesswoman.**

秦皇島開發區管委會主任胡英傑（右）向外商介紹投資環境

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# No change in Government's Economic forecast

**H**ighlight of the month under review for the Economic and Legislative Affairs Division was providing reaction to the Government's First Quarter Economic report to both local and foreign media. The report showed no change to the Government's forecast of 0.5 per cent growth for the full 1999 year, although in the opening three months the economy was down another 3.5 per cent compared with the same period last year.

During the month, the Chief Economist also met with representatives of the International Monetary Fund (IMF) Article IV consultation team to discuss their forthcoming report on the local economy.

The Chamber organised an internal meeting on "Recent regulations on Processing Industries in China" on May 21. Over 50 members attended the meeting and expressed their concerns on the effect of the new regulations. Members concerns were consolidated and a submission paper were sent to MOFTEC via the Economic Department of NCNA on May 28.

A four-member delegation from Fujian, led by Mr **Chen Shaoh**, Vice Director-

General, Office for External the Economic Affairs of Fujian Province, visited the Chamber on June 3 to promote the '99 China Fair for International Investment and Trade. The Fair, to be sponsored by MOFTEC, will be held in Xiamen on September 8-10. Dr Eden Woon, Director of the Chamber attended a Press Conference on the Fair on June 7. At the Press Conference, Ms **Ma Xiuhong**, Assistant Minister of MOFTEC, briefed the media the details of the Fair.

Members of the Americas Committee met on June 2 for Chairman and Vice-chairmen election. Supported by all members, Mr **Andrew Yuen**, Executive Director of On Kun Hong Ltd was re-elected Chairman. Mr **H Y Hung**, Director of Wing Han Trading Co Ltd, and Mr **John Draheim**, Group Treasurer of ASTEC (BSR) Plc were re-elected Vice-chairmen.

The Shipping Committee members met on June 10 to elect new Chairman and Vice-chairmen. Supported by all members, Mr **Neil Russell**, Director of Wallem & Company Ltd was elected Chairman, Mr **Michael Sandpearl**,

Director of Marketing, Modern Terminals Ltd, and Capt **H C Yu**, Deputy Managing Director, COSCO (HK) Shipping Co Ltd were elected Vice-chairmen respectively.

Following a meeting of the General Committee on June 2 and the HKCSI Executive Committee on June 3, it has been agreed that the role of the HKCSI should be defined more clearly so as to enhance its role and function for the Chamber and for Hong Kong. Accordingly, the HKCSI is now identified as "The Service Policy Think Tank of the Chamber".

On May 21 the Industry and Technology Committee made a submission entitled "Realising the Vision" to the Commission on Innovation and Technology. In the paper various aspects of innovation and technology were addressed, including manpower, innovative culture, business environment and institutional arrangements.

21 tenders were announced for Government Supplies Department and 3 tenders for other Departments on the Chamber Web site. ■

## 政府經濟預測不變

**在**六月份，經濟及立法事務部的重點工作是就政府的首季經濟報告向本港及外國傳媒回應。雖然本年首三個月的經濟較去年同期再度下降了3.5%，但在報告裡，政府並沒有改變1999年全年0.5%的經濟增長預測。

月內，首席經濟學家與國際貨幣基金組織第四條款諮詢小組代表會面，討論小組稍後發表的本港經濟報告。

5月21日，總商會舉行「中華人民共和國海關對企業實施分類管理辦法」及加工貿易銀行保證金權帳新制度內部會議，逾50名會員參加。會上，參加者提出了對新規定的關注事項。本會整理會員的意見後，於5月28日透過新華社經濟部向對外貿易經濟合作部提交意見書。

6月3日，福建省政府對外開放事務辦公室**陳少和**率四人代表團到訪，宣傳「99中國福州國際招商月暨海峽科技文化博覽會」。該博覽會由對外貿易經濟合作部贊助，將於9月8至10日在廈門舉行。6月7日，本會總裁翁以登博士出席博覽會的記者招待會。會上，對外貿易經濟合作部部長助理**馬秀紅**女士向傳媒介紹博覽會詳情。

6月2日，美洲委員會選舉正副主席。安勤行有限公司總經理**袁耀全**以全票蟬聯主席。永恆貿易有限公司董事**洪克有**、雅達(博雅)集團的**戴謙**再度當選為副主席。

6月10日，船務委員會選出新任正副主席。華林船務集團有限公司董事**羅理奧**以全票當選為主席。現代貨箱碼頭有限公司總監

**岑德培**及中遠(香港)航運有限公司的**于學忠**船長分別獲選為副主席。

理事會及香港服務業聯盟執行委員會分別於6月2日及6月3日開會，同意應更清晰地界定香港服務業聯盟的角色，藉此鞏固它在本會及香港的角色與功能。經過研究後，聯盟現界定為「總商會服務業政策智囊團」。

5月21日，工業及科技委員會向政府的創新科技委員會提呈意見書，題為「實現目標」。意見書討論了人力資源、創新文化、營商環境及機制架構等多項有關創新科技的問題。

本會網頁轉載了政府物料供應處21個及其他部門3個招標項目。■



**Chief Executive, Mr Tung Chee-hwa, came to the Chamber on June 2 to speak with the Chamber Council and General Committee.**

行政長官董建華 6 月 2 日到訪，與本會諮議會及理事會成員會面。



**Dr Lo Ka-shui, Chairman of the GEM Working Group, spoke at a luncheon on May 31 about Hong Kong's second board.**

在 5 月 31 日的午餐會上，創業板工作小組主席羅嘉瑞博士講述第二板市場事宜。



**Co-organised by the Chamber and Chevalier (HK) Ltd, a conference on the prospects for technological development was held on May 27. From left to right: Dr Y C Chow, Chairman, Chevalier Group; Mr C C Tung, Chamber Chairman; Dr Moms Chang, Chairman of Taiwan Semiconductor Manufacturing Co and Dr James Liu CEO of Hong Kong Industrial Technology Centre Corp.**

本會與其士集團於 5 月 27 日合辦科技發展前景會議。圖左至右：其士集團主席周亦卿博士、本會董建成主席、台灣積體電路製造股份有限公司董事長張忠謀博士，及香港工業科技中心行政總裁劉勁博士。



**Ninety-three pieces of jet-fresh salmon were ordered by Chamber members. From left to right: Stephen Wong, Chamber Manager, Franco Lai, Director, Air Eagle, Y S Cheung, Chamber Assistant Director, and Johnson Hung, Managing Director, Air Eagle.**

會員訂購了 93 條空運到港的新鮮三文魚。左起：本會行政及財務經理黃國安、飛鷹國際貨運董事黎紹明、本會助理總裁張耀成及飛鷹國際董事總經理孔國輝。

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香港 1998

HONGKONG 1998



# CHAMBER FORECAST

## COMING EVENTS

**July 20, 99**

Seminar on "How to Conduct a Selection Interview"  
(Cantonese with English Manual)

**July 20, 99**

Training Course: Handling Tax Audits in the PRC  
(Cantonese)

**July 21, 99**

Training Course: Elements of Successful Presentations  
(Cantonese)

**July 22, 99**

Seminar on Legend of BVI Companies - Tax Haven or A  
Trap? (Cantonese)

**July 22, 99**

Training Course: A Practical Approach to Conducting  
Inward Processing Manufacturing in the PRC (Cantonese)

**July 23, 99**

Subscription Luncheon with C Y Leung (English)

**July 23, 99**

Roundtable Luncheon: Commercial Dispute Resolution  
(English)

**July 29, 99**

Roundtable Luncheon: Industrial Automation (Cantonese)

**Aug 9, 99**

Training Course: How EQ Helps You in Adversity  
(Cantonese)

**Aug 10, 99**

Training Course: Requirements on Representative Officers  
in China (Cantonese)

**Aug 18, 99**

Training Course: Relationship Marketing (Cantonese)



*Diary  
Dates*

July 23, 1999

12.30 - 2.15 pm

**Subscription Luncheon with  
C Y Leung**

*Island Shangri-La Hotel  
(Enquiries: Ms Joe Cheng,  
Tel 2823 1225)*

## COMMITTEE MEETING

July 27, 99  
General Committee  
Meeting

*(Regular committee  
meetings open to respective  
committee members only,  
unless otherwise specified.)*



The  
**CHAMBER**

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余繼標 主席  
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