

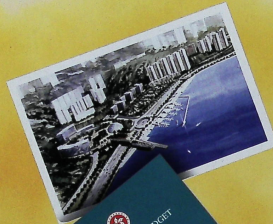
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企業雄才

HONG KONG ENTREPRENEUR



香港中華廠商聯合會月刊
A Monthly Publication of
The Chinese Manufacturers'
Association of Hong Kong



強本節用
共創新猷

1999-2000年度
財政預算案

The 1999-2000
BUDGET

超越速遞新強勢

MPC Express Services Ltd.

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1 要令客戶滿意，得從專業開始。因此，我們設有多達百人的完善速遞隊伍，設有專責小組分職急件、重要文件之打

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中國加入世貿組織 可為香港帶來大量商機

朱鎔基總理的美國之行取得了重大的成果，使得中國在今年內有很大的機會成為世界貿易組織的成員，中國加入世貿將為本港工商界帶來大量的商機。

中國加入世界貿易組織之後，必會進一步大幅削減關稅水平，消除各種貿易壁壘，有利於擴大進口貿易；同時，在世貿組織的框架下，中國可自動享有最惠國待遇，減少受美國以至歐盟等國家的歧視性貿易政策的限制，有利於內地產品，包括港商在內地投資企業的產品，進入發達國家市場。目前，內地的出口貿易中有將近一半是經香港轉口或轉運的，內地對外貿易額的擴大可使本港的貿易、航運、銀行、保險等相關的服務業從中受惠。

中國加入世貿組織是以擴大市場開放為前提條件的，故今後香港產品在內銷市場的份額可望進一步擴大。另一方面，市場開放將使國內產業特別是農業、化工、汽車製造等傳統產業面臨更大的競爭壓力。國內企業在加速調整的過程中，對資金、技術與管理的需求將更加殷切，擴大了本港與內地產業合作的空間。

內地的服務業亦會加大對外開放的步伐，可為本港企業參與投資內地的金融、零售批發、外貿、電訊、會計、顧問等行業帶來不可估量的商機。而隨着本港服務業在內地投資活動的蓬勃興起，內地的香港廠商亦可獲得更優質、完善的配套服務，從而提升其營運效率。

中國加入世貿組織很可能會引發新一輪的外來投資熱潮，本港作為跨國公司和台資企業進軍

內地市場之中轉站的作用可望進一步增強。此外，內地成為世貿組織的正式成員之後，在技術轉移方面受發達國家嚴格限制的不利局面亦會有所緩解，本港亦可在內地與海外日趨頻繁的技術經濟合作中發揮更積極的作用，例如可擔當內地高科技引進的中介角色，這將有助於本港企業與內地及海外企業在高新技術領域開展交流與合作，推動本港朝着創新科技中心、資訊中心的方向發展。

自一九八六年中國申請恢復關稅貿易總協定締約方地位以來，國內各行各業為了減少「復關」的新衝擊做了較充分的準備工作，但國內企業無論在產品、技術，還是經營規模和管理水平上，與發達國家的企業仍存在一定的差距，故在加入世界貿易組織的初期，內地企業所面臨的挑戰是相當嚴峻的，國企改革的難度亦會加大。但是，國內企業必須盡早從保護政策中解脫出來，才能逐步建立面向國際市場的經營機制，通過提高產品質量、改善服務、降低成本、增進效率提升長遠競爭力。此外，內地加入世貿之後，海外與內地的直接貿易會有所增加，香港公司的境外貿易活動亦會增強，在一定程度上會對本港的轉口貿易構成壓力。但在內地進出口貿易總額擴大的情況下，這一負面影響將是相對輕微的，因此，加入世界貿易組織將為內地的經濟發展和本港的經濟復甦帶來有利的契機。

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《企業雄才》增設創新／高科技產品欄目 歡迎會員踴躍投稿

《企業雄才》將於六月份加強內容，網羅更多最新資訊，包括為中小企業而設的專版等，令會員早握先機，超越同儕，遠致成功。

為了鼓勵會員應用先進科技，積極開發新產品，並將鑽研成果與其他會員分享，藉以加強彼此間的溝通及聯繫，本會將開闢一個新欄目，免費刊載會員旗下創新／高科技產品的資料。

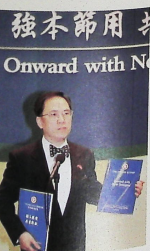
歡迎各會員踴躍投稿，請將三百字中文產品資料簡述連同兩張產品圖片寄交香港中環干諾道中64-66號廠商會大廈三樓公關及刊物部收。如有任何疑問，歡迎聯絡本會助理秘書鄧萃聰小姐，電話：2542 8641，傳真：2541 4541。

1999-2000 年度 財政預算案



財政司司長曾蔭權於上(三)月三日，在立法會上發表了題為「強本節用，共創新猷」的1999/2000年度財政預算案，就本港去年及來年的經濟作出回顧及展望。在經濟衰退及亞洲金融風暴的影響下，財政司司長作出了特區政府的首個赤字預算案，預計來年的財赤將達

365億元，而未來兩年的政府收支仍將繼續出現赤字，直至2001年才會好轉。然而，曾蔭權認為，縱然香港正經歷數十年以來最嚴峻的經濟挫折，憑藉港人無比的決心、堅毅的精神及積極的態度，必可將挑戰轉化為一次新的契機，使本港昂首闊步邁向新紀元。



財政司司長曾蔭權以「強本節用，共創新猷」為題制定1999/2000年度財政預算案。



海洋公園推出名為「古國歷險迷程」的表演節目，帶領遊客探索古代文明的奧秘。

現將該份預算案的主要內容彙錄如下：

1 支持工商業的措施

- 將凍結大部份政府收費的安排延長六個月
- 調低商船註冊及有關的收費
- 將轉口貨品報關費的比率由貨價的0.05%調低至0.025%
- 延長柴油稅特別寬減措施的有效期至2000年3月31日
- 豁免向汽車用石油氣徵收燃油稅，以促使所有新的士從2000年底開始改用石油氣
- 即日過境旅客免繳飛機乘客離境稅
- 發行有效期長達三年的商業登記證，費用為港幣5,200元
- 把合資格債務票據的最低面值，由現在的50萬港元或等值外幣降至5萬港元或等值外幣，使其收入享有50%稅務豁免
- 取消目前股票借用期不長於十二個月才可獲豁免印花稅的限制
- 與外地簽定避免雙重課稅協議，進一步吸引外地公司來香港營商

2 振興旅遊業

- 商討在香港興建主題公園之事宜
- 向海洋公園公司提供5億元貸款，重建公園的部分設施，包括興建名為「海洋奇觀」的新主題遊樂設施，重點包括新的海豚館、激流之旅和高素質的飲食購物中心
- 研究於香港仔興建「漁夫碼頭」的可行性
- 在北角興建郵輪碼頭

3 設立「數碼港」

- 透過公、私營機構合作形式，耗資130億元，於薄扶林鋼線灣設立「數碼港」，預計在2002年開始分期落成
- 數碼港將會提供超過12,000個職位，興建期間還會為建築行業製造約4,000個空缺，而本地較小型的資訊服務公司，亦有機會與著名的行業趨趨共處，就最新的科技發展和市場趨勢交流意見



(上圖)即日過境旅客可免繳飛機乘客離境稅。
(下圖)預計於2002年開始分期落成的數碼港商廈



(上圖) 香港的金融市場將面臨改革。
(下圖) 地鐵私有化將加強其競爭力。

4 改革證券及期貨市場

- 設立金融基礎設施督導委員會，在六個月內就合併結算系統提出具體的行動方案和實施時間表，並研究如何改善基礎建設，以配合直通式交易、網上電子貿易及無紙化市場等發展的科技需要
- 全面改革證券及期貨市場的規管制度，釐清證監會的規管目標，加強其監督與調查的權力，設立市場失當行為審裁處，制定網上交易規則，精簡市場中介者的發牌制度
- 把交易所和結算所「股份化」，最終以上市商業機構的形式運作，刺激市場創新及降低運作成本

5 發展債務市場

- 與地區內其他主要的金融中心通力合作，營造合適的市場環境
- 在1999年下半年，把外匯基金債券在香港聯合交易所掛牌上市，並容許在證券期貨和期權交易中，使用外匯基金票據為保證金抵押品
- 鼓勵信譽良好的外來公司，尤其是內地的企業在香港發行以港元或外幣為單位的債券，從而取得融資
- 致力促成地區內不同的交收和結算系統一體化，以便提高效率及降低交易成本，以及在地區內提高信用評級能力，以便為各種亞洲債券訂立公平可靠的市場基準

6 地鐵公司部分股權私有化

- 建議通過公開招股的形式，將地下鐵路(地鐵)公司的部分股權私有化，以提高效率和競爭力
- 制定合理的規管架構，平衡投資者、公司員工和乘客的利益

7 改革公務員制度

- 在1999年凍結公務員薪酬
- 進行詳細的基準檢討，確保公務員各級別的入職起薪點與私人機構的入職薪酬水平大致相若
- 對發放超時工作補貼及聘任津貼實施更嚴謹的規定
- 全面檢討所有與職責有關的津貼項目，並制定實施的原則和方式
- 在2000年年初就新聘員工的退休保障計劃提出建議
- 研究公務員的增薪與表現掛鉤
- 暫停增聘長俸制公務員

8 退稅措施

- 將1997/1998年度應課薪俸稅、利得稅及物業稅稅款的10%退還予納稅人
- 提供一次性的寬減，把今年七月至九月這一季的應課差餉款額減半

9 提高稅收措施

- 樓宇買賣印花稅率按物業價格調整，而有關稅項亦將延遲至完成物業交易後才徵收
- 差餉徵收率由4.5%提高至5%
- 增加博彩稅，六合彩及賽馬投注的博彩稅率，分別由20%調高至25%，及由18%調高至19%
- 調高海底隧道收費，私家車由10元增至20元，電車則由4元增至8元，其他類型車輛(包括的士)的收費仍維持不變
- 獅子山隧道的收費一律由6元調高至8元
- 路邊泊車續收費由2元提高至4元
- 交通違例定額罰款上調26.5%
- 考慮向乘遠洋客輪離港及經由陸路關口返回中國大陸的人士徵收海陸離境稅

本會意見

1 本會對財政司司長曾蔭權在立法會上發表的1999/2000年度財政預算案表示支持，認為整份財政預算案突出了「強本節用，共創新猷」的主題。在目前的經濟困境下，財政司司長既能以現實、客觀的態度顧及工商界和社會大眾的訴求，亦能以積極進取的精神為本港的長遠發展勾劃藍圖，實屬難得。本會認為，整份預算案能起到鞏固本港經濟根基、推動經濟復甦的作用，且貫徹了審慎理財、量入為出的穩健作風。本會相信，預算案將對本港經濟走出短暫的困境，以嶄新姿態邁向廿一世紀產生正面的作用。

2 本會認為，今年是香港經濟走出谷底、邁向復甦的關鍵時刻，在外圍環境有欠明朗、內部需求持續不振的情況下，特區政府實有必要適度增加開支，以加速本港經濟結構的調整，為經濟復甦注入動力。故此，本會認為，政府將今年的公共開支擴大至2,900億元，無疑是一種務實、積極的做法，亦是對審慎理財哲學靈活理解表現。雖然本財政年度將錄得365億元的赤字，但考慮到目前的經濟情況和本港具有高達4,384億元的累計財政盈餘，這個赤字仍是可以接受的。同時，本會亦強調，審慎理財原則是本港財政管理政策不可

樓宇買賣印花稅率將按物業價格調整。





財政預算案強調了推動科技創新的重要性。

動搖的基石，事實上，政府之所以能在經濟不景、收入銳減的情況下，通過擴大公共開支以豐補歉，進行經濟調節，全賴過往二十多年嚴格奉行審慎理財的原則，累積了相當可觀的儲備，本會希望政府今後繼續恪守這一原則及基本法的有關規定，努力開源節流，並利用來年經濟復甦的機會，盡早達致財政收支平衡，確保政府開支的增長在中長期內不低於經濟增長。

3 財政預算案中強調了發展高增值產業和推動科技創新的重要性，提出了斥資130億元興建數碼港的構想，本會對此至表歡迎。數碼港的興建有助提升香港在國際社會上的形象，帶來高科技通訊和多媒體設備和科技，對於促進資訊科技在本港的應用和普及亦能起到正面的作用，且能為本港經濟的發展開拓增長點，有助於提升本港的長遠競爭力。然而，本會建議政府在考慮數碼港的選址以及發展定位等問題時，應注意協調數碼港與目前在建的科學園之間的關係，使二者有機分工，緊密合作，必要時甚至可考慮將數碼港與科學園合併，或在鄰近科學園的地方興建數碼港，以便更好地發揮整體效應，並避免重複建設，節省基建費用。

4 對於預算案建議設立專責小組以檢討內地科研人才來港的政策，本會表示歡迎，本會認為，引進內地科研人才，除可促進本港與內地的經貿合作與交流，提升本地科技水平，更有助於企業開拓新領域發展，創造更多就業機會，故此，本會呼籲政府宜從速檢討入境措施，盡早放寬內地科研人才來港工作的限制。

5 本會對政府提出的一系列支持工商業的措施如降低轉口貨品報關費、調整燃油稅、發行有效期三年的商業登記證，與外國政府簽訂避免雙重課稅協議等表示歡迎，認為有關措施可以改善本港的營商環境。然而，預算案中對本港工業及中小型企業的長遠發展卻未嘗提及，則較令人失望。從亞洲金融風暴的經驗得知，一個健全的經濟體系，斷不可只集中於地產、服務及金融業，工業的成分亦是不可或缺的。此外，由於本港絕大部分的企業均為中小型企業，其發展與本港的經濟前景可謂息息相關，故此，本會希

望政府能就有關方面訂下長遠的發展策略，並檢討現時扶助工業及中小型企業發展的各项措施如科研基金及信貸計劃等能否發揮真正效用，以及考慮對企業研究開發和設備更新的支出提供稅項扣減等。

6 在稅務方面，預算案建議維持薪俸稅、利得稅稅率不變，繼續凍結政府收費，並擬退還10%在1997/98年度應課的薪俸稅、利得稅和物業稅，以及寬減部份差餉，本會認為，這些措施既能維持稅務環境基本平穩，又能達致還富於民、利民紓困，有助刺激本地消費的回升，然而，對於財政可提高若干稅收如調高交通違例定額罰款、海底隧道及路邊泊車執收費等，本會則不表支持。本會認為，有關的增幅少則二、三成，多則達一倍，在目前的經濟情況下實屬不合理，如果引致私人機構跟風加價，則最終會加重有關業內人士和市民的負擔。

7 此外，本會認為，雖然有關的凍結收費及退稅措施確有助改善營商氣氛，但在減低經營成本方面卻作用有限，現時，不少公用事業及公營機構的收費與市場走勢嚴重脫節，例如香港會議展覽中心的場租和服務費用，多年來均以10%的幅度逐年遞增，而其與市場推廣有關的服務收費亦不比私人機構便宜，本會認為，政府應就有關公營機構的收費問題，進行深入、全面的調查與檢討，在必要時進行大刀闊斧的改革，以加速本港成本結構的下調，為企業發展創造良好的外部環境。

8 此外，本會歡迎財政司司長計劃就證券及期貨市場進行革命性的改革，認為此舉有助加強監管市場機制，使香港成為優秀的國際金融中心。事實上，合併結算系統的做法乃一世界性趨勢，外國不少國家均已作出有關安排，如德國、澳洲及新加坡等都已先後對證券及期貨市場進行相似的改革，此外，合併兩所可精簡人手、控制成本，而投資者的投資成本亦會相應下調，有助吸引外來的資金投資於本港的證券及期貨市場。

9 本會亦歡迎政府凍結公務員薪酬的決定，認為此舉反映了政府官員與市民共渡時艱的決心，且有利於加速本港成本結構的調整。至於公務員體制上的改革，當局則應謹慎處理，並於各級公務員的代表進行緊密磋商，避免造成社會分化及動盪。此外，政府逐步將一些福利服務外判，以及將地鐵等公營機構私有化，既可精簡機構，增進效率，亦可開源節流，對恢復財政平衡實有莫大裨益。

10 對於預算案提出的一系列振興本港旅遊業的有力措施，如興建郵輪碼頭、漁夫碼頭以及主題公園等，本會深表支持。本會認為，有關計劃倘能順利推行，本港旅遊業將踏上嶄新的里程。至於徵收海陸離境稅的問題，本會認為，現時香港與內地的經貿關係已成水乳交融之勢，兩地的人員、貨物往來日趨頻密，故希望政府稍後研究是否徵收該稅項時，能先參考和聽取業界人士的意見，以免對業界造成沉重的負擔。

日本駐港總領事 榎田邦彥



對很多土生土長的香港人來說，這裡發生的事情都是理所當然；但日本駐港總領事榎田邦彥對香港這個城市卻另有體會。

榎田邦彥認為，由於香港講求法治、資訊發達、崇尚自由競爭、交易作風務實，故此日本公司樂於在香港投資。「我們和香港人有很多共通點，例如我們擁有共同的價值觀和採用共通的漢字，這份心理上的親切感令不少日本商人喜歡在香港投資。」榎田邦彥笑著說。

難怪有不少日本企業在香港投資發展，目前香港有二千三百家日本公司，僱用超過十萬名員工，這些日本公司投資的範圍十分廣泛，其中百分之二十五為金融保險業，百分之二十四為一般商業，百分之十二為房地產，其餘則有製造業、建築業、旅遊業、航運業及空運服務等。

不少日本公司對中國大陸的龐大市場都顯得雄心勃勃，隨著中國的不斷改革開放，外商的投資發展機會亦隨之而增加。榎田邦彥表示：「香港是大陸的門戶，過去十五年來，很多日本公司透過設立香港基地在大陸營運企業。」

有少數的香港日資百貨公司去年因為經營困難而結業，「這實在令人惋惜，」他嘆道，在目前的經濟形勢，這些日資公司的困難是無可避免，箇中原因相當複雜，日本本土的零售業備受嚴重衝擊，當經濟普遍放緩，本港的零售市道便會進一步受到打擊。

對香港經濟有信心

榎田邦彥常常都會談論到經濟的熱門話題，「一直以來，很多人問我有關經濟的意見，這個問題實在是老生常談，」他笑說。

以日本為例，榎田邦彥認為，香港的經濟逆轉與日本的泡沫經濟破產情況十分相似，跟香港一樣，日本政府出盡法寶以求經濟復甦，日本政府去年推出一項龐大的經濟計劃，包括利用公帑注資基建工程及大幅減稅，涉及款項之巨可謂前所未有，日本政府的目標是扭轉去年的經濟負增長，並期望今年可取得百分之零點五的經濟增長，由此可見，日本的經濟已接近谷底，並且正逐步走向復甦。

榎田邦彥十分支持港府最近實施一連串挽救經濟的措施，並期望這些措施能夠很快見效，他對於有人批評這些措施並不感到驚訝，「在經濟前景不明朗的情況下，政府公佈的一系列措施就更顯得雄心萬丈，任何宏圖大計都難免招人非議，但當我們數年後或十年後回顧前車的時候，我們便會慶幸曾經推行過這些措施。」

他強調，自己並非樂觀而是實事求是，「我們未必可以即時見到曙光，所有措施都需要時間去證明它們是否奏效。」

他相信，短期內香港經濟仍會出現一些不利因素，如失業率將持續高企，一九九九年仍然是艱苦的一年，香港經濟會繼續出現短暫性

波動，他勸諭港人勿因此而灰心，並相信本港經濟於二零零零年或以後可望復甦。他充滿信心地重申：「香港經濟絕對可以復甦，因此我希望港人不要氣餒，並要對自己保持信心。」

當香港正在積極謀求步向經濟復甦的同時，榎田邦彥表示，全世界包括日本依然對香港的長遠發展充滿信心，這一點相當重要。

對於香港興建迪士尼主題公園，榎田邦彥認為這個構想很不錯，至於香港迪士尼會否對日本迪士尼造成威脅？他回應道：「美國也有兩個迪士尼公園，一個在洛杉磯，一個在佛羅里達州奧蘭多，兩者各有特色，」同樣，他相信香港和日本的迪士尼公園也可以各自精彩，即使上海也建一個迪士尼公園，亦未嘗不是個好主意，這樣亞洲區的迪士尼公園必定多姿多采。

被問到這會否影響日本迪士尼公園時，他表示影響不大，他沉思道：「我相信有些台灣遊客可能會選擇到香港迪士尼公園遊覽多於日本迪士尼公園。」

宣揚日本文化

日本駐港領事館主要負責促進香港和日本兩地的合作交流，其中一項工作便是宣揚日本文化，例如每屆幾年在港舉行的日本節將於今年秋季再度登場，屆時將有不少日本文化團體蒞臨表演，還有插花、茶道及其他精彩節目。

由於傳媒的宣傳，以及日本電視劇和卡通片在香港流行，榎田邦彥相信香港人對日本文化不會感到陌生，而香港對日本的認識要比世界其他國家還要多。

除了宣揚日本文化外，領事館的工作還包括為香港居民簽發入境簽證，並和香港各界人士建立關係。

榎田邦彥指出促進港日關係並非是一項容易的工作，而他其中一項艱巨的任務就是向香港解釋有關日本的政策，對於日本的政治取向，一些意見指日本要回復為軍事強國，他強調：「這反映有些港人仍然對日本欠缺瞭解甚至存有誤解，事實並非如此，日本從未想過要再次走回軍事國家的道路。」為此，他會抓緊每個機會向本港社會人士解釋日本的真實情況。

至於商業貿易方面，港人如要查詢有關事宜，可直接聯絡日本貿易及工業部的日本對外貿易機構或日本省政府在港的代辦處。

日本外務部在世界各地均設有領事館，作為一個領事館一間私人機構的負責人當然有很大分別，榎田邦彥的工作就是要觀察本港的政治經濟環境，向日本外相匯報，並按照總部的指令，執行外相制定的有關政策，他認同整個架構具有官僚作風和集權制的特色，但他指出駐港領事館的管理模式與其他本地的私人公司無異。



榎田邦彥小檔案

一九六八年四月
一九六九年七月至一九七零年八月
一九七二年七月
一九七五年一月
一九七七年一月
一九七九年一月
一九八一年六月
一九八四年二月
一九八五年八月
一九八七年八月
一九八八年五月
一九九一年七月
一九九三年八月
一九九六年一月
一九九八年一月

任職於外務省
日本駐香港副領事
外務省中國課事務官
外務省大洋州課首席事務官
駐北京一等秘書
駐吉隆坡一等秘書
外務省北美局安全保障課首席事務官
外務省聯合國局裁軍課課長
外務省亞洲局中國課課長
英國皇家國際問題研究所客座研究員
駐日內瓦參贊
駐北京公使
內閣總理大臣秘書官(堀川、羽田、村山內閣)
外務省亞洲局參議官
駐香港總領事

一九九九年(己卯年)春節團拜

本會於一九九九年二月二十五日舉行己卯年春節團拜，全體會員歡聚一堂，共賀新春，場面熱鬧。

會長梁欽榮在團拜上致辭時指出，踏入1999年，香港經濟的最冬似有開始回暖的跡象，經過一年多的痛苦調整，本港經濟發展的內部條件已得到改善，而一些有利的外部因素亦相繼出現。



同日並舉行會董會晚宴，應邀出席的嘉賓包括新華社香港分社副社長馬國木倫(前排左五)、中國外交部駐港特派員公署副特派員盧國強(前排右四)及新華社香港分社多名領導等。本會各正副會長包括會長梁欽榮(前排右五)、常務副會長梁乃榮(前排左四)等並與各嘉賓合照留念。



本會正副會長、名譽會長、常務會董及會董於春節團拜上合照。



梁欽榮會長(中)、梁乃榮常務副會長(左二)、倪少傑名譽會長(右二)、陳永棋副會長(右一)及盧文端副會長(左一)於春節團拜上合照。

他續稱，多年以來，香港的繁榮乃建基於港商甚具彈性的適應能力，以及在瞬息萬變的經濟環境中，不斷建立自己優勝的條件。梁會長指出，憑藉港人的拼勁精神，以及國內經濟持續穩步的發展，本港的經濟將得以保持穩定的增長。本會定將秉承一貫的宗旨，致力為本港廠商營造更佳的投资環境，促進本港工業貿易的發展，使本港的經濟基礎更趨穩固。

新華社香港分社經濟部訪會

本會會長梁欽榮於三月十六日主持接待新華社香港分社經濟部胡國財部長和邴有剛處長一行，雙方就加強香港與內地經貿合作的有關問題廣泛交換了意見。

梁會長表示，廠商會多年來致力加強本港與內地的交流和合作。在推行有關活動和工作上，得到了新華社香港分社經濟部的大力支持與協助。他續稱，未來工業的發展路向，長遠而言應催谷高科技、高增值的新型工業發展；而從中短期著眼，則要大力推動傳統產業的升級換代。

胡國財部長對梁會長的意見表示贊同，並希望雙方保持緊密聯繫，為促進內地與香港之經貿合作而共同努力。

除梁欽榮會長外，本會參加接待者尚包括副會長楊孫西、呂明華、林輝實、盧文端和陸增熾等。



雙方代表於會後合照留念，圖為胡國財部長(左四)、邴有剛外長(左一)、梁欽榮會長(中)、副會長楊孫西(右四)、呂明華(右三)、林輝實(右三)、盧文端(右二)及陸增熾(左二)。

「中國第三產業對外開放」研討會

本會與法律教育信託基金於三月二十五日合辦「中國第三產業對外開放」研討會，探討中國第三產業對外開放政策之內容及其發展情況，並剖析有關政策為外商帶來之機遇。是次研討會由本會會董、法律教育信託基金主席周陳小玲主持，並邀得基金贊助訪港學者蘇州大學法學院講師葛建強先生及香港貿易發展局助理首席經濟師曾錦堯先生擔任主講嘉賓，分別以「中國服務貿易的法規及對外開放的發展概況」及「中國第三產業對外開放的最新發展及機遇」為題進行講解。是次研討會出席者除會員公司代表外，尚包括法律界人士逾四十人。



法律教育信託基金主席周陳小玲會董(右)致送紀念品予其中一位主講嘉賓香港貿易發展局研究部助理首席經濟師曾錦堯先生。

宴請廣東省總商會代表團



本會於三月十六日宴請由廣東省總商會常務副會長黃少雄(前排左三)率領一行六人之代表團，由會長梁欽榮(前排右三)、副會長盧國強(前排左二)、盧文端(前排右一)及陸增熾(後排中)主持接待。雙方均贊同粵、港兩地應加強合作，並探討一些具體可行方案，協助產業升級及朝高增值方向發展。

重慶市外經貿委代表團



重慶市對外貿易經濟委員會代表團一行於三月十一日蒞會訪問，由副會長林耀實(右四)、陸增謙(右三)及會長何煜榮(右二)接待。雙方並就港渝兩地經貿合作事宜交換意見。

大連市人民政府代表團



本會於三月九日接待由大連市市長張熙東(前排左五)率領一行五人的代表團，出席之雙方代表並於會後合照留念。圖為本會會長梁欽榮(前排右四)、副會長梁慶忠(前排右二)、呂明華(前排左四)、林耀實(前排右一)、盧文瑞(前排左三)及陸增謙(前排左二)等。



梁欽榮會長(右)、張熙東市長(左)於會上互就大連市的經濟情況、消費市場及高科技發展交換了意見。

浙江省工商業聯合會代表團



浙江省工商業聯合會副會長湯為平(中)及副會長李德林(左四)於三月六日蒞會訪問，由會長梁欽榮(右四)、副會長呂明華(右三)、林耀實(右二)、陸增謙(左三)、會董沈漢超(左二)、何煜榮(左一)及曹金霖(右一)接待。

冀港項目洽談暨經貿合作懇談會



本會於三月二十二日與河北省招商合作局聯合舉辦「冀港項目洽談暨經貿合作懇談會」，旨在加強冀港之間相互合作，以及拓廣兩地的工資發展機會。圖為河北省人民政府副秘書長鄭蔭道(中)於會上致開幕辭，旁為本會副會長林耀實(右二)及會長助理林學南(左二)。

廣州市民營科技開發區代表團



廣州市民營科技開發區總經理陸展中(左六)率領一行八人代表團於三月五日蒞會訪問，由本會副會長梁慶忠(右六)主持接待。

廣東省婦女聯合會代表團

廣東省婦女聯合會主席林惠裕等一行六人於二月二十三日蒞會訪問，由本會婦女委員會主席周陳小玲會董、副主席梁李鳳清、洗斐文英、司庫周盧美磁、聯絡主任葉曹榮華、委員林孫輝敬、蔡馬愛娟、黃陳月莉、何關麗卿、張戴月美、會友王李清白、陳劉曼紅等接待，雙方就穗港兩地婦女在社會及經濟上所扮演的角色交換意見。會後並設晚宴款待代表團暨舉行婦女委員會九九(己卯)年春節聯拜。



本會婦女委員會主席周陳小玲(前排右三)於二月二十三日主持接待廣東省婦女聯合會赴港代表團一行六人。

第十七期中國高級公務員經濟管理研討班代表團



第十七期中國高級公務員經濟管理研討班代表團一行四十人於三月十七日蒞會訪問，由本會副會長楊孫西(前排右六)、林耀實(前排右八)等主持接待。雙方並交流及分享了有關市場實際經營之經驗。

廠商會接見土耳其對外經濟委員會副總裁



土耳其對外經濟委員會副總裁Ms Nur Arbak(左)於二月二十四日蒞會訪問，並與本會副會長陸增謙(右)就兩地之經貿合作事宜進行討論。

印尼外交部代表團



印尼外交部代表團於三月三日蒞會訪問，由本會副會長陸增謙(右四)、會董彭顯璋(右三)及何煜榮(右二)接待。陸增謙副會長並致送紀念品予代表團，由團長Dr Johan S. Syahperi, Sh. L.L.M.(右五)代表接受。

廠商會接見孟加拉總領事



本會副會長陸增謙(右)於三月五日與孟加拉總領事S.A.L.M. Mustakim(左)會面，雙方就該地現時之經濟及投資情況交換意見。

深圳市國際投資促進會代表團



深圳市國際投資促進會會長李清森(左三)及秘書長葉連(左一)於三月三日蒞會訪問，由本會副會長葉慶忠(右三)及會董何耀榮(右二)接待。

寧夏回族自治區政府代表團



寧夏回族自治區副主席馬駿廷(左三)於三月十九日率領代表團訪問本會，由本會副會長葉慶忠(右三)、陸增廣(右二)及會董何耀榮(右一)接待。

遼寧省人民政府代表團



本會副會長葉慶忠(前排中)及其他廠商會代表於三月二十日接待遼寧省人民政府代表團一行七人，雙方就加強港粵兩地的經貿合作事宜交換意見。

香港各界婦女座談會



本會婦女委員會主席周陳小玲會董(右)於二月九日代表本會出席由香港各界婦女聯合協進會主辦之「香港各界婦女座談會」。

婦女委員會赴番禺南沙代表團



本會婦女委員會主席周陳小玲會董(後排左六)率領於三月十日至十一日前往番禺南沙作為期兩天的訪問。

廠商會中學舉辦「資訊科技課程體驗日」



為進一步推廣和加強資訊科技教學的效能，廠商會中學於三月十九日及二十日舉行「資訊科技課程體驗日」，邀請九龍區小五、小六學生親身體驗運用多種體操操及軟體帶來的實際成效。圖為其中一批參觀學生在電腦室內聆聽老師的講解。

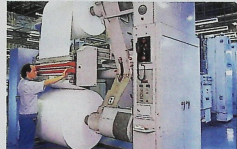
歐盟擬禁用偶氮染料



檢定中心 2698 8198

偶氮染料通常用於紡織染色及印刷業，而現時有很多消費物品含有一定份量的偶氮染料，例如衣服、床單、毛巾、床褥、頸鍊及嬰兒尿布等都是常見含有偶氮染料的物品。

可是，某些含有聯苯胺的偶氮染料被懷疑會分解出致癌物，一些歐洲國家已經禁止使用這些染料，其中德國、奧地利及荷蘭等國都相當關注含有偶氮染料的消費物品之生產、入口及銷售，並已經對這些偶氮染料實施禁令。



類似的偶氮染料條例亦將可能在其他歐盟會員國實施，法國已通知歐盟委員會有關的條例草案，丹麥及瑞典也會相繼採納有關條例。在越來越多會員國引入此條例的情況下，反映出這些條例實行一體化的必要，事實上，歐盟已經草擬了一項偶氮染料的禁令，預料該項禁令將很快獲得通過。

新電池指示第98/101/EC號： 對指示第91/157/EEC號的修訂



指示第98/101/EC號對指示第91/157/EEC號所作的主要修訂如下：

- 一 歐盟成員國須於二零零零年一月一日或以前，禁止含量超過重量0.0005%的電池及蓄電池在市場出售；
- 一 每粒鋰電池及由鋰電池組成的電池不可含有高於二十五毫克的汞；

指示第91/157/EEC號的適用範圍擴展至包括由一九九九年一月一日起在市場出售，而汞含量超過重量0.0005%的電池及蓄電池。

廠商會檢定中心能為各客戶提供專業及公正的電池及蓄電池測試服務。如有任何查詢，歡迎致電2698 8198與本中心化學部化驗師陳學明先生或市場推廣部聯絡或傳真至2695 4177。

教育目標諮詢文件

香港近年無論在經濟、政治、社會等各方面都產生急劇變化，加上通訊和資訊科技日益發達，香港與各地的關係越趨緊密，無論在貿易、金融、運輸、通訊以至旅遊方面，都要面對強勁的競爭，為配合這些轉變，以及迎接廿一世紀的新挑戰，香港必須提高勞動人口的質素及競爭能力，因此當局必須首先對教育作出全面檢討，教統會將分階段檢討本港的教育制度，以提升本港的教育質素。現階段，教統會先就整體教育目標，以及幼兒教育、學校教育及高等教育的目標及實踐方針作出檢討及諮詢。

建議摘要

甲、教育目標

教統會參考了1993年發表的《香港學校教育目標》和外地的情況，建議香港在面向廿一世紀的整體教育目標應為：

讓每個人在德、智、體、群、美各方面都有全面而具個性的發展，使其一生能不斷自學、思考、探索、創新和應變，有充分的自信，合群的精神，願意為社會的繁榮、進步、自由和民主不斷努力，為國家和世界的前途作出貢獻。

各個主要學習階段的目標如下：

i) 幼兒教育

幼兒教育是教育的啟蒙階段，其目的為讓孩子們養成良好的學習習慣與生活態度，並希望達到以下目標：

- 一 孩子們有好奇心，並樂於學習；
- 一 能愉悅的、多姿多彩的群體生活，從中培養責任感，學會尊重別人，並得以在德、智、體、群、美各方面有均衡的發展；

- 一 樂於嘗試，有冒險精神，勇於面對失敗，建立自信及健康的自我觀念。

ii) 學校教育

學校教育是正規教育的開始，其目的為奠定學生終生學習的基礎，以準備建設尚學習的文明社會，其目標如下：

- 一 幫助每一個學生發展：照顧學生的個別差異，幫助他們在德、智、體、群、美各方面得到全面而具個性的發展；
- 一 保證達到基本水平：讓每個學生掌握基礎知識和基本能力，包括運用兩文三語、基本的數學概念和運算能力，以及資訊科技的能力，建立積極的態度和正面的價值觀，以應付日後升學、工作和生活的需要。學校教育同時亦應激發學生潛能，鼓勵他們追求卓越；
- 一 培養學生主動學習：協助學生培養好學自學的精神，思考創新的能力，使他們建立充分的自信，為個人和社會的發展而不斷學習。

iii) 高等教育

高等教育是學校教育以後的階段，其目的是為社會培養有良心、有社會責任感、有國際視野的領導人才，透過高等教育，希望畢業生達到以下目標：

- 一 對家庭、社會、國家及世界有承擔，有正義感，有不甘平庸的志氣；
- 一 具備廣博的學識，批判性和創造性思維；能分享掌握專門或有關學科的知識；
- 一 具備在多元化社會和跨文化環境中生活和工作的領導才能。

乙、實踐的原則

教育目標要有效落實，需要社會各界的共同努力，以下是教統會提出的幾點有關實踐教育目標的原則：

一、以學生為本

教育目標應該貫徹以學生為本的原則，視學生為學習的主體，把引發學生在每一階段的學習興趣和努力，作為教育的焦點。

二、在過程中實踐

透過教育制度，包括課程、評核、銜接等，落實各項教育目標，例如：

- i) 精簡現時的課程，改善考試和大學收生制度，提供足夠的時間和空間，讓學生充分發揮各方面的才能。
- ii) 改變學校文、理分科的做法，以培養學生有廣博的知識基礎。
- iii) 從小培養學生的閱讀興趣，為學生提供良好的語文學習與應用的環境，使其能掌握運用兩文三語的基本能力。
- iv) 因材施教及對學習有困難的學生及早進行輔導，並建立完善的制度，以評估學生在不同學習階段的表現，並作為改善教學的準則。
- v) 照顧所有學生的需要，加強那些不能繼續升學的學生的受聘能力，以使每個學生能為社會、國家和世界的前途作出貢獻。

三、人人有責

為提高教育質素，政府、學校、家庭、傳媒，以至學生本身都有責任，因此應該加強夥伴關係，共同實踐教育目標。

- i) 政府應該視教育為最重要的投資，提供平等的教育機會，推廣優質教育；提供資訊，讓學生和家長作出適當選擇；加強政府、學校和其他社會機構的相互連繫；及確立優先次序和平衡不同的訴求，有效運用教育資源。

- ii) 學校應該堅守教育的基本信念，向社會各界及家長推廣優質教育的真義；主動與工商界、青少年及社會工作機構緊密合作，讓學生有全面而具個性的發展；對學習有困難或成長出現問題的青少年，提供家庭以外的最大支援。
- iii) 教師應該幫助學生自發和有效地學習，並輔導他們成長；在價值觀的培養方面，發揮以身作則的作用。
- iv) 學生應該把握學習的機會，保持敏銳的社會觸覺，擴闊視野，嘗試作多方面的發展；為學校、家庭及社會作出貢獻，做個良好公民。
- v) 長應該加強與學校的溝通和合作；多關心子女的成長及全人發展，不應過分着重子女的學業成績。
- vi) 高等院校應該檢討收生機制，並多考慮學生在五育的均衡發展以及各方面的傑出表現，不應只注重考試成績；為學生提供學識以外的大學生活；及支持優質學校教育的發展。
- vii) 青少年及社會工作者應該加強與學校的合作；透過課外的活動、社會服務及領袖訓練等，刺激學生的學習興趣，幫助他們建立自信心及成就感，發揮想像力和創造力。
- viii) 工商界應該加強與教育界的溝通；讓有關人士清楚知道社會（包括僱主）對畢業生的期望；提供更多資源和技術支援，幫助學校發展學生多方面的才能。
- ix) 傳媒應在應該避免對青少年的價值觀和語文的學習可造成的影響；在傳播資訊的同時，協助青少年建立積極的人生觀、明辨是非、擴闊視野。

四、善用資源

政府投入教育的資源，是經常開支的最大項目，政府必須確保在提供平等教育機會的原則下，資源的運用更切合實際需要，更具成本效益。

本會意見

1. 港府自1993年對學校教育目標作出檢討後，在這六年期間，香港無論在政治、經濟、社會、文化等方面的經歷重大的轉變，加上廿一世紀來臨所帶來的新挑戰，本港實有需要全面檢討本港的教育制度，以配合社會需要。本會對當局全面檢討本港的教育制度，並以確立整體教育目標為首要工作，深表支持。

2. 綜觀諮詢文件的建議，本港的整體教育以發展「全人」為目標，除培養個人在德、智、體、群、美五育的均衡發展，並以建立一個有責任感、不斷求進和團結的社會為目的。本會認為方向正確，然而文件中的有關建議卻流於空泛，未能明確指出實現五育均衡發展的具體辦法和釐定標準。本會認為，五育是發展「全人」的重要因素，缺一不可，故建議教統會清楚界定德、智、體、群、美之內容，為下一階段的檢討工作，制定明確的方向。

3. 香港現時的教育制度仍以「競爭」、「考核」為基調，學校希望收取學額成績最佳的學生，從而增加錄身「名」校之機會；家長亦望子成龍，爭取子女入讀「名」校，以增高日後在社會的就業及成功機會。因此，學校、家長及學生往往以學科的成績高低來評核個人的成就，造成學生與學生之間的競爭，學校與學校之間的競爭；以及過份繁重知識的傳授及校內大量測試、考核的工作，而忽略了學生個人潛能的發展，亦使學生失去學習的興趣。為要應付沉重的考試壓力，學習變成了以記憶及背誦為主，欠缺對學生在思考、創意及自主能力的培訓。

面對二十一世紀的科技世界，社會未來的經濟發展將取決於人才的培養和素質的有效運用，因此優質教育能變得極為重要。本會認為，要突破現時教學模式，當局必須改變現時的課程內容及考核方法，才能培養一群能夠獨立思考、有自發性和創新能力、能解決問題以及關心社會的人才，以為香港及祖國的未來發展作出貢獻。

4. 諮詢文件強調教育的理念在於因材施教。本會認為，在學校教育方面，政府有必要檢討現時對學生的評估準則，使教育能夠因應學生的專長及潛質，制訂合適的教學進度及學習範疇；故建議在傳統的課堂教學形式上，增加非傳統及多元化的教學方法，以培養學生的學習興趣、自發性及成就。在高等教育方面，本會認為，追求「質素」及「卓越」至為重要，故建議當局檢討現時的招生制度，嚴格規定有關的入學標準，並取消收生人數的限制，以培育未來的社會棟樑為原則，發揮高等教育的應有作用。

5. 諮詢文件建議，幼兒教育應培育學生「樂於學習」，學校教育為培養學生的「自學精神」，而高等教育則培養學生「具備廣博的知識」，強調不斷求知知識的重要性。本會認為，在世界科學、知識發展迅速、日新月異的時代，即使有精深學識的人士，既有的知識也很容易過時，只有終生學習，自我提升，才能不斷地追上時代，在急劇變化的社會和經濟環境下力爭上游。故此，本會促請當局盡快成立一個協調及統籌持續教育的機制，以制訂未來發展持續教育的短期和長遠目標和策略，增撥資源，鼓勵市民參與持續教育，從而提升本港勞動人口的質素，增加本港整體的競爭力。

6. 普遍來說，本港學生現時的中英文水平均有下降的趨勢。要保持香港的國際競爭力，我們必須加強本港學生的英文訓練，以與世界各地的人士溝通。此外，在回歸祖國以後，香港與內地的關係趨趨緊密，為促進香港與內地的交流，當局也必須致力改善香港學生的中文(包括普通話)表達能力。作為中國對外的主要窗口，香港更需要培育一個中英並重的社會。本會促請當局及早改善現時的語文教育，建議在全港學校設立語言實驗室，提供一個良好的學習環境，以推動學生多讀、多寫、多聽、多說，從而提高本港學生的中英文水平。

7. 教統會指出要提高香港的教育質素，社會上人人有責，本會對此表示支持。教育下一代不單是學校及家長方面的責任，而學習本身亦不局限於校園之內。一個良好的社會環境及氣氛，對年青人的學習及成長均可造成正面或負面的催化作用，故社會每一份子也必須承擔責任，為培養年青人的正確價值觀、良好的品德修養及不斷追求知識的熱誠，合力營造一個既能發展自我，又能群體合作，且力求社會進步的大氣候。本會認為，文字及電子媒體之普及化，對現今青少年的人格修養及語文學習方面影響甚大。傳播媒介質素低劣時過份流於通俗，以及渲染暴力和色情之弊病，為培育下一代的健康發展承擔社會責任。

8. 本會重申，工業是鞏固本港經濟繁榮之重要元素，有利於本港社會穩定發展。要重振工業，本港的教育制度必須加以配合，並須與工業界加強溝通，以培育一群具備科技知識及富創意的人才。本會認為，現時本港的學校教育欠缺這方面之基礎教育，學生對本港工業發展鮮有認識，甚至存有誤解，故建議當局增撥資源，增進學生對本港工業之認識，作為公民教育的一部份，從而提高年青人投身工業之興趣，使本港經濟得以健康發展。

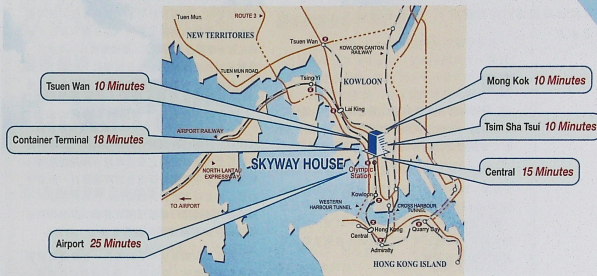


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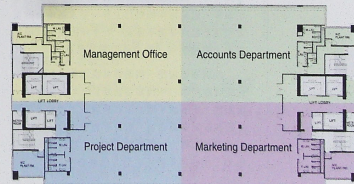
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莎莉的抉擇



本刊今期刊載由香港管理專業發展中心

提供之個案——莎莉的抉擇，

作者為該中心高級顧問何碧翠女士。

故事是關於一個勤奮且抱有工作熱誠的高級管理人員，在得悉上司的不誠信行為時所面對有關道德方面的抉擇。文章未段就個案的內容提出了一些分析意見，供讀者參考。

個案

陸莎莉感到非常困惑——她足足花了六個月時間才找到一份符合其經驗及志願的理想工作，但是，她應否因此而替其上司保守秘密呢？

陸莎莉畢業於本地一間大學，主修傳理及廣告管理。經過四年的努力，她於六個月前加入Elson Corporation Limited (EC)，擔任廣告及宣傳部助理經理一職。這是莎莉夢寐以求的工作，EC是一間國際知名的食品貿易公司，以其創新的推廣策略及重視員工的培訓著稱。

莎莉的上司是香港分公司廣告及宣傳部經理蘇亞倫。蘇亞倫於公司同一職位工作逾十年，向該公司廣告及宣傳部（亞太區）總裁麥捷平匯報。麥捷平剛於一年前由美國總公司調往香港。

莎莉加入公司六個月，即獲委派負責一項重要的工作，便是協助亞倫籌備香港全年的廣告支出預算。這是每年的例行工作，亞太區所有附屬公司也必須向麥捷平遞交一份全年的廣告支出計劃書，供他整理一份全區的廣告預算案。

莎莉知道這是一區顯露其能力的大好機會，她從其他同事口中得知亞倫將於一年內調往另一個部門，而麥捷平則必須在現職位工作滿三年後才能調返美國總公司，負責管理另一項工作。她深信只要她努力，掌握機會，給上層留下美好的印象，不消數年便可有晉升的機會。

為了有好的工作表現，莎莉尋遍並研究公司內所有有關之檔案及文件，以取得更多資料，擬備廣告支出計劃書。今年其中一項廣告支出項目，是與本地一間廣告及公共關係代理劉銘傳廣告公

司簽訂的服務合約，安排在本地一間最受歡迎的中文電台播放廣告。

劉銘傳廣告公司共發了五張價值港幣二十萬的發票給EC，按照合約規定，劉銘傳廣告公司須分五次，安排在兩個星期內，逢星期六及日，分別在黃金時間及普通時間，播放兩次及三次廣告。根據公司的財政指引，凡支出項目不超過二十萬者，有關工作不須進行招標程序，部門主管有挑選合適供應商的決策權力。

有鑑於電台的宣傳效用及受歡迎程度非常高，故莎莉非常關注有關廣告的進展情況。根據劉銘傳廣告公司為EC安排之廣告時段，莎莉於在星期日至星期六及星期日繼續扭開收音機，但是仍然未能聽到任何有關公司的廣告播放。

莎莉將有關事情向亞倫報告，並建議查詢劉銘傳有關的情況，亞倫說：「讓我處理這件事情，我會在稍後時間與你討論這事。」

三個星期後，莎莉仍得不到亞倫的回應，於是她便主動聯絡有關電台及劉銘傳，以了解事情的真相。她首先聯絡有關電台的廣告部，令她驚訝的是，劉銘傳廣告公司原來只為EC在上半年安排了在非黃金時間播放四次廣告，並得知電台在年初推出了一項廣告優惠計劃，以吸引更多客戶。一個廣告套餐的費用只需十六萬！莎莉曾多次聯絡劉銘傳並留下口頭，但仍得不到他的回應，莎莉開始感到事態的嚴重。

直至星期一上午，亞倫邀請莎莉到其辦公室，討論預算案的計劃進度。當莎莉提及電台廣告一事，亞倫立即拉上房門，並跟莎莉說：「莎莉，我跟麥先生也非常欣賞你的工作表現，至於電台廣告一事，我建議你從今日起不要再打電話給劉銘傳了。我跟你說過，我會自行處理這件事情，無論如何，我建議在今年的廣告計劃中停止利用這個電台作廣告宣傳。我希望你能更好利用餘下的時間，以找出更多更好的宣傳渠道。」他續說：「如

果你能停止繼續追查這件事情，我會向你推薦晉升你，在我調職時擔任我現時這個職位。」

跟亞倫對話後，莎莉更感不安，她不明白為何亞倫不讓她繼續聯絡劉銘傳及有關電台，公司在這額電台廣告宣傳上耗資了一百萬，但是廣告卻不知去了哪裏？

莎莉的疑團終於得到解開。當她今早八時返回公司，經過亞倫的辦公室時，她聽到這一段對話：「銘傳，我已告訴助理即時與你解約，這對我們雙方均有利，我們在過去幾年合作無間，但我不能讓這個年輕女士破壞我們的好事，無論如何，我會於月底前付清發票上的欠款，亦請你跟往常一樣，將我應得的一份存入我太太的帳戶。」

個案剖析

如果你是陸莎莉，你會怎樣做？你會否替蘇亞倫保守秘密，以保持工作及晉升機會呢？

這是關乎道德方面的考慮，讀者可有以下正反兩方面的意見：

1. 反對揭露蘇亞倫秘密

- 莎莉並沒有參予這宗勾當，根據個案所提供之資料，亞倫及劉銘傳維持這個工作關係已多年，莎莉只是在偶然的機會下發現他們的關係，並不知道事件的真相。
- 亞倫即將調離廣告及宣傳部，只要莎莉按照他的指示辦事，大有機會接替其位，事實上，亞倫正想利用這個方法利誘莎莉，只要莎莉「不沾手」，便能滿足自己的野心及志願了。
- 亞倫與劉先生所簽訂之合約，並沒有違反公司的財務指引，這項廣告合約不單有足夠的文件支持，而且是透過電台播放，故很難找出有力證據。

2. 贊成揭露蘇亞倫秘密

- 作為Elson Corporation的職員，莎莉有責任將事件向高層報告，縱使她只是一名助理經理，但作為經理級管理人員，她有責任保障公司利益，並在履行有關工作時，受道德準則約束。
- 雖然有關合約有足夠的文件支持，並按照公司的財務指引簽訂，但是在日後評估廣告成效時，這種非法勾當仍可能被揭發。況且，如果繼續負責公司廣告支出計劃的工作，莎莉也很難置身事外。

- 亞倫抓緊每個機會，從屬主中牟利。在公司工作超過十年的他，非常清楚公司的政策及有關福利，縱使在調職以後，當他熟習了新的工作環境後，也會重施故技。

Elson Corporation 應如何做才能避免類似的事件再次發生？

嚴格來說，這是一宗詐騙案，有僱員利用職權來聘用一家廣告代理，並從中收取回佣。蘇亞倫是否因此而觸犯法例，須視乎證據是否充足，不過，這宗個案反映出有關公司在管理政策方面出現了問題，分析要點包括下列各項：

靈活放權相對於集權管理

大部份公司也會建立一套內部的監管系統，以確保資源得以有效運用，在商業機構中，監管系統一般較具彈性，以配合市場的變化及顧客的要求，故此管理階層大多在調配資源方面有較大自主權，例如在財政運用方面可自行批核等。機構在制定靈活而具彈性的政策之餘，亦要確保公司內部的監管系統足以防止公司資源被濫用，因此維持兩者的平衡是必要的。

一般管理人員相對於專業人員

有些公司會透過內部調職，讓員工去嘗試不同部門的工作，藉以培養出全面的管理經驗；但另一些公司，則希望培養一些在某工作範疇具備專業知識的員工。一般而言，專業人員由於對工作及行業認識深廣，故工作效率也較高。但是，公司必須注意，當員工擔任某個職位過久，與顧客、供應商建立了深厚的關係，又熟悉公司的「潛規則」，往往很容易令他們有機會作出詐騙的行為。

本地僱員相對於外籍僱員

很多跨國企業也會委派員工到海外的附屬公司工作，藉以協助員工發展，擴闊視野，並同時加強對附屬公司的監管。

委派管理人員到附屬公司工作的最大問題，是有關人員對當地的市場、顧客及營運環境缺乏全面認識，故極依賴當地的管理隊伍，在這宗個案中，我們看見麥捷平並不能有效監督蘇亞倫，因為他必須依賴蘇亞倫的管理經驗，以確保整個部門的正常運作。在廣告及宣傳事項上，由於語言障礙，麥捷平更難發揮影響力，這令當地管理人員有機可乘，作出一些對公司不利的行為。

總結

經過多番考慮，莎莉決定辭職，並向廉政公署舉報有關事件。其後，莎莉離開香港，在英國修讀工商管理碩士課程。一年後她返港，得悉事件並沒有鬧上法庭，但蘇亞倫已被公司解僱，而麥捷平則在任務完成之前被調返美國總部。

立陶宛



克萊佩達港是波羅的海國家東部唯一一個不結冰之港口。

立陶宛位於波羅的海東岸，佔地 65,300 平方公里，首都為維爾紐斯，人口共有 370 萬。

經濟

立陶宛在獨聯體及東歐都是增長最快的經濟體之一。該國七成以上的國內生產總值，是由私人機構所發展的，其已發展的工業包括電子業、化工業、建築材料製造業、食品加工及多項輕工業。近年該國在控制通貨膨脹方面亦十分成功，由一九九五年之 36%，下降至一九九六年之 13%，而到一九九七年就更只得 8%。於一九九七年，其國內生產總值有 5.7% 之增長（達至 96 億美元），而財政部就預計一九九九年國內生產總值有 7% 之增長。

貿易

由於立陶宛與歐盟簽署之自由貿易協議已於一九九五年一月一日起生效，其工業產品現時可自由通達歐盟各市場。基於此優點，立陶

宛出口往歐盟之貨品比一九九三年增加了一倍，佔總出口 33%。立陶宛現時的主要出口貨品包括礦物產品、紡織品、機器設備及化學品，而主要的入口貨品亦包括礦物產品、機器、運輸設備及化學品。在出入口管制方面，除了部分產品如汽油、酒精外，大部分皆不需領有牌照。

於一九九八年，本港出口往東歐之貨物總值近 78 億港元，較上一年同期下跌 13%。惟輸往立陶宛之貨物就較上一年同期增長達 32%，總值達 4,900 萬，升幅令人鼓舞，這足以顯示立陶宛具備潛力，成為本港未來重要的貿易夥伴。

投資環境

立陶宛在外商投資方面是區內增長最快的地方。一九九八年，立陶宛的外商投資總額增至 20 億美元。

基礎設施良好

立陶宛交通運輸方便，設有可連接多個工業中心的高速公路網絡，水準可媲美歐洲。克萊佩達港則是波羅的海國家東部唯一一個不結冰之港口，最近，該港口更獲得兩億美元作為擴展之用。立陶宛亦有三個國際客運機場及一個國際貨運機場，除該國本身兩間航空公司外，尚有 12 間國際航空公司在當地營運，為該國往來世界各地提供服務。

生產成本低廉

在立陶宛，公共設施收費、物業租金、建築成本和服務費用等都是中歐及東歐地區最廉宜的，而該國年產大學畢業生的比率亦是該區最高，惟勞工成本則是該區最低，就一九九八年五月的統計顯示，從事製造業的僱員每月的平均收入僅為 249 美元。

自由經濟區域

立陶宛之自由經濟區域為投資者提供良好的基礎及運輸設施，並給予多項稅務優惠予投資者，包括投資額超過 100 萬美元的企業可獲豁免首五年利得稅，而其後 10 年，亦可繼續享有減稅 50%（即 14.5% 稅率）；投資少過 100 萬美元的企業可在首五年獲八成稅項豁免（即 5.8% 稅率），而其後之五年，則可獲五成之稅項豁免，即 14.5% 稅率。該區亦免除多項增值稅、關稅、銷售稅等，租金則獲減收 50%。

政局及種族穩定

立陶宛局勢穩定，對外關係良好，對內各族裔都能相處融洽，為一政局及民族穩定的地區，而貨幣匯率亦平穩，並無對資金流動作任何限制。

最近，一家國際認可機構把立陶宛評定為中歐地區中最自由之經濟體系，評級較捷克、匈牙利、波蘭及其他國家為高。現時推行的基建私有化計劃亦有助加速立陶宛經濟增長，以及進一步吸引外來直接投資。自從立陶宛獨立後，該國之金融體系，如證券市場、銀行、保險機構等均發展迅速，以便應付該國貿易上之需要。

這些優勢對投資者及立陶宛人民都增強不少信心，多間國際公司如西門子、飛利浦、麥當勞等都在立陶宛投資並進行生產，這些大企業亦有意繼續投資，擴展其業務。另外，亦有為數不少的海外企業於立陶宛投資生產出口貨品，其中很多當地生產商亦已獲得 ISO 9000 的國際認證。

聯絡機構：

The Lithuanian Development Agency
Sv. Jono 3, 2600 Vilnius Lithuania
Tel: (3702) 62 7438
Fax: (3702) 22 0160
Email: lida@lda.lt
Homepage: <http://www.lida.lt>

澳洲行李箱市場——

款式紛陳 配合消費者需求

當北半球大部分地區的氣溫降至零度以下之際，澳洲正值仲夏。澳洲人除了喜歡在這段時間進行戶外活動如享受日光浴、到沙灘游泳、潛水、滑浪等，亦喜歡出外旅行。一般來說，澳洲人往往在有需要時才選購行李箱，並以堅固程度、顏色、售價、牌子及產地等作基本考慮因素。

澳洲人喜輕鬆上路 為求方便少帶行李

澳洲人在出外旅遊時，多選擇攜帶方便和先進精巧的行李箱，其中以有輪行李最受歡迎。這類行李箱不但活動自如，又可以在其上放置另一個旅行袋，十分方便。

有輪行李的款式千變萬化，設計精美，部份更裝有幾組輪子，方便在不同環境下以不同方式推行。

除有輪行李外，背囊在澳洲也大行其道。由於可以攜帶上機放在機艙內的行李格內，因此澳洲人往往選擇以之作爲手提行李。隨著背囊日受歡迎，設計師更不斷設計新穎款式以吸引顧客。

箱鎖易開防盜功能差 彩色行李箱招惹盜賊

除要求輕巧實用外，澳洲人亦很關注行李箱的防盜功能，部份消費者更將保護財物列爲出外旅行的首要注意事項。因此，在購買硬身行李箱時，都會特別注意箱鎖。

色彩繽紛的行李箱，往往會被海關人員扣查，或在機場行李輸送帶上被人偷走，以致麻煩叢生。行李箱維修師亦提醒經常乘搭飛機的澳洲人，影

色行李箱容易引起竊賊垂青。攜帶黑色行李箱的旅行人士，可以在箱面加上記號，例如在把手繫上布帶或絲帶，以便在行李輸送帶上易於辨認。

然而澳洲的青年人在出外旅行時，仍多喜歡購買彩色繽紛的時尚行李箱或是背囊。在過去兩年來，青綠、黃、橙、紅、紫等顏色較鮮艷的行李箱相繼冒起，到了現時，黑色行李箱的銷量已不及彩色行李箱。而在悉尼市區，亞裔人口眾多，他們視紅、黃爲吉利顏色，因此這兩種顏色的行李箱特別暢銷。

澳洲旅客講求實際 寧取價格低廉款式

一般而言，澳洲人在選擇行李箱時，較少會選購價格昂貴的款式。他們注重實際，不會花太多錢購買行李箱，所選取的貨色，價格往往較歐洲、亞洲和美國人選購的爲低。如購買價格較高的行李箱，澳洲人多會選擇本身信譽的知名牌子，且要求較長的保質期。

經濟低迷澳洲人節儉 行李箱修理業蓬勃

隨著裝有伸縮把手的手拖式有輪行李箱日受歡迎，損壞率較高、用以搬運行李的手拖車漸被市場淘汰。

近年來，澳洲經濟陷於低迷，帶動了行李箱修理業的蓬勃發展。行李箱經常在航空運輸中損壞，例如軟身行李箱會被擠斷，硬身箱則會被弄破，而把手、輪子及箱鎖更是最容易損壞的部份。若行李箱的損壞程度不大，澳洲人一般不會將之丟棄，促成了行李箱修理業的高速發展。

(資料：香港貿易發展局)

國內環保運動

近年來，環保呼聲在國內響徹雲霄；中央和地方政府均同心協力保護城鄉環境，堅決對抗空氣污染和生態危機。

在這場環保戰中，國務院打響頭炮，宣布由二零零零年七月一日起實施新規定，全面禁止使用含鉛汽油。此外，新出廠的汽車更必須裝置電子燃油噴注器以及廢氣淨化系統，而公共汽車則須使用無鉛汽油或以電力發動。

環保運動一呼百應，全國各地爭相採取環保措施。在北京，市政府計劃由本年開始，規定所有私家車、公共汽車和輕型貨車主必須遵守新的車輛廢氣排放量標準。浙江省政府亦準備在杭州和寧波進行試驗計劃，禁止車輛使用含鉛汽油，在哈爾濱，汽車紛紛採用液化氣燃料代替汽油。

此外，北京並頒布於多方面響應環保運動，包括規定建築工地使用防塵設備和灑水器，鼓勵煤爐用戶裝置除塵設備，禁止野火燒烤及嚴禁垃圾等。另外，在江西省南昌市，環境保護局計劃於兩年內分階段禁止使用煤爐，天津及承德等城市亦推行植樹計劃，擴大市內的綠化範圍。

工業方面，國家環境保護總局現已對北京二百一十家工廠的煙塵排放量作出指引及規限。此外，當局亦就解決噪音污染、河流污染及家居廢物過多等問題制訂了新措施，對違規者嚴加懲罰。例如山東的龍口紙廠，便因為排放廢物污染渤海，被政府勒令關閉。

另一方面，政府亦全力保護天然環境及旅遊勝地。例如在山水甲天下的桂林，政府也封閉及遷移了四十九家工廠，當局不但沿著全長三十公里的漓江兩岸遍植樹木，又於一九九六年斥資一百八十萬美元清理漓江河道。現時，所有遊船均不得在江中排放污染物。

(資料：香港貿易發展局)



海南特區在海口市內建設公園，綠化環境。

買家可在互聯網上找到您嗎？

若您是在Asian Sources Online上設有專用的黃金網頁，他們必可在互聯網找到您的產品。Asian Sources Online (www.asiansources.com)乃互聯網上亞洲貿易中樞，全球買家均在此搜尋亞洲製產品及供應商，他們每星期透過此網站向供應商發出超過34,000個產品查詢。

您的黃金網頁包括一個互動式電子產品目錄以及一個網上產品陳列室，讓您展

示有關產品的彩色圖像及價格說明。買家每天24小時均可透過Asian Sources Online瀏覽您的產品訊息。

我們會自動將您新加入產品目錄的訊息以電子郵件傳送予買家，助您爭取即時的曝光機會！買家亦可直接向您發出電郵查詢。除此，您亦將收到有關全球大型買家採購您產品類別的電郵通知。



歐美市場現正蓬勃發展，進口額及消費者信心指數更屢創高峰。如欲接觸這些買家，請即致電2831-0251與蘇小姐聯絡，或電郵至jee@asiansources.com。

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一名在當地賣賣行李箱的店主展示其店內林林總總、各式各樣的行李箱。



研討會／訓練課程

日期	項目	地點	主辦機構	聯絡人／電話及傳真
一九九九年 六月二日	新報能力的方深	灣仔職業訓練局	香港管理專業發展中心	鄭彭慧女士 電話：2919 1402 傳真：2572 7130
六月三日	策劃與溝通	灣仔職業訓練局	香港管理專業發展中心	陳燕珊小姐 電話：2836 1822 傳真：2572 7130
六月三日	紀律執行	灣仔職業訓練局	香港管理專業發展中心	陳燕珊小姐 電話：2836 1822 傳真：2572 7130
六月四日	策劃的技巧	灣仔職業訓練局	香港管理專業發展中心	屈麗珊小姐 電話：2836 1941 傳真：2572 7130
六月八日	授權	灣仔職業訓練局	香港管理專業發展中心	陳燕珊小姐 電話：2836 1822 傳真：2572 7130
六月八日	領導技巧	灣仔職業訓練局	香港管理專業發展中心	陳燕珊小姐 電話：2836 1822 傳真：2572 7130
六月九日	領導技巧	灣仔職業訓練局	香港管理專業發展中心	屈麗珊小姐 電話：2836 1941 傳真：2572 7130
六月十日	如何培訓員工	灣仔職業訓練局	香港管理專業發展中心	黃紹欽博士 電話：2836 1930 傳真：2572 7130
六月十五日	營運管理	灣仔職業訓練局	香港管理專業發展中心	黎聯培先生 電話：2836 1828 傳真：2572 7130
六月十七日	卓越管理指引	灣仔職業訓練局	香港管理專業發展中心	黃紹欽博士 電話：2836 1930 傳真：2572 7130
六月二十二日	管理職系人力規劃	灣仔職業訓練局	香港管理專業發展中心	黃紹欽博士 電話：2836 1930 傳真：2572 7130
六月二十五日	職業道德	灣仔職業訓練局	香港管理專業發展中心	鄭彭慧女士 電話：2919 1402 傳真：2572 7130
六月二十八日至三十日	管理發展導引課程	灣仔職業訓練局	香港管理專業發展中心	黎聯培先生 電話：2836 1828 傳真：2572 7130

新會員 NEW MEMBERS

普通會員 ORDINARY MEMBERS

捷文投資有限公司
董事：陳志強
業務：PVC塑膠製品
Rockman Co Ltd
Director: Mr Chan Pui Lun
Nature of business: PVC products

富華貿易公司
經理：陳祥發
業務：鞋業
Fu Wah Trading Co
Manager: Mr Chan Sun Man
Nature of business: Manufacture of shoes

三和食品有限公司
董事總經理：黃約翰
業務：餅乾食品製造
Trillion Food Co Ltd
Managing Director: Mr John Wong
Nature of business: Manufacture of bakery products

博藝集團有限公司
採購：黃佩詩
業務：絲花禮品製造及出口
Poly-Art Group Ltd
Merchandise: Ms Yuen Pui Sze
Nature of business: Manufacture of silk flowers & premiums and products export

大地食品有限公司

董事：區文傑
業務：餅乾、麵包及雜貨等食品製造
Vastland Food Products Co Ltd
Director: Mr Chia Man Kit
Nature of business: Manufacture of bakery products & noodle and products export

陳日興藥品公司

推銷員：陳存發
業務：藥物包括中成藥製造及出口
Chan Yat Hing Medicine Co
Salesman: Mr Chan Chuen Fat
Nature of business: Manufacture of medicine includes Chinese medicine and products export

利利實業有限公司

總經理：朱少雄
業務：鋁箱及鋁質配器導製造及出口
Lucky Door Industries Ltd
General Manager: Mr Vincent Chu
Nature of business: Manufacture of aluminum cases & organizers and products export

DIY Products Mfg Co Ltd

採購：梁才華
業務：鎖扣、五金製品及工具製造及出口
Merchandise: Mr Leung Choy Pan
Nature of business: Manufacture of locks, metal products & equipment and products export

贊助會員 ASSOCIATE MEMBERS

長利企業有限公司
董事：李嘉良
業務：出口雜貨
Long Lane Enterprises Ltd
Director: Ms Li Ka Leung
Nature of business: Export trading

源利源(香港)有限公司

營業經理：許文前
業務：紡織品原料出入口
City Hwa (HK) Ltd
Sales Manager: Mr Xu Wen Qian, Johnny
Nature of business: Textile material import and export

洽談會／展覽會

日期	項目	地點	洽談會／展覽項目	主辦機構
一九九九 六月一日至四日	The Premier International Food & Beverage Exhibition for Asia	Singapore Expo, Singapore	各類食品及飲料	SIAT Asia Pte Ltd 電話: (65) 392 9269 傳真: (65) 392 9260 電子郵件: efep@pacific.net.sg 網頁: http://www.siatasia.com
六月一日至十日	International Exhibition of Textile Machinery	Parc des Expositions de la Porte de Versailles, Paris	各類紡織設備及機械	ITMA '99 Organizing Committee 電話: (33) 1 4717 6345 傳真: (33) 1 4717 6348 電子郵件: info@itma99.com 網頁: http://www.itma99.com
六月三日至六日	Aquarama '99	新加坡世界貿易中心	各類水族儀器、園池設備及裝飾、水族館裝置等	博覽有限公司 電話: (65) 393 4325 傳真: (65) 299 9782 電子郵件: aquarama@singnet.com.sg
六月三日至六日	Zorarama '99	新加坡世界貿易中心	寵物飼料、飼養設備、保健用品及其他服務、寵物店設備等	博覽有限公司 電話: (65) 393 4325 傳真: (65) 299 9782 電子郵件: aquarama@singnet.com.sg
六月五日至八日	4th Sao Paulo International Christmas Fair	Batal de Biquersa Pavilion, Sao Paulo, Brazil	聖誕禮品及裝飾品、玩具、賀卡及文具等	Grafite - professional fairs division 電話: (5511) 820 6900 傳真: (5511) 820 6900 電子郵件: grafite@grafite.com.br 網頁: http://www.grafite.com.br
六月十七日至十九日	The 4th International Marine World Exhibition & Conference	Cairo International Conference Centre, Egypt	造船及維修、港口管理、海上運輸、各類配件及零件等	ANCOM 電話: (02) 344 7980/347 1155 傳真: (02) 347 1155 電子郵件: ancom@egypt.com
六月十八日至二十四日	Aid to Trade '99	Alexandria, Egypt	各港工業包括電腦軟件、化學及醫療藥物、農業產品、紡織及成衣、皮革製品、珠寶、家庭電器等	International Promoters & Marketing Group S.A.E. 電話: (203) 545 9874/544 2926 傳真: (203) 544 2925 電子郵件: aidto@aidto.com 網頁: http://www.aidto.com
六月二十四日至二十七日	六月香港珠寶鐘錶展覽會	香港會議展覽中心	珠寶、鐘錶及首飾	亞洲博覽有限公司 Ms Celine Lau/Ms Jennifer Ip 電話: (852) 2927 6211 傳真: (852) 2564 5496 網頁: http://www.jewellery-net-asia.com
六月二十五日至二十八日	中國國際建築材料、新設備、新技術展覽會	北京全國農業展覽館	建築材料、設備、機械、室內佈置用品等	諾達展覽公司 電話: (852) 2763 9011 傳真: (852) 2341 0370

E D I T O R I A L

CHINA'S ADMISSION TO THE WTO WILL BRING ENORMOUS BUSINESS OPPORTUNITIES TO HONG KONG

Premier Zhu Rongji's visit to the US has achieved a fruitful result. China is very likely to become a member of the World Trade Organization (WTO) within this year. The accession of China to the WTO is expected to bring enormous business opportunities to Hong Kong.

After joining the WTO, China will substantially lower its tariff rates and eliminate non-tariff barriers, which will be favourable to the expansion of import trade. At the time, under the umbrella of WTO, China will automatically enjoy the most-favoured nation treatment and will be less affected by restrictions imposed by the US as well as the European Union nations' discrimination policies. This will benefit entry of China's products, including products manufactured by Hong Kong enterprises in the Mainland, to developed countries. Currently, nearly half of the Mainland export trade is re-exported or transhipped via Hong Kong. Expansion of the Mainland foreign trade will benefit Hong Kong's related service industries such as trading, shipping, banking and insurance, etc.

The foremost criterion of China's entering to the WTO is to open up its domestic market. In this sense, Hong Kong's share of the Mainland domestic market will also increase. On the other hand, opening up of the Mainland domestic market will result in keener competition for traditional industries especially agriculture, chemicals and auto manufacturing. In the process of accelerating re-adjustment, Chinese enterprises will need more capital, technology and management personnel, thus providing room for further cooperation between Hong Kong and Chinese enterprises.

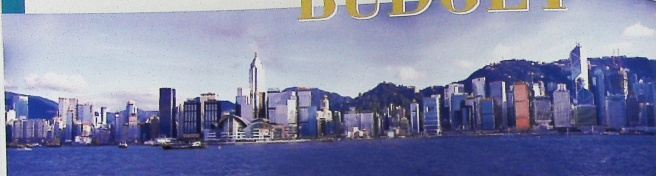
In addition, the Mainland service sector will also speed up the pace for market liberalisation. As a result, it will bring huge business opportunities for Hong Kong enterprises to invest in service industries such as finance, retail and wholesale, external trade, telecommunications, accounting and counselling. Along with flourishing of investment activities of Hong Kong service sector in the Mainland, Hong Kong enterprises in the Mainland can enjoy higher quality and more comprehensive auxiliary service, thus raising their efficiency in operation.

China's admission to the WTO is likely to induce a new round of foreign investment tide. Hong Kong's function as the gateway to the Mainland for multinational and Taiwan corporations will be strengthened. Further, if China becomes an official member of the WTO, stern restrictions on technology transfer imposed by developed countries will be alleviated. Hong Kong can play a more active role in increasing technology and economic cooperation between China and overseas, for instance by acting as a middleman to bring in technology to China. This will help extend the communication and cooperation between Hong Kong, China and overseas enterprises in new technology arena and will promote the development of Hong Kong as an innovation and information technology hub.

Since 1986, China has applied for resumption of the signatory status in the General Agreement on Tariff and Trade (GATT). During the time, local enterprises have also prepared themselves for the negative impact of China's accession to the WTO. However, in terms of quality, technology, scale of operation as well as management standards, Chinese enterprises are far behind those of developed countries. At an early stage of China's admission to the WTO, Chinese enterprises will face a lot of challenges from the outside world. Streamlining of state-owned enterprises must rapidly liberate themselves from the protection policies, so that they can gradually establish an operation mechanism through raising product quality, improving service, lowering production cost and enhancing efficiency to increase long-term efficiency - to make themselves up to the international standards. Moreover, after China's admission to the WTO, direct trade between the Mainland and overseas will increase. Consequently, Hong Kong companies' trade activities abroad will be strengthened. To a certain extent, Hong Kong re-export will be adversely affected. However, since the total volume of import and export trade will surge, the negative impact on Hong Kong re-export will be comparatively small. In a word, China's accession to the WTO will benefit both its economic and trade development as well as Hong Kong's economic recovery.



The 1999-2000 BUDGET



The Financial Secretary the Hon Donald Tsang presented the 1999-2000 Budget entitled 'Onward with New Strengths' at the Legislative Council on March 3, reviewing the economic performance of Hong Kong in the past year and forecasting that of the coming year. Under the influence of the economic downturn and the Asian financial crisis, the Financial Secretary forecasts a deficit of \$36.5 billion in the coming year, which is the first deficit budget of the SAR Government. For the following two years, deficits will also be expected and the finances of Hong Kong will not be back on a healthy footing until 2001. The Hon Donald Tsang, however, thinks that even though Hong Kong is facing the worst economic setback in decades, with the determination, resilience and motivation of Hong Kong people, the challenge will be turned into a new opportunity, leading Hong Kong towards a new era in the new millennium.



The Financial Secretary the Hon Donald Tsang presented the 1999-2000 Budget entitled 'Onward with New Strengths'.

THE INITIATIVES PROPOSED IN THE BUDGET ARE SUMMARIZED AS FOLLOWS:

1 HELPING BUSINESS

- to extend the freeze on most government fees and charges for another six months
- to reduce merchant shipping registration and related fees
- to halve the charge for re-export declarations from 0.05% of the value of the article declared to 0.025%
- to extend the special relief measures of reducing diesel duty until 2000 March 31
- to exempt auto-LPG from the payment of duty in order to urge all new taxis to operate on LPG fuel from the end of the year 2000
- to exempt same-day transit passengers from the payment of air passenger departure tax
- to offer a three-year business registration certificate at a cost of \$5,200
- to reduce from \$500,000 or its equivalent in foreign currency to \$50,000 or its equivalent in foreign currency the minimum denomination of debt instruments qualifying for a 50% tax concession
- to abolish the present rule which restricts the exemption from stamp duty to stock borrowed for up to 12 months
- to conclude double taxation agreements with overseas countries to provide added incentives for overseas companies to do business in Hong Kong

2 REVIVING TOURISM

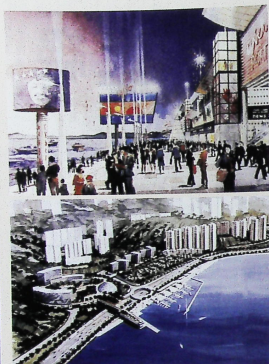
- to construct a theme park in Hong Kong
- to grant a loan of \$500 million to the Ocean Park Corporation to redevelop some of its facilities like constructing a new theme area, 'Adventure Bay', which will house a new dolphinarium, a new water ride and high quality food and retail services
- to conduct a feasibility study on the construction of a 'Fisherman's Wharf' in Aberdeen
- to develop a cruise terminal at North Point



A loan of \$500 million will be granted to the Ocean Park Corporation to redevelop some of its facilities.



Same-day transit passengers will be exempted from paying air passenger departure tax.



(Upper & lower) The Cyberport will be completed in phases starting in 2002.

3 THE CYBERPORT DEVELOPMENT

- to develop a 'Cyberport' at Telegraph Bay, Pokfulam, which will be a \$13 billion development, mostly from private investment, for commissioning in phases starting in 2002
- to generate more than 12,000 jobs in Hong Kong and some 4,000 jobs will also be created in the construction industry while it is being built. Smaller local companies will benefit greatly from working in close proximity with market leaders through the exchange of ideas and expertise in the latest technological advances and market trends

4 REFORMING THE SECURITIES AND FUTURES MARKETS

- to appoint a Steering Committee on the Enhancement of the Financial Infrastructure to report in six months' time with specific recommendations on the consolidation and integration of the clearing services on one platform for action and an implementation timetable. The Committee will also look at the infrastructure requirement for straight-through processing, e-commerce through internet trading and a fully scripless market for Hong Kong
- to undertake a comprehensive reform of the regulation of our securities and futures markets and the new framework should include much clearer regulatory objectives and strengthened supervisory and investigative powers for the Securities Futures Commission, as well as the establishment of an independent Market Misconduct Tribunal. New regulations on internet trading will be brought in and the licensing regime for market intermediaries will be streamlined
- to demutualise the exchanges and clearing houses to eventually make them operate in the form of a listed commercial entity, which should in turn lead to greater market innovation and cost efficiency

5 DEVELOPING THE DEBT MARKET

- to work with other principal financial centres in the region to create the right market environment
- to list Exchange Fund Notes on the Stock Exchange of Hong Kong in the second half of 1999 and allow the use of Exchange Fund paper as margin collateral for trading in stock options and futures

- to encourage reputable overseas companies, especially Mainland enterprises, to obtain funding through the issue of debt paper in Hong Kong denominated in either Hong Kong Dollar or foreign currencies
- to promote the integration of the various clearing and settlement systems in the region so as to improve efficiency and reduce transaction costs. Our credit rating capabilities within the region will also be improved in order to establish fair and reliable market benchmarks for the full range of Asian debt instruments

6 PRIVATIZATION OF THE SHARE OF THE MTRC

- to privatize a substantial minority share of the MTRC through a public offering in order to enhance its competitiveness and efficiency
- to strike a sensible balance in the regulatory framework between the different interests of investors, employees and commuters

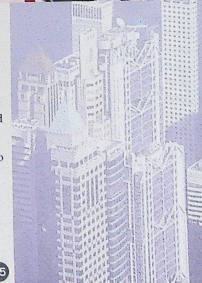
7 CIVIL SERVICE REFORM

- to freeze the civil service pay in 1999
- to conduct a detailed Benchmark Review to ensure that civil service pay at the entry point remains in step with the equivalent pay levels being offered in the private sector
- to tighten the rules governing the payment of overtime and acting allowances
- to undertake a comprehensive review of all types of job-related allowances and the principles and practices which apply to them
- to put forward proposals for a new retirement protection scheme for new recruits in early 2000
- to examine the feasibility of linking salary adjustments to performance
- to institute a general freeze on hiring into the permanent civil service

8 TAX REBATE

- to rebate by 10% the 1997-98 final assessments of profits tax, salaries tax and property tax
- to grant a one-off concession of 50% of the Rates payable for the July to September quarter

(Upper) Hong Kong monetary market will undertake a comprehensive reform.
(Lower) The MTRC will increase its competitiveness through privatization.





The stamp duty rates will be adjusted according to property costing.

9 REVENUE RAISING MEASURES

- to adjust the stamp duty rates according to property costing and the payment of the stamp duty due on the purchase of a residential property be deferred until the assignment of the property is executed
- to revert the overall rates percentage from 4.5% to 5%
- to increase the betting duty and the duty rate on Mark Six lotteries and on exotic bets on horse races will be increased from 20% to 25% and from 18% to 19% respectively
- to increase the tolls of the Cross Harbour Tunnel, toll for private car will be increased from \$10 to \$20, motorcycles from \$4 to \$8 whereas the tolls for all other types of vehicles (including taxis) will remain unchanged
- to increase the Lion Rock Tunnel toll from \$6 to \$8
- to increase the on-street parking meter charges from \$2 to \$4
- to increase the fixed penalties for traffic-related offences by 26.5%
- to open discussions on the introduction of land and sea departure tax targeting on those departing Hong Kong by ocean liners or through the land crossing

CMA's VIEWS:

1 The Association supports the 1999-2000 Budget presented by the Financial Secretary the Hon Donald Tsang at the Legislative Council. We think that the initiatives proposed in the budget tally with its theme - 'Onward with New Strengths'. Under the present economic downswing, it is very impressive for the Financial Secretary to address the needs of the business sector and the general public on one hand and to provide a blueprint for the long-term development of Hong Kong on the other. The Association opines that the budget can consolidate the economic foundation of Hong Kong, revitalize our economy as well as follow coherently the principle of prudent fiscal policy and spending within budget. We believe that the budget will have positive effects on bringing Hong Kong out of the temporary recession and entering the 21st century with new strengths.

2 The Association views that this year will be crucial for the bottoming out and the recovery of Hong Kong's economy. The uncertainty of the external environment and the drastic fall in domestic demands make it necessary for

the SAR Government to moderately increase its spending in order to speed up the restructuring and the revival of our economy. The Association, therefore, believes that increasing this year's public expenditure to \$290 billion is practical and it shows flexibility of interpreting our philosophy of fiscal prudence. Even though there will be a deficit of 36.5 billion this year, it is still acceptable when we consider the present economic situation and our fiscal reserves of \$438.4 billion. We stress that the principle of fiscal prudence is the foundation of our financial policy, which is not to be vacillated. Since the Government have adhered to the principle of fiscal prudence over the past twenty years or so and have generated a considerable size of fiscal reserves so that it can carry out economic adjustment through increasing public spending under the circumstances of economic downswing and swift diminishing revenues. We hope that the Government will abide by this principle and the relevant provision of the Basic Law, through increasing income and cutting spending, to strive to achieve a fiscal balance and to ensure the government expenditure will not grow at a rate faster than the economy in mid-to-long term.

3 The Budget stresses the importance of developing high-value added industries and promoting innovative technology. The development of a 13-billion project namely 'Cyberport' is therefore put forth. The Association welcomes the idea and believes that the Cyberport will enhance the image of Hong Kong as an international city and bring about high-tech communications and multi-media facilities and technologies. The project will have positive effects on promoting the application and extensive-use of information technology in Hong Kong, and will provide a new growth area for Hong Kong's economic development. It will help increase our competitiveness in the long-run. Concerning the location and the role of the Cyberport, the Association, however, opines that considerations should be given to its relation with the Science Park being built. They should play different roles but work closely with each other. The government may even consider merging the Cyberport with the Science Park whenever it is necessary or developing the Cyberport nearby the Science Park. In this way, the overall impact of the two projects will be more explicit, avoiding double-construction of infrastructure and saving related infrastructure cost.

4 The Association welcomes the setting up of a task force to review Hong Kong's immigration policy concerning the inflow of scientists from the mainland, as proposed in the budget. We opine that the inflow of mainland scientists not only enhances the economic and trade cooperation between Hong Kong and the Mainland and the local technology level, it also helps the local enterprises diversify their business and create more job opportunities. The Association, therefore, urges the Government to review our immigration policy and remove the restrictions on the inflow of mainland scientists working in Hong Kong.



The Budget stresses the importance of promoting innovative technology.

⁵ The Association welcomes the initiatives proposed by the Government to help the business sector like halving the charge for re-export declarations, adjusting diesel duty, issuing a three-year business registration certificate and concluding double taxation agreement with overseas countries etc, which will improve the business environment of Hong Kong. The Association, however, is disappointed to learn that the budget fails to address issues like the long-term development of the local industry and the Small-and-Medium-Sized Enterprises (SMEs) in Hong Kong. Learning from the Asian financial crisis, we know that a healthy economy should not solely rely on real estate market, service sector and financial market, the industry should also be an integral part of it. Besides, since the majority of Hong Kong's enterprises are SMEs, their development is closely related to the future of our economy. The Association, therefore, hopes that the government will formulate a long-term development strategy for local industry and the SMEs and review whether the existing measures that help their development like research and development funds, financial scheme etc are effective. The Government should also consider introducing tax deductions to expenses involving in research and development projects and replacement of old machinery etc.

⁶ Concerning the taxation, the budget proposes the unchanged rates of salaries tax and profit tax, an extension of the freeze of government fees and charges, a 10% rebate in the 1997-98 final assessments of salaries tax, profits tax and property tax, and granting of a concession of the Rates. The Association thinks that these measures not only keep the taxation system basically the same, but also return wealth to the people and relieve their pains, which help stimulate local consumption. We, however, do not support those revenue-raising measures like the increase of the fixed penalties for traffic-related offences, the Cross-Harbour Tunnel tolls and the on-street parking meter charges etc. The Association opines that the increase is at least 20% to 30% or at most 100%, which is very unreasonable under such a economic downswing. If private enterprises follow suit, the burden of related industries and the citizens in general would become heavier.

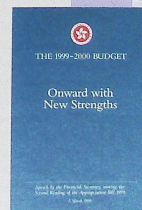
⁷ In addition, although we think that the freeze of government fees and charges and the tax rebate will certainly help improve our business environment,

their effects on cutting down the operational costs are limited. Nowadays, the fees and charges of many public utilities and the public sector are out of touch with the market trend. For example, the rental fee and the service charges of the Hong Kong Convention and Exhibition Centre have been increased by 10% annually in recent years and the service charge of its marketing-related activities is no cheaper than that of private companies. The Association opines that the Government should carry out a thorough and comprehensive review on the fees and charges of the public sector and a sweeping reform on their cost structure if necessary. In this case, the cost structure of Hong Kong will be lowered and a good external environment will be created for the future development of local companies.

⁸ The Association welcomes the reform of the securities and futures markets as proposed by the Financial Secretary. We think that the reform will strengthen the market supervision mechanism, making Hong Kong a top-notch international financial centre. In fact, the merge of the clearing services is a world-wide practice and many of the overseas countries like Germany, Australia and Singapore have carried out reforms of their securities and futures markets in a similar way. Besides, the merge of the two markets can streamline the size of employees and cut costs, and the investment costs of investors will in turn be reduced, which can help attract overseas investment into our securities and futures markets.

⁹ We also welcome the decision of the Government to freeze the civil service pay, which shows the determination of the government officials to share the bitterness of hard times with the general public and to foster the adjustment of the cost structure of Hong Kong. Concerning the civil service reform, the Government should be very cautious and hold regular meetings with the representatives from different ranks in order to avoid social differentiation and disorder. Besides, the contract out of the provision of welfare services and the privatization of public corporations like the Mass Transit Railway Corporation can retrench their structure, enhance productivity, increase income and reduce cost, which help the restoration of financial balance.

¹⁰ The Association supports a series of initiatives to revive tourism like developing a cruise terminal, a 'Fisherman's Wharf' and a theme park etc. We think that if these projects go on well, tourism of Hong Kong will enter a new era. Currently, the economic and trade relation between Hong Kong and the Mainland has become inseparable while the interflow of people and goods between two places tends to be more frequent. Concerning the introduction of land and sea departure tax, we hope that the Government will consult the industry and commerce for comments on whether to introduce such tax in order not to impose further burden on them.





Kunihiko Makita,
Consul General of Japan

Kunihiko Makita, Consul General of Japan, has some interesting views of Hong Kong. He notices the details that many local Hong Kong-ers may have taken for granted.

Japanese companies find it easy to operate in Hong Kong. Mr Makita believes that this is due to the rule of law, accessible information, trustworthy Hong Kong partners, the freedom, and something more. "We share the same values and Chinese characters. Chinese characters are all over the place here. This makes Japanese businessmen psychologically comfortable in Hong Kong," he says, his voice deep and gentle.

No wonder there are now 2,300 Japanese companies in Hong Kong, employing over 100,000 people. They are involved in a wide range of businesses, with 25 percent in finance and insurance, 24 percent in commerce, and 12 percent in real estates. Other businesses are manufacturing, construction, tourism, shipping, air services... and the list goes on.

Japanese companies are also interested in the vast Mainland market. Business opportunities grow as China becomes more

open and as various reforms are implemented. Over the past 15 years, Japanese companies have been operating in the Mainland through their base in Hong Kong. "Hong Kong is the gateway to the Mainland," he says.

A few large Japanese department stores pulled out from Hong Kong last year. "It is sad to lose them," he laments. But under the current economic situation, their withdrawal was inevitable, and the reason is complex: back in Japan, the retail industry was one of the hardest hit sectors, while in Hong Kong, they suffered further as the economy in general was sluggish.

CONFIDENCE IN HONG KONG'S ECONOMY

The economy has become a hot topic for Mr Makita. "People have been asking for my views on the economy. It's as frequent as saying good morning and goodbye," he laughs.

Mr Makita cites the case in Japan: Hong Kong's economic downturn is similar to Japan's bubble economy burst. Like Hong

Kong, the Japanese government has spent every effort to revive its economy. Last year, they introduced a huge economic package, which included injecting taxpayers' money into infrastructure, and cutting tax. The amount involved was unprecedentedly large. Japan targets a positive 0.5 percent growth this year from last year's negative figure. This may indicate that Japan has more or less hit the bottom and is slowly recovering.

With Japan's experience in mind, Mr Makita strongly supports the measures that the Hong Kong government has recently introduced. He says, "The Hong Kong government is trying very hard to recover the economy and has proposed a series of measures. I am very supportive of these ideas and hope they will be effective as soon as possible."

He is not surprised that there are criticisms on these ideas. "There are uncertainties and these ideas are ambitious. Any ambitious idea is subject to criticism. But when you look back after some years, or a decade later, you will be glad that you have gone ahead with them."

He stresses he is not optimistic, but realistic. "We don't see a glaring light at the end of the tunnel. All these measures do take some time, a year or so, to prove their effectiveness."

As for the Hong Kong economy, he believes that in the immediate future, discouraging signs, such as high unemployment rate, will continue for some time. 1999 will still be a tough year for Hong Kong with temporary fluctuations. Don't be discouraged by these indicators, he advises. In 2000 and after, Hong Kong's economy will gradually recover. "There is no question that Hong Kong will pick up," he reiterates with confidence. "I hope Hong Kong people will keep their chins up and don't lose confidence in themselves."

While Hong Kong is making its way to recovery, Mr Makita reminds us that the outside world, including Japan, is still confident of Hong Kong's future. "It is important that they still have their long-term confidence in Hong Kong."

He welcomes the idea of opening another Disney theme park in Hong Kong. "Personally, I think it's a good idea to have a Disneyland in Hong Kong." Will it be competing with the one in Japan? "In the United States, there are two Disney theme parks — a Disneyland in Los Angeles and a Disney World in Florida. They are very different in feeling." In the same way, the Hong Kong one can be different from the one in Japan. It can be unique. Having a third one in Shanghai may also be a good idea, as this may add variety to Asia.

Will Japan's Disneyland be affected? Perhaps not much. "I think some Taiwanese tourists might choose to go to Hong Kong's Disneyland instead of Japan's," he muses.

PROMOTING JAPANESE CULTURE

The Consulate of Japan is responsible for promoting the relationship between Hong Kong and Japan. One of its tasks is to promote Japanese culture. The "Japan Festival", held every few years, will take place this autumn. Watch out for Japanese cultural troops, flower arrangements, tea ceremonies and other events.

With the help of the news media, popular Japanese TV drama series and cartoons in Hong Kong, Mr Makita thinks that Hong Kong is no stranger to Japanese culture. In fact, he believes, "Hong Kong knows Japan better than any other country in the world."

Apart from promoting Japanese culture, the Consulate is also responsible for issuing visas and establishing relationship with the Hong Kong community.

Promoting Hong Kong-Japan relationship is no easy job. Mr Makita himself has a herculean task of explaining Japan's political issues to Hong Kong. "It is unavoidable that there are misunderstandings or a lack of understanding about Japan," he says, one of which is on the political direction of Japan, that Japan plans to turn into a military country. "This is absolutely NOT true," he emphasizes. "Japan has never wanted to be a military country again." For this reason, he grabs every opportunity to project a more accurate picture of his country.



Kunihiko Makita

PROFILE

April 1968	Entered Diplomatic Service
July 1969-August 1970	Vice-Consul, Hong Kong
July 1972	Official, China and Mongolia Division, MOFA
January 1975	Deputy Director, Oceania Division, MOFA
January 1977	First Secretary, Beijing
January 1979	First Secretary, Kuala Lumpur
June 1981	Deputy Director, Japan-US Security Affairs Division, MOFA
February 1984	Director, Disarmament and Arms Control Division, MOFA
August 1985	Director, China and Mongolia Division, MOFA
August 1987	Visiting Fellow, RIIA, London
May 1988	Counsellor, Geneva
July 1991	Minister, Beijing
August 1993	Private Secretary to Prime Ministers Hosokawa, Hata and Murayama
January 1996	Deputy Director-General, Asian Affairs Bureau, MOFA
January 1998	Consul-General of Japan in Hong Kong

As for doing business with Japan, trade enquiries can be directed to JETRO (the Japan External Trade Organisation, an arm of Japan's Ministry of Trade and Industry), or representative offices of Japanese provincial governments.

Being the head of a Consulate is different from that of a company. The Consulate is part of the Ministry of Foreign Affairs in Japan — part of a huge, non-profit organisation with embassies all over the world. Mr Makita's role is to observe the local political and economic situation, report to the Foreign Minister, who formulates relevant policies, and follow directives and instructions issued by the headquarters. In this sense, he agrees that the whole organisation is bureaucratic and centralized. But for his management style within the Consulate in Hong Kong, he believes it is just the same as any other private company.

Lunar New Year Mass Greetings

The Association held its Lunar New Year Mass Greetings on February 25, which was attended by President, Vice-Presidents, Honorary Presidents, Assistants to President, Executive and General Committee Members of the Association.

Addressing at the occasion, CMA President Mr Herbert Liang said that there were signs of economic recovery in 1999, one and a half year after the Asian financial turmoil. Favourable conditions arose, both internally and externally. Mr Leung



The Association held its Lunar New Year Mass Greetings on February 25. Seen in the picture were President Mr Herbert Liang (centre); Executive Vice-President Mr Leung Nai Wing (2nd from left); Honorary President The Hon Ngai Shiu Kit (2nd from right); Vice-Presidents Mr Chan Wing Kee (1st from right) and Mr Lo Man Tuen (1st from left).



President, Vice-Presidents, Honorary Presidents, Assistants to President, Executive and General Committee Members posed for a photo at the Lunar New Year Greetings.



Held on February 25, the General Committee dinner was attended by Vice-Director of the Xinhua News Agency (Hong Kong Branch) Mr Ulan Mulun (5th from left, front row), Deputy Commissioner for Commissioner's Office of Ministry of Foreign Affairs of the PRC in HKSAR Mr Tang Gao Qiang (4th from right, front row) and leading officials of the Xinhua News Agency. Seen in the picture were Mr Herbert Liang (5th from right, front row), Executive Vice-President Mr Leung Nai Wing (4th from left, front row) and other CMA representatives together with the guests.

believed that with the striving spirit of Hong Kong people and the continual stable development of China's economy, the economy of Hong Kong could secure stable growth. CMA will pursue its objectives, sparing no efforts in improving the business environment, promoting the manufacturing and trade development, and working for a more stable economic foundation in Hong Kong.

Delegation of Economic Affairs Department of Xinhua News Agency (Hong Kong Branch)



Mr Hu Guocai (4th from left), Head of the Economic Affairs Department, Xinhua News Agency (Hong Kong Branch) and their Division Chief, Mr Chi You Gang (1st from left) visited the Association on March 16, and were received by CMA President Mr Herbert Liang (centre); Vice-Presidents Mr Jose Yu (4th from right), Dr M W Lui (3rd from right), Mr Lin Fai Shat (3rd from left), Mr Lo Man Tuen (2nd from right) and Mr Eddie Lu (2nd from left). Both parties agreed that collaboration should be strengthened to promote economic cooperation between the territory and Mainland China.

Lunch Reception for the Delegation of Guangdong General Chamber of Commerce



The Association hosted a lunch reception in honour of the delegation of Guangdong General Chamber of Commerce on March 16. Led by its Vice Chairman Mr Huang Shao Xiong (3rd from left, front row), the 6-member delegation was received by CMA President Mr Herbert Liang (3rd from right, front row); Vice-Presidents Mr Yip Hing Chung (2nd from left, front row), Mr Lo Man Tuen (1st from right, front row) and Mr Eddie Lu (centre, back row). Both parties agreed that it is important to strengthen the communication and cooperation between Hong Kong and Guangdong Province.

Delegation of Dalian Municipal Government



Mayor of Dalian Municipal Government Mr Bo Xi Lai (left) led a 5-member delegation to visit the Association on March 9 and discussed with CMA President Mr Herbert Liang (right) the recent economic and trade development in Dalian.

Visit by the Consul-General of Bangladesh



CMA Vice-President Mr Eddie Lu (right) received Mr S.A.L.M. Mustakim, Consul-General of Bangladesh on March 5. Both parties exchanged views on ways to explore the economic and investment opportunities in Bangladesh.

Delegation of Guangzhou Civilian Scien-tech Park



General Manager of Guangzhou Civilian Scien-tech Park Industrial Development Co Ltd Mr Lu Zhan Zhong (centre) led a 8-member delegation to visit the Association on March 5.

Seminar on Opening Up of Tertiary Sector in the Mainland

Co-organized by the Association and the Legal Education Trust Fund, a seminar on Opening Up of Tertiary Sector in the Mainland was held on March 25. It aimed to facilitate the understanding of participants on the open-up policy and the development of the tertiary sector in the Mainland, and to examine the opportunities offered to foreign investors. Mr Joseph Tsang, Assistant Chief Economist of the Hong Kong Trade Development Council and Mr Nie Jian Qiang, Lecturer of the Law Faculty of Suzhou University were invited to be guest speakers, sharing with the participants their views on the situation of service trade and the tertiary sector in the Mainland respectively. The seminars attracted over 40 participants from member-companies and the legal sector.



Chairlady of the Legal Education Trust and CMA Committee member Mrs Cecilia Chen (right) hosted the seminar and presented a souvenir to one of the speakers, Assistant Chief Economist of the Hong Kong Trade Development Council Mr Joseph Tsang.

Delegation of Chongqing Foreign Relations Economic and Trade Commission



Director of Chongqing Foreign Relations Economic and Trade Commission Ms Xue Wenqi (centre) led a delegation to visit the Association on March 11. Both parties exchanged views on the economic cooperation between Hong Kong & Chongqing.

Hebei-Hong Kong Trade and Economic Cooperation Symposium



The Association and the Bureau of International Investment & Cooperation of Hebei Province jointly organized the "Hebei-Hong Kong Trade and Economic Cooperation Symposium" on March 22, aiming at strengthening economic and trade cooperation between Hong Kong and Hebei. Seen in the picture were Vice-Secretary General of People's Government of Hebei Province Mr Zheng Yin Yuan (centre), CMA Vice-President Mr Lin Fai Shat (2nd from right) and Assistant to President Mr Lam Hok Po (2nd from left).

Delegation of Zhejiang Federation of Industry & Commerce



Vice-Chairman and Vice-Director of Zhejiang Federation of Industry & Commerce Ms Tang Wei Ping (right) and Mr Li De Lin (left) visited the Association on March 16, and were received by CMA President Mr Herbert Liang and other CMA representatives. Both parties exchanged views on the economic cooperation of Hong Kong and Zhejiang, and discussed on the aspect of agricultural development.

Visit by the Deputy Director of Turkey Foreign Economic Relations Board



Mr Eddie Lu (right), Vice-President of the Association received Ms Nur Arbak, Deputy Director of Turkey Foreign Economic Relations Board on February 24, to discuss the economic and trade co-operation between the two places.

Delegation of the Guangdong Women's Federation



Delegation of the Guangdong Women's Federation visited the Association on February 23, and was received by the Ladies' Committee. Both parties exchanged views on the socio-economic status of women of Hong Kong and Guangzhou. In honour of the Delegation as well as the Committee's Lunar New Year Mass Greetings, a dinner reception was held after the meeting.

Delegation of Department of Foreign Affairs, Republic of Indonesia



Dr Johan S. Syahperi, Sr. LL.M., Director General for Foreign Economic Relations, Department of Foreign Affairs, Republic of Indonesia (2nd from left) led a delegation to visit the Association on March 3.

Delegation of the Training Programme for PRC Senior Government Officials



Deputy Director of Central Committee of CPC, Administration Affairs Bureau Mr Wang Jian Zhong (centre) led a 40-member delegation of the Training Programme for PRC Senior Government Officials to visit the Association on March 17, and was received by CMA Vice-Presidents Mr Jose Yu (right), Lin Fai Shat (left) and other CMA representatives.

Representatives of Shenzhen Council for the Promotion of Overseas Investment



President of the Shenzhen Council for the Promotion of Overseas Investment Mr Li Qingsen (right) and Secretary Ms Ye Ying (left) visited the Association on March 3. Mr Li introduced to the Association various services provided by the Council to foreign investors in Shenzhen.

Delegation of Ningxia Hui Autonomous Region



To introduce the Region's latest development, Deputy Chairman of Ningxia Hui Autonomous Region Mr Ma Jun Ting (centre) led a 11-member delegation to visit the Association on March 19.

Seminar for Women of Hong Kong



Ms Cecilia Chen (right), CMA General Committee Member and Chairlady of the Ladies' Committee, attended the seminar organized by the Hong Kong Federation of Women on February 9.

Delegation to Panyn by the Ladies' Committee



Led by its Chairlady and CMA General Committee Member Ms Cecilia Chen (6th from left, back row), the delegation formed by members of the Ladies' Committee visited Panyn on March 10-11.

Delegation of the People's Government of Liaoning Province



Assistant Governor of the People's Government of Liaoning Province Mr Yang Bao Xin (2nd from left, front row) led a delegation to visit the Association on March 20, and was received by CMA Vice-President Mr Yip Hing Chung (centre, front row) and other CMA representatives.

CMA Secondary School Organized the "Experience IT Curriculum Day"



To promote the effectiveness of IT-aided teaching mode, CMA Secondary School organized the "Experience IT Curriculum Day" on March 19 and 20. Primary five and six students in the Kowloon Peninsula were invited to visit the school and to attend lessons taught with multi-media applications. Seen in the picture were a group of student visitors paying full attention to the instructions given on a computer lesson.



Lithuania

Lithuania is situated on the eastern coast of the Baltic Sea which covers a total area of 65,300 sq km. The capital is Vilnius.

The population of the country is 3.7 million.

ECONOMY

Lithuania has one of the fastest growing economies in Central and Eastern Europe. Well over 70% of the country's GDP is now produced by the private sector. Lithuania's well-developed industrial base includes electronics, chemicals, machine tooling, metal processing, construction materials, food processing and light industry. The rate on inflation in Lithuania is consistently among the lowest in Central and Eastern Europe and reached 8% only in 1997. In comparison, the inflation rate in 1996 was 13%, down from 36% in 1995. Moreover, Lithuania had one of the fastest growing economies in the region in 1997 with GDP growth of 5.7% (up to US\$9.6 billion) and the Ministry of Finance forecasts GDP growth for 1999 will be at 7%.

TRADE

Lithuanian industrial goods have free access to the EU market. Lithuania's free trade agreement with the EU came into effect on 1995 January 1. Taking advantage of this, Lithuania's exports to the EU have doubled

since 1993 and now represent 33% of total exports. Main exports are mineral products, textiles, machinery and equipment, and chemical products. Lithuania's main imports at present are: mineral products, machinery and equipment; transport equipment and chemical products. Import and export operations, except for several classifications of goods, such as oil and alcohol, do not require licences in Lithuania.

In 1998, Hong Kong's total exports to CIS/Eastern Europe valued HK\$7,765 millions that marked a 13% decrease when compared to the previous year. However, the amount of export to Lithuania valued HK\$49 millions that marked a 32% increase when compared to the previous year. It shows Lithuania has the potential to be an important trading partner with Hong Kong.

INVESTMENT CLIMATE

Foreign investment in Lithuania is increasing fastest in the region: it is on track to double in 1998 to US\$2 billion.

EXCELLENT INFRASTRUCTURE

A network of European-standard highways links major industrial centres. The port of Klaipeda is the only ice-free port on the Eastern Baltic and also receives a US\$ 200 million funding for expansion. Lithuania has 3 international passengers' airports plus an international cargo airport. Besides Lithuanian Airlines and Air Lithuania, 12 other international airlines provide service to and from Lithuania and world-wide connections.

LOW OPERATING COSTS

Utilities, rent, building and services costs are among the lowest in Central and Eastern Europe. The ratio of yearly output of university graduates is one of the highest in the region, while the cost of labour (with an average salary in manufacturing of US\$249 per month as of May 1998) is among the lowest.

FREE ECONOMIC ZONES

Lithuania's Free Economic Zones boast unparalleled infrastructure and transshipment facilities and offer investors extremely attractive incentives: investment over US\$1 million will be offered corporate tax holiday for first 5 years and 50% tax reduction for following 10 years (effective rate 14.5%); investment under US\$1 million will be offered corporate tax reduction of 80% for first 5 years (effective rate 5.8%) and 50% tax reduction

for following 5 years (effective rate 14.5%); no VAT; no customs duties and a 50% reduction on land lease.

POLITICAL & ETHNIC STABILITY

With a strong, pro-business government, excellent external relations and harmonious minority relations internally, Lithuania is an oasis of political and ethnic stability in the region. It has a stable currency and offers unrestricted movement of capital and dividends.

Recently, an international recognized body rated Lithuania's economy as the freest in Central Europe, ahead of Czech Republic, Hungary, Poland, and among others. Current program of major infrastructure privatization is set to speed up overall economic growth, as well as further increase foreign direct investment flows. Lithuania's financial infrastructure, including the country's securities sector, banking system, and insurance sector, has developed rapidly since the re-establishment of independence.

All these factors give confidence to Lithuanian and investors. Siemens, Philips, McDonald's are among the multinationals that have chosen to locate production facilities and invest in Lithuania and continue to expand their operations through additional investments. Moreover, most foreign businesses invest in Lithuania for export production purposes. Many local producers have already achieved ISO 9000 certification.

Related Organization:
The Lithuanian Development Agency
St. Jono 3, 2600 Vilnius Lithuania
Tel: (3702) 62 7438
Fax: (3702) 22 0160
Email: lita@lda.lt
Homepage: <http://www.lda.lt>

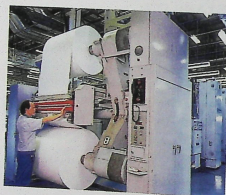


TCL Enquiry
2698 8198

BAN ON AZO DYES IN THE EU

Azo Dyes are usually used in textile dyeing and printing industry. Many consumer goods contain certain amounts of azo dyes, for instance, clothing, bed linen, towels, air mattresses, bracelets and diapers are common products stained with azo dyes.

However, certain azo dyes (benzidine-colours) are suspected to split off carcinogenic (cancer causing) amines. Therefore, some European countries have already banned the use of these azo dyes. Among these countries, Germany, Austria & the Netherlands are highly concerned about the production,



import and sale of consumer goods with azo dyes and have put a ban on azo dyes with benzidine-colours.

Similar regulations on banning azo dyes may also be introduced to other EU Member States in the near future. France has notified the EC about the draft decree concerned. Sweden and Denmark will also follow suit. As more and more EU Member States have adopted such regulations, it is essential to harmonize them. In fact, a community-wide ban on azo dyes has been drafted and is expected to approve in the near future.

NEW BATTERY DIRECTIVE 98/101/EC : AMENDMENT TO DIRECTIVE 91/157/EEC



Major amendments introduced by Directive 98/101/EC to Directive 91/157/EEC are:

- By 1 January, 2000, the EU Member States are required to put a ban on the sales of batteries and accumulators containing mercury more than 0.0005% in weight;
- Each button cell and battery composed of button cells should not contain more than 25 mg of mercury;

The Directive 91/157/EEC is also applicable to batteries and accumulators put on the market from 1 January, 1999 containing more than 0.0005% of mercury in weight.

CMA Testing can provide professional and impartial service on Testing of Batteries and Accumulators. Should you have any queries, please feel free to contact our Specialist in Chemical Division Mr. Steve Chan or our Marketing Department at tel. no. 2698 8198 or by fax at 2695 4177.

SEMINARS / TRAINING COURSES

Date	Event	Venue	Organizer	Contact Person/ Tel & Fax
1999				
June 2	Stress Management	VTC Tower, Wanchai	The Management Development Centre of Hong Kong	Ms W. Cheng Tel: 2919 1402 Fax: 2572 7130
June 3	Successful Supervisors Workshop Series - Planning and Performing	VTC Tower, Wanchai	The Management Development Centre of Hong Kong	Ms M. Chan Tel: 2836 1822 Fax: 2572 7130
June 3	Successful Supervisors Workshop Series - Discipline	VTC Tower, Wanchai	The Management Development Centre of Hong Kong	Ms M. Chan Tel: 2836 1822 Fax: 2572 7130
June 4	Making Effective Presentation	VTC Tower, Wanchai	The Management Development Centre of Hong Kong	Ms L. Watt Tel: 2836 1941 Fax: 2572 7130
June 8	Successful Supervisors Workshop Series - Delegation	VTC Tower, Wanchai	The Management Development Centre of Hong Kong	Ms M. Chan Tel: 2836 1822 Fax: 2572 7130
June 8	Successful Supervisors Workshop Series - Leadership	VTC Tower, Wanchai	The Management Development Centre of Hong Kong	Ms M. Chan Tel: 2836 1822 Fax: 2572 7130
June 9	Leadership	VTC Tower, Wanchai	The Management Development Centre of Hong Kong	Ms L. Watt Tel: 2836 1941 Fax: 2572 7130
June 10	Managers as Trainers	VTC Tower, Wanchai	The Management Development Centre of Hong Kong	Dr C. Y. Wong Tel: 2836 1930 Fax: 2572 7130
June 15	Operations Management	VTC Tower, Wanchai	The Management Development Centre of Hong Kong	Mr L. Lai Tel: 2836 1828 Fax: 2572 7130
June 17	Good Manager's Seminar	VTC Tower, Wanchai	The Management Development Centre of Hong Kong	Dr C. Y. Wong Tel: 2836 1930 Fax: 2572 7130
June 22	Management Manpower Planning	VTC Tower, Wanchai	The Management Development Centre of Hong Kong	Dr C. Y. Wong Tel: 2836 1930 Fax: 2572 7130
June 25	Ethics at Work	VTC Tower, Wanchai	The Management Development Centre of Hong Kong	Ms W. Cheng Tel: 2919 1402 Fax: 2572 7130
June 28-30	Management Development Adviser Programme	VTC Tower, Wanchai	The Management Development Centre of Hong Kong	Mr L. Lai Tel: 2836 1828 Fax: 2572 7130

CONFERENCES / EXHIBITIONS

Date	Event	Venue	Items	Organizer
1999				
1-4 June	The Premier International Food & Beverage Exhibition for Asia	Singapore Expo, Singapore	All kinds of food, wine & spirits and beverage products	SIAL Asia Pte Ltd Tel: (65) 392 4269 Fax: (65) 392 9260 E-mail: eiepl@pacific.net.sg URL: http://www.sialasia.com
1-10 June	International Exhibition of Textile Machinery	Parc des Expositions de la Porte de Versailles, Paris	Machines and auxiliary equipment necessary for textile production, including clothing, furnishings and industrial textiles	ITMA '99 Organizing Committee Tel: (33) 1 4717 6345 Fax: (33) 1 4717 6348 E-mail: info@itma99.com URL: http://www.itma99.com
3-6 June	Aquarama '99	World Trade Centre, Singapore	All kinds of accessories and equipment for aquaria, garden pond, shop fitting and packing, etc.	Miller Freeman Pte Ltd Tel: (65) 393 4325 Fax: (65) 299 9782 E-mail: aquarama@singnet.com.sg
3-6 June	Zooarama '99	World Trade Centre, Singapore	Food and health care products for pets, pet supplies, pet shop fitting and packing, etc.	Miller Freeman Pte Ltd Tel: (65) 393 4325 Fax: (65) 299 9782 E-mail: aquarama@singnet.com.sg
5-8 June	4th Sao Paulo International Christmas Fair	Bienal de Biraque Pavilion, Sao Paulo, Brazil	Christmas articles, decorative candles, party articles, minnows, plush, greetings cards and fine stationery	Grafite-professional fairs division Tel: (5511) 820 6900 Fax: (5511) 820 6900 E-mail: grafitehds@grafitehds.com.br URL: http://www.grafitehds.com.br
17-19 June	The 4th International Marine World Exhibition & Conference	Cairo International Conference Centre, Egypt	Ship-building and repair industry, ports management, maritime transport, boats, accessories, etc.	ANCOM Tel: (02) 344 7980/347 1155 Fax: (02) 347 1155 E-mail: ancom@egypt.com
18-24 June	Aid to Trade '99	Alexandria, Egypt	Computer software, chemicals, pharmaceuticals, agricultural products, textiles and ready-made garments, leather products, rug and carpets, furniture, household equipment, etc.	International Promoters & Marketing Group S.A.E. Tel: (203) 545 9874/544 2926 Fax: (203) 544 2925 E-mail: admin@aidotrade.com URL: http://www.aidotrade.com
24-27 June	June Hong Kong Jewellery & Watch Fair '99	Hong Kong Convention & Exhibition Centre	Diamonds, pearls, gemstones, precious metals, finished jewel	Miller Freeman Asia Ltd Ms Coline Lau/He Jennifer Ip Tel: (852) 2827 6211 Fax: (852) 2564 5496 URL: http://www.jewellery-net-asia.com
25-28 June	China International Building & Construction New Concept on Material, Equipment & Technology Application Exhibition	National Agricultural Exhibition Center, Beijing	Building and construction material, equipment and technology, interior furnishing and renovation products, building materials, etc.	Paper Communication Exhibition Services Tel: (852) 2763 9011 Fax: (852) 2341 0379

香港中華廠商聯合會是本港最具代表性的商會之一，屬下約四千家會員公司均為本港各業龍頭，是本港及海外公認推廣業務的最佳對象。廠商會編印的會員名錄以中英對照詳細列載會員的最新資料，一直深受各界歡迎。此外，亦同時於多個本港、內地及海外大型展覽會，在會員名錄刊登廣告，不但價錢合理，更能將訊息直接傳達予目標客戶。凡廠商會員及認可廣告代理公司均可獲八五折廣告優惠。

The Chinese Manufacturers' Association is one of the most representative business associations in Hong Kong, with approximately 4,000 member companies leading various sectors of industry and trade. The bilingual CMA Directory of Members is a biennial publication covering comprehensive and up-to-date information of these 4,000 most sought-after business targets, and is a popular and useful guide for local and overseas buyers and exporters. With a circulation of 5,000, the Directory will be distributed to all CMA members and be open for sale at many large-scale exhibitions in Hong Kong, Mainland China and overseas. With consideration to the two-year shelf life and the reasonable advertising rates, placing agencies can enjoy a 15% discount of the rates. In addition, CMA members and recognized advertising

廣告價目 Advertising Rates

香港註冊公司 Rates (non-members)	會員優惠價 Preferential Rates (CMA members)	資料欄廣告尺寸 Print Advertisement Size
印刷廣告 Print Advertisement		頁高 (mm) 頁寬 (mm)
四色 4C 封套外頁 Outside Back Cover HK\$31,000 HK\$26,350		全頁 Full Page 290 222
封套內頁 Inside Front Cover 27,000 22,950		半頁 Half Page (橫 Horizontal) 145 111
封套內頁 Inside Back Cover 24,000 20,400		半頁 Half Page (縱 Vertical) 145 111
封套內頁之雙頁 Page Facing Inside Front Cover 22,000 18,700		半頁 Half Page (橫 Horizontal) 145 111
封套內頁之雙頁 Page Facing Inside Back Cover 20,000 16,900		半頁 Half Page (縱 Vertical) 145 111
封套內頁之雙頁 Page Facing 'How to Use the Directory' 17,000 14,450		半頁 Half Page (橫 Horizontal) 145 111
全頁 Full Page 13,000 11,050		全頁 Full Page 290 222
黑白 B/W 全頁 Full Page 9,000 8,800		半頁 Half Page (橫 Horizontal) 145 111
半頁 Half Page (縱 Vertical) 6,000 5,900		半頁 Half Page (縱 Vertical) 145 111
其他指定位置 按上述價目加收15% 15% loading on above rates		半頁 Half Page (橫 Horizontal) 145 111
光碟廣告 CD-Rom Advertisement		半頁 Half Page (縱 Vertical) 145 111
全頁 4C 彩色廣告 (One Page 4C Colour Ad)		全頁 Full Page 290 222
印刷廣告 (Print Ad + CD-Rom Ad)		全頁 Full Page 290 222
優惠廣告套餐 Discount Advertising Package		全頁 Full Page 290 222
印刷廣告 (Print Ad) 2,000		全頁 Full Page 290 222
印刷廣告 (Print Ad) 1,700		全頁 Full Page 290 222

* 會員優惠價只適用於直接與廠商會(香港廠商會公司)的廣告廣告。
* Preferential Rates only apply to CMA members who make booking without going through advertising agencies.

本公司設在九九九/二〇〇〇年廠商會會員名錄刊登廣告，廣告類別為：(請在「合適者」內打勾)
Our company would like to advertise in the CMA Directory of Members 1999/2000 with the following particulars: (please tick if appropriate)

四色 4C ☐ 封套外頁 Outside Back Cover ☐ 封套內頁 Inside Front Cover ☐ 封套內頁 Inside Back Cover ☐ 封套內頁之雙頁 Page Facing Inside Front Cover ☐ 封套內頁之雙頁 Page Facing Inside Back Cover ☐ 封套內頁之雙頁 Page Facing 'How to Use the Directory'

黑白 B/W ☐ 全頁 Full Page ☐ 半頁 Half Page (橫 Horizontal) ☐ 半頁 Half Page (縱 Vertical)

光碟 CD-Rom ☐ 優惠廣告套餐 Discount Advertising Package ☐ (請在「印刷廣告類別」內打勾 the type of print ad.)

茲附上港幣 _____ 元 *銀行支票乙張，支票號碼：_____ 簽名 (請蓋上公司印)：_____

公司名稱 Company Name: _____ 支票號碼：_____

會員編號 (若有) Membership No. (if any): _____ 職銜 Title: _____

聯絡人 Contact Person: _____ 地址 Address: _____

電話號碼 Tel. No.: _____ 傳真號碼 Fax No.: _____ 日期 Date: _____

* 請將支票抬頭註明「香港中華廠商聯合會」，請將支票連同非利片一併交來本會。

* Cheques should be crossed, and made payable to "The Chinese Manufacturers' Association of Hong Kong". Cheques and film positives should be forwarded together to the CMA.

地址：香港中環干諾道中46-48號廠商會大廈三樓 香港中華廠商聯合會公關及刊例部 陳潔儀小姐 (電話：2542 8641；傳真：2541 4551)

Address: PR & Publications Division, The Chinese Manufacturers' Association of Hong Kong, 3/F, CMA Building, 46-48 Cornhill Road Central, Hong Kong

廣告查詢：陳潔儀小姐 (電話：2542 8641；傳真：2541 4551)

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