

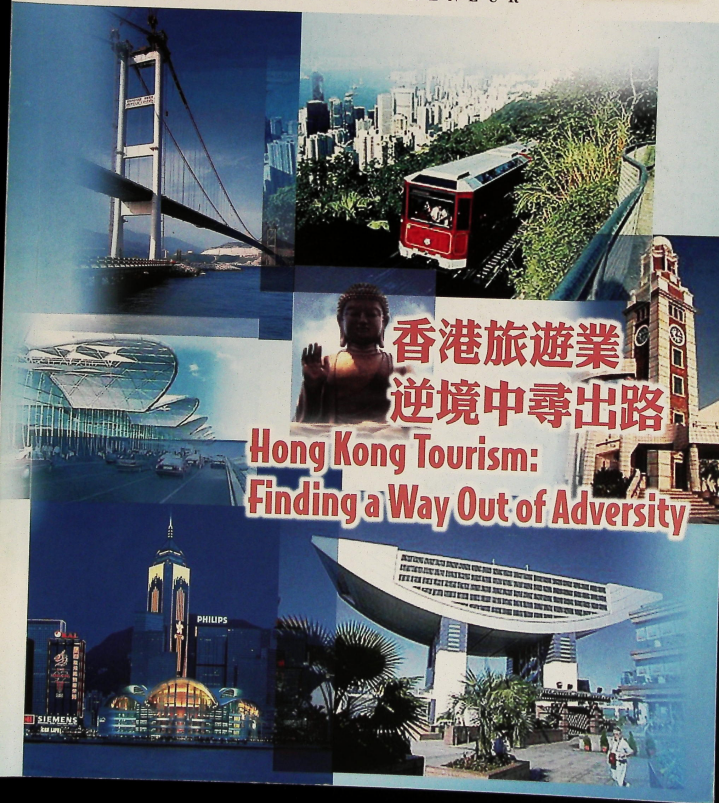
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企業雄才

HONG KONG ENTREPRENEUR



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



香港旅遊業

逆境中尋出路

Hong Kong Tourism:
Finding a Way Out of Adversity

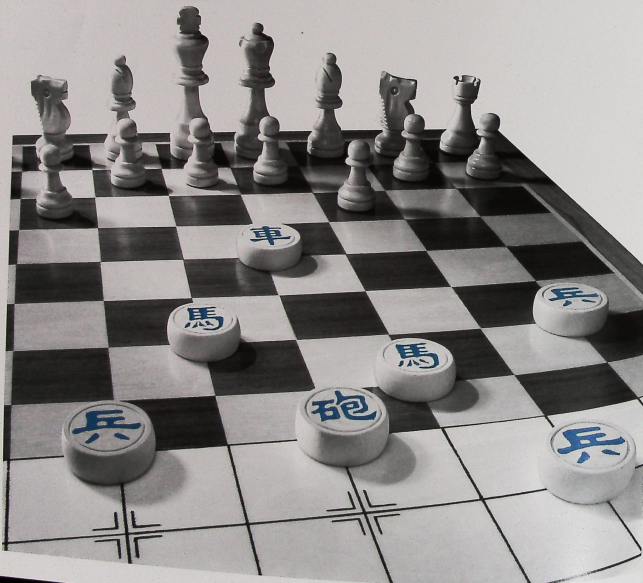
進軍國際市場

CitiBusiness環球網絡

助中小型企業出擊四方

開拓國際市場，必需龐大網絡支持。萬國寶通銀行最新成立的 CitiBusiness，對中小型企業全力支持。透過環球網絡，我們與各地商家關係緊密，洞悉每項業務發展所需，必能助您開拓更多海外發展機會。CitiBusiness 同時提供多項服務，包括資產及貿易融資、資金及外匯管理等。馳騁商場，勝算在握。

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本會評論

本會支持政府推行應用資訊科技發展優質教育

行政長官董建華在首份施政報告中，承諾制定一套為期五年的資訊科技教育策略，以提高教與學的成效。這份諮詢文件就在教育方面應用資訊科技，提出了一套基本綱領和策略方針，並在教師培訓及支援、課程及軟件、硬件的供應及網絡基建四方面提出意見。

諮詢文件中提及，實行資訊科技教育的目標是激發和維持學生的學習興趣；擴展學生的視野，幫助他們發展具創意的思維；及鼓勵學生不斷自學進修，培養合作精神。為了達致上述目標，政府除須持續投入大量資源外，更必須鼓勵學校教育的模式來一次「範式的轉向」(Paradigm Shift)，即由一個根據課本及以老師為中心的教學模式，轉向以較為互動並以學習者為中心的模式。

諮詢文件建議政府在未來五年集中處理教師培訓及支援、課程及軟件、硬件的供應及網絡基建四項工作，重點包括成立資訊科技教育資源中心，為教師提供專業支援，協助他們採用資訊科技為教學工具；五年內在25%的課程上利用資訊科技輔助教學，研究把本地現成教材改編為電子教材；不斷檢討為學校提供的電腦設施，並給予學校更大彈性採購及裝置資訊科技設施，以便更能配合它們的需要；與及提供完善的網絡基建，方便學校、教師、學生及家長互通訊息和共用資訊。

在實行上，諮詢文件建議政府成立一個諮詢架構，包括政府、教學界、高等教育學院和資訊科技界的代表，就策略的發展路向和實施工作，提出意見。在公眾諮詢期完結後，因應所收到的意見，制定推行計劃。最後，政府應為小三、小六、中三、中五和中七的學生訂定電腦應用技巧指標，以反映他們應用資訊科技學習或自學的能力。

本會認為，資訊科技教育是香港未來發展的重要一環，與本港的競爭力息息相關。為了維持本港的競爭能力，並在不斷變化的市場環境下力爭上游，當局必須由教育開始，使學生從小開始接受資訊科技教育；致力培育資訊科技人才，及培養一批精通資訊科技應用的勞動人口。因此，本會對政府提倡資訊科技教育的舉措，表示贊同。

然而，縱觀整份諮詢文件，祇集中討論師資培訓、電腦設備之提供及資源分配等問題；雖然文件提到要求課程發展議會為各科目的課程綱要作出檢討，研究如何適當加入資訊科技成分，並為有關檢討訂定循序漸進的時間表，但諮詢文件內並沒有具體說到有關檢討何時完成，且沒有就何種科目可使用電腦輔助教學及具體的推行方法提出意見。本會認為，要使學校、教師及學生注重資訊科技的學習，將資訊科技加入重新編訂的課程綱要十分重要，除了使教師更準確掌握資訊科技在教學有關科目上如何推行及應用，並可確保有關的電腦設備在運用上達最佳的效益。

諮詢文件建議當局應設立一個諮詢架構，就資訊科技的發展，向政府提出意見。本會表示贊同，並認為應成立一個指導委員會，統籌資訊科技教育的發展，直接向教育統籌委員會負責，避免出現有關事務分散由不同部門負責的弊病。本會建議，委員會的成員應包括大學、師資培訓機構、資訊科技界、工商界及學校代表，集思廣益，為未來的資訊科技教育的發展提供可行且適合本港各行業需要的意見。除此以外，本會認為當局亦應專為教師設立一個資訊科技教學諮詢架構及資源中心，讓教師可透過有效的渠道，解決有關在資訊科技教學的問題，並在使用電腦設備及軟件方面提供援助，此舉不單有助減輕教師在使用資訊科技教學之壓力，並能協助教師更有效地利用資訊科技輔助教學。

對於諮詢文件建議為準教師就應用資訊科技方面設定入職基準之建議，本會認為此舉能協助學校選擇符合資格、懂得利用軟件輔助教學的老師，以配合學校達成25%課程以資訊科技輔助教學的目標。本會認為，在設定有關基準之同時，各大專院校和教育學院之有關課程亦應增加資訊科技教學一科，加以配合，並規定學生在畢業前達到一定水準，以協助本港邁向推廣資訊科技教學的目標。

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本會評論 1

專題 4

香港旅遊業逆轉中環出路

廠商會動態 8

廠商會代表與特區行政長官董建華會面 /
本會赴廣州、煙台及東莞代表團 /
本會邀請工務局局長周焯然大平紳士 /
大連開發區管理委員會駐港代表訪會 / 新巴拿拿駐港大使訪會 /
廠商會籌辦港幣七十五萬元團友 / 香港「工展會」記者招待會 /
1998香港工業展：機群及設備設計比賽評審工作及支票頒獎典禮 /
廠商會赴江門、鶴山、新會考察團 /
廣州市安科加工政策及項目介紹會 /
本會會員參觀返國團中心 / 長沙市政府代表團 /
「千年齡及數碼問題」研討會 /
「中小企業特別信貸計劃」介紹會 /
肇慶市人民政府代表團 / 福建省人民政府代表團 /
北京市海外聯誼會代表團 / 中國高級公務員經濟管理研討班訪會 /
家誠中華台北工商企業聯合會理事長許勝發 / 梧州市貿促代表團

檢定中心通訊 17

檢定中心活動

人物專訪 18

稅務局局長黃河生

經濟新知 20

CIBBusiness 提供全面服務助中小型企業拓展業務

工業概況 21

自食其力做好工作本分

投資地區 22

奧地利——東歐發展的大門

企業管理 24

企業規劃

貿易概況 26

中國汽車消費市場需求轉旺

中西部透視 30

江西省

研討會 / 訓練課程 32

新會員 32

洽談會 / 展覽會 33



EDITORIAL 35

FOCUS 36

Hong Kong Tourism: Finding a Way Out of Adversity

CMA ACTIVITIES 40

CMA representatives met with SAR Chief Executive Tung Chee-hua /
1998 Hong Kong Awards for Industry: Machinery and Equipment Design
Competition, Judging and Cheque Presentation Ceremony / Dinner
Delegation in Honour of Secretary for Trade and Industry /
Delegation of the People's Government of Fujian Province /
CMA Donated over HK\$700,000 to Flood Victims in China /
Press Conference on the "33rd Hong Kong International Industrial
Products Exhibition" / Seminar on 'Year 2000 Computer Programming
and the Euro' / CMA Delegation to Jiangmen, Heshan and Xinhui /
Seminar on Export Processing Trade in Guangzhou /
Dinner Reception in Honour of TCCI Chairman /
Visit to Quick Response Centre / Visit by the Ambassador of Zimbabwe /
Delegation of People's Government of Zhaoqing City /
Delegation of Senior Chinese Civil Servants Economic and Management
Training Program / Delegation of the People's Government of Changsha /
Visit by the Secretariat of the Administrative Committee of Dalian
Economic & Technical Development Zone /
Delegation of Beijing Chinese Overseas Friendship Association /
Fuzhou Trade Delegation

PROFILE 48

Commissioner of Inland Revenue - Mr Wong Ho-sang

TCL BRIEFING 51

TCL Events

INVESTMENT PROFILE 52

Austria - The Gateway to Eastern and Western Europe

CONFERENCES / EXHIBITIONS 55

SEMINARS / TRAINING COURSES 56

目錄 CONTENTS

廣告垂詢請聯絡

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香港旅遊業 逆境中尋出路

自去年東南亞貨幣貶值觸發金融風暴以來，南韓和日本的經濟衰退，已導致訪港旅客人數持續下降。加上本港發生禽流感事件，而零售價格又相對缺乏競爭力，旅遊業目前可謂處於艱難時刻。

儘管旅遊業不景氣，香港仍然是亞洲最受歡迎的旅遊勝地，旅遊收益亦名列全球第十。

面對困境，政府宣布挽救旅遊業大計，規劃署及香港旅遊協會均埋首準備推出

多項發展旅遊業計劃。這些雄圖大計能否為旅遊業帶來一股及時雨？

北亞旅客跌幅最高

經濟局局長葉澍堃已預期今年全年的訪港旅客數目將比去年下降6%，今年以來，本港的旅遊收益一直低於去年同期。最新的數字顯示，本港一九九七年旅遊業收益較前年下跌一成半之後，今年上半年旅遊業收益亦比去年同期急跌三成半，只得256億港元，其中旅客的消費總額則有246億，較去年同期下跌36%。當中更以北亞（即日本和南韓）的旅客消費跌幅最大，高達六成。不過，內地旅客的消費總額佔整體消費額的兩成半，仍然是消費力最強的旅客，另台灣旅客亦佔兩成的消費額，取代了北亞成為本港第二大消費最高的旅客。

在個人平均消費方面，今年以美洲旅客最高，達港幣5,779港元，而佔消費總額最大比重的內地旅客，則排第四位，每人平均花費5,514港元。

香港能一直吸引世界各地旅客到訪，主要在其大都會魅力，與及其購物天堂的美譽。誠然，金融風暴之前，香港物價與樓價同時上調，香港再難說是價廉物美的購物天堂，為適應區內的高生活指標，去年香港的物價飆升，使其成為全球最昂貴的都市。今年經濟下調了好一段時間之後，物價指數亦回落。一項調查亦指出，在香港售賣的世界名牌已重拾過往的優勢，價格成為全球最具競爭力的地方，過去高峰時期，香港一度只能排行第三位。

港府推出連串措施挽救旅遊業

時移勢易，香港今日已不能單靠購物天堂的美名來吸引外地的旅客，相信港府亦了解到這個問題，所以近期便制訂了不少推動旅遊業的大計，包括放寬旅客入境配額及簡化簽證手續，拓展本港旅遊景點，並實行適當措施來保持本港作為東南亞區最繁榮大都會的地位。

港府在六月公布最新經濟數據時，提到振興本港旅遊業的措施，其中較重要的便是吸引中、台兩地旅客來港，訪港的內地旅客配額由過往每天1,142人增加至1,500人，即每天增加了358名。內地旅客的消費能力絕對不容忽視，資料顯示，他們去年每人平均在港消費近6,400元，若能每天都可填滿這300多個新增配額的話，香港將可增加一筆十分可觀的收入。

港府估計，現時短途旅客僅內地和台灣兩個市場仍有拓展空間，其他如日本、南韓及東南亞國家，仍受金融風暴影響，國民根本沒有來港旅遊的興致和經濟能力。所以另一項措施是容許持台灣證的台灣旅客，經香港前赴內地時，可獲免簽證的七天留港時間，台灣旅客去年的個人消費比國內旅客更高，平均為港幣7,040多元。

此外，港府又積極推動旅遊業的基礎條件，由於目前房地產市場放緩，土地無須再急於建屋解決「樓荒」，政府便決定把原先打算出售的添馬艦地皮，以象徵性一元收買租借給香港旅遊協會來舉辦大型活動（詳見表一）。另外，計劃在海旁建郵輪碼頭，發展大嶼山旅遊業，研究興建登山吊車，評估水鄉大澳的發展潛力，並考慮設立如電影城、迪士尼式的主題樂園。

旅遊協會四項定於前添馬艦基地舉行的活動

日期	活動名稱	主辦機構
1998年8月23日	「香港動感之都—與星同遊」大匯演	香港旅遊協會
1998年10月11日至11月22日	「自由操作市場」	香港旅遊協會及新城電台
1998年12月18日至1999年1月11日	「第三十三屆香港國際工業出品展銷會」	香港中華廠商聯合會
1999年2月16日至17日	「香港繽紛巡遊賀新歲暨綜藝薈萃慶新春」	香港旅遊協會

學者認為香港宜作旅遊中轉站

這一連串措施仍有待進一步的研究才可落實，曾任美國史丹福大學訪問學者的中文大學經濟系副教授鄭啟新認為，香港應着重發展本身的優勢，以一個小島，可用土地不多的時候，香港反而應更認清本身的長處。

他表示，旅遊亦與其他工商業一樣，屬香港經濟的一環，政府的角色只宜作規劃，但有關具體發展的工程則不應該由政府以公帑去支付，不過面對現時的經濟環境，願意去投資的企業相信不會多，要發展這些具規模的旅遊設施，相信會困難重重。

他又指出，本港旅遊業成功的要素主要在充足的酒店及購物消費的樂趣，從過去訪港的旅客消費模式來看，他們在港的每十元消費額，有五元用在飲食購物上，另兩元半用在酒店住宿，其餘則為其他各類消費。

鄭啟新認為，旅遊業基本上是一個具風險危機的行業，如過去波斯灣戰爭，香港有一陣子少見了美國的旅客；國內發生千島湖事件後，該段時間亦少了一批台灣的旅客。今次香港旅遊業面對的困境，部分原因是九七效應帶來回歸前的高峰已過，現時正進入調整期。換言之，在一九九六年及九七年的訪港旅客因回歸效應出現強勁增幅，即使沒有金融風暴，旅客人次在回歸後亦會有下降跡象。

金融風暴突顯了旅遊業的萎縮，就連相關行業都受到影響，如頂級酒店也大幅調整價格，零售業務又因應租金下調而相應減價，再者在市況淡靜的情況下，服務員亦較過往生意暢旺時敬業樂得多。

鄭啟新指出，香港始終不是東南亞的消遙渡假勝地，它吸引旅客之處在於其購物消費樂趣，以香港土地不足的環境，若華南地區真的需要一個迪士尼式的主題樂園，倒不如把樂園建在土地遼闊的內地。

他認為，今年下半年旅遊業仍難拾回昔日風光，要挽救現時旅遊業的頹勢，香港應該訂定本身的角色，扮演一個如日本東京或美國紐約的大都會角色，成為旅客的中轉站，是外國旅客踏足中國大陸的必經之門。他表示，論景點，內地有數不勝數的山川名勝，香港應該著力展現其優勢，以大都會大城市的角色吸引旅客到中國旅遊時，作為中轉站。



廠商會代表與特區行政長官董建華會面

本會會長梁欽榮、副會長梁乃榮、副會長葉慶忠、陳永棋、楊孫西、呂明華、林耀賢、盧文耀及陸增謙，於八月十一日與特區行政長官董建華會面，就中小企業特別信貸計劃提供意見。

在會上，本會建議政府在計劃中與銀行承擔的貸款比例，由雙方各佔五成改為政府承擔八成的保證額，而貸款機構向中小企業提供借貸時，收取的利息應定為最優惠利率。

另外，本會建議政府成立專責處理企業貸款工作的工商發展銀行，以協助中小企業籌集資金，並以貸款形式支持本港企業進行高科技、高增值的項目，及扶助



本會會長梁欽榮(左四)聯同副會長梁乃榮(左三)、副會長葉慶忠(右五)、陳永棋(右四)、楊孫西(左二)、呂明華(右三)、林耀賢(左一)、陸增謙(右二)及盧文耀(右一)與特區行政長官董建華(左五)於會後合照。

新興的科技工業，以鼓勵創業。梁會長表示，希望政府能將計劃作長期推行，令更多中小企業受惠。

本會赴廣州、增城及東莞代表團

為推介本會於本年十月在廣州舉辦之工展會，本會於八月十三至十五日組織代表團前赴廣州市、增城市及東莞市等地訪問，以加強拓展工作。

代表團由副會長梁乃榮、副會長葉慶忠率領，團員包括副會長梁乃榮、副會長葉慶忠、副會長林耀賢、副會長陳永棋及工展會管理機構廣州國際展覽會有限公司董事長容裕仁。代表團於八月十三日拜會廣州市經濟技術開發區管理委員會主任王德業、廣州市保稅區管理委員會主任助理李德忠及廣州市黃埔區對外經濟貿易局局長黃一漢，並獲各區領導熱情款待。



本會副會長梁乃榮(左三)與工展會籌備委員會副主席葉慶忠(右五)代表本會致送紀念品予東莞市副市長周致納(右四)。



廣州市經濟技術開發區管理委員會主任王德業(右三)致送本會代表團。

翌日，代表團經廣州市對外經濟貿易委員會主任譚可誠安排下，與當地多個工商團體代表會面，並推介廣州工展會。代表團下午前赴增城市，與該市對外經濟貿易委員會副會長姚佐日、增城市經濟技術開發區對外經濟貿易委員會副會長及新塘工業加工區管理委員會副主任周新明舉行座談會，會後並應邀出席晚宴。

另外，代表團亦前赴東莞市訪問，與該市副市長周致納、市政協副主席李永康及市對外經濟貿易委員會主任張順光會面，及出席市政府備設的午宴。

本會宴請工商局局長周德熙太平紳士

本會於七月三十日宴請工商局局長周德熙太平紳士，出席的嘉賓還包括中英聯合聯絡小組中方首席代表王桂生；海關關長李樹輝；工業署署長何宜成；貿易署署長黎年；勞工處處長章玉儀；中國外交部駐港特別行政區特派員公署一等秘書周寶星；工商局副局長譚榮邦、張少卿；多位商會主席及其他工商先進等，場面非常熱鬧。

本會會長梁欽榮在晚宴上致辭時表示，自去年亞洲金融風暴發生以來，本港經濟出現了近十多年來最艱難的困境。為舒緩本港的經濟困難，特區政府於早前宣佈一系列措施，充分顯示政府瞭解市民所面對的困苦，及願意與市民共渡時艱的決心。本會對政府各項紓緩經濟



本會會長梁欽榮(前排左五)聯同多位副會長與周德熙局長(前排左四)及其他嘉賓合照。

大連開發區管理委員會駐港代表訪會



大連開發區管理委員會駐港代表楊柏(左二)及吳曉峰(左一)於八月三日蒞會訪問，由副會長梁慶忠(右二)主持接待。

華廠商聯合會

acturers' Association of Hong Kong



梁欽榮會長(右)致送紀念品予周德熙局長。

措施表示歡迎和支持，並呼籲各界人士響應政府的行動，保持對本港經濟前景的信心。

周局長在致辭時表示，本港企業百分之九十八以上屬中小企業，由於規模上有所限制，故需要特別支援。亞洲金融風暴令業界在融資方面面對嚴峻考驗，中小企業更是首當其衝。有見及此，特區政府推出了一個二十五億元的特別信貸計劃以協助各行各業，尤其是中小企業解決融資問題。

周局長亦指出，隨著經濟結構的轉型，香港工業已逐漸轉變了傳統的生產模式，政府為繼續支援和鼓勵工業而推出了一系列措施，以期推動本港經濟朝著創新及高增值的方向發展。

新巴布韋駐京大使訪會



新巴布韋駐京大使Lavaya於八月十九日到訪本會，由副會長陸增謙接待。雙方就該國之投資環境及非洲之經濟發展進行討論。Lavaya表示近期有不少大陸企業有意往該國發展，去年新、中兩國雙邊貿易額更有超過百分之四十的增長。

為向內地遭受水災影響的同胞施以援手，本會特於八月上旬向會員進行募捐，並獲得熱烈回應，紛紛慷慨解囊，共籌得善款超過港幣七十萬元。副會長盧文端及會董馮元侃於八月十一日代表本會捐贈首筆善款港幣二十萬元，由新華社香港分社副社長鄭哲開代表接受。

謹將善長芳名表列如下：

[illegible]

業戶名稱	存款總額(元)
寶豐鞋製造有限公司	5,000
華隆皮貨有限公司	5,000
怡生實業有限公司	4,000
美芝利鞋廠	3,000
開得時鐘表及製造有限公司	3,000
港裕鞋廠	3,000
德時鐘表	3,000
廣興源鞋製造有限公司	3,000
子星洋行有限公司	3,000
榮華鞋製造有限公司	3,000
合興鞋製造有限公司	3,000
丁慶文女士	3,000
錦光實業有限公司	3,000
永昌鞋製造有限公司	3,000
海城實業公司計時製錶有限公司	3,000
連華實業有限公司	3,000
永興實業有限公司	3,000
聯華鞋廠有限公司	3,000
裕華華芬有限公司	3,000
三和實業有限公司	3,000
少少皮鞋會費	2,000
泰有有限公司	2,000
同發實業	2,000
瑞成實業	2,000
鴻盛實業	2,000
陳小玲會費	2,000
同安實業有限公司	2,000
宏利實業	2,000
陸勝先生	2,000
錦興鞋製造有限公司	2,000
達明鞋製造有限公司	2,000
設計師有限公司	2,000
豐源鞋製造有限公司	2,000
新豐利實業有限公司	2,000
茂隆洋行	2,000
長平實業有限公司	2,000
永興實業有限公司	2,000
豐源鞋製造有限公司	2,000
豐源鞋製造有限公司	2,000
豐源鞋製造有限公司	2,000
義利實業有限公司	2,000
義利實業有限公司	2,000

會員／公司名稱[illegible]

借款用途	借款期限	借款利率	借款金额	借款日期	借款单位	借款经办人	借款审批人	借款凭证	借款备注
基本建设	1980.1.1-1980.12.31	10%	1000000	1980.1.1	建设银行	张三	李四	1000000	基本建设
流动资金	1980.1.1-1980.12.31	8%	500000	1980.1.1	工商银行	王五	赵六	500000	流动资金
技术改造	1980.1.1-1980.12.31	12%	200000	1980.1.1	农业银行	孙七	周八	200000	技术改造
其他	1980.1.1-1980.12.31	6%	100000	1980.1.1	建设银行	吴九	郑十	100000	其他

會員／公司名稱

借款游擊(二)

員／公司名稱	香港港幣(元)
新亞機務實業有限公司	1,000
九龍機器廠有限公司	1,000
華經(亞洲)有限公司	1,000
百好連通有限公司	1,000
蘇力實業有限公司	1,000
通行有限公司	1,000
立萊利有限公司	1,000
綠寶有限公司	1,000
士丹利有限公司	1,000
義威工程有限公司	1,000
信昌洋行有限公司	1,000
德興(香港)有限公司	1,000
達時特製衣有限公司	1,000
新豐城貿易有限公司	1,000
維成洋行有限公司	1,000
宇電電子產品有限公司	1,000
永光企業股份有限公司	1,000
永光金屬製品有限公司	1,000
宏理特許代理有限公司	1,000
永興隆有限公司	1,000
永裕豐印刷有限公司	1,000
振興五金有限公司	1,000
三美製造有限公司(員工)	810
新明泰製衣廠有限公司	500
桂林膠漆廠	500
廣源鐵道運輸有限公司	500
南順電力有限公司	500
南鴻實業公司	500
永行貿易有限公司	500
山東實業公司	500
永生洋行有限公司	500
光緒通商銀行有限公司	500
無錫通商銀行有限公司	500
香港地產基礎局	500
通得士英商有限公司	500
成盛祥南商行有限公司	500
聚有有限公司	500
寶豐鋼鐵廠有限公司	500
友紡織有限公司	500
合記毛呢	500
利昌公司	500
光寶實業有限公司	500
捷利金品飾品有限公司	500
紀成衣公司	500
榮之安有限公司	500
聯興和絲綢有限公司	500
石塘咀有限公司	500
和源記五金製品廠	300
張清女士	300
永利洋行有限公司	300
陳建生	300
廣發有限公司	200
貿易公司	200
宏益有限公司	200
德先生	100
廖生	100
廖先生	100
廖女士	100
廖女士	100
田先生	100
田先生	100
725-616	

香港「工展會」記者招待會

本會於八月二十日舉行記者招待會，公佈「第三十三屆香港國際工業出品展銷會」(工展會)詳情。梁啟榮會長表示，是屆「工展會」獲香港旅遊協會及香港生產力促進局擔任協辦機構，相信透過兩間機構的鼎力支持，必能達致推動香港經濟發展和振興工業的預期效果。

是屆「工展會」定於本年十二月十八日至明年一月十一日假灣仔維多利亞港的露天廣場舉行，共設約五百個室內及一百個室外展銷攤位。另外，會場佈置和裝飾均以懷舊為主題，並配合「香港工業六十年」展覽，希望所有入場人士加深了解香港的工業發展，而為增添會場的熱鬧氣氛，「工展會」期間將進行各式精彩節目表演，包括家傳戶曉、深入民心的「工展小姐選舉」。梁會長表示，為期三週的「工展會」除了為市民提供一個購物消閒的好去處，亦為社會提供臨時就業機會，與及為廠商帶來推廣新產品、建立品牌形象及進行促銷的好機會。



本會會長梁啟榮(中)於「工展會」記者招待會上致辭，旁為常務副會長梁乃榮(左二)、第三十二屆工展小姐余淑芬(右二)、副會長葉惠忠(右一)及旅館研究及拓展總經理葉紹雄(左一)。

1998香港工業獎：機器及設備設計比賽評審工作及支票頒贈典禮

由本會主辦之「1998香港工業獎：機器及設備設計比賽」，評審工作已於七、八月間完成。十二位來自工程及產品設計的專業人士，組成了評審委員會並分成三個小組，負責就參賽作品的性能、創意、科技應用、方便使用程度、成本效益、安全及對環境之影響等多方面作出評審。

最後評審會議已於八月二十八日舉行，由張健利太平紳士主持，選出各獎項包括「香港工業獎：機器及設備設計」、「廠商會機器及設備設計獎」、「廠商會機器及設備設計優異證書」之得主。頒獎典禮將於本年十一月四日假香港會議展覽中心舉行，並邀得香港特區行政長官董建華主持頒獎儀式。

此外，「1998香港工業獎支票頒贈典禮」已於七月二十三日順利舉行，本會副會長葉惠忠及其他主辦機構代表出席接受各贊助商致送支票。今屆「香港工業獎」得到贊助商踴躍支持，共獲贊助金額四百二十五萬港元，而為表揚長期支持「香港工業獎」的贊助商，主辦機構特別選派工業署署長何宜威致送紀念品予贊助年滿五年或十年以上之機構。



副會長葉惠忠(左)代表本會於「1998香港工業獎支票頒贈典禮」上，接受其中一間贊助機構代表致送支票。

廠商會赴江門、鶴山、新會考察團



江門市副市長利子祺(中)向考察團介紹該市的投資環境及各項優惠政策。

應江門市政府之邀請，本會於七月十一日至十三日組織一行二十九人之考察團前往江門、鶴山、新會訪問。此行的主要目的在於協助本港廠商瞭解當地之最新投資及營商環境，考察團除與有關市政府官員會談外，還參觀了三地的基礎設施。同時亦向各市領導和企業代表推介本會於十月份在廣州舉行之工展會。

考察團首先訪問江門市，獲該市政府設午宴招待，並與副市長陳照平、副秘書長伍星康及僑務辦公室副主任陳南國會面。考察團首天行程尚包括參觀江門市南方食品廠、江門市高路華集團公司，及到訪江門外海碼頭運輸實業有限公司、江門國際貨櫃碼頭有限公司。

考察團翌日早上出席了由江門市政府召開的投資介紹座談會，由江門市副市長利子祺主持，雙方於會上就外商企業在內地運廠、轉移投資的各項問題進行討論。



考察團於新會市參觀光學廠。

考察團於午後前往鶴山市，參觀廣東美雅集團股份有限公司，並出席由鶴山市領導所設之晚宴，與該市市委書記李澄海及市長宋毅行會面。

到了行程的最後一天，考察團於早上前往新會市訪問，參觀寶源(新會)光學有限公司及到訪今古洲經濟開發區，並與新會市市委書記伍啟明、代市長甄沃南、副市長鄧萬益、統戰部副部長伍軍紅、開發區辦公室主任潘瑞安及副主任甘朝輝等會面，考察團於當天下午返港，結束為期三天之訪問活動。

是次考察團由會長助理周敏華領，會董魯廣雄、陳鴻基、陳福慶、李雨川為副團長，會董何煜榮為總務，團員包括會董葉雄、劉漢華、李明生、馮就、劉漢欽、崔少全、唐宏洲夫婦、會員潘榮、伍秉柱、鄧華、甄元昌、李可立夫婦、方進平、馮瑞初、李滿鴻、鄭增義、李輝和、陳振超、馮業昌及秘書處隨團工作人員。



考察團遊覽鶴山市大雁山風景區。

廣州市來料加工政策及項目介紹會



本會副會長葉慶忠(中)與廣州市對外經濟貿易委員會副主任劉東昇(左一)於介紹會上合照。

為吸引外商發展廣州市來料加工企業，並藉此加深本會會員企業對國家有關來料加工貿易的政策及廣州市投資環境及其轄下市、區來料加工項目的認識，本會與廣州市對外經濟貿易委員會於七月十三日聯合主辦「廣州市來料加工政策及項目介紹會」，共有會員企業及本港新聞界代表近八十人出席，反應熱烈。

本會副會長葉慶忠指出，在港商到內地進行投資和合作的各個範疇中，來料加工貿易一直佔有主導性的地位，是以港商必須對有關政策充份了解。

廣州市對外經濟貿易委員會副主任劉東昇表示，為創造來料加工政策的地區優勢，並降低外商在粵開展來料加工投資成本，廣州實施了多項措施改善投資環境，及推行鼓勵發展來料加工的政策，如於去年十一月頒布實施的《廣州市人民政府關於加快發展對外加工裝配企業決定》，詳列了十項優惠來料加工外商的政策。

本會會員參觀迅速回應中心

工業及科技發展局撥款予製衣工藝示範中心，於一九九四年成立專為紡織及製衣業服務的迅速回應中心，為使會員更清楚了解該中心所提供之設施及服務，本會特於八月二十六日安排會員參觀，由製衣業訓練局總幹事李奕林親自接待，並由中心代表介紹各項設施，包括單元同步生產系統、迅速吊臂系統、裁床電腦輔助設計生產系統、ISO 9000品質管理系統及電子資料庫等。出席是次參觀活動者包括會董劉漢欽及十多位會員。



本會會董劉漢欽(右)致送紀念品予製衣業訓練局總幹事李奕林(左)。



製衣工藝示範中心生產經理陳健兒向會員介紹該中心之迅速生產線。

長沙市政府代表團



長沙市市長杜達明(左五)率領一行八人之代表團於八月二十日蒞會訪問，由會長梁欽榮(右五)主持接待。

「千年蟲及歐羅問題」研討會

本會於八月六日舉辦「千年蟲及歐羅問題」研討會，邀得商業軟件服務公司業務經理鄧宗厚先生為會員分析有關問題，共有逾五十名會員出席，反應熱烈。

鄧宗厚指出，很多業界人士仍未意識到上述兩項問題的嚴重及迫切性，他表示，修改及驗證一所企業的軟件程式需時約六至九個月，工商企業不論規模大小，都應馬上開始處理千年蟲問題，他提醒業界人士若不採取適當措施，經電腦運算的數據將錯漏百出，而當二零零零年日漸迫近時，出錯的情況將趨趨頻密，嚴重影響企業的日常工作。

同時，鄧宗厚指出歐羅問題其實更形迫切，目前，業界人士大多不清楚歐羅的出現對其電腦系統的影響，鄧宗厚提醒與歐羅國家(德國、法國、意大利、荷蘭、比利時、盧森堡、西班牙、葡萄牙、奧地利、芬蘭及愛爾蘭等)有貿易往來的業界人士，公司的電腦系統必須改以歐羅作為處理採購、銷售、應收賬、應付賬的單位。此外，由於歐羅與此等國家貨幣的兌換率須以一歐羅兌多少該等貨幣作單位，並以小數點後六個位為準，業界人士須注意電腦處理小數點的進位問題，以確保兌換的準確度。



與會人士正聚精會神聆聽講者的精心講解及分析。

「中小型企業特別信貸計劃」介紹會

本會於八月二十六日舉辦「中小型企業特別信貸計劃」介紹會，由本會中小型企業委員會主席蘇包爾慶會董及副會長楊孫西主持，並邀得工業署首席貿易主任張振強及庫務署庫務會計師陳雨青，為會員講解計劃具體內容和申請細則，並解答會員詢問，逾一百二十多名會員公司代表出席是次介紹會，反應十分踴躍。



廠商會中小型企業委員會主席蘇包爾慶會董(中)建議港府考慮將「中小型企業特別信貸計劃」定為長期措施。

肇慶市人民政府代表團



肇慶市人民政府市長梁偉發(左七)率領代表團一行九人於八月六日蒞會訪問，由本會副會長盧文瑞(中)主持接待及致送紀念品。

福建省人民政府代表團



本會會長梁欽傑(右八)於八月二十日接待福建省人民政府代表團，並代表接受該省副省長曹德淦(左七)致送紀念品。

北京市海外聯誼會代表團



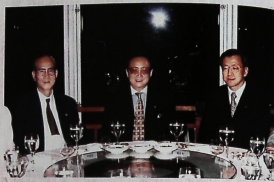
北京市海外聯誼會代表團於九月一日到訪本會，會長梁欽傑(右六)聯同副會長文慶(右五)、林耀實(右四)、陸增耀(右三)等主持接待。

中國高級公務員經濟管理研討班訪會



中國高級公務員經濟管理研討班代表團一行四十人於八月六日蒞會訪問，由副會長楊漢西(前排右五)主持接待。

宴請中華台北工商企業聯合會理事長許勝發



本會會長梁欽傑(中)聯同多位副會長於八月七日設晚宴款待中華台北工商企業聯合會理事長許勝發(左)。席間雙方討論了兩岸三地之經貿合作事宜，並就港、台兩地為舒緩中小型企業資金緊絀問題而推行的信貸計劃交換意見。

福州市貿易代表團



福州市貿易代表團一行十三人於八月二十五日蒞會訪問，並與本會代表會長助理林學甫(前排右五)、會董曾金城(前排左二)、李嘉惠(後排左六)、小組主席陳少輝(前排左一)等合照。

檢定中心活動

檢定中心通訊

檢定中心諮詢電話
2698 8198

工商業污水附加費講座

自一九九五年四月一日起，全港約有十多幢工商行業均須向政府繳交工商業污水附加費，據估計，當中從事飲食行業的商戶每年均須繳付超過十萬元的排污費，污水污染程度的指標是各類污水經評估所得的化學需氧量，而不同行業、業務或製造業是根據其所得的化學需氧量來計算工商業污水附加費收費率。

不過，一些商戶認為其排放污水的化學需氧量濃度數值會低於政府的概括性評估，根據《污水處理服務(工商業污水附加費)規例》規定，用戶可就其排放的污水的化學需氧量提出上訴。本會檢定中心於一九九六年十月起提供政府徵收的排污附加費上訴服務(TES APPEAL)，為使商戶更清楚了解如何計算化學需氧量濃度的準確數據，以節省近十萬元不必要的排污費及向政府提出上訴的程序，本會檢定中心於今年七月六日舉行了一個有關排污附加費上訴事項的講座。

出席講座的有二十多間清潔公司及食肆的代表，而他們關注的問題包括政府收取排污附加費的原因、排污附加費的計算方法，提出上

訴的整個過程，在上訴過程中須注意的地方，以及如何以最低成本及最小風險減低或免除排污附加費。

阿根廷對進口玩具加強監管

據香港貿易發展局於一九九八年六月出版的國際市場簡訊提供，於本年四月六日，阿根廷政府宣布所有入口玩具必須持有來源証，來源証須於來源地國家簽發，並由當地駐阿根廷領事館確認，除了(MERCOSUR)，所有國家的出口商均須符合這項新進口要求。

其他服務

本會檢定中心一向有為廠商提供ISO9000管理系統的諮詢服務，其中包括代售品質管理系統指引，有助廠商對品質管理系統作深入了解，除此之外，本中心現亦有代售「中小型廠ISO9002實用範例」光碟，這套光碟除可介紹ISO9002的實行步驟外，亦可解答一般在建立系統時遇到的問題。

如有任何查詢，請致電2698 8198與本會檢定中心聯絡。



本會檢定中心於今年七月八日舉行工商業污水附加費研討會。



稅務局局長 黃河生

現 正處於經濟低迷，人人都勒緊褲頭過緊日子。本會正好邀請到稅務局局長黃河生和大家分享他的理財心得——就是鼓勵一般納稅人養成儲蓄習慣，以作未雨綢繆之用。

今年三月，黃局長和他的助手正為一九九八年財政年度的640億稅款制定徵收策略。在目前經濟不明朗的情況下，當局亦憂慮着羅大眾是否能夠負擔稅項的開支。

他的理財心得：
鼓勵一般納稅人養成儲蓄習慣，以作未雨綢繆之用。

黃局長說，該局在今年三月財政年度結束前的確憂慮經濟逆轉會影響稅局收入。一般情況下，稅局於財政年度結束前可以在640億元的應課稅款中收到500億元，而逾額未交的稅款則通常佔百分之四至五。不過，該局當時估計逾額未繳稅的情況將會更加嚴重。

為打擊逃稅活動，黃局長擬定應變計劃，以加強部門的工作效率，並派派額外人手親身上門派發警告信，呼籲逾時未繳稅款的納稅人及早交稅。

「幸好，這個臨時性策略很奏效，我們可以在今年三月三十一日財政年度結束前收取550億元稅款，完成了任務。」黃局長如釋重負地說。

不過，如本港經濟持續低落，將來要面對的危機可能會更嚴峻。為免歷史重演，這位資深財務主管及會計師十分願意和別人分享他的經驗。以下是他如何渡過財政困難的一些心得及個人軼事。

儲蓄交稅

黃局長認為，多開一個額外的儲蓄戶口作為交稅的準備，是明智之舉。

「我有三個儲蓄戶口，一個是薪金存款、一個為交稅而存款，另一個則是奉獻教會的存款，結餘帳項一目了然，消費量入為出，避免造成透支。」

借錢交稅

不少銀行及財務機構都會為繳稅提供貸款服務，黃局長本人也曾試過向銀行申請貸款來繳稅。

「我在三、四年前開始投資股票，並在我的交稅存款戶口中提取所有存款，所以我當時曾經向銀行借錢交稅。」黃局長笑答。

身為稅務局局長，向銀行借錢繳稅是一個不可多得的經驗，亦令他明白納稅人經濟結綑的苦況。

「我當年向銀行申請貸款，至少能夠切身體驗那些向銀行貸款繳稅人士的感受，我相信這是很重要的經驗。」黃局長說。

據他表示，銀行職員對這位稀客並不感到意外，而且有關的貸款很快便安排妥當。

「這些貸款一般都很快捷獲得審批，很多銀行更把貸款額直接轉入政府庫房的戶口，這項安排十分妥當，確保所借借款項用作交稅用途，我十分贊成這個做法。」

「只要申請人是在職人士，向銀行申請貸款十分方便快捷，我自己便是一個很好的例子。」

做個精明消費者

在財政緊縮的時候，能夠精打細算地有效用錢是一門學問。

「有人稱我為守財奴，我同意。」黃局長開玩笑地說，「我用錢時是很審慎。」

黃局長跟本港很多工商巨賈一樣，祖籍潮州，向來以刻苦勤勞見稱。

「我是潮州人，在我祖父的年代，大部份潮州人南下到香港，他們多是沒有接受正規教育，因此大部份都是經營自己的貿易生意來謀生。」黃局長自豪地說。

黃局長的父親曾經是出入口貿易公司的東主，黃局長於六十年代在香港大學主修經濟，畢業後便協助父親打理家族生意。他的理財技巧便是在那時學習和累積得來，「我並非貪慕名利，也不愛自吹自擂，不過，我相信自己對賺錢和用錢的自覺是由過去的企業經驗培養出來。」他解釋道。

學習權利與義務

納稅人若能明白稅制，便可避免出現財政赤字的情況。

黃局長說，市民可透過互聯網、社區教育巡迴展覽及稅務局的電話熱線等查詢有關現行稅制的資料。

現行稅制中較複雜的問題相信是很多在大陸設有生產廠房的廠家所關注的雙重徵稅。

根據法例，在大陸設廠的廠家所得的經營利潤是需要向本港和內地兩方面的政府繳稅。而應課利得稅將會分成兩半，特區政府和中央政府各佔五成。

「我們明白有不少香港廠家在大陸以代表辦事處形式來設廠，這樣可避免向內地機構大幅繳稅。」

黃局長重申，鑑於這種情況，香港和北京最近已簽署備忘錄，雖然北京當局了解本港投資者於內地開設「代表辦事處」所造成的混亂，但當局並無計劃對這些商務機構徵稅。

以積極態度交稅

黃局長鼓勵納稅人摒棄仇視稅務局的態度，並嘗試去欣賞該局的工作，這樣交稅便會成為納稅人履行責任一件樂事。

黃局長強調，交稅是公民應盡的責任，政府需要公帑來進行基本建設和推行社會及社區服務。

「我並非貪慕名利，也不愛自吹自擂。不過，我相信自己對賺錢和用錢的自覺是由過去的企業經驗培養出來。」

「我深信稅務局所有員工都會認同這個觀點。對於能擔任稅務局局長的工作，我從未感到厭棄，相反我感到十分光榮。」

他表示，希望能夠改變稅務局的形象，並深信可透過教育和宣傳工作，讓更多市民明白稅務局是一個積極、有效率及強大的政府執行部門，且努力服務社會。

稅務局一直以來獲評為表現出色的政府部門，贏得各方讚賞，縱使目前本港經濟放緩，黃局長仍然十分樂觀，他相信只要能適當理財，便能夠彌補短期性經濟困難所造成的損失。

黃河生小檔案

年 齡	54
學 歷	1966 香港大學榮譽文學士 1977 特許執業會計師公會會員 香港會計師學會會員
工作經驗	1966-1967 Arthur Young & Co 特許會計師樓之高級核數助理 1967-1968 政府工商署一級工業助理 1968-1972 政府稅務局助理評稅主任 1972-1978 政府稅務局評稅主任 1978-1982 政府稅務局高級評稅主任 1982-1986 政府稅務局總評稅主任 1986-1995 稅務局助理局長 1995-1996 稅務局副局長 1996-現在 稅務局局長

CitiBusiness 提供全面服務

助中小型企業拓展業務

亞洲金融風暴以來，一些本來發展良好的中小型企業，都受到一定程度的衝擊，在面對融資壓力的問題上，港府遂推出中小型企業特別信貸計劃，以協助中小型企業解決難題。萬國寶通銀行環球企業銀行香港區總經理陳子政早前指出，該銀行對本港的中小型企業發展甚具信心，因此全力拓展中小型企業的業務，萬國寶通銀行亦於較早前成立了一個嶄新的部門——CitiBusiness，以發展該銀行與本港中小型企業在業務上的長期合作關係。

陳子政說，根據市場調查資料顯示，本港各企業銀行的收入來源，約有四至五成是從中小型企業的業務往來中得到。本港的大企業數目，一直只維持約在三千至四千間左右，相對而言，中小企業數量的數量，卻有三十多萬間。

該銀行認為有必要加強對中小企業往來業務，以擴大市場佔有率，因為該等企業是極有發展的空間及潛質，萬國寶通銀行認為在這方面打好基礎，對該銀行的長遠發展有極大幫助。

過去十八年來，萬國寶通工商財務不斷對中小型企業提供各種不同種類的資產融資，憑着累積的經驗作為根基，萬國寶通銀行於近年積極開拓全新部門CitiBusiness，為中小企業提供全面化的銀行服務。

陳子政相信，以萬國寶通銀行的實力，不僅能替中小企業提供世界級的銀行服務，而且憑藉該行與歐美買家良好的關係，及其獨一無二、遍佈全球一百個國家和地區的業務網絡，定能協助本港中小型企業開拓海外市場。

除了香港以外，該行其他個別地區開始發展中小企業銀行部門，包括台灣、馬來西亞、波蘭及墨西哥等，香港就是亞洲區內發展得最進取積極的地點。

事實上，萬國寶通銀行在未來對於中小企業信貸方面的審批程序，仍然會依據一貫的準則去評核客戶的資格，例如研究企業所屬的行業前景、公司財政報告、客戶網絡、產品在市場上的定位，特別會重視該公司的管理層素質及經驗，來決定對中小企業客戶所作出的信貸行動。

萬國寶通銀行希望客戶會憑藉該行與海外買家的密切關係，以及對海外市場的熟悉程度，可以協助客戶拓展海外市場，正值目前經濟走向全球化的趨勢，一家在全球均有完善網絡的機構，實為本港中小型企業長線合作的理想夥伴。

在港府最新推出的中小型企業特別信貸計劃中，萬國寶通銀行亦是認可貸款機構之一。

殘疾人士積極融入社會 自食其力做好工作本分

工業概況

羅小姐現時在一間影片製作公司任職文員，負責公司內的行政工作，包括接聽電話，處理帳單，追收款項，使用電腦整理及輸入資料，製作報告等。在入職三個月內，工作已經上了軌道，與上司及同事相處亦甚為融洽。在以往的工作歷程中，羅小姐曾經只用三個月時間便學會打字，並當上管工；她當過電腦維修聯絡員，在短時間內學會電腦操作；亦曾經在互聯網公司擔任客戶服務員，在短時間內已能應付客戶各方面的查詢。面對不同的工作，她都樂於學習並能應付自如，沒有因為雙腳行動不便而局限自己的工作發展。

一般僱員沒有不同，有時甚至更優勝，事實上，羅小姐由入職至今這三個月來，她的工作表現足以證明殘疾人士的工作能力跟一般人沒有兩樣。

不卑不亢 積極溝通

羅小姐從來不把自己當作殘疾人士看待，她亦不會因為身體殘疾而要求特別待遇，亦不會自怨自艾；相反，她積極主動與同事及上司溝通，討論工作事宜，不會因自卑而收藏自己，害怕發表意見。

曾經裹足 變得積極

羅小姐勇於學習和嘗試的性格不是與生俱來的，她其實也曾經因缺乏信心而不敢踏足社會。由於幼兒時患上了小兒麻痺症，羅小姐需要用腳架和一對拐杖輔助步行，她在普通學校完成中五課程後，正想投身社會之際卻從朋友口中得知工作艱苦，同時又受到家人過份呵護，便打消了就業的念頭，躲在家中長達五年，期間曾經以兼職補習及幹一些工廠外發工作打發時間，直至得到朋友的鼓勵，才毅然發覺不能就在家裡一輩子，透過勞工處提供就業科的幫助，羅小姐開始踏入社會，並發現工作充滿樂趣，從此拾回自信，跟普通人一樣勤奮地工作，自食其力。

表現出色 備受讚賞

「我覺得羅小姐是一位好僱員，她跟其他員工完全沒有分別！」羅小姐的現任上司吳先生這樣形容羅小姐的工作表現。吳先生信任殘疾人士並聘用他們，是因為他曾經在客戶的公司內看見殘疾僱員工作，深覺他們表現出色，與

給予機會 發揮潛能

羅小姐成功就業的例子，正告訴我們不應對殘疾人士的工作能力有所懷疑，他們盼望的不是別人的施予，而是我們對他們的一分平常心和平等的工作機會。如果您有意僱用殘疾人士，可與勞工處就業科聯絡，電話：2852 4803。



羅小姐優秀的工作表現，受到上司及同事的嘉許。



奧地利—— 東西歐貿易的大門

位置與交通建設

奧地利位於歐洲的心臟地帶，正處於東、西歐的中間位置，首都維也納設有現代化的國際機場，飛往大部份的歐洲城市十分便捷，前赴莫斯科、巴黎和倫敦等地也不超過三小時。對於中國投資者，每星期均有數班直航機分別由北京、上海及香港往來維也納。

奧地利設有完善、快捷、方便的鐵路網貫通各歐洲主要城市的貨運站和車站，此外，很多公司都利用多瑙河航運作運輸，最近，連接北海和死海的「萊茵河、多瑙河運河」已正式啟用，增加了一個跨越歐洲大陸的交通選擇。

首屈一指的科技之鄉

商業的成功發展有賴於有效和先進的通訊科技，奧地利在多方面擁有世界上最超凡的科技水平，例如：電子業、鐳射及感應器技術、資訊系統、先進物料研究、生物技術、環境科學、汽車業、化學及包裝業等等。

為推動高科技、高技術行業的發展，奧地利設有超過40個工業、科技園和商業發展中心，鄰近工業和商業要區，吸引不少製造高科技產品的跨國大企業於當地設立分公司，其中包括：通用汽車、克萊斯勒、IBM、西門子、飛利浦、大宇、新力和愛立信。

與世界最龐大的市場—— 歐盟並進

投資奧地利等於打入歐盟成員國超過三億七千二百萬人口的市場。事實上，歐盟市場極具經濟潛質，其一九九七年度的國內生產總值達八兆六千億美元，經濟表現遠勝世界一級的經濟強國——美國和日本（美國同年的國內生產毛額七兆三千億美元，日本則為四兆六千億美元）。正因為其歐盟成員國之身份，於奧地利開設分公司的企業可自由在歐盟旗下十五個成員國內運送貨物、提供服務、調動資金和人員，更可自由經商，從而打入十五個成員國的市場，也可向他們購買生產材料及設備，不受關稅和國界的限制。

透過奧地利和歐盟的密切聯繫，投資者可參予不同的經濟發展計劃，一些當地組織，例如奧地利聯邦商會及奧地利商務局會盡力協助投資者，甚至為他們度身訂造一套計劃，幫助他們在歐盟制度運作下獲取最大的得益。

打開東歐新興市場

一直以來，奧地利是打開東歐貿易之門的理想據地，一群別具慧眼的跨國企業家早已在奧地利設立總部，其中包括可口可樂、麥當勞和惠普等。



隨著東歐市場日漸開放，奧地利所扮演的「大門」角色亦不容忽視，她設有完善的設施和服務，協助商家與東歐各國經商，例如有經驗豐富和熟識東歐市場的專業顧問、律師、稅務顧問、銀行和船運公司等等，到目前為止，奧地利與東歐公司合組的合資公司已超過14,000家。

稅務優惠

奧地利於一九九四年實施稅制改革，制定了一套更公平、簡單而低稅率的稅制，以鼓勵外商投資，現時，公司只須繳交34%的合營公司稅，是歐洲國家中公司稅最低的。其他優惠措施包括：

- 投資津貼；
- 出口信貸保證；
- 批准延續虧損七年；及
- 資助研究工作。

此外，奧地利的稅制優良，可免雙重徵稅，為上市公司締造一個良好的營商環境。

奧地利——在歐洲經商的理想據地

奧地利不單稅務優惠，加上社會安定、環境清潔，大大地增加投資者及其家人的信心。

奧地利的社會治安良好，司法制度公正，政治氣氛穩定，還有良好的勞資關係，罷工率接近零，是全世界罷工率最低的國家。

奧地利亦是世界上最安全的國家之一，罪案率僅次於全球最低的新加坡，提供最安全的經商和居住環境，該國又推行多項環保政策，包括全面的廢物處理，以減低空氣、海水和噪音等各方面的污染。

對於有意拓展歐洲市場的外資公司，奧地利確是開拓東、西歐市場的首選基地。

企業規劃

本刊今期刊載由香港管理專業發展中心提供的文章，簡述制訂企業規劃的好處和應注意事項。

在工商業社會，每家機構除了要應付日常的營運工作外，更重要的是為企業制訂目標，並且透過有效的策略實現這些目標。

規劃能協助企業實現目標。各個企業因應本身的營運能力制訂及執行可行的策略，並不時監察有關進展，以在有關策略未能達到預期目標時作出適當的調控。

規劃的基本步驟

管理人員不可能未卜先知，他們必須根據若干假設，透過一套合理且有系統的步骤，確認風險與機會，並將機會轉化為預期的目標。

一個有系統的企業規劃，應包括下列九個基本步驟：

1. 制訂目標

訂下企業未來一段期間（例如一年、三年或五年）的目標；目標可以是銷售額或生產量，亦可以是擴張速度或利潤率。

2. 收集資料

蒐集機構本身及與營運有關的環境資料，如本身的運作情況及市場的需求。

3. 分析評估

分析現況和評估未來的趨勢，以作為決策的依據。

4. 擬定策略

基於調查分析所得資料，制訂企業發展的方向，例如應該擴展還是收縮，應該增產還是減產，應該致力發展新產品還是繼續推廣現有產品等。

5. 分配資源

選擇對企業未來最有利的策略後，因應所需，調配資源，以作最有效的運用。資源包括人力、財力及物力。

6. 排期執行

安排辦事的優先次序和時間表，並通知有關部門及早作好準備。

7. 落實執行

根據排期表逐一付諸行動，並定出檢討期限及負責人員。

8. 監督調控

監督各項規劃的進展，以確保實際的工作表現能達到預期理想。如有偏離預期目標者，應迅速作出反應，調配資源以貫徹目標，或另外策劃能有效達至目標的執行方案。

9. 汲取經驗，精益求精

定期跟進，檢視成效，從中汲取經驗與知識，作為日後企業制訂規劃的借鏡，使規劃更趨完善。

規劃的好處

1. 為企業定位，勾劃出企業的發展方向，使管理人員如有指南針在手，不致迷失方向。

2. 能清楚列明企業所要達致的目標。
3. 有助構思不同的商業方案，增加企業的應變能力。
4. 加速決策過程，增加管理人員的決策能力。
5. 加深了解行業運作，更能掌握業務市場的脈膊。
6. 協調企業內各部門的運作，以達致人盡其才，物盡其用。
7. 有助更準確、更有效地預測企業未來運作的情況及業績。

內在因素：

- 利潤目標
- 風險承擔
- 競爭條件
- 增長策略
- 財務狀況

外在因素：

- 經濟環境
- 社會因素
- 物料供應
- 技術變革
- 政治因素

總結

一個完善的企業規劃，有助管理階層洞悉先機，及早調配所需資源，應付環境的轉變，並提供一個高靈活性的運作藍圖，協助提高企業的應變及競爭能力。

（本文原刊於香港管理專業發展中心《卓越管理》第27期，作者為該中心高級顧問黃昭宜博士。）

規劃應留意事項

規劃是基於若干假設及預測而擬訂的，其中有不少內外因素會影響所作的假設及預測，所以在草擬有關規劃時，必須加以考慮。

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中國汽車消費市場 需求暢旺

從一九九四至一九九六年間，中國汽車消費市場一直處於收縮期，汽車需求逐年以小幅下降，踏入一九九七年開始呈現回升趨勢，至十月份汽車需求與上年同期比較增長6.7%，業內人士預計，今年汽車消費市場將繼續呈上行之勢。

據最新資料顯示，內地汽車消費市場上升趨勢主要表現在三方面。首先，良好的宏觀環境為今年汽車市場提供了有利的發展空間，適度的經濟發展使今年的汽車消費市場具備了基本的擴充條件。由於一九九八年的宏觀調控政策較前寬鬆，具備調整的空間，需求將會擴大，國內生產總值的增長速度將比一九九七年有所提高，預計將保持在8%或略高的水平上。

第二，新的汽車報廢更新政策對汽車需求增長將會產生促進的作用。一九九七年通過新的汽車報廢更新政策規定，汽車的使用年限縮短為十年，如果車況良好可以延期，但最多不

超過規定年限的50%，同時開始逐年增加對汽車安全檢驗的次數和力度。這政策對加速汽車的報廢更新將產生一定的影響，至少在近兩三年內汽車的更新數量會比前幾年有所增加，從而帶動汽車總需求的增長。

第三，汽車進口關稅的下調也將對汽車總需求的增加起了一定的積極作用。進口關稅下調後，進口車的價格有一定程度的下降，同時，隨著中國汽車行業生產集中度的不斷提高，企業規模效益越見明顯，國產車的降價空間增大，為了保持競爭優勢，國產車的價格應有所下降，尤其是價格較高於國際市場的轎車會更為明顯。

外商覬覦汽車零件市場

預計未來中國汽車需求有上升趨勢，進口車也會同時增加；不過，中國政府為了保護國產汽車工業，對進口車的限制仍多，因此最能在此增長趨勢中得益者，除了已打入中國市場的中外合資汽車廠之外，主要是零件供應商。



廣州的福利彩票，以轎車作為獎品，吸引市民購買。



技術人員在廣州標致車廠內檢驗轎車。

根據報告指出，在中國進口汽車市場中佔最大份額的是日本，其次是德國、美國和法國；在中國大規模投資合資汽車廠的，亦以日本、法國、美國為首。

零部件方面，中國雖然也有意加強國產化，但目前依賴進口的比重仍然不小，一九九五年中國進口汽車零件金額達三億美元，而一九九六年更增至八億美元；汽車銷量上升之後，對零件的需求也會隨之增加。

對港商來說，中國的龐大汽車市場自然是十分吸引，從事將左軚車輸入中國內地的貿易商，固然可望生意增加；更大的得益者，相信是零件貿易商及本地廠家，香港是汽車音響的主要生產和出口轉口地，一九九七年的本地汽車音響出口總值為港幣3,200萬元，轉口總值更高達38億。而這些「轉口」產品，多屬港商在內地設廠生產的製品。因此，內地的汽車需求增加，有利於從事汽車音響業的港商。

私人汽車市場發展迅速

九十年代以來，中國私人汽車市場始終保持持續快速的發展，於一九九零年至一九九六年間，中國私人汽車擁有量由81萬輛激增289萬輛，每年平均遞增約24%，同期，私人汽車常年需求由15萬輛增長至68萬輛，每年平均遞增約29%。

私人汽車市場快速成長，在中國整體汽車市場中的地位日益重要，尤其是進入九十年代以來，比重更迅速提高。私人汽車擁有量佔汽車總擁有量的比重由一九九零年不到15%提高到一九九六年的26%，六年間提高了十多個百分點。



中日合資生產的輕型客貨車。

私人汽車常年需求佔總需求量的比重提高更快，由一九九零年的25%提高到一九九六年的47%，六年間提高了21%，私人汽車需求已支撐了整體汽車市場的半壁江山。

近五年來，中國私人汽車的需求量平均每年增長28%，而非私人汽車的需求量平均每年只增長6.8%。一九九六年私人汽車需求已達到68萬輛，預計一九九八年私人汽車需求將達到84萬輛，而非私人汽車需求自一九九四年以來逐年下降。

預計私人汽車的比例今後將以更大的幅度增長，一九九八年私人汽車的需求比例有可能達到或超過整體汽車需求的50%，這一趨勢已引起政府決策部門和汽車生產與流通企業的高度重視。

一九九七年上半年，調查顯示59%的家庭有購買汽車的意欲；而他們預計將於二零一零年之前，達成這個願望。由此可見，內地私人汽車的市場將會持續增長一段時間。

進口車需求同時增長

一九九三年下半年中國加強宏觀調控以來，內地汽車總需求連續三年下降，這種下降主要體現為進口車需求的下降，同期國產車的需求是逐年上升的，也就是說這一次收縮期表現為一升一降的特徵。一九九八年汽車總需求將增長十多萬輛，預計不僅國產車將繼續保持增長勢頭，進口車需求也將止降轉升，出現進口車與國產車需求同時增長的局面。

(資料來源：香港貿易發展局)

內地保護消費者權益的法律



港府法律改革委員會最近建議修訂本港的產品安全法例，將只限於保障購買者的條文，擴及其他使用者，以符合各先進國家加強產品責任的潮流，而中國內地的有關法例也有類似規定。

中央政府在九九三年制訂，一九九四年一月一日起施行的《消費者權益保護法》，已明確規定保護的範圍不限於商品的購買者，也包括沒有花錢購買的使用者。該法例第十一條規定：「消費者因購買、使用商品或者接受服務受到人身、財產損害的，享有依法獲得賠償的權利。」

根據這項規定，法律保護消費的範圍就不僅限於購買商品的人，也包括使用商品的人，甚至連非本人使用，而是在他人使用中波及而受到損害的，也可以對造成損害的商品製造者或銷售者索償。例如電視機發生爆炸傷了人，不能受傷的購買者有權索償，一同觀看電視的客人如受傷或者在電視機旁經過並沒有看電視的人受了傷，只要證明所受傷害與電視機爆炸有關，均有權索償。

索償的對象，可以是銷售者，也可以是生產者。如果所受損害是由展銷會或者租賃攤台購買的商品所引致的，受害者可於展銷會結束或者租賃攤台期滿後，向展銷會的舉辦者或攤台的出租者要求賠償。



中央政府在九九三年制訂的《消費者權益保護法》，已明確規定保護的範圍不限於商品的購買者。



中國政府愈來愈重視保護消費者權益。

賠償的範圍，如果單純是財產損害，則可以要求修理、重作、更換、退貨、補足商品數量、退還貨款和服務費用或者賠償損失等。如果消費者與經營者另有約定，則按約定進行。

如果造成消費者或者其他受害人的人身傷害，則經營者(包括生產者和銷售者)應當支付醫療費、治療期間的護理費，以及因誤工減少收入等費用。造成殘疾的，還應當支付殘疾者生活自助費、生活補助費、殘疾賠償金以及由其撫養的人所須的生活費等費用。

如果造成消費者或者其他受害人死亡，則應當支付喪葬費、死亡賠償金以及由死者生前撫養的人所必須的生活費等費用。

法律也規定成立消費者協會以對商品和服務進行社會監督，協會的七項職能中包括向消費者提供消費信息和諮詢服務；處理消費者的投訴，並對投訴事項進行調查、調解；及就那些損害消費者合法權益的行為支持受損害消費者提出的訴訟。由於協會不是牟利組織，因此不得從事商品經營和盈利性服務。

法律也規定消費者協會作為社會團體有權參與有關行政部門對商品和服務的監督、檢查；各級人民政府對協會履行職務時應當予以支持。

(資料來源：香港貿易發展局)

支持工業教育 請捐助廠商會獎學金

廠商會獎學金計劃創立於一九六四年，旨在鼓勵年青人投身工業，以增加發展工業的人力資源。每年籌集所得之獎學金，均以捐款人、捐款公司或廠商會名義，頒贈予各專上學院及工業學校成績優異之學生。為推動本港工業朝高增值、高科技方向發展，本會須不斷擴大獎學金計劃，增加受獎名額，以培育更多本港工業轉型所需的人才。為貫徹支持工業教育的精神，獎學金計劃極需要您的捐款。敬請將下列捐款表格填妥，連同支票寄回本會(地址：香港干諾道中64-66號廣益會大廈三樓)。如有查詢，請與本會助理秘書傅潔晶小姐聯絡，電話：2542 8632。

一九九八年獎學金受獎學校如下：

香港大學	葵涌工業學院	鄧達濤學校
香港中文大學	黃克競工業學院	九龍工業中學
香港科技大學	李基科工業學院	基新中學
香港理工大學	沙田工業學院	符實培育立工業中學
香港城市大學	屯門工業學院	中華基督教會扶輪中學
香港浸會大學	基協中學	廣南會中學
香港科技學院(柴灣)	鄧肇堅維多利亞立學校	廣南會暨慈雲中學
香港科技學院(青衣)	何東官立工業女中學	廣南會暨慈雲中學
康利臣山工業學院	香港仔工業女學校	香港市商會朱石麟職業先修中學
觀塘工業學院	麗輝官立中學	

一九九八年廠商會獎學金認捐表格

公司名稱：(中文) _____
(英文) _____

地址：(英文) _____

電話：_____ 傳真：_____

本公司捐贈獎學金詳情如下：

☐ 由會方代為分配捐款
港幣 _____ (元)

☐ 指定受獎學校捐款
(請參閱上列學校名單)

受獎學校名稱	獎學金名稱*	獎學金金額	每名金額**	合共港幣(元)

* 如無指定獎學金名稱者，將統一以「廠商會獎學金」名義頒發。

** 指定捐贈專上學院及科技學院每名獎學金不少於HK\$2,500，其他學校每名不少於HK\$500。

(捐款金額最低為HK\$500)

捐款請以劃線支票支付，抬頭請寫「廠商會工業發展信託基金」(The Chinese Manufacturers' Association Industrial Development Trust)。根據稅務條例，捐贈本會工業發展信託基金之款項可憑收條申請免稅，本會收到認捐款項後，即發出收條。

該收據抬頭應為：_____

負責人簽署：_____ 日期：_____

姓名：_____ [本會填寫]

收據編號及日期：_____

廠商會
獎學金計劃



江西省



江西簡稱“贛”，位於中國的東南部，
在長江中下游的南岸，東鄰浙江、福建，南連廣東，
西接湖南，北毗湖北、安徽。

全省總面積 17 萬平方公里。

江西省一九九七年末總人口為 4,149 萬人，
礦產資源極為豐富，
目前已知的 150 多種礦產中，
江西佔有 140 多種，其中已探明儲量的有 89 種，
居全國前五位的有 33 種。

江西農業在全省整體經濟中佔有重要的地位，
江西現已發展到門類齊全的現代工業，
並形成了以國有企業為主、鄉鎮、股份制、外資、
私營多種形式共同發展的工業企業體系。

基礎設施

一九九六年，全省發電裝機總量達 502 萬
瓦，共發電 183 億度。

鐵路是江西交通運輸特別是長途運輸的
重要力量。京九線北起北京，南至香港九龍，在
江西境內長達 700 多公里，約佔全線長度的三分
之一。

本週是江西大宗貨物運輸和直接出海外運
貨物的重要通道，江西現有南昌、九江、贛州等五個機
場，是全省的空中門戶。

江西現已形成了比較健全的郵政通信網絡。
隨著國家沿江長江開放開發戰略實施，京九鐵路
的建成，江西的生產力架構正以京九沿線、浙
贛沿線為主幹，網絡式地全面展開，助長江西
在中國中部崛起之勢，使江西生產力布局條件
日益改善，區位優勢更為突出。

稅收優惠規定

凡在江西省境內的外商投資企業均
享有以下稅收優惠：

1. 企業所得稅

外商投資企業所得稅按生產、經營
的所得額徵收，稅率為 30%；地方所
得稅按應納稅所得額徵收，稅率為 3%。

另外，對生產性企業，經營期在
十年以上的，可從獲利年度起，第
一年至第二年免徵企業所得稅和地
方所得稅，第三年至第五年減半徵
收企業所得稅和地方所得稅。

對外商投資經營的產品出口企業，
在依照稅法規定免徵、減徵企業所
得稅開辦後，凡當年出口產品價值
達到當年企業產品價值 70% 以上的，可
以按照稅法規定的稅率減半徵收企
業所得稅和地方所得稅。

外商投資企業的外國投資者，將從
企業取得的利潤直接再投資於該企業，
增加註冊資本，或者作為資本投資開
辦其他外商投資企業，經營期不少於
五年的，經投資者申請，稅務機關批
准，退還其再投資部分已繳所得稅的
40% 稅款。按上述條件，若再投資經營，
擴建產品出口企業或者先進技術企業，
經批准可以全部退還再投資部分已繳
納的所得稅稅款。再投資不滿五年撤
出的，應當繳回已退的稅款。

外國投資者從外商投資企業取得的
利潤，免徵所得稅。

2. 增值稅

外商投資企業生產的產品直接出口
或銷售給出口企業出口的，按照規定，
憑出口報關單和納稅憑證，一次辦理
退稅。

外商投資企業為生產出口產品而進
口的原材料，在免徵關稅的同時，免
徵進口環節流轉稅。

3. 消費稅

外商投資企業出口應課稅消費品，
免徵消費稅，國務院另有規定的除外。

4. 房產稅、車船使用牌照稅

產品出口企業，先進技術企業和農、
林、牧開發項目，經審核機關認定後，
五年內免徵房產稅和車船使用牌照稅。

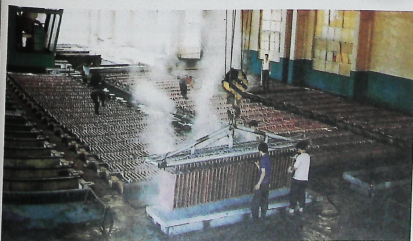
5. 南昌市、九江市投資優惠

兩市經營的生產性外商投資企業，
其所得稅減按 24% 稅率徵收。

6. 享受國務院給予中西部地區的優待政策。

服務機構

華聯企業有限公司
地址：香港中環干諾道中 64 號
廣商會大廈 8 字樓
電話：2543 2662
傳真：2543 4124



江西現已發展到門類齊全的現代工業，包括鋼鐵煉製。

京倫飯店
Jinglun Hotel

北京

京倫飯店

匯聚當今世界的先進設施和
中華民族的
殷勤待客之道，是各國賓客
在京下榻的首選之地。

中國北京建國門外大街 3 號 郵政編碼 100020
電話：(86-10) 6500-2266 傳真：(86-10) 6500-2022
電子信箱：jinglun@public3.bia.net.cn
國際網頁：http://www.jinglunhotel.com
香港辦事處：
電話：(852) 2850-5857 傳真：(852) 2544-2735
nikko hotels international

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
一九九八年 十月九日	任務管理	灣仔職業訓練局	香港專業發展中心	黃冠欽博士 電話：2836 1930 傳真：2572 7130
十月十二日至二十九日	食品及飲品製造業之品質保證	旺角銀行中心	香港生產力促進局	電話：2780 8251 傳真：2770 7902
十月十四日	卓越管理指引研討會	灣仔職業訓練局	香港專業發展中心	黃冠欽博士 電話：2836 1930 傳真：2572 7130
十月十五日	制訂精確架構及提高生產力的策略	同上	同上	同上
十月十六日	持續能力的發展	同上	同上	鄭彭碧嫻女士 電話：2819 1402 傳真：2788 5011
十月十九日至二十四日	玩具業創新產品設計概念技巧及市場開拓一貫、動及日經聯研習班	九龍維多利亞大廈	香港生產力促進局	電話：2788 5923 傳真：2788 5011
十月三十日	處理問題	灣仔職業訓練局	香港專業發展中心	黃冠欽博士 電話：2836 1930 傳真：2572 7130

新會員 NEW MEMBERS

普通會員 ORDINARY MEMBERS

益興國際貿易有限公司
東主：徐金金
業務：針織服裝製造及出口
Yick Hing Int'l Trading Ltd
Managing Director: Mr Shih Chin Hoiang
Nature of business: Knitting garment manufacturing and export

信誠電線有限公司
董事：陳可成
業務：電線製造及出口
Samson Electric Wire Co Ltd
Managing Director: Mr Chan Ho Sing
Nature of business: Electric wire manufacturing and export

啟達毛織廠
董事：孔永熾
業務：針織品製造及出口
Purefex Knitting Factory
Managing Director: Mr Hung Wing Chi
Nature of business: Knitwear manufacturing and export

高百里貿易公司
經理：高偉時
業務：產品及廣告設計
Copally Trading Co
Manager: Ms Ko Pui Ling
Nature of business: Products and advertisements design

英達實業公司
執行董事：黎滿森
業務：金屬及塑膠產品製造及出口
Ying Tak Industrial Co
Managing Director: Mr Lai Moon Sum
Nature of business: Metal and plastic products manufacturing and export

歐美洋行
東主：謝國源
業務：化工原料製造
Au Mei Trading Co
Director: Mr Tse Hing Yuen
Nature of business: Chemical products manufacturing

華昌行(香港)有限公司
董事：吳輝雄
業務：廚具製造及出口
Wah Cheong Hong (HK) Ltd
Director: Mr Wu Gun Xiong
Nature of business: Kitchenware manufacturing and export

贊助會員 ASSOCIATE MEMBERS

佳兒寶國際有限公司
董事：黃楚
業務：玩具出口
Creato Int'l Ltd
Director: Mr Ip So Raymond
Nature of business: Toys export

英國國際集團(亞洲)投資有限公司
董事：黃楚
業務：投資及合併收購業務
AIG Investment Corp (Asia) Ltd
Director: — Direct Investment and Mergers & Acquisitions: Mr Shek Hin Tak, Andrew
Nature of business: Insurance & financial services

洽談會／展覽會

日期	項目	地點	洽談會／展覽項目	主辦機構
一九九八年 十月六日至九日	Balkan Food & Drinks '98 International Exhibition	保加利亞港非亞	各類食品及飲料	Via Expo Ltd 電話：(852) 650011 / 650012 圖文傳真：(852) 270900
十月十三日至十六日	香港電子產品展覽會九八	香港會議展覽中心	各類電子消費品、多媒體及影視器材、家庭電器、電腦設備、電子配件及保安設備	香港貿易發展局 電話：(852) 2584 4333 圖文傳真：(852) 2824 0249
十月十三日至十七日	Water China'98	中國世界貿易中心	水力發電、建設、排水系統及各類水利管理	工商發展局有限公司 Ms Rebecca Chan 電話：(852) 2865 2633 圖文傳真：(852) 2865 7729 / 2866 2076
十月十六日至二十二日	第三十三屆香港國際工業出品展覽會(廣州)	廣州新會展中心	紡織、服裝、皮具、珠寶、文體用品、玩具、家庭用品、電子產品等	香港中華廠商聯合會 譚雲昌先生 電話：(852) 2542 8621 圖文傳真：(852) 2541 8154
十月二十日至二十三日	第七屆香港國際玩具及禮品展	香港會議展覽中心	各類玩具及禮品	該發展局有限公司 電話：(852) 2311 8216 圖文傳真：(852) 2311 6629
十月二十日至二十五日	Auto Africa Expo '98	南非約翰內斯堡展覽中心	各類交通工具、零部件、設備及其他服務	The National Exhibition Centre Ltd Ms Pula Dippenaar / Ms Janice Ramsay 電話：(27 11) 494 9111 圖文傳真：(27 11) 494 1920
十月二十七日至二十九日	The Second International Conference on "Instrumentation in Ecology and Human Safety"	俄羅斯列寧格勒	銀行安全、保險及技術系統	Intelligent Systems Laboratory IPMASH RAS 電話：(7 812) 3214785 圖文傳真：(7 812) 3214771
十月三十日至十一月三日	中國國際自動化及質量控制與檢測設備展覽會暨技術交流會	北京展覽館	各類自動化儀器及檢測設備	世界發展有限公司 電話：(852) 2750 2868 圖文傳真：(852) 2318 1641



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查詢：詳情請參閱本會『電子服務站—客戶使用指南』或致電本會 EDI 客戶熱線 2393 2189 查詢

* 分別於 98 年底及 99 年中推出

香港中華廠商聯合會

香港中環干諾道中 64 號廠商會大廈 電話：2542 8613 傳真：2541 4541 電子郵件：cma@hkstar.com 網址：http://www.cma.org.hk

E D I T O R I A L

CMA SUPPORTS THE GOVERNMENT TO PROMOTE INFORMATION TECHNOLOGY FOR QUALITY EDUCATION

In his first Policy Address, the Chief Executive Mr Tung Chee Hwa has pledged to formulate a 5-year strategy to promote application of IT in enhancing the effectiveness of teaching and learning. In this consultation document, the Government proposes a blueprint and the strategic approach for IT application in education. It also gives recommendations in four areas: Teacher Enablement, Curriculum and Software, Hardware Provision and Network Infrastructure.

According to the consultation document, the objectives of the IT education are to arouse and maintain students' motivation to learn; to broaden students' horizons so as to enrich their learning experience and facilitate the development of a creative mind; and to encourage independent life-long learning and instill team spirit. To achieve these goals, the Government does not only need to put substantial and sustained investment, but also to encourage a "paradigm shift" in the way school education conducted - from a largely textbook-based teacher-centred approach to a more interactive and learner-centred approach.

The consultation document proposes the Government to put major efforts in Teacher Enablement, Curriculum and Software, Hardware Provision and Network Infrastructure in the next five years. Key tasks include the establishment of an Information Technology Education Resource Centre (In TEC) to provide professional support to teachers in the adoption of an IT-based teaching mode; the achievement of 25% of the school curriculum taught through IT in five years' time to convert locally available teaching materials into electronic form; to review the computer facilities provided for schools so as to have more flexibility in the procurement and configuration of IT facilities to meet their specific needs; and to provide sound network infrastructure to facilitate sharing of educational resources and communication among schools, teachers, students and parents.

An advisory body comprising representatives from the Government, school sector, tertiary sector and IT and communications industry is proposed to set up to solicit views on the direction for development and implementation of IT in education. Following the public consultation, the Government will formulate, in the light of comments received, an implementation plan. Finally, the Government should set attainment targets of computing skills for students of Primary 3, Primary 6, Secondary 3, Secondary 5 and Secondary 7 to reflect how well they are able to learn or self-learn with IT.

We believe that IT education, as a key component of Hong Kong's future development, is closely related to our competitive edge. To maintain our competitiveness in the ever-changing market environment, the government needs to start off from

education. Students, from an early stage, should be provided training on IT. The government should also strive to train up IT experts and a batch of labour force well-versed with application of IT. The CMA supports the Government's advocacy of IT in education.

The consultation document puts major emphasis on the issues of teacher enablement, provision of computer facilities and resources allocation. Although the document suggests that the Curriculum Development Council (CDC) should conduct syllabus reviews of every subject, study how to incorporate IT elements in the school curriculum and set a progressive timetable for the review, yet it gives no idea on the deadline for completion of such reviews, or what kind of subjects to adopt computer-aided facilities and its execution. The CMA believes that it is very important to incorporate IT elements in the new school curriculum, so as to encourage learning of IT among schools, teachers and students. It enables teachers to have better understanding of how IT can be implemented and applied in teaching and ensures the computer facilities can be operated in the most efficient way.

The consultation document proposes to set up an advisory body which will advise the Government on the IT development. The CMA agrees to the establishment of a steering committee and suggests that it should directly report to the Education Commission (EC) in order to avoid the shortcomings of work decentralization. The CMA recommends that the committee should comprise representatives from the university, education institute, IT industry, business sector and school sector to collect views for the development of a feasible and widely applicable IT in education. In addition, the CMA considers that the government should establish an IT education advisory institution and resource centre to provide teachers with effective channels to solve problems aroused from IT education, to offer supports to teachers in computer facilities and software which can help alleviate their pressure on the use of IT in teaching, as well as to make more effective use of IT in education.

The consultation document proposes to set an entry requirement on the application of IT for potential teachers. The CMA considers that this helps schools to choose the qualified teachers with hands-on experience of using software in education to achieve the 25% target. To complement the new entry requirement, the CMA suggests that the every tertiary institution and education college should incorporate the subject of IT teaching in their curriculum. Students are required to attain certain level of IT application before graduation. By doing this, it helps Hong Kong to achieve the target of promoting IT in education.



Hong Kong Tourism: Finding a Way Out of Adversity

The financial turmoil triggered by the currency devaluation in Southeast Asia, coupled with the economic downturn in South Korea and Japan have caused decline in tourist arrivals in Hong Kong. In addition, the outbreak of avian flu and the relatively less competitive retail price also put tourist industry in tough times.

The setback in tourism prevails but Hong Kong is still the most popular tourist destination, tourism receipts rank the top ten in the world. In face of difficulties, the Government, the Planning Department, together with the Hong Kong Tourist Association have joined hands to work out a number of programmes to boost up tourism. Would these programmes become a timely help to tourist industry?

Tourists From North Asia Experienced the Biggest Drop

Mr Stephen Ip, Secretary for Economic Services, expected that the total number of tourist arrivals in Hong Kong this year will drop 6% as compared to that of last year. The tourism receipts in this year have remained lower than that of 1997. Recently announced figures indicate that tourism receipts last year dropped 15% and subsequently experienced a sharp fall of 35% to a total of HK\$25.6 billion in the first half of this year over the same period last year. Spending by visitors alone fell by 36% to HK\$24.6 billion.

The largest fall in visitor spending was from North Asia (Japan and South Korea), which was down by 60%. However, spending by visitors from Mainland China remained the biggest contributor over the period, accounting for 25% of the total. Taiwan, replacing North Asia, took the second place (20%).

In terms of actual per capita expenditure, visitors from America took the lead with an average spend of HK\$5,779. As the largest contributor to total visitor spending, Mainland China took the fourth place with an average spend of HK\$5,514.

Hong Kong has been a popular travel destination for tourists all over the world mainly because of her metropolitan glamour and her attraction as a 'Shopping Paradise'. Before the financial turmoil, Hong Kong's consumer price and property price were on the rising trend which made her no longer a competitive shopping centre. Last year, Hong Kong's consumer price surged, making her the most expensive city of the world. The economic downturn this year has led to the decline of the consumer price index. A survey also shows that prices of the brand products in Hong Kong have become the most competitive in the global market. Over the peak period in the past, Hong Kong only took the third place in terms of price competitiveness.

Measures Taken to Revive Tourism

Today, acting as a shopping paradise could no longer succeed in attracting overseas tourists to Hong Kong. Understanding the crux of the problem, the Government has recently formulated a number of measures to boost up tourism. These measures include the streamlining in visa arrangements, the expansion of visits quota, the further development of tourist attractions and the implementation of appropriate steps to maintain Hong Kong as the most vibrating and bustling metropolitan in Southeast Asia.

Announcing the latest figures in June, the Government unveiled a series of steps to revitalize tourism. To attract visitors from the Mainland and Taiwan is one of the major steps. Quota for the Mainland visitors will be increased from 1,142 people to 1,500 people a day, resulting in an extra daily quota of 358 visitors. Figures show that the per capita expenditure of the Mainland visitors last year was about HK\$6,400 on average. Hong Kong will earn a considerable income if the extra daily quota is fully utilized.

The Government anticipates that there is still much room for the development of short-haul travellers from Mainland China and Taiwan. Affected by the financial turmoil, nationals of Japan, South Korea and Southeast Asian countries have no intention and financial ability to travel to Hong Kong. In view of this, visitors from Taiwan who go to Mainland China via Hong Kong are allowed to stay in Hong Kong for up to seven days without visa. In terms of per capita expenditure last year, visitors from Taiwan was higher than those from Mainland China with an average spend of HK\$7,040.

The Government also put great efforts to develop the basic infrastructure for tourist industry. Due to slowdown of the property market, there is no great urgency to address the problem of 'housing shortage'. The Tamar site, scheduled for sale, has already leased out to the Hong Kong Tourist Association with a symbolic rental fee of one Hong Kong dollar for organizing large-scale events. (Details refer to Table 1) Besides, the long-term development projects regarding a Cruise Terminal, Fishermen's Wharf at Tai O, Theme Park such as a Film City and Disneyland are under consideration.

A Transit Centre for Visitors to China

All these long-term projects need to be further studied before commencement. Dr Kwong Kai-sun, a visiting lecturer of the Stanford University and the Associate Professor of Department of Economics of the Chinese University of Hong Kong, believes that Hong Kong, as a small island which lacks available land, should concentrate on developing her own advantages.

Four Events Confirmed for the Tamar Site

Date	Activities	Organizers
Aug 23, 1998	Star Spectacular 98' Pop Concert	Hong Kong Tourist Association
Oct 11 to Nov 22, 1998	Trendy Market	Hong Kong Tourist Association and Metro Broadcast
Dec 18, 1998 to Jan 11, 1999	33rd Hong Kong International Industrial Products Exhibition	The Chinese Manufacturers' Association of Hong Kong
Feb 16 to 17, 1999	Chinese New Year Parade & Fiesta	Hong Kong Tourist Association

"Like other business and industry, tourism is a major segment of Hong Kong's economy. The Government should play a role of planning in the overall development of tourism but not foot the bill for the long term projects with public spending. However, in face of current economic downturn, it is very difficult to attract enterprises to invest in the long term projects for tourist industry", said Dr Kwong.

"The major factor of the robust growth in Hong Kong tourism is her accommodation as well as shopping and consumption pleasure. Judging from the consumption mode of Hong Kong's tourists, half of every HK\$10 is spent on meals and shopping while 25% on hotel accommodation and the rest on miscellaneous items".

Dr Kwong said that tourism is famous for its volatility. Past incidents like Gulf War and the Thousand Island Lake incident have led to a sharp fall in the number of visitor arrivals from America and Taiwan. The present downturn was partly caused by the adjustment after the peak in arrival numbers resulted from the handover. In other words, arrival numbers in 1996 and 1997 drastically grew due to the positive impact of the handover. So, even with the absence of the financial turmoil, the downturn in visitor arrivals is expected after the handover.

The financial turmoil manifested the slump in tourist industry and affected the associated industries. For examples, deluxe hotels are reducing their rates and retail stores are offering big sale after gaining slash in their rental. Service quality in present downturn is greatly improved as compared to the times of previous buoyant market.

Dr Kwong pointed out that Hong Kong, all in all, is not a resort area for vacation in Southeast Asia, while her attraction to tourists lies in entertainment and shopping pleasure. If a Theme Park is planned to be built in South China, Mainland China would be a better site than Hong Kong which lacks adequate land supply, for consideration.

He expected that the tourist industry is unlikely to repeat its phenomenal growth in the second half of this year. To turn the tide of present difficulties, Hong Kong should redefine her position as a transit centre for overseas visitors travelling to Mainland China like the metropolitan role of Tokyo in Japan and New York in the United States. He said that the Mainland has numerous attractions to which Hong Kong is non-comparable. Hong Kong, therefore, should put major efforts to develop herself as a transit centre for visitors travelling to Mainland China.



CMA Representatives Met with SAR Chief Executive Tung Chee-hwa

CMA President Mr Herbert Liang, Executive Vice-President Mr Leung Nai Wing, Vice-Presidents Mr Yip Hing Chung, Mr Chan Wing Kee, Mr Jose S S Yu, Dr M W Lui, Mr Lin Fai Shat, Mr Lo Man Tuen and Mr Eddie T Y Lu met with SAR Chief Executive Mr Tung Chee-hwa to exchange views on the Special Finance Scheme for Small and Medium Enterprises on August 11.

Mr Herbert Liang said that the Association appreciated the Government's action to launch the Scheme, but it recognised that some improvements could be made. Among the suggestions were:

- Increasing the guarantee share of the Government from 50% to 80%.
- Setting the interest rate charging on SMEs at the prime rate.
- Setting up an Industry and Business Development Bank as the sole lending institution of the Scheme. With direct government injected funding, the Bank can provide financial support to the new and emerging enterprises which lack sufficient collateral, as well as to assist the industrial development of Hong Kong which is heading towards "high-quality, high value-added and high technology".
- Running the Scheme on a long-term basis.



CMA President Mr Herbert Liang (4th from left) and other Vice-Presidents posed for a photo with the SAR Chief Executive Mr Tung Chee-hwa (5th from left) after the meeting on August 11.

1998 Hong Kong Awards for Industry: Machinery and Equipment Design Competition Judging and Cheque Presentation Ceremony

Organized by the CMA, the "1998 Hong Kong Awards for Industry: Machinery and Equipment Design Competition", has finished its judging process conducted through June to August. The judging panel, comprising of twelve engineering and product design professionals, were divided into three groups to assess the product entries by their functionality, innovativeness, application of technology, user-friendliness, cost-effectiveness, safety and impact on the environment.



Judging panel of the "1998 Hong Kong Awards for Industry: Machinery and Equipment Design Competition" assessed the product entries during a factory visit.

The final judging meeting chaired by Mr Denis Chang, JP, was held on August 28 to determine the list of winners for the awards including "Hong Kong Award for Industry: Machinery and Equipment Design", "CMA Machinery and Equipment Design Award" and "CMA Certificate of Merit in Machinery and Equipment Design". HKSAR Chief Executive Mr Tung Chee-hwa will present prizes to the winners at the Award Presentation Ceremony to be held on November 4 at the Hong Kong Convention and Exhibition Centre.

On the other hand, the "1998 Hong Kong Awards for Industry - Cheque Presentation Ceremony" was successfully held on July 23. CMA Vice-President Mr Yip Hing Chung, together with representatives of other organizers of the Awards, received cheques from the sponsors. Enthusiastic support from the sponsors was received, with total sponsorship amounted to HK\$ 4.25 million. Besides, Mr Francis Ho, Director-General of Industry was invited to present souvenirs to those sponsors who had been supporting the Awards for more than 5 or 10 years.

Dinner Reception in Honour of Secretary for Trade and Industry



華商會
Manufacturers' Association of Hong Kong



Secretary for Trade and Industry Mr Chau Tak Hay addressed at the dinner reception.

The Association hosted a dinner reception in honour of Mr Chau Tak Hay, JP, Secretary for Trade and Industry, on July 30, 1998. Other distinguished guests included Mr Wang Guisheng, Senior Chinese Representative of the Sino-British Joint Liaison Group; Mr Li Shu Fai, JP, Commissioner of Customs & Excise; Mr Francis Ho, JP, Director-General of Industry; Mr Alan Lai, JP, Director-General of Trade; Ms J A Willis, JP, Commissioner for Labour; Mr Tam Wing Pong, JP; and Ms Cheung Siu Hing, Deputy Secretary for Trade & Industry as well as the Chairmen of some fellow chambers.

Addressing at the dinner, CMA President Mr Herbert Liang said that the Asian financial turmoil had not only jeopardised the economic situation of the entire region, but had also brought formidable challenges to the economy of Hong Kong. In response to the crisis, the Government has hammered out a package of relief measures after thorough consideration of the present economic situation, showing the Government's determination to go through difficult times with the community. The Association appreciated the Government's action to launch the relief measures package and appealed for united support and full confidence from the community.



CMA President Mr Herbert Liang (5th from left, front row) and other CMA representatives posed for a photo with Mr Chau Tak Hay (4th from left, front row) and other distinguished guests.

In his speech addressing at the dinner reception, Mr Chau Tak Hay stressed that small and medium enterprises (SMEs), constituting about 98% of companies in Hong Kong, needed extra support from the Government due to their relatively small scale. Whilst the credit crunch is affecting all companies, SMEs are particularly hard hit under a credit tightening policy by banks. In view of this, a Special Finance Scheme was established to help SMEs to secure finance from the lending institutions through the provision of Government guarantee. The maximum Government commitment for the Scheme amounts to \$2.5 billion, including the \$500 million subsumed from the pilot Credit Guarantee Scheme (CGS).

Mr Chau pointed out that with the structural change in the Hong Kong economy, industry was heading towards the path of higher technology and higher value-added production. A range of measures were being adopted to fulfill this target. Mr Chau reiterated that joint effort of the Government and the industrial sector was most important for the future development of both the territory's economy and industry.

Delegation of the People's Government of Fujian Province



Vice-Governor of the People's Government of Fujian Province Mr Cao De Gan (centre) led a delegation to visit the Association on August 12.

CMA Donated over HK\$700,000 to Flood Victims in China

To lend a helping hand to flood victims in China, the Association solicited donations from members in early August. Enthusiastic responses were received with over HK\$700,000 being collected. CMA Vice-President Mr Lo Man Tuen and General Committee Member Mr Fung Yuen Hon represented the Association to make the first donation of HK\$200,000 and was received by Mr Zou Zhe Kai, Vice-Director of Xinhua News Agency Hong Kong Branch on 11 August.

CMA Vice-President Mr Jose S S Yu made the second donation of HK\$500,000 on behalf of the Association in Beijing on 21 August.



CMA Vice-President Mr Lo Man Tuen (2nd from left) and General Committee Member Mr Fung Yuen Hon (1st from left) represented the Association to donate HK\$200,000 to flood victims in China on August 11. Mr Zou Zhe Kai (2nd from right), Vice-Director of Xinhua News Agency Hong Kong Branch, received the cheque on behalf of the Disaster Relief Office of the Agency.

The donors are listed as follows:

Name of Members / Companies	Donations (HK\$)
Xiao Fung Ltd	100,000
Mr William C. L. Hui	50,000
Mr Herbert Lung, CMA President	20,000
Mr Yip Hing Chung, CMA Vice-President	20,000
Mr Chan Ying Kee, CMA Vice-President	20,000
Perfecta Dyeing Printing & Weaving Works Ltd	20,000
World Wide Stationery Manufacturing Co Ltd	20,000
Nin Jiom Medicine MFG (HK) Ltd (Staff)	20,000
Mr Lin Fai Shui, CMA Vice-President	12,300
Mr Jose S S Yu, CMA Vice-President	10,000
Lucky Enamelware FTY Ltd	10,000
Fashionmark Manufacturing Ltd	10,000
Goodway Electrical Co Ltd	10,000
Luen Fung Toys Development Ltd	10,000
Mintline Knitters Ltd	10,000
Chai Industrial Co Ltd	10,000
Sunson Innovation Corporation Ltd	10,000
Sunson & Many Enterprises Co Ltd	10,000
Sunnyside Ltd	10,000
Tak Ming Metal Ware Factory Co Ltd	10,000
Nin Jiom Medicine MFG (HK) Ltd	10,000
Mr Lin Hui Qin, CMA General Committee Member	10,000
Dr M W. Lai, CMA Vice-President	8,000
Mr Eddie T Y Lu, CMA Vice-President	5,000
ATR Manufacturing Ltd	5,000
Calibre Trading Co Ltd	5,000
Fai Kee Enterprises Ltd	5,000
Holly Batteries Industries Co Ltd	5,000
Jing Mei Management Ltd	5,000
Kam Tang Garment FTY Ltd	5,000
Mei Fai Hays MFG Co Ltd	5,000
Mercantile Garment Co Ltd	5,000
Nam Fong Saus & Foods Co Ltd	5,000
Sanden Electronic Equipment Ltd	5,000
Shing Fung Metal Factory	5,000
Smart Shirts Manufacturers Ltd	5,000
Star Light Electronics Co Ltd	5,000
Talent Garment FTY Ltd	5,000
Thousand Fashion Knitters Factory Ltd	5,000
Union Chance Co Ltd	5,000
Wellgain Precision Products Ltd	5,000

Name of Members / Companies	Donations (HK\$)
Wing Fung Adhesive Manufacturing Ltd	5,000
Wah Lung Toys Co Ltd	5,000
Winkler Industrial Co Ltd	4,000
Dr David Y K Wong, CMA Executive Committee Member	3,000
Hui Tai Plastic Stationery FTY Ltd	3,000
Mr Fung Ching, CMA General Committee Member	3,000
E & C Watch Enterprise	3,000
Fellchum Knitters Ltd	3,000
Gemin Glyth (Holdings) Ltd	3,000
Hoover Button Factory Ltd	3,000
Mandarin CMT MFG Co (China) Ltd	3,000
Ab Ting Wai Man	3,000
Ngai Kwong Industrial Co Ltd	3,000
To Sun On Medicine FTY Ltd	3,000
Sea Wave S L A Fashion Factory Ltd	3,000
Smile Industries Ltd	3,000
Victory Garment Factory	3,000
Vista Printing Co	3,000
W.F.I. HK Ltd	3,000
Wong Sun Hong Ltd	3,000
The Hon Ngai Shu K, CMA Honorary President	3,000
Edward Wong & Co Ltd	2,000
Mr Fung Hin Cheung, CMA General Committee Member	2,000
Mr Michael T M Sui, CMA General Committee Member	2,000
Mr Kok Ying Das, CMA General Committee Member	2,000
ABBA Investments Ltd	2,000
Besco Fashion Makers Ltd	2,000
Mr Chan Lam Yan	2,000
Chai Kam Stationery MFG Co Ltd	2,000
Changsheng Knitting FTY Ltd	2,000
Fortson Knitting Co Ltd	2,000
Good Luck Baby Shoes Co (HK) Ltd	2,000
Great Wall Fashion Knitters Ltd	2,000
Hong Kong Asahi Trading Co	2,000
Hopfield Jundong MFG Ltd	2,000
Island Cloth Knitting Factory Ltd	2,000
Ka Wah Plastic FTY Ltd	2,000
Kam Yip Manufacturing Ltd	2,000
Kam Yip Plastic MFG Co Ltd	2,000
Kennix Engineering Co Ltd	2,000
Kimmy Garments Ltd	2,000

Name of Members / Companies

Kwong Yam MFG Co Ltd	2,000
Lee Hung Fat Garment Factory Ltd	2,000
Liecraft Electrical and Metal Manufacturing Ltd	2,000
Luen Tung Hong Plastic M Co Ltd	2,000
Main Power Electrical Factory Ltd	2,000
Man Lee Cloth Weaving FTY	2,000
Nam Wah Precision Product Ltd	2,000
Ngai Hing Hong Plastic Materials Ltd	2,000
Ngai Wah Glass & Mirror Ltd	2,000
Penny Label Factory Ltd	2,000
Po Shing Shoe Co Ltd	2,000
RGF International Ltd	2,000
Superfairs Electrical Manufacturing Co Ltd	2,000
Tai Kong Industrial (Holdings) Co Ltd	2,000
Wang Tak Engineering & Shipbuilding Co Ltd	2,000
Vinox Co Ltd	2,000
Yuk Tai Co Ltd	2,000
Chun Yip Electronic Manufacturing Ltd	2,000
Yan Shun Co Ltd	1,500
Mr Paul T S Yin, CMA Executive Committee Member	1,500
Lugolien Enterprises Ltd	1,000
Wolco Plastics Ltd	1,000
Hoover Manufacturing Co Ltd	1,000
Mr Hak Hong, CMA General Committee Member	1,000
Hong Kong Sam Fung Knitting Factory Ltd	1,000
Mr Tony W C Tong, CMA General Committee Member	1,000
Chung Hoi Pang, Chairman of CMA Jewellery & Imitation Sub-Committee	1,000
Arthur Plastic Manufacturing Co	1,000
Ashtuck Co Ltd	1,000
Associated Engineers Ltd	1,000
Bony (Fong) Steel Garment Factory Ltd	1,000
Calival Metal Manufacturing Ltd	1,000
Mr Chiu Yin Pun & Ms Chu Lan Lun	1,000
Channel Enterprises Co	1,000
Chi Luen Shoes Factory Ltd	1,000
Ching Kee Food Products Co Ltd	1,000
Chun Yip Plastic Ltd	1,000
Cosmos Insurance Underwriters Ltd	1,000
Cresta Industries Ltd	1,000
Dino Development Co Ltd	1,000
Dragon Power Factory Ltd	1,000
Evelrest Printing Co Ltd	1,000
Far East Computer MFG Co Ltd	1,000
Chase Electronics Co Ltd	1,000
Good Profit Watch Case Co Ltd	1,000
H. H. Lam & Co	1,000
Handway IND Ltd	1,000
Johnny Kar Fat & Fashion Co Ltd	1,000
Kam Kee Rubber Ware Works Ltd	1,000
Kan Shun Garment Co Ltd	1,000
Kennix Knitting FTY Co Ltd	1,000
Kimwood Co Ltd	1,000
Ki Mee Kidswear Ltd	1,000
Kingshit Ltd	1,000
Kong Tack Hing Garment Manufacturing Ltd	1,000
Mr Kwan Chee Yan	1,000
Mr Kwun Tai Shan	1,000
Kwong Ki Garments Factory Ltd	1,000
Law Tai Hang Products Ltd	1,000
Leung Wing Shing Joss Stick Factory	1,000
Ling Chi Medicine Co (HK) Ltd	1,000
Mr Liu Kam Cheung	1,000
Many Folk Enterprises Ltd	1,000
Mr Lee George Peter	1,000
Mr Lo Lin Kwong	1,000
Mr Tam Siu Wing	1,000

Donations (HK\$)

Nam Wah Industries Ltd	1,000
Ngai Kwong Machinery Industrial Ltd	1,000
Nine Dragon P.C.B. Factory Ltd	1,000
Pacific Star (Asia) Ltd	1,000
Pak Ho Knitting FTY Ltd	1,000
Picotechnics Industries Ltd	1,000
Popular Plastics Co Ltd	1,000
Profitem Co Ltd	1,000
S C L Fung & Co Ltd	1,000
Sea Lake Polyethylene Co	1,000
Shoe Biz Manufacturing Ltd	1,000
Shun Yick & Co Ltd	1,000
Shung Kee IND (HK) Co Ltd	1,000
Sites Garment Manufacturing Ltd	1,000
Sunny Creations Ltd	1,000
Sunator International Ltd	1,000
Unicor Oriental Co Ltd	1,000
Universal Electronics Industries Ltd	1,000
Well Choose Ltd	1,000
Win-Chance Metal Factory Ltd	1,000
Wingling Handing Co Ltd	1,000
Wing Fat Die Casting Factory Ltd	1,000
Wing Fung Cheung "Honey-Tip" Baby Soothers	1,000
Zenbaud Garment Factory Ltd	1,000
ATR Manufacturing Ltd (Staff)	510
Lee Lim Ming Metal Works Ltd	500
Mr Chow Lam Boon, CMA General Committee Member	500
Mindstar Fashion Knitters Ltd	500
Frontier Telecom Ltd	500
Fu Hing Trading Co	500
Garment Express Ltd	500
Hansen Industrial Co	500
Kwong Sang Lee Co Ltd	500
Lee Kong Knitters Ltd	500
Lee Luen Yick Rattan Pty Ltd	500
Leung Pak Kee Medical FTY	500
Medix Quartz Industries Ltd	500
Mr Sung Nee	500
N.S. Socks Knitting FTY Ltd	500
Sevick Ltd	500
Son Fung Plastic FTY Ltd	500
Tak Ah Textile Manufacturing Co Ltd	500
Union Feather Co	500
Wai Fung Printing Press	500
Wai Kwong Industrial Products Ltd	500
Wong Fat Metal Manufacturing Factory Ltd	500
Wing Kee Enterprises Co	500
Woodch Enterprises Ltd	500
Yamfield Computer Knitting FTY Ltd	500
East Asia Industrial Machinery Co Ltd	300
Hap Wo Shun Kee Metal Manufacturing	300
Levon Industrial Co Ltd	300
On Wai Industries Corp	300
Mr Kwai Wai Hung	200
Mega Cheer Co Ltd	200
Wing Hung Trading Co	200
Yeung Ng Tong Medical Manufacturing Ltd	200
Mr Chan Wai Kwong	100
Mr Chan Wing Tak	100
Mr Chow Chun Yiah	100
Mr Lam Hui Fung	100
Mr Leung Ka Luk	100
Mr Ng Tuet Wah	100
Mr Tse Shun Tak	100
Mr Wan Moon Tin	100
Total	725,910

Press Conference on the "33rd Hong Kong International Industrial Products Exhibition"



CMA President Mr. Herbert Liang (3rd from left), Executive Vice-President Mr. Leung Nai Wing (2nd from left), Vice-President Mr. Yip Hing Chung (2nd from right), Champion of 32nd Miss Exhibition Pageant Miss Fiona Yu (3rd from right), HKTA Research & Development General Manager Mr. Stanley Yip (1st from left) and HKPC Corporate Development & Administration Division General Manager Miss Y Y Tang (1st from right) posed for a photo at the press conference held on August 20.

Details of the "33rd Hong Kong International Industrial Products Exhibition" were announced at the press conference held on August 20. CMA President Mr. Herbert Liang said that the Association was pleased to have invited the Hong Kong Tourist Association and Hong Kong Productivity Council as co-organizers, with which the aim of strengthening economic development and reviving Hong Kong industry could be achieved.

The Exhibition will be held at the Tamar Site from December 18, 1998 to January 11, 1999, featuring a broad exhibit profile with approximately 500 indoor and 100 outdoor booths. To recall people's memories of the Exhibition in the old days, the venue will be decorated on a 'Nostalgia' theme. Coupled with the 'Hong Kong Industry in the Past 60 Years' Exhibition, the Association hopes that people can have a better understanding of the industrial development of Hong Kong. Also, a range of programmes are designed to add to the festivity of the Exhibition, namely the renowned "Miss Exhibition Pageant" which has already become a tradition and an integral part of the Exhibition.

Seminar on 'Year 2000 Computer Programming and the Euro'

To arouse members' awareness on two important issues, Year 2000 Computer Programming and The Euro, the Association organized the seminar on August 6. Mr. Freddie Tang, Senior Sales Manager of Commercial Software Services Limited, was invited to explain on the issues as well as answer participants' enquiries. The seminar received good response from the members with over 50 attendants.

Mr. Tang pointed out that the significance and urgency of the two issues were generally neglected and overlooked. As it took approximately six to nine months to rectify and verify a company's software programmes, he advised that enterprises from the commercial and industrial sectors, regardless of their size, should better get started as time to fix the problem was really running short. Otherwise, the dates could not be processing correctly when used in arithmetic calculations, date comparisons and sequencing. The problem will become more and more often as the year 2000 approaches, which will bring adverse effect on daily operations.

Mr. Tang added that Euro was an even more acute problem especially for those who were doing business with Euro-participating countries (including Germany, France, Italy, the Netherlands, Belgium, Luxembourg, Spain, Portugal, Austria, Finland and Ireland etc.). They should make sure that their computer systems are able to handle sales, purchases, collections and payments denominated in Euro. Besides, conversion rate between Euro and the currencies of those Euro-participating countries is represented in 1 unit of Euro equals to a certain amount of that particular currency in six significant figures. Therefore, their computer systems must also be able to deal with such rounding problem to ensure absolute accuracy.



Participants were paying full attention to the analysis at the seminar.

CMA Delegation to Jiangmen, Heshan and Xinhui

Invited by Jiangmen Municipal Government, CMA Assistant to President Mr. Tony Chau led a 29-member delegation to visit Jiangmen, Heshan and Xinhui from July 11 to 13, 1998. The delegation aimed at exploring new business opportunities between Hong Kong and Mainland enterprises through meeting with local government officials and visiting local enterprises as well as infrastructural facilities. During the trip, the delegation introduced one of the major events of the Association – the "33rd Hong Kong International Industrial Products Exhibition" which will be held in Guangzhou this year.

The delegation arrived in Jiangmen on July 11 and attended a lunch reception hosted by Jiangmen government officials including Vice Mayor Mdm. Chen Zhao Ping, Deputy General Secretary Mr. Wu Xing Qi and Vice Director of Overseas Chinese Affairs office Mr. Chen Wei Guo. In the afternoon, the delegates visited Jiangmen South Foodstuff Enterprises (Group) Corporation, Conrows (Group) Company Limited, Jiangmen Foreign Transportation & Enterprises Company Limited and Jiangmen International Container Terminals Limited.

On the second day of the trip, the delegates attended a seminar on the investment environment of Jiangmen hosted by Vice-Mayor Mr. Li Zi Gen. Both parties exchanged views on issues like relocation of factories and investment transfer by foreign investors in the Mainland. In the afternoon, the delegates went to Heshan and visited Guangdong Meiyu Group Stock Company Limited, followed by a dinner hosted by the Secretary of Heshan Mr. Li Cheng Hai and the Mayor Mr. Song Yi Xing.

The delegates continued their journey to Xinhui on the last day of their trip. They visited W. Haking (Xinhui) Optics Company Limited and Jingzhou Economic Development Experimental Zone and met with the Secretary of the City Mr. Wu Qi Ming, Acting Mayor Mr. Zhen Wo Nan, Vice-Mayor Deng



Members of the CMA delegation to Jiangmen, Heshan and Xinhui posed for a group photo before setting off.



CMA Assistant to President Mr. Tony Chau (3rd from right) presented a souvenir to Acting Mayor of Xinhui Mr. Zhen Wo Nan (3rd from left) and the Secretary of the City Mr. Wu Qi Ming (2nd from right).

Wan Yi, United Front Department Vice-Director Mdm. Wu Jun Hong, Director and Vice-Director of the Experimental Zone Mr. Pun Rui An and Mr. Gan Zhao Hui.

The 3-day delegation was led by CMA Assistant to President Mr. Tony Chau, with General Committee Members Mr. Alexander Lo, Mr. Michael Chan, Mr. Thomas Chan and Mr. Peter Lee as the deputy mission leaders, and General Committee Member Mr. Ho Yuk Wing as General Secretary. Other delegates included General Committee Members Mr. Mak Hang, Mr. Steve Lau, Mr. Lee Ming Sang, Mr. Fung Chow, Dr. Liu Han Qin, Mr. Chui Siu Chuen, Mr. & Mrs. Tony Tong, Members Mr. Poon Wing, Mr. Ng Ping Chu, Mr. Tang Wah, Mr. Yan Yuen Chong, Mr. & Mrs. Lee Ho Lap, Mr. Fang Chin Ping, Mr. Fung Shui Chiu, Mr. Lee Moon Hung, Mr. Cheng Tsang Yee, Mr. Chan Chun Chiu, Mr. Lee Fai Wo, Mr. Fung Ip Cheng and two staff members from the Secretariat.

Seminar on Export Processing Trade in Guangzhou



Co-organized by CMA and Guangzhou Municipal Commission of Foreign Economic Relations and Trade, a seminar on Export Processing Trade in Guangzhou was held on July 13. Vice-Chairman of the Commission Mr. Liu Dong Sheng (3rd from left, front row) led a delegation to introduce China's latest policy on export processing trade and the investment environments of Guangzhou.

Seminar on Special Finance Scheme for SMEs



Chairlady of the CMA SMEs Committee and General Committee Member Mrs Anna Pao Sohen (centre) and Vice-President Mr Jose Yu (2nd from left) hosted the seminar on August 26.

To help members understand more about the Special Finance Scheme for SMEs, the Association organized a seminar on Special Finance Scheme for SMEs, hosted by Chairlady of the CMA SMEs Committee and General Committee member Mrs Anna Pao Sohen and Vice-President Mr Jose Yu on August 26. Mr Tony Cheung, Principal Trade Officer of the Industry Department and Ms Lisa Chan, Treasury Accountant of the Treasury Department, were invited to give a thorough introduction on the scheme and answer members' enquiries. The seminar was welcomed by members with more than 120 representatives from member companies attended.

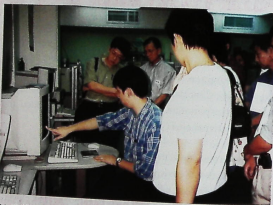
Dinner Reception in Honour of TCCI Chairman



CMA President Mr Herbert Liang (centre) and some Vice-Presidents held a dinner reception in honour of Mr Hsui Sheng Fa (5th from left), Chairman of Taiwan Chamber of Commerce and Industry, on August 11. Both parties exchanged views on the trade relationships between Mainland China, Hong Kong and Taiwan and discussed credit finance schemes launched by Taiwan and Hong Kong governments for small and medium enterprises.

Visit to Quick Response Centre

Funded by the Industry and Technology Development Council, the Quick Response Centre (QRC) for the textiles and clothing industries was established in 1994. To give members an opportunity to understand more about the Centre, a visit organized by CMA was held on August 26. Participants included CMA General Committee Member, Dr Lin Han Qin, and other fifteen members. They were received by Mr Li Yi Lin, Executive Director of the Textile Industry Training Authority. During the visit, members were introduced to an array of facilities and services of QRC, namely the Unit Synchro Production System (USPS), Quick Response Hanger System (QRHS), CAD/CAM Systems, ISO 9000 Quality System and Electronic Data Catalogue.



Mr William Cheng, Technical Officer of the Clothing Technology Demonstration Centre, demonstrated the use of computer for quick response in pre-production activities.

Visit by the Ambassador of Zimbabwe



Ambassador Mr L.P. Luvaya of Zimbabwe visited the Association on August 19 and was received by Vice-President Mr Eddie Lu. Both parties exchanged views on the economic progress in Africa and the investment potentials of Zimbabwe. Mr Luvaya revealed that more and more Chinese companies from the Mainland had shown interests in investing in the country. Trade between China and Zimbabwe had a concrete growth of over 40% last year.

Delegation of People's Government of Zhaoqing City



Mayor of the People's Government of Zhaoqing City Mr Liang Wei Fa (2nd from left) led a delegation to visit the Association on August 6.

Delegation of Senior Chinese Civil Servants Economic and Management Training Program



Dputy Secretary of Chinese Communist Party Committee of Sichuan Provincial Government's Sub-Organizations Mr Wang Erlong (2nd from left) led a 40-member delegation to visit the Association on August 6 and was received by CMA Vice-President Mr Jose Yu (2nd from right).

Delegation of the People's Government of Changsha



Mayor of the People's Government of Changsha Mr Dou Yuan Ming (Centre) led a delegation to visit the Association on August 20.

Visit by the Secretariat of the Administrative Committee of Dalian Economic & Technical Development Zone



Representing the Secretariat of the Administrative Committee of DETDZ, Mr Yang Bai (2nd from left) and Mr Wu Xiao Feng (1st from left) visited the Association on August 3, and were received by CMA Vice-President Mr Yip Hing Chung.

Delegation of Beijing Chinese Overseas Friendship Association



Delegation of Beijing Chinese Overseas Friendship Association visited the Association on September 1 and was received by CMA President Mr Herbert Liang.

Fuzhou Trade Delegation



Vice-Chairman of Standing Committee of Fuzhou Mr Gao Ming Xiang (2nd from right) led the Fuzhou Trade Delegation to visit the Association on August 23.



Commissioner of Inland Revenue - Mr Wong Ho-sang

...his tips on financial management to ensure that ordinary taxpayers can save up for the rainy days.

In times of economic downturn when everybody is tightening their waist belts and wallets are often zipped up, Commissioner of the Inland Revenue is happy to share some of his tips on financial management to ensure that ordinary taxpayers can save up for the rainy days.

Back in March, Commissioner Wong Ho-sang and his aides were working late at night to hatch out new strategies to collect the 6.4 billion levies budgeted for the 1998 financial year. There were qualms on whether people could afford to pay for the government's bread and butter when the economy was no longer shining.

"In March, we were actually worrying because of the economic adversity," said Mr Wong. "Normally, we could collect about 5 billion by the end of the financial year for a 6.4 billion budget. It was normal to have 4 to 5 per cent not yet collected. But back then we reckoned we were no where close to the normal target."

To combat the crisis, the Commissioner ironed out contingency plan to boost efficiency in the department. He manoeuvred extra staff to deliver on-door warning letters, urging people to foot the levy bills quick.

"Fortunately, the provisional tactic worked and we managed to collect 5.5 billion tax before the deadline on 31 March. Mission accomplished," Mr Wong sighed with a big relief.

However, the crises ahead may be more critical as Hong Kong's economy continues to dive down. In order to prevent history repeats itself, the commissioner, a veteran financial controller and accountant, is very anxious to share his expertise. Here are some of his tips and personal anecdotes on how to weather financial strains.

Open an account to save up for the tax— it is always wise to open an extra bank account for the purpose of saving up to pay the tax.

"I have three saving accounts, one to deposit my salary, one for saving up the tax money and the other is charity money to be donated to my church," Mr Wong said.

"There is a clear and clean balance to make sure I have not overdraft. And money have been spent according to the budget."

Making a loan— many banks and financial institutes are ready to offer loans to people specifically for paying tax. Even the tax-collector has tried one of these packages.

"Yes, I have borrowed money to pay for my salary tax before," Mr Wong revealed with a beaming smile. "About three to four years ago, I decided to make an investment in the stock market. So I withdrew all the money from the saving-for-the-tax account to buy shares."

As for the Commissioner, the acquisition of a bank loan is an invaluable experience to build up empathy on taxpayers who are short of money.

"That year, I have to borrow money from the bank," he said. "At least, as a commissioner for the Inland Revenue, I have a firsthand experience on what it is like to use those special tax loans offered by the banks. I think it is an important experience," Mr Wong said.

The bank staff were not startled to serve this unlikely customer, according to Mr Wong. Without much hassle, a loan was arranged.

"I think some of these packages are actually quite good. Many banks are transferring the loans directly into government's account. This is a brilliant arrangement to make sure that the money is used to pay for the taxes. I just thumb up for this concept," He said.

"It is convenient and user-friendly as you will get the loans if you have a job. My case will be a perfect example," he added.

Be a wise spender— to spend money in a wise and productive manner is always an art, especially in a strained situation.

"Some people call me a miser and I agree with them," Mr Wong said jokingly. "I have always been very prudent when it comes to spending money."

Like many tycoons and successful money makers in Hong Kong, Mr Wong belongs to the Chiu Chow clan - a clan famous for their diligent and austere virtues.

"I am a Chiuchowese," Mr Wong proudly proclaimed. "In my grandfathers' time, most Chiuchowese who came to Hong Kong were not well-educated. So, many of them turned to trading and ran their own business to make a living."

Mr Wong's father was an owner of an import and export trading firm. The young commissioner learned most of his financial management skills through working for the family business upon graduation. He was an economics major from the University of Hong Kong back in 1960s.

"I believe the sensitivity in making and spending money bred from this entrepreneurial past," he explained. "I am not vain, neither am I conceited and boastful."

Learn your rights and duties— to understand the existing taxation system can help you to avoid falling into a red balance sheet.

"It is essential to learn about the taxation system and useful information can be found in our web-site, community education road shows and through our hotlines," Mr Wong said.

One of the mind-boggling questions in the taxation system concerns with double taxing for manufacturers with production plants in the Mainland.

According to the law, profits yielded by Hong Kong-owned factories located in the Mainland will be taxed by both Hong Kong as well as Mainland authorities. The profit taxes will be split up in 50/50 terms between the Special Administrative Region and the Central governments.

"We understand that many Hong Kong manufacturers have open factories in Mainland China in the guise of representative offices. In this way, they can avoid paying much of tax to the Mainland authority," Mr Wong said.

"In view of the situation, a memorandum have recently been signed between Hong Kong and Beijing. The Beijing authority understands existing confusions created by the 'representative offices' opened by Hong Kong investors. But they have no plan to levy the tax on these business establishments," Mr Wong reiterated.

Build up a positive attitude towards the tax collectors — you will be more delightful to fulfil your duties in paying the taxes as you shed off the hostile attitudes and start to appreciate the jobs done by Inland Revenue Department.

"We have to understand that paying tax is our duty as the government needs the money to build

infrastructures as well as to carry out social and community services," Mr Wong stressed.

"I firmly believe in this idea so as all my staff at the Inland Revenue Department. I never feel like I am doing a wicked and hateful job as a tax collector. On the contrary, it is a very honourable job," Mr Wong proclaimed.

"I hope and I believe we have changed our department image. Through education and publicity works, most citizens now perceive the Inland Revenue Department as a positive, efficient and robust government arm, always ready to serve the community."

No doubt, the Inland Revenue Department has long been rated as a performer and is used to be showered with compliments.

Even when the economy becomes flat and sluggish, the Commissioner remains optimistic as he believes good financial control can make up for any short-term difficulties.

Mr Wong Ho-sang's CV

Age 54

Academic Qualification:

Bachelor of Arts (Honours), Hong Kong University, 1966
Fellow Member of the Chartered Association of Certified Accountants, 1977
Fellow Member of the Hong Kong Society of Accountants, 1977

Working Experience:

1966-1967 Semi-senior Audit Assistant, the Arthur Young & Co. (Chartered Accountants)
1967-1968 Industry Assistant Class I, the Commerce and Industry Department of the Hong Kong Government
1968-1972 Assistant Assessor, the Inland Revenue Department of the Hong Kong Government
1972-1978 Assessor, the Inland Revenue Department of the Hong Kong Government
1978-1982 Senior Assessor, the Inland Revenue Department of the Hong Kong Government
1982-1986 Chief Assessor, the Inland Revenue Department of the Hong Kong Government
1986-1995 Assistant Commissioner of Inland Revenue
1995-1996 Deputy Commissioner of Inland Revenue
1996-present Commissioner of Inland Revenue

TCL EVENTS

SEMINAR ON TRADE EFFLUENT SURCHARGE

With effect from 1995 April 1, Trade Effluent Surcharge (TES) has been levied on dozen kinds of trade and industry in Hong Kong. It is estimated that restaurants usually pay more than HK\$100,000 as surcharge every year. The pollution level is indicated by the Chemical Oxygen Demand (COD) values assessed on the different types of effluent. The TES rates are based on COD values of different trades, businesses and industries.

However, some trades and industries consider the COD values of their discharge lower than that of the rough assessment by the Government. The Sewage Services (Trade Effluent Surcharge) Regulation provides that a consumer can appeal for the COD values of his discharge.

CMA Testing and Certification Laboratories (CMA TCL) has been providing the TES APPEAL since 1996 October. In order to save companies from paying an extra HK\$100,000 TES and the long appeal procedure, CMA TCL organized a seminar on July 6 to enable better understanding of precise COD measurements.

Representatives from more than 20 cleaning companies and restaurants attended the seminar and expressed concerns over the reasons for levying TES on trades and industries, TES assessments, the entire appeal procedure, areas need to take note when making an appeal and ways of TES reduction and exemption at the lowest cost and risk.



CMA TCL organized a seminar on TES on 1998 July 6.

MORE REGULATIONS ON IMPORTED TOYS TO ARGENTINA

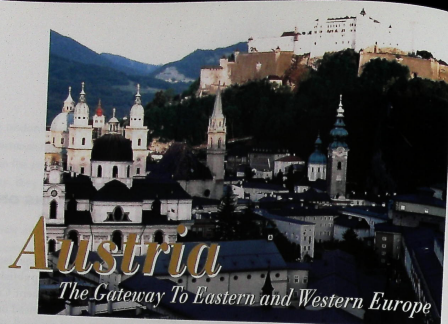
According to the 1998 June issue of International Market News published by Hong Kong Trade Development Council, Argentina Government announced on April 6 this year that all imported toys except those from Mercosur are required to produce certificates of origin. All certificates should be issued by the countries of origin with verification of the respective Consulate Argentina.

OTHER SERVICES

CMA TCL provides enquiry services in relation to ISO9000 Management System for manufacturers. It also sells the 'Guidelines for Quality Management Systems' which help enhance manufacturers' understanding of Quality Management. Besides, CMA TCL sells a CD-ROM namely 'ISO9002 Practical Model for Small and Medium Size Manufacturers' which introduces steps of ISO9002 execution and provides solutions to problems of system set-up. For enquiries, please contact CMA TCL at 2698 8198.



TCL Enquiry
☎ 2698 8198



Austria

The Gateway To Eastern and Western Europe

LOCATION AND INFRASTRUCTURE

Austria and its capital, Vienna, with its modern international airport, lie within easy reach of every major European capital. It will take no more than 3 hours to fly to Moscow, Paris and London. For Chinese investors, there are direct flights to Vienna from Beijing, Shanghai and Hong Kong several times a week.

Austria's extensive railway network offers quick, convenient connections for freight and passenger traffic throughout Europe. Many firms are taking advantage of the navigable Danube and its connections from one corner of Europe to the other via the recently completed Rhine-Main-Danube Canal extending from the North Sea to the Black Sea.

ENHANCING THE COMMUNICATION'S SUPER-HIGHWAY

Modern communication facilities are very important for a successful business venture. Austria has some of the world's most advanced technologies in fields such as electronics, lasers and sensors, information systems, advanced materials, biotechnology, environmental technology, automotive, chemical and packaging.

More than 40 strategically placed industrial and technology parks and business centres have greatly accelerated the development of

vibrant, highly entrepreneurial hi-tech sectors. No wonder multinational giants like General Motors, Chrysler, IBM, Siemens, Philips, Daewoo, Sony and Ericsson have taken advantage of these opportunities in Austria.

BENEFITTING FROM THE LARGEST MARKET IN THE WORLD - THE EU

As an European Union member, Austria offers its companies unparalleled access to a market of more than 372 million people. With a gross domestic product (GDP) of about US\$8,600 billion in 1997, the economic performance of the EU far outpaces those of its competitors in the U.S. and Japan who had a GDP of US\$7,300 billion and US\$4,600 billion respectively. This EU membership ensures that Austrian-based businesses have free movement of goods, services, capital and personnel throughout its 15 member countries. They can market their products to - and import supplies and equipment from - any EU state, free of customs and border controls.

Austria's membership in the EU also provides investors access to generous economic development programs. Local organizations like the Austrian Federal Economic Chamber as well as the Austrian Business Agency will work with companies to design a package that offers them the maximum incentives available under the EU system.

WITHIN EASY REACH OF EASTERN EUROPE

Austria has long been the gateway to the East for an array of multinationals - and it is not without reason that Coca Cola, McDonald's and Hewlett Packard have located their Eastern European headquarters here.

Austria offers companies optimal access to the new growth markets of Eastern Europe. It has the know-how of consultants and service providers including banks, attorneys, tax advisors and shipping companies offering contacts and long experience with the Eastern European countries. No other country of the world can match Austria's intensive connection to these markets of tomorrow: more than 14,000 operational joint ventures have already been formed in recent years with Eastern European countries.

TAX INCENTIVES

The tax reforms of 1994 have brought about greater fairness, simplicity, and lower taxes but kept the investment incentives. A flat,

reduced rate on corporate earnings of 34% is one of the lowest in Europe. There are also very generous, pro-business incentives available, such as:

- investment allowances;
- export credits;
- a 7-year loss carryforward; and
- a substantial research allowance.

In addition, Austria's tax structure, including a variety of treaties to avoid double taxation, creates an excellent environment for the operation of holding companies.

AUSTRIA - A PERFECT PLACE FOR DOING BUSINESS IN EUROPE

Not only does Austria provide tax incentives to encourage investment, it also offers one of the cleanest and safest places for business people and their families.

The country provides investors some of the most stable labour, social, legal and political environments in the world. The strike rate is practically zero among the lowest in the world.

It also records the lowest crime rate in the world ranking, just behind Singapore as the safest place in the world to live in and do business. Environmental policies have brought about very clean living conditions with exemplary waste management, and reduction in air, water and noise pollution.

Austria today is probably one of the best places in Europe for overseas companies to establish their offices and do business with their Eastern and Western European counterparts.





香港中華廠商聯合會

「產地來源證及進出口簽證」訓練課程

課程	日期	主題
1	10月8日(星期四) 下午七時至八時三十分	香港產地來源證制度簡介、來源準則及各類產地來源證之申請程序。 普及特惠稅制度及特惠稅證書申請程序、各項特惠稅制度之產地來源準則。
2	10月15日(星期四) 下午七時至八時三十分	工廠登記、分配措施、經改進的外地加工登記(ROPA)之申請程序及有關事宜。
3	10月28日(星期一) 下午七時至八時三十分	紡織品簽證規定。(包括政府及車縫成衣之生產通知書及輸往美國的織片成衣。)
4	11月5日(星期四) 下午七時至八時三十分	電子數據聯通(EDI)服務資料,包括有關規定、電子服務站的功能和有關申請手續
5	11月12日(星期四) 下午七時至八時三十分	紡織品出口管制 (包括紡織品配額分配、轉讓及使用簡介)。

主講者: 政府貿易署、海關及貿易通資深人員
授課語言: 粵語, 輔以英語

授課地點: 中環干諾道中64號廠商會大廈27樓

費用: (一) 全部五節 一會員600元, 非會員700元。

(二) 每節收費 一會員120元, 非會員140元。

證書: 出席四節或以上可獲頒發證書

有意參加者, 請填妥表格連同劃線支票於九月三十日前寄交本會, 或以傳真方式預先報名。
傳真號碼: 2544 2406 (傳真報名者以五日內收妥支票為準)。由於名額有限, 先到先得, 額滿即止。
參加全部課程者, 獲優先考慮。如有查詢, 請與本會助理秘書陳麗詩小姐聯絡, 電話: 2542 8604。

寄: 中環干諾道中64號廠商會大廈5樓
香港中華廠商聯合會

(請剪下此頁, 填妥後寄交本會)

ACO

報名表格

「產地來源證及進出口簽證」訓練課程

公司名稱: _____
會員編號: _____ 電話: _____ 傳真: _____
地址: _____

參加者姓名:

中文

英文

參加節數

金額

_____*全部課程或第 1/2/3/4/5 節 \$ _____
_____*全部課程或第 1/2/3/4/5 節 \$ _____
_____*全部課程或第 1/2/3/4/5 節 \$ _____

茲附上劃線支票之張(抬頭: 香港中華廠商聯合會)共港幣 _____ 元。 共計 \$ _____

*請剪下此頁

日期: _____

SEMINARS / TRAINING COURSES

Date	Event	Venue	Organizer	Contact Person/ Tel & Fax
1998 October 9	Managing Projects	VTC Tower	The Management Development Centre of Hong Kong	Dr C Y Wong Tel: 2836 1930 Fax: 2572 7130
October 12-29	Quality Assurance for Food and Beverage Industry	Bank Centre, Mongkok	Hong Kong Productivity Council	Tel: 2780 8251 Fax: 2572 7902
October 14	Good Manager's Cantonese Seminar	VTC Tower	The Management Development Centre of Hong Kong	Dr C Y Wong Tel: 2836 1930 Fax: 2572 7130
October 15	Leadership Development Seminar; Change Management and Innovation	- ditto -	- ditto -	- ditto -
October 16	Stress Management	- ditto -	- ditto -	Ms Wendy Cheng Tel: 2919 1402 Fax: 2788 5923
October 19-24	Workshop on Innovative Product Development Concepts and Techniques for Toys - America, Europe and Japan Experience	HKPC Building, Kowloon Tong	Hong Kong Productivity Council	Dr C Y Wong Tel: 2836 1930 Fax: 2572 7130
October 30	Problem Solving & Decision Making	VTC Tower	The Management Development Centre of Hong Kong	Dr C Y Wong Tel: 2836 1930 Fax: 2572 7130

CONFERENCES / EXHIBITIONS

Date	Event	Venue	Items	Organizer
1998				
October 6-9	Balkan Food & Drinks '98 International Exhibition	Sofia, Bulgaria	Food, drinks and equipment	Via Expo Ltd Tel: (859) 21 650011 / 650012 Fax: (859) 21 270660
October 13-16	Hong Kong Electronics Fair '98	Hong Kong Convention & Exhibition Centre	Consumer electronics, multimedia & audio visual products, home appliances, telecom equipment, electronic accessories & security equipment	Hong Kong Trade Development Council Tel: (852) 2584 4333 Fax: (852) 2824 0249
October 13-17	Water China '98	China World Trade Centre, Beijing, China	Hydropower, flood control, farmland water resources, irrigation and drainage, etc	Business & Industrial Trade Fairs Ltd Ms Rebecca Chan Tel: (852) 2865 2633 Fax: (852) 2865 7729 / 2866 2076
October 16-22	33rd Hong Kong International Industrial Products Exhibition (Guangzhou)	Guangzhou Super Show Centre, Guangzhou, China	Textile, clothing, leather goods, jewelry, sporting goods, toys, household products, electronic products, etc	The Chinese Manufacturers' Association of Hong Kong Mr Terence Poon Tel: (852) 2542 8621 Fax: (852) 2541 8154
October 20-23	7th Hong Kong International Toys & Gifts Show '98	Hong Kong Convention & Exhibition Centre	All kinds of toys and gifts	Kenfair International Ltd Tel: (852) 2311 8216 Fax: (852) 2311 6629
October 20-25	Auto Africa Expo '98	Expo Centre, Johannesburg, South Africa	All kinds of vehicle, components, equipment and services	The National Exhibition Centre Ltd Ms Pula Dippenaar / Ms Janice Ramsay Tel: (27 11) 494 9111 Fax: (27 11) 494 1920
October 27-29	The Second International Conference on "Instrumentation in Ecology and Human Safety"	Saint-Petersburg, Russia	Model, risk and safety in the bank and technical system	Intelligent Systems Laboratory IPMASH RAS Tel: (7 812) 321 4785 Fax: (7 812) 321 4771
October 30, November 3	China International Quality Control Machinery & Equipment Exhibition '98	Beijing Exhibition Center, Beijing, China	All kinds of quality control machinery & equipment	Worldwide Conventions & Expositions Ltd Tel: (852) 3750 2866 Fax: (852) 2318 1641

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時 機 盡 在 工 展 中



第33屆香港國際工業出品展覽會 在廣州

一九九八年十月十六至二十二日

中國・廣州市・廣州新會展中心

第33屆香港國際工業出品展銷會

一九九八年十二月十八日至一九九九年一月十一日

香 港 ・ 添 馬 艦

萬商雲集——「秋交」「工展」雙輝映

工展會首次移師廣州舉行，適逢與秋交會同期舉行，屆時萬商雲集，盛況可期，對廠商而言這是一併開拓海內、外市場的黃金機會。

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主辦機構： 香港中華廠商聯合會

協辦機構：
香港旅遊協會 • 香港生產力促進局 • 香港貿易發展局

管理機構：

查詢詳情：
香港聯絡處：
電話：(852) 2561 5566 傳真：(852) 2811 9156
網址：<http://www.gsfairs.com> 電子郵件：gsfairs@gsfairs.com
廣州聯絡處：
電話：(86) 20-8387 8235 傳真：(86) 20-8387 2116

本公司欲索取以下有關資料

☐ 廣州工展會 ☐ 參展 ☐ 參觀 ☐ 刊登刊例廣告
☐ 香港工展會

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