



# 廠商專訊

香港中華廠商聯合會月刊  
一九九二年一月號 1992 January

## THE BUSINESS JOURNAL

A MONTHLY PUBLICATION OF THE CHINESE MANUFACTURERS' ASSOCIATION OF HONG KONG



本會赴北京訪問團  
CMA Delegation  
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# 會員名錄 DIRECTORY OF MEMBERS 1992/93

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

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The Business Journal 1992 January

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香港中華廠商聯合會  
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**廣告 Advertising:**  
香港中華廠商聯合會  
The Chinese Manufacturers' Association  
of Hong Kong  
**承印 Printer:**  
捷雅印刷 Speedflex Printing Limited  
**植字 Typesetter:**  
漢文桌面排版中心有限公司  
Chinese DTP Centre Limited

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# 本會赴北京訪問團

本會應全國工商聯的邀請，組織一支50人龐大訪問團，於一九九一年十一月到訪北京。此行目的是進一步了解國內的經濟開放及改革情況的最新發展，加強中港間的溝通，並尋求增進中港經濟及科技合作關係。

訪問團由本會會長梁欽榮率領，當中包括一個30人高層代表團及一個貿易團。

高層代表團團員計有會長梁欽榮；副會長梁乃榮、葉慶忠、陳永棋及周敏；名譽會長司徒輝以及常務會董及會董。

貿易團由14間各行業的會員公司組成，參觀了一些北京的工廠及生產設施，以了解最新的工業發展，並商討貿易及其他合作事宜。

在五天的訪問期間，訪問團曾會晤國務院總理李鵬、中顧常委姬鵬飛、國務院港澳辦主任魯平、北京市市長陳希



代表團獲總理李鵬接見。

同、經貿部副部長僉志廣、國家科委常務副主任李緒鄂、中央統戰部部長丁關根、全國工商聯主席榮毅仁、紡織部部長吳文英及貿促會副會長解建群等。

抵達北京當日，訪問團受到政府人員及各機構代表熱烈歡迎。代表團成員稍後會晤了全國工商聯主席榮毅仁，並於當晚出席為訪問團而設的晚宴。

十一月十二日早上，訪問團出席由北京市政協、北京市統戰部及北京市工商聯合辦的討論會。與會的中方成員包括北京市政協主席白介夫、北京市政協常務副主席孫孚凌及北京市統戰部常務副部長張玉民。會上，代表團成員聆聽了北京的最新發展，特別是未來工業擴展的導向。白介夫表示本會的訪問有助開拓更多資訊交流及與港商溝通的機會。

## 貿易及投資合作座談會

十一月十三日，本會訪問團到訪中國對外經濟貿易部，並出席了由該部副部長僉志廣主持的座談會。中方出席者包括負責對外貿易及投資管理的政府高級官員。雙方就影響中港經濟的主要貿易事項進行討論。



代表團團長梁欽榮（前排左三）及代表團成員與全國工商聯領導人會面時攝。



赴北京代表團出席由北京市政協、市委統戰部、北京市工商聯舉辦之討論會。左起：副團長梁乃榮、北京市政協主席白介夫、代表團團長梁欽榮、北京市工商聯主席孫孚凌、副團長葉慶忠。

僉志廣指出：「截至一九九一年十月三十日止，中國出口增加了17.8%，而進口則有13.7%的增長。這反映出有關外貿的體制改革的成功（其主要內容是要求各生產單位自負盈虧）。但在過去兩年，由於中國政府減少進口以壓抑通脹，故進口增長已轉緩；另一個減少進口的原因是國內消費品供應充裕。普遍來說，中國政府是希望維持進出口平衡的。」

僉志廣強調：「至於中美貿易關係問題，最惠國地位其實是中美之間互給的互惠待遇。因此，美國政府在延續賦予中國最惠國地位時附帶條件，是不合理的。」

討論亦涉及根據美國貿易法案(US Trade Act)301條款所採的行動及針對中、港的反傾銷訴訟。僉志廣表示，美國對中國進行的301調查，主要動機是希望中國能對美國進一步開放市場，而美國指控中國進行傾銷，實為貿易保護主義的表現。

本會副會長陳永棋回應說：「反傾銷指控已對港商造成莫大的困境，因他們要迫於聘請律師提出自辯，但所涉費用往往比所涉及的生意利潤還要多。因此，港商感到無所適從，不知應否付出高昂的律師費以據理力爭，抑放棄與美國的生意來往。」最佳的補救方法是促中國儘早加入為關貿總協定的成員。

僉志廣又提到中國有意修改發產

地來源證的程序及規定，所考慮的因素包括在香港及珠江三角洲一帶之間所進行而日益頻繁的來料加工及承包業務。另外，他保證說，中國政府在制定經濟政策或與其他國家協商貿易問題時，會考慮到香港的利益，故香港各商界人士大可放心。

## 科技合作座談會

十一月十四日，訪問團到訪國家科委，並與常務副主任李緒鄂及其他高層人員會面，雙方集中談論加強彼此間的科技合作事宜。

李緒鄂介紹國家科委的工作及現行計劃，其中包括推行「火炬計劃」，目的是推廣新技術及發明，以及將其產品引入國際市場。而國家科委的主要目標是把科技成果商品化。

對於中國對香港實施有關科技的政策，李緒鄂論述：「香港是中國對外開放的橋頭堡，中國不會只顧利用香港，亦同時幫助其經濟增長。國內的科技界要主動而有計劃地聯繫香港科技界。」

「事實上，中國正制定對香港的科技政策，使中、港共同促進國內科技成果商品化，例如透過共同創辦高科技企業。國家科委計劃在深圳成立中國科技開發院，目的是到香港去促進科技成果商品化。我認為，香港在金融、通訊、

交通、海外聯繫等方面均能作出配合。」

座談會上，梁欽榮回顧香港工業的發展，他表示：「香港在過去30年左右的出口導向工業發展得很快，奠定了香港經濟增長的基礎。香港的財富主要來自出口貿易，而工業則扮演了重要的角色。香港轉口業績斐然；九〇年，轉口的增長是本地出口的一倍。」

「然而，香港工業家認為香港不能把經濟重點只放在貿易及金融方面。工業仍然是基礎。香港廠家到內地設廠，及從勞工密集轉型到技術密集，是工業發展的必然過程。」

「香港政府不像亞洲其他國家的政府對工業提供直接的資助。但最近，港府已採取較積極的態度。由於工業技術發展局即將成立，我們希望香港的學術界及技術學院、工業界及政府能互相配合，共同合作發展高科技工業，亦希望能與有關的國內機構相配合以充份利用國內強大的科技力量。」

本會副會長陳永棋就中港科技合作的前景提出討論，表示香港若利用中國的科技力量，本港工業將獲益良多。他並詢問有關專利保障的問題。國家科委常務副主任李緒鄂答稱成果將獲專利上的保障。

本會常務會董呂明華回顧香港電子業的發展時論述，面對泰國、馬來西亞及菲律賓等地的競爭，香港的低檔電子產品漸漸失去競爭優勢。有見及此，呂明華表示：「香港一些機構，現正向高科技方面努力，但在人力、財力方面都有限制，故中港若能共同開發突破性的產品，向國際市場推銷，對雙方均有利。」

呂明華更就中港科技合作提出數點建議，包括：一、國內可多派些技術人員來港作訓練，並希望有關方面給予其多次往返的簽證；二、應鼓勵更多國內的科研人才與香港人員合作；三、國內的工業應先滿足國內的需求才考慮出口，經過試銷才出口有助改善產品質量；四、應把國內大型企業轉為中小型企業，以增加靈活性；五、國家科委屬下的公司應發展有需要的工業，有兩個方面值得嘗試：一是集成電路，一是電子零件；及六、須建立市場概念，這在高科技商品化過程中特別重要。

李緒鄂總結說，中國會與香港合作從事市場導向方面的發展工作。





代表團與貿促會舉行討論會。左二為貿促會副會長解建群。

## 本會貿易團

本會貿易團由14位來自成衣、針織、皮毛及食品業的會員組成，透過北京市對外經濟貿易委員會的協助，參觀數間工廠。

貿易團獲北京市對外經濟貿易委員會熱情款待。十一月十一日，在該委員會設的晚宴上，副主任曹琪致辭時表達對建立京港兩地緊密的經濟連繫的濃厚興趣。委員會更安排團員參觀廠房及個別進行洽談，俾使了解最新的經濟發展，並探討貿易及投資機會。

貿易團團員來自四個不同行業獲分成四組參觀有關工廠及出入口公司，包括北京市服裝進出口公司、北京市糧油食品進出口公司、北京第一針織廠、環球皮毛公司、北京襯衫廠及北京畜產進出口公司。

貿易團亦拜訪鄉鎮企業局及其附屬工廠，貿易團團員均對鄉鎮企業規模小而生產靈活的運作，留下深刻的印象。

本會貿易團團員對此行甚感滿意，為他們創造了與內地進行貿易的機會。團員之一、香港皮革廠有限公司的孫佐民先生在訪問期間，已跟其中國夥伴簽訂了合作協議。《廠商專訊》就此訪問了孫佐民，並取得他對是次訪問的意見。

孫佐民乃本會會董，他在訪問北京期間，與北京市皮毛二廠達成協議，共

通常需時七個工作天的審批文件程序亦於當日完成。

孫佐民續稱：「我希望中國有關當局在審議其他投資者的投資建議時，亦加快審批程序及採取同樣積極的態度。」

孫佐民非常高興有機會參加本會率領的代表團，他稱：「在會長梁欽榮的領導下，我們得到中國政府各機關的熱情接待，與國內政府人員誠懇地交換意見，使我對中國政府的經濟政策及前景充滿信心，我深信九七年後香港的前途會更繁榮穩定。」

赴北京高層代表團一行30多人，均為工業界翹楚，由本會會長梁欽榮出任團長，副團長為本會副會長梁乃榮、葉慶忠、陳永棋及周敏，顧問為本會名譽會長司徒輝、新華社協調部副部長黃智超及京泰有限公司董事長黃承祥。其他團員包括本會常務會董呂明華、蔡衍濤、李世奕及林輝實；本會會董陳鴻基、堵綏滿、周潤賞伉儷、黃慶苗伉儷、孫佐民、林學甫伉儷、趙耀祖伉儷、郭應道及周林邦伉儷；本會小組主席嚴燦枝；亞非集團的陸增鏞先生；以及本會執行幹事徐佩琴。

貿易團的成員來自下列公司：永南有限公司、維達企業有限公司、長江製衣廠有限公司、香港全成有限公司、合興油廠有限公司、友福食品有限公司、永泰出口商有限公司、美羅針織廠（香港）有限公司、香港順和織造廠、香港皮革廠有限公司、群聲錶殼廠、萬滿拿企業有限公司、一德貿易有限公司及海威東南亞時裝廠有限公司。



代表團與貿促會舉行討論會。（左起）本會小組主席嚴燦枝及會董郭應道、周潤賞。

## 廠商會動態

### 本會／澳洲廠商會簽署合作備忘錄

本會會長梁欽榮於十二月六日與澳洲廠商會行政總裁John Paterson簽署合作備忘錄。梁欽榮表示，該項合作備忘錄將促進本會與澳洲廠商會日後的合作，致力於發展澳洲與香港的業務夥伴關係。

梁欽榮在簽署儀式上表示，雖然美國一向均是香港最大的市場，但本港廠商亦不可忽略分散市場的機會，尤其是正值中美貿易關係出現問題之際。特別三〇一行動所擬議的報復性關稅、杯葛中國製玩具及有條件延續賦予中國最惠國地位，都會對香港的製造業造成顯著的影響，故此香港廠商和商人必須開拓其他地方，分散生產基地及市場。澳洲正是一個極具潛力的地方。本會和澳洲廠商會將為兩地的商人提供協助及支援，加強工商合作。

Mr Paterson亦回應說，兩會均致力於為會員擴大貿易機會。香港與澳洲間的貿易額每年約達130億港元。該合作備忘錄對兩地固有穩健的貿易連繫，更收鞏固之效。

Mr Paterson續稱，兩會在按業務合作協議發展關係後，許多澳洲公司將可在港覓得夥伴。同樣，許多香港公司亦



廣東核電合營有限公司的人員向本會會員解釋有關核電廠的結構及安全措施。

可在澳洲，甚至藉着澳紐更緊密的經濟協議，在紐西蘭找到新市場及建立業務關係，兩國乃一個合共擁有2,000萬人口的市場。

出席簽署儀式者還有本會副會長周敏及邵炎忠；常務會董羅展、楊木盛、劉文煒、李世奕及朱本善；會董黃桂、曾金城、楊孫西、周潤賞、薛濟傑及趙耀祖；以及五金製成品業小組主席曾金霖。簽署儀式後續有記者招待會。



會長梁欽榮在本會與澳洲廠商會合作備忘錄簽署儀式上表示，兩會將提供協助及支援，以加強香港及澳洲間的工商合作。

### 參觀廣東核電站

本會會員一行68人，於十一月二十三日參觀大亞灣核電廠。是次參觀活動是應香港核電投資有限公司的邀請而舉行的。會員聆聽了工程的最新進度，以及核電站的一般運作及廣東核電合營有限公司所採取的安全措施。

參觀活動包括有關大亞灣工程的幻燈放映，參觀核子模型及展品，以及工地視察。廣東核電合營有限公司更派員就公司的組織、核電廠的結構及安全措施，提供詳細的闡釋及資料。

### Markham經濟訪問團

加拿大Markham經濟訪問團一行11人，由該市市長Anthony Roman率領，於十一月二十二日訪問本會，由本會會長梁欽榮；副會長邵炎忠；以及常務會董尹德勝、呂明華及劉文煒接待。

會議上，Mr Roman介紹市內近期的經濟狀況、擬議貿易中心及資訊交流計劃。訪問團欲與海外國家，尤其是太平洋邊緣各國，建立連繫，以便加強該市與亞洲各國的經濟合作。

本會並在會後設宴款待訪問團。



## 港日／日港經濟合作 委員會聯席會議

本會會長梁欽榮出席於十一月六日舉行的第十四屆港日／日港經濟合作委員會聯席會議。兩會成立的目的是加強港日商業團體間的了解，並促進兩地的貿易、投資及其他方面的經濟合作。會議上，兩會成員就港日的經濟環境交換了最新資料，並就擴展雙邊貿易及投資的機會，進行討論。

## 日本廣島經濟交流團

由中國經濟連合會專務理事中島正雄率領的日本廣島經濟交流團一行12人，於十一月八日訪問本會，由本會會長梁欽榮、常務會董李世奕及朱本善，以及會董梁中力及周潤貴接待。

交流團此行目的是視察香港的工業環境，並藉以加強與各亞洲國家（包括香港）間的緊密合作。會議上，梁欽榮介紹本港工業及金融發展，及中港兩地的投資機會。

## 收音機工業委員會 蒞會訪問

本會電子業會員於十月三十日與英



會長梁欽榮出席港日／日港經濟合作委員會聯席會議。

國收音機工業委員會的四人代表團舉行會議，由常務會董呂明華主持。本會會員就電子產品在英國及其他歐洲國家的市場狀況，與該代表團團員進行討論。

代表團乃由英國收音機及電子製造商聯合會主席R E Norman率領。雙方討論的貿易事項包括歐洲共同體對彩色電視機、錄音帶及錄影帶進行的訴訟等。



## 馬來西亞代表團

霹靂州發展局代表團一行四人，由副行政總裁Tuan Haji Harun Ahmad Saruji率領，於十一月三十日蒞會訪問，由本會會長梁欽榮接待。

會議上，Mr Saruji介紹霹靂州的投資環境及有關政策。梁欽榮指出，本會與馬來西亞廠商聯合會簽訂了合作協議，雙方協定共同促進香港和馬來西亞兩地間的經濟合作。近數年來，香港廠商紛紛考慮把生產基地分散至其他東南亞國家。他相信馬來西亞霹靂州會被本港投資者視為極具潛力的地區之一。

## 廣東代表團

廣東省對外經濟貿易委員會副主任張烈率領一個九人代表團，於十月三十一日訪問本會，由本會會長梁欽榮、副會長葉慶忠、常務會董洪克協、呂明華、劉雨亭及李世奕；會董曾金城、林學甫及梅應春；以及會員蔡法培接待。

會議上，張烈介紹廣東省政府最新的經濟政策。雙方並就進一步加強中港兩地經濟聯繫的方法，交換意見。

馬來西亞霹靂州發展局代表團到訪本會。

廠商專訊一九九二年一月號 The Business Journal January 1992

## 勞資關係研討會

超過130名工貿界人士參加於十二月五日舉行的勞資關係研討會，分享從事人力資源管理人士的經驗。該研討會由本會及勞工處合辦，乃一項由十一月七日至十二月三日舉行的勞資關係及勞工法例證書課程的總結。

研討會的主題為「提高員工生產力」，探討小組建立、激勵和提高員工士氣的各種技巧。研討會的講者包括代表本會出任勞工顧問委員會成員的呂明華博士、勞工處高級勞工事務主任左陳翠玉、卡博特塑料香港有限公司人力資源部經理丘琦昌、香港華人銀行人力資源總經理林瑞華及天祥出口（國際）有限公司人事部經理盧輝棠。各講者與參加者分享在不同行業人力資源管理方面的經驗。

勞工處處長陳達文主持會後舉行的證書頒發典禮，他強調和諧的勞資關係，是維持本港經濟繁榮及社會安定不可或缺的條件。他指出本港經濟雖然受勞工短缺及通脹高企問題所困擾，但勞資關係仍甚良好。他並表示，香港的罷



勞工處處長陳達文在勞資關係研討會上致辭。

工及停工紀錄是全球最低的地區之一。以一九九〇年為例，平均每1,000個工人每年因停工而損失的工作日只為1.44。陳達文進一步強調，和諧的勞資關係並非理所當然，而是需要悉心培養、維繫

和發展的。

超過110名參加課程的學員成功地完成整個證書課程，並獲頒發由本會及勞工處共同簽發的證書。



▲廠商會蔡章閣職業先修中學校監蔡章閣、校長及會董等出席第七屆田徑運動會。

▼會長梁欽榮（左）及本會名譽會長朱祖涵於九〇至九一年度香港市廠商會公學暨英文夜中學及朱石麟職業先修中學聯合畢業典禮上合攝。



廠商專訊一九九二年一月號 The Business Journal January 1992



## 工業概況

### 特別工業大廈用地

政府最近擬議於上水第30A區為大量耗水工業興建一座特別工業大廈，用地面積達1.25公頃，估計的地積比例為2.5，為有需要的工業提供的最大總面積為31,000平方米。就此，本會於十月初進行一項興趣及意見調查。

隨着一九九〇年水污染管制（修訂）條例及技術備忘錄針對污水排放的制定，產生污水的工業在採用適當的污水處理程序時，可能要面對非常嚴峻的技術及財政問題，這已引起漂染整理業的關注。本會曾再三促請政府設立特別工業區，區內備有中央污水處理設施，以助這些工業應付問題。

工業署於九一年九月發表一項建議，為大量耗水工業於上水一幅土地上興建特別工業大廈。根據該建議，發展商須為日後廠廈的租戶安裝及長期管理區內的中央環境污染管制設施。此外，租賃規定會限制大廈只供漂染、鍍金屬及電鍍、紙張製造、食品及飲料，以及印刷電路板製造等工業佔用，並需受有效的環境污染管制措施所規限。大廈亦會提供一些現有工業大廈不常有的設施，例如，足夠的貨車泊位、中央煙囪及足夠的載貨升降機等。另外，當局亦可能會考慮推行成本收回方法，例如裝設廢熱回收系統及/或中央鍋爐設施以供應熱水或蒸汽。

該用地預定按九二至九三年賣地計劃出售。

### 本會調查結果

就該建議，本會於九一年十月進行一項調查，向有興趣在擬議大廈內設廠的會員搜集資料。調查結果顯示，來自紡織、化工、食品、塑膠、成衣及皮革業的會員公司表示感興趣。

大部份接受調查者需要的樓面面積處於1,000至5,000平方米之間。然而，他們表示擬議大廈面積過小。

### 意見

本會除搜集到上述意見外，更在提交工業署的意見書上，重申為大量耗水工業提供足夠用地的重要性。表示興趣的本會會員所需的總面積已幾近建議內

提出的面積，這反映廠房需求殷切的情況。

由於中小型廠房在污水處理中所遇到的困難最多，故本會建議當局優先考慮中小型廠號就擬議工業大廈內單位的申請時可獲優先。此外並須謹慎規劃中央污水處理設施的裝置，而有關裝置不應佔去供廠商用的地方。

另外，本會表示擬議特別工業大廈容納多種不同的工業，應有全面的政策及指引。一些工業不應毗鄰某些工業，故在設計大廈時亦應顧及這等互排的問題。

鑑於有關工業急欲得知建議的詳情，故促請政府發佈安排的細節，例如特別工業大廈的藍圖及設計、售價或租值、用家如何分擔中央設施運作的成本，以及財政及運作上可能產生的影響。有見及此，本會強調大廈的售價或租值應有所管制，俾便有關工業能以合理的價格享用所需的設施。

### 呼籲僱主設立幼兒護理設施

本港勞工供應多年來仍舊緊絀，僱主均採取提高薪金及增加福利，以吸引及挽留員工。其中一項有效解決問題的建議措施，便是僱用那些因要照顧幼兒而未投身勞工市場的女性勞動力。僱主可提供幼兒護理設施，協助女性僱員照顧幼兒，讓她們得以回到勞工市場。再者，為僱員提供幼兒護理中心除了可增加勞動力外，還可以有助減低兒童因缺乏看顧而引致的社會問題。

有關呼籲是由防止虐待兒童會發出的。根據防止虐待兒童會關注小組的貝嘉達小姐所提供的文章，在一些海外國家，僱主普遍均為員工在工作場所提供幼兒護理設施，作為一員工福利。但香港在推行方面則會因缺乏空間及許多企業規模之小而遇到困難。然而，越來越多幼兒護理中心相繼設立。直至一九九一年七月三十一日，全港日間幼兒所共有名額31,296個，而日間育嬰院亦有名額1,167個。現時計劃每年將擴展幼兒所名額1,400個，以滿足不斷增加的需求，而日間育嬰院亦會分段逐步擴展，尤其是在新市鎮，以協助有需要的家庭照顧兩歲以下的幼兒。

防止虐待兒童會建議在工業大廈內，數間小型企業可合作共覓附近單位作托兒中心，而僱主可準確地進行評估，從樓面面積及督導所需的成本計算出每名幼兒的收費。譬如，社會福利署指出，幼兒所內每名年齡由兩歲至六歲的幼兒每月收費在900至1,200元之間。（樓面面積成本並未計算在內。）

此外，幼兒所設施的資本及經營費用可獲扣減稅額。另一個方法是建議僱主為僱員在私營幼兒所購下額位，而這筆開支亦可作扣稅之用。

香港上海匯豐銀行是僱主推行幼兒照料設施的一個成功例子。該銀行邀請香港基督教服務處協助在長沙灣行址規劃及經營一托兒中心。香港基督教服務處是數個在這方面富有經驗及聲譽良好的機構之一。該幼兒所已設立了一年，運作令人滿意。

只要勞資雙方同意每月分擔經營成本，幼兒護理中心所帶來的好處是不言而喻的。如此一個策劃及管理完善的計劃，除具成本效益外，更會有助在充滿競爭的市場中招聘及挽留員工，令員工在工作上能夠全力以赴，減少曠工的情況出現。廣義來說，兒童被留在家中缺乏看顧的問題亦可得以解決。

會員倘欲得知更多有關在工作場所設立幼兒護理中心的資料，可致電755 8051與防止虐待兒童會聯絡。

### 失業統計數字

政府統計處發表的最新勞動人口統計數字顯示，勞工市場情況稍為收緊。

一九九一年七月至九月經季節性調整的失業率為2.1%，九〇年同期為1.7%，而九一年四月至六月則為2.4%。

九一年七月至九月經季節性調整的失業人數估計為57,700人，九〇年同期為46,600人，而九一年四月至六月則為66,900人。

	九一年 七月至九月	九一年 四月至六月	九〇年 七月至九月
失業率	2.1%	2.4%	1.7%
失業人數	57,700	66,900	46,600

## 工業訓練

### 實習課程

設於聖地牙哥的The Graduate School of International Relations and Pacific Studies of University of California 現正在亞太區舉辦一個實習課程，讓學生在一九九二年夏季在兩所亞洲商業機構

中獲取額外經驗。

該校現正着手從眾多有興趣的機構中進行甄別。有意者請致函Mr Larry Krause, Professor of Economics, Career Services — Graduate School of International Relations and Pacific Studies, University of California, San Diego, 9500 Gilman Drive, La Jolla, California 92093-0520, USA 聯絡。

## 環境問題

### 環境審核管理

一份名為《環境審核手冊》的指南於一九九一年十一月推出，乃由生力啤酒廠有限公司委托Arthur D Little Asia Pacific, Inc. 編成。指南旨在幫助本地公司及工業界發展內部環境審核計劃，以符合政府意見嚴謹的規定。

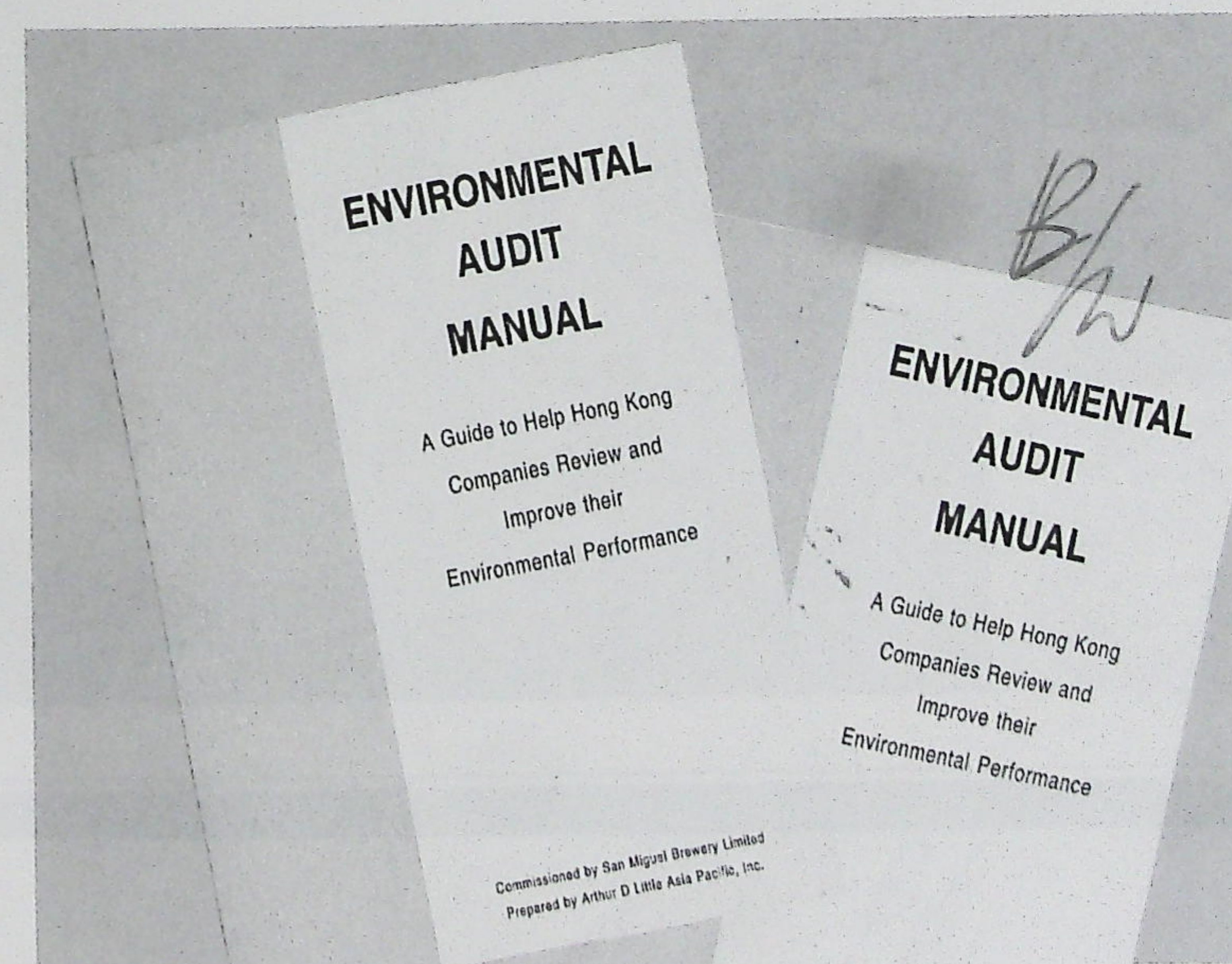
現今，環境保護備受大眾關注，環境審核在環境管理中所扮演的角色日益重要：公司都積極發展及執行環保策略，透過檢討內部的程序、步驟及慣例，可鑑別出用以改善環境狀況的方法。事實上，有些公司已從環保審核中受惠。

該指南提供公司清潔環境的方法，並指出環境審核的益處，例如，一個良

好的環境審核計劃能改善整體的環境狀況：增加運作上的效率，並在潛在問題未惡化以先，把它們識別出來，以減少被追究責任的機會。此外，並能增加僱員及管理階層對環境問題的關注，交流環境方面的資料，以便有效地解決問題。

簡言之，該指南指出長期的環境審核才會有效，建議的首要步驟是建立針對環境方面的公司政策，繼而發展及執行規劃程序、步驟、溝通渠道、訓練課程及審核計劃，希望本地公司能採用此等程序，同時建立僱員、消費者及社會對其忠誠的態度，達至更佳的销售業績。

倘欲得知更詳盡資料，請致電835 1018與環境保護署或542 8600內線632與本會助理秘書蘇惠芳聯絡。



廠商專訊一九九二年一月號 The Business Journal January 1992

# CMA

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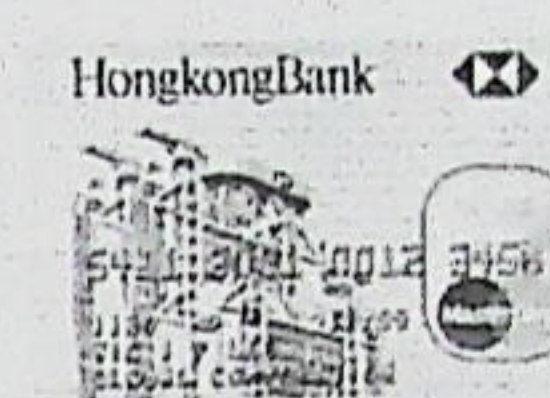


# 怎能在不用現金的生活， 令財務運轉更靈活？



現代商業社會，要充份周轉現金、運籌帷幄，其實談何容易。貴公司既要為僱員

提供一切工作上的資源，又要不忘進行投資；運用流動現金倍覺制肘重重。

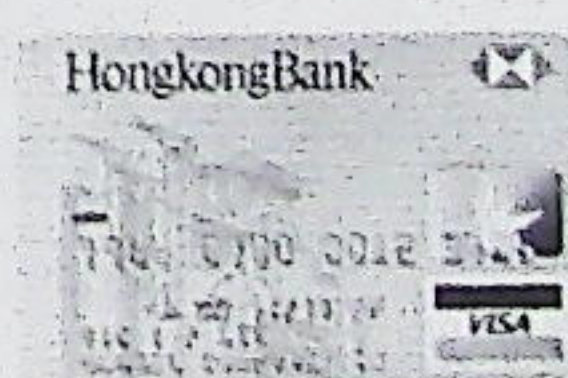


現在，滙豐銀行特別提供一條更為靈活的周轉


之道——滙豐銀行公司卡。貴公司一旦成為滙豐銀行公司卡用戶，將可獲享長達45天之免息還款期，令現金周轉更感充裕。

無論是滙財公司金卡或是萬事達公司卡，滙豐銀行公司卡均能協助貴公司靈活處理財政，協助業務更趨成功。各用戶均會每月獲寄三份詳盡月結報告：分別列明持卡人個人簽賬情況、公司綜合支出結算及每月賬戶財政概覽。

除提高效率及控制開支，滙豐公司卡亦能鼓勵員工士氣，表現貴公司對他們的信賴及重視，增強屬下對公司的歸屬感。



欲知滙豐銀行公司卡，如何能助貴公司充份駕馭及周轉現金，或是查詢有關申請詳情，歡迎致電：748 3455預約洽談。

滙豐銀行 

滙豐為後盾 公司實力一卡顯盡



## 經濟消息

### 工業生產遞增

根據政府統計處發表的《工業生產按季指數報告》顯示，一九九一年第二季的工業生產有顯著的上升，指數為122，較九〇年同期上升一點，升幅為0.8%。與九一年第一季比較，第二季的工業生產指數上升16點，升幅15.1%。由於製造業工人在第一季享有農曆新年假期，較第二季的工作日為少，故這顯著的增幅主要乃一季節性現象。

在九一年第二季的八個主要工業組別中，五個行業的生產與九〇年同期比較均告上升，升幅最顯著者有食品、飲品及煙草(+12.9%)；紙類製品及印刷(+8.2%)；以及電器及電子用具、專業及光學儀器(+4.1%)。另一方面，與九〇年同期比較，生產百份率跌幅最大的是化學製品、橡膠製品、塑膠製品及非金屬礦產製品(-6.7%)。

九一年第二季與第一季比較，八個主要工業組別在生產上都有所增長，升幅最顯著者有紡織，包括針織(+37.6%)；化學製品、橡膠製品、塑膠製品及非金屬礦產製品(+23.9%)；以及紙類製品及印刷(+19.4%)。

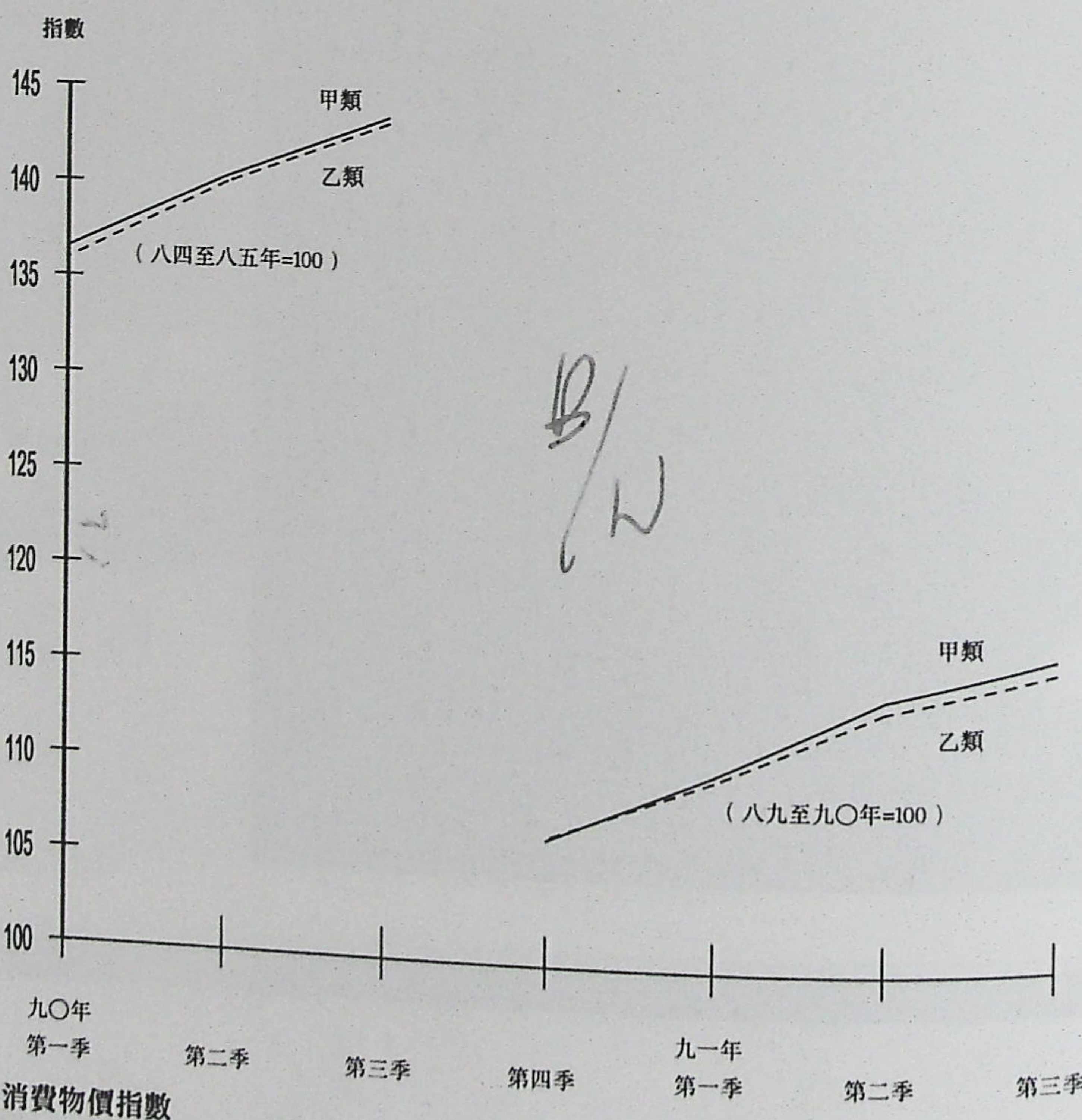
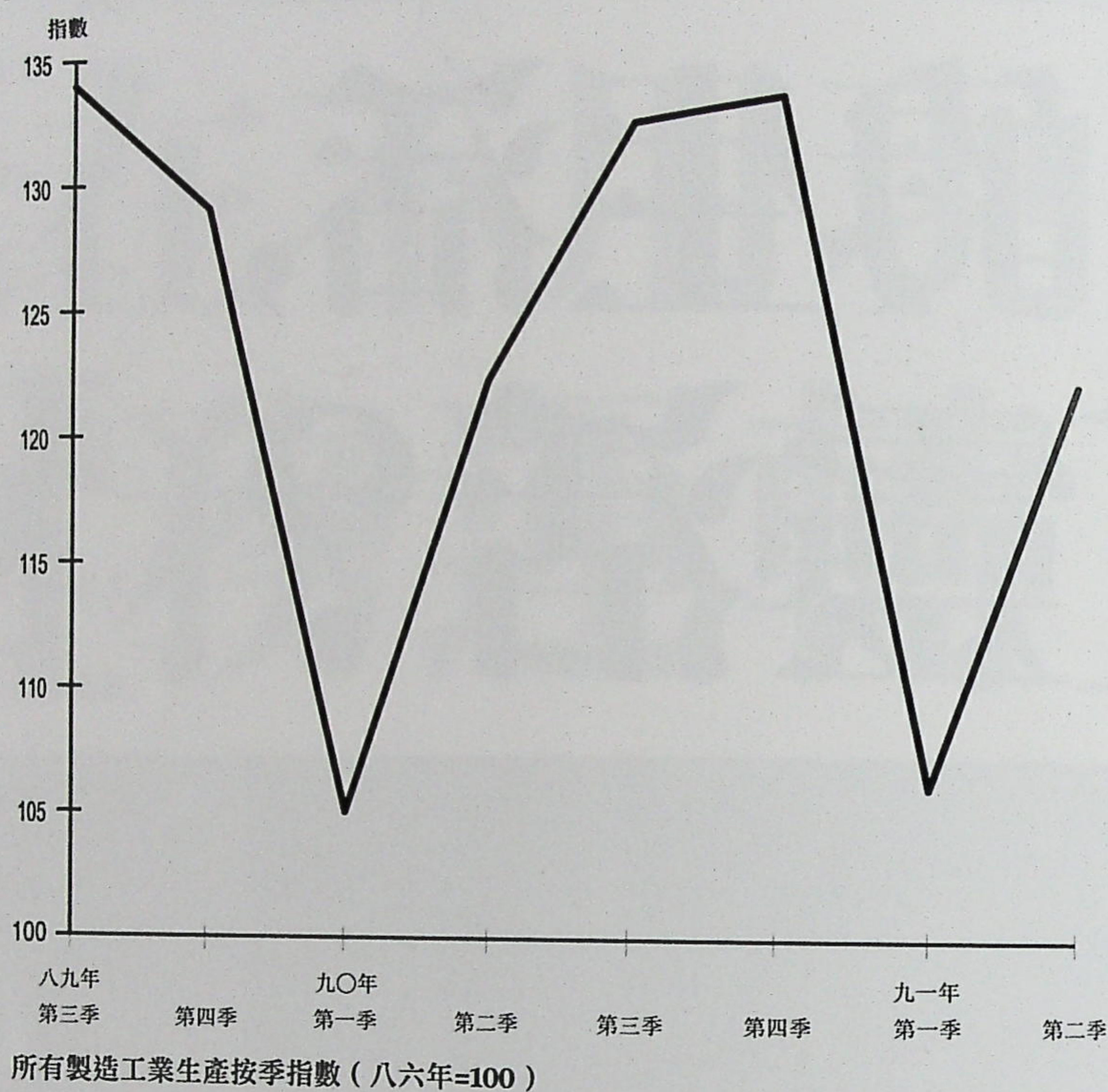
指數計算是以八六年為基準年。按市場組別分類的生產指數，是用以顯示按產品最終用途分類的工業組別在固定價格下的生產變動，而指數亦可用作分析工業活動趨勢的現行指標。

### 第三季消費物價指數

以一九八九至九〇年為基期的九一年第三季甲類及乙類消費物價指數分別為116.1及115.4，較同年第二季分別上升1.7%及1.6%。

九一年第三季的煙酒指數較同年第二季大幅下降，甲類及乙類指數分別下降10.7%及7.8%。另一方面，七、八月間的夏季大減價使衣服指數溫和下降。在物價變動中呈現溫和升幅的項目包括服務、糧食、住屋及交通指數，而服務指數上升的主要原因是學費、醫療費用及教科書價格調高所致。

消費物價指數是用以衡量通貨膨脹率，反映大眾消費及開支模式，並可作為薪金調整、價格增漲方面等多項事務的參考。



廠商專訊一九九二年一月號 The Business Journal January 1992

## 投資國家

### 斯里蘭卡

斯里蘭卡位於赤道以北880千米，是東西海空航線的交匯處，佔地達65,610平方千米，約相等於荷蘭和比利時的總面積，擁有人口1,700萬。人口中有74%是僧加羅人，18%是泰米爾人，7.5%是伊斯蘭教徒，其餘的主要是一些荷蘭人和葡萄牙人的後裔以及馬拉人。僧加羅語和泰米爾語是當地的官方語言，而英語也被普遍採用。國內人口受教育比率達88%，為亞洲南部最高者。

### 門戶開放予投資者

目前，斯里蘭卡擁有一個複雜而多面的經濟體系，斯里蘭卡政府現時採取的工業策略是將以國內市場為主導的工業轉變為以出口為主導者。該國不但歡迎海外投資，使當地資本流通，更鼓勵當地工業加入世界市場的競爭，並加強人力培訓和科技發展。

為鼓勵私人海外投資，政府透過當地法例和國際協定，給予投資者適當的保證。哥倫坡經濟委員會(Greater Colombo Economic Commission)是該國就處理海外投資事宜，而於一九七八年通過法令成立的負責機關，對初步核准以至建設及運作等各投資階段，都會提供協助。委員會設有數個部門直接協助投資者。投資推廣部負責處理初步的諮詢，為投資者介紹與其計劃有關的其他機構，並提供資料和指導直至計劃核准階段為止。投資評估部負責評估及核准計劃。投資者服務部專責確保計劃在獲准後能順利推進，職員並協助投資者招募各級員工，辦理簽證事宜，安裝通訊系統以及辦理進出口手續。此外還協助選擇地點和安排支援服務，包括水、電、廢料處理和道路，審查廠房設計圖及幫助取得所需的建築材料。勞資及工業關係部則負責維持委員會各企業間的良好工業關係，在有需要的情况下為投資者的員工提供培訓用設施。區域發展部的設立是為協助投資者在委員會轄下的出口加工區以外地方，選擇合適的地點推行計劃，並在訂定計劃以前提供規劃指導及與有關機構的聯絡途徑。

海外投資只許在不受現行法例及政府政策所管制或規限的活動範圍內進行。所有從事出口的工業、農業、製造業或服務行業活動的公司，均可享有稅項及其他寬免，而且並無對股本的持有作出限制，計劃可全由外資擁有，至於股息、資本和清盤所得的收入都可匯返



斯里蘭卡是東西海空航線的交匯處。

國家，而不受稅務或兌換管制規限。公司更可獲完全豁免公司所得稅達十年之久，但須視乎計劃的特性而定。免稅期會自公司首年享有盈利的評估年度計起；免稅期後，倘若有公司能從出口貿易中，賺取的外匯淨值以離岸價格計算達三成或以上，均可享有五年的減半低稅期。此外，進口建築材料、機器、設備及原料和出口製成或半製成品等均免課稅。

### 出口加工區

哥倫坡經濟委員會在毗鄰國際機場的卡圖納耶克及距哥倫坡港口25千米的比耶加默共設立了兩個出口加工區，均為規劃完備的國際級工業邨。

卡圖納耶克出口加工區於七八年設立，分三期發展，佔地約200公頃。比耶加默區則設於八六年，分兩期發展，首期施工面積約50公頃，次期則達90公頃。區內基本設施包括可靠的電力及淨化水供應、尖端的電訊系統、已鋪設的道路網絡和環境管制實驗所。在區內運作的工業由成衣以至鑽石切割和打磨、珠寶組件製造、橡膠及皮革製品、陶瓷和輕工業產品不等。

委員會正計劃在近南部省加勒港口設立第三個出口加工區，與南部省籌備中的綜合發展同期進行。

### 基本設施

錫蘭電力委員會負責為國家代理國內電力的生產、輸送及供應，其安裝容量超過1,000兆瓦，短期內並會在南部設立發電裝置。

斯里蘭卡的道路和鐵路網絡遍佈全

國，道路連綿69,000千米，鐵軌則長達1,944千米。當局現正着手實行一項重整計劃，以擴展大部份的幹道。

位於卡圖納耶克的哥倫坡國際機場是國營航運斯里蘭卡航空公司(Air Lanka)的基地，來往全球28個目的地。機場近年亦見有所改善，除加建跑道外，亦設立獨立大樓供抵達和離境搭客之用，另設一系列免稅商店。此外，國內多處亦建有不少內陸機場。

在八十年代湧入哥倫坡港口的大量投資，使它變成南亞中最現代化和具效率的港口之一。九〇年，政府決定解放海運政策，引致港口內出現的航線劇增。當局希望透過日本協助推行的大型擴展計劃，到二〇〇〇年能處理達140萬個貨櫃。第三個貨櫃船泊位將於一九九二年落成，設施可處理第四代的貨櫃，並以相宜價格為世界大部份地方提供常規的貨櫃服務。亭可馬里港口擁有全球其中一個最優良的天然海港，當局計劃在該處推行現代化計劃。

在日本的協助下，當地正在安裝先進的電訊系統。現時提供的服務還有直通國際電話，而流動電話系統亦大受歡迎。

### 勞動力

政府提供幼兒班至大學程度的教育課程，國內人口受教育比率達88%，為南亞最高者。另外，當地勞工自發性強，不但能迅速掌握新技術，而且還易於培訓，工人每週一般工作45至48小時，超時工作的報酬是日常時薪的倍半，而在週日及商業假期則以雙工計算。

(資料：Greater Colombo Economic Commission)



## 貿易概況

### 加國普及特惠稅制

貿易署接獲通知加拿大普及特惠稅需作若干最新修訂，而在填寫產地來源證表格甲內來源準則的條件方面亦有修訂。下文各段載述有關加拿大普及特惠稅制度的最新概要及申領載列輸往加拿大普及特惠稅貨品的來源證表格甲的簽發條件及程序。

#### 來源規則

任何貨品必須符合加拿大來源規則及加拿大所訂的直接付運條件，方可享有加拿大普及特惠稅的優待。被視為屬受惠國來源的貨品必須符合下列條件：

- 一、完全在該受惠國內生產；或
- 二、在該受惠國內生產而用以生產貨品的進口原料曾經過實質變更，而出廠價格最少60%應來自在香港、加拿大或其他受惠國進行的生產或加工程序。

#### 來源證表格甲的簽發措施

##### 全部製造工序均在港進行的貨品

倘製造產品時採用源自另一加拿大普及特惠稅受惠國的原料，製造商須保存該原料的有關來源證及海外供應商發出的銷貨發票於其登記廠房內，以方便查驗。

##### 主要製造工序在港以外地區進行的貨品

最後工序必須在香港進行。於申請來源證表格甲前，製造商必須填具保證書。該保證書訂定，就使用每一種在本港以外地區製造的配件以製造產品而言，由供應國簽發的產地來源證，及由海外供應商或分判商發出載述有生產配件所須原料的來源及價值的發票，必須存放在製造商已登記的廠房內，以便查驗。此外，製造商已登記的廠房內，須撥出一獨立地方，指定作為存放由海外供應商或分判商供應的配件，以及欲以普及特惠稅資格輸往加拿大的製成品。

填妥的保證書須連同下述文件一併遞交，以便審查：

- 一、有關來源證及海外供應商的發票各一份；

- 二、一份本港商號的發票（倘在上文第一項所述文件上報稱的收貨人乃該本港商號）；及

- 三、如適用時，一份與海外供應商或分判商所訂的合約。

於申請來源證表格甲時，申請人須將上文第一及二項所述的證件及發票各一份與申請書一併遞交。

##### 只有次要製造工序在港以外地區進行的貨品

於申請來源證表格甲前，製造商須先行登記參加外地加工措施以進行上述工序。申請時，申請書的製造商聲明書第四段須填寫外地加工登記編號。申請書亦須夾附一份海外分判商的發票，該發票須載明外地加工製成的產品所用的原料的來源及價值。

#### 直接付運的規則

貨品必須直接由香港運往加拿大指定港口的收貨人，至於經第三國家由香港輸入加拿大的貨品，不論途中有否轉運或暫時入倉，均告損失其普及特惠稅資格，除非符合下列條件：

- 一、在第三國家境內時貨品一直受海關過境管制；
- 二、除卸貨、再載貨、分貨或進行使貨物維持良好狀況所需的措施外，並未在第三國家進行任何措施；及

- 三、這些貨品並未進入第三國家的貿易或在該地使用。

#### 須提供的文件

製造商須在製造商聲明書第五段作如下聲明：「本人茲聲明在貨品製造時所用的所有非香港來源、非加拿大來源、非任何其他受惠國來源或產地不能確定的原料、零件或出產的價值佔產品包裝輸往加拿大時的出廠價不超過40%。」

有關由香港輸往加拿大的貨品，其來源準則的正確使用如下：

- 一、如貨品全部在本港生產，應填“P”字樣；
- 二、如貨品出廠價格60%以上來自只在香港的生產或加工的工序，應填“F”字樣；
- 三、如上述60%界限來自一個以上享有普及特惠稅國家或加拿大，應填“G”字樣。

製造商及出口商務須保留所有用以生產特惠貨品的原料或半製成品的商業發票及所述的文件，以供查閱。該等資料最少須在貨品輸出後保存兩年。

倘有查詢，請致電398 5550或398 5549與貿易署梁李淑珍女士或劉悅光先生聯絡。



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## 市場報告

### 委內瑞拉的外貿

委內瑞拉有人口1,940萬，是拉丁美洲第三個人均收入最高的國家；然而，由於石油佔全國出口的80%及國內生產總值的20%，故該國經濟非常倚賴石油。一九八〇年初，世界性的石油價格浮動，導致委內瑞拉經濟停滯不前。但伊拉克於九〇年八月入侵科威特事件扭轉了其經濟前景。從近期消費需求、投資、製造及非石油出口狀況的好轉，以及通脹放緩，均可見經濟已有復甦的跡象。

公共機構改革計劃的成敗是決定中期發展前景的一個主要因素。當局會把公共機構企業私有化及加以重組，以改善經濟效率及減少財政壓力；整頓稅制，以減輕對經常反覆的石油收入的倚賴；以及簡化港口及海關制度，俾便出口有強勁的增長。最近，政府更批准數間國家企業如CANTV（電訊），Viasa（國際航線）及港務局進行私有化。

有見及投資的增加以及出口的強勁，預期該國經濟增長穩健，到九二年會達6%。由於政府控制加薪及價格調整將近完成，通脹預料會再度下降至20%。此外並實行緊縮信貸政策，以免博利瓦出現疲弱，而消費需求增加及入口自由化計劃預計會令入口增長15%。

### 入口政策

從前，在委內瑞拉進口貨品均有很多限制，例如入口禁令、許可證規定及高關稅率；然而，入口專利及數量限制大多已被撤除。大部份香港產品如玩具、紡織品、成衣、鞋類、鐘錶、珠寶、家用器皿、電子產品及機械等，都可自由入口。

其間，當局正削減入口稅收：九〇年，最高稅率由135%減至40%，而平均稅率則由80%降至25%，並計劃將最高限額分段逐步降低至九二年的30%及九三年的20%。現時，大部份的消費品須課40%的關稅，而資本財貨及中間貨物則繳付較低的稅率。

### 外匯管制

隨着在八九年撤消差額兌換制度，外匯進口總署(General Administration of Foreign Exchange for Importation)亦相

繼關閉。委內瑞拉現行的兌換制度以單一浮動匯率為基礎，但中央銀行可能會進行市場干預，以避免出現突然的波動。

統一匯率的制定使針對進口商的大部份手續得以撤除，並讓國內人士能自由使用外匯從外地購買貨物及服務。

### 標記及標籤

進口產品的標籤必須載有物品的一般或商業名稱、製造商的名字及地址、成份（以西班牙文）記錄、公制重量及體積，如有需要，並須附上一份說明書，註明產品，如化學品，已在適當的政府部門進行登記，以及有關的登記號碼。

### 對外方面

九〇年，委內瑞拉的出口增加40%，達176億美元（約1,372億8,000萬港元），而來自石油的收入則達135億美元（約1,053億港元）。在把重點轉移至汽車、化學品、紡織品、電動設備、機械、食品及初級商品等製成品後，非石油出口產品的佔份在近數年亦見增加。

委內瑞拉的入口繼八九年下降40%後，在九〇年再降5%，達68億美元（約530億4,000萬港元）但在低稅率生效後，有跡象顯示入口近期已見回升，而經濟亦開始復甦。

超過40%的委內瑞拉入口貨品來自美國，其他主要的供應國包括德國、意大利、日本、巴西、法國、英國及加拿大。主要的商品包括原料、機械、運輸工具、建築材料、食品及飲品。大部份的消費品均來自香港、台灣、日本及南韓。

### 自由貿易區

委內瑞拉政府設瑪格麗塔島為自由貿易區，而在帕拉瓜納半島上則另設一個自由工業區，以促進農業、運輸工具、建築工具及資本財貨等方面的經濟活動。

瑪格麗塔島在七五年成為正式的自由貿易區，入口的商品並不受稅項，關稅或限制所規限；然而，凡帶進委內瑞拉關境的貨物須繳付正常關稅。

### 去銷委內瑞拉的港貨

委內瑞拉已改善的經濟環境及繼續進行的進口自由化計劃，令香港輸往委內瑞拉的總出口表現良好。

香港出口總值在九〇年增長57%，達3億3,600萬港元，而在九一年首七個月更增加超過一倍，部份原因是價格相宜及質素優良。當中約有27%為港產出口貨品，而其餘73%則為轉口貨品。

九〇年，輸往該國的本港產品出口總值微降2%至9,100萬港元，但在九一年一月至七月則回升。不少產品在九一年首七個月急劇增長，它們包括非貴重金屬製家居用品、電子零配件、電動設備、辦公室機器、塑膠用品、收音機、鐘錶及非貴重金屬製品。雖然如此，有關增長率的高企部份是由於基值低所致。

入口自由化亦使香港受惠，輸往委內瑞拉的轉口在九〇年激增103%，而在九一年首七個月更劇升160%，這數值是現時本港產品出口水平的4.5倍。

轉口的形態與本港產品出口相似，其中包括成衣、玩具、鐘錶、刀具及鞋類等主要類別。轉口貨品中，約有95%來自中國，說明了香港生產工序遷移南中國的情況。

### 建議

倘欲與委內瑞拉進行貿易，便需特別注意裝運單據、進口港、到達及延遲的日期，以及分銷及零售渠道等方面。

委內瑞拉的消費者多欲購買設計簡單而價格相宜的產品；而且，入口貨品比國內的供應品更受歡迎，故香港產品的市場潛力優厚。

雖然，最近有不少新公司在當地設立，但大多沒有業績紀錄可尋，這些公司的能力及財政背景便頗成謎了，故香港商家在賦予信貸條件時應小心謹慎。

由於最後用戶企業通常輸入較廉產品及數量有限，對香港公司而言，銷售總成本或許太高，故建議與那些熟悉市場及遍佈分銷網的委內瑞拉貿易公司或代理商交易。

（資料：香港貿易發展局）

### 德國的電訊設備

德國是香港電訊產品的第五大出口市場及第三大轉口市場。一九九〇年，這些產品去銷德國的總值急升95%，達4億8,800萬港元，而在九一年一月至八月則遞增79%。主要的出口項目是電訊消費品，包括有線及無線電話、傳真機及電話錄音機。

### 電訊業

電訊設備是德國電子業重要的製造項目。九〇年，西德在這方面的生產總值達170億馬克（約799億港元），佔電子及電動產品總值的11%。這些設備包括電話公共交換系統、數據及資料終端、數字流動電話網絡、聲音及高速數據衛星通訊網絡，以及光導纖維傳送裝置。一些大規模的製造商集中發展無線電通訊產品，包括流動電話、傳呼機及室內無線電話。小規模的製造商專注於德國國內市場，而大規模的製造商則通常是國際性機構，與其他海外公司有合資經營的約定。

### 市場拓展渠道

德國買家主要分為三類：德國製造商、入口商及購貨代理商。香港的電訊製造商還未開始在德國設立分銷及服務網絡，當中有許多選擇保持原件製造形式，以避免向有關機關申請技術認可時所經的繁複手續。

### 技術認可規例

在把各種終端設備連接公共交換網絡，以及國家及國際租用線前，須先獲電訊認可中央辦事處(ZZf)的正式認可。香港的廠商可提交測試樣本及所需的文件，直接向辦事處申請，或可授權某些德國代理商或工程公司代為申請。自九二年起，製造商的產品除了要附有由辦事處簽發而代表經國家認可的標記外，亦須加上額外的標記，聲明有關產品符合歐洲協調標準。

### 港商的機會

德東的電訊網絡將迅速現代化，是香港去銷有線及無線電話、多功能按鍵



這間商店售賣電話、傳真機、電話錄音機及傳呼機等。

式電話、電話 / 傳真機及電話錄音機的黃金機會。本港製造商應生產優質產品，以配合德國廠家及分銷商的需求。此外，香港資訊及數據 / 資料通訊設備會像德國電訊網絡一樣，漸邁向流動性、網絡化及採用綜合業務數字網絡。

（資料：香港貿易發展局）

## 一九九一年度會員年會 The CMA 1991 Annual General Meeting

本會一九九一年度會員年會定於一九九二年一月二十三日（星期四）下午三時正，在中環干諾道中64-66號本會大廈27字樓會議廳舉行。議程及出席證將依章郵遞各會員。

The Association's 1991 Annual General Meeting is scheduled to be held on 1992 January 23 (Thursday) at 3 pm at the Conference Hall, 27/F, CMA Building, 64-66 Connaught Road Central. Agenda and papers together with the badge for attendance will be sent to members by post.



## 展覽概要

日期	展覽會	地點	展品	主辦機構
一九九二年				
一月廿三至廿六日	年宵商品展銷會	金鐘廊展覽廳	消費品	香港市場(拓展)有限公司 電話: 368 2262 圖文傳真: 724 0382
一月廿七至二月三日	美食薈萃	新世界中心廣場	食品	新鴻基國際服務有限公司 電話: 832 6100 圖文傳真: 838 0639
二月廿日至廿三日	英國教育展覽會	香港會議展覽中心	英國教育資料	英國文化協會 電話: 831 5138 圖文傳真: 834 5731
	教育職業博覽	香港會議展覽中心	教育及職業發展機會資料	香港貿易發展局 電話: 584 4333 圖文傳真: 824 0249
二月廿八日至三月二日	香港國際毛皮展覽會	香港會議展覽中心	毛皮、皮草、配件及機械	香港毛皮廠商聯合有限公司 電話: 367 4646 圖文傳真: 739 0799
三月七日至十日	第五屆世界包裝展覽會	香港會議展覽中心	包裝設備及物料	康樂博覽香港有限公司 電話: 824 0330 圖文傳真: 824 0246
	92亞洲國際塑膠工業展		塑膠生產機械及原料	
	第五屆世界印刷展覽會		印刷機械、圖表印刷藝術供應品及設備	
三月九日至十二日	成衣業展覽會'92	香港會議展覽中心	成衣製造機械及其他一切有關設備、衣料及配件	香港生產力促進局 電話: 788 5020 圖文傳真: 788 5011
三月十七日至廿日	香港國際珠寶展覽會'92	香港會議展覽中心	珠寶	香港貿易發展局 電話: 584 4333 圖文傳真: 824 0249

## 廠廈萬家在香港 商業繁榮又興旺

## 本會赴北京訪問團 CMA Delegation to Beijing



▲ 代表團獲總理李鵬接見。  
The CMA delegation is received by Premier Li Peng.

▼ 代表團團長梁欽榮(左)與國務院總理李鵬(左二)會晤。右為國務院港澳辦主任魯平、右二為全國工商聯主席榮毅仁。

Delegation leader Mr Herbert Liang (left) meets Premier Li Peng (2nd from left), Director of the State Council's HK & Macao office Mr Lu Ping (right), and Chairman of All-China Federation of Industry & Commerce Mr Rong Yi Ren.



▲ 代表團獲北京市市長陳希同接見。  
Beijing Mayor Mr Chen Xi Tong receives the CMA delegation.

▼ 中央統戰部部長丁關根(右)與代表團會面。  
Mr Ding Guan Gen, Minister of the United Front Work Department of the Central Committee of CPC meets the CMA delegation.







▲ 紡織部部長吳文英（右）與本會會長梁欽榮討論中港紡織業的合作前景。

Ms Wu Wen Ying (right) Minister of Textile Industry, & CMA President Mr Herbert Liang discuss the prospects for co-operation in the textile industry between China & HK.



▲ 全國工商聯主席榮毅仁（左四）、常務副主席孫孚凌（右三）等與代表團成員舉行會談後合照。

Members of CMA delegation, All-China Federation of Industry & Commerce's Chairman Mr Rong Yi Ren (4th from left) & CPPCC's Beijing Committee Executive Vice-Chairman Mr Sun Fu Ling (3rd from right) posed for a photo after the discussion session.

HC  
with 4 T/S



▼ 全國工商聯歡宴中華廠商聯合會赴北京代表團。左起：全國工商聯常務副主席孫孚凌、副團長周敏、團長梁欽榮、國務院港澳辦副主任陳滋英、代表團顧問司徒輝及副團長梁乃榮、葉慶忠。

The All-China Federation of Industry & Commerce hosts a dinner for the CMA delegation. (From left) All-China Federation of Industry & Commerce's Vice-Chairman Mr Sun Fu Ling, Deputy leaders Mr Tony Chau, Leader Mr Herbert Liang, Deputy Director of the State Council's HK & Macao Office Mr Chen Zi Ying, Delegation advisor Mr Seto Fai & Deputy leaders Mr Leung Nai Wing and Mr Yip Hing Chung.



▼ 赴北京代表團出席由北京市政協、市委統戰部、北京市工商聯舉辦之討論會。

The CMA delegation attends the discussion session held by the Beijing Committee of CPPCC, the United Front Work Department of Beijing Municipal CPC & the Beijing Federation of Industry & Commerce.



▲ 經貿部副部長僅志廣（中）歡迎代表團到訪並舉行座談。

MOFERT's Deputy Minister Mr Tong Zhi Guang welcomes the CMA delegation and hosts a seminar on bilateral trade and related issues.



▲ 本會常務會董李世奕（左）及會董陳鴻基於貿促會座談會上。

CMA Executive Committee member Mr Lee Sai Yick (left) & General Committee member Mr Michael Chan at the discussion session held by the China Council for the Promotion of International Trade.

HC  
with 4 T/S



▼ 團長梁欽榮（左）致送紀念品予貿促會副會長解建群。

Delegation leader Mr Herbert Liang (left) presents a souvenir to Vice-Chairman of the China Council for the Promotion of International Trade Mr Jie Jian Qun.



▼ 代表團於釣魚台宴請中央各單位領導。

The CMA delegation hosts a dinner at the Diaoyutai Guesthouse.





▲ 代表團團員與中央各單位領導在釣魚台答謝宴上合攝。

Members of the CMA delegation & China's senior officials at the dinner in Diaoyutai Guesthouse hosted by the CMA delegation.



▲ 本會會長梁欽榮（中），與副會長陳永棋（左），梁乃榮（左二），葉慶忠（右二）及周敏（右）於北京市政協機關大樓外合攝。

CMA President Mr Herbert Liang (Central), & CMA Vice-Presidents Mr Chan Wing Kee (left), Mr Leung Nai Wing (2nd from left), Mr Yip Hing Chung (2nd from right), and Mr Tony Chau (right) outside the office building of the Beijing Committee of CPPCC.

with 4 7/5

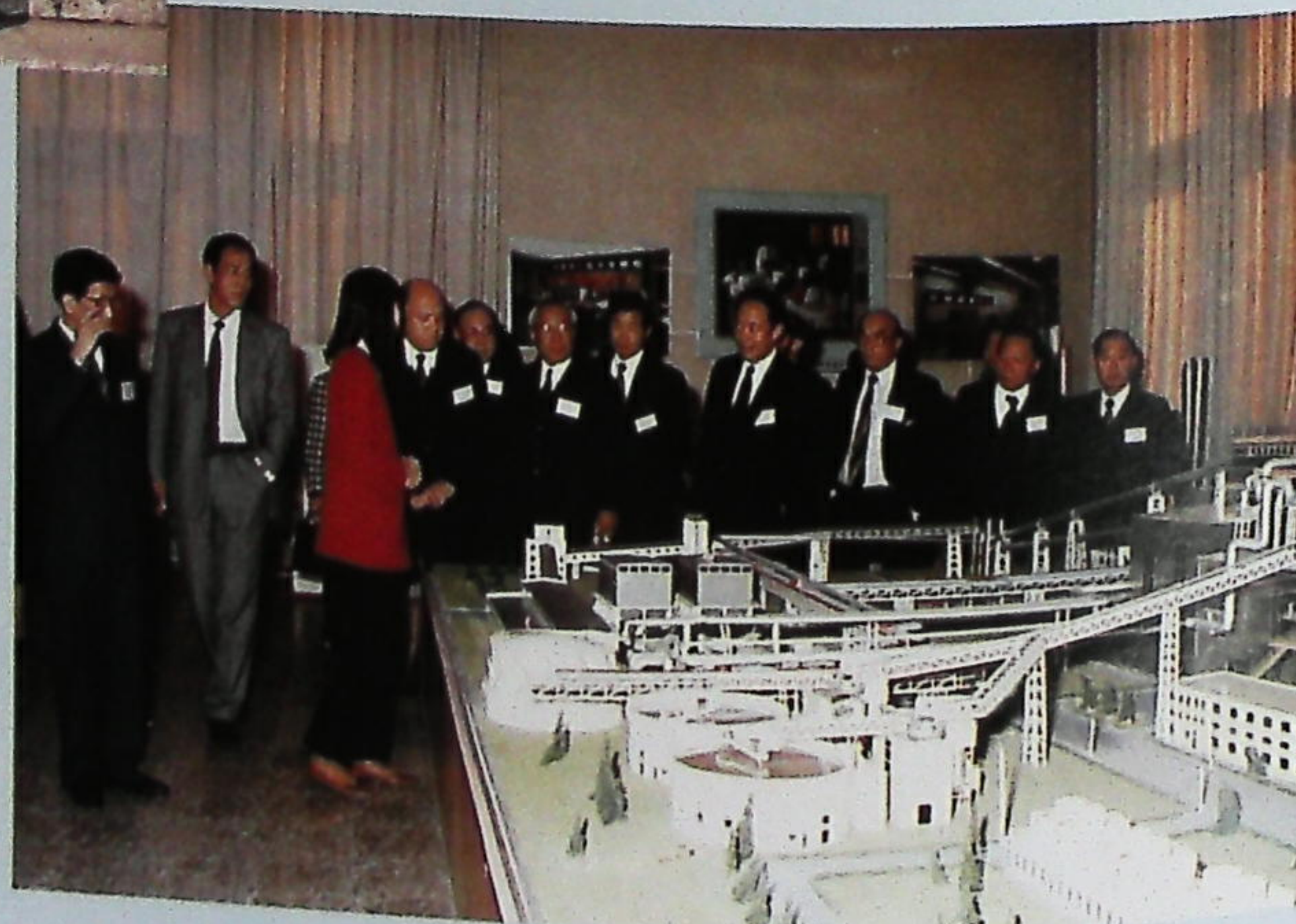
▼ 代表團致送紀念品予全國工商聯。左起：代表團團員呂明華博士，全國工商聯常務副主席孫學凌及團長梁欽榮。

The CMA delegation presents a souvenir to All-China Federation of Industry & Commerce. From left: delegation member Dr Lui Ming Wah, All-China Federation of Industry & Commerce's Vice-Chairman Mr Sun Fu Ling, and Delegation leader Mr Herbert Liang.



▼ 代表團團員參觀北京首都鋼鐵公司。

Delegation members visit the Beijing Iron & Steel Co.



## Special Feature

# CMA Delegation to Beijing

At the invitation of the All-China Federation of Industry and Commerce, a 50-strong delegation from the CMA visited Beijing in 1991 November. The purposes of the trip were to seek first-hand information on the latest development of economic reforms in China, to strengthen communication links, and to explore opportunities for economic and technological co-operation.

The delegation, led by CMA President Mr Herbert Liang, comprised a 30-member high-level delegation and a trade mission.

Members of the high-level delegation included CMA President Mr Herbert Liang; Vice-Presidents Mr Leung Nai Wing, Mr Yip Hing Chung, Mr Chan Wing Kee and Mr Tony Chau; Honorary President Mr Seto Fai, and members of the Executive and General Committees.

The trade mission consisted of representatives from 14 member-companies from various trades. The mission visited selected factories and production facilities to keep abreast of the latest industrial development and to discuss trade and other co-operation arrangements.



The delegation, led by CMA President Mr Herbert Liang (front left), meets Mr Ji Peng Fei, Standing Member of the Advisory Committee of the Central Committee.

During the five-day visit, the CMA delegation had met Premier Li Peng, Standing Member of the Advisory Committee of the Central Committee Mr Ji Peng Fei, Director of the State Council's Hong Kong and Macao Office Mr Lu Ping, Beijing Mayor Mr Chen Xi Tong, Deputy Minister of the Ministry of Foreign Economic Relations and Trade Mr Tong Zhi Guang, Deputy Director of the State Commission for Science and Technology Mr Li Xu E,

Minister of the United Front Work Department of the Central Committee of CPC (Communist Party of China) Mr Ding Guan Gen, Chairman of the All-China Federation of Industry and Commerce Mr Rong Yi Ren, Minister of the Ministry of Textile Industry Ms Wu Wen Ying, and Vice-Chairman of the China Council for the Promotion of International Trade Mr Jie Jian Qun.

Upon arrival in Beijing, the delegation was greeted by government officials and representatives of various organizations. The delegation then met All-China Federation of Industry and Commerce's Chairman Mr Rong Yi Ren, and attended a dinner reception hosted by the Federation in honour of the CMA delegation.

In the morning of November 12, the delegation attended a discussion session jointly held by the Beijing Committee of the China People's Political Consultative Conference, the United Front Work Department of Beijing Municipal CPC and the Beijing Federation of Industry and Commerce. Attendees from the Chinese side included CPPCC's Beijing Committee Chairman Mr Bai Jie Fu, CPPCC's Beijing Committee Executive Vice-Chairman Mr Sun Fu Ling and Deputy Director of the United Front Work Department of Beijing Municipal CPC Mr Zhang Yu Min. At the session, delegates were briefed on the latest development in Beijing, especially the guidelines for industrial expansion.



CMA President Mr Herbert Liang (left) and other delegation members were warmly received by All-China Federation of Industry & Commerce's Chairman Mr Rong Yi Ren.

4/6





(From left) Deputy leader Mr Chan Wing Kee, Mr Leung Nai Wing & CPPCC's Beijing Committee Chairman Mr Bai Jie Fu at the discussion session held in Beijing.

sion in future. Mr Bai stressed that the visit by the CMA delegation was an important event that would lead to more frequent exchanges and communications with Hong Kong industrialists.

## Seminar on Trade & Investment Co-operation

On November 13, members of the delegation called upon the Ministry of Foreign Economic Relations and Trade (MOFERT). The discussion session was chaired by MOFERT's Deputy Minister Mr Tong Zhi Guang with the presence of senior officials responsible for external trade and investment management. During the session, various trading issues affecting the economy of both Hong Kong and China were discussed.

Mr Tong pointed out that "China's reforms on systems related to external trade (a key component of which is to ask production units to bear profit and loss on an individual basis) is a successful one. This can be reflected in the rise of exports and imports by 17.8% and 13.7% respectively in the first ten months of 1991. But over the past two years, the increase in imports has slowed down in view of constraints imposed to ease growing inflation, and because of ample supply of consumer goods at home. In general, the Chinese government would like to maintain a balance between imports and exports."

"With regard to the Sino-US trade relations, the Most-Favoured-Nation (MFN) status is mutually granted between the US and China, and on a reciprocal basis.

Therefore, it is unreasonable for the US government to attach conditions to the renewal of China's MFN status," stressed Mr Tong.

The discussion also touched on actions taken under Section 301 of the US Trade Act and anti-dumping proceedings initiated against China and Hong Kong. According to Mr Tong, the Section 301 investigation was an attempt to open up China market for US products, while the anti-dumping allegations revealed signs of protectionism in the US.

CMA Vice-President Mr Chan Wing Kee responded that "the anti-dumping allegations have already caused tremendous hardships on Hong Kong manufacturers as they are forced to seek legal

defence, and the expenses incurred may well exceed the profit margins. Manufacturers are caught in a dilemma as to pay excessive legal fees to defend their position or to terminate their trading relations with the US importers." The best solution to the anti-dumping dispute would lie in the GATT (General Agreement on Tariffs and Trade) and urged China to acquire GATT membership as soon as possible.

Mr Tong also opined that China would review procedures and rules governing the issue of certificates of origin taking into consideration the increasing amount of outward processing and subcontracting activities going on between Hong Kong and Pearl River delta region. Furthermore, he assured that the Chinese government would, when formulating economic policies or when negotiating with other countries over trade issues, take the interests of Hong Kong into consideration. He also asked members of Hong Kong's business community to set their hearts at ease.

## Seminar on Technological Co-operation

On November 14, the delegation visited the State Commission for Science and Technology (SCST), and met Deputy Director Mr Li Xu E and other senior officials. The discussion was focused on ways to foster mutual technological co-operation.

Mr Li introduced SCST's responsibilities and current programs, which cov-



Members of the CMA delegation attend a discussion session jointly held by the Beijing Committee of the China People's Political Consultative Conference, the United Front Work Department of Beijing Municipal CPC, & the Beijing Federation of Industry & Commerce. (From left) CPPCC's Beijing Committee Chairman Mr Bai Jie Fu, Delegation leader Mr Herbert Liang, All-China Federation of Industry & Commerce's Vice-Chairman Mr Sun Fu Ling, & Deputy leader Mr Yip Hing Chung.

ered a "Torch Plan" aimed to publicize new technologies and inventions, and promote its production for sale in the international market. He added that SCST's primary objective is to achieve the commercialization of technological results.

Regarding China's technology-related policies toward Hong Kong, Mr Li commented, "Hong Kong is China's window to the outside world. In addition to utilizing the advantages offered by Hong Kong, China would also assist in her economic growth. China's technological institutes must take initiatives to establish contacts and links in Hong Kong. In fact, China is now formulating technology-related policies aimed at Hong Kong, with a view to promoting the commercialization of China's technological results through, for example, the joint establishment of hi-tech industries. A special Technological Development Institute would be set up in Shenzhen, and its main task is to bring China's technological achievements to Hong Kong for commercial application. I believe that Hong Kong, with her well-established financial, telecommunications and transport networks as well as overseas contacts, will be a good partner in this respect."

At the seminar, Mr Liang traced Hong Kong's industrial development. He said, "Hong Kong has developed its export-oriented industry over the past 30 or so years, which laid the foundation for Hong Kong's economic growth. Hong Kong cumulated her wealth from export trade, and the industrial sector has played a significant role in this regard. Hong Kong's re-export performance has also regained its importance, and in 1990 the growth in her re-exports doubled that of domestic exports."

"Nevertheless, Hong Kong's industrialists are of the view that Hong Kong cannot set her eyes only on trade and financial operations. Her foundation still lies on industry. The fact that Hong Kong's manufacturers are setting up production facilities in the mainland and shifting from labour-intensive to technology-intensive production is simply a natural process of industrial development.

"Unlike governments in other Asian countries, the Hong Kong Government does not support local industries directly, although she has adopted more positive measures recently. With the coming formation of the Industry and Technology Development Council, we hope that the academia and technology institutes, industry and the Government can make concerted efforts in promoting the devel-



The CMA delegation visits SCST, & met Deputy Director Mr Li Xu E (centre) and other Senior officials.

opment of hi-tech industries. They can also work closely with relevant Chinese institutes to make good use of China's strong technological resources."

Commenting on the prospects for technological co-operation between China and Hong Kong, CMA Vice-President Mr Chan Wing Kee noted that Hong Kong's industry could benefit a great deal if she could draw on China's technological resources. He also raised the question of patent protection. SCST's Deputy Director Mr Li assured that such protection would be available.

As for the development of electronic industry, CMA Executive Committee member Dr Lui Ming Wah commented that Hong Kong's low-end electronic products were becoming less competitive as a result of competition from low-cost countries such as Thailand, Malaysia and the Philippines. "Some organizations in Hong Kong are exploring ways to promote the development of hi-tech industries. However, manpower and financial resources available are limited. Therefore, it will be beneficial to both Hong Kong and China if they can co-operate in developing new products for sale in the world market".

Mr Lui also made recommendations regarding technological co-operation between Hong Kong and China: 1. China can dispatch more technical staff to Hong Kong for training. To facilitate travelling, they should be issued multiple-entry visas; 2. China's technology experts should be encouraged to work closely with their counterparts in Hong Kong; 3. China's industrial sector should give priority to domestic sales in order to tap market response so that improvements can be made; 4. China's large enterprises should be transformed into smaller ones to increase flexibility; 5. the companies under

the SCST should develop industries that suit China's needs; two areas are worth trying—integrated circuits and electronic component production; and 6. China should establish the concept of marketing; this is especially important for the process of commercializing technological results.

Mr Li Xu E concluded that China would co-operate with Hong Kong in the aspect of market-oriented development.

## CMA Trade Mission

The CMA trade mission, comprising representatives from 14 companies in the garment, knitwear, fur and food industries, had visited a number of factories by arrangements of the Beijing Municipal Foreign Economic Relations and Trade Commission.

The mission was warmly welcomed by the Commission. At the reception hosted by the Commissions in the evening of November 11, Mr Cao Qi, Vice-Director, addressed the gathering and expressed keen interests in establishing close ties with Hong Kong industrialists. Factory visits and private meetings were arranged for delegates to familiarize themselves with the latest development and to explore trading and investment opportunities.

As the mission consisted of members from four different industrial sectors, they were split into four groups to visit relevant factories and import/export corporations, including the Beijing Garments Import and Export Corporation, Beijing Cereals, Oils and Foodstuffs Import and Export Corporation, Beijing No. 1 Knitwear Factory, Beijing Global Fur Import & Export Corporation, Beijing Shirt Factory and Beijing Animal By-products Import & Export Corporation.





Some of the members of CMA delegation at the seminar organized by MOFERT

The mission also visited the Beijing Village & Towns Enterprise Bureau and its subsidiary factories. Members were impressed by the small-scale but flexible production of these rural enterprises.

Members of the trade mission were satisfied with the arrangements, which had given them opportunities to investigate business potentials. One of the mission members, Mr Michael Sun of Hong Kong Fur Factory Ltd., had concluded a co-operation agreement with his Chinese counterpart during the visit. *The Business Journal* has interviewed Mr Sun to seek his opinions.

Mr Sun, a member of the CMA General Committee, reached an agreement with Beijing No. 2 Fur Factory to establish a fur company, namely Beijing Hung Tai Fur Products Co. Ltd. Total investment amounted to US\$100,000 (about HK\$780,000).

"I am still confident in the fur business, although in recent years the market has been sluggish," said Mr Sun. "While my competitors are reducing their businesses and busy finding other outlets, I decide to build up my network in China and look for opportunities to expand my business."

Before joining the CMA delegation, Mr Sun had encountered difficulties in negotiating business with his Chinese counterparts. It was told that normally Chinese authorities required a minimum investment amount of US\$150,000 (about HK\$1,170,000) for any joint venture proposal. But Mr Sun's proposal was approved immediately when the Chinese parties met him as a member of the CMA delegation, and a co-operation agreement was signed on November 15. The relevant documentation which normally take

seven working days to complete, was completed the same day.

"I hope the Chinese authorities would adopt such speedy procedures and positive attitude when discussing investment proposals of other investors," Mr Sun added.

Mr Sun was most delighted to have the opportunity to join the CMA delegation. "With the able leadership of our President Mr Herbert Liang, we received warm hospitality from various Chinese Government authorities. We exchanged opinions heartily with the Chinese officials and this made me feel confident about China's economic reforms. I believe Hong Kong's economy will remain stable and continue to develop and prosper after 1997."

per after 1997."

The 30-plus-member high-level delegation, comprising leading industrialists, was led by Mr Liang. Deputy leaders included CMA Vice-Presidents Mr Leung Nai Wing, Mr Yip Hing Chung, Mr Chan Wing Kee and Mr Tony Chau. Delegation advisors were CMA Honorary President Mr Seto Fai; Mr Wong Chi Chiu, Deputy Head of Co-ordination Department of Xinhua News Agency; and Mr Huang Cheng Xiang, President of Scriven Trading Ltd. Other delegates included CMA Executive Committee members Dr Lui Ming Wah, Mr Choi Hin To, Mr Lee Sai Yick and Mr Lin Fai Shat; CMA General Committee members Mr Michael Chan, Mr To Shui Moon, Mr and Mrs Chow Yun Sheung, Mr and Mrs Edward Wong, Mr Michael Sun, Mr and Mrs Lam Hok Po, Mr and Mrs Chu Yiu Joe, Mr Kok Ying Dao, and Mr and Mrs Chow Lam Boon; CMA Sub-Committee Chairman Mr Yim Chan Chee; Mr Eddie Lu of Afasia Group; and CMA Chief Executive Officer Ms Rita Tsui.

The CMA trade mission consisted of representatives from Winner Co. (HK) Ltd., The Wider Enterprises Ltd., YangtzeKiang Garment Manufacturing Co. Ltd., Best Success Ltd., Hop Hing Oil Factory Ltd., Yau Fook Food Products Ltd., Wing Tai Exporters Ltd., Milo's Knitwear (HK) Ltd., Shun Wo Labels Knitting Factory, Hong Kong Fur Factory Ltd., Kwan Sing Watch-Case Factory, Mamona Enterprises Ltd., Etta Trading Co. Ltd. and Seawave S.E.A. Fashion Factory Ltd.



Mr Tong Zhi Guang, Deputy Minister of MOFERT, receives the CMA delegation.

## CMA Activities

### CMA/ACM MOU Signing Ceremony

CMA President Mr Herbert Liang signed a Memorandum of Understanding (MOU) with Mr John Paterson, National Chief Executive of Australian Chamber of Manufactures (ACM), on December 6. Mr Liang said that the MOU would bring about a closer co-operation between the two organizations in fostering development of business partnership between Australia and Hong Kong.

At the signing ceremony, Mr Liang commented that "though the US has been Hong Kong's largest market, we shall not lose sight of other opportunities to diversify our markets, especially at the time when we encounter problems on Sino-US trade relations. The proposed retaliatory tariffs under the special 301 action, 'Toycott' campaign and the negotiation on the conditional extension of China's Most-Favoured-Nation status will have significant impact on Hong Kong. Manufacturers and traders must explore alternatives to diversify their production base and markets. Australia is a place with vast potentials. Both the Association and the ACM will be more than happy to provide assistance and support to businessmen in Hong Kong and Australia to foster trade and industrial co-operation."

Mr Paterson also echoed that both the



CMA President Mr Herbert Liang (right), signs a Memorandum of Understanding with Mr John Paterson (left), National Chief Executive of Australian Chamber of Manufactures.

CMA and the ACM are dedicated to expanding trade opportunities for their members. With trade between Hong Kong and Australia reaching about HK\$13 billion per annum, this MOU offers excellent scope to build on the trade links which have already been firmly established between the two locations.

Mr Paterson added, "As the ACM and the Association develop their relationship under the business co-operation agreement, many Australian firms will find strategic partners in Hong Kong. Similarly, many Hong Kong companies will look for new markets and business

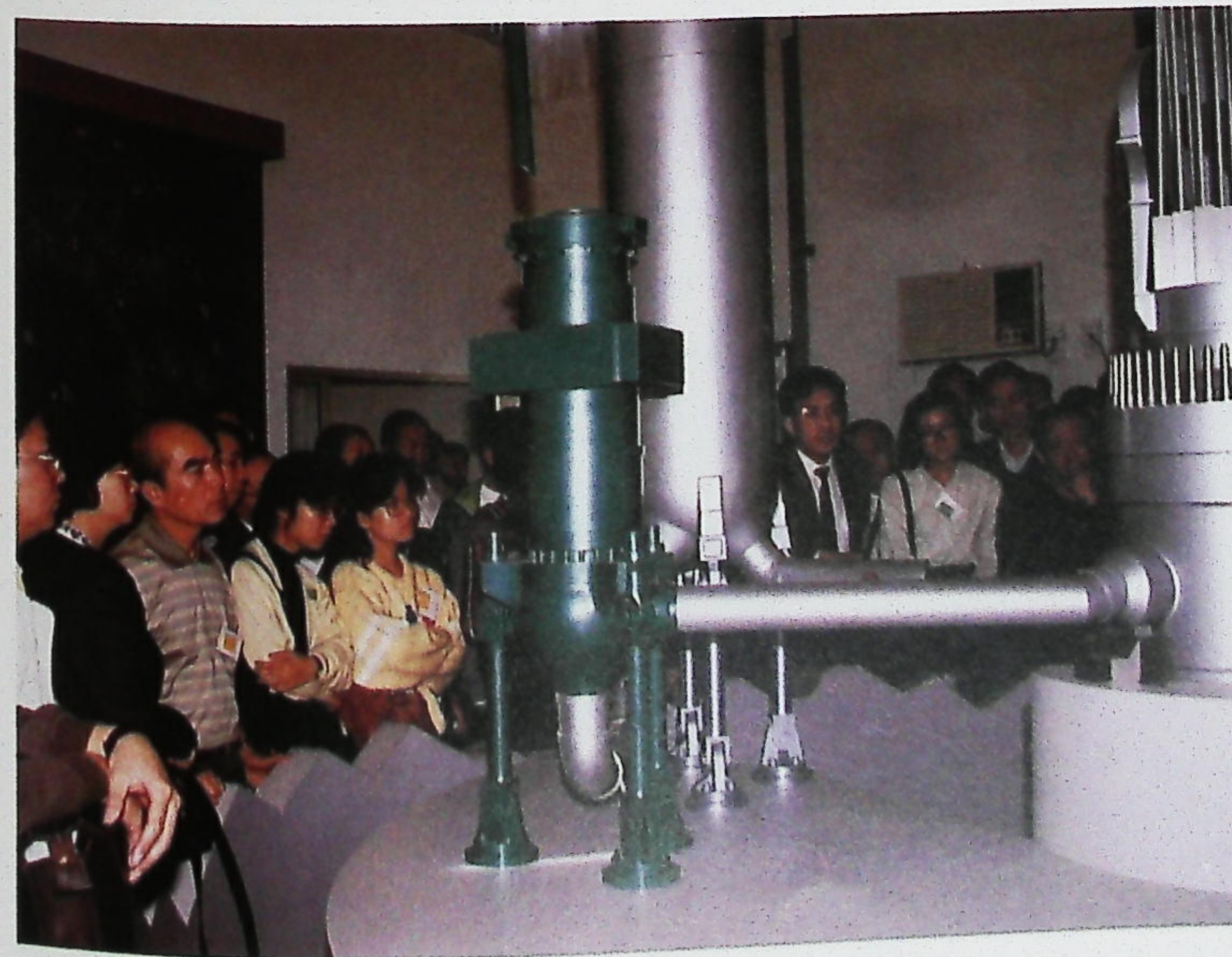
relationships in Australia and also possibly in New Zealand, through Australia's closer economic agreement with that country. This is a combined market of 20 million people."

Also attending the signing ceremony were CMA Vice-Presidents Mr Tony Chau and Mr Tommy Zau; Executive Committee members Mr Lo Chin, Mr Yeung Mok Shing, Mr Joseph Lau, Mr Lee Sai Yick and Mr Chu Poon Shin; General Committee members Mr Wong Kwai, Mr Chan Kim Sing, Mr Yu Sun Say, Mr Chow Yun Sheung, Mr Christopher Suek and Mr Paul Chu; and Mr Chao King Lin, Chairman of Fabricated Metal Products Sub-Committee.

### Visit to Guangdong Nuclear Power Station

A total of 68 CMA members visited the Daya Bay Nuclear Plant on November 23 in response to an invitation extended by the Hong Kong Nuclear Investment Co. Ltd. Members were briefed on the latest work progress of the project on site, and the general operation and various safety measures adopted by officials of the Guangdong Nuclear Power Joint Venture Co. Ltd.

The program of the visit included slide presentation of the Daya Bay project, visit to nuclear models and exhibits, and site tour. Detailed explanation and information on the organization of GNPJVC, the structure of the nuclear power plant and safety measures in case of emergency were furnished.



CMA members visits the Daya Bay Nuclear Plant.



## HK/JBCC & J/HKBCC Joint Plenary Session

CMA President Mr Herbert Liang attended the 14th Joint Plenary Session of the Hong Kong/Japan and Japan/Hong Kong Business Co-operation Committees (HK/JBCC and J/HKBCC) on November 6.

The committees were established to foster understanding between the business communities of Hong Kong and Japan, and to promote trade, investment and other economic co-operations between the two places. In the Plenary Session, members of both committees exchanged latest information on the economic environment in Hong Kong and Japan and discussed opportunities for expanding bilateral trade and investment between the two areas.



The Hiroshima Bank Economic Exchange Mission visits CMA.

The mission aimed to get first-hand information on the state of Hong Kong's industrial development and to promote closer economic co-operation between Japan and other Asian countries including Hong Kong. During the meeting, Mr Liang introduced the industrial and financial development of Hong Kong, and investment opportunities both in Hong Kong and mainland China.

## Hiroshima Bank Economic Exchange Mission

Mr Masao Nakashima, Senior Managing Director of Chugoku Economic Federation, led a 12-member mission from Hiroshima Bank to visit the Association on November 8. The mission was received by CMA President Mr Herbert Liang, Executive Committee members Mr Lee Sai Yick and Mr Chu Poon Shin, and General Committee members Mr Leung Chung Lik and Mr Chow Yun Sheung.

## Markham Economic Mission

An 11-member economic mission from Markham, Canada, visited the Association on November 22. The mission was

led by Mr Anthony Roman, Mayor of Town of Markham, and was received by CMA President Mr Herbert Liang; Vice-President Mr Tommy Zau; and Executive Committee members Mr Paul Yin, Dr Lui Ming Wah and Mr Joseph Lau.

During the meeting, Mr Roman introduced the recent economic situation in Markham, the proposed trade centre and the information exchange program. The mission intended to establish connections with overseas countries, especially those in the Pacific Rim, so as to enhance economic co-operation between Markham and the Asian countries.

The meeting was followed by a luncheon hosted by the Association in honour of the mission.

## Visit by RIC

A meeting was organized on October 30 for CMA members in the electronic industry to meet a delegation from the UK Radio Industry Council (RIC). It was chaired by CMA Executive Committee member Dr Lui Ming Wah. CMA members discussed the market situation of electronic products in the UK and in other European countries with the RIC delegates. Trade issues such as EC's anti-dumping allegations on colour television sets, audio cassette tapes and video tapes were also covered.

The UK delegation was led by Mr R E Norman, Chairman of British Radio and Electronic Equipment Manufacturers' Association.



The Markham Economic Mission calls upon CMA to promote co-operation between Markham & Hong Kong businessmen.

## Delegation from Malaysia

Mr Tuan Haji Harun Ahmad Saruji, Deputy Chief Executive of Perak State Development Corporation, led a 4-member delegation to call on the Association on November 30. The delegation was met by CMA President Mr Herbert Liang.

During the meeting, Mr Saruji introduced the investment environment in Perak State and related policies. At the meeting, Mr Liang pointed out that the Association and the Federation of Malaysian Manufacturers have signed an agreement pledging mutual efforts to promote close economic co-operation between Hong Kong and Malaysia. In recent years, Hong Kong manufacturers have looked to South East Asian countries to diversify their production base. He believed that Perak State would attract attention from potential investors in Hong Kong.

## Delegation from Guangdong

A nine-member delegation led by Mr Zhang Lie, Deputy Director of Guangdong Provincial Commission of Foreign Economic Relations and Trade, called upon the Association on October 31. The delegation was received by CMA President Mr Herbert Liang; Vice-President Mr Yip Hing Chung; Executive Committee members Mr Peter Hung, Dr Lui Ming Wah, Mr Liu Yu Ting and Mr Lee Sai Yick; General Committee members Mr Chan Kim Sing, Mr Lam Hok Po and Mr Robert Mui; and member Mr Frederick



Members of the Malaysian Delegation.

Tsoi.

At the meeting, Mr Zhang introduced the latest economic policies adopted by the Guangdong Provincial Government. Both parties also exchanged views on ways to further enhance economic ties between Hong Kong and the mainland.

## Seminar on Employment Relations

More than 130 executives from various trades and industries gathered at the Seminar on Employment Relations on December 5 to tap into the experience of prominent human resources managers on December 5. This seminar was jointly organized by the Association and the Labour Department as the concluding event of the Certificate Course in Employment Relations and Legislation held from No-

vember 7 to December 3.

Focusing on "Maximizing staff productivity", the seminar probed into various techniques of team-building, staff motivation and morale boosting. Speakers of the seminar included Dr Lui Ming Wah, CMA's representative on the Labour Advisory Board; Mrs Jennie Chor, Senior Labour Officer of Labour Department; Mr Sunny Yau, Human Resources Manager of Cabot Plastics Hong Kong Ltd.; Mr S W Lam, General Manager—Human Resources of The Hong Kong Chinese Bank; and Mr Steve Lo, Personnel Manager of Dodwell International Buying Offices Ltd. The speakers shared with the audience their experience in human resources management in different fields.

Mr Darwin Chen, Commissioner for Labour, officiated at the certificate presentation ceremony held immediately after the seminar. Mr Chen emphasized that harmonious employment relations is of vital importance to Hong Kong's economic prosperity and social stability. He noted that Hong Kong has been enjoying fairly good employment relations, despite the fact that the economy has been disturbed by the problem of labour shortage, and an uncomfortably high inflation rate. He told the participants that Hong Kong is one of the places in the world with the lowest records of strikes and work stoppages. For instance, he said, in 1990, the average number of working days lost per 1,000 workers each year as a result of work stoppages was only 1.44. Mr Chen further stressed that harmonious employment relations is something which cannot be taken for granted and has to be cultivated, maintained and developed.

More than 110 participants had successfully completed the certificate course, and each was awarded a certificate issued jointly by the Association and the Labour Department.



The Seminar on Employment Relations is co-organized by CMA & the Labour Department.



## Industry Affairs

### Site for Special Industrial Building

The Government has recently proposed to build a special industrial building for water-intensive industries on a site of 1.24 ha in Sheung Shui Area 30A with estimated plot ratio of 2.5. There would be a total maximum area of 31,000 sq m for the industries in need. In response, the Association conducted a survey among members in early October to gauge interests and to canvass comments.

With the enactments of the Water Pollution Control (Amendment) Ordinance 1990 and the Technical Memorandum for effluent discharge, effluent generating industries have to face very harsh technical and financial problems in adopting proper effluent disposal procedures. This has already aroused much concern within the bleaching, dyeing and finishing industries. The Association has repeatedly urged the Government to set up special industrial zones with communal effluent treatment facilities to help these industries in tackling the problems.

In 1991 September, the Industry Department released a proposal of establishing a special industrial building on a site in Sheung Shui for water-intensive industries. According to the proposal, the land lease would require the developer to install and manage on a continuing basis communal environmental pollution control facilities on behalf of the occupants of the building. In addition, lease restrictions would also be imposed to limit occupancy of the building only to those water-intensive industries. These industries, which include the bleaching and

dyeing, metal plating and electroplating, paper manufacturing, food and beverages, and printed circuit board manufacturing industries, need to be provided with significant environmental pollution control measures. The building would incorporate other features not normally found in existing industrial buildings, e.g. adequate lorry parking, a communal chimney, adequate cargo lifts, etc. In addition, consideration might be given to introducing cost-recovery methods such as waste heat recovery systems and/or a central boiler facility providing hot water or steam.

The site would be scheduled for disposal under the 1992/93 Land Sales Program.

#### CMA's survey findings

In response to the proposal, the Association conducted a survey in 1991 October and obtained information from those members who were interested in establishing businesses in the proposed industrial building. According to the survey findings, member-companies in the textile, chemical, food, plastic, garment and leather-making industries expressed interests.

Most of the respondents require a floor area between 1,000 and 5,000 sq m. However, they opined that the size of the proposed building is too small.

#### Comments

In addition to the above comments, the Association, in its submission to the Industry Department, reiterated the impor-

tance of supplying sufficient land for water-intensive industries. The total area required by the Association's members with interest has almost exhausted the area suggested in the proposal. The situation by itself reflects the demand for factory premises.

Since it is the small to medium-sized factories that encounter most difficulties in effluent treatment, the Association suggested to give priority to those small to medium-sized factories when considering applications for space in the proposed industrial building. Moreover, there should be careful planning for the installation of the communal effluent treatment facilities, and the installation should not be at the expense of the space available to manufacturers.

Furthermore, the Association remarked that there should be overall policies and guidelines to the accommodation of different types of industries in the proposed special industrial building. It was considered that some types of industries should not be located within the neighbourhood of one another, and such mutual exclusivity should also be fully addressed to in the design of the building.

As the industries are anxious to learn the details of the proposal, the Government was urged to release detailed arrangements, such as the layout and design of the special industrial building, the price for sale/renting, how the cost of the operation of the communal facilities is to be shared among users, and other possible financial and operational implications. To this end, the Association emphasized that some sorts of price control should be adopted regarding the sale/renting of the building so that the necessary facilities would be available to the industries at a reasonable cost.

### Work-Based Child Care — An Appeal to Employers

As the labour supply in Hong Kong has remained tight for years, employers have taken appropriate measures, such as by offering higher emolument and more fringe benefits, to attract and retain employees. It has been suggested that one of the effective measures to combat the problem would be to take up the untapped female labour force, which is employable but has been saddled with child-caring chores. Employers can pro-

vide child-caring facilities to aid those female employees to care for their children so that they can return to the labour market. Moreover, apart from increasing the size of labour force, providing child care centres for employees may also help reduce the social problem of leaving children unattended.

This is the appeal made by the organization Against Child Abuse (ACA). According to the article contributed by Ms Pam Baker of the ACA Concern Group, it has already been a common practice in some foreign countries for the owners of businesses to assist the welfare of their workers by providing facilities for child care in the workplace. Hong Kong's particular difficulties in doing this are the lack of space and the small size of many of its enterprises. Nevertheless, more and more child care centres are being established. As at 1991 July 31, there are a total of 31,296 day nurseries and 1,167 day creches. There is a planned expansion of 1,400 nurseries annually to meet the continued demand. Day creches will also be expanded by phases, particularly in new towns, to cater for families which need help to look after children under two years of age.

The ACA suggested that several small enterprises in industrial estates could co-operate and combine to find suitable neighbourhood accommodation to be shared. The costing of floor space and supervision of the children can be accurately assessed and broken down to a cost per child basis. For example, according to the Social Welfare Department, for nur-

series, a two to six-year-old child would cost between \$900 to \$1,200 per month. (The costing of floor space is not included in this calculation.)

Furthermore, it has been established that both capital and running costs of the nursery facilities are tax deductible. Alternatively, it has been suggested that an employer could buy child care places in private nurseries for his employees, and this expenditure is also tax deductible.

An illustrative example of the successful implementation of child-minding facilities is provided by The Hongkong and Shanghai Bank. The bank invited the Hong Kong Christian Service (HKCS) to help with the planning and operation of a nursery at the bank's Cheung Sha Wan premises. The HKCS is one of the several agencies with much experience and an excellent reputation in the field. The nursery has been going for a year and all concerned are satisfied with its operation.

Provided that employers and employees agree as to the monthly contribution to the running cost, the benefits of child-caring centres must be self-evident. Such a project, well set up and well-managed, will be cost-effective, and will assist in the recruitment and retention of staff in a

competitive market. Staff would be more dedicated to work and absenteeism from office could be reduced. In a wider context, the problem of leaving children unattended at home could also be solved.

Members who want to get more information on setting up child care centres at workplaces may contact the ACA at tel no. 755 8051.

### Unemployment Statistics

The latest labour force statistics released by the Census and Statistics Department indicated that the labour market had tightened up slightly.

The seasonally adjusted unemployment rate for 1991 July to September was 2.1%, compared with 2.4% for the three months ending 1991 June and 1.7% for the same period in 1990.

The seasonally adjusted number of unemployed persons in 1991 July to September was estimated at 57,700, compared with 66,900 in the three months ending 1991 June and 46,600 in the corresponding period last year.

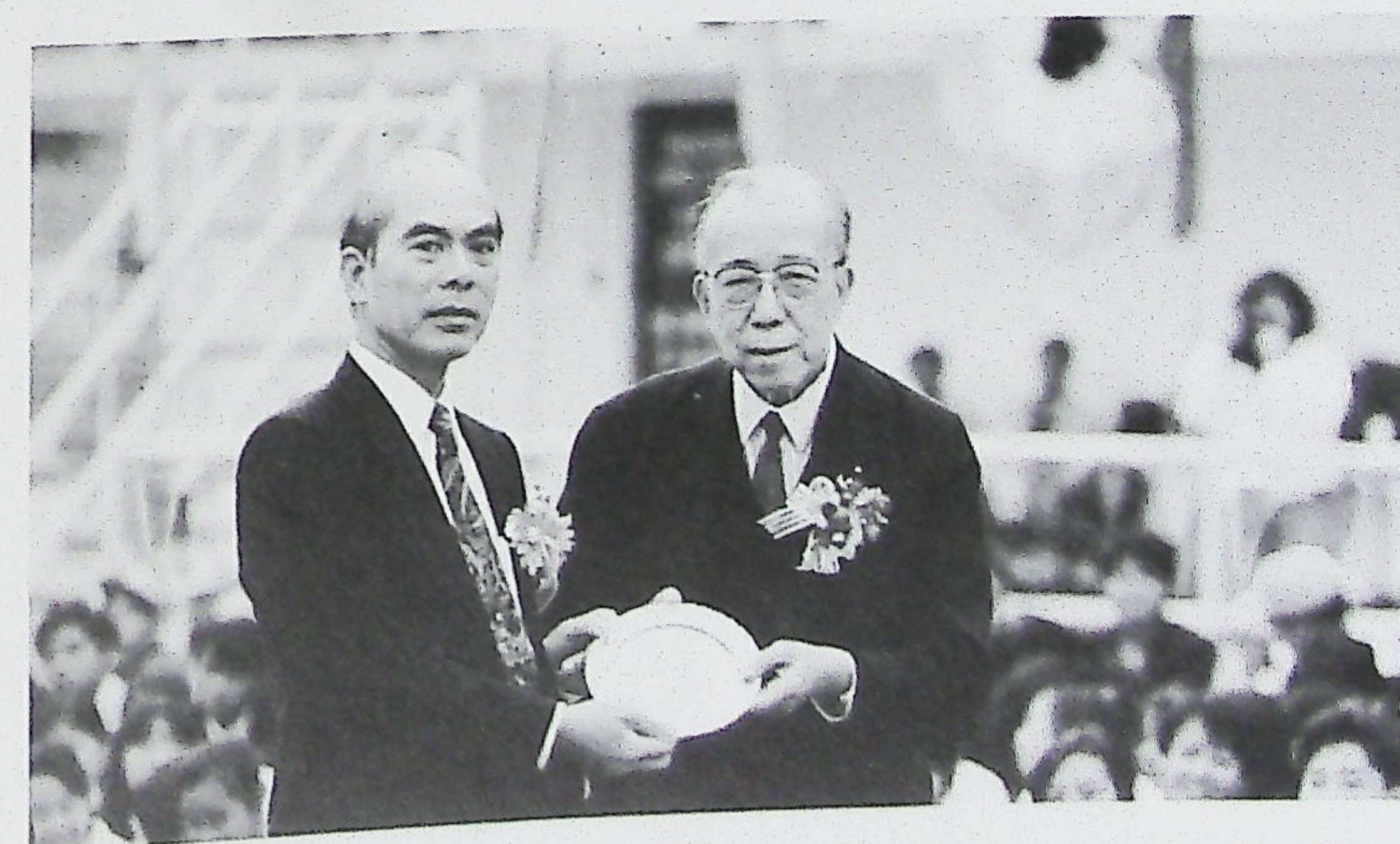
	91 Jul-Sept	91 Apr-Jun	90 Jul-Sept
Unemployment rate	2.1%	2.4%	1.7%
Unemployed persons	57,700	66,900	46,600

## Industrial Training

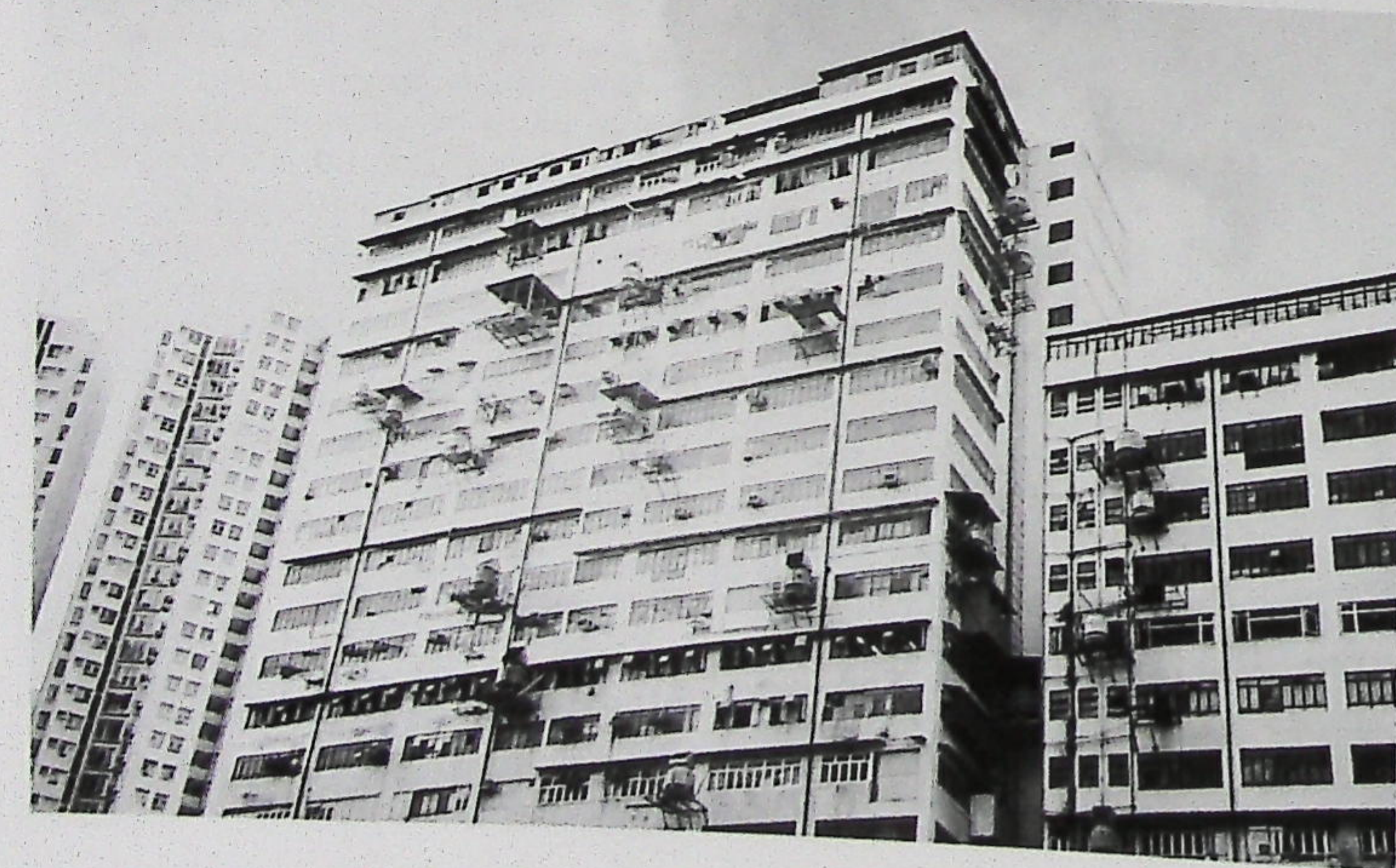
### Internship Program

The Graduate School of International Relations and Pacific Studies of University of California, San Diego, is now launching an internship program in Asia-Pacific region, providing opportunities for students to gain additional experience through intern in two Asian-owned businesses during the summer of 1992.

The school is at present identifying businesses that are willing to accommodate the students. Members interested in the program please write to Mr Larry Krause, Professor of Economics, Career Services-Graduate School of International Relations and Pacific Studies, University of California, San Diego, 9500 Gilman Drive, La Jolla, California 92093-0520, USA.



CMA General Committee Member Mr Chow Yun Sheung (left) receives a souvenir from the Supervisor of CMA Choi Cheung Kok Prevocational School Mr Choi Cheung Kok at the school's Sports Day.





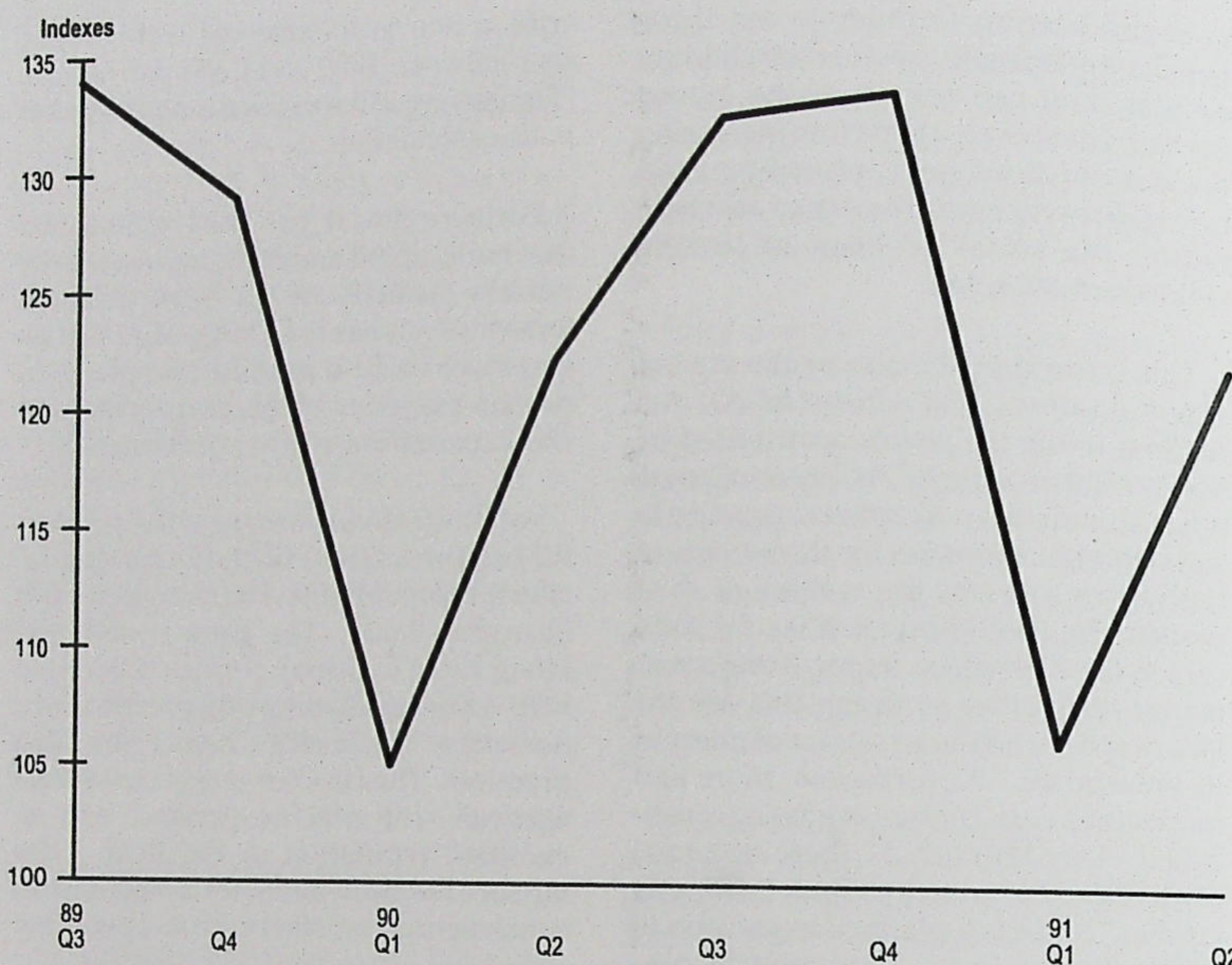
## Economy

### Increase in Industrial Production

The industrial production for the second quarter of 1991 recorded a significant increase, according to the *Report on the Quarterly Index of Industrial Production* released by the Census and Statistics Department. The index of industrial production for the second quarter of 1991 was at 122, one point or 0.8% higher than that for the second quarter of 1990. Compared with the first quarter of 1991, the index for the second quarter of the year showed an increase of 16 points or 15.1%. It should however be noted that such a substantial increase was a seasonal phenomenon due mainly to the larger number of working days in the second quarter than in the first quarter when manufacturing workers had their Lunar New Year holidays.

Among the eight broad industry groups, five recorded increases in production in the second quarter of 1991 over the same quarter of 1990. The most significant percentage increases were recorded in groups including food, beverages and tobacco (+12.9%); paper products and printing (+8.2%); and electrical and electronic products, professional equipment and optical goods (+4.1%). On the other hand, the chemicals, rubber, plastic and non-metallic mineral products group showed the largest percentage decrease in production (-6.7%) compared with the same period in 1990.

Comparing the industrial production in the second quarter of 1991 with that in



Quarterly indexes of industrial production for all manufacturing industries (1986=100)

the preceding quarter, all eight broad industry groups showed increases in production. The most significant percentage increases in production were recorded in the groups of textiles (including knitting) (+37.6%); chemicals, rubber, plastic and non-metallic mineral products (+23.9%); and paper products and printing (+19.4%).

Production indexes by market group are compiled to show movements of the output of groups of industry classified by the end-use of products at constant prices. The index series may be used as current

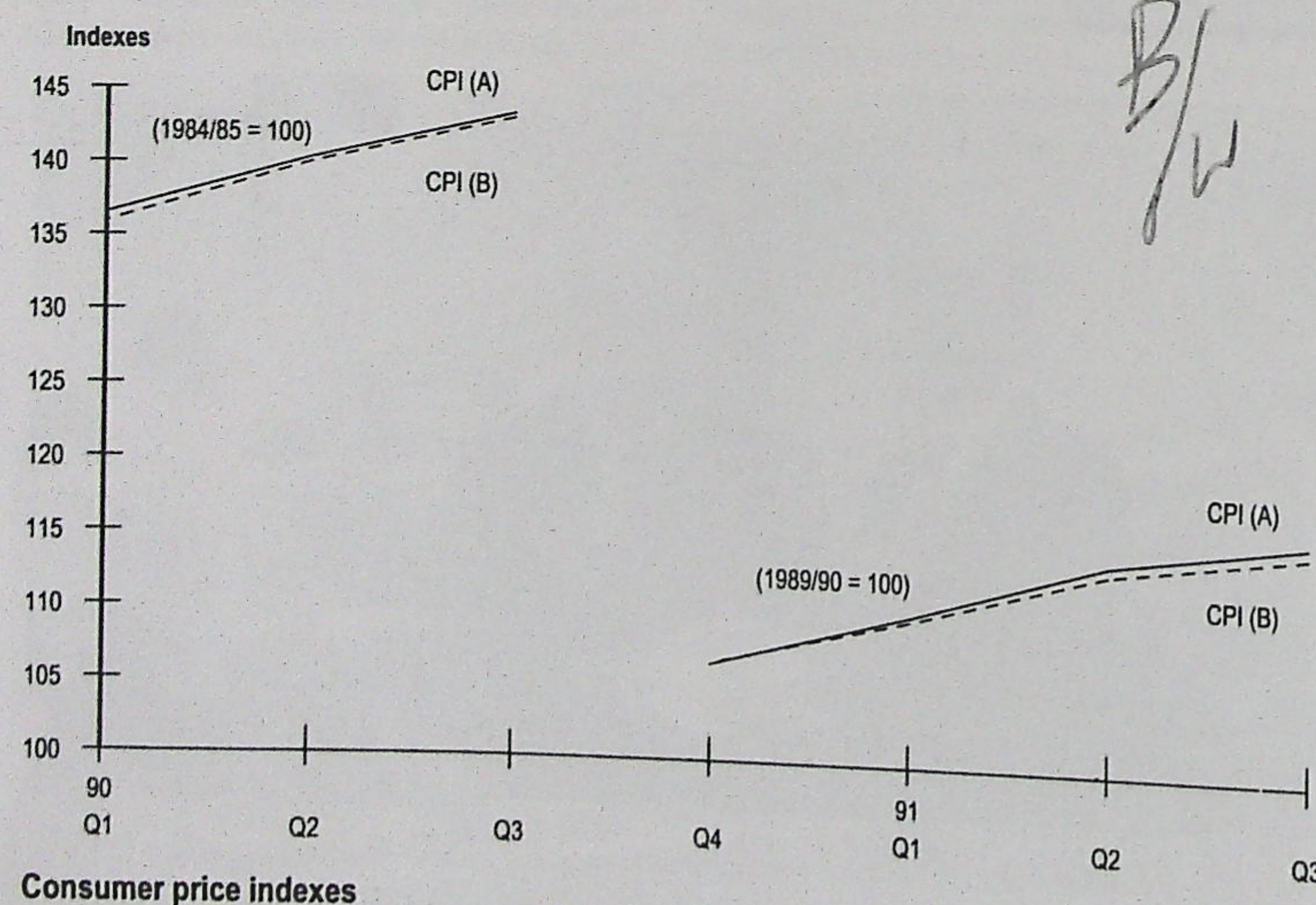
indicators in analyzing the trend in industrial activities. 1986 is taken as the base year for computing the indexes. ■

### CPI in 3rd Quarter

The averages of CPI(A) and CPI(B) for the third quarter of 1991 on the 1989/90 base were 116.1 and 115.4 respectively, representing corresponding increases of 1.7% in CPI(A) and 1.6% in CPI(B) over the second quarter of the same year.

The alcoholic drinks and tobacco category recorded relatively substantial decreases in both CPI(A) and CPI(B). The indexes for this item decreased by 10.7% for CPI(A) and 7.8% for CPI(B). On the other hand, the clothing and footwear category recorded moderate decreases due mainly to the summer sales held in July and August. Items which showed moderate increases in price movement included services, foodstuffs, housing and transport categories. The increase in indexes for services was mainly due to the increase in school fees and nursery charges, and the higher prices of textbooks.

Consumer price indexes are approximate measures of inflation rate of the economy. They give indications to the consumption and expenditure pattern of local population and are useful as reference for a variety of purposes including the setting of salary adjustment, price mark-up, etc. ■



Consumer price indexes

## Environment

### Environmental Management by Environmental Auditing

A guidebook, entitled *Environmental Audit Manual*, was released in 1991 November. It was prepared by Arthur D Little Asia Pacific, Inc. and commissioned by San Miguel Brewery Ltd. The Guide aims to help local companies and industries develop internal environmental audit programs so as to comply with increasingly stringent government requirements.

Nowadays, the protection of environment has drawn much public concern, and environmental auditing plays a more

and more important role in environmental management. Companies are actively developing and implementing environmental strategies. By internally reviewing processes, procedures and practices, they can identify ways of improving environmental performance. In fact, some companies have already benefited from environmental auditing.

The guide, which highlights ways for the companies to clean up the environment, sets out the benefits of environmental auditing. For instance, a good environmental auditing program can improve overall environmental performance. Operational efficiency would be increased, and liabilities are reduced through identifying potential problems before they become critical. Moreover, it increases employees' and management awareness of environmental issues and

the sharing of environmental information to promote effective solutions to problems.

In short, the guide points out that environmental auditing can only be effective in the long term. The first step suggested in this direction is to develop a company environmental policy, which is followed by the development and implementation of planning processes, procedures, communication channels, training programs and auditing programs. It is hoped that local companies can adopt such procedures while simultaneously building up the employee, consumer and community loyalty that results in higher sales performance.

For further information, please contact the Environment Protection Department (at tel no. 835 1018) or Ms Wendy So, Assistant Secretary of CMA (at 542 8600 ext 632). ■

## Investment Profile

### Sri Lanka

Sri Lanka lies at the cross road of the shipping and air routes between East and West, 880 km north of the equator. With a land mass of 65,610 sq km, Sri Lanka is about the size of Holland and Belgium combined. It has a population of 17 million. Of the population, 74% are Sinhalese, 18% Tamil, 7.5% Muslim and the rest are mainly Burghers (descendants of the Dutch and Portuguese) and Malays. Sinhala and Tamil are their official languages, while English is widely spoken and understood. The literacy rate, at 88%, is the highest in South Asia.

### Open door to investors

Sri Lanka today has a complex multifaceted economy. The industrial strategy adopted by the Sri Lankan government at present is to transform the primarily domestic market-oriented industry to an export-oriented one. She welcomes foreign investment, mobilizes local capital, encourages local industries to enter competition in the world market, and promotes manpower training and technological development.

The government encourages private foreign investment by giving appropriate guarantees to investors through domestic legislation and international agreements. The Greater Colombo Economic Com-

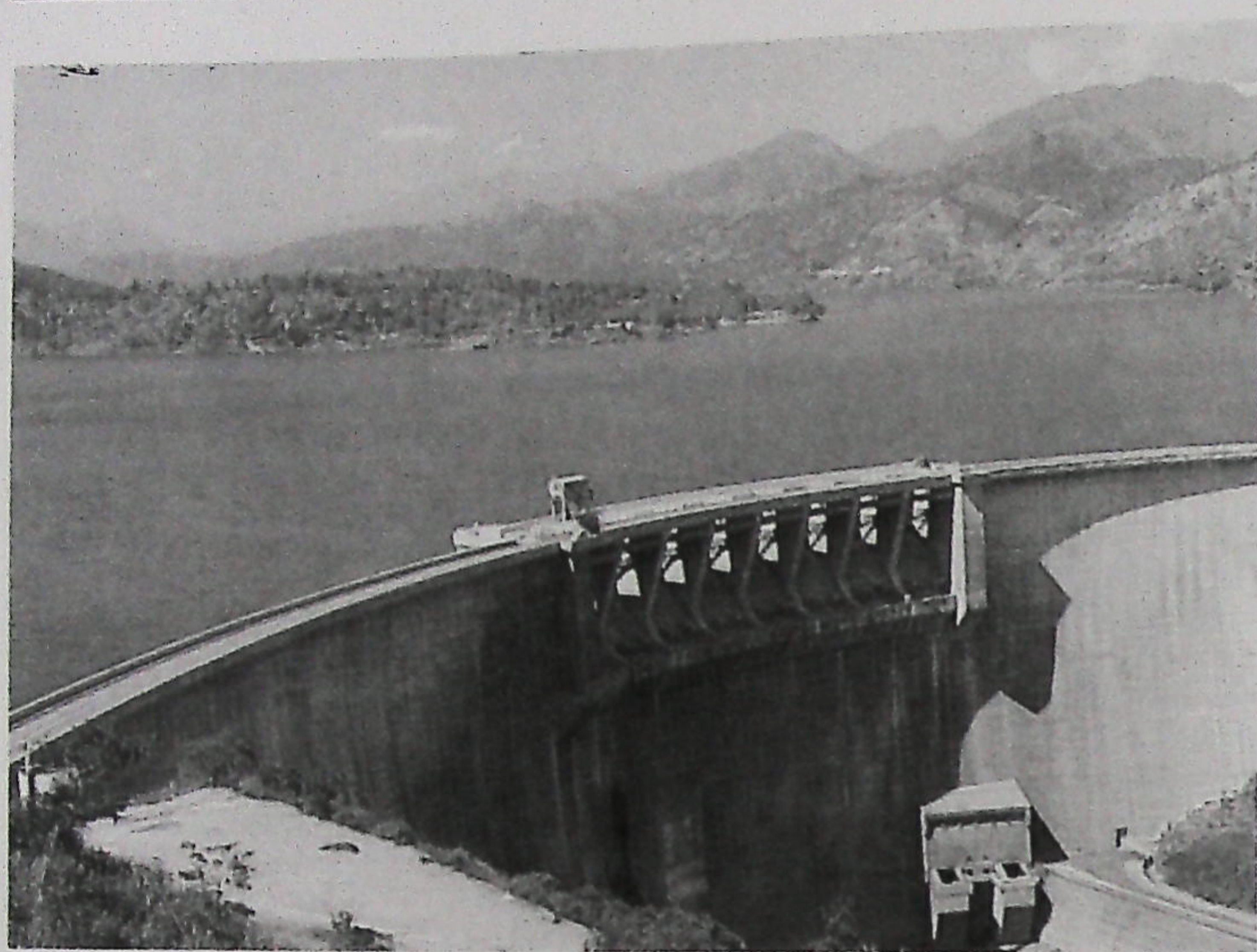
mission (GCEC), established by an Act of Parliament in 1978, is the sole authority for foreign investment in Sri Lanka. The GCEC provides assistance at each stage of the investment process—from the initial approval phase to construction and operation. The GCEC has several departments directly involved in assisting investors. Preliminary inquiries are handled by the Investment Promotion Department, which links investors with other agencies relevant to the project. It provides information and guidance up to the project approval stage. The Investment Appraisal

Department is responsible for the evaluation and approval of projects. The Investor Services Department ensures the smooth progress of the project upon its approval. Officers in this department assist investors in recruiting staff at all levels, handling visa requirements, installing communication systems as well as assisting in import and export procedures. Assistance is also provided in site selection and arranging support services including water, power, waste treatment and access roads. Factory plans are reviewed and assistance is given in the pro-



GCEC signs an agreement with a foreign investor.





The Mahaweli Diversion Scheme provides irrigation facilities and generates hydro-electricity.

curement of construction material. The Employment and Industrial Relations Department is responsible for maintaining good industrial relations in GCEC enterprises. Assistance is given to investors where necessary, in providing training facilities for workers. Besides, a Regional Development Department is also set up to assist investors in identifying suitable locations for projects outside GCEC's Export Processing Zones. Planning guidelines as well as liaison with relevant institutions prior to establishing the project are provided.

Foreign investment will be permitted in activities that are not subject to control or restriction under current legislation and government policies. Companies engaged in industrial, agricultural, manufacturing or service activities for export will be eligible for tax and other concessions. There are no restriction on equity ownership. Projects can be 100% foreign-owned and the dividends, capital and proceeds of liquidation can be remitted without tax or exchange controls. Companies can also qualify for 100% exemption from corporate income tax for up to ten years, depending on project characteristics. The tax exemption period will commence from the year of assessment, in which profits are first made by the company. After the tax exemption period, a five-year half tax holiday on corporate income is available for companies that make exports with net foreign exchange earnings of 30% or more of the FOB price. Besides, the import of construction materials, plant, equipment and raw materials and the export of the final products or semi-finished goods are free from duty.

#### Export processing zones

The GCEC has established two export processing zones (EPZs) at Katunayake adjacent to the international airport, and at Biyagama 25 km from the Port of Colombo. Both zones are well-planned industrial estates upto international standards.

The Katunayake Export Processing Zone was established in 1978 and was developed in three phases. It covers an area of approximately 200 hectares. The Biyagama Zone, established in 1986, has undergone two phases of development. The first phase covers an area of approximately 50 hectares and the second phase another 90 hectares. Infrastructural facilities in the zones include a reliable power supply, treated water, sophisticated telecommunication systems, a paved road network and an environmental control laboratory. Industries operated range from garments to the cutting and polishing of diamonds, jewellery component manufacturing, rubber and leather based products, ceramics and light engineering products.

The GCEC is planning a third export processing zone in Koggala close to the Port of Galle in the Southern Province. The establishment of the zone will coincide with the integrated development of the Southern Province, for which plans have already been prepared.

#### Infrastructure

The Ceylon Electricity Board is the state agency responsible for the generation,

transmission and supply of electricity in the country. It has an installed capacity of over 1,000 mw. Thermal power units will also be set up shortly in the south.

With 69,000 km of road and 1,944 km of railway track, the country possesses an extensive road and rail network. A major rehabilitation program to expand and widen most of the trunk roads is now being implemented.

The Colombo International Airport at Katunayake is the home-based of the national carrier Air Lanka, which flies to 28 destinations worldwide. The airport has recently been upgraded with an extra runway, separate buildings for arriving and departing passengers and a range of duty free shops. In addition, there are a number of domestic airports in various parts of the country.

Heavy investment in the 1980s has made the Port of Colombo the most modern and efficient one in South Asia. In 1990, the government decided to liberalize shipping policies. This has led to a dramatic increase in the number of lines calling at the port. The authorities hope to handle up to 1.4 million containers by the year 2000 under a massive expansion program being undertaken with Japanese assistance. A third container berth will be ready by 1992. There are facilities to handle the fourth-generation containers and regular container services to most parts of the world at competitive rates. There are plans to modernize the port of Trincomalee, which contains one of the best natural harbours of the world.

A modern telecommunication system is being installed with Japanese assistance. International Direct Dialing is available and the cellular telephone system has become increasingly popular.

#### Workforce

Education is provided by the government from kindergarten through university. The literacy rate in the country is at 88%, which is the highest in South Asia. Workers in Sri Lanka are well-motivated. They can grasp new skills rapidly and are easily trainable. Workers are expected to work 45 to 48 hours a week. Overtime work is remunerated at one and a half times the normal hourly rate while double the hourly rate applies on Sundays and mercantile holidays.

(Source: Greater Colombo Economic Commission)



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The Chinese Manufacturers' Association of Hong Kong

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## Trade News

### Canadian GPT

The Trade Department has received information on certain updates to Canada's General Preferential Tariff (GPT) and on adjustment to the requirement origin criteria for Certificates of Origin (CO) Form A. An updated outline of the Canadian GPT with requirements and procedures involved for the issue of CO Form A covering GPT exports to Canada is set out in the following paragraphs.

#### Origin rules

To qualify for preferential treatment under the Canadian GPT, the goods must satisfy the Canadian origin rules and the rules of direct consignment prescribed by Canada. Products are considered to have originated in a beneficiary country if they are:

1. wholly obtained in that beneficiary country; or
2. obtained in that beneficiary country with imported materials substantially transformed and at least 60% of the ex-factory price of the goods should be from working or processing done in Hong Kong, Canada or other beneficiary countries.

#### Issuing arrangements for CO Form A

##### Goods with all manufacturing processes carried out in HK

Where imported materials originating from another beneficiary country under the Canadian GPT are used in the manufacture of the product, the manufacturer must keep in its registered premises the relevant CO issued by the supplier country together with the overseas supplier's invoice for inspection.

##### Goods with principal manufacturing process(es) done outside HK

The final process of manufacture must be carried out in Hong Kong. Before applying for any CO Form A, the manufacturer must complete an Undertaking which stipulates that for each component

part produced outside Hong Kong and used in the manufacture of the product, a CO issued by the supplying country and an invoice issued by the overseas supplier or subcontractor with the origin and value of the raw materials used in producing the component part must be kept by the manufacturer in its registered premises for inspection. Also, separate areas in the registered premises of the manufacturer have to be designated to store the component parts obtained from overseas suppliers or subcontractors, and the finished products intended for export to Canada under the GPT.

The duly completed Undertaking must be submitted together with the following documents for vetting:

1. a copy each of the relevant COs and the overseas suppliers' invoices;
2. a copy of the local company's invoice if the name of the consignee appearing on the documents at item 1 above is that of this local company; and
3. a copy each of the contracts with the overseas suppliers or subcontractors where applicable.

In applying for a CO Form A, a copy each of the COs and invoice mentioned in items 1 and 2 above must also be attached to the application.

##### Goods with only subsidiary manufacturing process(es) done outside HK

The manufacturer must seek approval for registration under the Outward Processing Arrangement prior to applying for any CO Form A. When applying, the Outward Processing/Registration Number must be quoted in paragraph 4 of the manufacturer's page of the application. A copy of the overseas subcontractor's invoice on which the origin and value of any materials incorporated into the product during outward processing are specified must also be attached to the application.

#### Rules of direct consignment

The goods must be shipped directly from Hong Kong to a consignee in a specified port of Canada. Goods imported into Canada from Hong Kong but passing in transit through the territory of an intermediate country, with or without trans-

shipment or temporary storage, will lose their GPT eligibility, unless:

1. they remain under customs transit control in the intermediate country;
2. they do not undergo any operations in the intermediate country other than unloading, reloading, splitting up of loads or operations required to keep the goods in good conditions; and
3. they do not enter into trade or consumption in the intermediate country.

#### Documentation

Applicant manufacturers must make the following declaration in paragraph 5 of the manufacturer's page of the applications: "The value of materials, parts or produce originating outside Hong Kong, Canada or any other beneficiary countries or of undetermined origin used in the manufacture or production of the goods amounts to not more than 40% of the ex-factory price of the goods as packed for shipment to Canada."

The correct use of the origin criteria for goods exported from Hong Kong to Canada is as follows:

1. If the goods are wholly obtained in Hong Kong, the entry should be 'P';
2. If at least 60% of the ex-factory price of the goods is from working or processing in Hong Kong alone, the entry should be 'F';
3. If the 60% threshold is satisfied by working or processing in more than one GPT beneficiary countries or Canada, the entry should be 'G'.

Manufacturers and exporters should keep all records of COs and commercial invoices covering the purchase of raw materials or semi-manufactures used in the production of GPT exports and to make them available for inspection. Such records should be kept for at least two years after exportation of the goods.

For further enquiries, please contact Mrs S C Leung (at tel no. 398 5550) or Mr Y K Lau (at 398 5549), Trade Department.

## Market Report

### Trading with Venezuela

With a population of 19.4 million, Venezuela has the third largest per capita income in Latin America. However, the Venezuelan economy depends heavily on its oil, which accounts for 80% of the country's exports and 20% of its GDP. The country faced economic stagnation in the early 1980s as a result of the world's oil price fluctuations, but the Iraqi invasion of Kuwait in 1990 August altered the economic outlook. The economy has been showing signs of recovery, with consumer demand, investment, manufacturing, and non-oil exports reviving and inflation decelerating recently.

A key element in determining medium-term growth prospects will be based on the success of the public sector reform program. Privatization and restructuring of public sector enterprises are required to improve economic efficiency and to lessen fiscal pressures; the tax system will be overhauled to reduce dependence on volatile oil revenues; and the ports and customs system are to be streamlined to allow vigorous export growth. Recently, the government gave the clearance for the privatization of several state enterprises such as CANTV (telecommunications), Viasa (international airlines) and the port authorities.

The country's 1992 economic growth is projected at a healthy pace of 6%, fuelled by increased investment and strong exports. Inflation is expected to subside further to around 20% as the price adjustment process nears completion and the government controls wage increase. In addition, a tight credit policy is implemented to keep the bolivar from weakening. Imports are projected to grow by 15% in the wake of stronger consumer demand and the import liberalization program.

#### Import policies

In the past, there were a great deal of limitations, such as import bans, licensing requirements and high tariffs, on imports to Venezuela. However, most import monopolies have been dismantled and quantitative restrictions eliminated. Most Hong Kong products, such as toys, textiles, clothing, footwear, watches and clocks, jewellery, housewares, electronic prod-

ucts and machinery can now be imported freely.

Meanwhile, import tariffs are being reduced: in 1990, the maximum rate was cut from 135% to 40% and the average rate from 80% to 25%. The ceiling is scheduled to be further lowered in stages: to 30% in 1992 and 20% in 1993. At present, a 40% tariff is imposed on most consumer products, with lower rates levied for capital and intermediate goods.

#### Foreign exchange control

With the elimination of the differential exchange system in 1989, the General Administration of Foreign Exchange for Importation also ceased to exist. The exchange system in Venezuela is now based on a single, floating exchange rate, but market intervention by the Central Bank may be conducted to avoid abrupt fluctuations.

The establishment of the unified exchange rate leads to the elimination of most formalities imposed on importers, and also allows a free access to foreign exchange for the purchase of goods and services from abroad.

#### Marking & labelling

Labels for imported products must bear common or commercial designation of the item, name and address of the manufacturers, ingredients (in Spanish), metric weight and volume, and where necessary, a statement indicating that the product (such as chemicals) has been registered with the appropriate ministry and the registration number.

#### External sector

Venezuela's exports rose 40% to US\$17.6 billion (about HK\$137.28 billion) in 1990, with oil revenue amounting to US\$13.5 billion (HK\$105.3 billion). The share of non-oil exports has grown in recent years, after emphasis was shifted to manufactured goods, such as vehicles, chemicals, textiles, electrical equipment, machinery, food and primary commodities.

Venezuela's imports dropped further by 5% to US\$6.8 billion (about HK\$53.04 billion) in 1990, after falling 40% in 1989, but there are signs that imports have begun to rebound recently after lower tariff rates became effective and the economy started to recover.

Over 40% of Venezuela's imports came from the US. Other major suppliers included Germany, Italy, Japan, Brazil, France, the UK and Canada. Principal commodities included raw materials, machinery, transportation equipment, construction materials, food products and beverages. A significant portion of consumer goods came from Hong Kong, Taiwan, Japan and South Korea.

#### Free trade zone

The Venezuelan government has created a free trade zone, the Island of Margarita, and one free industrial zone on the Peninsula of Paraguana, to promote economic activities in areas like agriculture, transportation equipment, construction equipment and capital goods.

The Island of Margarita became an official free trade zone in 1975. Merchandise imported is not subject to tax, duties or restrictions; however, goods brought into Venezuelan customs territory are subject to regular customs duties.

#### HK's exports to Venezuela

With Venezuela's improved economic environment and ongoing import liberalization program, Hong Kong's total exports to Venezuela have been performing well.

Hong Kong's total exports grew 57% to HK\$336 million in 1990 and more than doubled in the first seven months of 1991, partly due to their competitive prices and high quality standard. About 27% consisted of domestic exports, the remaining 73% re-exports.

Hong Kong's domestic exports to the country dipped 2% to HK\$91 million in 1990, but rebounded by 19% in 1991 January to July. Many products experienced rapid growth in the first seven months of 1991, including household equipment of base metal, electronic parts and components, electrical equipment, office machines, plastic articles, radios, watches and clocks, and manufactures of base metal, although high growth rates partly stemmed from low base values.

Import liberalization also benefited Hong Kong's re-exports to Venezuela, which soared 103% in 1990 and 160% in the first seven months of 1991. This value is now 4.5 times the level of domestic exports.

The re-export pattern is similar to that



of domestic exports, with clothing, toys, watches and clocks, cutlery and footwear being the major categories. Of the re-exports, about 95% came from China, underlining the shift of Hong Kong's production to southern China.

### Recommendations

If one wants to trade with Venezuela, special care should be taken with respect to shipping documents, ports of entry, dates of arrival and delay, and distribution and retail channels.

Venezuelan consumers are generally inclined to buy products with simple design and at competitive price. Also, imported goods are preferred to domestic supplies, and the market potential for Hong Kong products is good.

Though a large number of new companies have been set up recently, most do not have a proven track record, and their capability and financial background remain unknown. Hong Kong businessmen should be careful in granting credit terms.

As the end-user enterprises usually import lower-priced items in small volumes, Hong Kong companies may find the sales overhead costs to be very high. Hence, it is recommended that they do business with Venezuelan trading firms or agents who have good market knowledge and extensive distribution networks.

(Source: Hong Kong Trade Development Council)

## Telecommunications Equipment in Germany

Germany is the fifth largest domestic export and third largest re-export market for Hong Kong's telecommunications products. Hong Kong's total exports of these products to Germany grew rapidly by 95% to HK\$488 million in 1990 and by another 79% in 1991 January to August. Major export items were consumer telecommunications products including cordless and corded phones, facsimile machines and answering machines.

### Telecommunications industry

Telecommunications equipment is an manufacturing item in the German elec-

tronics industry. In 1990, total production of the equipment in western Germany amounted to DM17 billion (about HK\$79.9 billion), which was 11% of the total electronics and electrical output. Equipment includes public switching systems for telephones, data and text terminals; digital mobile telephone networks; satellite communications networks for voice and high-speed data; and optical fibre transmissions. Some large manufacturers concentrate on developing radio communications products including mobile phones, pagers and in-house cordless telephones. While small manufacturers target at the domestic German market, large manufacturers are usually international corporations engaged in joint venture arrangements with other overseas companies.

### Marketing channels

There are three major types of German buyers, namely the German manufacturers, importers and buying agents. Hong Kong telecommunications manufacturers have not yet started setting up distribution or servicing network in Germany. Many of them prefer to remain in the OEM type of manufacturing to avoid the complicated application procedures for obtaining technical approval from relevant authorities.

### Technical approval regulations

All types of terminal equipment are required to obtain official approval from

the Central Approval Office for Telecommunications (ZZF) before they can be connected to public switched networks, and national and international leased lines. Hong Kong manufacturers can apply directly to the ZZF by submitting a test sample and the required documents, or they can authorize certain German agents or engineering companies to apply on their behalf.

From 1992 onwards, in addition to the ZZF mark, which represents national approval, manufacturers may have to put on additional marks which declare the products' conformity to the harmonized European standards.

### Opportunities for HK manufacturers

As eastern Germany's telecommunications networks would be modernized quickly, there will be promising opportunities for Hong Kong to export corded and cordless telephones, feature and key-line telephones, fax/phones and phone/answering machines. High-quality products should be produced to cater to the needs of German manufacturers and distributors. Moreover, Hong Kong manufacturers should consider developing high-technology mobile communications and data/text communications equipment as Germany's telecommunications network will move towards mobile, ISDN and networking in future.

(Source: Hong Kong Trade Development Council)



Retail outlets of DBP Telekom still dominate the market of telecommunications terminal equipment.

## Exhibition News

Date	Event	Venue	Exhibits	Organizer
1992				
Jan 23 - 26	Lunar New Year Expo	Queensway Exhibition Hall	Consumer products	HK Marketing (Development) Co. Ltd. Tel: 368 2262 Fax: 724 0382
Jan 27 - Feb 3	Food Festival '92	New World Plaza	Food products	SHK Int'l Services Ltd. Tel: 832 6100 Fax: 838 0639
Feb 20 - 23	British Education Exhibition	HK Convention & Exhibition Centre	Information on education in Britain	British Council Tel: 831 5138 Fax: 834 5731
	Education & Careers Expo	HK Convention & Exhibition Centre	Information on education & careers development opportunities	HK Trade Development Council Tel: 584 4333 Fax: 824 0249
Feb 28 - Mar 2	HK Int'l Fur Fair	HK Convention & Exhibition Centre	Fur skins, fur garments, accessories & machinery	Federation of Fur Manufacturers & Dealers (HK) Ltd. Tel: 367 4646 Fax: 739 0799
Mar 7 - 10	5th World Pack Exhibition	HK Convention & Exhibition Centre	Packaging equipment & materials	Cahners Exhibition (HK) Ltd. Tel: 824 0330 Fax: 824 0246
	Interplas Asia '92		Plastics production machinery & raw materials	
	5th World Print Exhibition		Printing machinery, graphic art supplies & equipment	
Mar 9 - 12	Clothing Industry Fair '92	HK Convention & Exhibition Centre	Clothing manufacturing machinery & all other related equipment, clothing materials & accessories	HK Productivity Council Tel: 788 5020 Fax: 788 5011
Mar 17 - 20	HK Int'l Jewellery Show '92	HK Convention & Exhibition Centre	Genuine jewellery	HK Trade Development Council Tel: 584 4333 Fax: 824 0249

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事實上您只須付出千餘元，便可在這裏刊登收效大價錢實惠的廣告，與全港的工商政經界精英直接聯絡。在廠商專訊刊登廣告，正是成功的商場策略。廣告查詢，請致電545 6166 本會出版部。



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出品: 傢俬  
Kentfull Furniture Mfg Ltd.  
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Products: Furniture

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出品: 羊毛衫及針織品  
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Director: Chan Yeung Beau  
Products: Knitted products

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生產部經理: 譚勝  
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