



# 廠商專訊

香港中華廠商聯合會月刊  
一九九二年十一月號 1992 November

## THE BUSINESS JOURNAL

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

本會赴加拿大  
訪問團



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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:**  
耀林印刷有限公司 Sunland 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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# 本會赴加拿大訪問團

本會於九月二十七日至十月三日期間組團赴溫哥華及多倫多訪問。此行旨在為會員提供有關加拿大的經濟情況及投資機會的最新資料，並響應九二加拿大香港節及參與其在多倫多舉行的活動。

訪問團由會長梁欽榮任團長，副會長梁乃榮、葉慶忠及周敏任副團長，名譽會長蔡章閣及雷康侯則任顧問。其他團員包括梁郭玉玲（梁乃榮夫人）、葉曹素華（葉慶忠夫人）、雷謝秀姿（雷康侯夫人）；常務會董徐秀夫、呂明華伉儷、李世奕伉儷；會董周克強伉儷；小組主席曹金霖伉儷；會員蔡宏安、葉志光及李鳳儀；執行幹事徐佩琴及秘書譚婉儀。

## 溫哥華歡迎晚宴

本會名譽會長蔡章閣於九月二十七日晚在溫哥華設晚宴款待剛抵埠的訪問團，並向團員介紹溫哥華首位華人市議員陳志勳、其他政府官員、工貿團體代表及溫哥華的主要工業家。

晚宴期間，陳志勳向團員介紹溫哥華的經濟活動及其與香港在經濟和社交方面的緊密連繫。他指出，亞洲國家的經濟及工業發展迅速；而香港是亞洲其中一個重要城市，加拿大定會特別留意香港的發展，並與香港建立更密切的經濟關係。同樣地，香港廠商亦不應忽略溫哥華的經濟潛力，蓋因溫哥華是加拿大第三大城市，並為開拓北美洲西岸市場的門戶。

會長梁欽榮回應說，本會經常留意海外國家的貿易和投資機會。加拿大既是本港廠商的龐大市場，本會絕對不會忽視這地方。對於蔡章閣名譽會長及陳志勳市議員對團員的親切招待，梁欽榮深表謝意，並表示希望與有關政府官員及主要工業家商討加強港加兩地經濟合作事宜。



本會會長梁欽榮（左）與名譽會長蔡章閣（中）送贈紀念品予溫哥華市議員陳志勳（右）。

## 與溫哥華經濟發展辦事處官員會面

訪問團於九月二十八日與溫哥華經濟發展辦事處（The Vancouver Economic Development Office）的官員會面，了解溫哥華現時的最新狀況，包括勞工供應、移民趨勢及房地產市場等。兩位香港廠商亦應邀請述他們在該市投資的寶貴經驗。各團員均認為是次會談資料豐富。

## 溫哥華工貿團體聯合舉辦午餐會

港加商會、卑詩省經濟發展署及加拿大廠商會溫哥華分會為訪問團成員舉辦午餐會，出席者逾150人。會長梁欽榮在會上以「溫哥華與香港—製造業的機會」為題發表演說。

梁欽榮在演辭中說，溫哥華是加拿大第三大城市，並為加拿大鐵路系統的西岸終點站和卑詩省的加工、控制及服務中心；並謂該市在未來會繼續發展成為連繫加拿大與亞太區的門戶。

梁欽榮說：「溫哥華近年已成為本港的主要貿易伙伴。越來越多港製貨品輪進這個城市，並轉運及分銷到加國西岸。這些業務部份由近年移民到這個城市的港商設立；他們不但看到本地市場的發展潛力，更重要的是了解北美自由貿易協議下美國和墨西哥的巨大業務潛力。」

梁欽榮續說：「在一九九一年，共有價值逾50億港元的多種香港貨品輸往加拿大；包括食品、海產、成衣、服飾、汽車及汽車零件、電腦及有關產品、電子組件及配件、卡式錄音帶、中藥、玩具、禮品及精品和家庭用品等。然而，這些商品的數量佔海外供應商輸往加拿大的總入口量不足1%。加拿大是

世界上擁有最高實質家庭可用收入的國家之一，其人口增長率相對於其他已發展國家來說亦較高，故香港廠商不應忽視這個貿易機會。」他補充說，港加雙方應致力提高兩地間的貿易及投資合作關係。

## 列治文總商會安排參觀工廠

列治文市經濟發展辦事處（The Economic Development Office of the City of Richmond）和列治文總商會（Richmond Chamber of Commerce）亦熱情款待訪問團。他們為團員安排了二項實地參觀工廠活動，使團員熟悉當地的工業發展情況。

## 一、參觀VTech加拿大電子有限公司

VTech加拿大電子有限公司（VTech Electronics Canada Ltd.）是港商在加拿大投資成功的典型例子。該公司生產家庭電子產品，並在加國強大的科技支持下進行產品設計及發展工作。完成的設計資料會通過電報網絡輸往海外的分公司進行不同步驟的生產。

## 二、參觀加拿大標準聯會

加拿大標準聯會（The Canadian Standards Association）為產品制定安全標準，並為廠商提供檢定及簽發證書服務，以確保產品符合安全標準。其CSA標誌在世界多種商品上出現，是品質與信心的標誌。

## 三、參觀Alcan鋁質產品有限公司

Alcan 鋁質產品有限公司（The Alcan Aluminium Ltd.）生產工業用鋁質產品，例如玻璃框架及電纜心線等。該公司的職員向團員講述及示範鋁鑄模加工製成品的過程。

參觀後，訪問團應邀出席一個由列治文總商會、列治文市政府、卑詩省經濟發展署及香港節駐加辦事處聯合舉辦的晚宴。列治文市市長Grey Halsey-Brandt亦有出席晚宴。他熱烈歡迎訪問團的到訪，並希望香港廠商在加拿大香港節後能更加關注列治文市的發展。

## 到訪多倫多市、萬錦市及麥西沙市

經過了在溫哥華及列治文的整天行



本會與多倫多華商會聯合舉辦「香港：加拿大跨往亞洲之橋樑」研討會。

程後，訪問團於九月二十九日轉赴多倫多。多倫多市、萬錦市及麥西沙市市長、有關政府官員和主要工業家均熱烈款待各團員，並在九月二十九日、十月一日和二日分別設置招待酒會。

訪問團於九月二十九日抵達多倫多，該市市長June Rowlands即於多倫多大會堂（Toronto City Hall）設置歡迎酒會。June Rowlands在酒會上指出，是次聚會的目的在於向香港廠商介紹當地的工商環境。香港與多倫多各階層已建立緊密的連繫，而兩個城市在基本特色及未來前景方面都有很多相似之處。

June Rowlands說：「我們在本身的地區均為金融中心，我們擁有生氣勃勃的經濟環境，我們極為倚賴國際貿易。雖然我們趨向發展以服務為主導的

經濟，但我們均決意鞏固製造業的根基，因製造業對維持長久的經濟生命及繁榮是極其重要的。香港與多倫多之間存在着進一步合作的龐大潛力。」

超過100位多倫多的名人，包括市議員、工商團體代表、商家及銀行家出席是次酒會。多倫多華商會（The Toronto Chinese Business Association）主席Sharifa Khan亦在會上致辭。她熱烈歡迎本會訪問團，並希望多倫多華商會與本會能在未來建立更密切的工作關係。香港工商司周德熙及香港貿易發展局執行總裁羅永燦亦有在會上致辭。

多倫多市政府辦事處（The City Office of Toronto）於九月三十日為團員安排了一次參觀體育館（The SkyDome）的



會長梁欽榮（左）接受萬錦市（City Markham）副市長Frank Scarpitti的紀念品。



貴賓之旅。該體育館的建築師Roderick Robbie親自帶領團員參觀，並詳細解釋該館的結構和設施。各團員均對體育館的構造設計留下深刻印象，並贊同其為現代建築的傑作。

訪問團於十月一日抵達萬錦市市政中心 (Markham Civic Centre)，由萬錦市副市長Frank Scarpitti及其他市議員接待，並向團員簡單介紹該市的工業發展情況。萬錦市內大部份的公司均從事研究及發展高科技的工作，例如微電子、生物科技、電腦及電訊分配裝置，以及遙控設備等。Frank Scarpitti和其他政府官員均明白香港的製造業現正處於轉型階段，以便在生產過程中採用更為先進的技術。他們歡迎港商在該市設立研究及發展中心，並答應在有需要時提供可能的協助。

會後，訪問團出席了一個酒會，並於LeParc參觀 Metro North 商務展覽會，從中了解萬錦市商業活動的精髓。

麥西莎加華商會 (The Mississauga Chinese Business Association) 於十月二日在麥西莎加大會堂 (The Mississauga City Hall) 舉行酒會，歡迎本會訪問團。團員受到當地逾80位知名人士歡迎，包括該市市長Hazel McCallion。麥西莎加華商會主席黃靜儀向團員指出，該市近幾年正經歷迅速的經濟發展。當地華人在促進該市經濟增長方面比以往更為積極。她希望與本會建立密切的工作關係，以促進兩地華人在貿易與投資方面的合作。

## 響應多倫多九二香港節

本會訪加團的其中一個目的是響應在加拿大舉行的九二香港節。團員在多倫多曾參與香港節的活動，包括由香港節駐加辦事處主辦的聯歡晚會 (The Gala Dinner)，由香港貿易發展局主辦的港灣百貨公司「港產品推廣」開幕典禮以及香港商務研討會。本會會長梁欽榮亦應邀在研討會上介紹本港的製造業。

## 本會與多倫多華商會合辦研討會

本會亦於十月二日與多倫多華商會合辦粵語商業研討會——「香港：加拿大跨往亞洲之橋樑」，出席者逾200人。研討會由多倫多市長June Rowlands及多倫多華商會主席Sharifa Khan主持。

June Rowlands在會上指出，香港

位於一個正在經歷巨大政治和經濟轉變的地區之中心。

她說：「香港市民的刻苦耐勞和毅力，加上港商的靈巧思想和務實作風，使香港能超越所有障礙，成功達致其現時在亞洲及世界的經濟富強地位。毫無疑問，香港是加拿大在亞洲的伙伴。香港跟中國的微妙關係，及與其他亞洲地區建立的商業連繫和自由貿易制度，使它可與西方國家相配合。

「本人相信我們的合作將會成功。即將成為事實的北美三邊自由貿易協議會產生一個擁有三億六千萬人口的市場，每年經濟生產數字可達七兆加元。加拿大，尤其是多倫多的位置理想，正好為香港及其他亞洲各國進入北美提供通道。作為加拿大第一金融中心和工業重地，多倫多在就業機會、建造新廈、零售、製造業和小型業務的增長方面均為全國之冠。多倫多亦擁有全國最繁忙的證券交易所，以及活動最頻繁的銀行業和金融業，足以引以為榮。

「多倫多有各種尖端高科技工業，如電訊、生物和環保科技，以及設計，在國際上享負盛名。我們具有完善及穩健的金融服務制度、良好的基礎建設、教育程度相當的熟練勞工，加上我們與美國建立的絕佳商業關係，使我們成為香港的理想伙伴。」

研討會上，多倫多華商會安排了三位講者介紹以下項目：

一、設於加拿大及中國的Northern Telecom (電訊公司)；

二、Etac Sales Ltd. (成衣製造商) 的成功；及

三、安大略省的玩具製造業、市場推廣手法、天然及人力資源。

本會三位代表——呂明華、雷康侯及周克強——亦有在研討會上發言。他們分別回顧香港電子業、紡織及成衣業、金屬製品業的發展，並介紹與加拿大合資人合作的機會；並與會眾分享他們在所屬行業中取得的寶貴經驗。

本會會長梁欽榮在研討會後的一個午餐會上發表演說。他指出，雖然香港廠商在中國及其他東南亞國家進行大量投資，香港的製造業仍然生氣蓬勃，並會繼續為香港的經濟發展作出重大貢獻。他稱，多方面的投資已使香港廠商

從國際性的分工上得益，並能綜合運用不同地區的相對優點。他說：「祇是一些需要大量勞工的工序被遷往海外或中國進行。較高層次的工作如產品設計、市場研究及推廣、產品檢驗、品質控制及包裝等仍然在港進行，並由香港廠商管理。」

梁欽榮續說，香港的生產多元化並不限於亞洲地區。他指出，加拿大亦吸引了不少香港投資者到該國設立生產設備，尤其在美加自由貿易協議 (US Free Trade Agreement) 簽署之後。梁欽榮謂港商在加投資已出現了許多成功的例子；他預料香港廠商在北美自由貿易協議下將增加在加國的投資。

他說：「香港製造業的生產模式正由勞工密集轉為技術密集。廠商現了解到為高檔市場生產高品質及高增值流行產品的重要。他們願意投入大量資金去增加生產工序的科技成分，例如採用新原料去生產新產品，以及採用新機器和經改良的生產方法等。眾所周知，加拿大的製造業屬科技密集模式，尤善於科技研究及發展。加拿大將許多技術成果發展成為商品，以供其他工業環境使用。我相信港加兩地進一步合作的空間非常多，特別在將製造業的高科技輸進香港方面。」

梁欽榮亦表示，加拿大商人不應忽視香港與中國和其他東南亞國家所建立的緊密連繫。這些地區的經濟現正迅速發展，並需要更多先進的科技及設備，以協助提高其工業生產設施的質素。

梁欽榮說：「中國是香港機器出口和轉口的最大市場：45%的香港機器運往中國，而55%入口香港的外國機器經港轉往中國。加拿大廠商亦應察覺到其與香港及中國的大量貿易機會。」

## 總結

是次訪加行程達成了多項目標。訪問團成功促進港加兩地商業界的資訊交流和相互瞭解。在七天的行程中，團員獲得許多有關加拿大的經濟情況、貿易及投資機會的最新資料，而各團員亦向加拿大的工貿團體代表講述香港製造業的現況。訪問團獲溫哥華市、列治文市、多倫多市、萬錦市及麥西莎加市政府及工貿團體的熱情款待。本會得以與有關組織互相建立了解關係，將在未來與加拿大建立更緊密的工作關係，並相應地加強對本港會員的服務。 □

## 廠商會動態

### 本會對三〇一調查行動的意見

就美國貿易代表辦事處根據三〇一條款印製一份清單，擬向中國貨品徵收價值39億美元的報復性關稅一事，本會決定代表會員出席在美國華盛頓舉行的聽證會，以表明各會員的立場，並向美國貿易代表辦事處呈交意見書。本會深信三〇一報復行動一旦實施，將會對本港輸往美國的轉口貨品構成不利影響，故促請美國政府勿向中國貨品徵收報復性關稅。任何同類關稅均會對美國消費者、美國業務、本港的穩定以及中國的漸進發展造成損害。

在美國宣佈有意就三〇一條款展開報復行動後，本會已於九月七日及十日分別與絲質成衣、塑膠產品、鞋類製品、電器及電子產品等行業的會員開會，以徵集他們的意見，以便向美國政府反映在中國設有生產線的香港廠商的實際情況。此外，本會亦向會員發出問卷收集資料，以評估懲罰性關稅一旦徵收對香港工業所構成的不利影響。有關資料在彙集後已於九月二十三日至二十五日在華盛頓舉行的聽證會上呈交美國貿易代表辦事處。

本會在意見書中透露，本港公司在報復性清單載列的多項中國製貨品的生產過程中擔當着重要角色。

自從中國放寬對外資的部份限制後，吸引到大量海外投資者到中國設立業務，其中尤以港商為甚。由於本港面對嚴峻的勞工和生產用地短缺問題，中國正好是一處能夠提供廉價勞工和土地的地方。加上本港公司預期九七前後將出現經濟和政治轉變，故希望與中國發展長線的經濟關係。此外，由於香港在地理上接近南中國，加上兩者傳統相近，本港公司最終能夠以獨特身份在廣東省發展生產設備。

本港公司除對設於中國的業務作出主要財政承擔外，更負責控制及管理。它們投資大量金錢在中國設廠，並聘用大量中國及香港工人。不論本港公司在法制上是否擁有其設在中國的工廠，但是它們在生產及推銷產品過程中擔當主導角色，故仍擁有這些中國企業的控制權。

本港公司不但提供資金，還提供科技、產品設計、生產設備、原料、加工用配件和組件、資金籌劃、管理才能、品質控制、推銷技巧及經香港輸往美國

及其他國家的轉口服務等生產成分。內地的產品增值成分主要來自人力，祇佔產品成本的15%至25%。該等產品的原料實際上是由外地進口，美國更是主要的供應國。

對本港公司在中國製造的貨品採取報復行動祇會造成負面影響，皆因美國三項重要目標，包括保護美國的消費者及業務、維持香港穩定以及中國的漸進發展，將受到損害。

向中國貨大幅度徵收關稅將損害美國消費者的利益，因為該等產品是美國市民的日常用品。此外，該等產品的生產過程涉及採用大量美國原料、配件或組件。增加該等產品的關稅將會減低銷量，並很可能引致中國採取報復行動，更會損害美國原料、配件或組件供應商的業務，以及對依賴該等貨品進口和銷售生存的行業造成影響。

港商是否能夠繼續有利地在中國經營業務，對維持本港的穩定和信心起着重要作用；這也是美國既定的長遠目標。港商在中國設立廠房若無利可圖，便難以擴充發展，更難以適應香港及中國未來的政治轉變。雖然中國在過去數年出現政治不穩定的情況，本港公司基於對香港充滿信心，故仍繼續在中國投資和經營。然而，美國欲向中國貨品徵收報復性關稅的建議，以及港商因而對美國政策產生的信心危機，大大削弱港商對香港前途的信心，並妨礙他們繼續在中國經營業務，結果將導致香港流失資金及企業人才。

此外，美國必須支持該等由香港擁有及管理的中國企業，讓其繼續在中國經營，以這些業務運作讓不計其數的中國公民直接接觸以西方自由貿易為基礎的業務運作以及世界其他地方。維持及不斷增加這些接觸才是鼓勵中國發展長遠而漸進的經濟及政治改革的最佳動力。 □

### 三〇一赴京游說團

本會聯同其他六大工商團體組成游說團，於九月十七日至十八日前赴北京訪問，就中美三〇一貿易談判表達意見。

本會會董林學甫和其他六位代表團成員獲北京官員接見，雙方就現時中美貿易關係以及一且301條款實施後對香港、中國及美國的不利影響等問題交換意見。接見代表團的北京官員包括中國對外經濟及貿易部副部長佟志廣、中國

國際貿易促進委員會和國際商會副會長解建群、以及中國對外經濟貿易美大司司長孫振宇。雙方均希望中美談判能夠在不久的將來達成協議。 □

### 倪少傑談工業突破策略

維多利亞青年商會於九月十九日舉辦「蛻變中的香港工業——突破策略研討會」。本會立法局代表倪少傑在會上發表演說，探討本港工業發展情況及政府所扮演的角色。內容節錄如下：

工業界人士要求政府制訂全面的工業發展策略，可以追溯至七十年代初期。當時，由於鄰近地區的競爭以及本港出口市場的保護主義猖獗，香港政府相應地推行較為積極的工業政策，於七二年七月更成立「小型工業貸款計劃」(Loans for Small Industry Scheme)，盡量幫助小型廠商取得銀行信貸。然而，七三至七四年出現石油危機，世界經濟不景，令「小型工業貸款計劃」毫無進展，最後更被政府放棄。當時，中國基本國策仍然處於保守封閉的階段，當時的政府官員和經濟學者都不能估計中港兩地經濟關係的發展，更遑論大膽地提議全力發展中港經濟聯繫，以解決當時香港所面對的經濟困境。

在這種內外交困的情況下，港府在七七年委任了「經濟多元化諮詢委員會」，研究廣泛的經濟及工業發展問題，並提出宏觀意見：我當時亦是委員之一。委員會於七九年十一月完成報告，內容厚達336頁，就47項政策提出意見。

報告書指出，本港工業已經發展到需要尋求較先進的工業支援措施和技術支援服務的階段，以便進一步擴展。可是，由於欠缺統籌和協調，本港廠商難以獨自參與風險高而支出龐大的技術投資；這得依賴政府的努力。現在看來，報告書的意見依然切合時宜，工業界仍然盼望政府能提出並執行積極的發展政策，以發揮政府的牽頭作用。

讓我從一件事件來剖析政府的工業政策基礎。七九年中國和美國大西洋富田石油公司 (Atlantic Richfield Corporation) 簽訂備忘錄，在海南島南部海域進行地球物理勘探工作；經過勘探、開發及評估後，在鶯歌海地區發現中國最大的天然氣田。當時，中國政府有意將鶯歌海天然氣計劃納入第七個五年計劃（一九八六至一九九〇年）的能源基建骨幹





本會立法局代表倪少傑議員(右二)在維多利亞青年商會舉辦的「變中的香港工業—突破策略研討會」上致辭。

工程內。香港方面也盛傳中華煤氣公司會斥資參與興建一條長達1,050公里的粵港天然氣輸送管道，為粵港兩地提供能源；當時本港的煤氣用戶為更換適當的爐灶或感擔憂，或感興奮。「經濟多元化報告書」建議政府對這項龐大計劃作出準備，包括改善基礎建設、為開發南海油田而加強香港作為後勤支援基地的角色、及重新考慮在港設立煉油設施的可行性。

不幸在八六年國際市場石油價格大幅回落，加上南海油氣勘探的成績令人失望，南海發展計劃因而停頓下來，報告書一些建議也就落空了。

上述事件清楚告訴我們，即使製訂了全盤策略，政府也不具備可以準確預測未來的能力；因此，政府的不干預政策可以避免社會資源的錯誤調配。

最近有報導謂中國計劃向香港正式供應驚歌海天然氣。據聞，獲得天然氣供應的是中華電力有限公司而非煤氣公司。這足以證明，即使在公用事業的層面上，亦存在着市場競爭。

海南島天然氣開發計劃進一步顯示中港兩地的經濟合作是大有可為的。事實上，自八十年代中國採取經濟開放政策以來，中港兩地在土地和勞力資源配合方面急速發展，更間接解決了本港工業在七十年代初所面對的困境。這給政府的工業政策奠定另一個基礎，就是首要處理中港經濟關係。

綜合而言，「積極不干預政策」、容許市場自由競爭和發展中港經濟關係是香港政府主要的工業政策。由於這樣的政策被動而放任，所以政府也自然能夠避免任何重大的決策錯誤。政府在扶助工業發展方面只傾向於提供基建、土

地和教育等援助。對於個別工業的發展，政府基本上是採取袖手旁觀的態度，任由市場機制汰弱留強。即使在本港製造業所享有的良好形勢經已消失、經濟亦進入轉型期的關鍵時刻，政府也沒有擔起牽頭人的角色。天下間沒有一成不變的政策，政府有責任帶領本港工業開拓新天地。

根據過往經驗，政府對工業的實質貢獻較為側重基本設施支援，例如工業土地供應、人力訓練、運輸及通訊設備等。在發展支援方面則過分着重顧問和調查研究，以至對日新月異的知識和技術發展欠缺應有的認識。

讓我列舉兩個例子說明上述情況。本年六月二十二日，我以兩局工貿小組召集人的身份召開「貿易資料電子聯通」在本港的發展情況。會後，我向報界傳媒明言，小組並不滿意該計劃的有關進度。事實上，本港在貿易設施方面已遠遠落後其他競爭對手，這情況有可能對本港貨品出口的競爭力造成不良影響。

另一個例子可以明顯反映政府欠缺技術支援工作的實際經驗，就是「應用技術發展計劃」的延期推行。該計劃由工業技術發展局建議，工業署署長負責管理，為香港工業界引用或發展工業技術提供貸款或政府的投資資金。「應用技術發展計劃」的撥款申請已取得財務委員會批准，原準備在本年八月開始接受申請。然而，現據聞因為法律問題而需要延期。從決策的角度來看，這反映政府處事審慎週全；但從實際的角度來看，政府在技術支援工作上欠缺經驗。

綜合上述例子，可見政府的工業政策無論在基本設施或發展支援方面都有不足之處，尤其是在掌握新科技方面更有急起直追的需要。

要追趕技術，社會各界必須努力，不能單靠政府的推動。由於本港奉行自由經濟政策，故不可以立法的方式來推行工業發展策略；因此，稅務優惠方法更形可行。

我在去屆立法局辯論時曾建議政府採取稅務優惠，以吸引工業家引進高科技。當局的回應是為了避免資助某個行業而否決了該項建議。然而，本人重申，稅務優惠並非資助，而是屬於基本設施方面的支持，其作用等同提供適合的工業用地和可靠的通訊設備。因此，我仍然希望政府能夠在有關扣減應課稅溢利和折舊方面作出檢討和研究。

本人認為，本港政府在鼓勵科研發展的稅務優惠上顯得非常保守。一般來說，商業機構的捐贈對象只能限於認可專上院校的有關學系。換句話說，商業捐贈若要取得稅務減免優惠，捐贈機構的商業性質或經營範圍便要與獲贈機構的科研範圍相似。

我曾對中文大學去年的「外界捐贈名單」作出分析，發覺絕大部份的商業捐贈都符合稅務減免原則，只有很少數的商業捐贈沒有指定用途，及指定捐贈用途與商業捐贈機構的經營性質無關。上述觀察告訴我們，政府的稅務政策並不合理，也不鼓勵商業捐贈。因為科研成果往往是跨行業的，甚至滲透整個社會；限制跨行業捐贈只會減低科研獲得資助的機會。

本人建議的稅務優惠如下：

- 一、對於購買某些高科技設備的支出給予最高100%的免稅額；至於何種高科技設備可享有這項優惠，則由工業及技術發展局釐訂；標準在科技的高新程度，而不在行業的本質；
- 二、為了鼓勵廠商作長期科學研究工作，從應課稅溢利中撥出留用的科研經費亦應獲得扣減；及
- 三、入口高科技設備的關稅寬減可以鼓勵技術轉移。

總括而言，「工業突破策略」有三個主要部分：科研發展、企業家精神和市場力量。至於政府的角色，則應從稅務優惠的出發點來促進投資環境，掌握技術知識以輔導本港的工業；並為本港建立一個穩定而健康的工業基礎。正如財政司麥高樂先生曾明言，「積極不干預」政策已經過時；我們正期待嶄新的經濟及工業政策出現。

## 武漢市考察團

在武漢市政協委員會副主席徐雪軒率領下，一個七人考察團於九月二十二日蒞會訪問，由會長梁欽榮、常務會董楊木盛、林輝實、會董周潤貴、李雨川、李漢忠、趙耀祖及劉漢華接待。

會上，徐雪軒介紹武漢現時的經濟及投資情況。他歡迎本會於十一月初到訪武漢市，以增進本會會員對該市最新發展及投資環境的了解。



會長梁欽榮(前排右五)送贈紀念錦旗予武漢市政協委員會副主席徐雪軒(前排左五)。



中國中央社會主義學院副院長任濤(右三)率領代表團蒞會訪問。

## 重慶市政府代表團

重慶市市委書記蕭秧率領的代表團一行七人於九月十八日到訪本會，由本會副會長葉慶忠、會董蔡德河、趙耀祖及周林邦接待。

代表團此行目的在於改善香港與重慶間的經濟關係。會上，蕭秧介紹重慶的投資環境及最新經濟發展，並鼓勵本會與瑜豐國際有限公司建立更緊密關係。該公司是一家促進在重慶投資的駐港國營企業。



本會副會長葉慶忠(右五)送贈紀念錦旗予重慶市市委書記蕭秧(左六)。

## 中央社會主義學院訪問團

中央社會主義學院副院長任濤率領一四人訪問團，於九月八日到訪本會，由會長梁欽榮、副會長梁乃榮、陳永棋、邵炎忠、常務會董鄭正訓及劉雨亭接待。

會上，雙方就中國的最新經濟發展交換意見，內容涉及房地產買賣及第八個「五年計劃」。雙方均認為中國能在未來數年保持平穩的經濟增長，而人民的生活水平則會繼續提高。

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## 本會將加強與中國內陸的連繫

本會會長梁欽榮透露，本會最近已增設負責與中國大陸各地聯絡的地區委員會，使能包括全國各地區。

梁欽榮於九月一日在河南省暨鄭州市吸收外商投資招待酒會上致辭時表示，本會今後除繼續與沿岸地區發展關係外，亦會加強與內陸地區的連繫。

今年年初，本會為加強本港與世界各地的經貿連繫，特別成立八個地區委員會，負責與世界各地區的工商組織聯絡。鑒於中港關係密切，本會當時分別成立華北、華東及華南地區委員會。最近，本會考慮到全國在鄧小平南巡講話後進一步掀起改革開放步伐，故有需要重組中國的地區委員會，使更能有效地與全國各地建立連繫，進一步促進中港兩地的經貿合作。

現時，本會負責與中國各地政府機構及工商組織聯絡的地區委員會有四個，分別為華北地區委員會；華南、西

南地區委員會；華東、華中地區委員會；以及東北、西北地區委員會。

梁欽榮說：「廠商會將繼續努力，發掘國內具投資潛力的地方，以進一步協助本港工商企業到國內投資，使中港的經貿合作更上一層樓。」他指出河南省是一處值得港商投資的理想地方。

河南省地處中國中部，天然資源豐富，交通便利，並且擁有門類齊全、初具規模的工業體系。此外，該省商業發達，是中國重要的人流、物流和訊息中心，加上勞動力資源充裕，為各類工商業務的發展提供美好前景。

## 湖北省代表團

一個16人代表團由湖北省副省長韓宏樹率領，於九月七日蒞會訪問，由會長梁欽榮；副會長梁乃榮；常務會董羅展、黃丙西、劉雨亭；會董鄭學禮、李仲潮、趙耀祖及執行幹事徐佩琴接待。

韓宏樹在會上表示，湖北的投資環境令人滿意；該省電力供應、運輸系

統以及通訊設備相對中國各地來說均是極佳的。他補充說，湖北現時的外資企業超過800家，而跟該省已建立長久伙伴關係的香港和澳門，在湖北的投資佔該省總外資額逾七成。梁欽榮回應說，香港與中國的經濟連繫將由沿岸地區伸展到內陸地區以至全國各地。他指出，香港廠商有興趣知道更多有關中國各地的情況，尤其是如湖北等內陸地區。梁欽榮表示，為了向會員提供最新資料，本會將應湖北省人民政府省長郭樹言的邀請，於十一月組團訪問該省。

## 印尼North Sulawesi省代表團

印尼North Sulawesi省代表團一行二十一人，在該省省長C J Rantung率領下，於九月十一日蒞會訪問，由會長梁欽榮；副會長周敏及常務會董李世奕接待。

會上，代表團成員介紹North Sulawesi省的投資環境及未來的基礎建設計劃，並邀請本會會員到訪該省及到當地投資。

## 一九九二年度會員年會 The CMA 1992 Annual General Meeting

本會一九九二年度會員年會定於一九九二年十二月十日（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 1992 Annual General Meeting is scheduled to be held on 1992 December 10 (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.

## 工業概況

### 五金製品業的安全與健康

由於五金製品業是使用不同類型機器最多的行業之一，故意外時有發生，主要原因是工人踏着或碰到障礙物。此外，機器本身和人手移動貨品均會造成大量意外。然而，絕大部份意外可透過採取操作安全措施和採用適當的機器護罩加以避免。以下幾點可給工人作為防止意外的參考：

- 一、所有機器的操作人員必須懂得有關機器的安全操作方法，充分認識各種與新操作的機器有關之危險及危險部份以及新設置的安全裝置及護罩；
- 二、當機器正在運作時，不應清潔或調整放在危險範圍內的工作；如需進行此種工作，應先停止機器的運作；
- 三、工作時應集中注意力；精神散漫往往引致意外事件；
- 四、工作地方應保持清潔及暢通無阻；
- 五、使用掃帚或耙子來清除廢物碎屑，不要用壓縮氣噴射；
- 六、機器之修理及保養工作必須由合格人員負責執行，切勿擅自處理；
- 七、若有不明白之處，應請教主管或對該類機器操作熟練之人員；
- 八、使用僱主所提供之防護設備，例如聽覺保護器或護眼用具等；
- 九、操作機器時不應戴手套，因手套容易給運行中的機器纏繞著而引致意外，惟搬運粗糙材料或物件時要戴適當手套以保護雙手；
- 十、切不可離開正在運作中之機器；操作員在離開之前，須先停止機器之操作及將電源關掉；
- 十一、操作機器必須衣着整齊，不應戴任何裝飾物品，如圍巾、手鍊、戒指等，以避免給機器纏繞著；長頭髮的工友則應將頭髮束起及戴上防護帽把頭髮保護好；
- 十二、操作啤機時，操作人員不應一直把腳放在用作開動公模之踏板上，由於可能因疏忽或不適當時候壓低踏板，引致意外的發生；

三、千萬不要嘗試以手或身體的任何部份停止運作中的機器；

四、當發現任何不正常現象例如冒煙、惡臭、怪聲等，應立即截斷電源並報告主管；及

五、若機器運作時有屑片產生及射出，必須使用護眼用具或屏障。

（資料：職業安全健康局）

### 深圳城市規劃

根據深圳的國際及本地經濟發展計劃及專門研究，深圳將逐漸轉變成一個商業、金融及高科技工業區。到了2000年，深圳的人口將達300萬。在珠江三角洲、廣州和香港支持下，它將成為一個主要的外貿金融中心。此外，深圳是許多主要運輸系統的樞紐，絕對有可能成為南中國的一顆明珠。

### 城市規劃策略

深圳的發展極為依賴香港和珠江三角洲的發展。近年，為了適應國際經濟環境，香港的發展策略出現急劇變化。美國史丹福國際研究中心的報告顯示，香港現正扮演著三大角色：中國工作伙伴及高增值工業中心、本地及國際金融中心、以及商業及科技轉移中心。高科技生產中的勞工密集程序將遷往南中國進行；香港會負責產品的設計、資訊流通和促銷部份，而中國則負責提供科技及人力。

香港是深圳外資的主要來源，為中國引進大量科技設備。此外，香港亦為中國與其他國際主要市場提供聯繫渠道，並協助中國發展海外市場；而深圳則為香港提供基本資源，例如食品及其他日常必需品。為了雙方的利益，深圳必須加強在金融、商業及科技方面的發展。

珠江三角洲由於地理位置極佳，加上天然資源豐富，已成為經濟發展三大開放地區之一。該區包括七個城市，分別為佛山、江門、中山、東莞、廣州、珠海及深圳。其他主要縣市包括順德及南海，總面積達43,399平方公里，是深圳的直接腹地。珠江三角洲擁有巨大的發展潛力，並為深圳的未來發展扮演著重要角色。因此，在深圳的未來規劃中，香港和三角洲地區的發展實不容忽視。

所有規劃策略都必須考慮對天然環境和人工環境的影響。深圳作為南中國的發展核心，將會繼續分階段向西部、北部、東部及整個省份發展。

### 未來十年的主要發展地區

#### 福田中心區

福田中心區作為經濟特區的中心，將成為深圳城市規劃的核心地區。根據深圳經濟發展策略深圳特區城市總體規劃以及第二個「十年社會經濟發展策略」，福田中心區將會發展為：

- 一、二十一世紀的突出城市；
- 二、金融、商貿、通訊、銷售管理、科技及住宅中心；及
- 三、中國對外的經濟及文化管道。

福田中心區的城市規劃顯示深圳將成為國際城市。其詳細規劃現正進行中。

福田中心區佔地4,000平方公里，人口達11萬人，規劃總建築面積為12,220平方公里。

#### 深圳灣

深圳灣地理位置極佳，並為該區的風景區。該處總面積達10.9平方公里，人口15萬；規劃總建築面積為8,000平方公里。

#### 前海填海區

該區面積約10平方公里，將發展成港口支援區，即貨櫃及運輸、工貿及服務中心。詳細的規劃現正進行。

（本文節錄自深圳市規劃國土局副局長孫克剛先生於「香港及深圳市區規劃研討會」上發表的演說。）

### 九三教育及職業博覽會

勞工處及香港貿易發展局將於九三年二月十八日至二十一日期間舉辦九三教育及職業博覽會。博覽會將包括教育及職業兩部份，分別向會眾提供有關教育及職業機會的第一手資料。博覽會的宗旨在於協助年青人和求職者更妥善地計劃將來，並為僱主提供一次推廣就業情況以及招募年青人才的機會。博覽會現歡迎本港公司以展覽者的身份參與。有興趣人士可聯絡勞工處擇業輔導組，地址為香港灣仔軒尼詩道130號修頓中心16字樓，或致電835 2044查詢。



## 提高工業電壓研討會

本會聯同機電工程處、香港中華總商會、香港工業總會及香港總商會，於九月二十一日假座香港文化中心劇場舉辦一項提高工業電壓研討會。

### 背景

香港政府已於九〇年就提高現時電壓供應提出法案，建議在六年內分別將現時交流200伏特單相或交流346伏特三相提高至交流220伏特單相或交流380伏特三相。由於香港是一個國際、商業及經濟中心，將電壓提高至國際水平將對本港有利。

提高電壓分兩期進行。第一期由九〇年五月至九二年八月，主要在政府大廈內進行裝置工程。第二期由九二年十一月至九六年，工程範圍包括私人及政府大廈。

### 研討會的重點

會上，機電工程署、中華電力有限公司和香港工程師學會的講者分別就提高電壓發表意見。

來自機電工程署的講者分別就是次提高電壓的行動及其進行內部裝置計劃的經驗提出總體意見。講者指出，計劃進行初期可能帶來些微不便，但長遠來說卻對用戶有利。

為了避免對用戶造成不便，計劃的實際程序將緊接兩間電力公司的維修工程而進行。供電電壓諮詢委員會將密切監督該計劃的進行，以確保工程順利完成。

機電工程署強調，他們無須重新接駁現有裝置的電線；此外，兩間電力公司亦會預先通知個別用戶有關工程。

建議中的電力供應（修訂）規例授權機電工程署署長在限期內批准供應以現有電壓為準的電力予特定的電力裝置；然而，若果無法改變該項裝置的電壓，則可繼續使用現有電壓。

### 提高電壓的好處

電壓提高後，個別用戶無須再特別為本地市場設計電器用品，顧客也可有更佳的选择。由於大部份從市場中買到的電器已適合建議的電壓量，故提高電壓將可提高產品的性能、效率及延長其



本會聯同機電工程署、香港中華總商會、香港工業總會及香港總商會合辦「提高工業電壓研討會」，參加者眾。

壽命。提高電壓更可增加整個電力系統的最高負荷。因此，工業家實際上可以延遲其在增加電力裝置負荷上的投資。

### 政府在提高電壓方面的經驗

政府於八九年曾在五幢政府大廈進行調查，研究提高電壓對電器性能的影響，監察耗電量的改變及會否出現反效果。

對於電器的性能來說，提高電壓並沒有令電器出現明顯損壞、失靈或不正常的情况。

研究結果顯示，該五幢大廈的總耗電量增加2.5%至5.2%不等。然而，這並不能斷定提高電壓是耗電量增加的唯一因素，因為大廈在調查期間曾添置大批新的辦公室電器。

在工廠大廈內進行的調查顯示，提高電壓並沒有引致火警，對升降機或電梯亦沒有不良影響。然而，為了達致更佳控制效果，可在每月的定期維修工程內進行輕度的改裝工程，而毋需額外費用。

第一期的提高電壓工程並沒有出現特別的技術性困難。

### 機電工程署的結論

到目前為止，所有測試和調查的結果均極力支持提高電壓的計劃。用戶祇要發現電器的效率提高，便會理解到提高電壓的好處。

提高電壓雖然會帶來短暫的不便，但長遠來說對香港是有利的。用戶可透過政府的推廣活動和兩間電力公司的諮詢熱線而得到更多有關資料。

### 香港工程師學會的結論

長遠來說，提高電壓能減輕電線的磨損程度、提高輸電效率、便利電器設計、提高電器效率和節省能源。

大部份電器在提高電壓後都能繼續安全地運作。然而，由於設計問題，提高電壓可能會對某些電器造成損害。對於一些重要的電器來說，學會建議要諮詢專業人士的意見。

用戶不能忽視一點，就是提高電壓會增加耗電量。在這情況下，若果電路不足或負荷過重，便可能出現電路溫度增加和隔熱能力減低的情況。

### 失業統計數字

一九九二年五月至七月經季節性調整的失業率為2.1%，去年同期為2.3%，而九二年二月至四月則為2.5%。

九二年五月至七月經季節性調整的失業人數為59,600人，去年同期為65,900人，而九二年二月至四月則為70,300人。

	九二年 五月至七月	九二年 二月至四月	九一年 五月至七月
失業率	2.1%	2.5%	2.3%
失業人數	59,600	70,300	65,900

## 物料技術指南

香港大學已於九二年六月出版一部《物料技術指南》(Materials Technology Directory)，詳列本港教育界有關物料技術的專門知識。

指南臚列本港六間專上院校內68位學者的姓名；這些院校包括香港城市理工學院、香港浸會學院、香港理工學院、香港中文大學、香港科技大學及香港大學。

指南的起首部份是一個重點索引，分點列出本港專上院校的學者所專長的知識類別，包括技術、物料、工序和應用，旨在協助工業界人士聯絡能解決其難題的專家。此外，指南亦包括學者資料部份，列出隸屬多個不同學術部門例如工程、物理和應用生物學等而又能提供顧問服務的個別學者的姓名、專長及現有職位。現時本港專上學院提供的專門知識從大氣侵蝕、電光學、編織品品

質、纖維測試、無機化學、液晶體以至服務失準調查都具備。

香港大學機械工程系的George W. Greene博士指出，香港的物料技術現時仍未廣受關注，而且在短期甚至長期內也難自行發展新的物料。然而，作為這些物料的使用者，他相信香港對物料技術專家的需求甚大。出版《物料技術指南》的目的，就是在於使人們更加容易得悉理工學院和大學內的有關專門知識。

該指南現已公開發售，每本港幣50元（連郵費）。有興趣的人士可致電859 7039，與香港大學工業聯絡主任李嘉輝先生聯絡。

## 提防偷竊及偽造貨物文件

在最近多宗案件中，匪徒以偷來或偽造的出貨單及貨物收據在貨櫃碼頭、

貨倉及受害公司中提走許多貴重物品，故新界總區防止罪案辦事處提醒廠商注意下列數點：

一、檢討有關文件及空白表格的安全保管問題。據悉，有些公司的態度疏忽，為方便司機而經常將重要文件放在空曠的停車場中的「信箱」內。這其實會引致匪徒垂涎。同樣，將這些文件留在貨車上也極為冒險。

二、可能的話，應該核對及記錄司機的身份；這樣，問題出現的時候便可向有關司機追究。

三、在以上的偷竊案件中，警方懷疑一些內部資料如送貨時間表及貯存貨物的地點等，在某種程度上外洩。這些內部資料應該限於供給「必需知道」的人士。查詢詳情，請致電650 7361，與新界總區防止罪案科高級督察黃達強聯絡。

## 經濟消息

### 第二季訂單情況

根據政府統計處發表的按月調查結果顯示，一九九二年第二季的手頭訂單數量平均較九二年首季增加0.7%，而較九一年同季則增加1.6%。這項統計結果來自製造業200間規模最大的機構。

與九二年首季比較，塑膠製品業的手頭訂單平均顯著增加12.3%。除了紡織業下降2.9%外，工業組別如成衣、金屬製品、電機及電子製品和其他均呈現輕微上升。

與九一年同季比較，紡織業的手頭訂單數目無甚變動；而成衣、塑膠製品、金屬製品、電機及電子製品則有溫和增長。

工業	九二年第二季 (以月份計)	九二年首季 增減%	九一年第二季 增減%
所有製造業	4.50	+0.7	+1.6
成衣業	4.85	+1.3	+2.3
紡織業	2.36	-2.9	-
塑膠製品業	3.83	+12.3	+4.1
金屬製品業	4.46	+2.8	+5.9
電機及電子製品業	5.56	+2.0	+3.3
其他	3.96	+1.0	-3.4

### 製造業手頭訂單

手頭訂單平均數目指截至填報月份月底時未完成的訂單，以完工所需的月份數目計算。

### 第二季業務表現

根據政府統計處發表的《業務按季調查報告》顯示，一九九二年第二季的製造業業務狀況與九二年首季比較普遍有所改善。

雖然較早時間有預測謂飲食及煙草業的業務會改善，但九二年第二季兩者的業務狀況與九二年首季相近。報告謂製造業對工資高漲和物料價格昂貴等問題的憂慮增加。雖然紡織業的業務狀況有改善，但卻沒有預期般好。另一方面，雖然較早時間有預測謂鐘錶業的業務狀況不變，但實際上在九二年第二季卻有改善。

報告顯示，製造業在九二年第二季所錄得的生產能力用度普遍比九二年首季為高。對於個別工業來說，第二季一般業務狀況與錄得的生產能力用度普遍是協調的。然而，飲食業及煙草業的生產能力用度雖然在第二季有所上升，但一般業務狀況卻維持不變。這部分是由於夏季積壓存貨所致。另一方面，紡織、印刷及塑膠業在第二季內提高生產能力用度的公司數目則較預期為少。預期大部分的製造業在九二年第三季將錄得較高的生產能力用度。對於個別工業來說，一般業務狀況與生產能力用度預計可以協調。

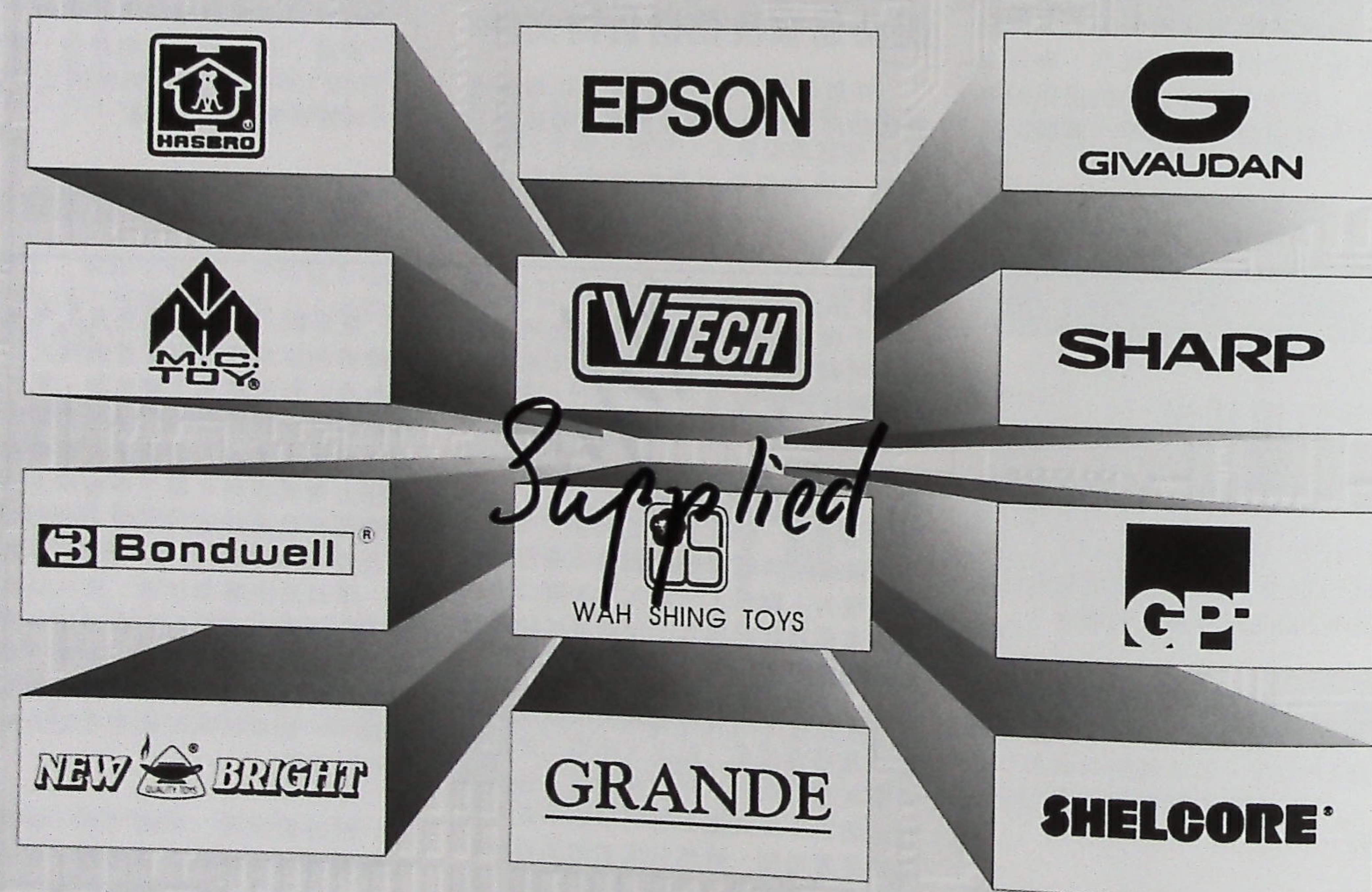
製造業在九二年第二季一般均面對工資高漲及價格競爭等問題。在過去幾季中，工資高漲成了業內最廣泛出現的問題。這問題在印刷、電機及電器、鐘錶等行業中尤其普遍。業務訂單不足的問題在電機及電器業內似乎已舒緩下來，但在鐘錶業內卻廣泛地出現。此外，工人流失率高企的問題在印刷業內已大幅舒緩下來。另一方面，原料價格高漲的問題在塑膠業內卻日益嚴重。

展望九二年第三季的業務情況，預期所有個別製造業，除了成衣及紡織業外，均會比第二季有所改善。塑膠業對第三季的業務狀況將有進展尤為樂觀。相反，成衣及紡織業則預期業務狀況維持不變。



# CSSL 協助廠商電腦化

身為IBM AS/400中型電腦主要代理商，CSSL一直竭誠為客戶提供電腦顧問服務，在過去十年，曾先後協助逾一百位廠商推行電腦化計劃，使他們成功邁向新里程，成為今日製造業中翹楚，其中繼有：



任何商戶如有意推行電腦化計劃或欲進一步瞭解電腦化對管理及生產控制方面所能帶來之裨益，請立即致電 806 5881 與 CSSL 孔先生聯絡。

**CSSL**

Commercial Software Services Limited

13/F, FORTRESS TOWER, 250 KING'S ROAD, NORTH POINT, HONG KONG.

## 企業管理

### 管理專業發展中心 管理個案讀者建議

威氏清潔用品有限公司市場發展部經理何耀漢先生就八月份《廠商專訊》所刊登的個案研究提出建議。該個案是有關公司秘書對營業經理黎先生在處理投訴信件和留言方面的不滿。現將何先生的建議簡錄如下，以供讀者參考。

公司秘書應否採用不同方法來處理問題呢？若然，她應該怎樣做？

公司秘書應處理投訴信件及留言



的事宜諮詢黎先生的意見。她應該成立小組，把留言與查詢分類處理，並協助黎先生清理積壓的投訴信件。此外，黎先生應添置傳呼機或無線電話，以加強

與客戶及公司的聯繫。

你認為黎先生腦子裡有何想法？

黎先生作為營業經理，應該主要處理營業工作，而不是客戶服務。他可能認為處理投訴信件與留言只是辦公室的工作。

你從個案中領會到什麼教訓？

公司的管理不善。黎先生既是營業經理，其主要的在於達至一個業績令人滿意的營業狀況。公司秘書卻祇懂得傳達命令，未能在工作上給予黎先生實質的協助與支持。這對公司來說是一大危機；蓋因營業經理不稱職，而公司秘書又不懂得協助處理問題。

## 投資國家

### 杜拜

杜拜是中東一個主要的工業、商業和貿易中心，在作為該迅速發展地區內繁榮市場的商業基地方面散發出無與倫比的吸引力。

近期的國際經濟發展為在杜拜經營的公司展開一個發展與充滿機會的新紀元。貿易、投資、建設活動以及其他指標均迅速增長，而遠東地區及其他市場不斷上升的成本亦突出了杜拜作為一處充滿機會的地方之吸引力。

### 地理環境

杜拜位於阿拉伯半島東南部，波斯灣的南岸。該國面積為3,885平方公里，是阿拉伯聯合酋長國（阿聯酋）七個成員中第二大酋長國，並是主要的港口和商業中心。杜拜64萬的人口均操阿拉伯語，商業活動則廣泛採用英語。

### 經濟環境

杜拜的繁榮主要是依靠在一九六六年首次發現的石油。目前，杜拜的經濟比起阿聯酋其他酋長國更為多樣化。製造業成為經濟的主要動力，而貿易、商業、建築、金融以及其他服務性行業亦很重要。杜拜在九〇年的非石油貿易總

值111億美元（約866億港元），跟八九年比較上升15%。

### 商業概況

杜拜政府特意建設一個有助於商業發展的環境；既有條理，但同時又避免過於拘束。這使杜拜向商人提供的經營條件成為區內最自由和最吸引之一。

國際公司可選擇透過多種途徑在杜拜設立業務，包括在杰貝阿里自由區設立主要的全資企業、開設代表公司或分公司、委任當地的代理人或由阿聯酋的公民協助設立大多數股份(51%)有限公司。然而，杜拜政府卻不鼓勵合股經營（Partnerships-en-commendam）。杜拜市政府（Municipality）和經濟及商業部（Ministry of Economy and Commerce）的牌照及商業登記處（The Licensing and Commercial Registration Department）是簽發公司牌照的兩個權力機關。

### 地區辦事處的機會

杜拜支持商業政策，加上其在波斯灣地區是其中一個最自由的管治環境，故該國是一個設立地區總辦事處的理想地方。

除了向石油公司和外國銀行分行徵收稅項外，杜拜並沒有設立公司稅。同樣地，杜拜也沒有設立個人稅。然而，杜拜市政府為簽發和延續牌照所徵收的費用可被視為當地的商業稅，計算方法是公司辦公室年租的10%和職員居所年租的5%。當地的入口稅亦極低；產品如



杰貝阿里自由區內有一個海港，可以處理任何類型的船隻。



食物、藥物、建築材料和任何輸往杰貝阿里自由區的物品則免稅。

阿聯酋並沒有兌換管制，其貨幣為阿聯酋迪拉姆 (UAE dirham)，可自由兌換。

高級的服務性行業如國際酒店、銀行、會計行、廣告代理公司和顧問公司等均為杜拜的公司提供全面的支持。當地擁有效率甚高的本土及全球性電訊設備，隨時準備為今日的業務運作服務。

然而，外國公司卻不准在杜拜擁有土地。一切商用物業均須租用。

## 杰貝阿里自由區

杰貝阿里自由區建立於一九八五年，是一個100平方公里的工業園。它向海外公司提供中東最佳的投資條件組合，清晰地顯示杜拜政府為經濟國際化和多樣化所作出的承諾。目前，自由區內設有360間公司。

### 戰略位置

包括杰貝阿里港的杰貝阿里自由區位於波斯灣地區中部，並擁有廣泛而優良的道路網，與阿拉伯市場有極佳的連繫。

自由區內有一個海港，可以處理任何類型的船隻。海港設有67個船泊、超過15公里的碼頭和擁有最先進設備的貨櫃碼頭。公司也可於距離杜拜35公里的拉希德港 (Port Rashid) 出口或入口貨物。這個港口設有35個船泊，包括一個現代化貨櫃碼頭。在時間緊迫的情況下，杜拜國際機場也可以提供安排妥善

的貨櫃處理服務。

### 自由區的牌照

准許在自由區內經營的公司均獲政府簽發以下其中一種牌照：普通、特許或國家工業牌照。祇要公司擁有由自由區管理局 (Free Zone Authority) 簽發的有效租約，這些牌照均屬有效，但必須每年續牌，直至租約屆滿為止。

### 鼓勵投資的措施

杰貝阿里自由區為投資者提供一連串鼓勵措施，包括：

一、百份百外資擁有權；

二、免除一切進口稅；

三、可將所有資金及利潤帶回本國；

四、適用於杜拜全國各地的免除公司稅收政策，自由區更額外提供15年的保證；

五、大量廉價能源；

六、簡單而效率高的招聘程序，以保證能聘用技術和經驗均達到所要求而具競爭力的工人；及

七、自由區管理局所提供的高水平管理服務。

## 商業支持

除了極佳的通訊及運輸系統，使杜拜能在波斯灣眾商業中心中脫穎而出，穩佔具競爭力的優勢外，當地新成立的



杜拜政府為鼓勵投資而成立杜拜商業及旅遊促進局。

一個法定組織——杜拜商業及旅遊促進局——亦積極鼓勵投資，範圍包括製造業、加工業、分銷、貿易、運輸、金融和其他服務行業。此外，杜拜工商會在工商業方面亦扮演著重要的角色，致力推行政府釐定的政策，以加強杜拜與世界其他國家的經貿關係。

如欲查詢詳情，可經鄧寧股份有限公司轉交杜拜商業及旅遊促進局。該公司地址為灣仔灣道六至八號瑞安中心1203-4室，電話802 9002。

(資料：杜拜商業及旅遊促進局)

## 貿易概況

### 國際標準——開放市場的鑰匙

負責發展大部份自發性國際標準的國際標準化組織 (The International Organization for Standardization) 和國際電工技術委員會 (The International Electrotechnical Commission) 指出：「妨礙產品與服務自由交易的政治障礙已經消除，全球科技標準正推動着市場的開放。」

該兩所世界組織選定「國際標準——開放市場的鑰匙」為十月十四日舉行的世界標準日的主題。

兩組織的主席在向國家會員組織、政府和商界所發表的世界標準日演辭中解釋說：「關稅及貿易總協定直接關注國際標準的價值是適當的。全球的貿易家均需要國際標準，因為它們為全人類的利益提供改造世界貿易形態的鑰匙。」

國際標準化組織的John A Hinds (AT & T International主席) 和國際電工技術委員會的Richard E Brett (前澳洲電工廠商聯會(The Australian Electri-

## 市場報告

### 英國牛仔褲市場

牛仔褲已成為時裝的經典，可以在日新月異的時裝潮流中屹立不倒。

牛仔褲的銷量得以持續增長，主要由於其款式及質料效果不斷創新所致。現時牛仔褲已在時裝界闖出名堂，成為許多人不可或缺的服裝。

一九九〇年，英國的牛仔褲市場總值為十億鎊 (港幣130.9億元)，一九八六年時為六億四千萬鎊 (港幣83.77億元)。牛仔褲的年銷量約為6,000萬條，其中3,000萬條為男裝，1,600萬條為女裝，1,400萬條為童裝。

在英國本土製造的牛仔褲一直維持在2,500萬條之數。遠東地區是供應英國低檔牛仔褲的主要來源，其中來自香港的牛仔褲以數量及價值計均居首位。不過，中國以其生產成本較低，料將取代香港成為主要貨源地。至於名牌進口產品，則以歐洲貨為主。

消費者在選購牛仔褲時，最先決的

cal Manufacturers Association) 的行政總裁) 就改變中的世界秩序對貿易的含意發表意見：「地區性及世界性的貿易障礙得以清除，意味着國際間的貿易關係越加緊密和全面。因政治障礙消除，為成功的貿易而訂立的技術要求，不論是現有的還是新訂的，都已變得更为明顯。」

正值今年東歐開放對外貿易和發展中國家向共市和北美洲尋求更多開放市場的機會，他們的意見顯得尤其重要。這些開放政策均是許多此等國家減輕龐大債務和改善經濟的主要因素。

國際標準為開放世界市場建立條件，方法是通過共識，為國際貿易的供應商和顧客建立一些共通規範，以及用以解釋這些規範的詞彙，以防止不同國家因擁有不同的技術標準而產生非關稅障礙。

該兩所組織的主席就標準化對世界貿易所產生的良好貢獻舉出兩個例子。第一，ISO 9000系列已被50多個國家採用，為評估品質管理及保證系統提供一個所有工業均適用的模式。第二，在驗證一件產品是否達到標準的過程，由國際電工技術委員會所管理的驗證

計劃，以一個單一而又國際認可的評估標準來代替各國不同的標準。

兩位主席亦強調，他們的組織會承擔加快國際標準發展步伐的責任，以配合不斷湧現的市場需要。他們說：「一些新的物料如混合料和精細的陶瓷等均迅速為各種工業所接受，但卻欠缺國際標準去鑒別它們的特性。」

「一些環保產品和生產過程，以及一些可以循環再造和生物分解的包裝方法現已在市場上打穩陣腳，並需要一些科學及科技的規範；而國際標準就正好滿足這方面的需求。」

兩位主席在演辭中總結時說：「通向全球繁榮的市場開放門戶就在眼前，而國際標準正是開啟這道門戶的一套重要鑰匙。」

世界標準日是每年慶祝的活動，今年已是第23屆。本年的活動於十月十四日在該兩所組織的成員國舉行。慶祝活動旨在突出世界各地數千位專家在過去一年中為發展國際標準而共同努力的主要工作。

(資料：國際標準化組織)

與此同時，預測少年和20多歲的青年人口數目將會下降。因此，廠商必須轉向人口增長及購買力增強的年齡組別推銷，這些銷售對象包括兒童及年紀大的人士。

根據調查顯示，現時兒童由四歲開始便對時裝產生興趣。故此，把推廣重點轉向兒童應可廣收成效，因為名牌觀念多在幼齡時建立。

另一方面，製造商為迎合年紀較大的消費者，亦可嘗試推出剪裁闊大的牛仔褲。

雖然在英國穿着牛仔褲的人數仍較歐陸為少，但該國牛仔褲市場正持續增長，前景樂觀。

(資料：香港貿易發展局)

	十億鎊 (十億港元)	指標	每年%增減
1991	1.05 (13.74)	100	-
1992	1.08 (14.14)	103	+2.9
1993	1.11 (14.53)	106	+2.8
1994	1.15 (15.05)	109	+3.6
1995	1.19 (15.58)	113	+4.0

根據1991年價格的英國牛仔褲市場預測 (資料：Mintel)

## 產品標準

### 共市理事會一般產品安全指示

共市理事會最近已採納有關一般產品安全的指示，以確保市場上銷售的產品均屬安全。指示的要點如下：

一、就該指示而言，產品是指打算給消費者或消費者很可能使用的產品，在商業活動過程中供應但不論是否為獲得報酬以及是否新的、使用過的或修理好的。

假如供應商已清楚告知獲供應產品的人士，則作為古董或作為在使用

前須予修理或檢修的二手產品均不在該指示的範圍內。

二、在上述指示中，生產者表示：

甲、在共市內確立為該產品的製造商，及在該產品上加上其名字、商標或其他特殊標誌以表示其為製造商的人士，或修理該產品的人士；

乙、該製造商的代表（如該製造商未曾於共市內確立），或該產品的進口商（如未有代表在共市內確立）；及

丙、在供應系統的其他專業人士，祇要他們的活動可能會影響在

市場銷售的產品的安全性。

三、製造商有責任在市場上銷售安全的產品。製造商須符合該指示所訂明的一般安全規定。

四、供應的產品必須符合該指示所訂明的一般安全規定。

五、所採納的規定須由一九九四年六月二十九日起適用。

倘若對該份指示的內容有任何疑問，請致電829 4807，與工業署產品標準資料組袁偉芳小姐聯絡。

(資料：工業署)



## 展覽概要

日期	展覽會	地點	展品	主辦機構
一九九二年十一月十二日至十五日	國際投資博覽'92	香港會議及展覽中心	工業投資推廣及貿易推廣	雅式展覽服務有限公司 電話：511 0511 圖文傳真：507 5014
十一月十九日至廿二日	一九九二香港工業交易會	香港會議及展覽中心	CAD/CAM/CAE、切斷及焊接機器、工具、發動機、水力設備、泵及閘門、通用零件及環保技術	香港交易會有限公司 電話：827 6211 圖文傳真：827 7831
十一月廿三日至廿六日	阿拉伯塑膠及橡膠工貿展	杜拜世界貿易中心	塑膠及橡膠產品	Al Fajer Information & Services 電話：9714 621 133 圖文傳真：9714 622 802
	阿拉伯工業機械展	杜拜世界貿易中心	工業機器及零配件	Al Fajer Information & Services 電話：9714 621 133 圖文傳真：9714 622 802
十一月三十日至十二月十一日	第十六屆國際博覽會'92	阿拉伯聯合酋長國舍爾杰博覽中心	辦公室及工廠設備、電子零件、電力設備及食品加工設備	舍爾杰博覽中心 電話：9716 391 888 圖文傳真：9716 392 888
十二月一日至五日	印尼紡織及成衣機械展1992	印尼雅加達 J F Kemayoran 國際展覽中心	紡織品及成衣機械	印尼 P T Pamerindo Buana Abadi 電話：21 325 560 圖文傳真：21 331 223
十二月二日至六日	服裝設計展	深圳國際展覽中心	設計樣品、已完成設計及成衣製成品	深圳國際展覽中心轉交中國國際貿易促進委員會紡織業小組 電話：0755 263 838 圖文傳真：0755 264 250
十二月五日至十三日	美化家居樂展銷會	新世界廣場	傢俬及家居設備	東偉業務促進有限公司 電話：807 7633 圖文傳真：570 5903
十二月八日至十二日	九二國際包裝印刷及造紙設備展覽會	深圳國際展覽中心	印刷機器及設備	高寶國際服務公司 電話：541 9196 圖文傳真：545 7639

## 訓練概覽

日期	項目	地點	主辦機構	聯絡人/電話
一九九二年十一月二十日	管理督導發展小組	職業訓練局大樓	香港管理專業發展中心	該中心黎景培先生 836 1827
十一月二十六日	1992年度全年最佳管理個案寫作比賽	職業訓練局大樓	香港管理專業發展中心	該中心尹奕書先生 836 1828
十一月三十日	中小型企业經營管理協會研習班	職業訓練局大樓	香港管理專業發展中心	該中心邢宏彬先生 836 1826

## 尋尋覓覓

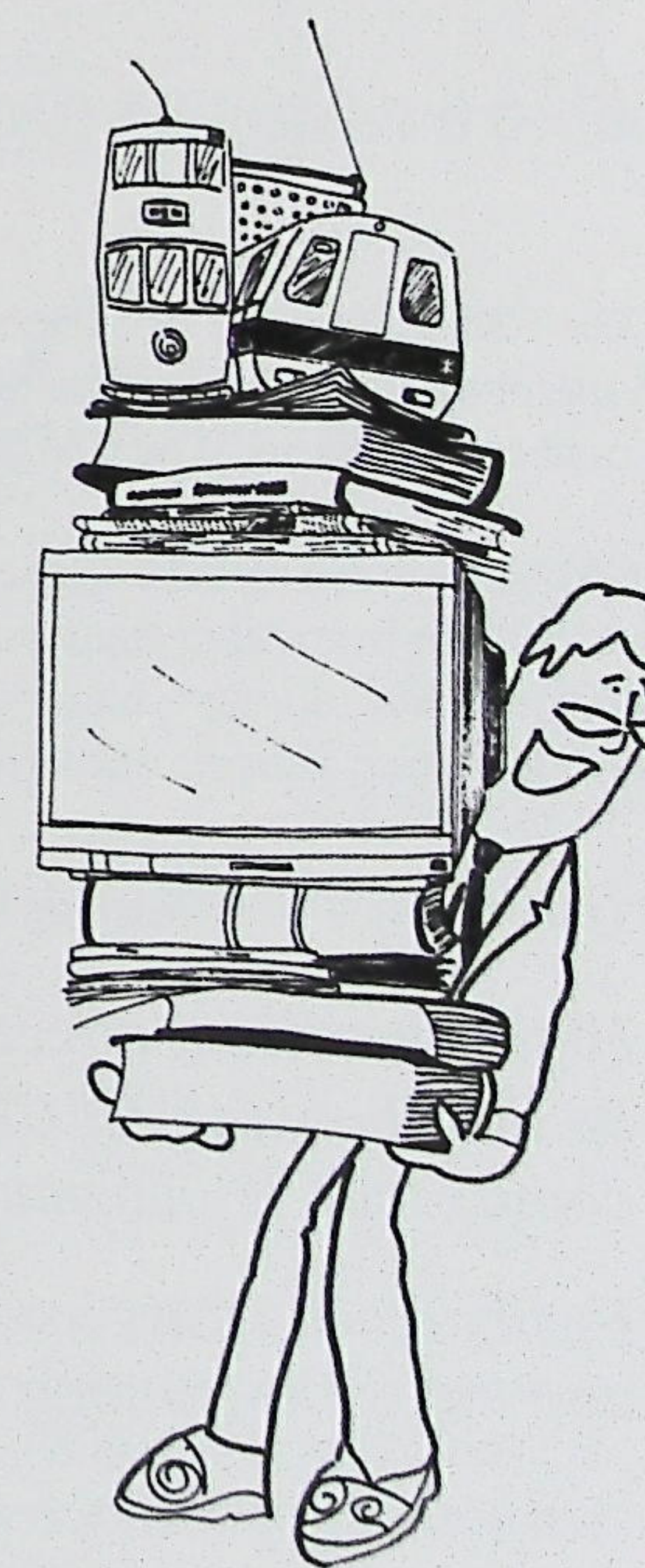


Are you searching for the best medium to place your advertisement?

登廣告  
邊樣最着數?

Supplied

## 兜兜轉轉



Are you looking around for a medium with right target and competitive rates for your advertising?

要啱對象睇  
價錢又唔貴……



# 在廠商會會員名錄刊登廣告 是你的最佳選擇

Placing advertisements in CMA Directory of Members is your **BEST CHOICE.**

廠商會每年製作會員名錄，刊載本會會員的最新資料，予海外買家、本港出口商及有關行業人士提供一本既實用又珍貴的業務參考指南。一九九三年廠商會會員名錄將於明年三月底出版。

現時，廠商會會員數目超過三千六百家，大部份來自本港製造業，亦有部份來自其他工商業。新一期的廠商會會員名錄將以中英對照臚列所有會員的基本資料，包括公司名稱、地址、代表姓名及其職銜、電話號碼、電報、電訊、傳真機號碼及產品。為方便用家查閱，名錄將有行業分類索引及會員名稱中文筆劃索引。

在廠商會會員名錄刊登廣告，有以下優點：

- 名錄發行數量達 5,000本，除派發予廠商會所有會員外，亦會公開發售，廣告效益宏大。
- 名錄用家來自本地及海外各行各業，包括任何服務或產品的市場對象。
- 名錄製作精美，全書均用高級粉紙印刷，力求廣告效果盡善盡美。
- 名錄使用期長達12個月，廣告價錢公道，實屬物超所值。

廠商會會員及認可廣告代理公司將獲八五折廣告優惠。

The CMA Directory of Members is an annual publication. It presents comprehensive and up-to-date information on CMA members and provides a helpful reference and valuable business guide to overseas buyers, local exporters and people from concerned sectors. The CMA Directory of Members 1993 will be published in end-March 1993.

CMA now has a membership of more than 3,600 companies. Most of them come from local manufacturing sector and the rest of them from other trade and industry-related sectors. The new Directory will incorporate basic information such as company name, address, name of representative and title, telephone number, cable, telex, fax number and products. It will also have two indices: classification by industry and by company name in Chinese.

You can enjoy the following benefits by placing advertisements in the CMA Directory of Members:

- **High advertising effectiveness** — with a circulation of 5,000, copies of the directory will be distributed to all CMA members, government departments and related industrial and commercial organizations, as well as available for sale to the public.
- **Easily reach target market** — users of the directory come from local and overseas trades and industries, among which target markets exist for various kinds of service or product.
- **Attractive appearance and satisfactory effectiveness of advertisements** — high-quality art papers will be used for the production of the directory.
- **Good return on reasonable investment** — the directory offers a 12-month circulation and relatively competitive advertising rates.

CMA members and recognized advertising agencies are entitled to a 15% discount on advertising rates.

## Advertising Rates 廣告價目

4/C 四色	
Outside Back Cover 封底外頁	HK\$20,000
Inside Front Cover 封面內頁	17,500
Inside Back Cover 封底內頁	13,875
Full Page 全頁	8,000
Half Page 半頁 (Horizontal 橫)	5,200
B/W 黑白	
Full Page 全頁	5,600
Half Page 半頁 (Horizontal 橫)	3,650

## Material Requirements 來稿標準

Black & White: film positives with proofs and mechanicals

黑白：菲林正片連同打稿

Four Colour: colour separated positives with progressive proofs and mechanicals

四色：分色正片連同打稿

Screen: 150 lines

網：150

Notes註：1. Booking Deadline: 1992 November 30

預訂廣告限期：一九九二年十一月三十日

2. Material Deadline: 1993 January 16

來稿限期：一九九三年一月十六日

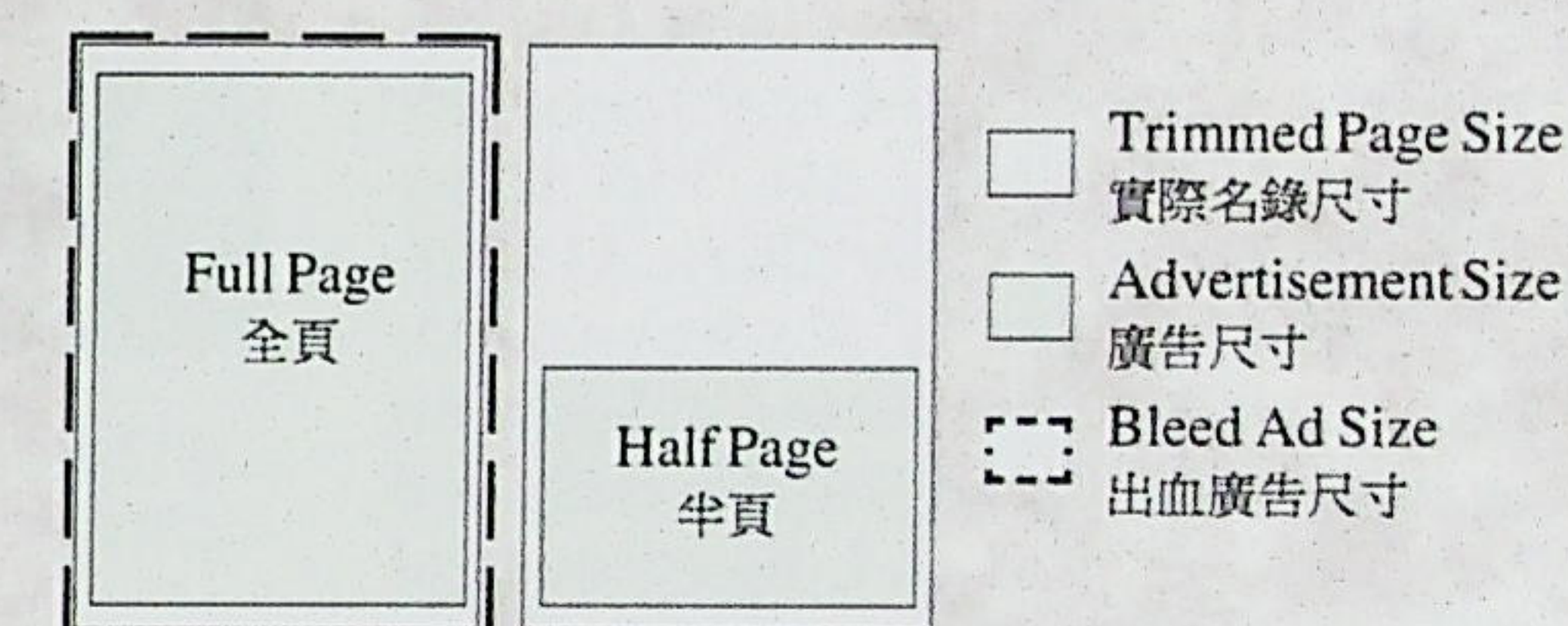
3. The CMA reserves the right to reject or cancel any advertisement without explanation.

本會保留拒絕或取消任何廣告刊登之權利而毋須解釋。

## 會員名錄 Directory of Members 1993

## Advertisement Size 廣告尺寸

	Height高 (mm)	Width闊 (mm)
Full Page 全頁		
Bleeded 出血	299	223
Non-bleeded 非出血	265	185
Half Page 半頁 (Horizontal 橫)		
Non-bleeded 非出血	120	185
Trimmed Size 實際名錄尺寸	286	210



## Advertising Order 廣告訂單

To: PR & Publications Division  
The Chinese Manufacturers' Association of Hong Kong  
3/F, CMA Building  
64-66 Connaught Road Central, Hong Kong  
Fax No.: 541 4541

致：香港干諾道中64-66號  
廠商會大廈三樓  
香港中華廠商聯合會  
公關及刊物部  
傳真機號碼：541 4541

Our company would like to advertise in the Directory of Members 1993 with the following particulars: (please '✓' if appropriate)

本公司欲在一九九三年會員名錄刊登廣告，廣告類別為：(請 '✓' 合適方格)

- 4/C 四色
- ☐ Outside Back Cover 封底外頁 ☐ Full Page 全頁
- ☐ Inside Front Cover 封面內頁 ☐ Half Page 半頁 (H 橫)
- ☐ Inside Back Cover 封底內頁

- B/W 黑白
- ☐ Full Page 全頁
- ☐ Half Page 半頁 (H 橫)

Enclosed is a \* cheque for HK\$ \_\_\_\_\_ cheque no. \_\_\_\_\_

茲附上港幣 \_\_\_\_\_ 元\* 銀行支票乙張。 支票號碼： \_\_\_\_\_

Company Name 公司名稱： \_\_\_\_\_

Membership No. (if any) 會員編號 (若有)： \_\_\_\_\_

Contact Person 聯絡人： \_\_\_\_\_ Title 職銜： \_\_\_\_\_

Address 地址： \_\_\_\_\_

Tel No. 電話號碼： \_\_\_\_\_ Fax No. 傳真機號碼： \_\_\_\_\_

Date 日期： \_\_\_\_\_

\* Cheques should be crossed, and made payable to "The Chinese Manufacturers' Association of Hong Kong".

\* 劃線支票抬頭請寫「香港中華廠商聯合會」。

Signature (with company chop)  
簽署 (請蓋上公司印鑑)： \_\_\_\_\_



# CMA Delegation to Canada

The Association dispatched a delegation to Vancouver and Toronto from September 27 to October 3. The delegation aimed to update members on the economic situation and investment opportunities in Canada as well as to show support to the Hong Kong Festival '92 and to participate in its events in Toronto.

The delegation was led by CMA President Mr Herbert Liang. Deputy leaders were Vice-Presidents Mr Leung Nai Wing, Mr Yip Hing Chung and Mr Tony Chau. Honorary Presidents Mr C K Choi and Dr Philip Lai also joined the delegation as advisors. Other delegates included Mrs Leung Kok Yok Ling (spouse of Mr Leung Nai Wing), Mrs Yip Chao So Wah (spouse of Mr Yip Hing Chung), Mrs Vilma Lai (spouse of Dr Philip Lai); Executive Committee members Mr Samuel Hsu, Dr and Mrs Lui Ming Wah, Mr and Mrs Lee Sai Yick; General Committee member Mr and Mrs Donald Chow; Subcommittee Chairman Mr and Mrs Chao King Lin; members Mr David Choi, Dr Dennis Yip, Miss Christine Lee; CMA Executive Secretary Miss Rita Tsui and Secretary Miss Chloe Tam.

## Dinner Reception at Vancouver

CMA Honorary President Mr C K Choi hosted a dinner reception for the delegates immediately after they arrived at Vancouver on September 27 and introduced to the delegates Vancouver's first Chinese Alderman Tung Chan, other government officials, representatives of trade and industrial associations and leading industrialists in Vancouver.

During the dinner reception, Mr Chan briefed members on the economic activities of Vancouver and its strong economic and social ties with Hong Kong. He opined that Asian countries were undergoing



CMA Honorary President Dr Philip Lai (Central) presents a souvenir to Mr Gordon S Chow, President of VTech Electronics Canada Ltd. (2nd from left).

rapid economic and industrial development. While Hong Kong was one of the important cities in Asia, Canada should pay special attention to this city and develop close economic ties with Hong Kong. Similarly, Hong Kong manufacturers should not overlook the business potential of Vancouver which was Canada's third largest city as well as a gateway to the North American market on the west coast.

Mr Herbert Liang echoed that the Association always paid attention to the trading and investment opportunities in overseas countries. Canada, being a huge market for Hong Kong manufacturers, was definitely a place which the Association would not neglect. He thanked for the hospitality which Mr Choi and Mr Chan rendered to the CMA delegates and looked forward to discussing with relevant government officials and leading industrialists on ways of establishing closer economic co-operation between Hong Kong and Vancouver.

## Meeting with the Vancouver Economic Development Office

On September 28, the delegates met the officials of the Economic Development

Office of the City of Vancouver. They were updated on the current situation of Vancouver such as labour supply, immigration trend and the real estate market. Two Hong Kong manufacturers were also invited to speak on their invaluable experience in investing in the city. Delegates found the meeting very informative.

## Luncheon Hosted by Business Community in Vancouver

The Hong Kong-Canada Business Association, the BC Ministry of Economic Development, Small Business and Trade, and the Canadian Manufacturers Association, Vancouver Section hosted a luncheon for the delegates, in which Mr Herbert Liang spoke on the topic "Vancouver and Hong Kong: Opportunities in Manufacturing Industries". More than 150 participants attended the luncheon.

In his speech, Mr Liang said that Vancouver was the third largest city in Canada. It was the western terminus for Canadian railway system as well as a processing, control and service centre for British Columbia (BC). In the coming years, Vancouver will continue to develop as Canada's gateway to the Asia Pacific.

"In recent years, Vancouver has been an important trading partner of Hong Kong. An increasing amount of 'made-in-Hong-Kong' products is exported to this city and transhipped and distributed to western Canada. We are aware that some of this business is established by Hong Kong traders who have immigrated to this city in recent years as they have seen the potential growth of the domestic market, and more importantly, the tremendous business potential in the US and Mexico under the North America Free Trade Agreement," said Mr Liang.

"A wide variety of Hong Kong merchandise, valued more than HK\$5 billion was shipped to Canada in 1991. They included foodstuffs, seafood, garments, fashion accessories, automobile and car accessories, computers and related products, electronic components and parts, cassette tapes, Chinese medicine, toys, gifts and novelties, and household items. However, these merchandise accounted for less than 1% of Canada's total imports from overseas suppliers. Canada is one of the countries with the highest real household disposable income in the world and has a relatively high population growth among developed countries. Hong Kong manufacturers should not overlook such trading opportunities," said Mr Liang. He added that more effort could be put in promoting trade and investment co-operation between Hong Kong and Canada.

## Factory Visits Arranged by Richmond Chamber of Commerce

The Economic Development Office of the City of Richmond and the Richmond Chamber of Commerce also extended warm hospitality to the CMA delegation. They arranged three on-site factory visits for the delegates to familiarize with the industrial development of Richmond.



CMA President Mr Herbert Liang speaks at luncheon jointly hosted by Hong Kong-Canada Business Association; BC Ministry of Economic Development, Small Business and Trade; and the Canadian Manufacturers' Association, Vancouver Section.

## 1. Visit to VTech Electronics Canada Ltd.

The VTech Electronics Canada Ltd. is a typical example of successful investment of Hong Kong manufacturers in Canada. The company manufactures electronic household products and carries out product design and development under the strong technological support of the country. Finalized designs are then transmit-



Delegates attend a cocktail reception hosted by the Mississauga Chinese Business Association, with the presence of Mayor Hazel McCallion (front, 4th from left).

ted through cable networks to other overseas branches for hands-on production.

## 2. Visit to Canadian Standards Association

The Canadian Standards Association develops safety standards for products and offers certification and testing services to manufacturers in order to guarantee product safety. Its CSA mark appears on a wide variety of worldwide merchandise as a symbol of quality and reliability.

## 3. Visit to Alcan Aluminium Ltd.

The Alcan Aluminium Ltd. produces aluminium products for industrial use, such as glass frames and cable wires. Staff of the company explained to delegates and showed them how aluminium ingots were processed into finished products.

After the visits, delegates were invited to a dinner reception jointly hosted by the Richmond Chamber of Commerce, the City of Richmond, the BC Ministry of Economic Development and the Hong Kong Festival Office. Mayor of Richmond, Mr Grey Halsey-Brandt, also joined the reception. He greeted the delegates warmly and hoped that Hong Kong manufacturers would pay more attention to Richmond after the Hong Kong Festival in Canada.

## Visits at Toronto, Markham and Mississauga

After a full-day visit in Vancouver and



Richmond, delegates left for Toronto on September 29. The mayors, government officials and leading industrialists of the City of Toronto, Markham and Mississauga extended warm hospitality to the delegates. Cocktail receptions were hosted on September 29, October 1 and 2.

Toronto Mayor June Rowlands hosted a cocktail reception at the Mayor's Office of the Toronto City Hall immediately after the delegates arrived at Toronto on September 29. At the occasion, Mayor Rowlands remarked that the objective of the gathering was to introduce Toronto's business and manufacturing community to the counterparts in Hong Kong. Close ties have already existed between Toronto and Hong Kong at all levels. The two cities have much in common, in basic characteristics as well as in future outlook.

"We are both financial centres in our own geographical regions, we enjoy a vibrant economy; we rely heavily on international trade and, in spite of our tendency to evolve into a service-oriented economy, we are both determined to foster our manufacturing base, which is crucial to long-term survival and prosperity. Great potential exists for further co-operation between our two cities," said Mayor Rowlands.

About 100 celebrities in Toronto, including city councillors, representatives of trade and industrial associations, traders and bankers attended the reception. President of the Toronto Chinese Business Association (TCBA) Ms Sharifa Khan addressed the gathering. She warmly welcomed the CMA delegation and hoped that closer working relationship would be established between TCBA and the Association in the coming years. Mr T H

Chau, Secretary for Trade and Industry of the Hong Kong Government and Mr Francis Lo, Executive Director of the Hong Kong Trade Development Council also attended and spoke at the occasion.

The City Office of Toronto also arranged for the delegates a VIP tour to the SkyDome on September 30. Architect of the building, Mr Roderick Robbie, led the tour and explained its structure and facilities to the delegates in detail. Members were impressed by the structural design and convinced that it was a masterpiece in modern architecture.

On October 1, delegates were received by Deputy Mayor of Markham, Mr Frank Scarpitti, and other city councillors at the Markham Civic Centre where delegates were briefed on the industrial development of the city. Most of the companies located in Markham are engaged in research and development of high-technology such as microelectronics, biotechnology, computer and telecommunication distribution, and robotics. Mr Scarpitti and other government officials recognized that Hong Kong's manufacturing industry is restructuring itself to adopt better advanced technologies in manufacturing processes. They welcomed Hong Kong manufacturers to establish research and development centres in the city and promised to offer possible assistance whenever necessary.

After the meeting, delegates attended a cocktail reception and visited the Metro North Business Show at LeParc where delegates enjoyed seeing the essence of Markham's business activities under one roof.

On October 2, the Mississauga Chinese Business Association (MCBA) hosted a

cocktail reception at the Mississauga City Hall for the delegates. They were warmly greeted by more than 80 celebrities including Mayor Hazel McCallion. Ms Teresa Wong, President of the MCBA, told CMA delegates that Mississauga was undergoing rapid economic development in these few years. Local Chinese community has been more active than ever before in fostering economic growth of the city. She hoped to establish a close working relationship with the Association so as to enhance trade and investment co-operation between the Chinese in Mississauga and Hong Kong.

## Support to the Hong Kong Festival '92 at Toronto

One of the objectives of the CMA delegation was to support the Hong Kong Festival '92 in Canada. In this respect, delegates participated in the Festival events, such as the Gala Dinner organized by the Hong Kong Festival Office, the Opening Ceremony of Store Promotion at the Bay Department Store, and the Business Seminar of the Hong Kong Trade Development Council at which Mr Herbert Liang was invited to speak on the manufacturing industry in Hong Kong.

## Seminar Jointly Organized by CMA and TCBA

The Association also jointly organized a Cantonese-speaking seminar — "Hong Kong and Canada: Bridge Across the Pacific" — with the TCBA on October 2 and was attended by 200 participants. It was officiated by Toronto Mayor June Rowlands and President of the Toronto Chinese Business Association Ms Sharifa Khan.

At the seminar, Mayor Rowlands said that Hong Kong was in the heart of a region which was undergoing tremendous political and economic transition.

"Through the diligence and perseverance of its citizens and the pragmatism and ingenuity of its business people, it transcended all obstacles to achieve the present position of economic strength in Asia and the world. Without doubt, Hong Kong is Canada's partner in Asia. Hong Kong's unique and important relationship with China, its established business ties with the rest of Asia and its free enterprise system make it a fit with the western world.

"This partnership will work. The North America Free Trade Agreement, soon to be a reality, will create a huge market of 360 million with an annual economic output of C\$7 trillion. Canada, in particular Toronto, is well-positioned to serve as the gateway to North America for Hong Kong and other Asian countries. As Canada's top financial centre and industrial heartland, Toronto leads the country in employment, new building activity, retail sales, manufacturing and small business growth. It also boasts the country's busiest stock exchange as well as its greatest concentration of banking and financial services activities.

"Toronto has a host of leading edge hi-tech industries such as telecommunications, bio and environmental technologies and design industries which enjoy international acclaim. Our sound, well-regulated financial services system, a superb infrastructure already in place, a literate, skilled workforce plus our excellent established business links with the US, make us an ideal partner for Hong Kong," said Mayor Rowlands.

At the same occasion, the TCBA arranged three speakers to speak on the following topics:

1. Northern Telecom (a telecommunication company) in Canada and China;
2. The success of Etac Sales Ltd. (a garment manufacturer); and
3. Toys manufacturing in Ontario, its marketing, natural and human resources.

Three of the CMA delegates, Dr Lui Ming Wah, Dr Philip Lai and Mr Donald Chow also spoke at the seminar. They reviewed the development of electronics, textile and garment, and metal products industries in Hong Kong respectively, introduced co-operation opportunities with Canadian partners and shared their invaluable experience in respective industries with the participants.

CMA President Mr Herbert Liang made a keynote speech at a luncheon held after the seminar. He pointed out that in spite of the massive investment of Hong Kong manufacturers in China and other South East Asian countries, Hong Kong's manufacturing industry was still very much alive and would continue to make significant contribution to the economic development of the territory. He said that investment diversification had allowed Hong Kong manufacturers to benefit from an international division of labour and to capitalize on the comparative advantages



CMA Vice-President Mr Tony Chau (left) presents a souvenir to Mr Roderick Robbie, architect of The SkyDome in Toronto.

of different regions.

"What was being shifted offshore or across the border confined to the labour-intensive production only. Higher functions such as product design, market research and promotion, product inspection, quality control and packaging, etc were still retained within Hong Kong and administered by Hong Kong manufacturers," he said.

Mr Liang further said that Hong Kong's production diversification did not confine only to the Asian region. He pointed out that Canada has also attracted many Hong Kong investors to establish production facilities in the country, especially after the signing of Canada-US Free Trade Agreement. There were many successful ventures and he anticipated that Hong Kong manufacturers would enhance their presence in Canada under the North America Free Trade Agreement.

"As Hong Kong's manufacturing industry is re-structuring from labour-intensive mode to technology-intensive mode of production, manufacturers now realize the importance of moving 'up-market' to produce fashionable products with better quality and higher added-value. They are willing to input more capital to increase the technological content in the production processes, such as using newly developed materials for new products, new machinery and modified methods for production. It is well known that Canada's manufacturing industry is technology-intensive and is particularly strong in technology research and development. Many technical achievements are developed and commercialized by Canada for application in other industrial settings. I believe there is plenty of scope for more co-operation between Hong Kong and Canada, especially in the area of importing higher manufacturing technologies to Hong Kong," said Mr Liang.

He also opined that businessmen in Canada should not lose sight of the close links which Hong Kong had developed with China and other South East Asian countries. These economies were experiencing rapid economic growth and required more advanced technology and equipment to help upgrade their industrial and agricultural production facilities.

"China is the largest machinery market for Hong Kong's machinery exports and re-exports in which 45% of Hong Kong-made machinery are exported to China and 55% of the machinery from overseas countries are re-exported to China via the territory. Manufacturers in Canada should also see the ample trading opportunities with Hong Kong and China," said Mr Liang.

## Conclusion

The goal of the mission was achieved successfully. The delegation had facilitated information exchange and mutual understanding between business communities in Canada and Hong Kong. During the seven-day visit, mission members were updated with the latest economic situation of Canada and its trade and investment opportunities. Reciprocally, they were able to explain the current situation of the manufacturing industry in Hong Kong to members of the trade and industrial sectors in Canada. The delegation had received warm hospitality from regional governments, trade and industrial associations of the city of Vancouver, Richmond, Toronto, Markham and Mississauga. Having established mutual understanding with these parties, the Association would tighten working relationship with them in the coming years and strengthen its services to members in Hong Kong accordingly.



Delegates meet officials of the City of Markham.



## CMA Activities

### CMA's Views on Section 301 Action — China Market Access

In response to the publication of a proposed retaliation list of US\$3.9 billion Chinese imports under Section 301 by the US Trade Representative (USTR) Office, the Association decided to represent its members to testify for their position at the public hearing held in Washington DC together with a written submission delivered to the USTR. The Association strongly believed that the proposed 301 retaliations once implemented would have adverse impact on Hong Kong's re-exports to the US and requested the US government not to place retaliatory tariffs on Chinese imports. Any such tariffs would be counterproductive to US interest in protecting her consumers and businesses and supporting a stable Hong Kong and the progressive development in China.

After the US had announced its intention to retaliate under the Section 301 Action, the Association held meetings with member companies in silk garment, plastics, footwear, electronic and electrical appliances sectors on September 7 and 10 to solicit their views so as to reflect to the US the actual situation of Hong Kong manufacturers who have production lines operating in China. Moreover, questionnaires were sent to members to collect information for assessing the adverse impact on Hong Kong industries in case the punitive tariffs were to be imposed and the information collected was compiled and presented to the USTR at the public hearing from September 23 to 25 in Washington DC.

In the submission to the USTR, the Association revealed that Hong Kong companies were critically involved in the productions in the People's Republic of China (PRC) of many Chinese products that were included in the retaliatory hitlist.

Since the PRC relaxed some of its restrictions on foreign investments, this greatly attracted foreign investors especially those from Hong Kong to establish their businesses in China. Moreover, while there was an acute shortage of labour and manufacturing space in Hong Kong, inexpensive labour and land were available in the PRC. In addition, Hong Kong companies wanted to develop long-term economic affiliations with the PRC because of anticipated economic and political changes leading to and after 1997. Finally, Hong Kong businesses were

uniquely positioned to develop production facilities in the Guangdong Province because of its geographical proximity and its common heritage with Southern China.

Apart from making major financial commitments, these Hong Kong companies also control and manage their PRC operations. They have invested large amount of money in the PRC and employed a large number of PRC and Hong Kong workers in their PRC factories. Whether these Hong Kong companies have legal ownership of the PRC factories or not, they still control the PRC operations because of their dominant roles in the manufacturing and marketing of the products.

Hong Kong companies supply not only the capital but also the technology, the designs, the production equipment, raw materials, parts and components for processing, the financing and funding, the management capabilities, the quality control, the marketing skills and exportation through Hong Kong to the US and other countries. The value added in the PRC, consisting mainly of labour cost, typically represents only 15% to 25%. The inputs are virtually all sourced from abroad especially from US suppliers.

Retaliation against goods manufactured by Hong Kong enterprises in the PRC would be counterproductive because this would undermine three important US goals: protection of US consumers and US businesses, a stable Hong Kong, and the progressive development in the PRC.

Imposition of heavy tariffs on Chinese products would hurt US consumers. These products are used by the average US citizens. Besides, production of these products also incorporated substantial US raw materials, parts or components. Raising tariffs on such products would reduce sales, possibly cause retaliation by the PRC, and injure the US businesses which supply the materials, parts or components and those which rely on the importation and sales of these products.

Hong Kong businessmen's ability to continue their businesses profitably in the PRC is critical in maintaining stability and confidence in Hong Kong, which is a stated long-term US goal. Without the ability to operate factories in the PRC profitably, Hong Kong businesses could not grow, develop and adjust to future political changes in Hong Kong and the PRC. Hong Kong companies have shown their confidence in Hong Kong and have continued their investments and operations in the PRC despite of the political uncertainty

there in the last few years. However, the proposed imposition of retaliatory tariffs on Chinese imports by the US and the resulting loss of confidence in US policy could well diminish the confidence of these members in Hong Kong's future and preclude the continuation of their business operations in the PRC. The result could be increased pressure for capital and entrepreneurial flight from Hong Kong.

Additionally, the US should favour continuation of these Hong Kong-owned and -controlled business operations in the PRC. These business operations bring numerous PRC citizens into direct contact with the operation of businesses based on western free trade and with the outside world. Continuation and enhancement of contacts offers the best mechanism available for encouraging long-term progressive economic and political development in the PRC.

### Section 301 — Beijing Lobbying Mission

The Association, together with six leading trade and industrial organizations, jointly organized a lobbying mission to Beijing from September 17 to 18 in respect of Sino-US trade negotiation under Section 301.

CMA General Committee member Mr Lam Hok Po and six other delegates met Beijing's state leaders to exchange views on the current Sino-US trade relation and to assess the adverse impacts on Hong Kong, China and US should the Section 301 retaliatory tariffs be imposed. The state leaders included Mr Dong Zhi Guang, Deputy Minister of the Ministry of Foreign Economic Relations & Trade; Mr Xie Jian Qun, Vice-Chairman of the China Council for the Promotion of International Trade and China Chamber of International Commerce; and Mr Sun Zhen Yu, Director General of the Department of American & Oceanian Affairs and Ministry of Foreign Economic Relations & Trade, People's Republic of China. Both parties hoped that the Sino-US negotiation would come to a favourable solution in the near future.

### The Hon Ngai Shiu Kit Spoke on Strategies for Industrial Breakthrough

The Victoria Jaycess Ltd. organ-

ized a "Forum: Hong Kong Industries — Strategies for Change" on September 19. The Association's representative at the Legislative Council, The Honourable Mr Ngai Shiu Kit delivered a speech in the forum. In his speech, Mr Ngai reviewed the development of Hong Kong manufacturing industries and the role of the government. The speech is abstracted and translated as follows.

In face of competitions from the neighbouring countries and severe trade protectionism adopted by the trading partners of Hong Kong, a comprehensive strategy on industrial development has been urged by the industrialists since the 70's. In response, the government set up the "Loans for Small Industry Scheme" in 1972 July to assist small enterprises in obtaining loans from banks. However, the oil crisis and the worldwide economic setback in 1973 and 1974 rendered the least development of the Scheme and it was eventually abandoned by the government. At that time, the economic connection between the territory and China was far from coming of age under the conservative policy in China, therefore, neither the government nor academia could suggest the development of Sino-Hong Kong economic linkage as a solution for economic problem encountered.

Encountering these internal and external difficulties, the government then commissioned the "Advisory Committee on Diversification" to study the development of industry and economy as a whole from a macro perspective and I was appointed a Committee member. The report of the study was completed in 1979 November, comprising 47 recommendations in 336 pages.

According to the report, further development of Hong Kong manufacturing industries would rely mainly on more advanced industry-supporting facilities and technological backup services. However, due to the lack of overall planning and co-ordination, manufacturers could not independently participate in the more risky investments. Moreover, the need of governmental commitment in massive investment in technology was inevitable. The findings of the report are still applicable to the present situation in that a proactive and positive role of the government in formulating industrial development policy is earnestly urged.

I would like to analyze the basic principles of the industrial policy of the government by quoting a previous incident. The Chinese authority and the Atlantic

Richfield Corporation signed a memorandum in 1979 to undergo geophysical exploration in the southern waters of the Hainan Dao. The largest natural gas field in China was found located in Yinggehai. The Chinese government had the intention to include the Yinggehai natural gas exploration as one of the basic energy infrastructural projects under the seventh Five-Year Planning (1986-1990). It was widely known that The Hong Kong & China Gas Co. Ltd. was going to take part in establishing a 1,050 km long Canton-Hong Kong pipeline to supply natural gas for the two regions. Gas users in Hong Kong were excited (or worried) by the necessary change of suitable gas burners to welcome the commission of the project. The Report of the Advisory Committee on Diversification advised the government to prepare Hong Kong for such a giant project, by improving transport infrastructure, strengthening Hong Kong's role as the logistic base for opening up the Nanhai oilfields, and re-considering the establishment of oil refining facilities.

Unfortunately, the oil prices slumped in the international market in 1986 and the result of further exploration in Nanhai was disappointing, the project in Nanhai was consequently halted. Some of the proposals of the Report were therefore scrapped.

The incident gave us a lesson that even if we had a comprehensive planning, the outcome would still be unpredictable. Therefore, the non-intervention policy could prevent us from mis-allocating resources to a certain extent.

At the present stage, China is planning to supply Hong Kong with Yinggehai natural gas. Sources indicate that it is the China Light & Power Co. Ltd. which has won the supply of natural gas but not the Hong Kong & China Gas Co. Ltd. It shows that market competition works even in our public utilities sector.

To go further, the exploration of natural gas in Hainan Dao indicated the building up of economic relationship between Hong Kong and China. In fact, since the adoption of the open-door policy in China in the 80's and the rapid development of optimal utilization of land and labour resources in the two regions, the problems previously faced by Hong Kong manufacturing industries were solved. In formulating industrial policy, we believe that the government should give top priority to the economic relationship between the two regions.

It can be concluded that the "non-intervention" policy, the adoption of free mar-

ket competition and the development of China-Hong Kong economic linkage are the main components of the government's policy on Hong Kong industry. As the policy is passive in nature, the government can avoid making any significant mistakes. It only offers assistance to industry through the provision of basic infrastructural facilities, industrial land and education. The government, being a quiet observer, lets the market mechanism determine the survival of individual industries. However, the government maintains its stand even when the positive conditions enjoyed by the manufacturing industry are fading out and the economy enters a period of transformation. There is no everlasting strategy which can survive without modification, and we believe that it is the duty of the government in leading our industries to future development.

According to previous experience, the concrete contribution of the government to industries mainly focused on infrastructural supports, such as industrial land supply, manpower training, transport and communication facilities. Developmental supports mainly limited to consultancy and research studies which could never meet the ends of the fast growing information and technology.

Two incidents could illustrate such deficiency. In the capacity of the convener of OMELCO Trade and Industry Panel, I called a meeting on June 22 this year to investigate the development of our electronic data interchange system used in the trading sector. After the meeting, I released to the press that the panel in regard of the development of the projects was far from satisfied. In fact, we are far behind our competitors in term of trading facilities and this may weaken the response and competitiveness of our exports.

The delay in the launching of the "Applied Research and Development Scheme" is another example which demonstrates that our government is lacking experience in technological supports. The scheme was proposed by the Industry and Technology Development Council (ITDC) and managed by the Director of Industry with the objective to offer loans to industrialists in introducing industrial technology. The application of appropriation for the Scheme has been approved by the Finance Committee of the Legislative Council and the application was originally planned to go ahead in August this year. However, due to some legal technicalities, the scheme was postponed. From a strategic point of view, this reflects that the program was cau-



tiously planned, but practically, the incident implies that the government has insufficient experience in the provision of technical supports.

Summarized from the above examples, we can conclude that neither the infrastructural supports nor the provision of facilities for industrial development offered by the government is sufficient. In particular, the apprehension of advanced technology, on which the "Strategies for the Industrial Breakthrough" focused, is imminently needed.

In addition to the government's proactive involvement to improve our technology, we need every effort from the community as a whole. With the 'non-intervention' policy in Hong Kong, tax concession for private investment in technology seems more appropriate.

In the Legislative Council's debate last year, I proposed to offer tax concession to private enterprises to encourage the introduction of advanced technology. The government rejected the suggestion with the reason to avoid subsidizing any particular industries. However, I reiterated that tax concession was not a subsidy but was a policy which encouraged technological advancement, and it worked the same way as the provision of suitable industrial land and reliable communication network. In light of this, I affirmed that the government should reconsider the possibility of adjusting taxable profit and depreciation within the taxation policy.

Furthermore, the government is quite conservative in encouraging technology advancement by tax concession. In general, the recipients of donation granted by commercial institutes are confined to restricted faculties in recognized tertiary institutes. In other words, a donation would be entitled to obtain tax allowance only if the nature of business is similar to that of the recipients.

It is discovered that in the list of donation of the Chinese University of Hong Kong last year, most of the commercial donation satisfied the principle of tax concession specified as above; only a small part of donation did not specify the recipients of donation and the donation to unrelated faculties could rarely be found. The observation tells us that our tax policy is unreasonable and discourages commercial donation. It is because technology achievement usually benefits different kinds of business, and even the whole society; restriction on cross-business donation would only limit the opportunity of getting the allowance.



CMA President Mr Herbert Liang (front, 5th from right) receives a souvenir from the delegation from Wuhan.

My suggestions in tax concession are as follows:

1. The installation of hi-tech facilities could be 100% tax deductible. The ITDC should be responsible for setting up the criteria for tax deduction. The criteria should be based on the level of the technology instead of the nature of industry concerned;
2. To encourage long-term innovation in technology, expenditure in technological investment should be deducted from taxable profit;
3. Reduction of tariff imposed on importation of hi-tech facilities could facilitate technology transfer.

Generally speaking, the "industrial breakthrough strategy" is made up of three components: the scientific development, the spirit of entrepreneurship and the market mechanism. Regarding the role of the government, it should make an effort to improve the environment for technological investment by tax concession, to enhance its technological knowledge in order to offer guidance to the industry, and to establish a stable and healthy industrial basis in Hong Kong. Financial Secretary Mr Hamish Macleod has said that the "non-intervention" policy is outdated, we are long-waiting for his new economic and industrial policy.

## Delegation from Wuhan

A seven-member delegation led by Mr Xu Xue Xuan, the Vice-Chairman of

Wuhan Standing Committee CPPC, visited the Association on September 22. The delegation was received by CMA President Mr Herbert Liang; Executive Committee members Mr Yuong Mok Shing, Mr Lin Fai Shat; General Committee members Mr Chow Yun Sheung, Mr Peter Lee, Mr Lee Hung Tong, Mr Paul Chu, and Mr Steve Lau.

During the meeting, Mr Xu introduced the current economic and investment conditions in Wuhan. He welcomed CMA to visit Wuhan in early November as members would have a better understanding on the latest development and investment environment in Wuhan.

## Delegation from Chongqing

A seven-member delegation from Chongqing visited the Association on September 18. The delegation, led by Mr Xiao Yang, Secretary of CPC Chongqing Municipal Committee, was received by CMA Vice-President Mr Yip Hing Chung; General Committee members Mr Choy Tak Ho, Mr Paul Chu and Mr Chow Lam Boon.

The aim of the delegation was to improve the economic relationship between Hong Kong and Chongqing. During the meeting, Mr Xiao introduced the investment environment and the latest economic development in Chongqing and called for a closer relationship between the Association and YF International Limited, a state-owned enterprise in Hong Kong promoting investment in Chongqing.

## Delegation from Hubei

A 16-member delegation, led by Mr Han Hong Shu, Deputy Governor of Hubei Provincial People's Government, visited the Association on September 7 and was received by CMA President Mr Herbert Liang; Vice-President Mr Leung Nai Wing; Executive Committee members Mr Lo Chin, Mr Wong Ping Sai, Mr Liu Yu Ting; General Committee members Mr James Cheng, Mr Lee Chung Chiu, Mr Paul Chu; and Executive Secretary Miss Rita Tsui.

At the meeting, Mr Han said that Hubei could provide a satisfactory investment environment, in which the electricity supply, transportation and communication infrastructure ranked high among all places in China. He added that there were currently more than 800 enterprises with foreign investments in Hubei. Hong Kong and Macau, having established their partnership with Hubei for a long time, have been injecting investment into Hubei which represented more than 70% of the total foreign investment of the province. Mr Herbert Liang responded by saying that economic ties between Hong Kong and China would expand from coastal areas to inland areas and all places in China. He said that Hong Kong manufacturers were interested to know more about various places in China, particularly those inland areas like Hubei. Aiming at providing updated information to CMA members and at the invitation of Mr Guo Shu Yan, Governor of Hubei Provincial People's Government, the Association, according to Mr Liang, would organize a delegation to Hubei in November.

## Visit by the Central Institute of Socialism

A four-member delegation from the Chinese Central Institute of Socialism visited the Association on September 8. Led by Mr Ren Tao, Deputy Head of the Central Institute of Socialism, the delegation was received by CMA President Mr Herbert Liang; Vice-Presidents Mr Leung Nai Wing, Mr Chan Wing Kee, Mr Tommy Zau; Executive Committee members Mr Graham Cheng and Mr Liu Yu Ting.

Both parties exchanged views on the latest economic development in China, including land and properties sales and the Eighth Five-Year Plan. It is believed that China will maintain steady economic growth in the coming years and the living standard of the people will continue to improve.

## Delegation from North Sulawesi

A 21-member delegation from the Province of North Sulawesi, Indonesia visited the Association on September 11. Led by the Provincial Governor Mr C J Rantung, the delegation was received by CMA President Mr Herbert Liang; Vice-President Mr Tony Chau and Executive Committee member Mr Lee Sai Yick.

At the meeting, the delegates introduced the investment environment and the future infrastructure plan in North Sulawesi. They also invited CMA members to visit and invest in the province.

## CMA to Strengthen Ties with Inland Areas in China

CMA President Mr Herbert Liang revealed that the Association has recently increased the number of area committees responsible for liaising with various areas in Mainland China, so as to extend the coverage to all areas in China.

Mr Liang was speaking at the reception of a business introduction session hosted by Henan Province and Zhengzhou City on September 1. He said, "The Association will keep on developing relationship with coastal areas in China, while ties with inland areas will also be strengthened."

Early this year, in order to strengthen the economic and trade ties between Hong Kong and the rest of the world, the Association established eight area committees responsible for the liaison work with trade and industrial organizations of other places. In view of the close ties between

Hong Kong and China, the Association then established the Northern China Committee, the Eastern China Committee and the Southern China Committee. Subsequent to the further implementation of reforms in China as a result of Mr Deng Xiao Ping's trip to southern China and remarks made throughout the trip, some inland areas have also sped up the pace of reforms and opening. The Association recognized the need to increase the number of area committees for China, so as to establish ties with all places in China and to further facilitate economic and trade co-operation between Hong Kong and China.

Currently, there are four CMA area committees dealing with liaison work in China. They are the Northern China Committee, the Southern and South-Western China Committee, the Eastern and Central China Committee, and the North-Eastern and North-Western China Committee.

"The Association will keep on making efforts to explore more places in China with investment potentiality, to further assist Hong Kong manufacturers to invest in these places, and to contribute towards even more closer economic and trade co-operation between Hong Kong and China," said Mr Liang. He added that Henan Province was an ideal place worth investing by Hong Kong businessmen.

Henan Province is situated in the central part of China. It possesses an abundant supply of natural resources, convenient transportation and industries of various kinds and scales. Henan has a well-developed commercial sector, and is a centre for the flow of people, materials and information within China. Sufficient labour supply is another advantage which presents a promising future to the development of trade and industries in Henan.



Deputy Head of the Central Institute of Socialism, Mr Ren Tao (6th from left) presents a souvenir to CMA President Mr Herbert Liang (6th from right).



## Industry Affairs

### Safety and Health For Metal Products Industry

Accidents frequently occur in the metal products industry which is one of the machinery-intensive industries. The main cause of accidents is workers stepping on or crashing with obstacles. Besides, machinery itself and manual relocation of goods have also caused a lot of accidents. However, most of the accidents can be avoided by practising operational safety methods and providing suitable protective covering of machines. The following points are good references for the operating workers in avoiding accidents.

1. All machinery operators must know how to safely operate the machine and newly installed safety equipment. They should have thorough understanding of the danger which might arise from operating the new machine and the dangerous parts of the machine;
2. When the machine is working, there should be no cleaning or adjusting of the dangerous parts of the machine, and if necessary, the machine should be switched off first;
3. Pay full attention during the operation;
4. Working area must be clean and tidy and free of obstacles;
5. Use sweeper/broom to clean up rubbish instead of condensed air jet;
6. Repair and maintenance of machinery must be handled by qualified worker;
7. Operators must seek help from supervisors or other skilled workers for any queries on operating the machine;
8. Workers must be equipped with safety facilities, such as protectors for ears and eyes, provided by the employer;
9. Do not wear gloves while operating machine because gloves can easily be twined by the running machine. However, gloves must be worn when carrying heavy load or coarse materials;
10. Do not leave machines running unattended;
11. Workers have to be tidily dressed when operating the machine; do not wear

accessories such as scarfs, laces, rings, etc., to avoid being twined by the machine; workers must tie up long hair and wear protective cap;

12. When working with moulding machine, operators should not always leave their feet on the control panel to avoid accident arising from pressing on the panel by mistake;
13. Never try to stop the machine by using any parts of the body;
14. If irregularities like smoking, strange odour and sound occur, switch off the power immediately; and
15. If chips are produced and emitted during operation, eye-protector or protective screen must be worn.

(Source: Occupational Safety and Health Council)

### Materials Technology Directory

A directory, namely the *Materials Technology Directory*, which lists Hong Kong's education-based expertise in materials technology, has been published by The University of Hong Kong in 1992 June.

The directory contains the names of 68 academics from six tertiary institutions in Hong Kong, including City Polytechnic of Hong Kong, Hong Kong Baptist College, Hong Kong Polytechnic, The Chinese University of Hong Kong, The Hong Kong University of Science and Technology and The University of Hong Kong.

The directory starts with a keyword index which is an itemized list of techniques, materials, processes and applications in which Hong Kong tertiary institutions have staff members with specialist knowledge. The directory aims to assist industrialists in making contact with people who can help in solving problems. A staff information section is also included, which lists individual academic staff from a wide range of departments such as engineering, physics and applied biology, who are prepared to carry out consultancy work, together with their areas of skill and their present posts. The specialist knowledge available in Hong Kong tertiary institutions today ranges from that on atmospheric corrosion to electro-optics, fabric quality, fibre tests, inorganic chemistry, liquid crystals and service failure investigations.

According to Dr George W Greene of the Department of Mechanical Engineering, University of Hong Kong, materials technology is not currently widely recognized in Hong Kong and it is not likely in the near or distant future to develop new materials itself. However, as a user of these materials, there is a very large need for materials technology specialists in Hong Kong. The aim of publishing the directory is to make relevant expertise already existing in the polytechnics and universities more readily accessible in Hong Kong.

The directory is now available for sale at HK\$50 (postage inclusive per copy). Interested members please contact Mr Fred Li, Industrial Liaison Officer of The University of Hong Kong, at tel no. 859 7039.

### City Planning in Shenzhen

According to the international and local economic development plan and the speciality of Shenzhen, the city will gradually turn into a commercial, financial and high technological industrial area. By the year 2000, Shenzhen will have a population of three million people. With support from the Pearl River delta, Guangzhou and Hong Kong, it will become the leading external trading and financial centre. Furthermore, being the connection point of all major transport systems, it will definitely become the gem of southern China.

### City planning strategies

The development of Shenzhen depends very much on the development of Hong Kong and the Pearl River delta. In recent years, Hong Kong's developmental strategy has been changing rapidly in order to adapt to the international economic environment. According to a report issued by a Stanford research centre, Hong Kong is playing three major roles: working partner with China and a high-value added industrial centre, local and international financial centre, and a commercial and technology transfer centre. The labour-intensive processes of high technological productions will move into southern China. While Hong Kong is responsible for the design, information and marketing of products, China is responsible for the supply of technology and labour.

Hong Kong is the main source of for-

eign investments in Shenzhen. It introduces high volume of technological equipment into China. Furthermore, it provides connection with major international markets and helps China develop overseas markets. In return, Shenzhen provides Hong Kong with basic resources such as food products and other daily needs. For the benefits to both places, Shenzhen has to strengthen its development in the financial, commercial and technological sectors.

Because of its superb location and rich natural resources, the Pearl River delta becomes one of the three main areas open for economic development. This region includes seven cities namely Foshan, Jiangmen, Zhongshan, Dongguan, Guangzhou, Zhuhai and Shenzhen. Other major counties include Shunde and Nanhai. The total area is 43,399 sq km and it is the direct backup area for Shenzhen. The delta has great developmental potential and plays an important role in the future development of Shenzhen. Therefore, in the future planning of Shenzhen, it has to consider the development in Hong Kong and the delta region.

All strategic planning has to consider its impacts on the natural and artificial environment of the area. Shenzhen, being the nucleus of development in southern China, will further develop to the west, the north, the east and the whole province in different stages.

### Main areas for development in the next ten years

#### Futian Areas

Being the centre of the special economic zone, it will become the nucleus of city planning in Shenzhen. According to the Shenzhen economic development strategy in city planning and the second 'ten-year national economic development strategy', Futian would be developed into:

1. a landmark city of the 21st century;
2. financial, commercial and trading, communication, sales management, science and technology and residential centre; and
3. the international window to the Chinese economy and culture.

The city planning of Futian city shows that Shenzhen is becoming an international city. The detail planning is going on at present.

Futian city occupies 4,000 sq km and its population is 110,000. The total build-up

area is 12,220 million sq km.

### Shenzhen Bay

It is of superb geographic location and is a scenic area in the region. Its total area is 10.90 sq km and the population is 150,000. Total construction area is 8,000 sq km.

### New reclaimed Qianhai area

The total area is about ten sq km. It will be developed into a support centre for the port, ie cargo and transport, industry, trade and service centre. Detail planning is in progress.

(This article is extracted and translated from a paper presented in the Seminar on Urban Planning in Hong Kong and Shenzhen by Mr Sun Ke Gang, Deputy Director, Shenzhen Municipal Planning and Land Bureau.)

### Seminar on Voltage Upgrade for Industrial Users

The Association jointly organized a seminar on Voltage Upgrade for Industrial Users with the Electrical and Mechanical Services Department, the Chinese General Chamber of Commerce, the Federation of Hong Kong Industries, and the Hong Kong Chamber of Commerce on September 21 at the Studio Theatre of the Hong Kong Cultural Centre.

### Background on voltage upgrade

The Hong Kong government has introduced the legislation in 1990 regarding the upgrade of the existing supply voltages

at 200V AC single phase or 346V AC three-phase to 220V AC single phase and 380V AC three-phase respectively in six years' time. The main reason is that since Hong Kong is an international, commercial and economic centre, it would be beneficial to adapt to the international standard.

Voltage upgrade was divided into two phases. Phase one is from 1990 May to 1992 August which concerns the installation within government buildings. Phase two is from 1992 November to 1996 which concerns the installation in private as well as government buildings.

### Highlights of the seminar

Speakers from the Electrical and Mechanical Services Department (EMSD), the China Light & Power Co. Ltd. and the Hong Kong Institute of Engineers (HKIE) expressed their views regarding voltage upgrade.

Speakers from the EMSD gave an overview of this voltage upgrade exercise and their experience obtained during their in-house installation program. It was pointed out that minor inconvenience might occur during the initial period, but the program would benefit users on the long-term basis.

The actual upgrade program/schedule would follow closely the maintenance programs of the two electricity companies in order to avoid inconvenience to customers. The Supply Voltage Advisory Committee would closely monitor the program to ensure smooth progress of the plan.

The EMSD emphasized that there was no need to rewire the existing installation equipment and the electricity companies would notify individual customers well in advance of the upgrade.



Speaker from the Electrical and Mechanical Services Department speaks at the Seminar on Voltage Upgrade for Industrial Users.



The proposed Electricity Supply (Amendment) Regulation enables the Director of the EMSD to authorize the supply of electricity at the present voltage to a particular electrical installation either until a specific date or continuously if it is not practicable to convert it to the new voltage.

#### Benefits of voltage upgrade

Once the voltages are upgraded, individual users no longer need to design electrical equipment specially for the local market. It allows better choice of equipment for the consumers. Since a large percentage of equipment bought in the market is already of the proposed voltage, voltage upgrade will improve the equipment's performance, efficiency and life expectancy. The voltage upgrade will increase the maximum capacity of the whole electricity system. Because of this, industrial users can actually delay their investments in increasing their electrical installation capacity.

#### Government's experience in voltage upgrade

In 1989, the government conducted a survey in five government buildings. It studied the effects on the performance of electrical equipment, monitored changes in power consumption and the occurrence of any other adverse effects.

In regard to the performance of equipment, it did not lead to apparent damages, malfunctions or irregularities of equipment.

Results indicated that total power consumption increased by 2.5 to 5.2% in the surveyed buildings. However, it could not be concluded as the sole effect of voltage upgrade because a lot of new office equipment had been installed during the period of the survey.

Survey on factory buildings indicated that voltage upgrade did not cause any fire hazards. Also, voltage upgrades should not have any adverse effects on lifts or escalators. However, for better control, minor modifications could be made during regular monthly maintenance program at no extra cost.

During phase one of the voltage upgrade exercise, no special technical difficulty was found.

#### Conclusion from the EMSD

Until now, the results of all testing and survey greatly supported the voltage up-

grade. Users could easily realize the benefits once they found better efficiency in their equipment.

Voltage upgrade might lead to a short-term inconvenience but it will be beneficial to Hong Kong in the long run. Users could obtain more information through the promotional activities of the government and the enquiry hotlines of the two electricity companies.

#### Conclusion by the HKIE

From a long-term point of view, voltage upgrade could lower the wear and tear of electricity supply wiring, increase the efficiency of electricity transmission and the convenience in the design of electricity equipment, improve efficiency and save energy.

Most electrical equipment could continue to work safely after voltage upgrade. However, voltage upgrade might cause damages to some equipment because of design problems. Concerning important equipment, it was advisable to consult the professional.

Users could not overlook the point that voltage upgrade might increase power consumption. In that case, if the supply circuits were already insufficient or overloaded in capacity, the future increase within the circuits and the lowering of the insulation ability might be resulted.

#### Precautions on Theft by Stolen or Forged Cargo Document

Due to several recent cases in which large amounts of valuables were withdrawn by criminals from the container terminal, godown and victimized company using stolen or forged release order or cargo receipt, the Regional Crime Prevention Office of New Territories reminds manufacturers on the following points:

1. Review the existing procedures and practices in relation to cargo handling, in particular safe custody of related documents and blank forms. It is noted that some companies adopt a casual attitude and very often place these important documents at the "letter boxes" at open air trucking carparks in order to suit the convenience of drivers. This is indeed an invitation to the criminals. Similarly, leaving these documents in the goods vehicles is an extremely risky decision.

2. As far as possible, the driver's identity should be verified and recorded so that he can be traced if anything goes wrong.
3. It is suspected that a certain degree of inside information was exposed in the above stolen cases, such as delivery schedules and the location of storage place. This should be restricted to need-to-know basis.

For further information or enquiries, please contact Mr Stanley Wong, Regional Crime Prevention Officer of New Territories at tel no. 650 7361.

#### Education & Careers Expo '93

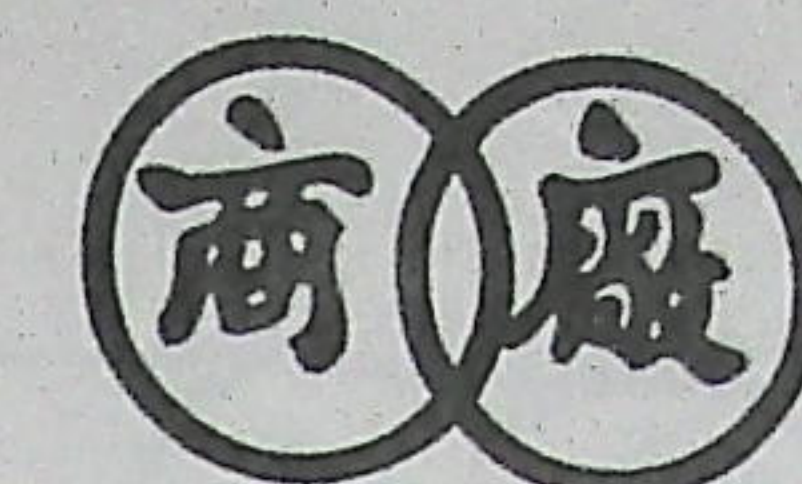
The Labour Department and the Hong Kong Trade Development Council will stage the Education & Career Expo '93 from 1993 February 18 to 21. The Expo will consist of two sections — the education section and the career section. They will present first-hand information on education and careers opportunities respectively. The Expo aims to help young people and job-seekers better plan their future. It will also be an opportunity for employers to publicize the wide range of careers they offer and to recruit young talents of Hong Kong. The event now welcomes local enterprises to participate by becoming one of the exhibitors. Interested parties please contact the Careers Advisory Service, Labour Department, at 16/F Southorn Centre, 130 Hennessy Road, Wanchai, Hong Kong or at tel no. 835 2044.

#### Unemployment Statistics

The seasonally adjusted unemployment rate for 1992 May to July was 2.1%, compared with 2.5% for the three months ending 1992 April and 2.3% for the same period a year earlier.

The seasonally adjusted number of unemployed persons in 1992 May to July was 59,600, compared with 70,300 in the three months ending 1992 April, and 65,900 in the corresponding period last year.

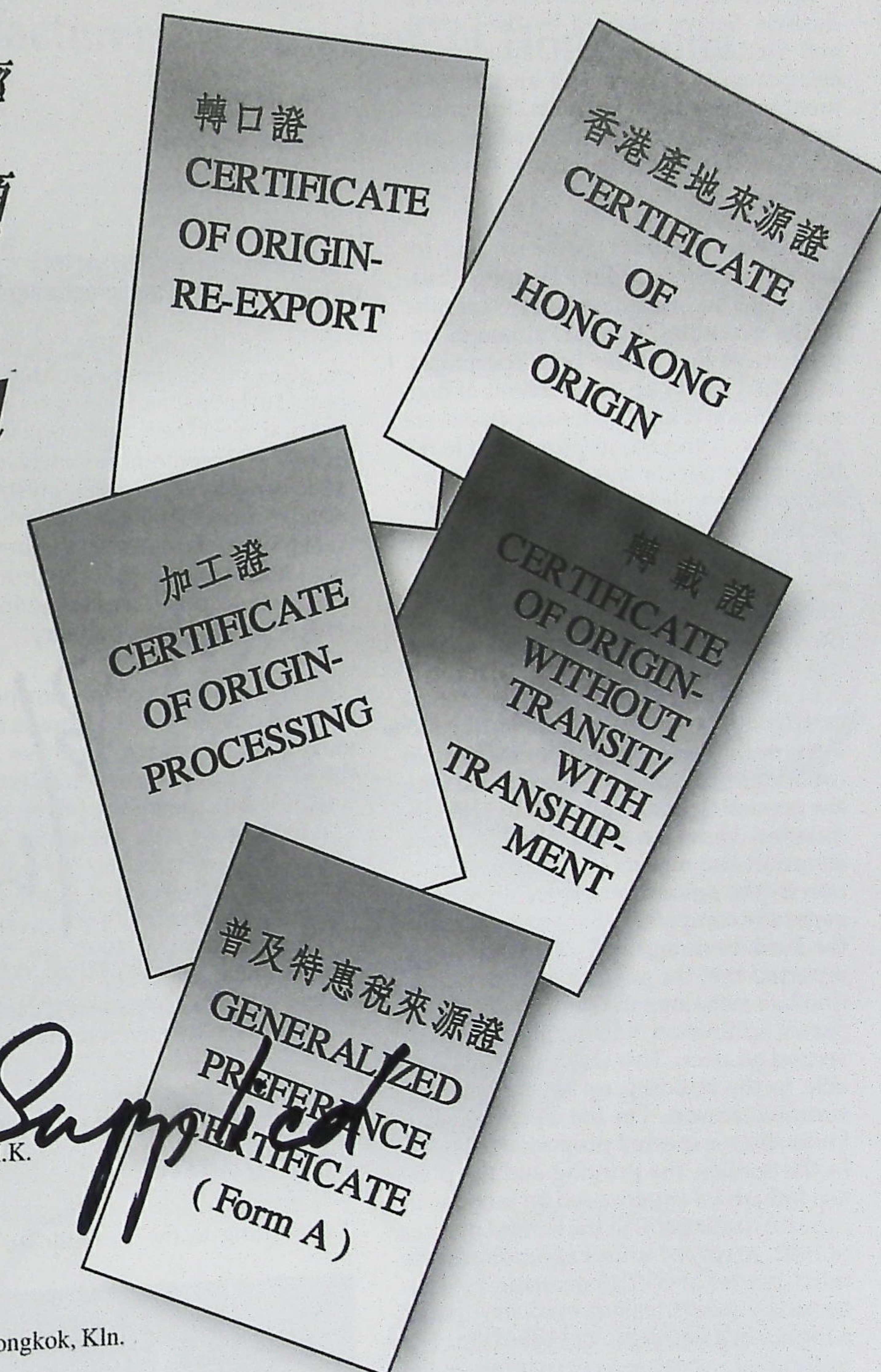
	1992 May-Jul	1992 Feb-Apr	1991 May-Jul
Unemployment rate	2.1%	2.5%	2.3%
Unemployed persons	59,600	70,300	65,900



## 香港中華廠商聯合會

The Chinese Manufacturers' Association of Hong Kong

香港中華廠商聯合會經  
香港政府授權簽發各類  
產地來源證  
CMA is authorized  
by the Hong Kong  
Government to  
issue all kinds of  
CERTIFICATES  
OF ORIGIN



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## Economy

### Business Performance in the 2nd Quarter

According to the *Report on Quarterly Business Survey* released by the Census and Statistics Department, manufacturers generally experienced an improvement in the general business situation in the second quarter of 1992 when compared with the first quarter of the same year.

Firms in the food, beverage and tobacco industry found the business situation in the second quarter of 1992 similar to the preceding quarter, although improvement had earlier been speculated. Increased worry on the problems of high wage rates and high materials prices were reported. Although improvement in the business situation was found in the textiles industry, it was not as good as expected. On the other hand, the watches and clocks industry, which had earlier expected the business situation to remain the same, actually experienced an improvement in the second quarter of 1992.

In the second quarter, the report indicated that firms in the manufacturing sector generally experienced an increase in capacity utilization when compared with the preceding quarter. For individual industries, views on the general business situation and reports on capacity utilization in the second quarter of 1992 were generally compatible. However, firms in the food, beverage and tobacco industry reported that the general business situation had remained the same although capacity utilization had increased in the second quarter. This was partly attributable to the building up of stocks in the summer season. On the other hand, a lower-than-expected proportion of firms in the textiles, the printing and the plastics industries experienced an increase in capacity utilization in the second quarter of 1992. In regard to the expectation in the third quarter of 1992, firms in most manufacturing industries surveyed anticipated a higher level of capacity utilization. For individual industries, speculation on the general business situation and capacity utilization were compatible.

During the quarter, firms in the manufacturing sector generally encountered the common problems of high wage rates and price competition. During the past few quarters, high wage rates emerged as the most widely reported problem in the sector. The problem was particularly prevalent in the printing, the electrical machinery and appliances, and the watches and clocks industries. The prob-

Industry	92 2nd quarter (in terms of months)	% change over 92 1st quarter	% change over 91 2nd quarter
All manufacturing industries	4.50	+0.7	+1.6
Wearing apparel	4.85	+1.3	+2.3
Textiles	2.36	-2.9	-
Plastic products	3.83	+12.3	+4.1
Fabricated metal products	4.46	+2.8	+5.9
Electrical & electronic products	5.56	+2.0	+3.3
others	3.96	+1.0	-3.4

#### Orders-on-hand of manufacturing industries

lem of insufficient business orders, which seemed to have somewhat eased off in the electrical machinery and appliances industry, had become more widely reported in the watches and clocks industry. The problem of high labour turnover had alleviated considerably in the printing industry. On the other hand, the problem of high material prices was becoming more serious in the plastics industry.

As regards the business prospects for the third quarter of 1992, firms in all individual manufacturing industries, except the wearing apparel and the textiles industries, anticipated the business situation to improve over the second quarter of 1992. In particular, an overwhelming proportion of firms in the plastics industry looked forward to an improvement in the third quarter of 1992. In contrast, firms in the wearing apparel and the textiles industries expected the general business situation to remain the same.

#### Orders Position in the 2nd Quarter

According to the monthly survey re-

sults released by the Census and Statistics Department, the average volume of orders-on-hand in the second quarter of 1992 increased by 0.7% and 1.6% when compared with the previous quarter and the same quarter in 1991 respectively. The results were obtained from the 200 largest manufacturing companies.

Compared with the preceding quarter, the average volume of orders-on-hand increased significantly in the plastics industry, with an increase of 12.3%. Except the textiles industry which decreased by 2.9%, industry categories like wearing apparel, fabricated metal products, electrical and electronic products and others all showed slight increases.

When compared with the same quarter in 1991, the textiles industry showed no change in orders-on-hand while industries such as wearing apparel, plastic products, fabricated metal products, electrical and electronic products all showed moderate increases.

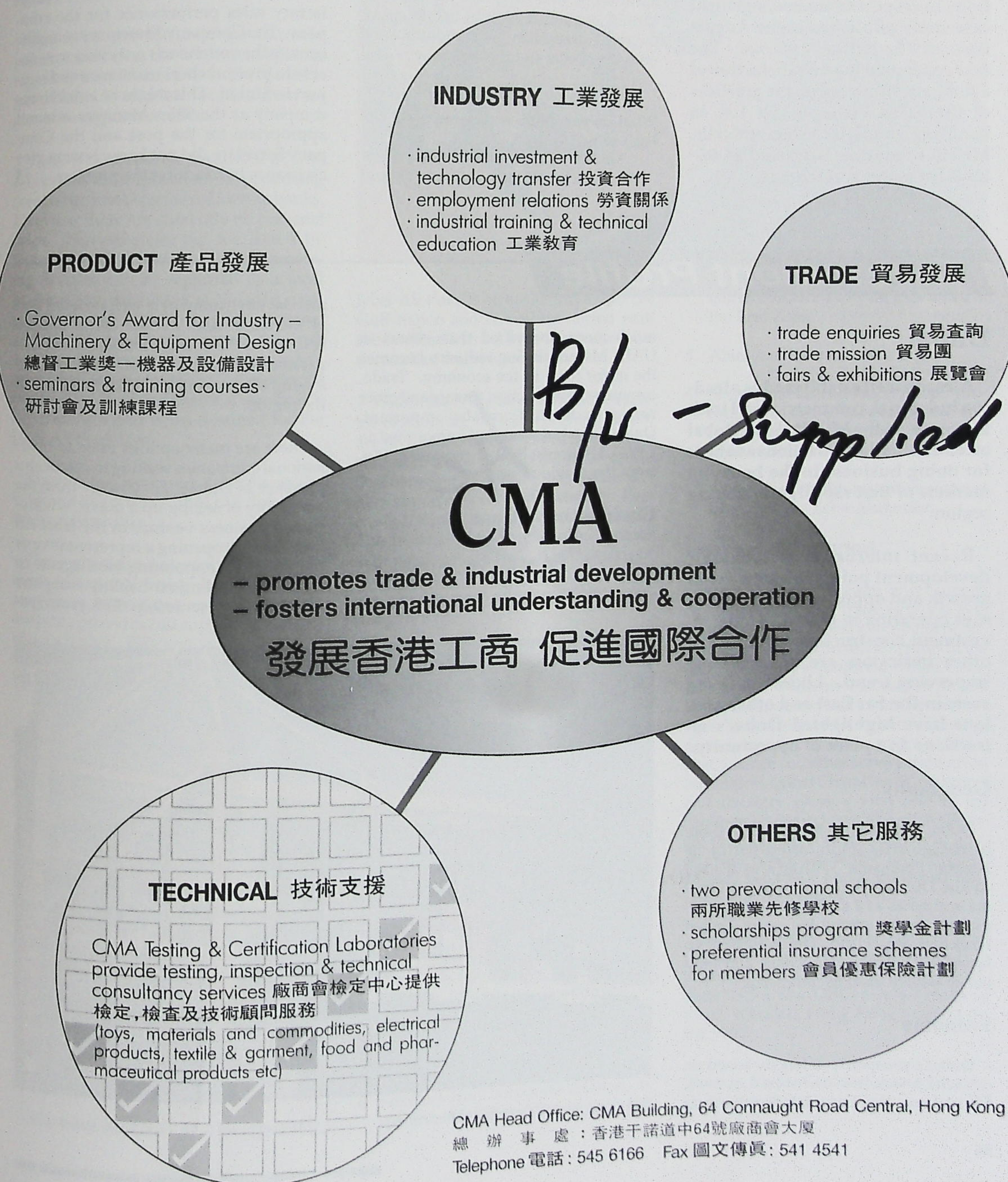
The average volume of orders-on-hand is measured in terms of the number of months and refers to orders outstanding as in the period of the reference quarter.



廠商專訊一九九二年十一月號 The Business Journal November 1992



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





## Business Management

### Reader's Suggestion to MDC Management Case Study

Mr Ho Yiu Hon, Marketing Development Manager of Weiss Cleansing Supplies Ltd. suggested solutions in respect of the management case study published in the August issue of *The Business Journal*. The case concerned the dissatisfaction of a company secretary on the practices of the Sales Manager, Mr Lai, in handling complaint letters and calls. Mr Ho's solution is briefed as follows for readers' reference.

Should the Company Secretary act differently, and how?


The Company Secretary should seek Mr Lai's opinions in handling the complaints letter and calls. She should set up a small group to classify the complaints and messages as well as assist Mr Lai in handling the piled up complaints. In addition, it was suggested that Mr Lai should acquire a mobile telephone or pager to strengthen the communication with the clients and the company.

What do you think was going on in Mr Lai's mind?

As a sales manager, Mr Lai should

mainly deal with the sales duties but not the services for the clients. Mr Lai might consider that the handling of complaint letters and calls was only office duties.

Does this case have any lessons to you?

The management in this company is poor. Mr Lai was the Sales Manager and thus his main duty was to achieve a satisfactory sales performance for the company. The Company Secretary seemed to convey the commands only and was unable to give practical assistance and support to Mr Lai. This might be a risk to the company as the Sales Manager was not appropriate for the post and the Company Secretary did not know how to give assistance in handling the problem. 

## Investment Profile

### Dubai

Already well established as a leading industrial, commercial and trading centre in the Middle East, Dubai offers unrivalled attractions as a base for doing business in the booming markets of that rapidly developing region.

Recent international economic development points to a new era of growth and opportunity for companies operating in Dubai. Trade, investment, construction activities and other indicators are on a sharply improving trend. Likewise, rising costs in the Far East and other markets have highlighted Dubai's attractions as a place of opportunity.

#### Geography

Dubai is located on the southern shore of the Gulf in the south-eastern part of the Arabian Peninsula. With an area of 3,885 sq km, Dubai is the second largest Emirate and ranks as a leading port and commercial centre among the seven United Arab Emirates (UAE). The 640,000 population in Dubai speaks Arabic and English is widely used in commerce.

#### Economy

Dubai's prosperity is largely based on oil, which was first discovered in 1966. Nowadays, the Emirate's economy is

much more diversified than others in UAE. Manufacturing industry becomes the major force in the economy. Trade, commerce, construction, finance and other service industries are also important. Dubai's total non-oil trade amounted to US\$11.1 billion in 1991, an increase of 15% from the previous year.

#### Business conditions

In Dubai, the authorities have deliberately sought to create an atmosphere which is conducive to business. The com-

mercial environment is well ordered and at the same time avoids being unduly restrictive. As a result, Dubai offers businessmen operating conditions which are among the most liberal and attractive in the region.

There are many options open to international companies seeking to establish a presence in Dubai. They range from the possibility of setting up a major, wholly-owned business venture in the Jebel Ali Free Zone, to opening a representative or branch office, appointing local agents or establishing a limited liability company with majority ownership (51% participa-



Dubai ranks as one of the world's leading entrepôts.

tion) by UAE nationals. However, Dubai government does not encourage the establishment of partnerships-en-commenda. The Licensing and Commercial Registration Department of the Dubai Municipality and the Ministry of Economy and Commerce are two authorized bodies for company licensing.

### Opportunities for regional offices

Under its pro-business government policies and being one of the most liberal regulatory environments in the Gulf region, Dubai is an ideal location for a regional headquarter office.

There is no corporate tax in Dubai. The exceptions are imposed on oil-producing companies and branches of foreign banks. Likewise, there are currently no personal taxes. Nevertheless, the fee levied by Dubai Municipality for issuing or renewing licences can be regarded as a local business tax, calculated at 10% of a company's annual rental for office premises and 5% of the annual rentals for staff accommodation. Import duties are very low, with exemptions on categories of product for food and medical use, building materials and items destined for the Jebel Ali Free Zone.

There is no exchange controls in the UAE and its currency, the UAE dirham, is freely convertible.

The sophisticated service sector, including international hotels, banks, accountancy firms, advertising agencies, consultants etc., provides full support to companies in Dubai. Efficient local and global telecommunications are readily available for today's business operation.

However, foreign companies are not allowed to own land in Dubai. All properties must be rented or leased for business purposes.

### The Jebel Ali Free Zone

The Jebel Ali Free Zone, a 100 sq km industrial park, was established in 1985. Meant to offer overseas companies the best package of investment incentives available in the Middle East, its creation provides a clear evidence of the Dubai government's commitment to the internationalization and diversification of the economy. Currently, over 360 companies operate in the Free Zone.

#### Strategic position

The Jebel Ali Free Zone, incorporating



Jebel Ali Port, is centrally located in the Gulf region and is well-connected with the Arabian market by a comprehensive network of well-paved roads.

Within the Free Zone is a harbour capable of handling any class of ships. There are 67 berths, over 15 km of quay and a container terminal with the most up-to-date handling equipment. Companies can also import/export goods through Port Rashid, some 35 km away, in Dubai itself. This port has 35 berths, including a modern container terminal. What time is of importance, Dubai International Airport can provide well organized cargo handling facilities.

#### Free Zone licences

Companies accepted for operation in the Free Zone will be granted one of the three licences: General, Special or National Industrial licence by the authority. These licences are valid whilst a company holds a current lease from the Free Zone Authority and are renewable annually as long as the lease is in force.

#### Incentives for investing

The Jebel Ali Free Zone offers a number of incentives to investors. These include:

1. 100% foreign ownership;
2. Exemption from all import duties;
3. 100% repatriation of capital and profits;
4. Freedom from corporate taxation, as applied throughout Dubai, with the


added bonus of a 15-year guarantee in the Free Zone;

5. Abundant inexpensive energy;
6. Simple and efficient recruitment procedures ensuring the availability of a competitive workforce of the required level of skills and experience; and
7. A high level of administrative support from the Free Zone Authority.

### Commercial support

Apart from the facilities of its superb communication and transportation systems which give Dubai a competitive advantage over other business centres in the Gulf, the newly established Dubai Commerce and Tourism Promotion Board which is a statutory body actively encourages investments in manufacturing, processing, distribution, trading, transport, finance and other service industries. In addition, Dubai Chamber of Commerce and Industry plays a vital role in the commercial and industrial life of the Emirate through the implementation of government policies designed to strengthen Dubai's economic and commercial relations with the outside world.

For more details, please contact Dubai Commerce and Tourism Promotion Board, c/o Dunning and Associates Ltd., Suite 1203-4, Shui On Centre, 6-8 Harbour Road, Wanchai, Hong Kong or at tel no. 802 9002.

(Source: Dubai Commerce and Tourism Promotion Board) 



## Product Standards

### EC Council Directive on General Product Safety

The European Community Council has recently adopted a Directive on general product safety to ensure that products placed on the market are safe. The salient features of the Directive are as follows:

1. In the Directive, product shall mean any product intended for consumers or likely to be used by consumers, supplied whether for consideration or not in the course of a commercial activity and whether new, used or re-conditioned.

Second-hand products supplied as antiques or as products to be repaired or re-conditioned prior to being used, are excluded from the scope of the Directive, provided that the supplier clearly informs the person to whom he supplies the product.

2. Producer, in the Directive, means:
  - a. the manufacturer of the product,

when he is established in the Community, and any other person presenting himself as the manufacturer by affixing to the product his name, trade mark or other distinctive mark, or the person who re-conditions the products;

- b. the manufacturer's representative, when the manufacturer is not established in the Community or, if there is no representative established in the Community, the importer of the product; and

- c. other professionals in the supply chain, in so far as their activities may affect the safety properties of a product placed on the market.

3. Producers are under an obligation to place only safe products on the mar-

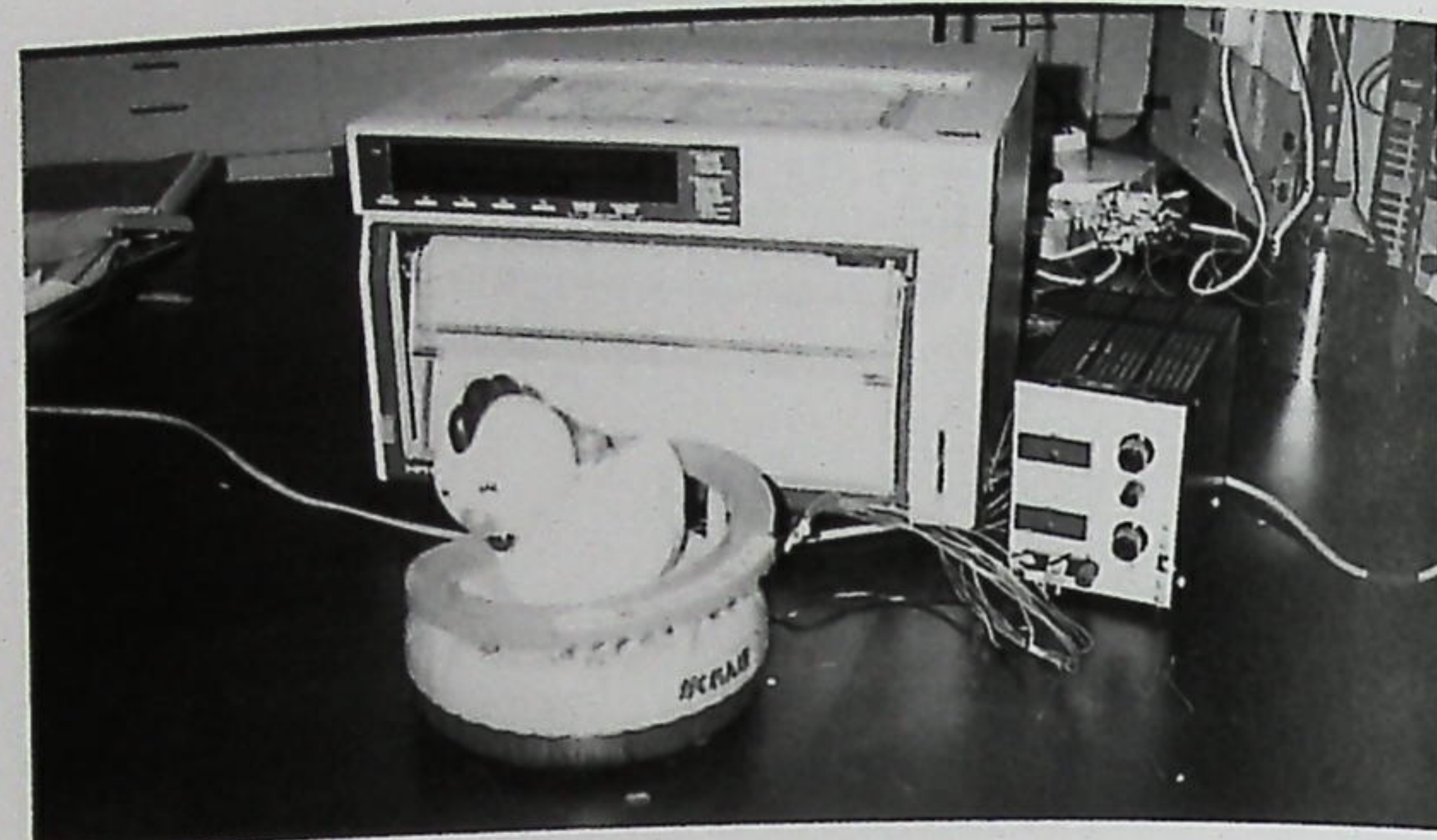
ket. Producers shall meet the general safety requirements as specified in the Directive.

4. Products supplied shall be in conformity with the general safety requirements as set out in the Directive.

5. The provisions adopted shall apply with effect from 1994 June 29.

For enquiries about the Directive, please contact Ms Vien Yuen of the Product Standards Information Bureau of the Industry Department at tel no. 829 4807.

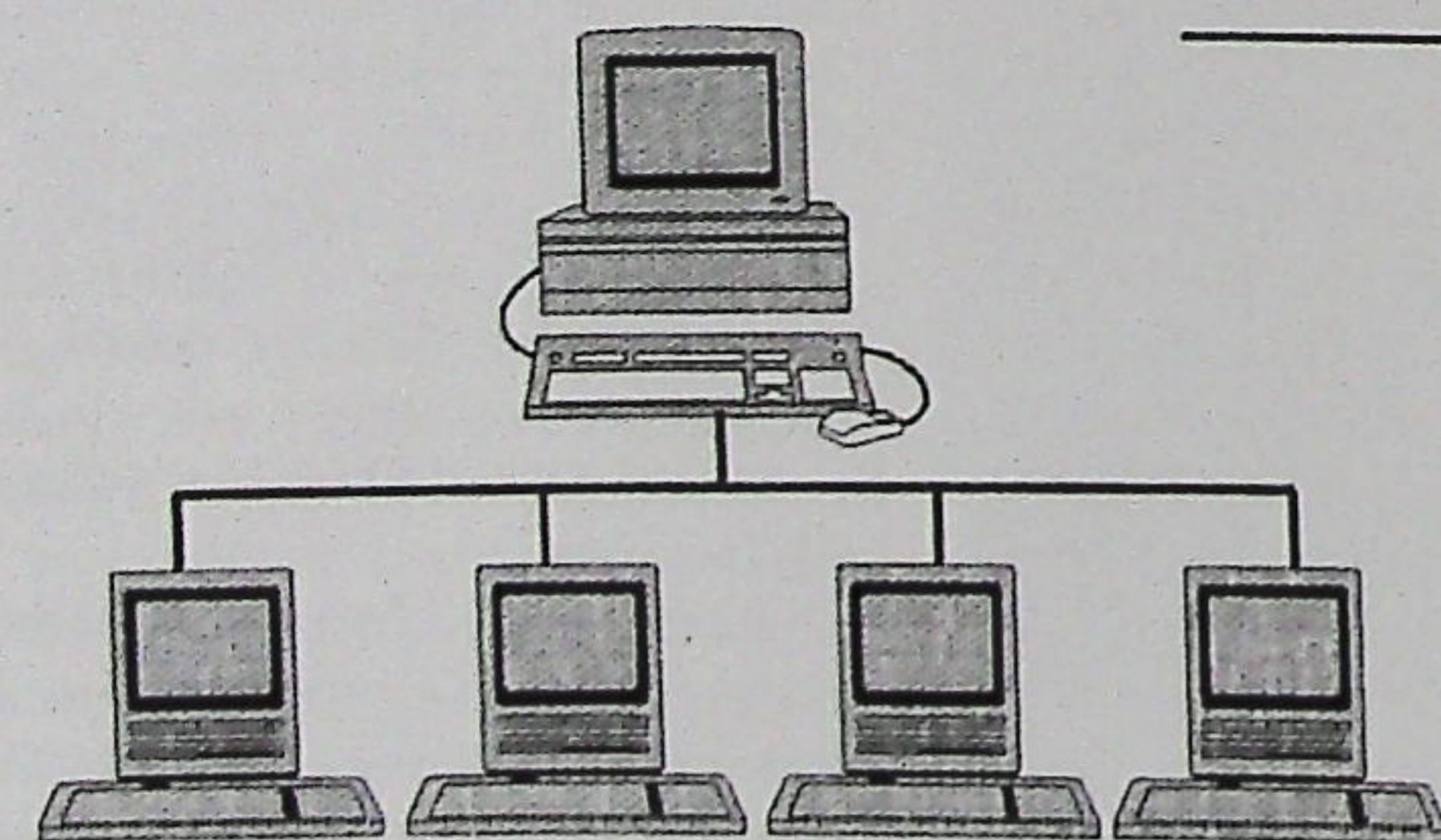
(Source: Industry Department)



**Multiable Company**

A PROFESSIONAL SERVICES ORGANIZATION

### 萬達寶 多用戶多功能電腦網絡系統



#### 會計系統 生產系統 銷售管理

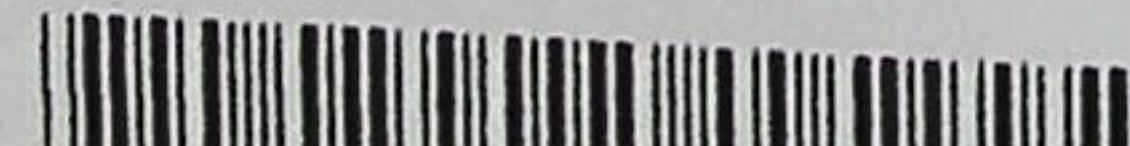
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|-------|-------|-------|
| —總賬   | —產品結構 | —報價單  |
| —應收賬  | —物料需求 | —銷售合約 |
| —應付賬  | —物料訂購 | —銷售分析 |
| —工程成本 | —存貨賬  |       |

- 多種貨幣 \* 另有電腦條碼打卡系統 \*

- 自動過賬 \* 專業程式設計員更能為貴公司度身訂造，編寫獨有電腦程式。\*

- 密碼保安 歡迎致電垂詢：

- 中 / 英文輸入



548 3908



548 3995

## Trade News

### International Standards — A Key to Open Markets

"Global technology standards are spearheading the movement towards open markets as political barriers to the free exchange of goods and services have come down," said the two world bodies responsible for developing the majority of voluntary International Standards.

The International Organization for Standardization (ISO) and the International Electrotechnical Commission (IEC) have chosen "International Standards — A key to open markets" as the theme for the World Standards Day (WSD) held on October 14.

"It is relevant that GATT refers directly to the value of International Standards," the Presidents of both organizations explained in their WSD message to national member bodies, governments and business. "Global traders need International Standards because they provide keys to re-shaping world trade for the benefit of all," they said.

Mr John A Hinds (President of AT&T International) of ISO, and Mr Richard E Brett (the former Chief Executive of the Australian Electrical Manufacturers Association) of IEC commented on the im-

plications of the changing world order to trade. "The elimination of trade barriers on both regional and world levels means closer and more comprehensive trade relations among nations. As the political barriers come down, the technical requirements for successful trade — whether previously existing or newly created — have become more obvious," they said.

Their remarks are particularly significant in the year when Eastern Europe is opening to world trade and developing countries are seeking greater access to market opportunities in the European Community and North America. These are important factors to reduce the enormous debts and to improve the economy of many such nations.

International Standards create the conditions for an open world market by establishing — through consensus — common specifications, and the terminology to express them, for suppliers and clients in cross-border trade, thus avoiding the creation of non-tariff barriers due to technically divergent standards from one country to another.

The Presidents of ISO and IEC gave two examples of the positive contribution that standardization is making to world trade: first, the ISO 9000 Series which offers a pan-industry model for evaluating quality management and assurance systems has been adopted in more than 100 countries; and second, the IEC administered certification schemes which rationalize

the process of verifying whether a product meets specifications by replacing the multiple and national assessment with a single and internationally recognized one.

The Presidents also emphasized the organizations' commitment to accelerate the pace of International Standards development in order to meet the emerging market needs. They noted, "New materials, such as composites and fine ceramics, are gaining rapid acceptance by industry, but still lack International Standards to characterize them."

"Environmentally friendly products and processes, and recyclable or biodegradable packaging are now firmly on the scene and in need of the scientific and technological benchmarks which International Standards can offer."

The ISO/IEC message concluded, "The open markets' doorway to global prosperity is before us. An important set of keys to our passage is provided by International Standards."

World Standards Day is celebrated annually and it is the 23rd occasion in 1992. This year, the event was held on October 14 in the ISO and IEC member countries. It is used to highlight significant aspects of the work carried out worldwide throughout the year by thousands of experts who collaborate to develop International Standards.

(Source: International Organization for Standardization)

## Market Report

### The UK Jeans Market

Jeans have acquired the status of "classic" in the fashion trade, making them more resilient than most of the other types of clothing when it comes to trends.

The growth in the sales of jeans has been maintained through innovations in

styling and finishing. Jeans are now a well-established fashion item and form part of many people's wardrobe.

The UK jeans market in 1990 was valued at £1 billion (HK\$13.09 billion), compared with £640 million (HK\$8.377 billion) in 1986. Some 60 million pairs are sold annually, with a breakdown of 30

million pairs sold to men, 16 million to women, and 14 million to children.

The production of jeans in UK has remained static at 25 million pairs. The Far East is the main source of low-end imported jeans, with Hong Kong leading in volume and value. However, China is expected to take over the lead as major source of supply because of its cheaper production. For imports of premium brands, Europe takes the lead.

The most important selection criteria in the purchase of jeans is value for money, followed by the make, brand, length of leg, colour and width of leg. New fabric treatment appears to be fairly low on the list of customers' priorities although manufacturers have invested a lot in it.

#### Trends

The jeans market is a mature one with a

	£ (HK \$) billion	Index	% Annual change
1991	1.05 (13.74)	100	-
1992	1.08 (14.14)	103	+2.9
1993	1.11 (14.53)	106	+2.8
1994	1.15 (15.05)	109	+3.6
1995	1.19 (15.58)	113	+4.0

UK jeans market forecast at constant 1991 price (source: Mintel)



stable base but the trend towards higher-priced, value-added jeans would maintain growth in value terms.

Fashion has a strong bearing on the market and in recent years, jeans have become the core of some fashion collections. Consumers in UK are willing to spend over £50 (HK\$654.5) for a pair of the latest style.

Jeans have become an important item of clothing worn in different ways by all age groups. In the over-30 group, there is a demand for darker shades of denim to go with the college "preppy" look in which this group associates with their past. "Green issues" will also have a bearing on the market. Natural dyes which do not damage the environment and natural cotton become advantageous sales points.

Over the period leading to the year 2001, the main growth sector of the population will be the 35 to 54 age group. Because of their commitments such as mortgages and children's education, they will spend less on clothing.

At the same time, with the decline forecasted in the teenagers group and consumers in their early 20's, manufacturers

will need to shift their focus on sectors of the population which expect a growth rate and likely to increase purchases. This would be the age groups of children and the elderly.

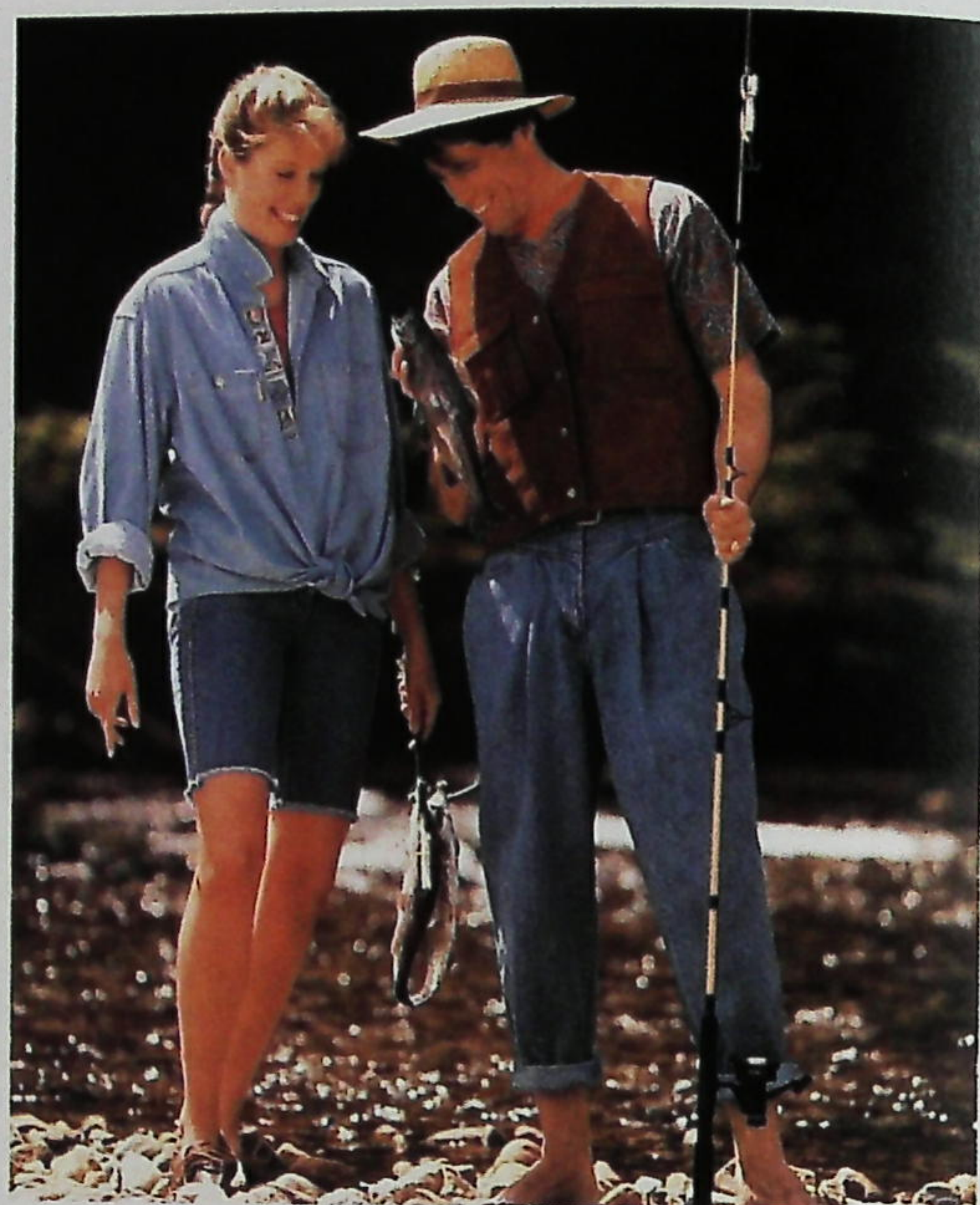
Research has shown that children begin to demonstrate an interest in fashion even as early as four years old. Refocussing strategic marketing on this age group may prove beneficial as brand loyalty is established at an early age.

At the other end of the scale, manufacturers may try to accommodate the needs of older consumers by launching jeans which are cut more generously.

Although the percentage of jeans-wearers of the UK population still lags some way behind that of continental Europe, the UK denim market is growing continu-

ously and the outlook is promising.

(Source: The Hong Kong Trade Development Council)



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## Exhibition News

Date	Event	Venue	Exhibits	Organizer
1992				
Nov 12-15	Investment & Trade '92	HK Convention & Exhibition Centre	Industrial investment promotion, trade promotion	Adsale Exhibition Services Ltd. Tel: 511 0511 Fax: 507 5014
Nov 19-22	1992 HK Ind'l Trade Fair	HK Convention & Exhibition Centre	CAD/CAM/CAE, cutting & welding machines, toolings, motors & generators, hydraulic equipment, pumps & valves, universal parts to environmental technology	HK Trade Fair Group Tel: 827 6211 Fax: 827 7831
Nov 23-26	Arab Plastic & Rubber Industry Trade Show	Dubai World Trade Centre, Dubai	Plastic and rubber products	Al Fajer Information & Services Tel: 9714 621 133 Fax: 9714 622 802
	Arab Industrial Machinery Show	Dubai World Trade Centre, Dubai	Industrial machines, part & accessories	Al Fajer Information & Services Tel: 9714 621 133 Fax: 9714 622 802
Nov 30-Dec 11	The 16th Int'l Expo '92	Expo Centre Sharjah, United Arab Emirates	Office and factory equipment, electronics, electrical plant & food processing	Expo Centre Sharjah Tel: 9716 391 888 Fax: 9716 392 888
Dec 1-5	Textile & Clothing Machinery Indonesia 1992	J F Kemayoran Int'l Exhibition Centre, Jakarta, Indonesia	Textile & clothing machineries	P T Pamerindo Buana Abadi Indonesia Tel: 21 325560 Fax: 21 331223
Dec 2-6	Dress Design	Shenzhen Int'l Exhibition Centre	Design samples, finished designs and finished garments	The Textile Industry Sub-Council of China Council for the Promotion of Int'l Trade c/o Shenzhen Int'l Exhibition Centre Tel: 0755 263 838 Fax: 0755 264 250
Dec 5-13	Home Decor & Safety Show '92	New World Plaza	Furniture & household appliances	Oriental Wesley Promotions Ltd. Tel: 807 7633 Fax: 570 5903
Dec 8-12	China Packprint 1992	Shenzhen Int'l Exhibition Centre	Printing machines & equipment	Corpo Int'l Services Tel: 541 9196 Fax: 545 7639

## Training Calendar

Date	Event	Venue	Organizer	Contact person/Tel no.
1992				
Nov 20	Supervisory Management Group Annual Conference	11/F, VTC Tower, 27 Wood Road, Wanchai	The Management Development Centre of Hong Kong	Mr Lucius Lai 836 1827
Nov 26	1992 Case Writer of the Year Award Ceremony	11/F, VTC Tower, 27 Wood Road, Wanchai	The Management Development Centre of Hong Kong	Mr Andy Welsh 836 1828
Nov 30	Hongkong Owner-Manager Association Monthly Workshop	11/F, VTC Tower, 27 Wood Road, Wanchai	The Management Development Centre of Hong Kong	Mr Sam Ying 836 1826



## 新會員 New Members

### 普通會員

#### Ordinary Members

新瑪德製造廠有限公司

董事長：孫志新

出品：家庭電器（如風筒、咖啡壺）  
Simatelex Mfg Co. Ltd.

Managing Director: Suen Chi Sun

Products: Household appliances eg  
hairdryers, coffee makers

高威焊機有限公司

董事：李永亮

出品：焊接設備

Godwin Electrical Ltd.

Director: Li Wing Leung

Products: Welding equipment

公源電腦商標公司

東主：馮炳祥

出品：電腦織嘜

Kung Yuen Computer Label Co.

Sole Proprietor: Fung Ping Cheung

Products: Woven label

開利勤製衣廠

董事：黃偉明

出品：成衣

Honeycomb Gmt Fty

Managing Director: William Wong

Products: Garment

德福（兄弟）織造廠有限公司

董事：鄭錦河

出品：針織成衣

Telford Knitters Ltd.

Director: Cheng Kam Ho

Products: Knitwear

新法銀器電鍍廠

東主：李光

出品：中式、西式銀器電鍍

Sun Fat Silverware Electroplating  
Service

Sole Proprietor: Lee Kwong

Products: Chinese & western style  
silverware electroplating

宏業昌盛織造廠有限公司

董事：陳寶財

出品：成衣

Winnersnit Knitters Ltd.

Director: Chan Po Choi

Products: Garment

邦力佳有限公司

執行董事：劉健東

出品：石英針錶

Bonica Precision Ltd.

Managing Director: Joseph Lau

Products: Quartz analog watches

沾勤有限公司

經理：陳紹勤

出品：食油

Jimfund Ltd.

Manager: Chan Siu Kan

Products: Edible oil

杜碧市場拓展公司

市務經理：陳世安

出品：食品

Top-Brite Marketing Services Ltd.

Marketing Manager: David Chan

Products: Food

偉鴻製衣廠

文員：林寶珍

出品：成衣

Wai Hung Gmt Fty

Clerk: Candy Lam

Products: Garment

德安製造廠有限公司

董事：陳聯坤

出品：針織成衣

Paragon Mfg Ltd.

Director: Chan Luen Kwun

Products: Knitwear

### 贊助會員

#### Associate Members

幸運兄弟實業公司

董事：張鵬飛

業務：雜貨貿易

Lucky Brother Ind'l Co.

Director: Peter Cheung

Nature of business: General trading

偉豪貿易公司

董事：李成豪

業務：玩具、各種禮品及印刷冊子

Viva Trading Co.

Director: Simon Li

Nature of business: Toys, all kinds of gift  
items & catalog  
printing

魁北克政府辦事處

首席專員：D. Bonifacio

Quebec Government

Agent for Quebec: D. Bonifacio

鴻輝有限公司

董事：陳志堅

業務：飲品

Gofree Ltd.

Director: Chan Chi Kin

Nature of business: Beverage trading

富力精密有限公司

執行董事：劉健東

業務：手錶零件及錶殼

Fulex Precision Ltd.

Managing Director: Joseph Lau

Nature of business: Watch components &  
case

Inter-Continental Certification

Consultancy Ltd. (ICCC)

董事：Wolfgang Arhelger

業務：產品安全檢定服務

Inter-Continental Certification

Consultancy Ltd. (ICCC)

Director: Wolfgang Arhelger

Nature of business: Technical consultancy  
for safety approval &  
certification

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1993年日記簿套裝（日記簿及記事簿）（A+B）	\$115		
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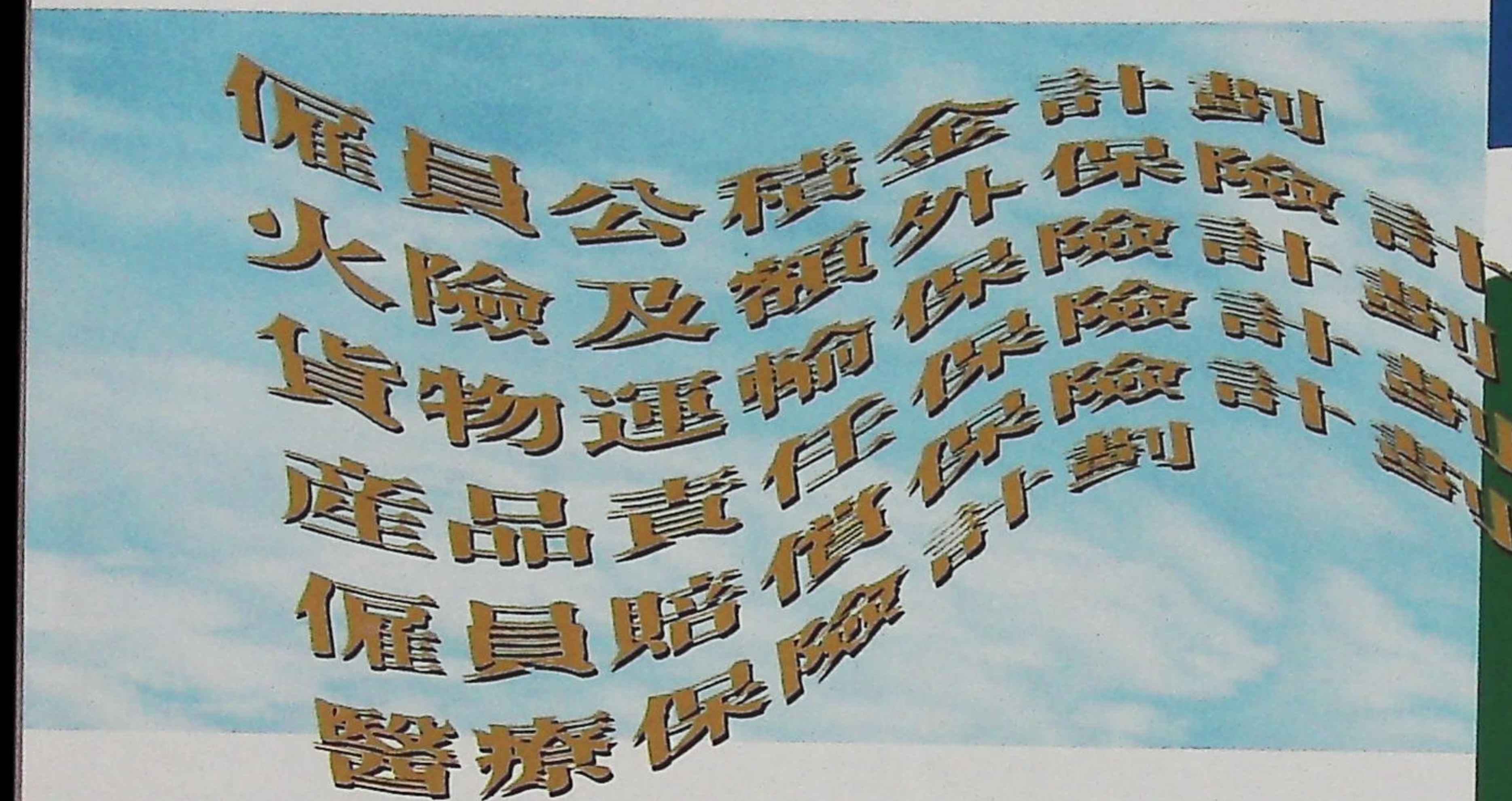
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# 及時行事 事半功倍

香港中華廠商聯合會 竭誠為會員提供：



## 目的

- \* 集中一定數量之商號
- \* 減低保險費用
- \* 免除與多間保險公司週旋之煩惱

## 特點

- \* 保費優惠合理
- \* 承保範圍廣泛
- \* 由信譽昭著之保險公司承保
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## 查詢



喜齡有限公司 楊國文先生  
電話：571 2018 圖文傳真：887 9765



香港中華廠商聯合會 劉尉倫小姐  
電話：542 8600 圖文傳真：541 4541

請寄回：喜齡有限公司 香港英皇道260號怡安中心17樓

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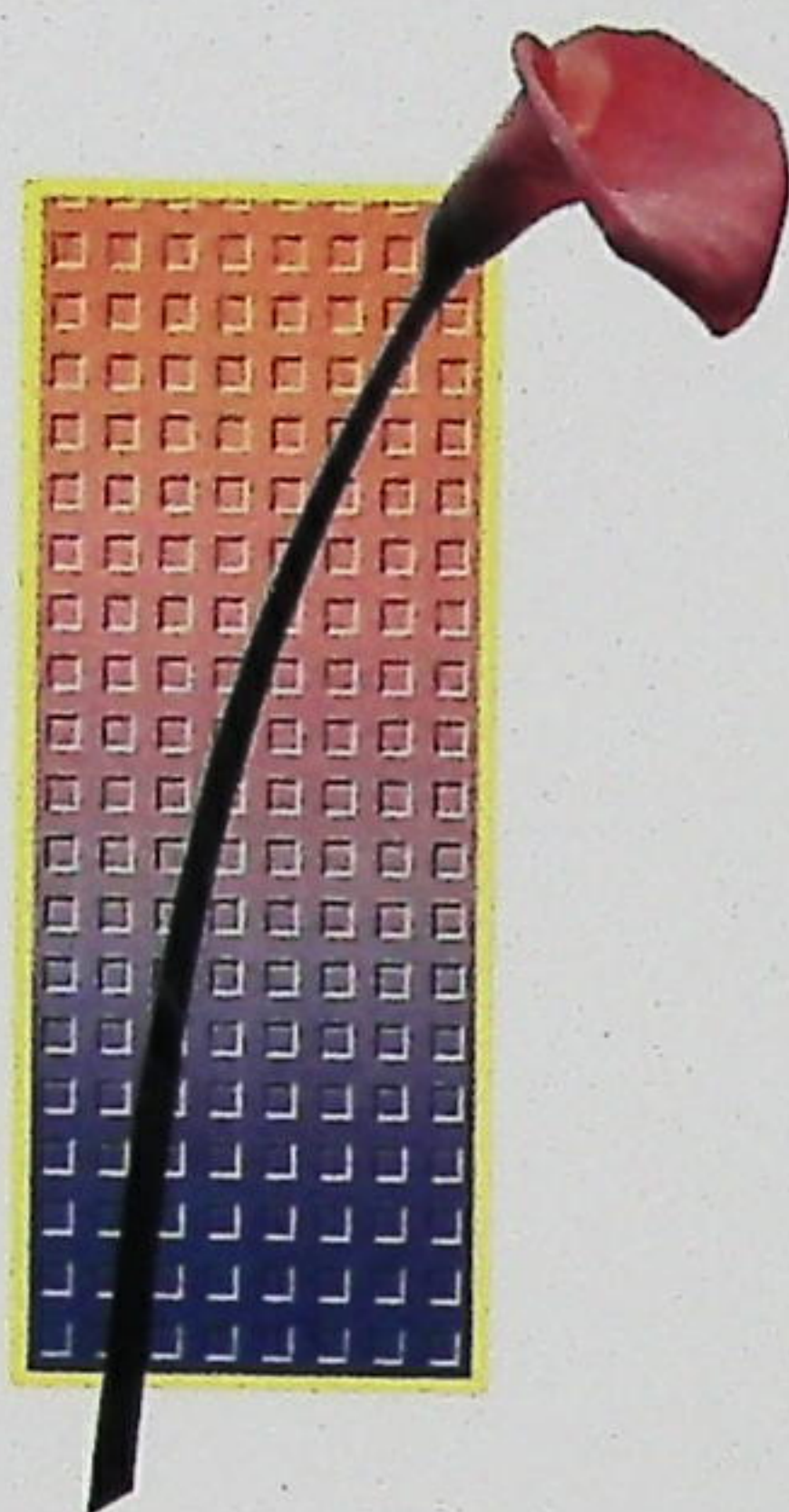
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美倫美奐的材料設備



- 外牆 —— 白色瓦光瓷片及玻璃幕牆。
- 樓面 —— 室內辦公室鋪設雲石或地氈，住宅設柚木地板。
- 入口大堂 —— 大堂鋪設雲石/花崗石及假天花。
- 各層電梯大堂 —— 地面及牆身均鋪設花崗石及雲石。
- 門窗 —— 每戶大門均用實心柚木門，其餘選用雙面柚木夾板門。
- 廚房 —— 設有煤氣管道，內設廚櫃不銹鋼高級水盆、抽氣扇及抽油煙機，廚房/洗手間地面為釉面磚、牆身為美術圖案磁磚；另每戶洗手間設有電熱水器。
- 衛生潔具 —— 均採用名廠美國標準牌浴缸、坐廁、洗面盆；而洗面盆結合鏡連燈設計及雲石臺面。
- 電梯 —— 大廈內設五部日立/三菱電梯，另商場採用奧的斯/日立自動扶手電梯。
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- 電話 —— 大廈內備有電話總機；另500門分機。單位內設有暗線電制及預留電話線；更可代住客申請國際電話線。
- 電視 —— 大廈設有公共天線；可接收香港及衛星電視。

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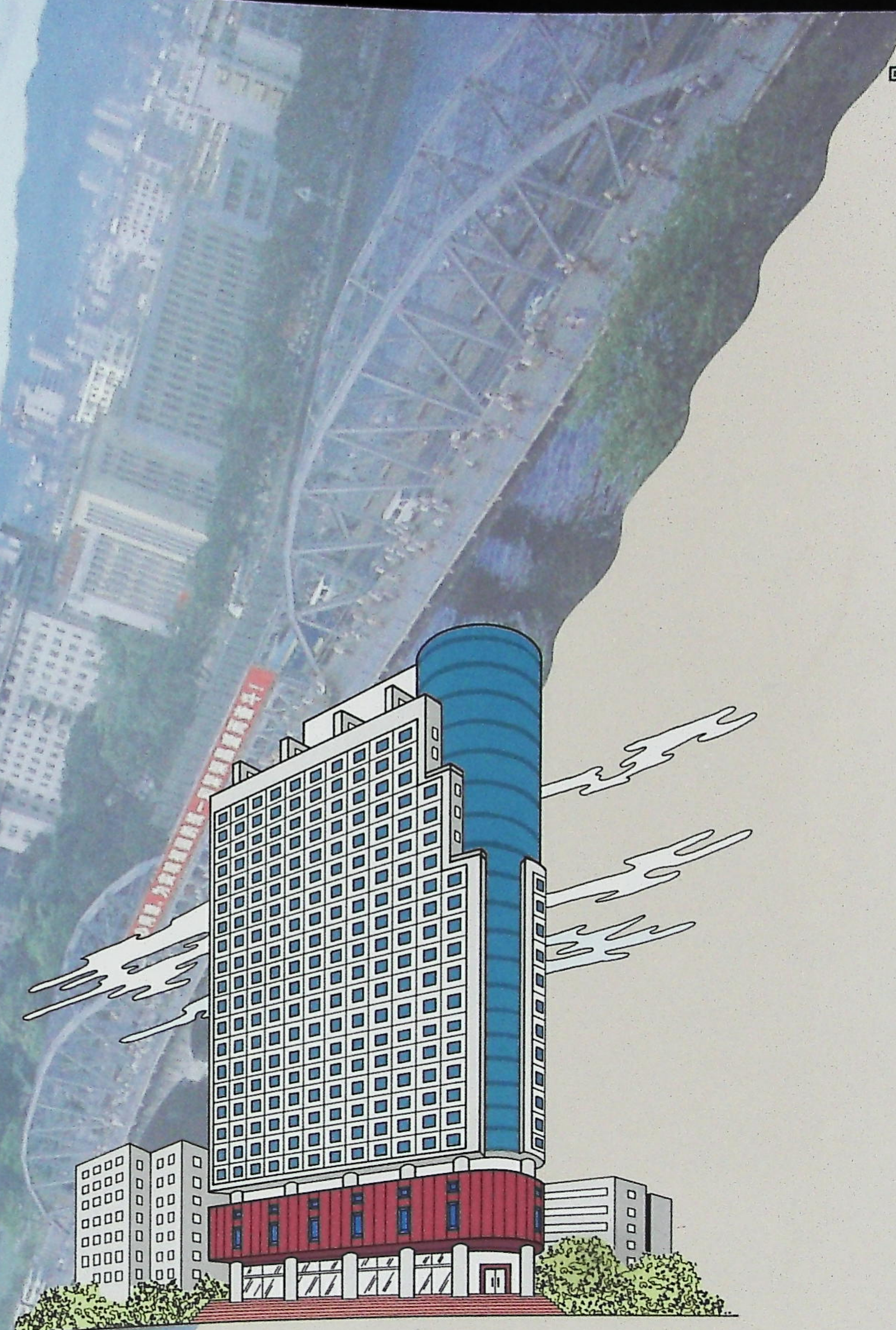
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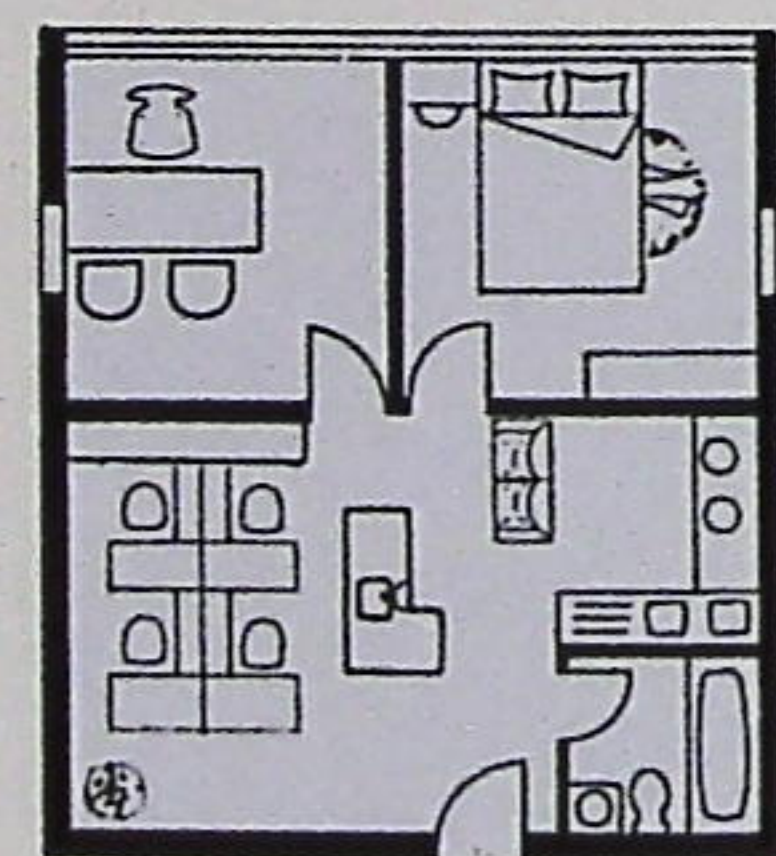
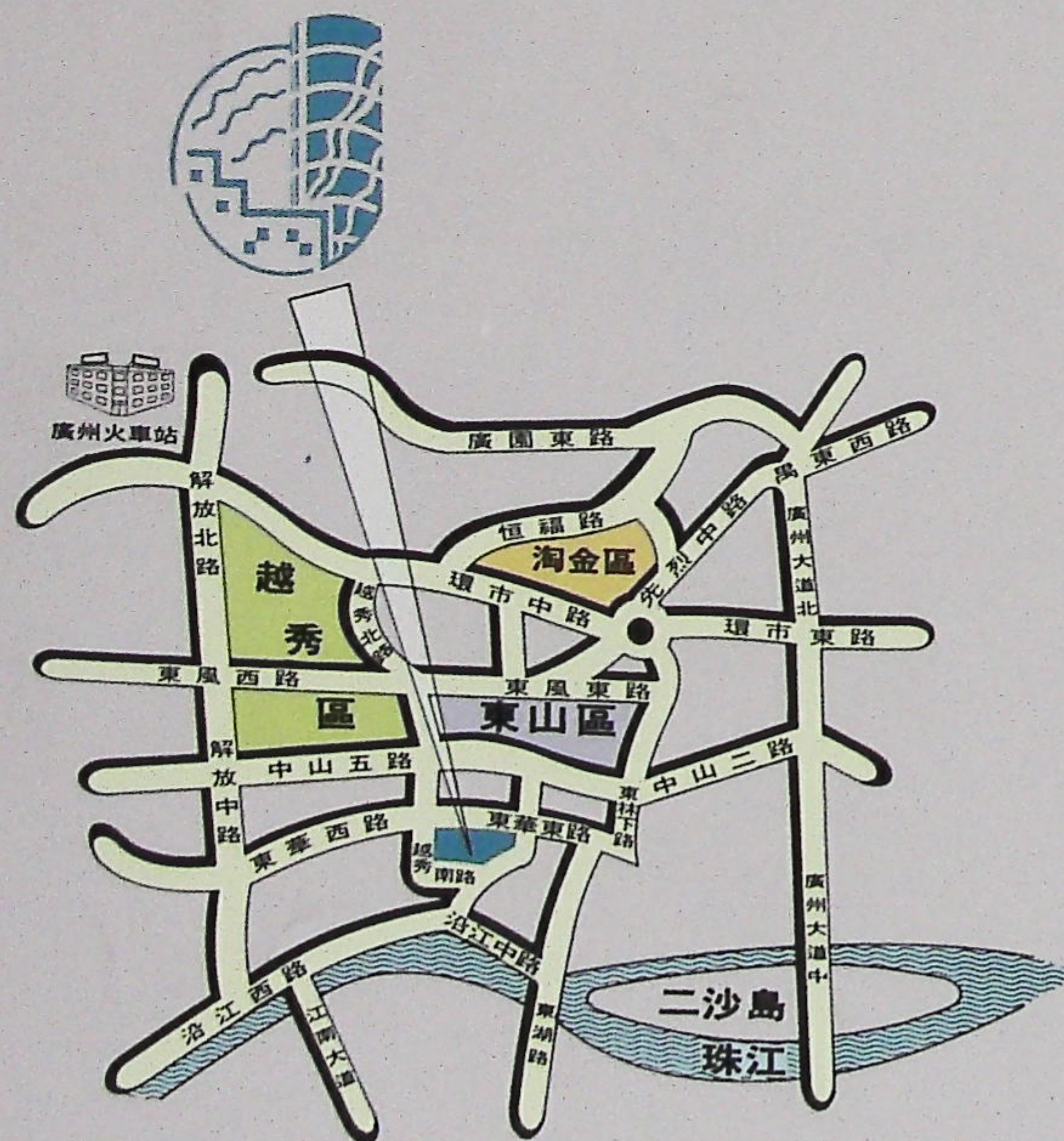
# 顯赫輝煌 十足氣派 商住齊備 一箭雙鵰

• 首創靈活式獨立商住間隔

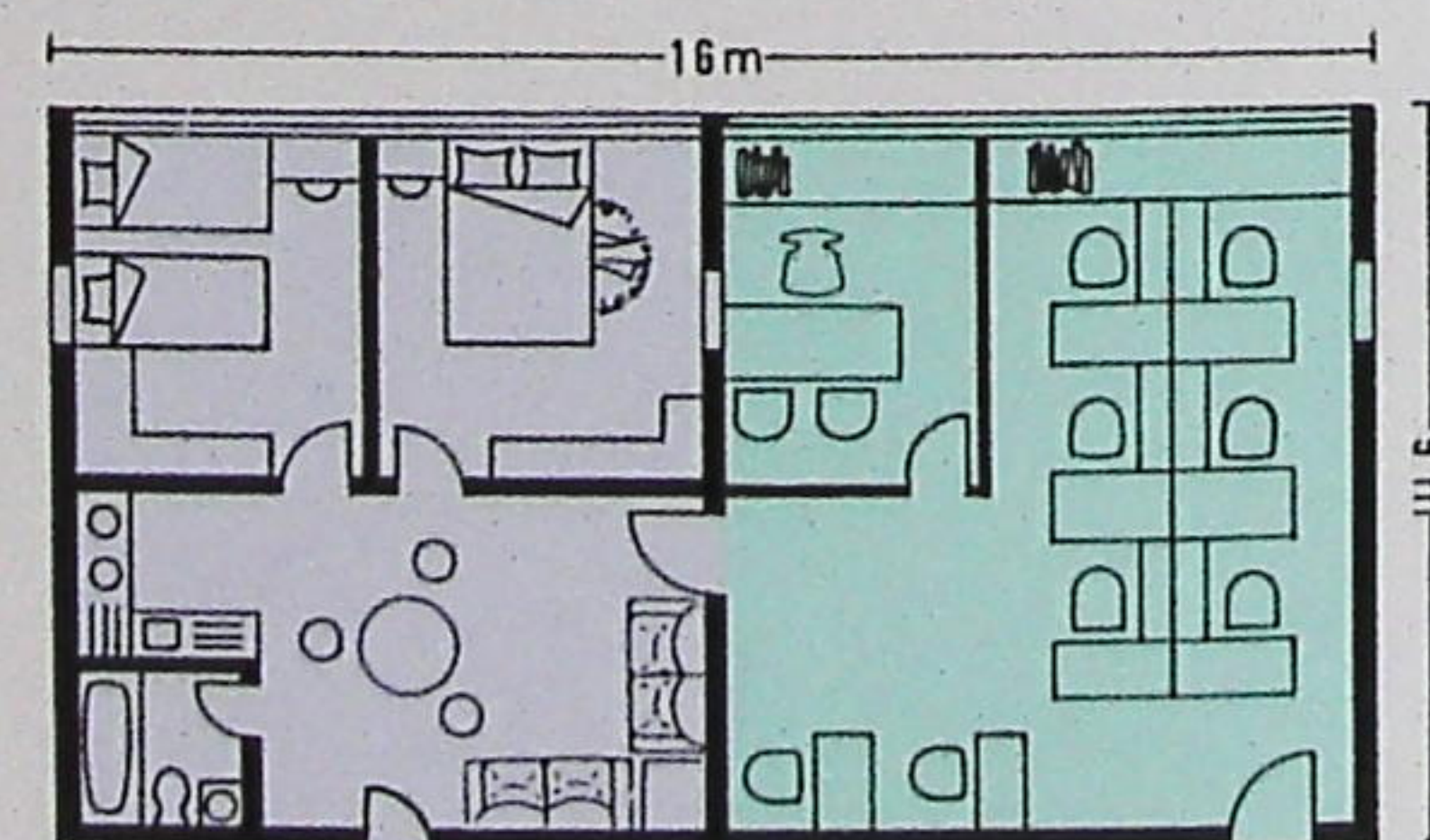
## 金建

國際商貿大廈打破傳統商住的通用間隔，獨立分開辦公室及住宅空間，讓從商要員既可擁有寬闊之辦公環境，又可享受愜意的住宿居所；而且間隔靈活，可隨需要劃分空間大小，締造個人理想的商住用途。

樓高29層之金建國際商貿大廈，外牆採用玻璃網幕，氣象萬千；傍河而建，壯麗珠江河景更是一覽無遺。大廈本身設有中央冷氣，附設地庫停車場，設備層，以及5層廣達6萬呎之大型購物商場；內有高級食府、中西餐廳、卡拉OK、歌舞廳等等，百業薈萃，繁榮興旺。坐落之東山區乃風水寶地，佔盡地利，加上鄰近淘金區，前往廣州直通車站只需10分鐘，將來地鐵工程完成，往返地鐵站亦只為10分鐘路程，交通便捷，確為宜工宜商之理想之選。



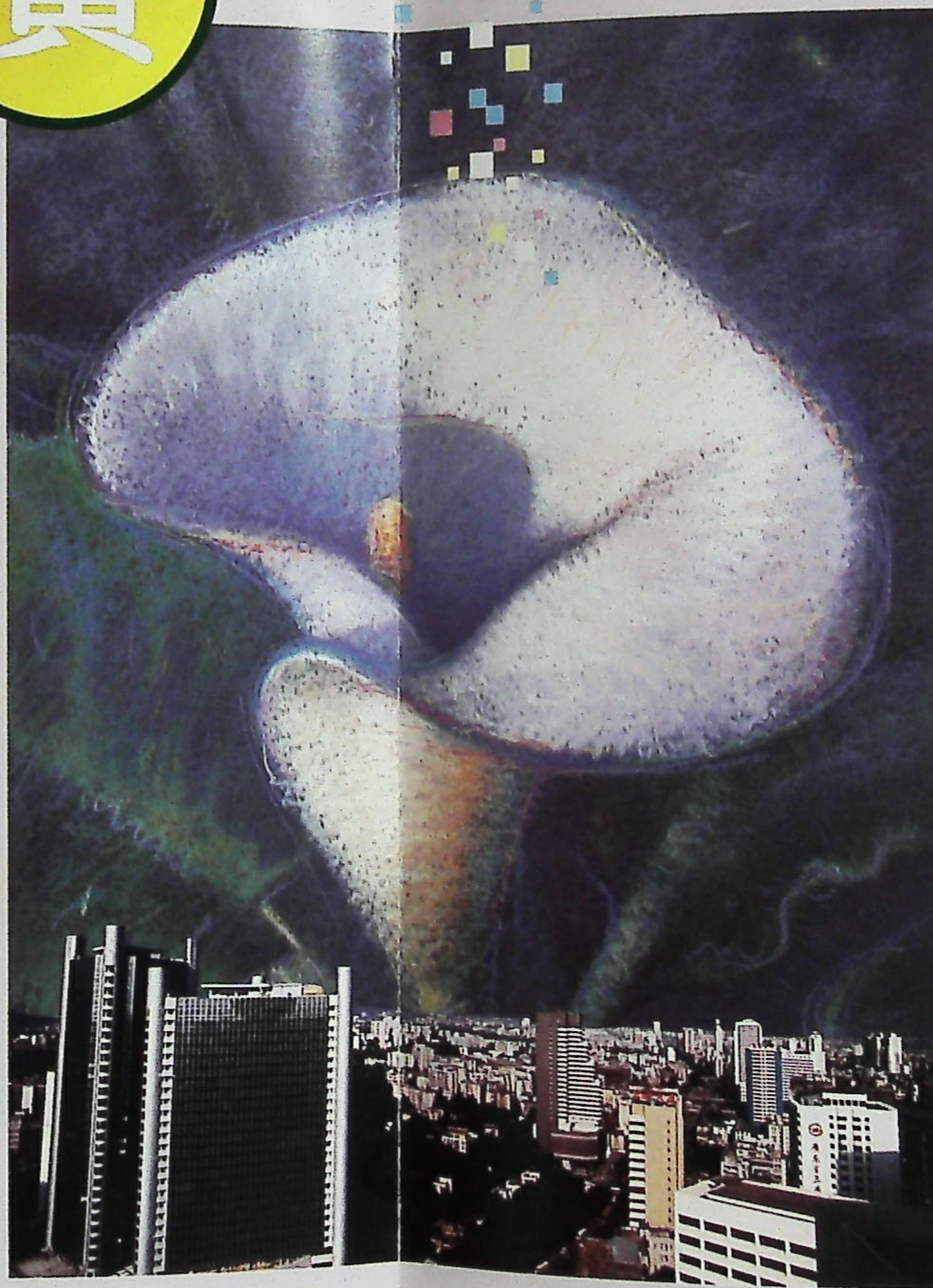
A型商住平面圖



B型商住平面圖

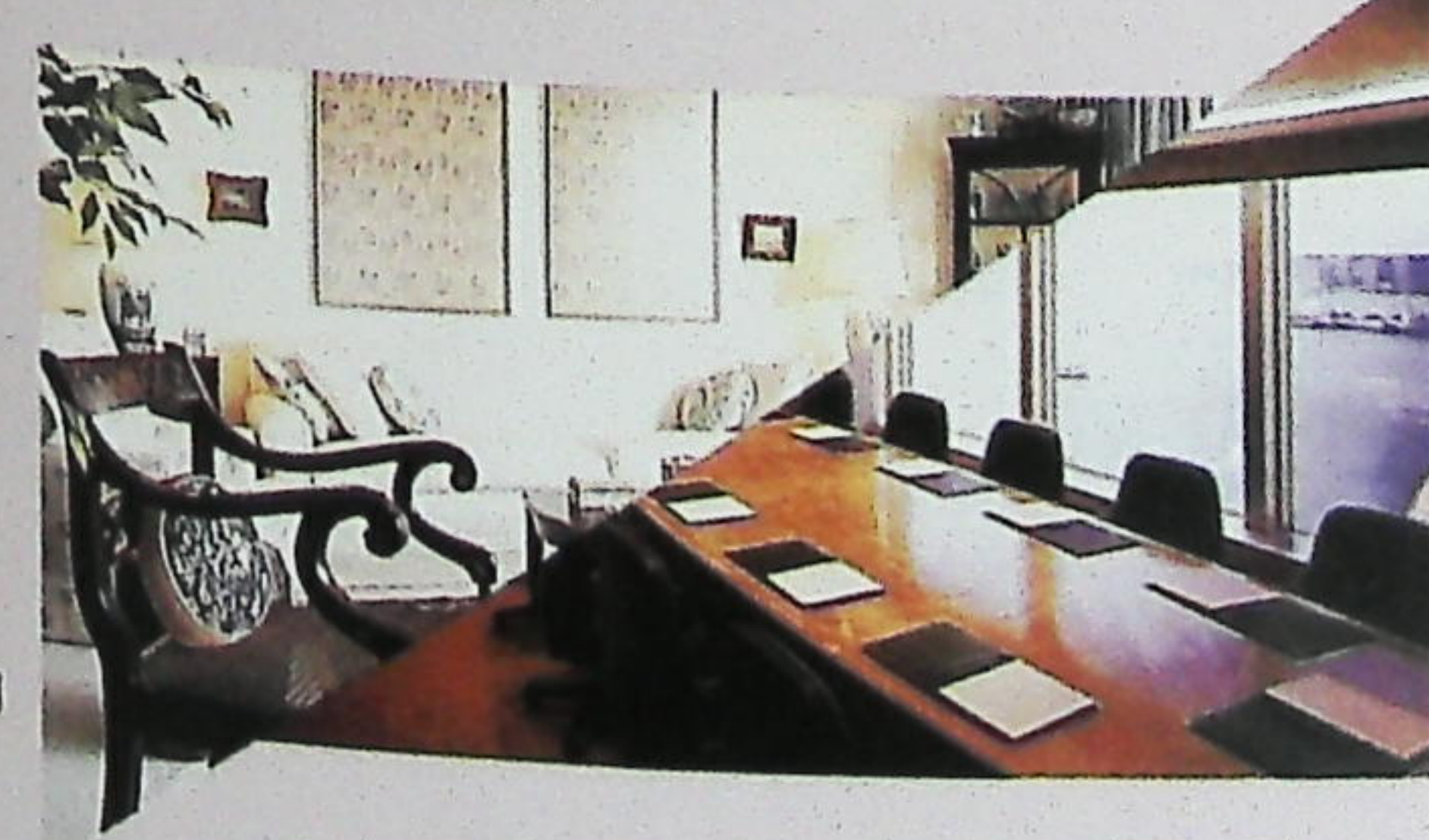
# 廣

州市~盛放着繁華異采...



廣州堪稱華南交通樞紐，近年迅速發展，金融銀行、商貿中心、五星級酒店、飲食娛樂場所等等，繁榮程度媲美美國國際城市。設備完善，外商雲集，是最具升值潛力的投資環境。

商用/自住單位圖片



廣州國際機場



交易會

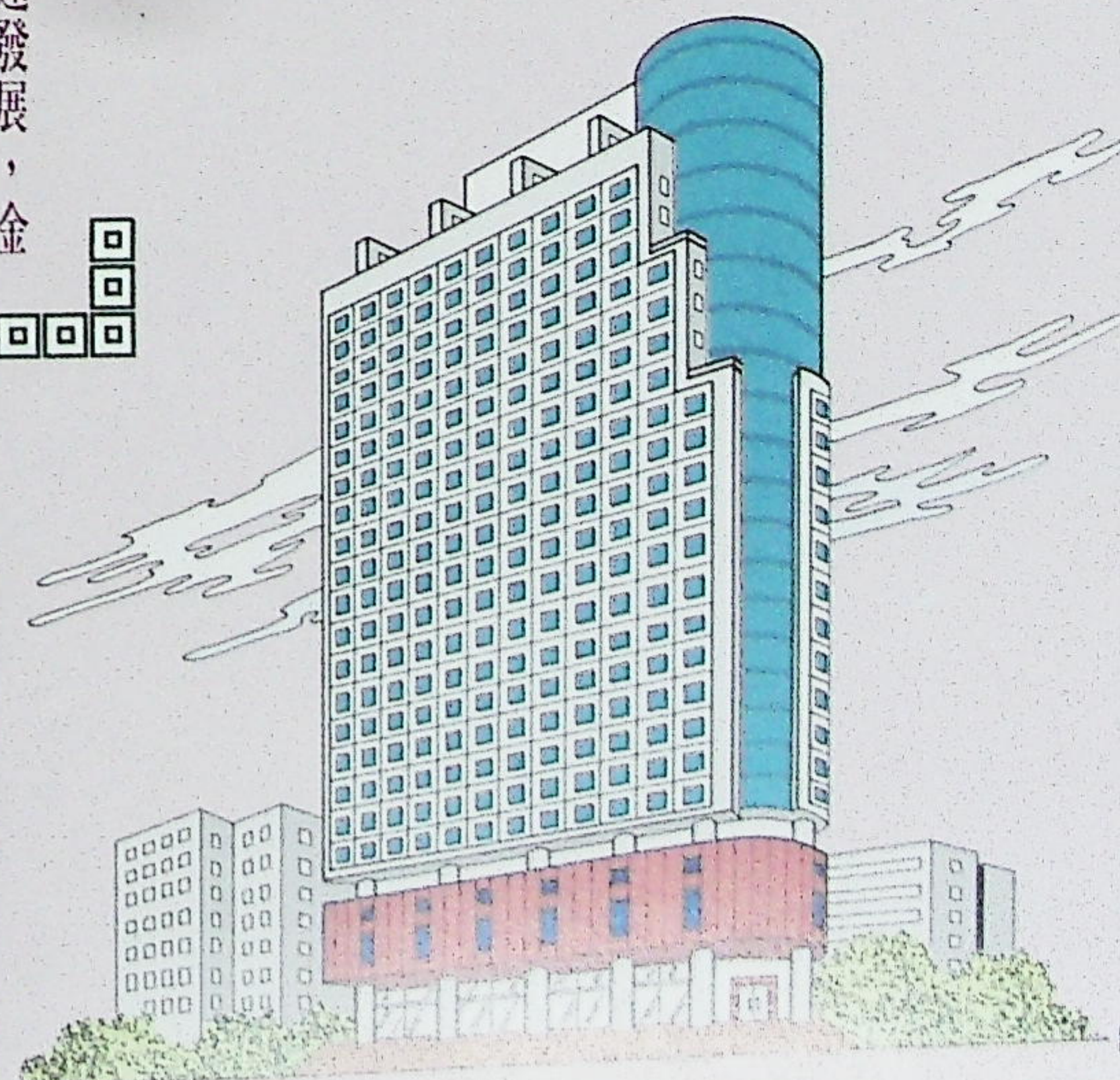


廣州火車站



由於毗鄰港澳，從廣州往返香港每日有多班飛機、直通車、飛翔船緊密接駁，交通方便；將來之廣珠高速公路通車與廣九鐵路電器化，更令廣州經濟發展迅速起飛。

盡覽珠江河  
顯赫氣派創先河



本圖為宣傳圖，不作為法律文件，請以政府批准圖則及法律文件為準





敬啓者：

本公司投資發展之“廣州金建國際商貿大廈”，爲一幢二十九層玻璃幕牆的高級“辦公式”商住大廈，位處廣州市中心白雲路111號地段，其一帶規劃完善，路面平坦寬闊，綠蔭兩旁，加上建成後三面單邊，視野遼闊，盡覽珠江河全景，必定是別具氣勢，自然成爲該區的典範。

本“辦公式”商住大廈之間隔設計獨特，佈局新穎，每個單位均集“辦公間”及“住房公寓”雙用途於一體，而且間隔靈活，可作多種型合不同需求之變化組合。一則適合閣下之商務需求，二能解決貴公司派駐廣州員工的住宿問題，可謂一屋二用，價廉物美。

廣州市現時之寫字樓極其短缺，實際供應量不足，加上部份單位在樓盤公開發售時落入炒家身上，形成真正用家無“用武之地”。縱而大量湧擠到各類賓館、酒店等旅遊設施中，直接影響旅遊業之發展，又因酒店房間面積細小，設備不足而嚴重影響各大商務機構的日常業務運作。另方面，更造成樓盤在炒家炒賣下，樓價不斷大幅提升，加重真正用戶的負擔，花費更多額外金錢搶購昂貴日益短缺的辦公間。

本集團有鑒於此，定於正式公開發售前，特函直接通知在廣州設有辦事處之各大金融、商貿等機構，先作預早訂購，保障貴公司能直接以合理、優惠之價格，優先購得一個合適實用、寬敞顯赫的辦公住宅雙用途單位。另方面，本集團更給與閣下信心保證，由香港上海匯豐銀行首次爲廣州物業提供按揭貸款。

如蒙貴公司有此需求，請親臨香港灣仔告士打道一佰零八號大新金融中心三十八樓或電8022366“奔德置業有限公司”登記查詢。

此致

奔德置業有限公司  
(奔德集團全資附屬機構)

一九九二年十一月十八日