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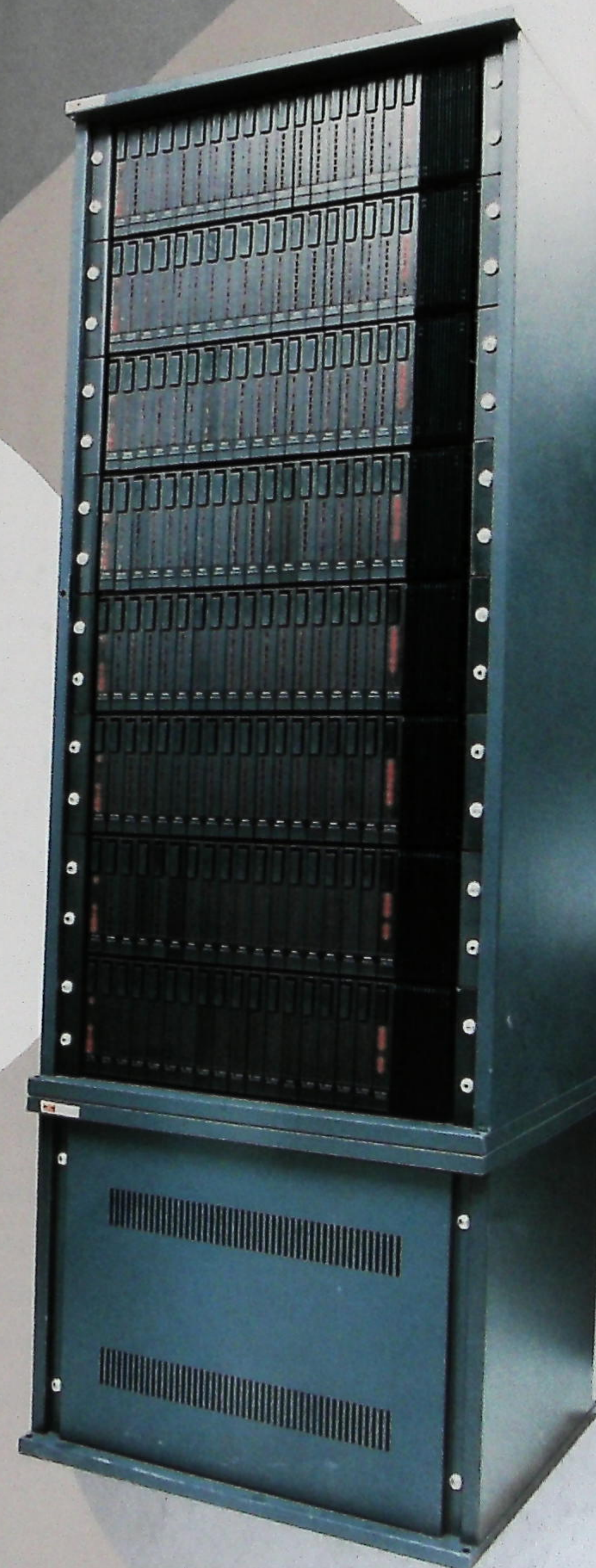
全數字交換機

榮獲

一九九二年

總督工業獎

C 1024 Digital
Switch won
Governor's Award
for Industry 1992



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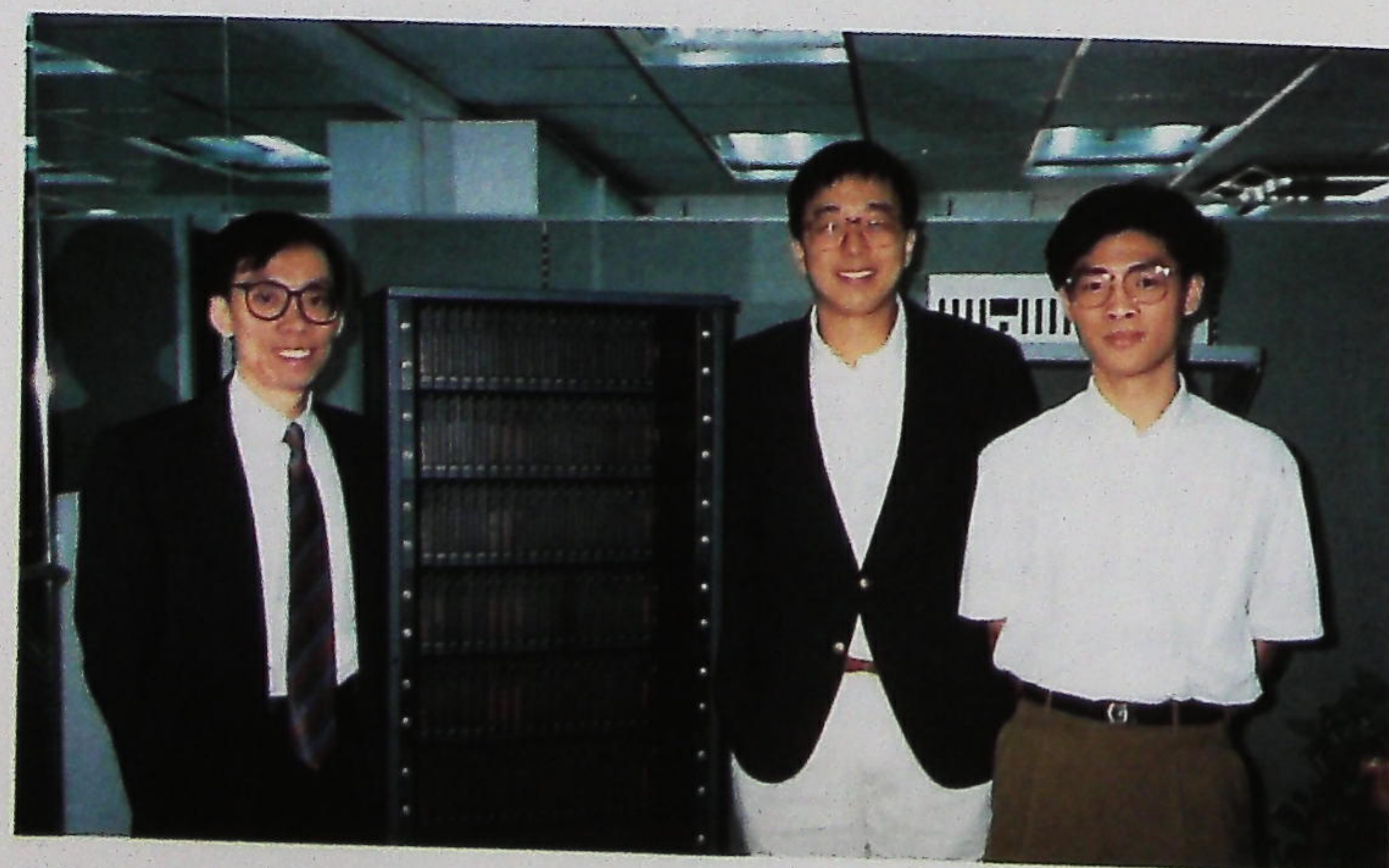
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一九九二年總督工業獎 機器及設備設計比賽

本會於一九八九年首辦總督工業獎——機器及設備設計比賽，並一直為其主辦機構。今年，該項比賽同樣得到熱烈支持，入選作品皆是高質素及尖端的設計。

總督工業獎是由港督設立，旨在促進工業多元化及鼓勵廠商提高產品的競爭力，並公開表揚成就傑出的廠商。

比賽分為五個組別，分別是生產機器及設備；生產工具之配件及零件；科學儀器、計量儀器、控制及測試設備及其配件或零件；辦公室文儀用具（包括電腦）及通訊器材及雜項類。每組最優異之作品均獲評審委員會頒發廠商會獎，其中最傑出的作品將榮獲總督工業獎——機器及設備設計。



電腦通訊控制有限公司董事陳肇斌（左）、董事總經理王知康（中）及工程師曹偉強（右）介紹他們榮獲總督工業獎——機器及設備設計的C1024全數字交換機。

評審委員會於九月八日進行最後評審；而頒獎典禮則於十二月九日舉行，並由港督彭定康頒發大獎予各得獎者。為此，今期《廠商專訊》特別訪問了機器及設備設計獎和廠商會獎的得獎者。

九二總督工業獎——機器及設備設計得獎產品

電腦通訊控制有限公司之C1024全數字交換機榮獲本年度總督工業獎——機器及設備設計獎。

該公司董事陳肇斌在得悉評審結果後高興地表示：「贏得總督工業獎是極大之榮譽；而從得獎中取得的認同亦給予我們莫大鼓勵。」董事總經理王知康亦補充說，是次得獎使他們對該項工作計劃更為積極及有信心。他對本刊表

示，公司之所以熱衷於發展該產品，是鑑於中國在採取開放政策後對機器設備出現龐大需求。

當電訊設備日趨重要之際，中國政府最近發表的統計數字顯示，中國平均每100人只享用兩條電話線。這與兩個人享用一條電話線的香港紀錄比較，實遠遠落後。王氏表示，中國政府希望在2000年時達到每100人享用10至20條電話線的目標。因此，中國在這方面將有巨大需求。有見及此，電腦通訊控制有限公司自一九八九年開始進行電訊設備計劃的研究工作，並發展了多種新型號。在這五年間，他們不斷改良設備的零件，直至一九九一年終，他們成功地完成製造C1024全數字交換機。

事實上，這個通用的交換機系統擁有兩種設計。一種是「PABX」，主要裝置於大公司及酒店；另一種名為「中央辦公室」的設計適用於中國一些只有一萬人口的小市鎮。該系統是由八個組件組合而成，每個組件內有128條電話線。迄今，該公司已售出300套組件予中國。該件產品的主要特點在於採用全數字交換器而不是機械交換器。王氏在回顧過去100年的電話歷史時指出，只有近年發明的全數字交換科技才能算是電話工業上的革命。有了這種科技後，很多小規模的公司可以進軍這行業，繼而發展設計新穎的新產品。

談及該公司之未來發展時，王氏向本刊表示，他們將集中發展重要組件，例如ASIC集成電路片及厚片混合電路技術。他們在香港及中國成立的一支15人設計及發展隊伍，將會繼續設計一些新軟件及先進技術。王氏說：「儘管我們不是一間規模龐大的公司，但我們深信不論在價格、結構、運作及質素上都擁有競爭力。當先進的電話交換器技術不斷改良之際，我認為我們的公司在設計及運用新技術上都會更為靈活。」



寶源（陶氏）機械廠有限公司總經理陳少琼講述該公司獲獎產品——PYI-1800PCII大型螺桿直射式油壓鎖模精密注塑機——之製作過程。

廠商會獎得獎產品

PYI-1800 PCII大型螺桿直射式油壓鎖模精密注塑機在生產機器及設備組別中榮獲廠商會獎。

寶源（陶氏）機械廠有限公司總經理陳少琼在獲悉比賽結果後向本刊表示：「這個獎項委實給予我們經過一年努力的生產及設計部員工莫大鼓勵。我們首次參賽，又幸運地贏得廠商會獎。這個獎項促使我們在將來繼續製造更多先進機械。」

該產品為現時香港製造之最大型注塑機。陳氏表示，他們進行了一年的研究工作，涉及機械、水力及電腦等範圍。他們把傳統注塑機的缺點摒除，並解決了很多技術問題；例如：他們放棄了傳統的機鉸結構而採用開板結構，利用大直徑小行程的高壓大唧筒來達到所需的鎖模力。

陳氏補充說：「在香港製造大型機器十分困難。首先，我們需要具有相當大的廠房及所需的配件和設備。其次，我們亦需要足夠人力去設計、生產、控制、測試及保養。此外，作為一個機械製造商，我們生產的所有產品均要迎合顧客的要求。」

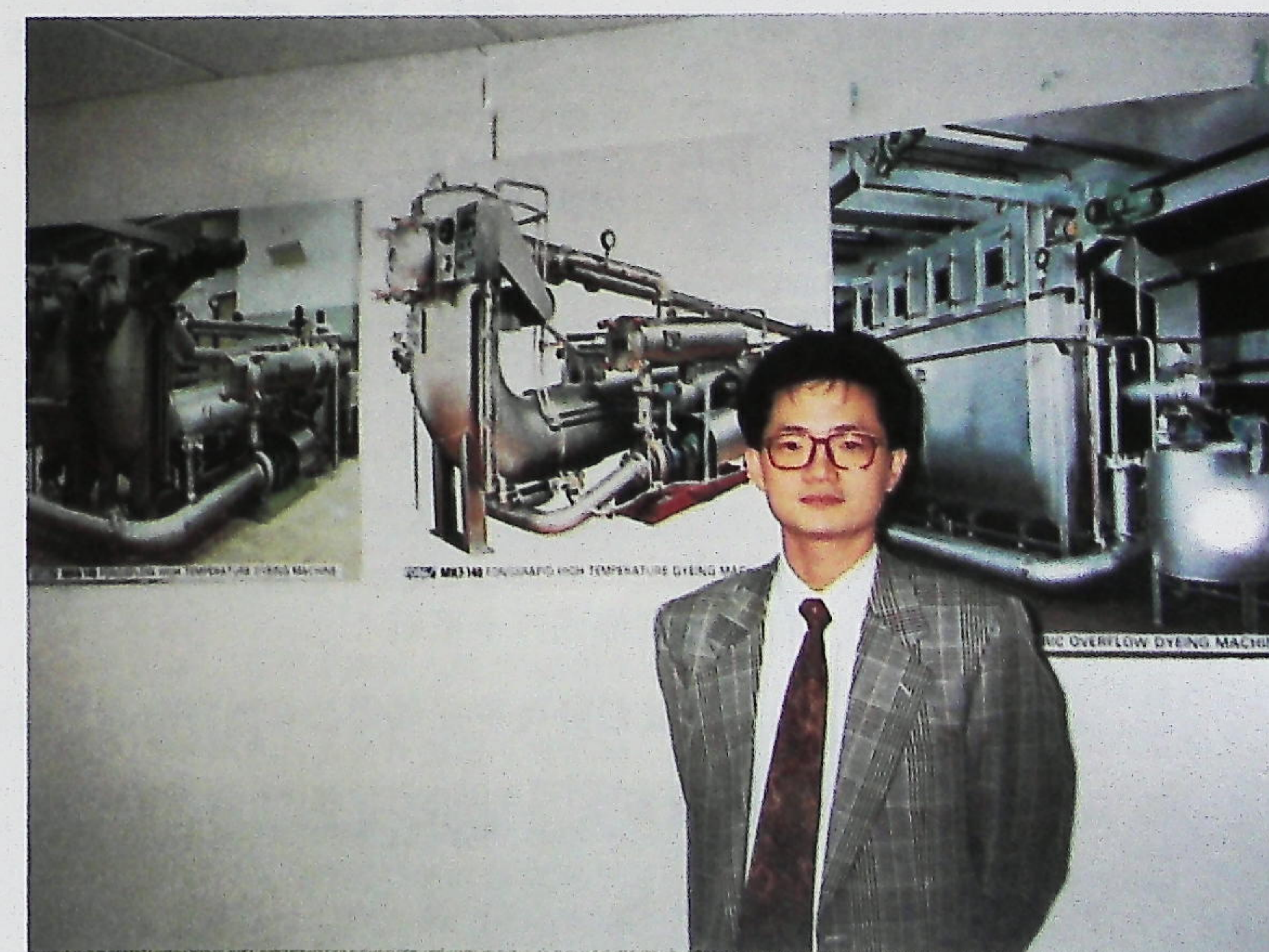
獲獎的注塑機是為中國客戶度身訂造的產品，它在九〇年的一次國際投標中擊敗了來自香港、意大利及日本的11個對手。陳氏表示，由於機器既大且重，他們需要解決很多困難，才能將之由香港運往湖北。該公司已收到很多中

曾參加此項比賽，並多次獲優質證書。今年，我們更獲得廠商會獎，證明我們的產品有相當程度的改進。」

自動化染廠系統是由立信研究及開發部設計，其製造原因有二。首先，它是為迎合顧客要求而度身訂造的產品；其次，鑑於香港廠商面對勞工短缺問題，一向依賴大量勞動力的染色過程實有採納自動化的必要。鍾氏向本刊表示，由於該系統涉及機械設計及控制單位與染色機之間的相互連系，他們共用了四年時間才完成設計及整個染廠系統發展過程。該系統能接駁四至20部染色機；操作相當靈活，全自動或半自動均可。

在染色過程中，水份和催化劑的份量以及溫度的控制必須非常準確。過去，這過程由人手控制，十分依賴工人的技術，故色彩欠佳及布料浪費的情況時有出現，因而增加生產成本。自動化染廠系統卻能在染色前準確計算水份及催化劑的份量，從而確保染色過程的準確性。鍾氏表示，儘管客戶需要在初期投資一筆金錢；但長遠來說，卻可以減低運作成本。迄今，他們在香港是這個系統的獨家製造商，並已售出六套產品。

鍾氏說：「在未來，我們希望在自動化方面多做些研究工作，因為這是市場的趨勢。我們明白到只有少數廠商可以負擔及有充裕的空間來容納我們這個系統；然而，為了令自動化概念更為普

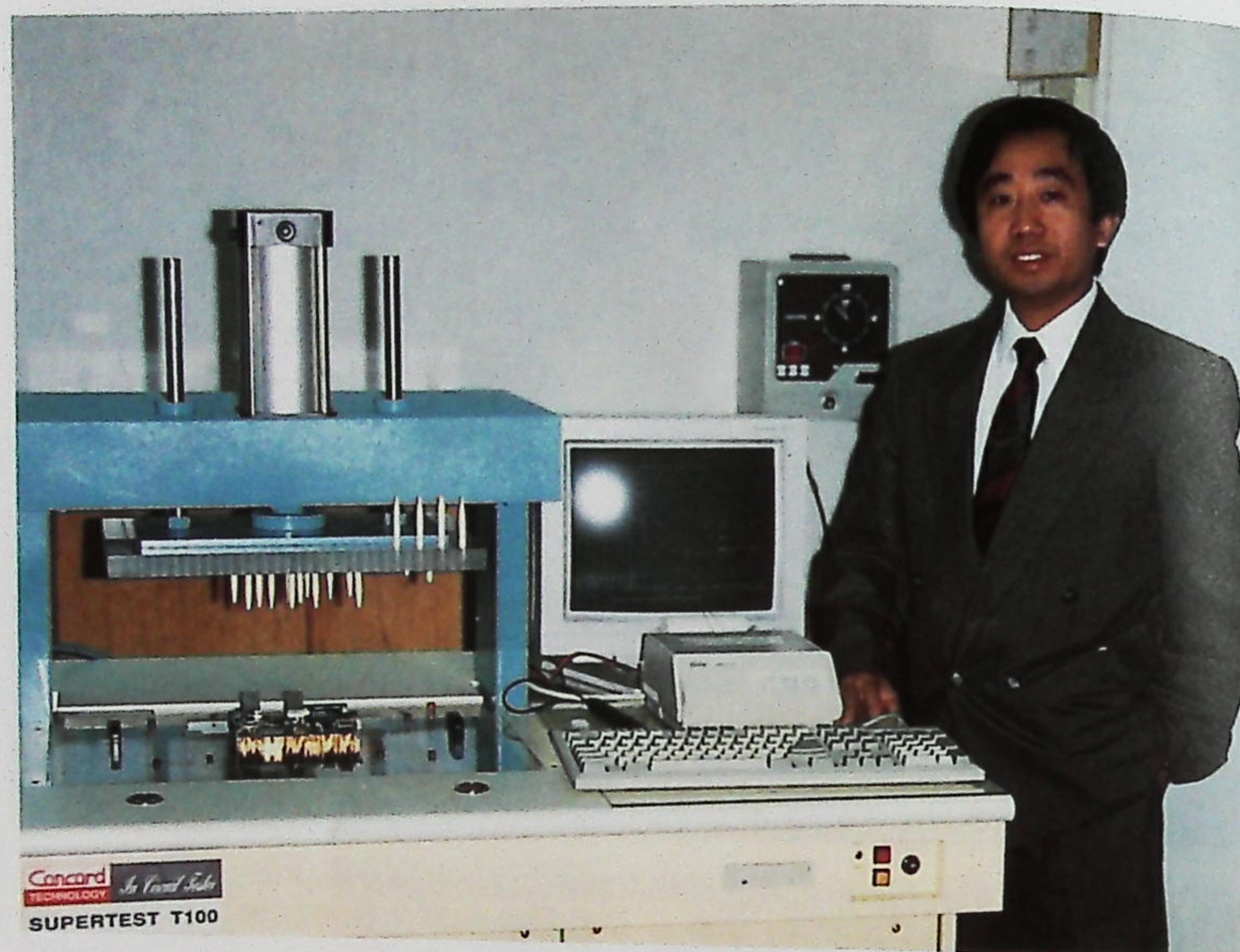


立信染整機械有限公司市場經理鍾家聲介紹該公司獲獎之自動化染廠系統。

遍，我們有需要將這概念溶入每部獨立的染色機中。」

超能T100在線測試台在生產工具之配件及零件組別中榮獲廠商會獎。得獎的振華科技有限公司總裁李日生表示：「我們過去只是一間專注於發展CAD-CAM的貿易公司。直至一九八九年，由於需要面對中國疲弱的商業發展及物料供應短缺，我們作出了改變。此外，我們亦感到自己之科技難以趕上美國及歐洲，工廠自動化程度亦遠較日本落後。因此，我們明白到工廠自動化的重要，並相信它在未來是不可或缺的。結果，我們開始研究及發展自己的產品：超能T100在線測試台。」

由於香港廠商須面對不斷增加的工人成本及採用ISO 9000，李氏相信工廠自動化對香港廠商有幫助。超能T100在線測試台由振華科技有限公司科研部設計：已是產品的第四個版本。它採用Multi-CPU技術及內置六位測量方法，並擁有16位數碼模擬轉換器。以上種種特點均令測試器運作準確及快捷，並具有高度測試錯誤能力。此外，測試器比日本、美國及歐洲製造的產品便宜。



振華科技有限公司總裁李日生介紹該公司獲獎的超能T100在線測試台。

迄今，該公司已在香港、中國、東南亞、台灣及韓國售出40多部測試器，並會繼續開拓新市場。李氏對本刊表

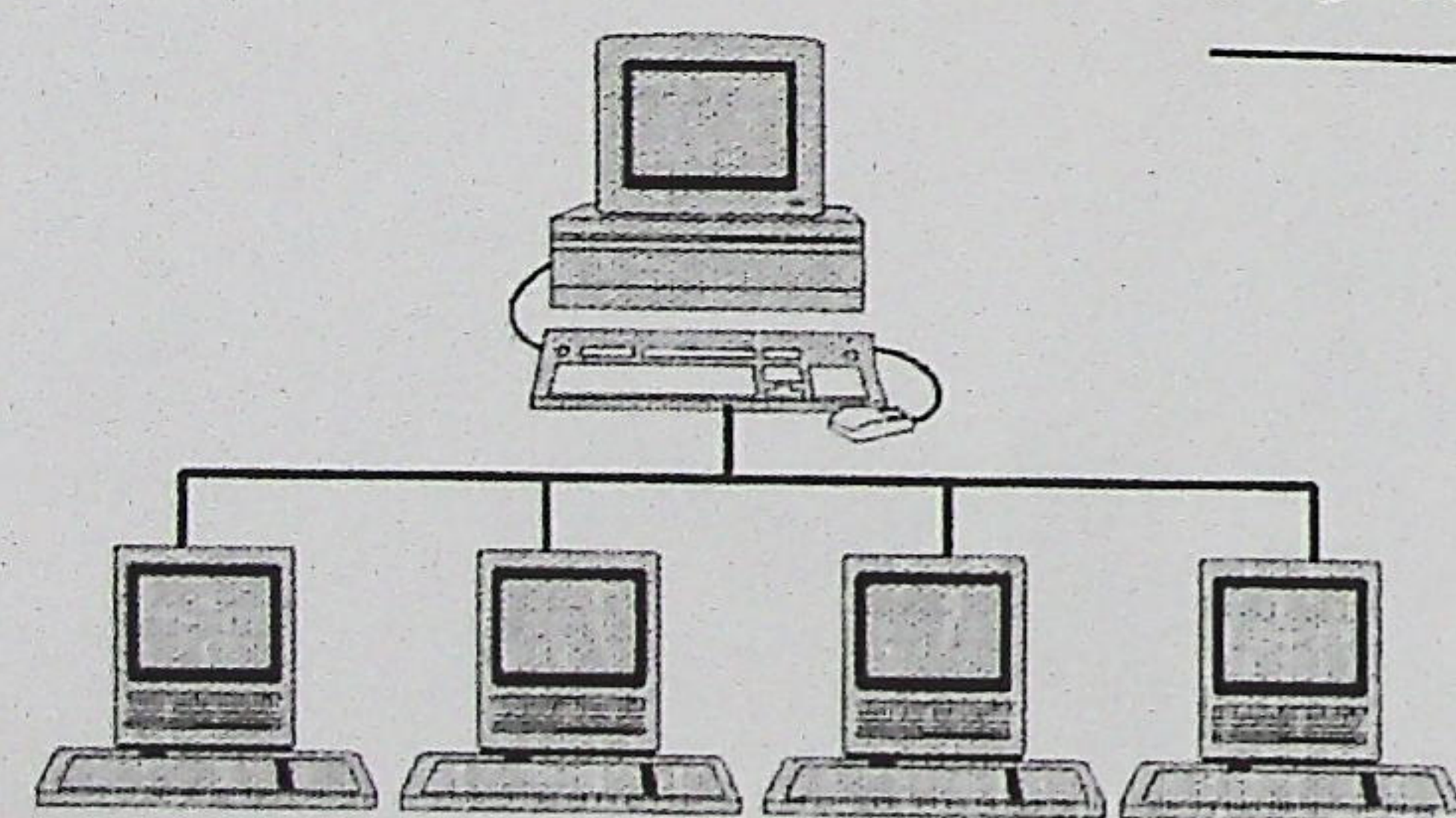
示，他們現正發展一部比T100在線測試台擁有更多功能的測試器，並希望新產品能趕及參加一九九三年的比賽。



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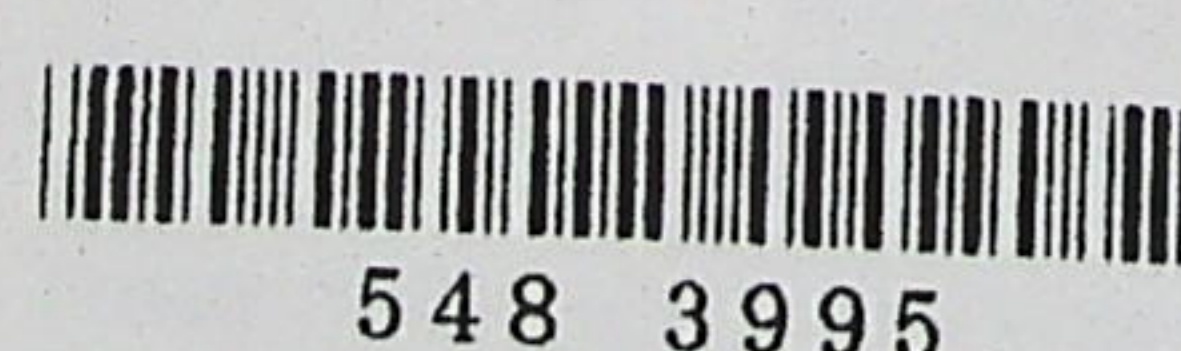
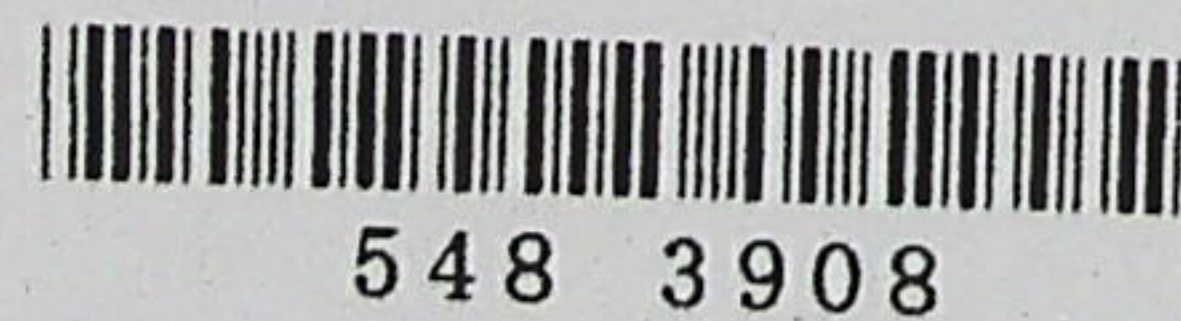
○ 自動過賬

* 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。*

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廠商會動態

本會代表在加拿大發表演說

本會前任副會長張浩然於十月十四日代表本會出席在加拿大舉行之研討會，以「香港製造業及其在南中國之投資情況」為題發表演說。

該項研討會以「南中國經濟發展中香港所扮演的角色」為題，是列治文商會為響應加拿大香港節所舉辦的一項活動。

張氏向與會者表示，本港製造業仍然蓬勃，並會繼續在推動香港經濟增長方面作出貢獻。他指出，中國政府自一九七九年開始在國家南方設立深圳、珠海、汕頭、廈門等幾個經濟特區；並進行大量投資，使該等地區發展為現代化城市。該等地區予外國投資者提供的優惠及基本設施均較中國其他地區優勝。比方說，外資企業可免徵首三個盈利年度的公司所得稅，免稅期後亦可享有稅率為15%的公司所得稅項優惠，遠較中國其他地方的33%為低。雖然這些經濟特區在吸引外資及貿易方面所採取的措施相約，但深圳卻享有鄰近香港的優勢，在過去十年成為吸引外資的前哨陣地。

除深圳外，香港廠商亦在珠江三角洲一帶的鄰近城市開拓投資機會。在這個地區內，香港廠商已開設逾25,000家工廠，僱用近三百萬名中國工人。這顯示生產已趨多元化；香港廠商亦因國際性分工及不同地區的相對優勢而獲益，並從而提高生產力及拓展世界業務。

張氏稱：「祇有勞工密集及低增值的生產過程才被遷往海外及大陸進行。較高層次的工序如產品設計、市場研究及推廣、產品測試、品質控制及包裝等仍保留在港進行，及由香港廠商管理。在這幾年，本地勞動市場正進行轉型，以應付對這些支援服務日益增加的需求。」

他續指出，由於中國跟香港文化背景相近，語言隔膜輕微，地理位置接近而且血緣關係密切，實在是香港工業家有利的投資環境。據估計，香港在中國的投資額達160億美元（1,248億港元），佔中國總外資額逾六成。這些由本港廠家投資的工廠大部份集中在珠江三角洲一帶城市，但有部分已擴展至北部及內陸地區，包括北京、上海、天津、黑龍江、四川及內蒙等地。張氏說：「外資在促進中國經濟發展方面扮



本會去屆副會長張浩然（右）代表本會出席在加拿大舉行的「南中國經濟發展中香港所扮演的角色」研討會。

演着重要角色。首先，它加強了中國承辦重要建築計劃的能力，使投資設施得到改善。當大亞灣核電廠竣工後，便成為三角洲地區提供充足電力，進一步促進工業發展。興建廣州—深圳—珠海公路將可提供高效率的道路網，以連接廣東省多個工業中心，並吸引更多香港及海外投資者。」

「其次，海外資金可協助提高國內製造業的科技水平，促使轉變工業結構，革新舊企業，發展新產品及改良產品質素。」

「此外，提高出口表現可協助中國賺取更多外匯。」據報道，廣東、福建及海南省的外資企業對中國的出口業貢獻良多。在九一年，這三個省份的產品出口總值高達172億美元（1,341.6億港元），相等於中國出口總值的24%。

張氏續稱，香港跟中國的緊密經濟連繫可從香港廠商把產品運往中國加工的頻繁程度反映出來。據估計，在一九九一年，約有55.5%輸往中國的香港產品屬外發加工性質，總值達1,140億港元；而67.6%進口香港、總值1,970億港元的中國貨品亦與此類加工活動有關。

張氏說：「當香港步入經濟發展的新階段，製造業的生產模式也逐漸由勞工密集轉變為資本及科技密集。鄰近地區為香港廠家帶來新機會，並提供大量土地、原料及廉價勞動力，亦同時容許他們利用省下來的能力來改善生產科技、提高效率及發展新產品。香港廠商現正生產較先進及高增值的產品；並擴闊貿易服務範圍，以加強競爭力。」

「從生產基地、市場以及產品的角度來看，九十年代是一個多元化的年代。香港的經濟體系不大，故對影響貿易條件的國際政治及經濟形勢轉變觸覺敏銳。由於消費者需求急劇變化，加上產品市場不斷分散，生產款式固定的產品以及囤積存貨已不合時宜。品質、靈活性、高度反應及顧客服務變得日益重要。香港的製造業現正進行轉型，以吸納高科技來生產增值較高及創新的商品。否則，香港產品便不能成功地與一些東南亞低成本國家或一些高科技工業國家競爭。」

張氏總結時稱，香港製造業依然穩健。隨著中國經濟不斷發展，香港作為亞洲經濟中樞的角色將會加強。廠商將繼續集中發展高科技生產活動及貿易服務，如市務、推銷、品質控制、產品設計、研究和發展及試制樣本等。張氏亦向與會者保證，香港將繼續成為加拿大商人投資的理想地方。他續表示，本會作為香港最大工商團體之一，將盡力協助列治文市的廠商和貿易家，以促進香港和列治文市的貿易投資合作。

倪少傑談政制改革

本會名譽會長倪少傑於十一月十一日在立法局發言，就港督發表的施政報告中政制改革部份表達意見。發言稿內容詳錄如下：

自從港督發表施政報告以來，香港便因他的政制改革藍圖而陷入一個極度混亂的局面。中英兩國關係因政改而倒退；社會上不同政見者再因政改而出現

分化：立法局被推到台前，為一個並不由它所決定的政改而負上「最終責任」；而一般市民則被引導以為追求民主與平穩過渡、順利銜接不可兼得，必須二擇其一，並須要同時選擇是否支持港督與中國對抗。港督對香港未有任何建樹，已經隨意改動現行政制，卻要香港人自己負上責任，承擔後果，這是何等不合理！

在政制問題上，我認為港督罔顧現行制度，起碼在三方面犯了大錯。首先，他制訂政改方案有迴避行政局之嫌；其次，他企圖改變立法局的憲法權力；第三，他企圖不按《聯合聲明》有關過渡期中英磋商安排的安排，逕自提升政改討論的層次。

須知道，過去港督管治之道，在於掌握行政局這個最高權力及決策機構：一切政策和政治決定均先由行政局拍板，然後轉化為法例，再尋求立法局通過。因此，過往港督會同行政局享有至高的決策權，但亦須負上政治責任。但在新港督管治下，起碼在表面上出現了實質改變。政改腹稿看來並無諮詢過上一屆行政局，而新一屆行政局看來亦沒有參與制訂過程：因為當方案公布時，新一屆行政局委任名單尚未公布。故此，政改並非出自行政局之手，因而行政局無須負上責任。反過來，港督將一套高度對抗性方案化為法案，拋給立法局，乖離了傳統的決策方式，亦對立法局極不公平。港督將立法局作為他跟中國交手過招的棋子，逼使每個議員，無論是正中下懷的，還是極不情願的，都走到對立面，為港督的對抗性方案負責。我認為這是要立法局議員「食死貓」。

在此，我必須提出忠告，港督利用立法局通過法案的機制，將一些政策性和政治性的決定權下放給立法局，讓立法局議員得償分享權力的意願，利用立法機制將立法局不具決策權的性質改變，是一種要不得的技術。同時，這也是一種憲法性的改變，並不符合《聯合聲明》和《基本法》的精神。

另一方面，由於行政局會議，包括議程在內均是保密的，我們無從知道真相。我們從表面現象作分析，得出行政局未曾經手政改藍圖的結論。但這結論令我感到不安，因為這樣做顯然並不符合《皇室訓令》的規定。《皇室訓令》第十節明文規定，除了有關公職人士的任免和紀律制裁外，港督必須就所有事情諮詢行政局；請注意，是所有事情。除非據《訓令》所示，該等事情在港督的判斷下，屬於三種特別情況而不需或不宜諮

詢行政局。以政改而言，我想問一問，不諮詢行政局是基於三種例外的那一種？是諮詢會導致英國利益受到實質損害？抑或是有關事情太不重要而無須諮詢？又或是事情太緊急，不容許港督諮詢而必須立即採取行動？

回說政改方案，九五選舉的具體安排應當按照《聯合聲明》附件二的規定，由聯合聯絡小組討論。該附件第五節規定，在過渡期後半段，密切合作是必要的。在此時期中審議的事項包括為九七年順利過渡提供所要採取的措施。很明顯，九五選舉即在此範圍內。該附件第三節又規定，若聯絡小組未能取得一致意見，問題則須提交兩國政府協商解決。假若港督當初按照規定辦事，一早將政改方案交由聯絡小組磋商，而不是貿然將政制問題提升至中央層次，他的北京之行一定大有所獲。

港督剛復自用，受苦的卻是香港人。他不承認中英外長已達成的共識，嚴重危害過去十多年來中英在香港前途上所努力建立的默契。這默契是基於兩大原則：中英同意按「直通車」模式達致政制銜接和順利過渡，及按循序漸進方式推行民主化過程。這兩個原則已廣為社會人士所接受。工商界人士或一般公眾都預期在這些原則下，香港可以維持現行的社會制度和生活方式，同時亦可享受一個比較和諧的中港關係，使經濟受益，市民受惠。

由於本港經濟增長有賴中國的經濟發展，跡象顯示工商界和勞工界基於經濟原因，正在縮減他們在政見上的距離，而勞資關係可望更趨穩定、和諧；這對過渡期的香港是極為難能可貴的。可惜，港督的政改方案和他一意孤行的態度卻激發起政團間和工商界跟市民間的矛盾，是極具破壞性的。這種只會破壞而毫無建設的方案不是香港人所需要的；假若硬由英方單方面推行，亦非港人之福。至於有關人士只選擇性地聽取中聽的意見，對反對和不中聽的意見採取貶低和蔑視的態度，同樣是非理性和對坦誠討論毫無幫助的。

在香港，眼前的現實是政制已按「直通車」銜接的概念寫進《基本法》，而中英外長所交換的密函亦顯示兩國就選舉委員會組成問題已達成共識。功能組別方面，過去兩屆選舉證明，雖然投票方式可以進一步改善，但組成方式和界別定義已廣為社會人士接納。至於三級議會內的委任制度將逐步取消，亦在社會上得到認同。相反，一次過取消所有委任議席、徹底改變功能組別的定義、毫無原則地開放投票權、漠視外交

討論結果而另組選舉團，最終將導致政制脫軌。美其名曰「民主」就正如童話中的魔笛一樣，將帶領香港人往海裡跳。假若香港人聽命於魔笛，後果將會十分嚴重！因為，大多數港人希望政制延續、平穩過渡，市民能夠安居樂業。

作為一個負責任的議員，與及一個打算繼續在香港生活和做生意的人，我希望港督回到現實來，在既定的軌道和方向上樹立政績，在順利過渡和民主發展兩方面提出具創意但不具破壞力的方案，促進香港政治安定和經濟繁榮，才會不負眾望，才是港人之福。

我支持主張中英協商、平穩過渡、政制銜接的修訂動議。

深圳市總商會代表團

深圳市總商會12人代表團於十月八日到訪本會。代表團由該會會長馬福元率領，並由本會常務會董魯廣雄、楊木盛；會董周潤貴、鄭學禮、林學甫、李漢忠、趙耀祖；會員鄭文彪及劉漢欽接待。代表團向本會代表介紹深圳市總商會，並簡介深圳服務業及高科技工業之最新發展。

上海工商業聯合會代表團

上海工商業聯合會代表團一行七人於十月十日訪問本會。代表團由該會副主席郭秀珍率領，並由本會副會長邵炎忠、常務會董林輝實、會董林學甫及趙耀祖接待。會上，代表團介紹上海最近的地產發展。他們表示，上海將發展成為著名的工業及金融中心，而參與發展浦東地區的外商將獲特別稅項優惠。訪問團續稱，上海正改善各項基本設施，包括鐵路、地下交通工具、電力及食水供應等，以應付未來人口及商業活動增加的需要。

會後，副會長邵炎忠設午宴招待代表團。

上海市第一商業局代表團

上海市第一商業局代表團一行29人，在該局副局長王清華率領下，於十月十三日蒞會訪問；由會長梁欽榮；常務會董羅展、黃丙西；會董周潤貴、趙耀祖及劉漢華接待。

雙方就上海之經濟改革及最新發展交換意見。本會代表亦向代表團介紹本港之貿易情況，並與他們分享產品推廣經驗。

澳洲新南威爾斯省代表團

澳洲新南威爾斯省11人代表團於十月二十日蒞會訪問。代表團由新南威爾斯工業總會貿易發展幹事鄧文(Mr Damian Fisher)率領，並由本會會董暨澳洲委員會委員李雨川；常務會董李世奕；會董何煜榮；會員雷謝秀姿及雷聲威接待。

雙方在會上交換業務訊息，並商討定期互通兩地投資及貿易訊息的事宜。

布朗斯維爾市代表團

美國德薩斯州布朗斯維爾市經濟發展局(Brownsville Economic Development Council)局長Robert Gonzales率領五人代表團，於十月二十七日訪問本會，由本會常務會董尹德勝、李世奕；會董何煜榮及會員黃有嘉接待。

會上，Robert Gonzales介紹布朗斯維爾市的貿易及投資機會。雙方均對香港與布朗斯維爾市之未來業務合作表示樂觀。

墨爾本考察團

澳洲墨爾本貿易及投資考察團一行六人，在維多利亞省貿易及投資辦事處經理Linaz Zalk率領下，於十月三十日蒞會訪問；由本會會長梁欽榮、副會長邵炎忠、常務會董呂明華及會董何煜榮接待。

Linaz Zalk在會上指出，除原材料外，澳洲的其他產品在亞洲市場上的銷



本會副會長葉慶忠（左六）代表本會致送紀念旗予中國各省市駐深圳辦事處代表團。



本會會董李雨川（中）與執行幹事徐佩琴（左）會見澳洲新南威爾斯省工業總會貿易發展幹事鄧文（右）率領的代表團。

路仍未如理想；考察團此行實為拓展亞洲地區的貿易及投資機會。梁欽榮認為，近年中國開放本土和金融市場，將為外商締造大量貿易及投資機會。雙方除就現時的貿易及投資發展進行交流外，更同意在日後加強合作。

中國各省市駐深圳辦事處代表團

深圳市政府經濟協作辦公室副主任孫仲元率領13人代表團，於十一月五日蒞會訪問，由本會副會長葉慶忠；常務

會董李世奕；會董李仲潮、趙耀祖及周朝瑞接待。代表團成員均為各省市政府駐深圳辦事處代表。

會上，孫仲元簡介各省市最新的經濟發展。葉慶忠向代表團表示，本會將組團到中國各地開拓貿易及投資機會。他亦介紹本會之活動和服務，並闡述本會過去在促進本港工貿發展和推動中港合作方面的工作。

中國國家科委代表團

中國國家科委常務副主任李緒鄂率領九人代表團於十月十五日蒞會訪問。代表團由香港生產力促進局人員陪同，並由本會會長梁欽榮；副會長邵炎忠；名譽會長胡文瀚；常務會董尹德勝、黃丙西、楊木盛、呂明華、劉文煒、劉雨亭、林輝實；會董林學甫、李雨川、趙耀祖及會員劉漢欽接待。

李緒鄂在會上指出，中國在科研方面的人才不少，成就亦達理想水平；但若要發展高科技工業，則必須具備三項條件—發展市場經濟、推行將科研成果轉化為商品的政策及措施、以及建立打進國際市場的渠道及經營經驗。

李緒鄂稱，中國現時已具備首兩項條件，惟獨欠缺國際市場經驗；而香港正具備這方面的優勢。他相信倘中港兩地加強合作，中國的高科技工業定能在國際市場上佔一席位。

梁欽榮亦贊同李緒鄂的意見，並補充謂香港廠家將部份生產工序遷往中國

並不代表本港的工業正走下坡；但若本港工業不進行轉型，而只繼續依賴中國的廉價勞動力，則本港的工業發展將出現問題。

梁欽榮指出，現時本港很多廠家均在中國投資股票及房地產。他表示，這在投資角度來說無可厚非；但強調工業仍是整體經濟的重要支柱，故廠商在發展其他業務時，必須同時清楚界定工業的發展路向。

中華全國工商聯代表團

中華全國工商聯聯合會常務副主席孫孚凌率領三人代表團，於十月三十日蒞會訪問；由本會會長梁欽榮、副會長邵炎忠、常務會董尹德勝、魯廣雄、羅展、鄭正訓及劉雨亭接待。

會上，雙方討論如何促進中港兩地在工貿訊息、工業技術及人才培訓方面的交流。雙方均希望通過共同努力，將中港工業合作層次由過往在國內進行來料加工、勞工密集的形式轉向共同發展高資本、高科技的生產模式；並使兩地工業在互補不足的基礎上進一步發展。

香港國際鞋業展覽會

由精英國際展覽有限公司主辦、本會贊助之香港國際鞋業展覽會及香港國際手提袋及皮革用品展覽會已於十月二十二日至二十五日假香港會議及展覽中心舉行。會長梁欽榮應邀主持開幕典禮及剪綵。本會亦有在會場設置攤位，推廣本會服務及解答公眾諮詢。



本會會長梁欽榮應邀在香港國際鞋業展覽會及香港國際手提袋及皮革用品展覽會上致開辭。



本會舉辦上海投資研討會。左起：恆基（中國）投資有限公司董事李家傑、上海實業有限公司董事長總經理徐慶熊、廠商會執行幹事徐佩琴及上海市外國投資工作委員會副主任葉龍靈。

上海投資研討會

本會華東、華中地區委員會於十月十三日舉辦上海投資研討會，介紹現時上海之經濟情況及投資環境，並在會上討論當地對外資的有關政策。

上海實業有限公司董事長總經理徐慶熊以「國內的開放政策對上海投資的影響」為題發表演說。他指出，外資在內地的發展與國內的改革開放步伐一致；隨着中國進一步開放及加快經濟改革，上海在九二年一月至八月已批准逾990個外資項目，較去年同期高出2.6倍，而歷年批准外資項目總數則為2,200。

據徐氏說，上海為發展對外經濟而採取多項政策，其中包括在浦東區成立

新政府，以集中權限；並簡化外資在上海設立辦事處的審批手續，以及鼓勵發展第三產業等。

上海市外國投資工作委員會副主任葉龍靈是研討會另一位講者。他就「現時在上海的投資環境」為題，向與會人士講解有關情況。他稱，隨着內地施行開放政策，加上上海基本建設有所改善，九〇年外商在滬的投資金額達3.7億美元（28.86億港元），九一年上升至4.5億美元（35.1億港元）。他又指出，今年在國內投資的外商中，港澳高踞首位，其次是台灣、日本和美國。

此外，恆基（中國）投資有限公司董事李家傑以「上海房地產展望」為題發表演說。他稱現時投資國內房地產應轉向大城市，而且要重質不重量。他認為，由於上海基礎設施良好，合作對象知識水平高，辦事程序清晰，故此當地的房地產投資計劃將穩定發展。

參加是次研討會的人數眾多。講者和與會人士均就有關講題積極進行討論。

越南頭頓省代表團

越南頭頓省副書記陳文慶率領九人代表團，於十月三十一日到訪本會，由本會會董暨亞洲地區委員會副主席李雨川、小組主席嚴燦枝及曹金霖接待。

會上，頭頓省副省長阮文行介紹該省的投資環境，並歡迎本會會員在該省投資。雙方並就頭頓省的經濟現況及基礎發展事宜交換意見。

蘭州市政府代表團

由甘肅省人民政府副秘書長于忠正率領的蘭州市政府代表團一行七人，於十月二十三日到訪本會；由本會會長梁欽榮、常務會董楊木盛、劉雨亭、李世奕、朱本善、會董孫佐民及郭應道接待。

代表團此行旨在加強蘭州與香港的連繫，並邀請本港公司進一步往蘭州投資。

會上，于忠正介紹蘭州的經濟狀況及發展。他指出蘭州交通方便，天然資源豐饒，故為一個極具潛力的市場。他並邀請本會組團前往蘭州作實地考察，藉以加深認識蘭州之最新發展。

「美國反傾銷訴訟：分析與對策」研討會

為了協助本港廠商了解反傾銷訴訟及應付反傾銷調查，本會於十月十九日舉辦「美國反傾銷訴訟：分析與對策」研討會。

本會執行幹事徐佩琴在研討會上致開幕辭，接着便由美國律師行百德與馬田合夥人陸志明介紹傾銷之定義及作一次全年行政檢討。他表示傾銷調查長遠計將影響香港出口商及生產商，促使美國徵收貨品關稅及導致顧客流失。因此，香港公司必須保存一套有效而又完

整的會計系統及商業紀錄，以應付美國商務部可能作出的調查。此外，他鼓勵香港公司與美國商務部合作；並補充說由於大部份香港公司均在大陸設廠，故美國對中國紡織品轉運問題之關注將影響香港公司。某些美國紡織商宣稱有大量中國紡織品為逃避配額限制而經其他國家轉運美國，並冒充為別國產品。在這些紡織商敦促下，美國海關總署已於數月前展開調查。任何經第三國家轉運中國紡織品往美國之公司均要接受產地來源調查，以確保產地來源之真確性。有關人士若蓄意偽造資料、虛報或隱瞞事實，則可能被判入獄；而觸犯條例的公司更會直接受到處罰。日益嚴厲的措施或會嚇怕那些希望免受檢控的顧客，或驅使顧客要求香港出口商檢查其供應來源，以確保產品擁有準確的產地來源紀錄。

是項研討會出席者眾，討論氣氛熱烈。

墨西哥貿易及投資機會簡報會

為加強國際瞭解和合作，本會於十月二日舉行墨西哥貿易及投資機會簡報會。

本會副會長陳永棋在研討會上發言。他表示，墨西哥在一九九一年已成為香港在拉丁美洲的第二大市場，潛力巨大，與香港間的貿易和投資合作可望



進一步擴展。此外，墨西哥對外貿易部副部長Pedro Noyola在會上介紹墨西哥最新之貿易及投資機會，並講解北美自由貿易協議之內容。他認為，簽訂北美自由貿易協議能造就大量貿易機會。是次研討會反應熱烈，出席者均踴躍與講者討論有關問題。

印尼工業郵研討會

本會協助印尼領事署於十月二十三日舉行印尼工業郵研討會，以介紹印尼工業之投資環境及鼓勵投資的措施。本會會長梁欽榮應邀在會上致開幕詞。是次研討會參加者眾；會後並安排個別業務洽談會議。

九二香港電子產品展覽會

由香港貿易發展局主辦之香港電子產品展覽會已於十月十四日至十七日假香港會議及展覽中心舉行。身兼電子業諮詢委員會成員的本會常務會董呂明華代表本會出席於十月十四日舉行之開幕典禮。本會亦有在展覽場內設置攤位，推廣本會服務。

產地來源證及進出口牌照訓練課程

本會於九月七日至二十五日舉辦「產地來源證及進出口牌照訓練課程」。

是項課程專為貿易商和製造商而設，旨在使他們更加了解政府所推行的來源證規例及牌照管制，以及處理來源證和牌照的方法。此外，課程還向參加者提供經修改的來源證規例和進出口牌照計劃的最新資料，並邀得貿易署及海關之主任級人員親臨主講。

意見調查顯示，出席者均表示課程對他們有幫助和資料豐富，並滿意課程的內容和所提供的資料。在未來，本會將繼續開辦同類訓練課程。

本會舉辦「產地來源證及進出口牌照訓練課程」，參加情況踴躍。

貿易概況

單一市場帶動歐洲玩具業

於一九九三年生效之共市單一市場體系將廢除貿易障礙，使共市成員國間的貨物、服務資本及勞工可以自由進出，最終達至有關公平貿易、稅制和協調共市各國不同立法程序的一體化法例。

這對多種工業有相當的影響。例如，共市十二個成員國的7,000多萬兒童人口將成為歐洲玩具業的一個主要市場。與美國的5,400萬兒童人口和日本的2,500萬人口相比，其重要性更顯而易見。共市成員國每年在玩具方面的支出各異，但每名兒童的玩具開銷平均在175至200美元（1,365至1,560港元）之間。

然而，最受玩具業關注的問題是在九三年歐洲單一市場成立後玩具的分銷情況。

多個在過去數年進行的調查顯示，直至現時為止，歐洲並無一個統一的分銷系統。雖然市場統一已是勢在必行，但數種分銷方式仍在市面盛行。

在法國，特級市場佔玩具銷售額的半數，而專門銷售玩具的大型零售店數目亦日漸增加。在英國，玩具的部份主要銷售渠道為多種類專門連鎖店及郵購業務範圍廣泛的目錄商店。

德國的中小型玩具店紛紛組成採購集團，其中一些集團的會員商店多達500間。同時，意大利亦有為數頗多的小型獨立專門店及多家零售連鎖店。在西班牙，百貨公司及許多小型獨立零售店亦有銷售玩具，而按級市場的市場佔份額亦有顯著增加。

調查顯示，在所有接受調查的國家中，專業化和合併這兩種趨勢最為明顯。專門經營玩具的零售店數目正與日俱增。在這方面，雖然小型獨立零售店的數量下降，但零售連鎖店及大型超級市場的數目上升足以抵銷上述跌幅。

鑒於世界各國在歐洲市場的競爭日趨激烈，零售店，尤其是特級市場勢必進一步合併。

歐洲玩具分銷商之間所進行的聯合及企業將使他們在歐洲及全球市場的地位更形重要。由於歐洲公司將增加其市場佔份額及加強其分銷作業的統一，這將使製造商亦向歐洲市場及企業。

（資料：香港貿易發展局）

美國以外市場配額運用條件

貿易署提醒配額持有人有關美國以外市場配額運用條件的規定詳情。

配額運用條件

香港配額只可用於輸出以香港為原產地的紡織品。配額運用條件旨在確保運用配額輸出貨物的商號，確實從事出口或製造該等貨物的業務。

出口商（包括無論已否在貿易署登記的海外買家的購貨代理商，倘這些代理商為紡織品出口簽證申請書上的出口商）或製造商必須符合下列條件，始合資格運用配額輸出貨物：

一、最少辦妥下列其中四項要求：

- 甲、接獲海外買家就該貨品的訂單、
- 乙、接獲海外買家支付該貨品的款項、
- 丙、購買或供應原料以製造有關貨品、
- 丁、與製造商書面訂立製造有關貨品的合約、
- 戊、向製造商支付製造有關貨品的款項、
- 己、安排輸出有關貨品；或

二、進行有關貨品的主要製造工序。

關於以上各項要求的特別規定，現載於下文。該等特別規定亦必須遵守。

為取得運用配額的資格以輸出受限制紡織品，所有配額持有人必須親自辦妥（一）或（二）項的要求。由另一商業機構（例如：代理商、母／控股公司、附屬公司／業務、聯營公司或受託人等）無論以那一種身份代表配額持有人辦妥任何一項要求，都不能視為配額持有人已親自履行配額運用條件。

未能符合條件的出口商或製造商，不得運用配額輸出受限制的紡織品；否則，可能會被檢控及受到貿易署的行政制裁處分。

獲准符合配額運用條件的出口商或製造商，必須於被要求時提供證明文件，證明所稱事實。

特別規定

就上述的配額運用條件而言，商號必須符合以下條件及提供有關證明，方會獲准符合條件：

1. 接獲海外買家就該貨品的訂單：

甲、有關訂單必須由海外買家或其本港購貨代理商直接開出，惟其代理商必須已根據有關的致出口商（紡織事務）通告所載的條件及手續，在貿易署辦理登記；如登記的本港購貨代理商為出口商，及運用本身配額付運貨品，訂單必須由海外買家直接簽訂；以及

乙、有關訂單可以是下列任何一種：
- 海外買家及配額運用商雙方簽訂的書面合約；
- 海外買家簽發的書面購貨訂單；
- 配額運用商簽發的書面售貨承諾書，惟必須附有海外買家的書面確認／證實；
- 由海外買家申請開出並以配額運用商為受惠者的信用證；

2. 接收海外買家支付該貨品的款項：

甲、必須直接向海外買家或其負責開出訂單的本地登記購貨代理商或原有訂單載明的貨物收貨人收取款項；如本地的登記購貨代理商為出口商，及運用本身配額付運貨品，則須直接向海外買家或原來訂單載明的收貨人收取款項；及
乙、付款方式必須遵照下文7項所載規定；

3. 購買或供應原料以製造有關貨品：

甲、購買原料方面，如物料是直接購自海外，則運用配額的商號必須在有關發票上列為原料的買家，並在貿易署簽發的香港進口證上列為入口商。如物料是購自另一本地供應商，則運用配額的商號必須持有提及該配額運用商的有關發票，或由該本地物料供應商簽發的付款收據。供應原料方面，必須早具提及運用配額商號的發票或收貨單，以及製造商的認收收據，以證明物料已送交製造商；以及
乙、購買或運來的原料必須用於製造合約有關的貨品；

4. 向製造商訂立製造有關貨品的書面合約：

甲、運用配額的商號必須與製造商以書面清楚訂立製造有關貨品的合約；以及
乙、合約需載明有關：合約內容應與海外買家所開出的訂單相同；

5. 向製造商支付有關貨品的款項：

甲、必須向製造商開出支票；以及
乙、付款必須在有關發票上列明；

規定：

6. 安排輸出有關貨品：

甲、運用配額的商號必須負責安排由香港付運貨品往出口證上聲明的目的地，而在有關的提單／空運提單上必須註明為該等貨品的「付運人」；以及
乙、運用配額的商號必須負責簽發貨品的發票；

7. 上文(2)、(3)、(5)項亦可利用欠帳交易。付款的方式必須有文件證明，而實際交付的款項應可在交易雙方的帳簿上清楚查認。一般來說，如呈具全部有關文件副本以作證明，下列的付款方式均可接受：付款交單、承兌交單、信用證，或如訂立的條款是貨到付款，則可以註明只應付款給收款人的劃線支票付款。如欲以其他方式付款，則必須先取得貿易署署長的批准。此外，概不得以現金或可轉讓的支票付款；

8. 上述（一）（甲）及（乙）項提及的「製造商」一詞，其定義如下：

甲、倘出口證上聲明的製造商為配額運用商，則「製造商」一詞指出口證上聲明的製造商；
乙、倘出口證上聲明的製造商為配額運用商，並且為符合配額運用條件而履行第一項規定的要求，則「製造商」一詞指進行有關貨品的主要製造工序的香港廠商。

（上述「製造商」一詞的定義不適用於自由額運用條件的情況。在自由額運用條件的情況下，「製造商」一詞僅指出口證上聲明的製造商。）

9. 「主要工序」一詞，與來源證制度中所用的相同，正如貿易署署長在來源證通告中所述，「主要工序」一般指永久及實質改變所用原料的性質、形狀、形式及用途的工序。

以上概列的條件純粹用以決定有關出口商或製造商是否有資格運用配額，不會影響有關出口證各方人士的地位。

如欲查詢更詳盡資料，請致電398 5505，與貿易署孫佩思小姐聯絡。

產地來源轉口證的文件規定

貿易署公佈包括本會在內的五間政府核准來源證簽發機構（簡稱核准簽證機構）就簽發產地來源轉口證所採取的

新指引。

申請產地來源轉口證時，申請人必須提供書面證據，以證明其申請書內貨物所聲明的來源。一般規定須具備由有關貨物原產國的獲授權簽證機構發出的產地來源證。在特殊情況下，例如有關貨品的原產地沒有提供已知的來源證服務，就產地來源轉口證提出的申請可以由政府核准的來源證簽發機構批准；惟申請人須提出文件，證明有關貨品在正常產地來源的商業發票、運輸文件（提單、空運提單）、出口文件（出口許可證、出口清關許可證等）、製造商的生產紀錄及足以證明製造工序在聲明的原產地進行的其他證明文件。

為避免申請受到延誤或遭退回，申請人應先取得原產國家發出的產地來源證作為證明。

如欲查詢，請致電398 5540，與貿易署蘇紫賢小姐聯絡。

CB證書計劃新路向

電器及電子製造商現能為他們的產品找到更為方便的途徑——CB證書計劃，以在歐洲國家取得所需的安全核准標記，而無須作無休止的測試。

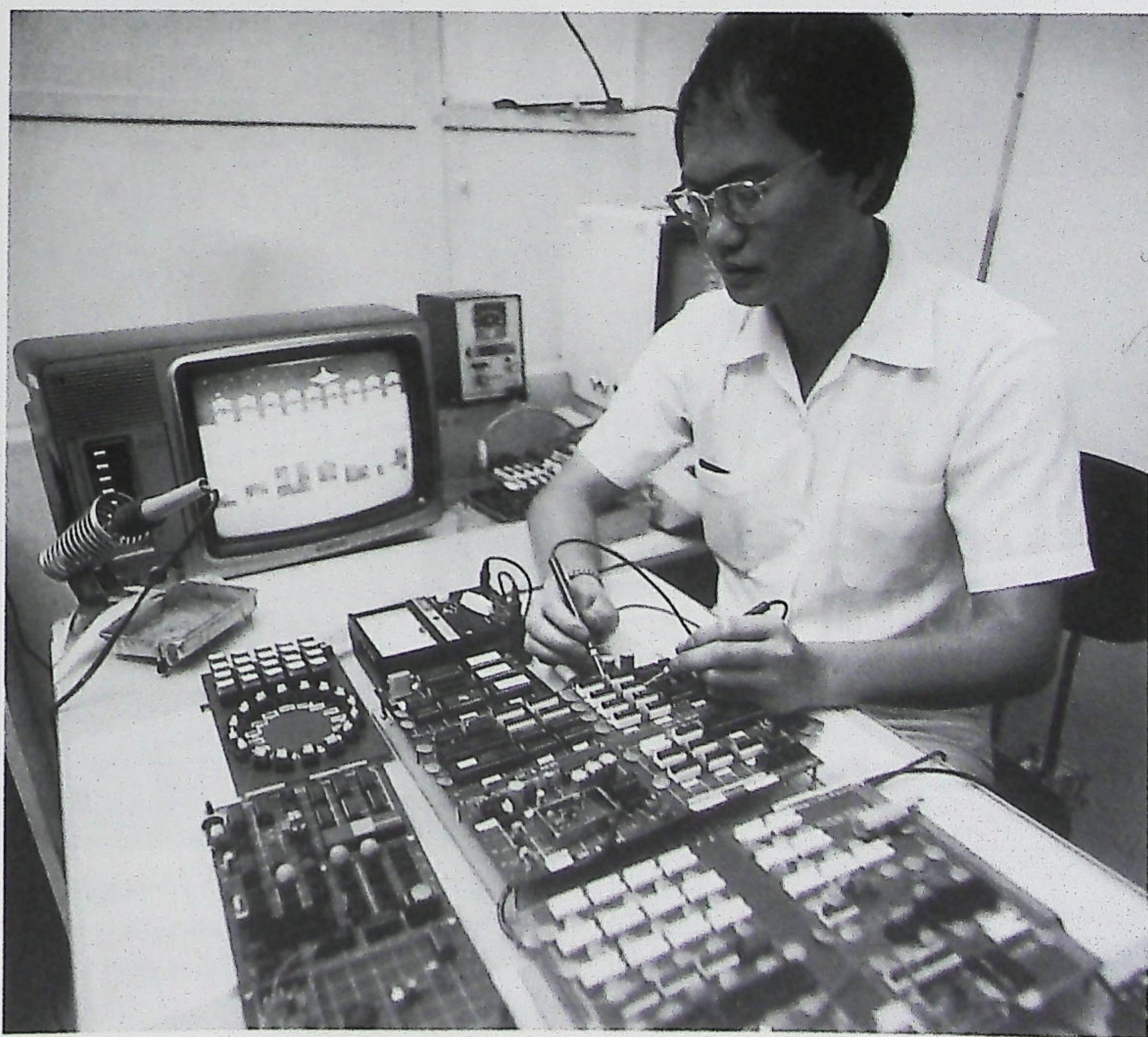
以往，由於不同國家有不同的安全

標準，製造商須分別為他們的產品取得每個國家的安全核准，即需要不斷進行測試。這樣，成本當然不斷上升。現在，在CB計劃的原則下，製造商只要能出示CB測試證書及測驗報告，便能取得其他國家的核准標記。

在進行方面，製造商須先把產品送交測試，並清楚註明貨品名稱、註冊商標、及其他鑑定證明。若貨品測試合格，製造商將獲證書及測試報告。實際上，以國際電子技術委員會（IEC）之標準為基礎的CB測試證書，表示產品已經由認可的國際證書組織（NCB）測試，並符合指定標準。獲簽發的證書和測試報告亦獲其他國家的國際證書組織承認；儘管有些國家可能要求作附加測試，甚至調查有關工廠。然而，製造商應緊記，他們無須呈交產品作另一次測試，成本因而得以減低。

此外，製造商可向他們所選的國際證書組織要求簽發附加測試報告，以覆蓋其他國家之標準差異。製造商倘若未能達到有關標準，亦可要求國際證書組織作書面解釋，經研究後再改善產品質素，以應付下一次之測試。

有興趣人士如欲查詢更詳細資料，可致電305 0835，與 Inter-Continental Certification Consulting Ltd. (ICCC) 聯絡。



公司擴充 仍可 全憑城訊通

現在申請 折扣高達 **50%**

公司擴展，支出增加在所難免。選用「城訊通」電話系統，便可為你節省額外開支。因為你毋須購買任何機件，便可享用先進完善的商業電話系統功能，更合預算。

1993年2月1日前申請，每條電話線的安裝費最高可獲50%優惠，配合「城訊通」獨有的過人優點，確屬上上之選。

「城訊通」全港通服務：即使分公司遍佈港九各地，亦可以同一電話系統全面貫通，確保內部聯繫緊密。

系統與時並進：「城訊通」由香港電訊提供，能靈活配合業務及科技發展，完全毋須添置機件或安裝全新系統，亦能與時並進，享用最先進的通訊科技功能。

廣大支援服務：香港電訊為「城訊通」用戶提供免費費用，服務全面可靠，最堪信賴。

系統擴張 至為靈活：租用線路可隨公司發展步伐而定，至為靈活方便。要有效運用資源，自然要選用「城訊通」。請即致電商業客戶專線1028或與你的香港電訊客戶經理聯絡，下列各「城訊通」特約經銷商亦隨時歡迎閣下垂詢。

*折扣只適用於接駁直線電話機之「城訊通」線路。

城訊通

系統與時並進 切合商業成就

「城訊通」特約經銷商：香港電訊CSL 885 2211 香港通訊器材 804 2121 得信佳文儀 889 3700 其士(商業機器) 731 5883 星光傳呼 770 0666



香港電訊

工業概況

大學顧問服務

大學顧問服務指南經已出版：書中詳列香港大專校內近130位學者的資料及其專業知識，有助本港工業界隨時獲得所需顧問服務。

指南載列來自港大九所學院之學者資料，包括姓名、職位、電話號碼、專長及其在顧問工作方面之過往經驗。然而，該份名單並不詳盡，尚有部分樂意為社會提供有關專業知識的教研人員未被列入指南中；預計指南再版時將可收錄更多校內人員資料。

香港大學希望該指南能協助本港工業界更有效地運用校內各個學術範疇之已有專業知識，從而加強香港的競爭力，以期在未來日益科技化的年代保持優勢。

以往港大教學人員透過個別接觸向業界提供顧問服務；但隨着港大與工業界的關係日益密切，印製新指南將有利學術界和工業界進行接觸。

對於一些正在發展的學術新範疇，例如生物科技及資訊科技等，大學進行有關研究而建立的專業知識將可協助本

港廠家闖進這競爭劇烈的新市場。

香港大學在其他多個範疇中亦具備認可的專業知識：若能加以運用，將予本港公司在國際間維持競爭地位方面帶來相當益處。

如欲查詢香港大學顧問服務及顧問指南詳情，請與港大工業聯絡主任李嘉輝先生聯絡，電話號碼為859 7039，圖文傳真號碼則為858 4152。

退休保障政策研討會

政府於十月二十三日公佈一份名為「全港推行的退休保障制度」諮詢文件，建議在本港建立全港性退休保障制度。本會深知該制度將會為僱傭雙方帶來重要影響，故於十一月三日舉辦「退休保障政策研討會」，以協助會員進一步了解諮詢文件之建議。

勞工顧問委員會廠商會代表呂明華在研討會開幕禮上強調，本會十分支持工商機構設立自願性公積金計劃。

在一九八七年至九一年期間，自願性質的私人退休保障計劃差不多增加了

一倍。對於最近建議成立的全港性退休保障制度，呂明華呼籲港府為這制度承擔財政風險。

高級勞工事務主任兼跨部門退休保障工作小組成員左陳翠玉在研討會上介紹諮詢文件的主要建議。根據建議，除獲特別豁免外，所有65歲以下的全職僱員均需參加一項退休保障計劃。僱主和僱員均需為此項計劃供款。供款的最低金額則建議訂為底薪的10%—僱主之供款不可少於5%，而僱員之供款則不可超過5%。至於65歲或以上的僱員和他們的僱主，則可自由決定是否參加是項計劃。

據左氏表示，建議中的制度並非中央公積金，而是沿用現行做法，讓銀行、信託人、保險公司或個別僱主營辦退休保障計劃。新制度顧及所有全職僱員，目的在使他們退休後的生活得到保障。

此外，高級勞工事務主任李紹葵亦向與會人士概述長期服務金計劃——一項保障長期服務僱員福利的法例。在新制度下，長期服務金不會在短期內取消，並將與新制度並行。如現行做法一樣，退休金亦可繼續用以抵銷僱主需支付之長期服務金部份。

此外，美國友邦保險（信託）有限公司營業經理鄭國成和喜齡有限公司市場拓展副經理楊國文則分別介紹「廠商會公積金計劃」的細則。

是項研討會參加者眾，與會人士在討論環節中均積極與講者討論有關問題。

失業統計數字

根據政府統計處最新發表的勞動人口統計數字顯示，失業率有下降趨勢。

九二年六月至八月經季節性調整的失業率為2.0%，去年同期為2.2%，而九二年三月至五月則為2.6%。

九二年六月至八月經季節性調整的失業人數估計為54,600人，去年同期為62,400人，而九二年三月至五月則為71,700人。

	九二年 六月至八月	九二年 三月至五月	九一年 六月至八月
失業率	2.0%	2.6%	2.2%
失業人數	54,600	71,700	62,400



常務會董呂明華（中）出席本會舉辦的「退休保障政策研討會」。其他講者嘉賓包括高級勞工事務主任兼跨部門退休保障工作小組成員左陳翠玉（右二）、高級勞工事務主任李紹葵（右一）、美國友邦保險（信託）有限公司營業經理鄭國成（左一）及喜齡有限公司市場拓展副經理楊國文（左二）。

環境問題

臭氧層保護（修訂）法案及建議中兩組附例

政府正在考慮修改臭氧層保護法案，以擴大其範圍及改善其條款，使香港能繼續履行「蒙特利爾條約一物質虛耗臭氧層」（Montreal Protocol on Substances that Deplete the Ozone Layer）的責任。此外，建議中兩組附例亦同時在考慮之列，分別為臭氧層保護（含被禁物質產品）（禁止入口）條例 [Ozone Layer Protection (Products Containing Scheduled Substances) (Import Banning) Regulations]] 及臭氧層保護（冷凍設備保養）條例 [Ozone Layer Protection (Cooling Equipment Maintenance) Regulations]。

上述首套規例旨在禁止從某些國家進口含被禁物質的產品。根據建議中的管制計劃，自一九九三年五月二十七日始，除那些能符合環境保護署署長的要求，即能完全符合蒙特利爾條約規定之產品外，任何來自非會員國而含有氯氟烴或哈龍（鹵化碳氫化合物）的產品，均在條約的約束下被禁入口。那些只供私人或家庭使用，或免受海關管制之非商業用產品則不受此規例管轄。此外，被列入藥用噴霧器類別的產品亦免受規例所限制。

上述第二套規例的建議是希望減少冷凍系統及汽車冷氣系統在維修、運作及拆卸時所發出的氯氟烴。此外，冷凍量超過50千克的「冷凍系統」均被禁止蓄意排放氯氟烴；是項禁令亦適用於汽車冷氣系統。然而，冷凍和汽車冷氣系統亦可使用專為回收氯氟烴冷凍物質之認可冷凍循環設備。另外，收回之冷凍物質必須以認可方法循環再用，排放及棄置方法則必須經環境保護署署長批准。計劃亦建議冷凍系統、車房和廢料場負責人記錄有關資料，包括維修、運作、汽車冷氣系統之拆卸以及所用和從拆卸汽車冷氣系統中排出之氯氟烴冷凍物質數量。

關於臭氧層保護（含被禁物質產品）（禁止入口）條例的管制計劃，本會強調政府應進一步就被禁入口產品的清單諮詢廠商；另一方面，港府應慎重考慮有否足夠代替品去取代這些被禁物質，並準備一份代替品清單，以供工業界參考。

有關藥用噴霧器之分類，本會感到荒謬的是由環境保護署署長而非衛生署署長作出專業判斷，以決定藥用噴霧器

之醫療價值和為分別藥用噴霧器而評價噴霧產品。本會相信，衛生署署長具備較合法的權力去闡釋藥物之定義。

對於臭氧層保護（冷凍設備保養）條例，本會則支持其減輕排放及回收氯氟烴之目標。然而，本會對該規例能否順利進行抱有懷疑，並建議政府重新制訂執行方法的架構。

香港化學廢物處理中心總覽

香港政府在一九八七年所作的一項調查估計，本港大約有一萬名廢物排放者，每年生產大概98,000公噸有毒及有害廢物。大部份廢物排放者均在多層工業大廈內經營小型工廠。他們沒有處理廢物的經驗，也沒有足夠的金錢和地方處理排放出的廢物。因此，他們往往將廢物不加選擇地排放到排水道及海岸水域中。這嚴重影響大眾的健康、安全及整體環境。政府為應付這問題而推行全面的管制措施；管制範圍包括廢物的運送、儲存、處理及排放。推行處理化學廢物的策略包括在青衣島興建及運作化學廢物處理中心（CWTF）。這使製造業能遵守政府在一九九二年廢物處理條例（WDO）中所頒佈的立法管制措施。

化學廢物處理中心

化學廢物處理中心設於青衣島的東南面，其所佔的兩公頃土地專供工業設施及未來基建計劃之用。由於廢物的成份和種類不明，化學廢物處理中心在儲藏及處理方面均須具備彈性和適應力。多項不同的處理科技被溶入該中心的設計中。某些程序為處理特殊種類之廢物而設；其他則較為通用，可處理較廣泛種類的廢物。當這些設備一起運作時，整個系統成為一套高度完整的廢物處理設備，可成功處理香港製造業所排放出的多種廢物。化學廢物處理中心的裝置包括：

1. 分解水中廢棄的油份，並用生物方法處理受有機物染污的污水；
2. 高溫焚化有機廢物，並同時還原能量；
3. 利用物理／化學方法處理無機水質廢物，包括還原反應作用、中和酸鹼值及使有毒金屬物質沉澱；

4. 從廢棄的侵蝕性副產品中還原金屬物質；
5. 最後採用蒸發及催化氧化作用處理多種污水，同時將水份還原；
6. 穩定污泥及含有毒成份的渣滓。

環境污染控制標準

為了符合香港法例的要求，一套全面的環境管理及監察計劃將在中心實施。化學廢物處理中心在收集廢料後會先作記錄，適當時更會抽取樣本，經廠房的輸送帶運往適當的儲藏及加工單位。在處理過程中，焚化爐所排放的氣體、流入污水渠的污水、注入填土區的已穩定固體渣滓、廠房的地下水以及中心周圍的空氣均受監管。監察計劃的資料將送交港府作聯合評估，以確保環境管理程序得以不斷改進。

在中心設立的环境管制標準（Environmental Control Limits）即使不比國際標準更為嚴厲，也是一致的。在運作過程中，化學廢物處理中心所排出的廢物會控制在可容許的極限內。焚化爐的主要參數將不斷受到監察，以確保燃燒正常，並得以除去空氣污染物。在排出污水前不斷監察污水的酸鹼值、溫度及有機化合物的總數能確保污水得到充分處理。固體渣滓則會先經測試才運往填土區，以確保有毒金屬成份不會在填土區內溶解。定期檢查排放物能確保各控制參數彼此配合。有關方面將推行預防性維修計劃及緊急應變計劃，以盡量減低意外洩漏機會；即使發生洩漏，也能完全清理環境。所有儲存及處理範圍均受防堤及第二層外殼保護。外殼的表面更以覆蓋物密封。地下水樣本將按季作出分析，以確保中心的運作沒有染污廠房環境。此外，中心亦會每半年測量廠房內外的空氣質素，包括空氣中所含的微粒、二氧化硫、氧化氮及揮發性有機物的份量。

品質管制及保證

整個處理過程及化學廢物處理中心之服務能否有效地運作及管理，大大依賴實驗室分析計劃及一套全面而又傳達方便的資料分配數據庫。這能確保達致適當的處理決定和運作管制。此外，環境監察能完全配合法定和公司政策。這工作由中心內的實驗室及電腦網絡系統負責。

香港廢物處理條例管制一項「通行證」（宣言）系統 ["trip-ticket" (manifest) system]，使運輸、處理及最終棄置化學廢物的過程更為容易。由於大部份

廢物排放者均開設小型工廠，預期他們所排出一箱箱廢物將佔化學廢物處理中心收集廢物量的七成。大量廢物會以大型槽車收集，船務活動所產生的廢物則以駁船收集。衡和化學廢物處理有限公司擁有一列運輸隊伍，包括貨櫃車、大型槽車、為穩定廢物渣滓之箕斗小船、以及為收集船務活動廢物之駁船。所有源自陸地的廢物在接收前均須接受抽樣分析。收集回來的廢物會送交鑒別或分析，以確定是否與「通行證」系統配合。一項條形碼系統將會配合操作，以加速辨認過程。在這個過程後，

投資國家

印尼

印度尼西亞自一九六七年實施外資法例至今，外資總值已超過571億美元（4,453.8億港元）。香港緊隨日本，成為印尼第二大外資來源，累積投資總額接近50億美元（390億港元）。

業務優勢

印尼坐落於太平洋及印度洋兩大海洋交界，位居要塞。該國面積遼闊，土地肥沃，天然資源豐富。其一億七千九百多萬人口一方面確保擁有一個龐大的潛在市場，另一方面亦提供廉價的勞動力。印尼擁有以市場為主導之經濟體系，外匯不受限制；並為投資者提供有利的投資及經商環境。

投資政策

印尼現正步入經濟迅速多元化階段，目的為減少對石油及天然氣出口之依賴；這兩類產品在過去多年一直是主要的外匯收入來源。其中一個有效促進多元化的方法是鼓勵私人投資，無論是本地或外國的商人均歡迎在當地直接投資。

投資服務代理

投資聯絡委員會(BKPM)自一九七七年起成為一個非部門政府代理處，直接隸屬及向總督負責。委員會負責制定投資政策，包括擬備一份列有謝絕投資的行業清單，以代替原先列舉開放予投資之行業的優先投資清單。這改變希望能給予投資者更大自由，在印尼開拓投資機會。

廢物將被卸出，並運進適當的大型儲存槽，以便運往加工單位作進一步處理。

總結

香港政府的廢物管理策略旨在有效地管制沿岸海水污染和推行嚴厲的化學廢物管制措施；為達致目標，發展中央化學廢物處理中心是必要的。是項發展促使政府推行其他法定管制，以確保化學廢物得到適當監管、以合適的設施處理、並以環境可予接受及安全的方法棄置。衡和化學廢物處理有限公司作為該

中心的設計者、承辦商及經營者，相信化學廢物處理中心的處理科技、管理政策及採納的程序均能符合本地廠商在適當棄置廢物方面的要求，並滿足政府徹底控制本港所產生的化學廢物之目的。化學廢物處理中心將緩和目前嚴重的健康和環境污染危機，並防止環境污染進一步惡化，增加本港在工商投資方面的吸引力。

（本文節錄自衡和化學廢物處理有限公司朱兆宏先生在ISWA有關化學廢物管理的地區會議上發表的講稿。）



印尼現正步入經濟多元化階段，紡織業是其中一門迅速發展的行業。

外資合營企業的三種形式

外商在印尼的投資計劃必須以外商與當地合資人合資經營的形式進行。一般來說，外國資本之最低投資額不能少於100萬元（780萬港元）。合營公司的印尼合資人在企業開辦時必須擁有公司股份資金總值最少20%，並在20年的經營期內遞增至51%或以上。

勞工密集及以出口為主導的投資計劃之最低投資額為25萬美元（195萬港元），而其印尼合伙人在企業開辦時必須擁有公司股份資金最少5%，並在十年的經營期內增至最少20%，在20年內則進一步增至51%或以上。

在伊里安查亞省、馬魯古、東帝汶島、西努沙登加拉省、南及東南蘇拉威西省、中及北蘇拉威西省、加里曼丹（北部除外）、明古魯、占碑等「首級地區」及保稅區(Bonded Zones)的範圍內，外商可進行資金不少於5,000萬美元（39,000萬港元）的全資計劃。但在最初經營的五年時間內，外商必須將全數資金的最少5%售予土生印尼人，並在20年內讓他們擁有的公司股份資金增至最少20%。

工業邨及自由貿易區

印尼政府計劃將工業邨及自由貿易區的特點結合於數個保稅地區內：已建立的兩個免稅區分別設於雅加達和距離新加坡南部12英里的巴淡島。免稅區亦會陸續設於泗水（東爪哇）、芝拉扎（中爪哇）、Ujung Pandang（南蘇拉威西省）及棉蘭（北蘇門答臘）。另外，數個已落成的工業邨正在運作中，最大的工業邨位於雅加達、Cilegon、泗

水及棉蘭。

在現時制度下，任何種類之貨品祇要是以出口為主的，均可在保稅區內加工，貯存及接收，而無須繳付入口稅或附加入口稅。

若投資者有興趣在自由貿易區發展，可向所屬地區的投資聯絡委員會申請。這些投資計劃容許外資擁有95%所有權，並無須再受剝奪。

鼓勵出口措施

製造出口貨品的生產出口商可獲退回購買生產物料及用品時所繳交的增值稅。此外，印尼全國任何國營或外資合營企業均可獲資助率為14至14.5%的出口信貸。

此外，出口量不少於其總產量65%的公司亦可獲額外鼓勵，如豁免生產出口貨品之機器及原料的入口稅、增值稅及奢侈品稅。

土地

在法理上，祇有印尼企業才能擁有土地。然而，根據基本土地法(Basic Agrarian Law)，外資享有三種主要的土地權益：

1. 開發權 — 外商有權使用國家土地作農業用途，一般有效期為30年，但亦可延長至60年；然而，印尼政府祇向外商批出租借權。
2. 建設權 — 外商可獲興建及擁有物業的權利；這權利一般有效20至30年。地方政府有權酌情續期。
3. 使用權 — 外商在某段時間內擁有使用土地作任何用途的權利。

勞工

印尼政府設有人力資源部(Department of Manpower)，負責管理勞資問題；包括不斷檢討僱傭情況，透過集體勞工協議去維持僱主與工會間的和諧氣氛，並舉辦勞工訓練課程。

外商可全權委任公司的管理階層，但必須僱用印尼勞工；沒有印尼勞工能夠勝任的職位則除外。

如欲查詢，請致函禮頓道127-129號印尼領事署，或致電890 4598。

（資料：印尼投資聯絡委員會 — BKPM）



印尼位於太平洋及印度洋交匯要塞，海路交通方便。

中美港貿易

中美港貿易事項

有條件延續中國最惠國地位

有條件延續中國最惠國地位的法案獲得國會通過，卻遭布殊總統否決。由於美國國會不能推翻否決，議案已告失敗。

九月十四日，美國參議院以口頭表決通過議案；該議案的形式曾經參議院修訂。九月二十二日，美國眾議院亦以口頭表決批准經參議院通過的議案。然而，布殊總統在九月二十八日否決議案。總統的否決聲明表示，他完全了解是項議案的目標，但有條件延續或取消最惠國待遇卻不能促成這些目標。他相信議案只會為美國的雙邊貿易帶來不可行的約束，而議案中的受害者將會是充

市場報告

阿根廷

以面積計，阿根廷（繼巴西之後）在拉丁美洲中排行第二。其3,260萬人口和4,280美元（33,384港元）人均收入在拉丁美洲中屬其中一個人口最多及個人收入最高的國家。

經過近四十年的政治動盪及經濟失控後，阿根廷現正逐漸恢復繁榮和穩定。Menem政府在一九八九年中起推行的緊急計劃已成功穩定經濟，使國家不至陷入經濟嚴重衰退的境況。該計劃包括多個主要元素：嚴謹的財政預算和金融規例；終止工資物價指數，以削減預期通脹；並建立穩定的對換率，以恢復投資者對本地貨幣的信心。為加強經濟穩定，政府亦減少國營企業的數目，將主要國營企業私有化；並發起多項措施，包括入口自由化。

該等緊急管理措施對穩定經濟非常有效。通脹率由1989的4,900%頂峰跌至去年的84%。92年的通脹率預測為12%。緊急措施亦有助恢復商界的信心，並為其經濟復甦鋪路。在私人投資及消費增加的帶動下，去年國民生產總值上升5.5%；預計92年將增加6%，而在未來數年間亦將有類似的增幅。同時，因就業率及實質工資上升，加上貿易自由化帶來廉價的進口產品，當地呈現一片消費熱潮。中期而言，預期國內

滿動力及以市場為主導的南中國及香港等地區。布殊總統贊成目前美國的做法，即通過民主、經濟及教育機構等途徑去敦促中國進行改革。布殊表示：「最惠國待遇是我們用以喚醒中國的基礎。」他總結時表示，議案不單為最惠國待遇加添條款，危害對華政策，還侵佔了總統在代表美國進行外交談判時的獨有權利。九月三十日，美國眾議院以壓倒性票數 — 345票支持、74票反對 — 推翻總統的否決。然而，美國參議院在十月一日卻不能推翻否決。參議院之投票結果為59票支持、40票反對，並未能湊夠所需的三分二大多數，以推翻總統的否決。

一九九二美國香港政策法案

美國參眾兩院均以壓倒性票數通過這項法案。法案獲得布殊總統批准，並正式成為法例。

外公司的投資額不斷增加，以及消費額持續提高，均可為阿根廷的經濟帶來支持。

龐大的經濟增長預示着阿根廷將有一個購買力強的消費品市場。以每人的國民生產總值計算，阿根廷的生活水平在拉丁美洲中位列前數名。此外，生活水平預料將與實質經濟同步增長。

貿易自由化及主要入口規例

始於1989年的貿易改革到了1991年早期達至頂峰，蓋因大部份入口管制已予廢除。為統計用途，入口商在海關領回貨物的數天前，仍須向貿易秘書處(Trade Secretariat)呈交一份入口統計登記書(REDI)；登記書中，須詳述入口產品資料，包括價錢、數量、原產地及入口商的身份。

隨着入口及外匯管制的廢除，阿根廷市場現廣泛接受外國貨品。差不多所有製成品均須繳交22%入口關稅。此外，在阿根廷發售貨品（包括國內及國外貨品）亦須繳交18%增值稅；某些農業及煤礦產品、化學品及其他主要日用品則在豁免之列。入口貨品亦不受外匯管制及信貸條件限制；入口商可在入口前付款，或在簽約雙方同意下，自由貸款。

香港出口往阿根廷

阿根廷之經濟復甦及市場開放對香

美國貿易代表辦事處有關進入中國市場的301調查行動

在九月十五日及十六日，美國貿易代表辦事處在北京與中國舉行另一論中級談判。當時的談判內容部份關於美國將給予中國若干時間去改變其貿易系統。九月二十三至二十五日期間，301條款委員會舉行聽證會，就一旦不能在十月十日達成協議，美國擬對一系列中國貨品進行報復行動之事宜收集意見。在三天的聽證期中，委員會共收到大約一百份供詞，其中15份代表香港利益。除了九份供詞外，其餘均反對建議的報復行動。技術談判定於十月二日開始舉行，而高層談判則安排於十月六日在美國舉行；有需要的話，談判會延長至十月十日之協議限期。最後，美國與中國在十月十日的301貿易談判中達成原則性協議。

港出口商甚有益處。在一九九一年，出口往阿根廷總額上升了375%，達13,570萬美元(10.58億港元)；在九二年上半年則進一步上升241%。當所有產品類別均呈現實際增長之際，玩具、收音機、其他常用電子產品、電訊設備及成衣等，由於在價錢及品質方面都具備競爭力，故銷售額急劇上升。

至於輕消費品行業，香港出口商大概知道，他們和當地生產商之間的競爭，整體來說是有限的，儘管製衣業是阿根廷其中一門較強的工業。

阿根廷作為香港的市場

1. 常用電子產品

關於電子產品，着重牌子的阿根廷顧客通常選擇高質素產品。為增強競爭力，香港出口商必須提供多功能及設計美觀的型號。

2. 玩具

阿根廷由於缺乏原料及經訓練勞工，玩具業根本不存在。最流行的玩具種類為動畫公仔（如忍者龜及 G I Joe等）、塑膠玩具套裝、洋娃娃（如 Barbie）、布公仔及球類。

3. 手錶

貿易資料顯示，訂貨額通常不大。設計與價錢成為購買中價貨品的關鍵。而入口商通常會提供保養服務。

4. 製衣

製衣業是阿根廷其中一門最重要的輕工業。產品主要是牛仔褲、棉質恤衫、羊毛汗衫及外套。香港成衣屬中價貨品，須面對當地生產商的競爭。但港製棉質恤衫及女仕衣着，則在色彩與設計方面佔優。

5. 其他

貿易商指出，阿根廷市場對多項家庭日用品均有穩定需求，包括煮食用具、壺及平底鍋、瓷器及來自香港及中國的家居陶瓷用品。其他具有良好市場潛能的貨品包括鞋類、運動物品、單車及手工作具。

銷售及分銷渠道

阿根廷的消費品大部份由中小型經銷商處理。目前，小型經銷商的需求量不大，成為直接銷售的唯一障礙。並非所有外國出口商均願意接納這樣的訂單。開拓市場的最有效途徑是委派一些能迎合當地公司需要的阿根廷代理商，另一途徑是與美國一些有經驗的代理商合作，蓋因他們與阿根廷市場有業務聯繫，並對其有深切認識。過去兩年，阿根廷的新入口商數字激增，香港商家應



在阿根廷出售的香港成衣（貨幣單位為比索 (pesos)）。

與一些擁有良好財政背景及經驗的貿易公司接觸。在銷售方面，出口商應緊記阿根廷顧客的精細要求，他們注重品

質、設計及吸引的包裝。

（資料：香港貿易發展局）

廠廈萬家在香港
商業繁榮又興旺

加入香港中華廠商聯合會的大家庭，請向會員聯絡部查詢，電話545 6166/542 8600

展覽概要

日期	展覽會	地點	展品	主辦機構
一九九二年十二月三十一日至一九九三年一月十日	皮衣皮革展銷會'92	新世界廣場	皮衣及皮革、手袋、皮革成衣	東偉業務促進有限公司 電話：807 7633 圖文傳真：570 5903
一九九二年十二月十八日至一九九三年一月三日	中華大廟會	深圳市國際展覽中心	十五個不同形式之展銷會及洽談會	中華大廟會組織委員會 電話：249755 圖文傳真：359523
一九九三年一月七日至十日	香港玩具展覽會'93	香港會議及展覽中心	玩具、遊戲用具、玩具配件及組件	香港貿易發展局 電話：584 4333 圖文傳真：824 0249
一月十一日至十四日	第四屆曼谷國際珠寶展覽會	Queen Sirikit National Convention Centre	珠寶	精英國際展覽有限公司 電話：827 5121 圖文傳真：827 7064
一月十一日至十五日	三資企業產品展覽會	深圳國際展覽中心	成衣、皮鞋、化粧品、鐘錶、珠寶及食品等	香港貿易發展局 中國事務組 電話：584 4333 圖文傳真：824 0249
一月十三日至十四日	法國時裝展	九龍香格里拉酒店	高級時裝、現成服裝、皮革用品、皮革、男女及兒童飾物	法國紡織商務署 電話：312 0331 圖文傳真：739 8073
一月十三日至十六日	中國時裝展'93	香港展覽中心	中國成衣	香港展覽中心 電話：827 9908 圖文傳真：827 5245
一月十四日至十七日	香港時裝節'93	香港會議及展覽中心	成衣及時裝飾物	香港貿易發展局 電話：584 4333 圖文傳真：824 0249
一月廿二日至三十一日	Int'l Green Week Berlin	德國柏林	食品、農業及園藝	AMK Berlin Ausstellungs- Messe-Kongress-GmbH 電話：030 3038 0 圖文傳真：030 3038 2325

訓練概覽

日期	項目	地點	主辦機構	聯絡人/電話
一九九二年十二月十三日至十六日	國際計算機學科會議	九龍香格里拉酒店	香港浸會學院	主辦機構 339 7080
十二月廿八日	中小企業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
一九九三年二月十五日	出口信用保險研討會	出口信用保險局會議室	香港出口信用保險局	該局林美珍小姐 723 3883

新會員 New Members

普通會員 Ordinary Members

福生製衣廠
經理：陸玉珍
出品：針織成衣
Fusion Knitting Gmts Ltd.
Executive Manager: Fanny Luk
Products: Knitted garments

利而威實業有限公司
董事：徐傑民
出品：手錶
A E Y Ind'l Ltd.
Managing Director: Jeffrey Zee
Products: Watches

新華印刷廠
經理：蔡國林
出品：印刷品
New China Printing Fty
Manager: Choi Kwok Lam
Products: Printed matters

聯輝膠袋有限公司
股東：林國輝
出品：膠袋
Luen Fai Plastic Bag Ltd.
Director: Lam Kwok Fai
Products: Plastic bags

永盛製衣有限公司
董事：莊清沛
出品：成衣
Ever Shine Gmts Ltd.
Director: Cheng Ching Pui
Products: Garments

贊助會員 Associate Members

Yeko Trading Ltd.
執行董事：陳明龍
業務：玩具、雜項、禮品、家居用品、
電子產品及文具

Yeko Trading Ltd.
Managing Director: Francis Chan
Nature of business: All kinds of toys,
sundries, giftware,
housewares,
electronics &
stationery

合景發展有限公司
經理：蔡祝治
業務：玩具、聖誕裝飾、嬰兒產品、
家居電器
Hop King Development Ltd.
Manager: Tsoi Chuk Chi
Nature of business: Toys & games, baby
care products, X'mas
light & decoration,
household electrical
appliance, cookware

兆輝洋行有限公司
經理：馬少光
業務：各種頭飾及人造首飾
Mascot Hair Accessories Co. Ltd.
Manager: Warren Ma
Nature of business: All kinds of hair
accessories &
imitation jewellery

楊華就會計師行
東主：楊華就
業務：執業會計師
Charles Yeung & Co.
Proprietor: Charles Yeung
Nature of business: Certified Public
Accountant

海寶公司
東主：周建成
業務：電池及電池原料
Rubis Co.
Proprietor: Chow Kin Shing
Nature of business: Batteries & battery
materials

嘉宜實業公司
東主：張瑞芳
業務：膠飲管
Gally Enterprises Co.
Proprietor: Chang Shui Fong
Nature of business: Plastic drinking straws

本會可提供有關會員產品之諮詢服
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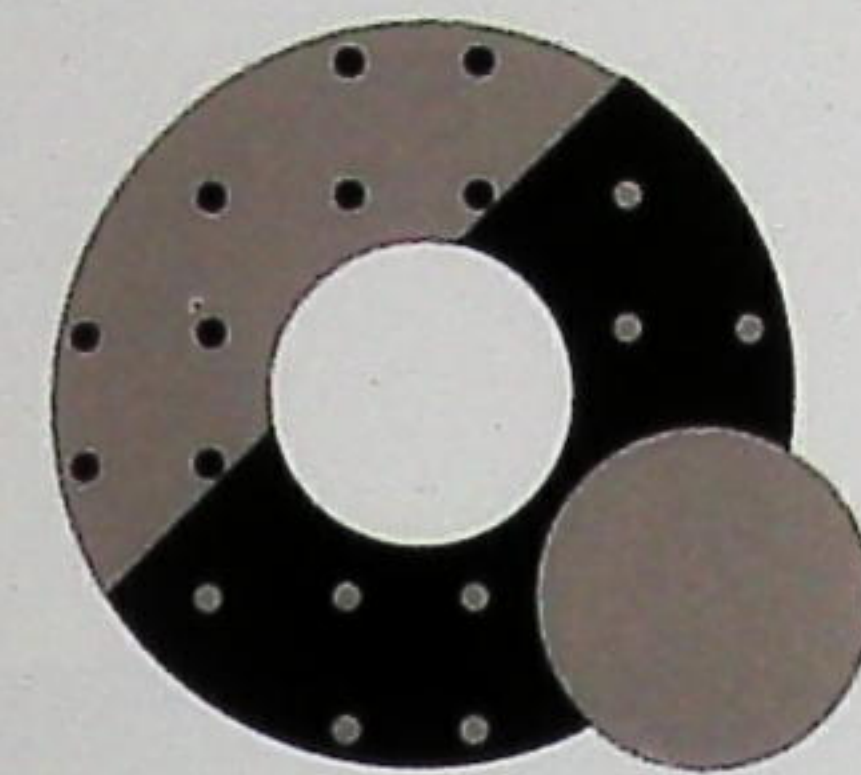
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一九九二年總督工業獎 — 機器及設備設計

Governor's Award for Industry 1992 — Machinery and Equipment Design

電腦通訊控制有限公司之 C1024全數字交換機

設計：王知康、陳肇斌、曹偉強
張 儉、張偉明

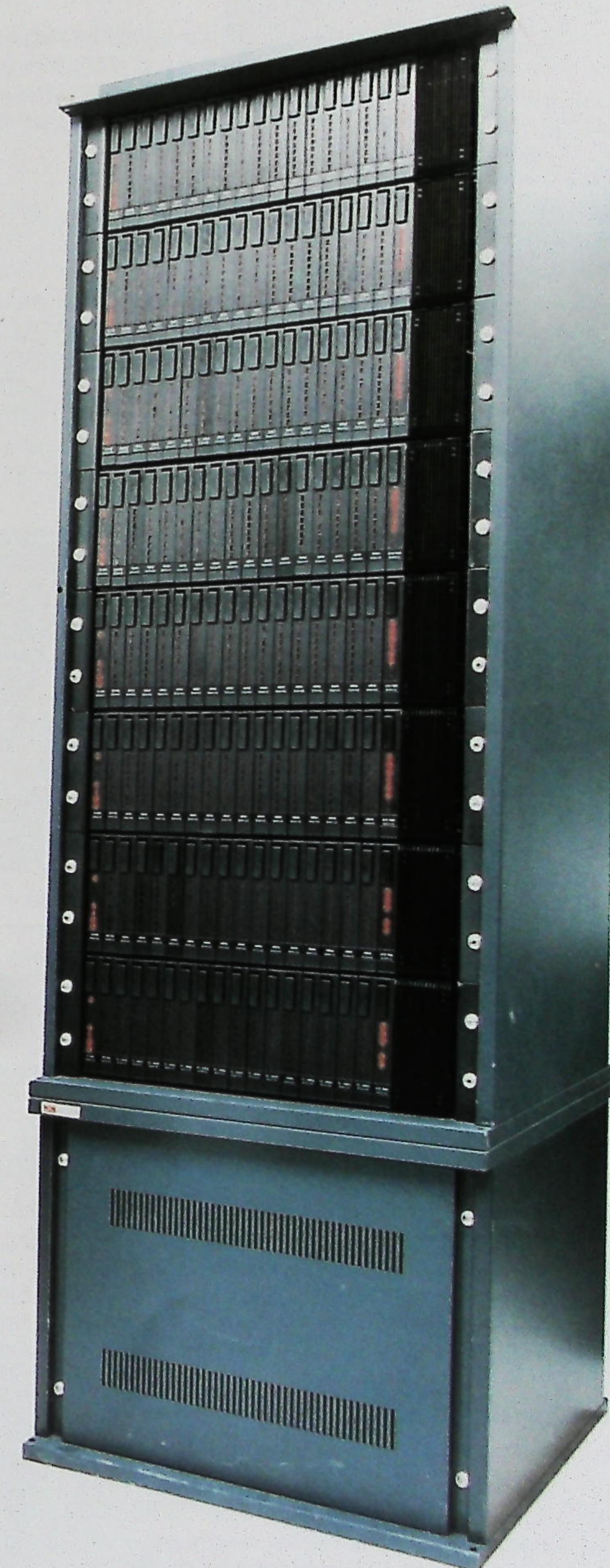
C1024是第一台採用開放式設計之全數字交換機，除了提供聲音、數字、傳真和調制解調等傳輸功能外，還能夠以高速之PCM總線，靈活組合成1024門或更大之交換機。C1024由八條內部PCM總線聯網而成，並能與ISDN功能兼容。C1024以3C專用交換機集成電路芯片實現交換功能。C1024之PC話務台可用多種語文(包括中文)顯示，以符合不同國家用戶需求。

C1024 Digital Switch

by 3C Ltd

Designed by: James Wang, Chan Siu Bun, Terence
Cho, Zhang Jian, Zhang Wei Ming

The C1024 Digital Switch is the first PCM digital based OPEN concept switch. It offers all the communication service such as voice, data, fax, modem and provides flexibility for re-configuration and enables expandability to beyond C1024 lines by connecting several such systems to a higher speed data highway. The product uses an 8 x PCM data highway architecture and is designed to be ISDN (Integrated Services of Digital Network) compatible. The C1024 system uses its own designed digital ASIC chip for switching functions and can be controlled through a PC. The software also provides multi-lingual display including Chinese.



廠商會獎 CMA Design Award

振華科技有限公司之 超能 T100 在線測試台

設計：振華科技有限公司科研部

此自動測試儀器，乃應用於測試線路空板及已鑲接裝配完畢的線路板，該系統使用多個中央處理器，故具有運作速度快捷、性能優越和節省被測零件損耗等優點，它並選用16位的數碼模擬轉換器，以達到更高的分辨率，來滿足現時的先進電子產品。這測試台是用開戶式系統來設計，可使用個人電腦作脫機編程，亦可連接網絡使用。它採用高智能方法來分析及判斷錯誤零件的方位，故操作簡易。

Supertest T100 In-Circuit Tester

by Concord Technology Ltd

Designed by: Concord R & D Department

The tester is an automated test equipment for bare and loaded electronic circuit boards. The system uses multi CPU processing technique to achieve speed, performance and cost benefits. It also offers a 16-bit digital-to-analogue converter to meet the high resolution requirement of today's electronic products. The tester is designed with open system architecture for PC based off-line programming, networking facility and it is user-friendly, easy to operate and is of high level intelligence for locating and debugging defective parts.



立信染整機械有限公司之 自動化染廠系統

設計：符開錦與立信研究及開發部

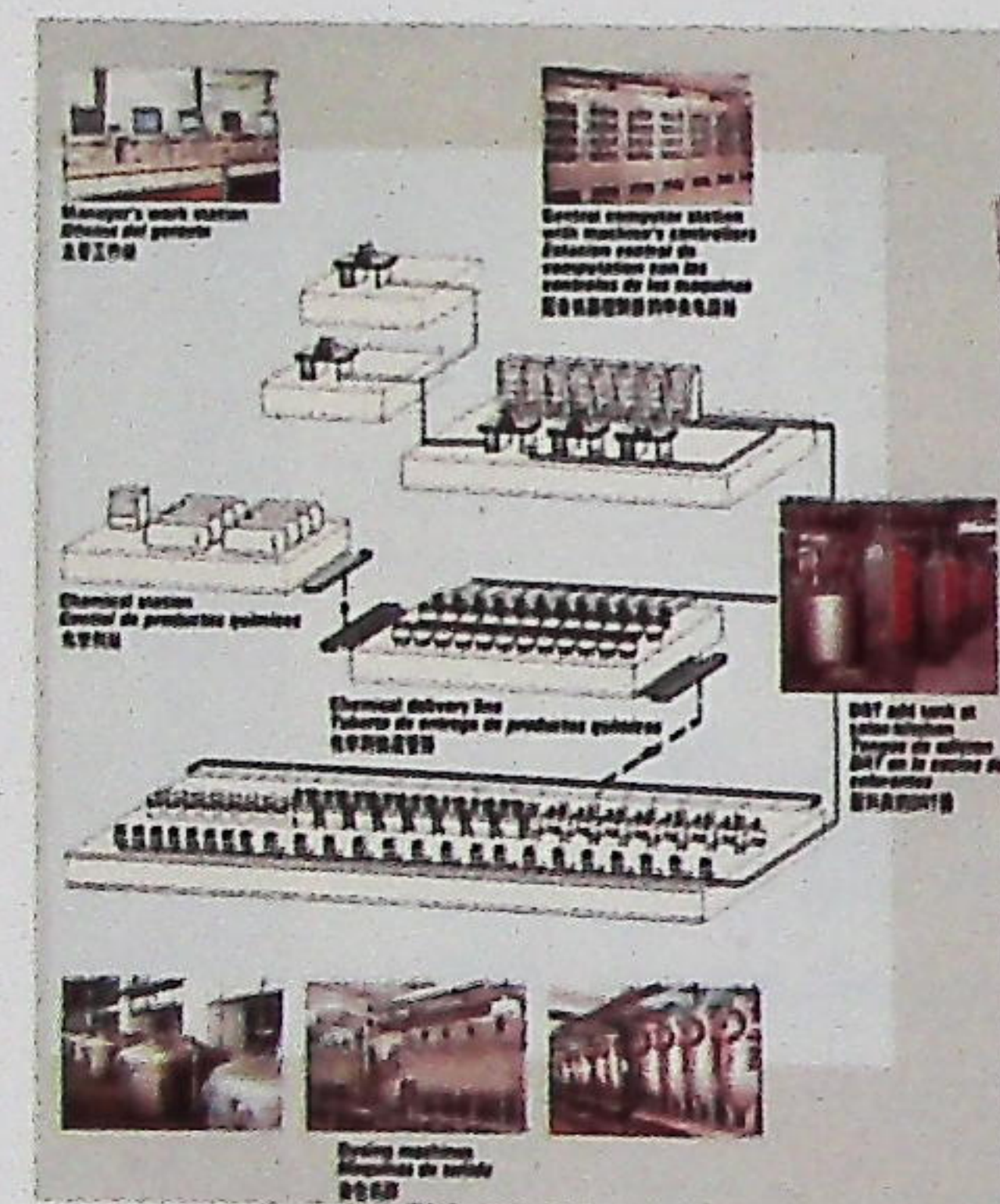
此系統可同時監管、調節、以及控制多部染色機，並能集中處理全部加工操作過程。除可大幅度減輕對熟練工人倚賴外，此系統仍可達至高質量的染色效果，及能保證於最佳狀況下進行加工處理。此系統並能編製每部染機的操作情況報告及能源與用水量等資料，好讓管理人員進行各類分析和改善加工程序的操作方法。

Dyehouse Automation System

by Fong's National Engineering Co Ltd

Designed by: H K Fu & Fong's R & D Engineering Team

The system enables the monitoring, measuring and controlling a number of conventional dyeing machines into a fully integrated processing operation. It alleviates the heavy dependence on skills of operators to achieve good quality, and optimized conditions for the process. The system generates report on the operating conditions of the machine as well as energy and water consumption data which enables management to perform analysis and to make improvement on processes and operations.



寶源(陶氏)機械廠有限公司之

PYI-1800PCII大型螺桿直射式油壓鎖模精密注塑機

設計：寶源(陶氏)機械廠有限公司

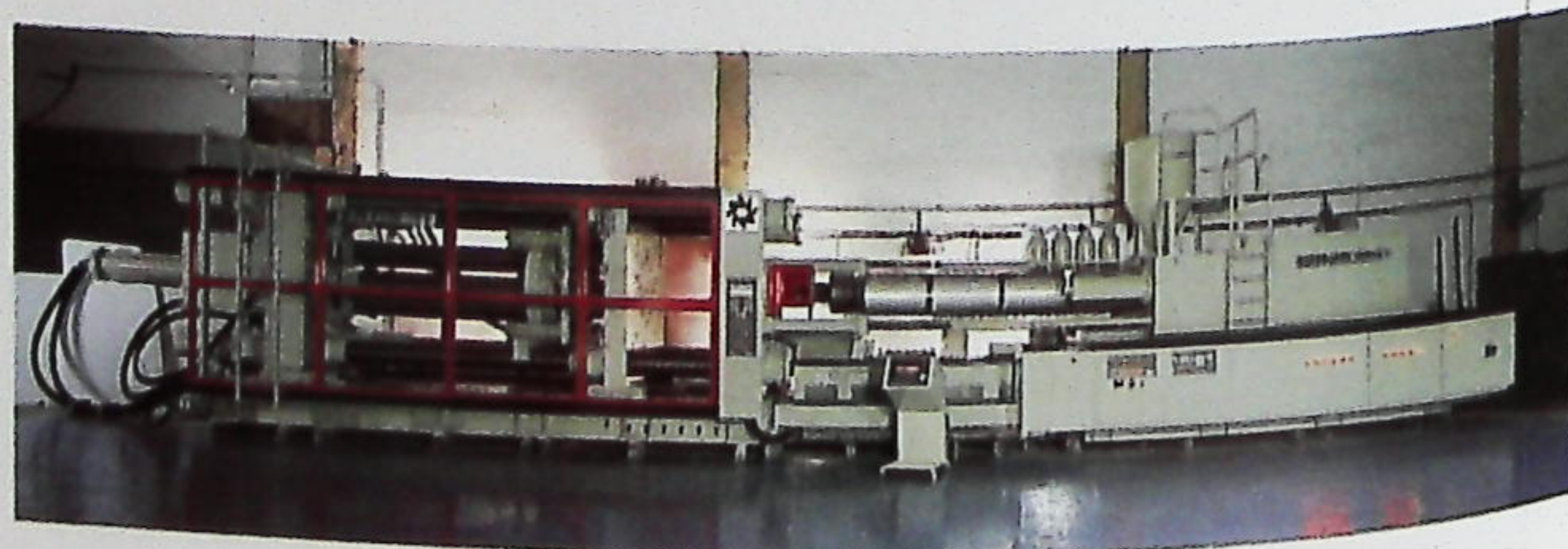
該產品為現時香港製造之最大型精密注塑機，經過精心設計，有效地融合了現今新科技、材料及生產設計等先進技術，並具有外形美觀、節省能源、性能穩定、操作方便、檢修容易等優點。在鎖模系統設計方面，更放棄了傳統的機鉸結構而採用小行程的高壓大彈簧和旋轉開板的結構來達到所需的鎖模力。

Heavy Duty Direct Hydraulic Clamping Screw & Inline Plastic Injection Moulding Machine, Model : PYI-1800PCII

by Po Yuen (To's) Machine Factory Ltd

Designed by: Po Yuen (To's) Machine Factory Ltd

The product is the largest plastic injection moulding machine manufactured in Hong Kong. The machine is designed and built with good aesthetic outlook, sound engineering design, with consideration of energy saving and reliability, ease of maintenance, as well as effective use of available technology, material stroke high pressure cylinder with swing disc system to provide the required clamping force.



優質證書 Certificate of Merit

集信有限公司之 M.I.S. (製造業資訊系統)

設計：梁峻邦

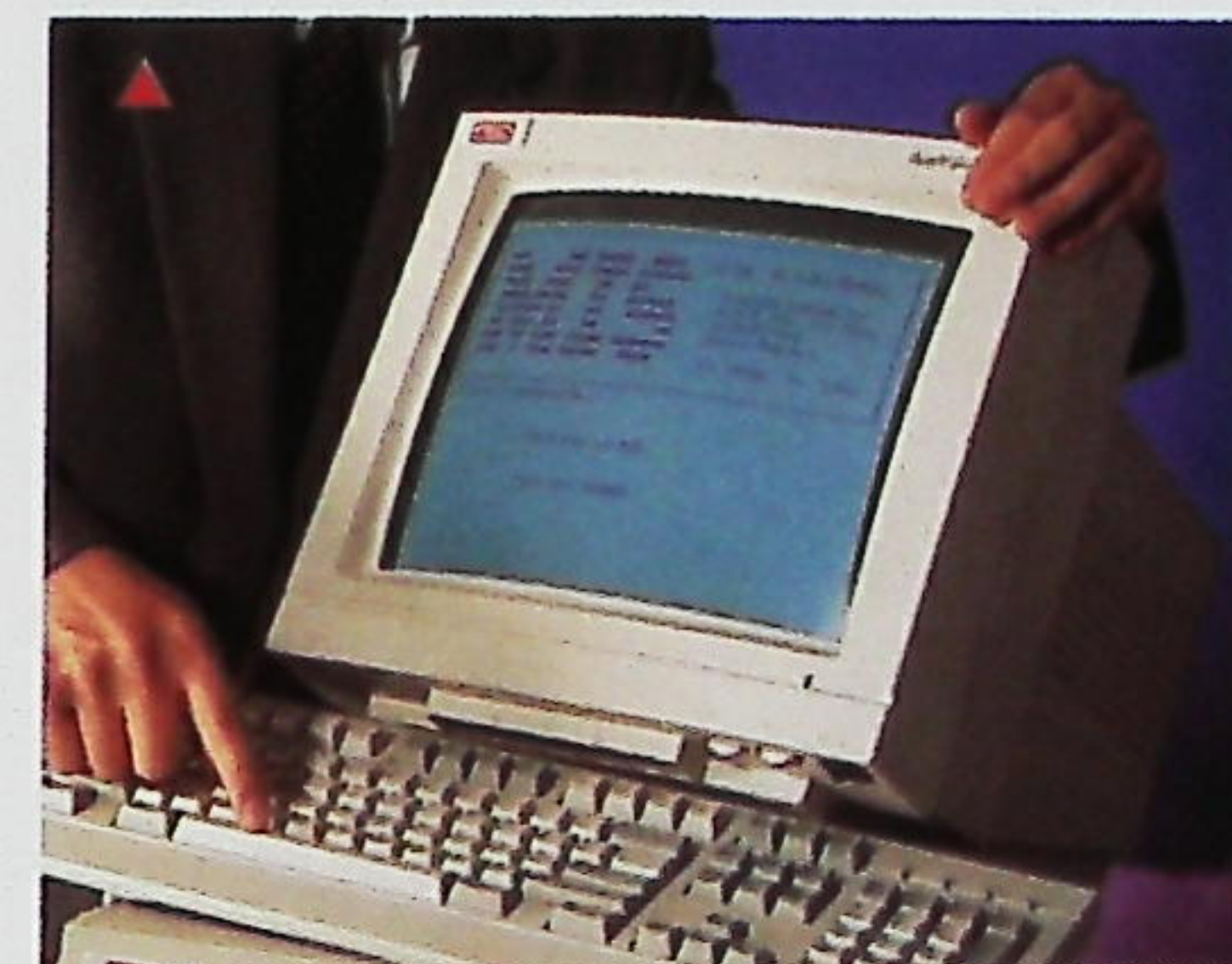
製造業資訊系統 (MIS) 乃應用於生產資訊管理。12個模組可提供的管理功能包括：生產管理、物料管理及財務管理。該系統操作容易，更可以配合多類型電腦使用，兼有中文及英文版本。

M.I.S. (Manufacturing Information System)

by Integrated Solutions Ltd

Designed by: Ricky Leung

M.I.S. is applied in production information management. The 12 modules combined can provide integrated functions in production control, material control and finance control. It is user-friendly, and is capable of running on a large number of computer platforms, both in Chinese and in English.



創業精密機電有限公司之 醫療氣樽封蓋

設計：利以恩

此新式封蓋使用簡便，並可防止醫療氣體處理過程中致命的失誤。

Medical Gas Tamper Proof Seal

by Enginuity Ltd

Designed by: Derek Ian Darley

The product provides a simple to use and tamper proof means for the protection of mis-handling of gases which can be fatal.



偉易達電子有限公司之 Laser LT321E

設計：連俊亮、馮英南、蘇劍英、丘思宗

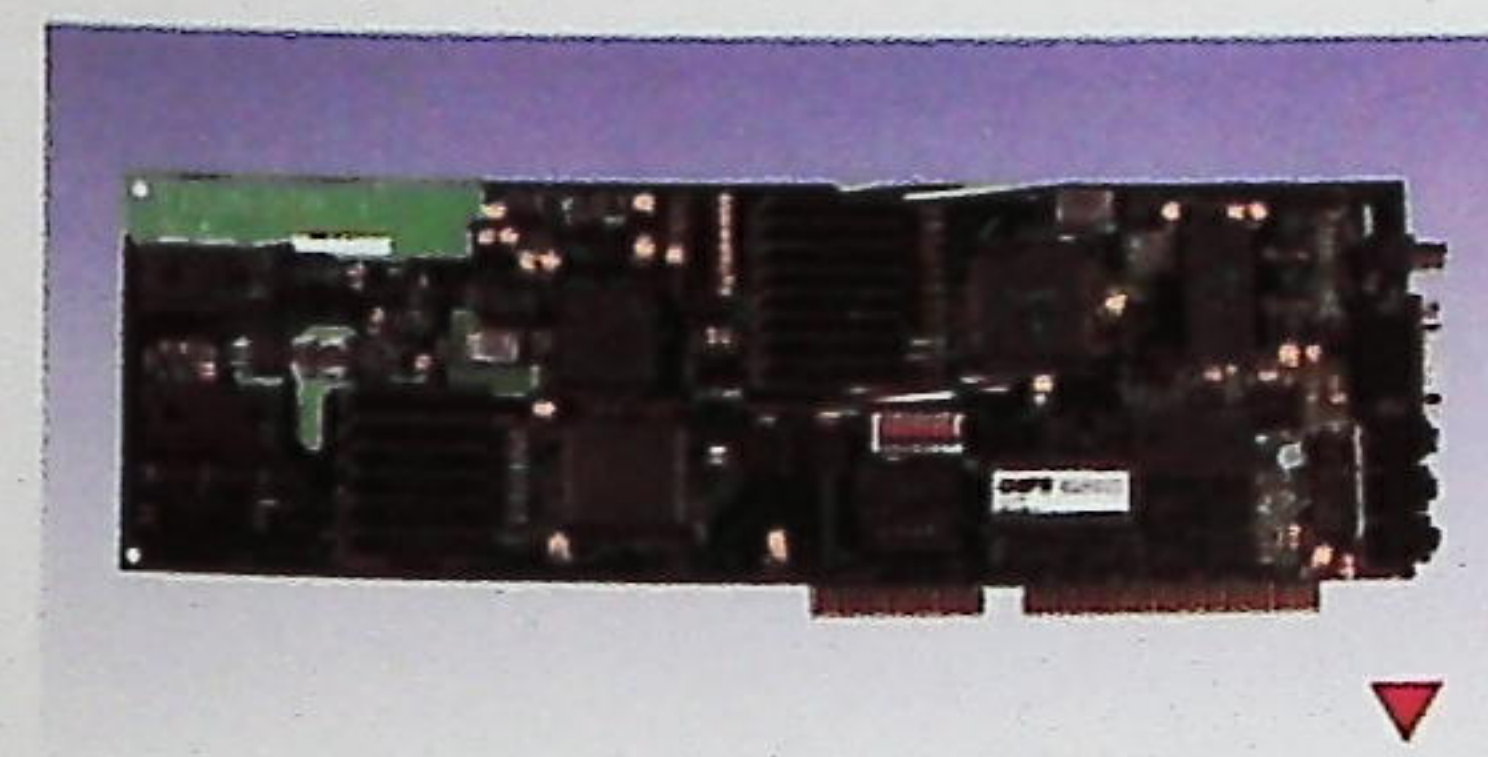
此產品比多數市場中同級筆記型電腦擁有更高速度，並整合多數元件(包括電源管理系統)於特殊用途集成電路之內。

Laser LT321E

by Video Technology Computers Ltd

Designed by: C L Lin, Y N Fung, K Y So, C C Yau

The product runs faster than most other notebook computers in the market. It has integrated most component including the power management system into an ASIC (Application Specific Integrated Circuit) chip.



Econsoft Ltd 之 Ecomedia I

設計：謝志偉

ECOMEDIA I 是一張“玩聲弄畫”多媒體擴充卡，並配上適用的軟件在任何 286 或以上的 IBM 兼容個人電腦使用。此卡能夠處理全動態數字影像及環迴立體聲效果，另內置數碼音源立體聲混音器，同時內建視頻輸出，可以將視頻錄入錄影帶內，並配上字幕。

Ecomedia I

by Econsoft Ltd

Designed by: C W Tse

The ECOMEDIA I is an add-on card with software and hardware solution which turns a PC into a multi-media workstation. It combines and integrates full motion video, FM voice sound processor, audiomixer, VGA (Video Graphic Adaptor) display and TV video output into one add-on card.



京華自動化有限公司之 EDS 繡花圖樣設計系統

設計：研究及發展部

此系統摒棄了一般傳統費時的放大圖稿輸入法，卻選用彩色掃描作為輸入媒介，它以操作方便及速度快捷見稱。

EDS-1000 Embroidery Design System

by Capital Automation Co Ltd

Designed by: Research and Development Team of Capital Automation Co Ltd

The product uses color scanning as input mode and waives the clumsy and conventional digitizing method. The system is user-friendly and the computer processing is of high speed.



偉易達電子有限公司之 Laser 486 (Tower)

設計：設計組(486系列)

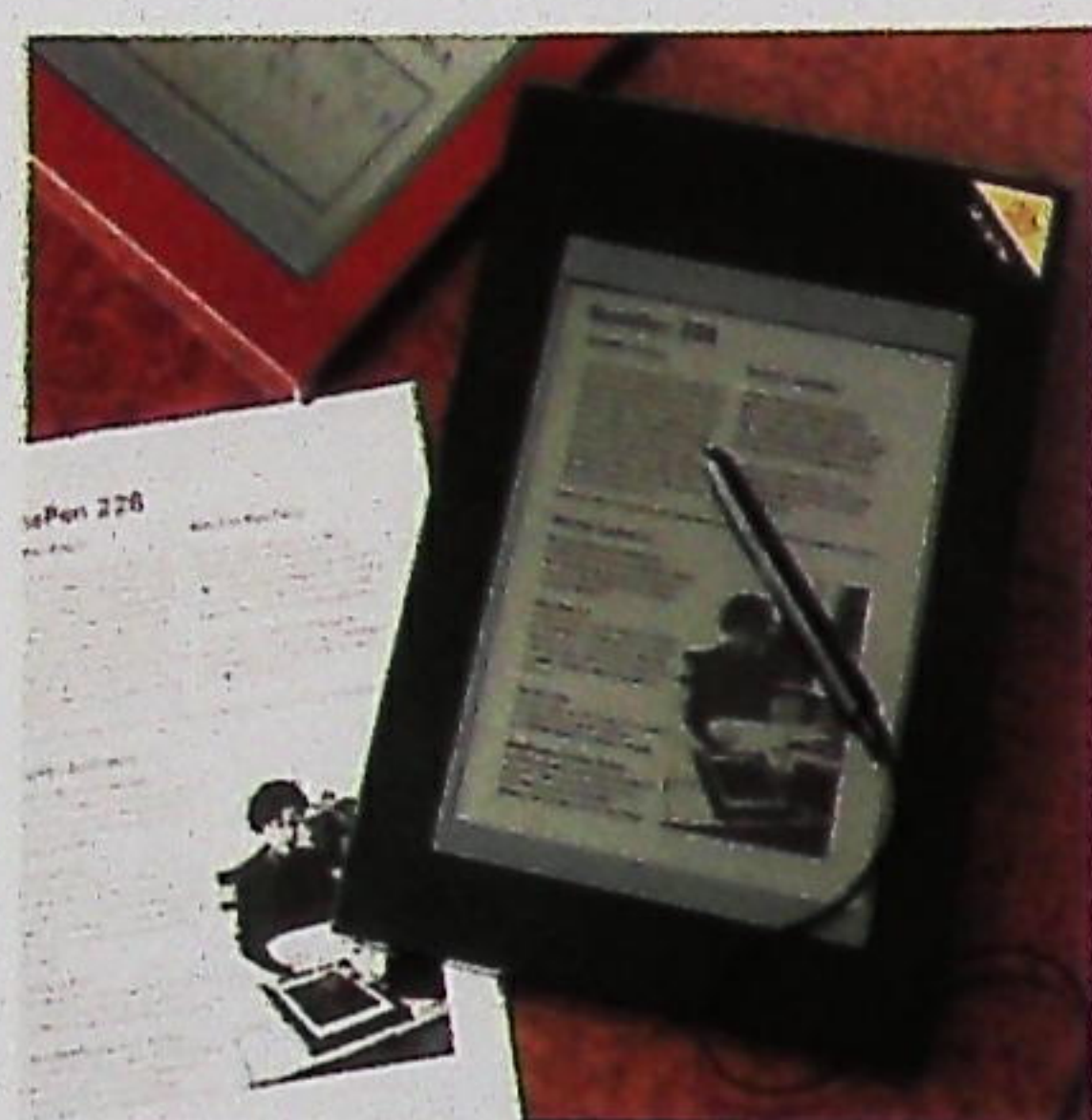
該產品為 486 兼容之私人電腦，產品之各項先進功能由兩顆 ASIC (特殊應用集成電路)所組成。其中第一顆ASIC專用於 CACHE (高速緩衝記憶體)，而另一顆 ASIC 專負責 BUS (匯流排)之控制。該產品系統最適合用於辦公室及網路檔案服務器。

Laser 486 (Tower)

by Video Technology Computers Ltd

Designed by: Project Design Team (486 Series)

The product is a 486 PC compatible. Special features include two ASIC (Application Specific Integrated Circuit) specifically designed for cache memory and AT bus management respectively. The system is targeted at offices and network file servers.



箋筆國際有限公司之箋筆

設計：林錦忠

箋筆是一套配合桌上電腦應用的「寫顯同步」筆式電腦輸入工具。箋筆是利用不接觸式無線電感應技術，在每平方吋1000線高解像度下和液晶顯示板一同配合應用。它更可同時辨認中文及英文手寫字體。

NotePen

by Notapenna Ltd
Designed by: Aslan Lam

NotePen is a pen based input device for desktop computer applications. It uses non-contact RF (Radio Frequency) sensing technology offering a high resolution of 1000 lines per inch on a LCD (Liquid Crystal Display) screen. It can recognize both Chinese and English characters.



京華自動化有限公司之WDS Professional 專業紋織圖樣設計系統

設計：研究及發展部

此系統將向量原理加入設計圖案內，較位元影射圖素設計方法更為靈活生動。此外，它能夠從百多萬種色彩的掃描影像中，自動選取指定的顏色來掃描。

WDS-Professional Weaving Design System

by Capital Automation Co Ltd
Designed by: Research and Development Team of Capital Automation Co Ltd

The system uses vectors to add design on scanned image so that the design can be manipulated easily compared to the bit-map pixel-by-pixel approach. It can also select the designated amount of colours from multi-coloured scanned images automatically.

萬力半導體香港有限公司之萬力—香港生產力促進局合作發展的流動式 SOIC 自動操作機

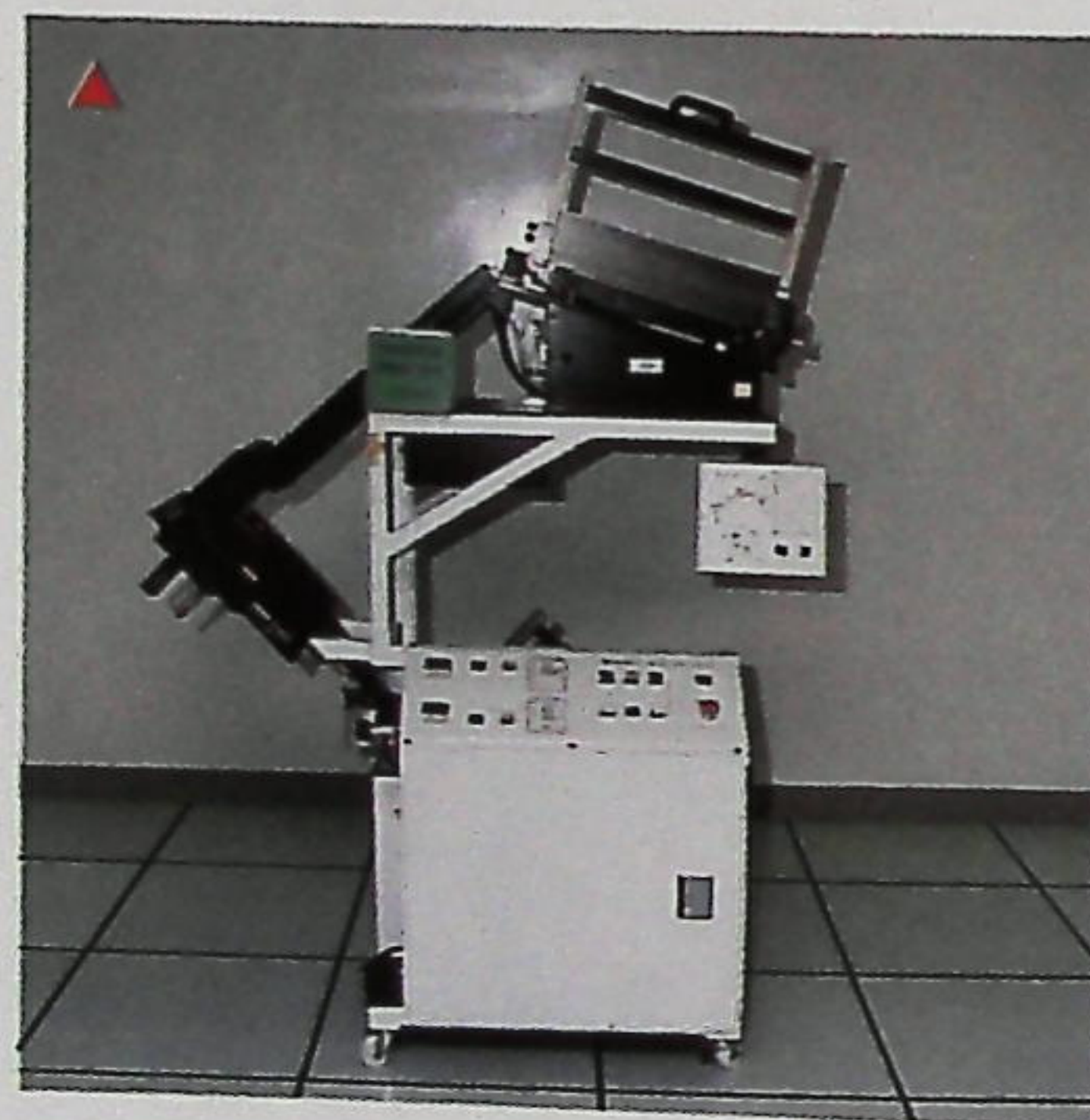
設計：黎垣清、車柏林、蔡昭松、陳家榮、賴國權、姜忠華、趙啓成及萬力、香港生產力促進局有關成員。

該產品乃一部與半導體自動測試系統聯同運作的自動化操作機，適用於高產量、低人力和快速產品轉換的生產環境。

Motorola-HKPC Mobile SOIC Handler

by Motorola Semiconductors Hong Kong Ltd
Designed by: WC Lai, PL Che, CC Tsoi, K W Chan, Ricky Lai, Warren Keung, K S Chiu and employee of Motorola and HKPC

The product is an automatic device handling system used in conjunction with IC testers in a semi-conductor plant. It has achieved the features of high throughput, low mean-time-between-assist and reduced change-over time.



星光傳訊(系統顧問)有限公司之星光「王者之PHONE」

設計：黃金富

透過此項設計，來電者只須稍候片刻，無須掛線，機主之傳呼機會自動響起，並顯示一個特別密碼。收到密碼後，機主只須立即致電該系統，便可與來電者直接對話。

Star Pagephone System

by Star Paging (System Consultants) Ltd
Designed by: Wong Kam Fu

The System is designed to automatically place a caller on hold and page the subscriber with a special code. Upon receipt of the code, the subscriber then returns call to the system and the system automatically connects the two parties.



震雄機器廠有限公司之具有人工智能之故障診斷軟件，專為震雄注塑機而設

設計：包國平、羅肇強、梁榮達

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Trouble-Shooting Software Product with Artificial Intelligence Diagnostic Capability for Chen Hsong Plastic Injection Moulding Machine

by Chen Hsong Machinery Co Ltd
Designed by: K P Pau, John Lo, W T Leung

The product is a diagnostic software system with both Chinese and English versions which operates on an expert system platform. It is for trouble shooting machine failures and training of servicemen. It readily identifies faults and provides instant remedial solutions. The product enhances the knowledge and effectiveness of the maintenance crew; and improves productivity and cost effectiveness of the user.

Special Feature

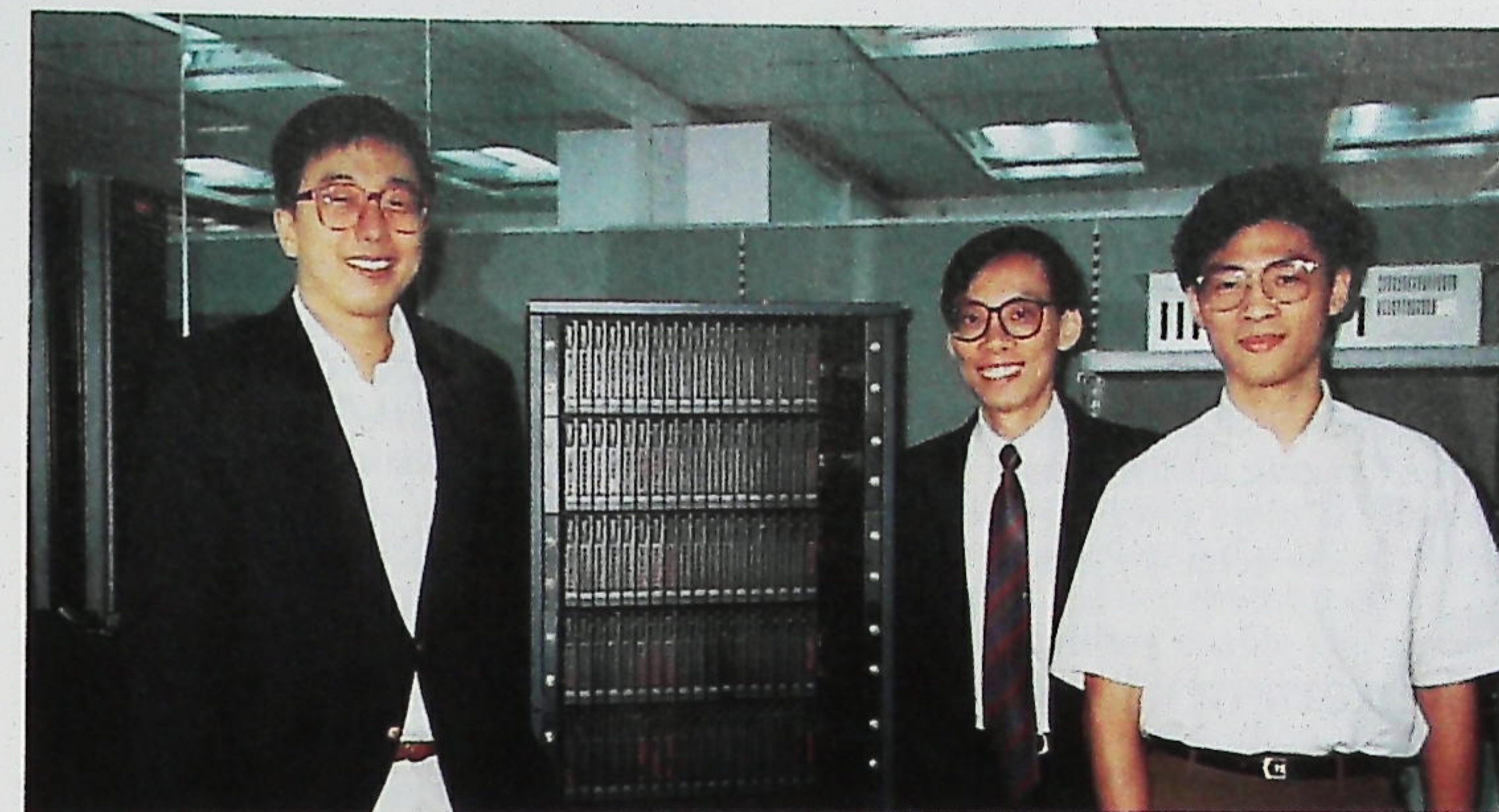
Governor's Award for Industry 1992 — Machinery and Equipment Design

The Association has organized the Governor's Award for Industry — Machinery and Equipment Design Competition since its inception in 1989. The Competition receives enthusiastic support this year. Entries are of high product quality and sophisticated design.

The Award was inaugurated by the Governor for promoting industrial diversification and encouraging manufacturers to improve the competitiveness of their products. It is given to manufacturers as a form of public recognition to their outstanding achievements.

Entries to the competition are classified into five categories: Production Machinery/Equipment; Device and Add-on Accessory for Production Machinery and Equipment; Scientific, Measuring, Controlling and Testing Equipment and its Parts and Accessories Thereof; Office Machine/Equipment (including computers) and Communication Equipment; and Miscellaneous. The CMA Design Award is given to the best product selected from each category by the judging panel, whereas the most outstanding among the CMA Design Award winners will be given the Governor's Award for Industry — Machinery and Equipment Design.

The final judging of the entries was conducted on September 8, and the presentation ceremony was held on December 9 with H E the Governor Mr Christopher Patten presenting the grand prize to winners of the award scheme. *The Business Journal*, in this regard, interviewed the winners of the Machinery and Equipment Design and the CMA Design Awards.



Director of 3C Ltd Mr S B Chan (centre), Managing Director James Wang (left) and engineer Mr Terence Cho (right) introduce their C1024 Digital Switch System which won the 1992 Governor's Award for Industry — Machinery & Equipment Design.

Winner of the Governor's Award for Industry 1992 — Machinery and Equipment Design

The C1024 Digital Switch of 3C Ltd won the Governor's Award for Industry — Machinery and Equipment Design this year.

"It is indeed a great honour to win the Governor's Award and the recognition we received from the award scheme gives us great encouragement," Mr S B Chan, Director of 3C Ltd told *The Business Journal* delightedly after being informed of the result. Mr James Wang, Managing Director of the company added that the award enabled them to work towards the project more confidently and positively. He told *The Business Journal* that the company was eager to develop the product because they foresaw a tremendous market potential for equipment in China after its adopting the open-door policy.

While telecommunication becomes more and more important, recent statis-

tics released by the Chinese government reveals that there are only two telephone lines per 100 persons in China in average. It lags far behind Hong Kong as compared to the territory's record of one telephone line for every two persons. Mr Wang said that the Chinese government planned to reach the target of ten to 20 telephone lines per 100 persons in the year of 2000; therefore, there would be enormous demand in the Chinese market. In view of this, 3C Ltd started the research work on this project since 1989 and has developed several generations of new model for the equipment. During these five years, it has modified and changed parts of the equipment until the C1024 Digital Switch came to completion by the end of 1991.

In fact, the system is a general purpose switch with two different designs. One is 'PABX' which is mainly installed in large companies and hotels. Another is called 'Central Office', which is suitable to be installed in small towns with a population around 10,000 in China. The system comprised eight modules, of which each has 128 telephone lines. At present, the company has sold 300 modules to China. The main feature of the product is that it uses the digital switch instead of the me-

chanical switch. Looking back on the 100-year telephone history, Mr Wang opined that it was not until recent years then the invention of digital switching technology revolutionized the telephone industry. With this technology, many small firms can enter the industry and develop new products with innovative design.

Regarding the future development of the company, Mr Wang told *The Business Journal* that they would concentrate their investment in developing key components such as ASIC chips and thick film hybrid technology. Having a staff of 15 in the design and development team in Hong Kong and China, they would keep on designing new software and advanced technology. "Although our company is not a large enterprise, we believe that we are competitive in respect of price, structure, function and quality. As the telephone switch advanced technology keeps changing all the time, I think our company is more flexible in design and applying new technology," said Mr Wang.

Winners of the CMA Design Award

The Heavy Duty Direct Hydraulic Clamping Screw & Inland Plastic Injection Moulding Machine, Model: PYI-1800 PCII won the CMA Design Award in the category of Production Machinery and Equipment.

"It gives our staff in the production and design department a great encouragement after their one year's hardwork. This is the first time we enter the competition and luckily, we win the CMA Design Award which gives us a drive to continue



Ms Cammy Chan, General Manager of Po Yuen (To's) Machine Factory Ltd expresses her feeling about winning the CMA Design Award in the category of Production Machinery & Equipment.

to create more advanced machinery in the future." Ms Cammy Chan, General Manager of Po Yuen (To's) Machine Factory Ltd told *The Business Journal* after realizing the result of the competition.

The machine is the largest plastic moulding machine manufactured in Hong Kong. Ms Chan said that research work had been done for one year in areas such as mechanic, hydraulic as well as computer. They had overcome the shortcomings and solved the technical problems of the existing traditional type of injection moulding machine. For example, the machine used the clamping mechanism, instead of the conventional toggle system, employed a large diameter short stroke high pressure cylinder which could provide the required clamping force.

"It is very difficult to manufacture huge machinery in Hong Kong. Firstly, we must have a considerable large factory as well as the required parts and equipment. Secondly, we need enough manpower in

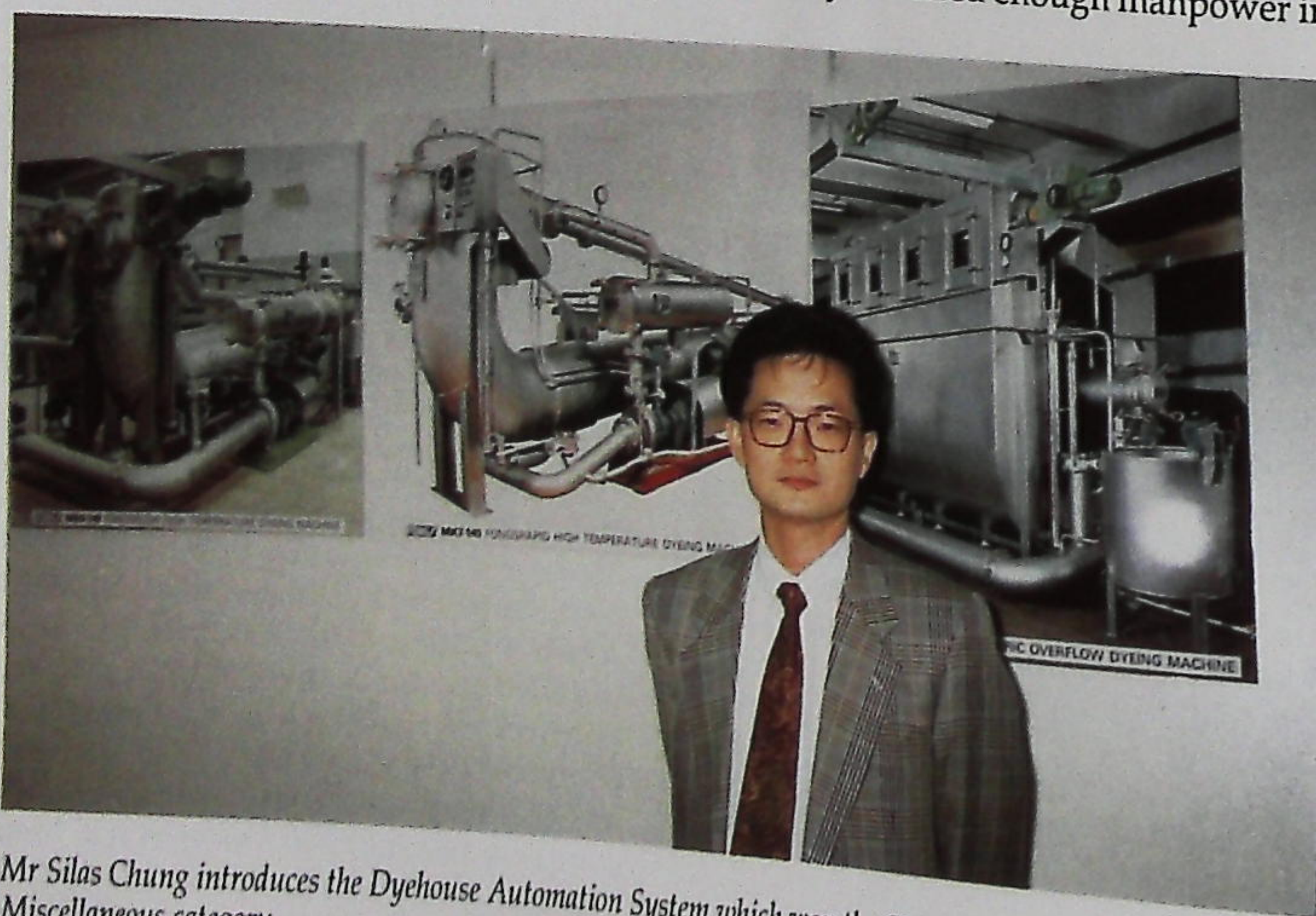
design, production, control and testing, and maintenance. Moreover, being a machinery manufacturer, all our products are manufactured to suit the demand of customers," added Ms Chan.

The award-winning injection moulding machine was tailor-made for a customer in China after beating 11 other manufacturers coming from Hong Kong, Italy and Japan in an international tender in 1990. As the machine was so large and heavy, Ms Chan said that they had to overcome a lot of difficulties in shipping the machine from Hong Kong to Wubei. The company has received many enquiries from China concerning the machine and it is also planning to market the product in South East Asia.

Ms Cammy Chan finally told *The Business Journal* that the award gave them confidence in manufacturing large and sophisticated machine in the future; moreover, it changed the traditional image of their clients who now believed that Hong Kong manufacturers could manufacture large injection moulding machine which was also competitive in the international market.

The Dyehouse Automation System won the CMA Design Award in the Miscellaneous category. "We had entered the competition previously and won the Certificates of Merit in the past years. We win the CMA Design Award this year which proves that there are certain improvements in our products," said Mr Silas Chung, Marketing Manager of Fong's National Engineering Co Ltd.

The Dyehouse Automation System was developed by the design and development department of the company and it was produced for two reasons. Firstly, it was tailor-made to suit client's demand. Secondly, in view of the labour shortage problem faced by Hong Kong manufac-



Mr Silas Chung introduces the Dyehouse Automation System which won the CMA Design Award in the Miscellaneous category.

turers, there was a need to practise automation in the process of dyeing which used to rely so much on labour force. Mr Chung told *The Business Journal* that as the system involved mechanical design and inter-connection between the control unit and the dyeing machine, it took four years to design and completely develop the whole system. The system could connect four to 20 or more dyeing machines. It was very flexible and could be partly or fully automatic.

In the process of dyeing, the addition of water and catalyst, and temperature control must be very accurate. In the past, the process was controlled manually which depended a lot on labour skill. It always led to poor effect in colour and might result in wasting the whole lot of yarn. As a consequence, it would increase the production cost of the manufacturers. The Dyehouse Automation System would however, calculate the exact amount of water and catalyst needed before dyeing and it would therefore secure the accuracy in the process of dyeing. Mr Chung said that although their client had to invest a lump sum of money in the initial period, it would lower their operation cost in the long run. Until now, they are the sole manufacturer of the system in Hong Kong and have already sold six pieces.

"In the future, we hope we can do more research work in automation because this is the market trend. We understand that only a few manufacturers could afford the cost and have enough space to install our system, however, we shall incorporate the concept of automation into each separate dyeing machine in order to make it more popular," said Mr Chung.



Mr Lawrence Li, Director of Concord Technology Ltd talks about his award-winning product — Supertest T100 In-Circuit Tester.

Supertest T-100 In-Circuit Tester won the CMA Design Award in the category of Device and Add-on Accessory for Production Machinery/Equipment. "In the past years, we were only a trading company involved in CAD-CAM business. We got a change in 1989 because we were facing a weak business in China and the shortage of materials from our suppliers. Moreover, we felt that our technology could hardly catch up with that of the US and Europe and our degree of factory automation also lagged behind Japan. We, therefore, realized the importance of factory automation and believed that it would be a must in the future. As a result, we started to research and develop our own products: the Supertest T-100 In-Circuit Tester," said Mr Lawrence Li, Director of Concord Technology Ltd.

With the rising labour cost facing by Hong Kong manufacturers and the need to adopt ISO 9000, Mr Li believed that factory automation would be helpful to

Hong Kong manufacturers. Developed by the research and development team of the company, the Supertest T-100 In-Circuit Tester is the fourth version of the product and adopts the multi-CPU technique, possesses a 16-bit digital to analogue converter (AD/DA) and internal six-point measurement method. All the above features enable the tester to measure faster, more precisely and accurately with a high resolution. Moreover, the tester is cheaper as compared with those manufactured by Japan, the US and Europe.

Until now, the company has sold more than 40 pieces in Hong Kong, China, S E Asia, Taiwan and Korea and would continue to explore new markets. Mr Li told *The Business Journal* that they were in the process of developing a new testing equipment which had additional function to the T-100 In-Circuit Tester. He hoped that the new product could be completed on time to enter the Competition of 1993.

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CMA Representative Spoke in Canada

Mr Albert Chang, immediate past Vice-President of CMA, represented the Association to speak on "Hong Kong's Manufacturing Industry and its Investment in South China" in Canada on October 14.

Mr Chang was speaking in a seminar entitled "The Role of Hong Kong in the Development and Economic Growth of South China" organized by the Richmond Chamber of Commerce in support of the Festival Hong Kong.

In his speech, Mr Albert Chang ensured the participants that Hong Kong's manufacturing industry was still very much alive and continued to make significant contributions towards Hong Kong's economic growth. He said that since 1979, the Chinese government had set up several Special Economic Zones in southern part of China, namely Shenzhen, Zhuhai, Shantou and Xiamen, and had made handsome investments to turn these Special Economic Zones into modern cities. Terms offered to foreign investors and the infrastructural support made available in these Special Economic Zones were more preferential than those in other parts of the mainland. For example, foreign enterprises were exempted from corporate income tax for the first three profit-making years and could enjoy 15% preferential corporate income tax rate after the tax holidays, as compared to 33% elsewhere in the country. Though incentives for foreign investment and trade implemented in these Special Economic Zones were similar, Shenzhen enjoyed the unique advantage of being close to Hong Kong and had become the forefront in attracting foreign investments in the past decade.

Besides Shenzhen, Hong Kong manufacturers also looked into investment opportunities in neighbouring cities in the Pearl River delta region where Hong Kong manufacturers had established more than 25,000 industrial operations and had employed nearly three million Chinese workers. This reflected that production diversification was in progress and this allowed Hong Kong manufacturers to benefit from an international division of labour, to capitalize on the comparative advantages of different regions, to increase their production capacity and to do more business worldwide.

"What is being shifted offshore or across the border confines to labour-intensive

and low-value-added production only. Higher functions such as product design, market research and promotion, product inspection, quality control, and packaging are still retained within Hong Kong and administered by Hong Kong manufacturers. Our local workforce, in these few years, is restructuring itself to meet the increasing demand of these supporting activities," said Mr Chang.

He further pointed out that China, having similar cultural background, minimum language barrier, geographical proximity and kinship relation with Hong Kong, offered a favourable environment to Hong Kong industrialists. It is estimated that Hong Kong has invested over US\$16 billion (HK\$124.8 billion) in China, accounting for over 60% of China's total foreign investment. Most of these Hong Kong-related operations are concentrated in the cities near the Pearl River delta, though some have also extended to the north and inland regions including Beijing, Shanghai, Tianjin, Heilongjiang, Sichuan and Inner Mongolia.

"Foreign capital plays an important role in fostering the economic development of China. Firstly, it has strengthened China's ability in undertaking key construction projects to improve its investment infrastructure. The Daya Bay power plant, when completed, would offer sufficient electricity to the delta region for further industrial development. The construction of the Guangzhou-Shenzhen-Zhuhai highway would provide an efficient network connecting the numerous industrial centres in Guangdong Province and would help attract further investment from Hong Kong and other foreign countries.

"Secondly, foreign capital could help upgrade the level of technology to be applied in the manufacturing industries in the mainland. It could help transform China's industrial structure, renovate old enterprises, develop new products and improve product quality.

"Thirdly, improved export performance could help China earn more foreign exchange," said Mr Chang. It is reported that the foreign-funded enterprises operating in Guangdong, Fujian and Hainan has made huge contributions to China's export business. The three provinces together exported a total amount of US\$17.2 billion (HK\$134.16 billion) products in 1991. It was equivalent to 24% of China's total export value.

In addition, Mr Chang pointed out that

the close economic ties between China and Hong Kong was clearly reflected in the amount of outward processing activities carried out by Hong Kong industrialists in China. It was estimated that about 55.5% of Hong Kong's exports to China in 1991 related to outward processing, amounting to HK\$114 billion; whereas 67.6% of Hong Kong's imports from China, amounting to HK\$197 billion related to this kind of activities.

"As Hong Kong gears up to a new level of economic development, our manufacturing industry is experiencing a gradual transition from labour-intensive to a more capital- and technology-intensive form of production. New opportunities in neighbouring regions have provided Hong Kong manufacturers with abundant land, materials and human resources at competitive terms, and at the same time have released them to apply their spare capacities to improve production technology, enhance efficiency and develop new products. Hong Kong manufacturers are now producing more sophisticated and higher value-added products and offering a wider range of trade-related services to enhance competitiveness.

"In terms of production bases, markets as well as products, 90's is a decade of diversification. As a small economy, Hong Kong is sensitive to any changes in the international political and economic conditions which affect trading conditions. Rapid changes in consumer demand and increasingly fragmented product markets make stable products and high inventory largely obsolete. Quality, flexibility, responsiveness and customer service become increasingly important and our manufacturing industry is transforming itself to acquire higher level of technology to produce higher-value-added and innovative merchandise. Otherwise, Hong Kong products would not be able to compete successfully with other lower-cost producers in the South East Asia nor with the other industrialized economies which are more advanced in technological manufacturing," said Mr Chang.

Mr Chang concluded that Hong Kong's manufacturing industry was strong and healthy. Its role as a hub in the Asian region would be strengthened as the Chinese economies continued to develop. Manufacturers would continue concentrating on manufacturing activities with higher level of technology and other trade-related services such as marketing, merchandising, quality control, product design, research and development, and prototyping. He also assured the partici-

pants that Hong Kong would remain an ideal place for Canadian businessmen to capitalize their investments. The Association, Mr Chang remarked, being one of the largest chamber of commerce and industry in Hong Kong, was most willing to offer possible assistance to manufacturers and traders in Richmond in order to facilitate trade and investment co-operation between Hong Kong and the Richmond city.

Hon Ngai Shiu Kit's Comments on Political Reform

The Honorable Mr Ngai Shiu Kit, Honorary President of the Association, spoke in the Legislative Council on November 11 on the political reform proposed in the Governor's Policy Address. A translation of Mr Ngai's speech is outlined as follows:

Since the Governor first introduced his political reform to the public, Hong Kong had fallen into a state of confusion due to the worsened relationship between China and Britain. The gap between different political views widened. The Legislative Council is forced to take up the ultimate responsibility of the political reform which was not decided by the Council. The general public is led to believe that they have to choose between democracy and smooth transition. At the same time, they have to choose whether they want to stand on the Governor's or the Chinese side. Before making any contribution to Hong Kong, the Governor has already made drastic changes on his own. It is not fair to the people of Hong Kong, who have to take up all the responsibilities and results of his reform.

With respect to the political reform, I feel that the Governor has ignored the existing system, and made at least three mistakes. Firstly, his political reform neglects the Executive Council. Secondly, he tries to change the constitutional power of the Legislative Council. Thirdly, he does not follow the arrangements stated in the *Sino-British Joint Declaration*.

In the past, the Governor's ruling decision came from the Executive Council. Any policies and decisions have to be accepted by the Executive Council and the decisions would then be converted into proposals and seek the approval from the Legislative Council. As a result, the Governor, together with the Executive Council, enjoys the supreme power of decision-making. However, the situation, at least on the surface of it, changes

with the new Governor. Consultation with the previous Executive Council seems to be absent, and the new Executive Council also appears to have no participation in the drafting process. This is because the new Executive Council was appointed only after the political reform has been publicized. In this case, the Executive Council should not bear any responsibilities on the reform. The way of which the Governor converted his offensive reform into proposals and then let the Legislative Council make its own decision has contradicted with the traditional way of decision-making. The Governor tries to make use of the Legislative Council as a means to go against the Chinese authority, so that every councillor, whether they are willing or not, are forced to bear the responsibility of his political reform. This is unfair to the Legislative Council.

Here, I have to advise that the way of which the Governor made use of the Legislative Council's legislative mechanism, to transfer the political and decision-making authority to the Legislative Council, allow its members to enjoy those authority, change its non-decision-making nature by means of its legislative mechanism, is an intolerable act. At the same time, it is a constitutional change which is not in line with the spirit of the *Sino-British Joint Declaration* and the *Basic Law*.

Moreover, since the meetings of the Executive Council, including the agenda, are kept confidential, we are unable to know the real situation. Relying on superficial evidence, I believe that the Executive Council did not participate in the drafting of the political reform. It puzzles me because the *Royal Instruction* was not followed. Section 10 of the *Instruction* states that apart from the civil appointments and the disciplinary control, the Governor has to consult the Executive Council on all matters. Be careful, it is all matters. According to the *Instruction*, there are three "special situations" which the rules do not apply. The first is that the consultation will cause a loss to the British interests. The second is that the matter is so trivial that it is not necessary to consult the Executive Council. The last one is that the matter is so urgent that there is not enough time to consult the Executive Council. I want to ask the Governor why he has not made any consultation with the Executive Council about his political reform. Which type of "situation" should it fall within?

Now, let us return to the proposals of the political reform. The 1995 election should follow the settings of the Annex 2 of the *Sino-British Joint Declaration*. Sec-

tion 5 of Annex 2 states that in the latter half of the transition period, co-operation is necessary. Within this period, matters to be discussed should include all those which would lead to China's peaceful resumption of sovereignty over Hong Kong after 1997. Obviously, the 1995 election should be included in the discussion described above. Section 3 of Annex 2 also states that any divergence in opinions would be removed by discussions between the two governments. If the Governor had followed the settings of the *Sino-British Joint Declaration* by leaving the political reform to be discussed by the Sino-British Liaison Group, his trip to Beijing would have produced better results.

The Governor's action has produced adverse effects upon Hong Kong people. He has ignored the consensus reached by the Foreign Ministers of both Britain and China, thus seriously destroyed the compromise and co-operation made between the two countries on the future of Hong Kong in the past decade. The compromise is based on the "Through Train" setting, which is based on two important criteria: smooth transition, and the gradual development of democracy. These two criteria are widely accepted by the commercial sector and the general public. They believe that under these two criteria, Hong Kong's social system and ways of living can be maintained. At the same time, they can enjoy a more harmonious Sino-Hong Kong relation. This would be beneficial to the economic development of Hong Kong.

Hong Kong's economic growth relies on China's economic development. Because of economic reason, the gap in political opinions between the business sector and the labour sector is reducing. Consequently, the relationship between them is expected to become more stable and harmonious. This situation is beneficial to Hong Kong especially in the latter half of the transition period. However, the Governor's stubborn attitudes and his political reform has aroused conflicts among the political groups on one hand, and between the business sector and the general public on the other. It has great destructive power and it is not the kind of reform which the Hong Kong people need. If the reform is implemented by Britain alone, it would not be beneficial to Hong Kong people. Some people tend to accept ideas selectively and neglect those regarded as irrelevant or irrational. These would not be helpful to facilitate mutual understanding.

In Hong Kong, the present situation is that the political system is based on the



CMA Executive Committee member Mr Paul Yin (centre) and Executive Secretary Ms Rita Tsui receive a delegation from Brownsville, which is led by Mr Robert Gonzales, President of Brownsville Economic Development Council, Texas, USA.

"Through Train" concept and has been enshrined in the *Basic Law*. The letters between the two Foreign Ministers also help reveal the compromise in organizing the Election Committee. On the part of functional constituencies, the two elections in the past showed that although further improvement in the voting process is necessary, the ways of formation and definitions of functional constituencies are widely accepted by the general public.

The gradual removal of the appointment system of the three-tier government has gained acceptance from the public over the years. However, the appointed seats are proposed to be removed at once. The definitions of the functional constituencies are entirely removed, the voting rights are opened without any specific criteria and the re-organization of the Electoral College is carried out unilaterally without considering the compromises made in the ministerial discussions. The political system will ultimately lose its way. Democracy will only exist verbally. The situation is just like the famous fairy tale "the Magic Pipe" and will lead Hong Kong people jump into the sea. If the Hong Kong people follow the tone of this "magic pipe", serious damages would certainly occur. This is because their wishes of continuing the existing system, smooth transition and high living standard would vanish.

As a responsible councillor and a citizen who would like to continue living and doing business in Hong Kong, I hope the Governor would return to the reality. He must try his best to follow the prescribed routes and directions. He ought to raise creative and non-destructive proposals based on smooth transition and democratic development in achieving political stability and economic prosperity. These are what the Hong Kong people wanted.

Delegation from Brownsville

A five-member delegation led by Mr Robert Gonzales, President of Brownsville Economic Development Council, Texas, USA, visited the Association on October 27 and was received by CMA Executive Committee members Mr Paul Yin, Mr Lee Sai Yick; General Committee member Mr Ho Yuk Wing and member Mr David Wong. At the meeting, Mr Gonzales introduced the trading and investment opportunities in Brownsville. Both parties were optimistic about the future business co-operation between Hong Kong and Brownsville.

Delegation from the Shanghai Federation of Industry and Commerce

A seven-member delegation from the Shanghai Federation of Industry and Commerce visited the Association on October 10. The delegation, led by the Federation's Vice-Chairman Mr Guo Xiu Zhen, was received by CMA Vice-President Mr Tommy Zau; Executive Committee member Mr Lin Fai Shat; General Committee members Mr Lam Hok Po and Mr Paul Chu.

At the meeting, delegates introduced the recent property development in Shanghai. They said that Shanghai would be developed into a prominent industrial and financial centre and that special tax incentives would be offered to foreign investors who took part in the development of the Pudong area. In Shanghai,



Delegation from New South Wales, Australia, visits CMA.

infrastructure like railway, underground transport, electricity, water supply, etc, is now being improved to cope with the future increase in population flow and commercial activities in the area.

The meeting was followed by a luncheon hosted by Mr Tommy Zau.

Mission from Shanghai First Commercial Bureau

Led by Mr Wang Qing Hua, the Deputy Head of the Shanghai First Commercial Bureau, a 29-member delegation from various businesses in Shanghai visited the Association on October 13. The delegation was received by CMA President Mr Herbert Liang; Executive Committee members Mr Lo Chin, Mr Wong Ping Sai; General Committee members Mr Chow Yun Sheung, Mr Paul Chu and Mr Steve Lau.

Both parties exchanged views on the economic reforms in Shanghai. Representatives of the Association also introduced the trading practice in Hong Kong and shared their experience of product marketing with the Shanghai delegates.

Visit by Shenzhen General Chamber of Commerce

A 12-member delegation from the Shenzhen General Chamber of Commerce visited the Association on October 8. The delegation, led by the Chamber's Chairman Mr Ma Fu Yuan, was received by Executive Committee members Mr Alexander Lo, Mr Yuong Mok Shing; General Committee members Mr Chow Yun Sheung, Mr James Cheng, Mr Lam Hok Po, Mr Lee Hung Tong, Mr Paul Chu; members Mr Cheng Man Piu and Dr Liu Han Qin. The delegation introduced the Shenzhen General Chamber of Commerce to the CMA representatives and briefed them on the recent development of the servicing and hi-tech industries of Shenzhen.

Delegation from Melbourne

A six-member delegation from Melbourne, led by Mr Linas Zalk, Manager of

Office of Trade and Investment, Victorian Government, visited the Association on October 30. They were received by CMA President Mr Herbert Liang, Vice-President Mr Tommy Zau, Executive Committee member Dr Lui Ming Wah and General Committee Member Mr Ho Yuk Wing.

At the meeting, Mr Zalk opined that Australian products had not been sold well in the Asian markets, except for raw materials. The delegation aimed to explore trade and investment opportunities in the Asian markets. Mr Liang remarked that China recently implemented an open-door policy on the domestic and financial markets. This would generate enormous trading and investment opportunities. Apart from exchanging views on the prevailing trade and investment developments, both parties agreed to foster co-operation in future.

Visit by China's State Science & Technology Commission

Mr Li Xu E, Executive Deputy Chairman of the State Science & Technology Commission of the People's Republic of China led a nine-member delegation of the Commission to visit the Association on October 15. Accompanied by the staff of the Hong Kong Productivity Council, the delegation was received by CMA President Mr Herbert Liang; Vice-President Mr Tommy Zau; Honorary President Dr James Wu; Executive Committee members Mr Paul Yin, Mr Wong Ping Sai, Mr Yuong Mok Shing, Dr Lui Ming Wah, Mr Joseph Lau, Mr Liu Yu Ting, Mr Lin Fai Shat; General Committee members Mr Lam Hok Po, Mr Peter Lee, Mr Paul Chu and member Dr Liu Han Qin.

During the meeting, Mr Li pointed out that there were many talents in China involved in technological research activities, with their achievements at a reasonable standard. He opined that China had to meet three criteria if hi-tech industries were to develop — the development of market economy; the adoption of policies and measures towards the commercialization of technological achievements; and the acquisition of channels and experience in entering the international market.

Mr Li said that China had already acquired the first two criteria; however, she lacked the appropriate experience in the international market which was exactly the competitive edge that Hong Kong possessed. He believed that if China and Hong Kong could strengthen mutual co-

operation, China's hi-tech industries could be able to gain access to the international market.

Mr Liang shared the same view and added that the relocation of some of the production processes to China by Hong Kong manufacturers did not necessarily imply a downward trend in Hong Kong's industrial development; however, if Hong Kong industries did not undergo transformation but continue to rely on China's cheap labour supply, then problems would surely arise in future.

Mr Liang pointed out that many Hong Kong manufacturers had also invested in China's stock and property markets. He opined that this was an appropriate move from the investment's point of view, but emphasized that the manufacturing industry was still the mainstay of the economy as a whole and that Hong Kong manufacturers should carefully identify a clear direction for industrial development while investing in other businesses.

ACFIC Delegation

A three-member delegation from the All-China Federation of Industry and Commerce (ACFIC), led by Mr Sun Fu Ling, Standing Vice-Chairman of ACFIC, visited the Association on October 30. The delegation was received by CMA President Mr Herbert Liang; Vice-President Mr Tommy Zau; Executive Committee members Mr Paul Yin, Mr Alexander Lo, Mr Lo Chin, Mr Graham Cheng and Mr Liu Yu Ting.

During the meeting, the two parties discussed on ways to enhance co-operation between the two organizations in respect of the exchange of industrial and market information, industrial technology and manpower training. Both parties hoped that their joint efforts could help upgrade the level of co-operation between China and Hong Kong from outward processing and labour-intensive activities to capital- and technology-intensive ones, and that industries in the two areas could further develop on a mutually complementary basis.

Delegation from Lanzhou

Led by Mr Yu Zhong Zheng, Vice Secretary-General of Gansu Provincial People's Government, a seven-member delegation from Lanzhou visited the Association on October 23 and was received by CMA President Mr Herbert Liang; Exec-

tive Committee members Mr Yuong Mok Shing, Mr Liu Yu Ting, Mr Lee Sai Yick, Mr Chu Poon Shin; General Committee members Mr Michael Sun and Mr Kok Ying Dao.

The delegation's primary objectives were to foster a closer relationship between Lanzhou and Hong Kong and to invite further investments from Hong Kong companies.

At the meeting, Mr Yu introduced the economic situation and future developments of Lanzhou. He pointed out that Lanzhou, with its convenient transportation and abundant natural resources, is a potential market. He also invited the Association to dispatch a delegation to Lanzhou to enhance members' understanding on the latest development of Lanzhou.

Delegation from Vung Tau, Vietnam

A nine-member delegation from Vung Tau, Vietnam, led by Mr Tran Van Khanh, Senior Expert for External Economic Relation of Ba Ria-Vung Tau Province, visited the Association on October 31. It was received by General Committee member and Vice Chairman of Asia Area Committee Mr Peter Lee, Sub-Committee Chairmen Mr Yim Chan Chee and Mr Chao King Lin.

At the meeting, Mr Nguyen Van Hang, Vice Chairman of People's Committee of Ba Ria-Vung Tau Province, introduced the investment environment of Vung Tau



CMA Vice-President Mr Chan Wing Kee (centre) attends the Briefing Session: Trade and Investment Opportunities in Mexico.

and welcomed CMA members to invest in the Province. Both parties also exchanged views on Vung Tau's current economic situation as well as infrastructure developments.

Briefing Session : Trade and Investment Opportunities in Mexico

To foster international understanding and co-operation, the Association organized a briefing session on "Trade and Investment Opportunities in Mexico" on

1992 October 2.

CMA Vice-President Mr Chan Wing Kee addressed at the seminar and pointed out that Mexico had become Hong Kong's second largest market in Latin America in 1991. It had great potential and trade and investment co-operation could be further expanded between Mexico and Hong Kong. At the seminar, Mr Pedro Noyola, Vice-Minister for Foreign Trade of Mexico, introduced the latest trade and investment opportunities in Mexico. He also explained the North America Free Trade Agreement (NAFTA) and opined that tremendous trading opportunities arised after signing the NAFTA. The seminar received enthusiastic response; discussions were made between participants and speakers.

Delegation from Shenzhen

Led by Mr Sun Zhong Yuan, Vice-Director of the People's Government Economic Co-operation Office in Shenzhen, a 13-member delegation called upon the Association on November 5. It comprised representatives from China's various provinces and cities holding office in Shenzhen. The delegation was received by CMA Vice-President Mr Yip Hing Chung; Executive Committee member Mr Lee Sai Yick; General Committee members Mr Lee Chung Chiu, Mr Paul Chu and Mr Chau Chiu Shui.

At the meeting, Mr Sun briefly introduced the latest economic development

of the provinces and cities. Mr Yip told the delegation that the Association would organize delegations to various places in China to investigate trade and investment opportunities. He also introduced the Association's activities, services and efforts made in promoting Hong Kong's trade and industrial development as well as Sino-Hong Kong co-operation.

Seminar on Investment Opportunities in Shanghai

The Association's Eastern and Central China Committee organized the seminar on "Investment Opportunities in Shanghai" on October 13 to introduce the current economic conditions and investment environment in Shanghai. Related policies towards foreign investments were also discussed at the occasion.

Speaking on "Impact of the Open Policy on Foreign Investments in Shanghai", Mr Xu Qing Xiong, Chairman President of Shanghai Industrial Investment Co Ltd, remarked that foreign investments in China developed in the same pace with that of China's opening and economic reforms. With the acceleration of economic reforms and the further opening up in China, Shanghai has approved more than 990 foreign projects during the period 1992 January to August, an increase of 2.6 times as compared with the corresponding period of last year. Hitherto, the total number of foreign projects in Shanghai is 2,200.

According to Mr Xu, Shanghai has adopted various policies to facilitate the development of its external economy. These policies include the establishment of a new Pudong government to centralize related authorities, the simplification of approval procedures for establishing offices in Shanghai by foreign companies and the encouragement of the development of tertiary industries.

Another speaker, Mr Alex Ye, Vice Chairman of Shanghai Foreign Investment Commission and Shanghai Desk Chief Executive, shared his views with participants on "Current Investment Environment in Shanghai". He said that with the adoption of the open-door policy in China and the improvement of Shanghai's infrastructures, foreign investments in Shanghai amounted to US\$0.37 billion (HK\$2.886 billion) in 1990 and further increased to US\$0.45 billion (HK\$3.51 billion) in 1991. He pointed out that Hong Kong and Macau ranked first in China's



Mr Simon Luk (left), Partner and Co-chairman of the International Practice Group, Pettit & Martin American Attorneys at Law, introduces the definition of dumping at the Seminar on "US Anti-dumping Annual Review: Common Problems and Pitfalls in an Investigation."

projects with foreign investments this year, followed by Taiwan, Japan and the US.

Mr Peter Lee, Chairman of Henderson (China) Investment Co Ltd, spoke on "Property Development in Shanghai" at the seminar. He remarked that investors should invest in the property market of big cities in China. Moreover, they should focus on quality rather than quantity. As regards to the investment projects in Shanghai's property market, Mr Lee opined that it would develop steadily since Shanghai has sound infrastructure, knowledgeable counterparts and well-set procedures.

The seminar was well-attended. Speakers and participants discussed on related topics enthusiastically.

Seminar on "US Anti-dumping Annual Reviews: Common Problems and Pitfalls in an Investigation"

The Association organized the seminar on "US Anti-dumping Annual Reviews: Common Problems and Pitfalls in an Investigation" on October 19 to assist Hong Kong manufacturers in understanding more about the anti-dumping proceedings and how to respond to a dumping investigation.

CMA Executive Secretary Ms Rita Tsui started off the seminar with an opening remarks. Mr Simon Luk, Partner and Co-chairman of the International Practice Group, Pettit & Martin American Attorneys at Law, then introduced the definition of dumping and an administrative annual review. He said that a dumping investigation would affect Hong Kong exporter/producer in the long run which may result in the imposition of US duties and loss of customers. Hence, Hong Kong companies should maintain a competent and complete accounting system and business records, so as to comply with possible investigation from the US Department of Commerce (DOC). Additionally, he encouraged Hong Kong companies to co-operate with DOC. He added that US's concern on the transshipment of the People's Republic of China (PRC) textiles could also affect Hong Kong companies as most of the Hong Kong companies have set up their plants in China. Certain US textile interests claim that a large quantity of PRC textiles are evading quota restrictions by being transshipped through, and represented as the products of, other countries. At the urging of these interests, the US Customs Service has been conducting investigations over a number of months. Under the investigation, companies exporting PRC's textiles to the US through a third country will be examined whether the country of origin of their products are misstated or not. If they are knowingly and wilfully making false statements or falsifying or concealing a material fact, there is the risk that individuals could be imprisoned and those companies violating the rules might be penalized directly. The increasingly

stringent measure of the US Customs Service might either scare off customers who want to avoid any risk of prosecution or lead customers to request Hong Kong exporters to inspect their source of supply so as to be assured that the goods are recorded with an accurate country of origin.

The seminar was well-attended with enthusiastic discussions between participants and speakers.

Hong Kong International Footwear Fair

Organized by the Headway Trade Fairs Ltd and sponsored by the Association, the Hong Kong International Footwear Fair and the Hong Kong International Handbags & Leather Goods Fair were held from 1992 October 22 to 25 at the Hong Kong Convention and Exhibition Centre. CMA President Mr Herbert Liang officiated at and performed the ribbon cutting at the opening ceremony. The Association also exhibited at the fair to promote its services and answer enquiries from the public.

Hong Kong Electronics Fair '92

Organized by the Hong Kong Trade Development Council, the Hong Kong Electronics Fair was held from October 14 to 17 at the Hong Kong Convention and Exhibition Centre. As member of the Electronic Advisory Committee, CMA Executive Committee member Dr Lui Ming Wah represented the Association at the opening ceremony on October 14. The Association also had a booth at the fair to promote its services.

Seminar on "Industrial Estates in Indonesia"

Aiming to introduce the investment environment and the incentives offered by various industrial estates in Indonesia, the Consulate General of the Republic of Indonesia, with the support of the Association, held a seminar on "Industrial Estates in Indonesia" on October 23. CMA President Mr Herbert Liang was invited to deliver an opening remark at the seminar. The seminar was well-attended and was followed by individual business meetings.

Training Course on Certification of Origin & I/E Licensing

The Association organized the "Training Course on Certification of Origin and Import/Export Licensing" from September 7 to 25.

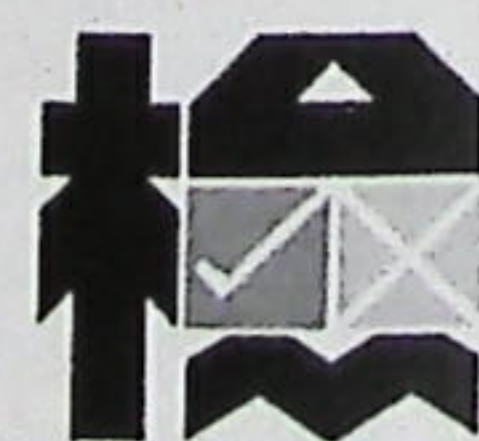
The course was organized for traders and manufacturers and aimed to enhance their understanding on origin rules and licensing controls implemented by the government as well as on handling of certificates of origin and licenses. It also provided them with the latest information on the amended origin rules and export & import licensing schemes. Government officers from the Trade and Customs & Excise Departments were invited as speakers.

Feedback from participants through an opinion survey indicated that the course was useful and informative. Participants were satisfied with the course contents and materials. The Association will continue to offer similar training programs in the future.

The CMA Testing and Certification Laboratories is ready to provide professional services as follows:

- ✓ Equipment/Material Testing
- ✓ Production & Quality Surveys
- ✓ Application for Safety Approvals
- ✓ Follow-up Programs
- ✓ Inspection Agency
- ✓ Standards & Safety Research

For details, please contact the CMA-TCL Marketing/Promotion Officer at tel 698 8198.



Industry Affairs

University Consultancy Services

The University Consultancy Services Directory which contains details of nearly 130 specialized academic staff at The University of Hong Kong and their expertise has been published. It could be useful to members of Hong Kong industry who may need consultancy assistance from time to time.

The Directory contains the names, positions, telephone numbers, specialist skills and previous consultancy working experience of academic staff from all the University's nine faculties. However, the list is not exhaustive as many staff members not included in the Directory are also willing to offer their expertise to the community. It is anticipated that more staff members will be included in the next edition.

The Directory aims to make specialist knowledge built up by academic disciplines on campus more widely available to the territory's industry in order to help Hong Kong maintain its competitive position in the increasingly technological years ahead.

Previous consultancy work by University staff members has been carried out through individual contacts. Since the amount of liaison between the University and the industry is increasing, the new Directory is being published to facilitate contact between the academic and the industrial sectors.

In areas of emerging new disciplines such as biotechnology and information technology, the specialist knowledge built up through the University research could especially aid Hong Kong firms in entering new and competitive markets.

The University also has recognized expertise in many other areas which could benefit firms when struggling to maintain their positions under international competition.

Enquiries on the University consultancy services and the Directory can be made to Mr Fred Li, Industrial Liaison Officer, at tel no. 859 7039 or fax no. 858 4152.

Seminar on Retirement Policy

Entitled "A Community-wide Retirement Protection System", a consultation paper which proposes to set up a community-wide retirement protection system in the territory was released on October 23. Awaiting that the system would have substantial impact on employers and employees, the Association organized the "Seminar on Policy of Retirement Benefit and Its Development" on November 3 to enable members to better understand the proposals of the paper.

Dr Lui Ming Wah, the Association's representative on the Labour Advisory Board (LAB), emphasized at the opening of the seminars that the Association strongly supported voluntary establishment of provident fund within businesses.

During 1987 to 1991, the number of voluntary private schemes almost doubled. In response to the recent proposal of the community-wide retirement protection system, Dr Lui urged the government to back up the system in case of financial difficulties.

Mrs Jennie Chor, Senior Labour Officer and member of the inter-departmental Working Group on Retirement Protection (WGRP), introduced the main proposals of the consultation paper at the seminar. It is proposed that all employees in full-time employment under the age of 65 are required to participate in a retirement protection scheme unless they are specifically exempted. Both the employers and employees have to contribute to the scheme. The minimum level of contribution is set at 10% of the basic salary, with employers contributing at least 5% and employees at most 5%. For those employees aged 65 or above, they and their employers could participate on a voluntary basis. According to Mrs Chor, the proposed retirement protection system is not a central provident fund system. It is a system which allows private individual retirement schemes to be run by banks, trustees, insurance companies or individual employers as is the present case. It is a system designed to protect the livelihood of all full-time employees after their retirement.

Mr Li Siu Kwai, Senior Labour Officer also briefed participants on the Long Service Payment — the provision which also protected the interests of the long service employees. Under the retirement protection system, the Long Service Payment Scheme would not be scrapped in the near future and would continue to run in parallel with the new system. Retirement benefits could be used to offset long service payment as at present.

At the seminar, Mr Joe Cheng, Sales Manager of American International Assurance Co (Trustee) Ltd and Mr Alex Yeung, Assistant Marketing Manager of Heath Hudig Langeveldt Ltd also delineated the CMA Provident Fund Scheme.

The seminar was well-attended with participants actively involved in discussions with speakers during the discussion session.

Unemployment Statistics

According to the latest labour force statistics released by the Census and Statistics Department, the unemployment rate had dropped.

The seasonally adjusted unemployment rate for 1992 June to August was 2.0%, compared with 2.6% for the three months ending May and 2.2% for the corresponding period last year.

The seasonally adjusted number of unemployed persons in 1992 June to August was estimated at 54,600, compared with 71,700 in the preceding three months, and 62,400 in the corresponding period a year earlier.

	1992 Jun-Aug	1992 Mar-May	1991 Jun-Aug
Unemployment rate	2.0%	2.6%	2.2%
Unemployed persons	54,600	71,700	62,400



Ozone Layer Protection (Amendment) Bill and Two Sets of Proposed Subsidiary Legislation

The government is considering to amend the Ozone Layer Protection Ordinance to extend its scope and to improve its provisions so that Hong Kong can continue to fulfil its obligations under the Montreal Protocol on Substances that Deplete the Ozone Layer. Two sets of proposed subsidiary legislation are being considered at the same time. They are the Ozone Layer Protection (Products Containing Scheduled Substances) (Import Banning) Regulations, and the Ozone Layer Protection (Cooling Equipment Maintenance) Regulations.

The objective of the former regulations is to ban imports of products containing scheduled substances from certain countries. According to the proposed control scheme, from 1993 May 27 onwards, import of products containing chloro-fluorocarbons (CFCs) or halons is prohibited from non-party countries to the Montreal Protocol except those satisfied the Director of Environmental Protection — in full compliance with the requirements of the Protocol. The prohibition will not apply to products which are imported for personal or household use or in similar non-commercial situations normally exempted from customs attention. Besides, products which are classified as medical aerosols are exempted from the regulations.

The latter regulations is proposed to minimize the release of CFC-based refrigerants from refrigeration systems and motor vehicle air conditioners during repairing, service and decommissioning. Besides, intended venting of CFCs is prohibited from a "refrigeration system" of which the recommended or estimated refrigerant charge is greater than 50 kg. The prohibition also applies to a motor vehicle air conditioner. However, approved refrigerant recycling equipment specified to recover CFC-based refrigerants of a refrigeration system or motor vehicle air conditioner could be used. In addition, recovered refrigerants should be re-used by approved method and the method of venting or disposal should be approved by the Director of Environmental Protection. The proposed scheme also advises the owners or operators of refrigeration systems, garages, and scrap yards to keep records of relevant information, including repairing, services, motor vehicle air conditioners decommissioned as well as the amount of CFC-based refrigerants used and extracted from decommissioned motor vehicle air conditioners.

Regarding the control scheme under the Ozone Layer Protection (Products Containing Scheduled Substances) (Import Banning) Regulations, the Association stressed that industries should be further consulted on the detailed list of products to be banned from imports. On the other hand, the government should carefully consider if there would be adequate alternatives available in Hong Kong to replace the prohibited substances. Besides, a list of substitutes should be prepared as a guidance for the industry.

As to the classification of medical aerosols, the Association found it ridiculous that it was the Director of Environmental Protection, rather than the Director of Health, who made the professional judgement to determine whether medical aerosols were essential for medical use and to assess aerosol products for the classification of medical aerosols. It was believed that the Director of Health should be in a more legitimate position to give such interpretation of medicine.

Turning to the proposed control scheme under the Ozone Layer Protection (Cooling Equipment Maintenance) Regulations, the Association welcomes the objective embraced to minimize the release of and to recover CFCs. Though, the Association has certain doubts on whether the regulation could be easily implemented and suggested that the government should reframe the method of enforcement.

An Overview of the Hong Kong Chemical Waste Treatment Facilities

A survey conducted by the government in 1987 estimated that approximately 98,000 tonnes of toxic and hazardous wastes were produced by some 10,000 waste generators per year. The majority of generators operate small factories in multi-storey industrial buildings. They do not have any waste management experience, economic incentives or processing space to treat

their chemical wastes. Wastes are thus discharged indiscriminately into the surface water drains and the coastal waters. Public health and safety as well as environmental integrity are seriously affected. The government has reacted to this problem by introducing comprehensive regulatory controls on the transportation, storage, treatment and disposal of these wastes. The implementation of the chemical waste management strategy includes the construction and operation of the Chemical Waste Treatment Facilities (CWTF) to be located on Tsing Yi Island. This will enable the manufacturing industry to comply with the legislative control measures promulgated under the Waste Disposal Ordinance (WDO) in 1992.

Facility description

The CWTF site is located on the south-east side of Tsing Yi Island. The two hectare site is located in an area which has been designated for industrial facilities and future infrastructure projects.

The uncertainty in the waste make-up as well as the quantities of the various waste types inherently demand the CWTF to be designed for flexibility and adaptability in both storage and treatment. Several different process technologies have been selected into the design of the CWTF. Some of the treatment processes are designed to handle specific waste types while others are much more versatile which can treat a wider range of waste types. When operating together, the treatment systems represent a highly integrated treatment facility capable of successfully treating a wide range of chemical wastes generated in Hong Kong. Treatment processes to be installed in the CWTF include:

1. Separation of waste oils from water and biological treatment of the organically contaminated wastewaters;
2. High temperature incineration of organic wastes, coupled with energy recovery;
3. Physical/chemical treatment of inorganic aqueous wastes, including reduction reaction, neutralization of acids and alkalis and precipitation of toxic metals;
4. Recovery of metal from waste etchant by-products;

5. Final treatment of various wastewaters by evaporation and catalytic oxidation, coupled with water recovery; and
6. Stabilization of sludges and process residues containing toxic constituents.

Environmental pollution control standards

A comprehensive environmental management and monitoring program which is consistent with the Hong Kong regulatory requirements is incorporated. All wastes received at the CWTF will be logged, and where appropriate, sampled to allow tracking through the plant and delivered to the correct storage and processing units. Air emission from the incinerator, aqueous effluent to the foulsewer, stabilized solid residues to the landfills, groundwater at the site and ambient air around the facility will be monitored throughout the life of the facility. Information from the monitoring program will be available to the government for joint assessment in order to ensure that the environmental management procedures are maintained and continuously improved where possible.

The Environmental Control Limits established are consistent with, if not more stringent than, most international standards. In operation, the CWTF discharges will be within the maximum allowable limits. Key parameters at the incineration stack will be monitored continuously to ensure proper combustion and air pollution

removal. Continuous monitoring of pH, temperature and total organic compounds in the effluent before discharge will assure adequate wastewater treatment. Solid residues are tested before landfilling to ensure that toxic metal constituents do not leach in the landfill environment. Periodic testing of the discharges can assure all control parameters comply with each other. A preventive maintenance program and emergency response plan will be implemented to minimize accidental spillage and to complete clean up in case of spillage. All storage and process areas are banded and protected with secondary containment. The contained area surface is then sealed with coating materials. Quarterly groundwater samples will be analyzed to assure that facility operation do not contaminate the site. Ambient air quality with respect to particulate, sulfur dioxide, nitrogen oxides and volatile organic materials is measured semi-annually both on-site and off-site.

Quality control and quality assurance

The efficient operation and management of the overall activities and services of the CWTF relies heavily on the laboratory analytical program as well as a comprehensive distributed database where information can be easily transmitted. This assures proper treatment decision and operation control. Besides, environmental monitoring are in full compliance with the regulatory and corporate policies. An

on-site laboratory and a centralized computer network system serve these functions.

The Hong Kong Waste Disposal Ordinance mandates a "trip-ticket" (manifest) system for ease of tracking chemical wastes for transportation, treatment and final disposal. While the majority of waste generators are small factory operators, it is envisaged that their waste streams, packaged in containers, will make up 70% of all wastes received by the CWTF. The balance of the waste streams in large quantities will be collected in bulk tanker trucks. Wastes from shipping activities (MARPOL waste) will be collected in a barge. Enviropace Ltd will operate a transportation fleet consists of container trucks, bulk tanker trucks, skip luggers for stabilized residues and barge for MARPOL waste collection. All land-based waste streams will be sampled and analyzed before reception. "As-received" wastes are "fingerprinted" or analyzed to verify its identity in accordance with the trip-ticket. A bar-code system will be incorporated to facilitate the identification process. After the identification and verification, the wastes can be decanted and transferred to the appropriate bulk storage tanks for subsequent treatment in the process units.

Summary

The Hong Kong Government's waste management strategy to effectively control coastal water pollution and to introduce stringent controls on chemical wastes requires the development of centralized Chemical Waste Treatment Facilities. Such development enables the implementation of other regulatory controls to assure that chemical wastes are properly managed, treated by appropriate facilities, and disposed in an environmentally acceptable and safe manner. Being the designer, contractor and operator of the Facilities, Enviropace Ltd believes that the process technologies, the management policies and procedures incorporated in the CWTF will meet local demands for proper waste disposal and satisfy the government's objectives for "cradle to grave" control of chemical wastes generated in Hong Kong. The CWTF will alleviate the serious public health and environmental hazard risks currently exist. It will also prevent further environmental deterioration and enhance the territory's attractions for industrial and commercial investment.

(The article was extracted from the paper presented by Mr Chu Siu Wang of Enviropace Ltd in the ISWA Regional Conference on Chemical Waste Management.)



The Chemical Waste Treatment Facilities (CWTF) is located on Tsing Yi Island.

Investment Profile

Indonesia

Foreign investments in Indonesia have reached a total of more than US\$57.1 billion (HK\$445.38 billion) since the enactment of the foreign investment law in 1967. Hong Kong, following Japan, is the second largest foreign investor in Indonesia with a cumulative total investment of almost US\$5 billion (HK\$39 billion).

Business advantages

Indonesia lies at a strategic location on the cross-road of two great oceans, the Pacific Ocean and the Indian Ocean. The country is endowed with vast and fertile land and rich natural resources. Its large population of more than 179 million ensures a huge potential market on one hand and provides a cost-effective source of manpower on the other. Its economy is market-oriented without any foreign exchange restrictions and offers favourable business and investment climate.

Investment policy

The economy of Indonesia is currently in a stage of rapid diversification in order to minimize its dependency on oil and gas exports which have been the major source of foreign exchange earnings for many years. One of the effective efforts is to encourage private investment in Indonesia either in the form of domestic or foreign direct investment.

Investment service agency

The Investment Co-ordinating Board (BKPM), since 1977, has become a non-departmental government agency serving under and responsible to the President. The Board formulates the policy on investment including the preparation of a list of sectors which are closed for investments. The list replaces the previous Investment Priority List (DSP) which shows the sectors open for investments. This change is expected to provide greater freedom for investors in exploring investment opportunities in Indonesia.

In Indonesia, every province has a regional investment service agency, namely the Regional Investment Co-ordinating Board (BKPM). It is a staff unit directly under and responsible to the Governor of the Provincial Government. For the approval of investment projects, the Chairman of BKPM on behalf of the Governor/Regent/Mayor, would provide the following regional permits: Location permit; Land Cultivation Right; Building permit; Nuisance Act permit; Working permit for expatriate employee and Land Right Certificate.

nor/Regent/Mayor, would provide the following regional permits: Location permit; Land Cultivation Right; Building permit; Nuisance Act permit; Working permit for expatriate employee and Land Right Certificate.

Three forms of joint venture foreign equity

Foreign investment project in Indonesia should be in the form of joint venture between foreign and domestic partners. Generally, the minimum investment requirement for foreign capital is not less than US\$1 million (HK\$7.8 million). The share of capital ownership of Indonesian partners in the joint ventures should be at least 20% of the entire value of corporate share capital upon the establishment of the joint ventures, and should increase to at least 51% within 20 years of operation.

Projects which are labour-intensive and export-oriented can be established with a minimum investment of US\$250,000 (HK\$1.95 million) on condition that shared capital ownership of Indonesian partners should be at least 5% of the entire value of corporate share capital, and should increase to at least 20% within 10 years of operation, and should be further increase to at least 51% within 20 years of operation.

In the areas known as "first level regions" of Irian Jaya, Maluku, East Timor, West Nusatenggara, South and Southeast Sulawesi, Central and North Sulawesi, Kalimantan (except northern part) Bengkulu and Jambi, or within the Bonded Zones, foreign investors can carry out 100% owned investment project with capital not less than US\$50 million (HK\$390 million). Nevertheless, at least 5% of the entire value of capital should sell to indigenous Indonesian within five years of operation, and should increase to a minimum of 20% within 20 years of operation.



Thriving and pulsating Indonesia is a good place for foreign investment.



The development of automobile industry well illustrates that Indonesia is in a stage of economic diversification.

operation.

Industrial estates and free trade zones

The Indonesian Government plans to combine characteristics of industrial estates and free trade zones in several bonded areas. Two duty free zones have been established, one in Jakarta and the other on Batam Island which is located 12 miles south of Singapore. Such zones will also eventually be established in Surabaya (East Java), Cilacap (Central Java), Ujung Pandang (South Sulawesi), and Medan (North Sumatera). There are several other completed industrial estates now in full operation. The biggest industrial estates are found in Jakarta, Cilegon, Surabaya and Medan.

Under current regulations, all types of goods may be processed, stored and received in the bonded zones without any import duties and supplementary import duties provided that the goods are export-oriented.

Investors who are interested in setting up projects in a free trade zone may apply to the respective BKPM. For these projects, 95% foreign ownership without subsequent divestiture is allowed.

Incentives for export

Productions for export are granted restitution of value-added tax paid by producing-exporter on the purchase of goods and materials for manufacturing exported items. Export credit at subsidized rates of 14% to 14.5% are also available to any national and joint venture company throughout Indonesia.

Additional incentives such as exemption from import duty, value-added tax and luxury taxes on machines and raw materials for export products are provided for firms which export not less than 65% of their production.

Land

Only Indonesian companies have legal right to own land. However, according to the Basic Agrarian Law, foreign investors are recognized to have three main rights on land:

1. The right of exploitation is the right to use state-owned land for purposes of agriculture. The title is normally granted for 30 years but may be extended to 60 years. Nevertheless, foreign investors can only be granted lease right from Indonesian Government.

2. The right of building is the right to construct and own buildings. The title is usually granted for 20 or 30 years and may be renewed at the discretion of the local government.
3. The right of use is the right to use land for any purposes for certain period.

Labour

The Department of Manpower is a government agency which regulates all employment practices in Indonesia. It continuously reviews conditions of employment, maintains harmony between employers and labour unions through collective labour agreements, and conducts manpower training programs.

Foreign investors have full authority to appoint their own management, but the enterprises must employ Indonesian manpower except for positions which cannot yet be filled by eligible Indonesian applicants.

For further information, please contact The Indonesian Consulate General at 127-129 Leighton Road or at tel no. 890 4598.

(Source: The Investment Co-ordinating Board of Indonesia (BKPM))

Single Market Implications on European Toy Industry

The implication of the EC Single Market, which will come into effect in 1993, bring about the elimination of trade barriers, in particular, will result in the free circulation of goods, services, capital and labour among member nations. Eventual integration of laws concerning fair trade practices, tax systems and harmonization of legislative procedures among the EC members are expected.

This has implications for many industries. For instance, over 70 million children populating the 12 EC member nations represent an important market for the European toy industry. The situation is especially obvious when compared with the child populations of the US (54 million) and Japan (25 million). Annual expenditures vary among the EC member nations, but the amount averages between US\$175 (HK\$1,365) and US\$200 (HK\$1,560) per child.

However, the most immediate interest to the toy industry concerns the distribution of toy sales in the context of the Single Market of 1993.

Several market studies conducted over the past few years reveal that, at the moment, a European system of distribution does not exist. Despite a natural trend towards market consolidation, several general distribution patterns still prevail.

In France, hypermarkets control approximately 50% of toy sales while the number of large specialized toy retailers is on the rise. In the UK, toy sales are dominated partly by multiple specialty store chains and catalogue shops with strong mail order businesses.

Germany's small and medium-sized specialty toy retailers are organized into buying groups of as many as 500 member-stores per group. Meanwhile, Italy has a large number of small, independent specialty retailers and several retail associations. In Spain, department stores and numerous small independents sell toys while hypermarkets are gaining a significant market share.

In all countries surveyed, two trends are evident: specialization and consolidation. The number of retailers specializing in toy sales is on the rise. Within this group, the decline in the number of small

independent retailers is offset by the growth in the number of retail associations and large, "superstore" retailers.

As international competition for the European market intensifies, further consolidation of the retail sector is expected, particularly on the hypermarket level.

Alliances and ventures among European toy distributors will come to occupy a more important market position both in Europe and internationally. A similar trend is expected among manufacturers as European companies move to increase market share and consolidate distribution.

(Source: Hong Kong Trade Development Council)

Quota Supply Condition for Markets Other Than the US

The Trade Department reminded quota holders of detailed requirements of the quota supply condition for markets other than the US.

Quota supply condition

Hong Kong quotas must only be used to cover exports of textiles of Hong Kong origin. The quota supply condition aims to ensure that the quota supplier of a particular consignment is genuinely involved in the export or manufacture of that consignment.

An exporter (including the buying agent of the overseas buyer, whether or not registered with the Trade Department, if the agent is acting as the exporter on the textile export licence application) or a manufacturer must satisfy the following conditions before he is qualified to supply quotas for the export of a particular consignment: either

- I. Perform at least four of the following functions:
 - a. receive order from the overseas buyer for the goods,
 - b. receive payment from the overseas buyer for the goods,
 - c. purchase or supply the raw materials for the manufacture of the goods,
 - d. contract in writing with the manufacturer for the manufacture of the goods,

- e. make payment to the manufacturer for the manufacture of the goods,
- f. arrange the export of the goods; or

II. Perform the principal processes in the manufacture of the consignment in question.

Particular requirements of each of the above functions are described below. These particular requirements must also be complied with.

All quota holders are advised that they must themselves perform the functions in condition I or II hereof in order to be qualified to supply quotas for the export of restrained textiles. Performance of any of the above functions by another business entity in whatever capacity on behalf of the quota supplier (e.g. by an agent, the parent/holding company, a subsidiary, an associate company or a trustee etc) will not be accepted as fulfilment of the quota supply condition by the quota supplier itself.

Any exporter or manufacturer who does not satisfy the condition cannot supply quotas for the export of restrained textiles. Otherwise, it may render it liable to prosecution as well as administrative action by the Trade Department.

An exporter or a manufacturer who purports to have satisfied the quota supply condition must, on request, produce documentary evidence in support of his claim.

Particular requirements

For the purpose of the quota supply conditions set out above, the detailed conditions and evidence according to which the functions would be regarded as having been fulfilled are as follows:

1. To receive order from the overseas buyer for the goods:
 - a. the order must be issued direct by the overseas buyer or his local buying agent who has registered with the Trade Department in accordance with the conditions and procedures set out in the relevant notices to exporters; if the registered local buying agent acts as the exporter and supplies quota for the consignment, the order must be issued direct by the overseas buyer; and
 - b. the order may take one of the following forms:
 - a contract in writing signed by

both the overseas buyer and the quota supplier;

- a purchase order in writing from the overseas buyer;
- a sales confirmation in writing from the quota supplier, supplemented by the overseas buyer's endorsement/confirmation in writing;
- a letter of credit issued on the application of the overseas buyer and with the quota supplier as beneficiary.

2. To receive payment from the overseas buyer for the goods:

- a. the payment must be received direct from the overseas buyer or its registered local buying agent responsible for issuing the order, or the consignee provided its name appears on the original order as the consignee of the goods; if the registered local buying agent acts as the exporter and supplies quota for the consignment, the payment must be received direct from the overseas buyer or the consignee whose name appears on the original order as the consignee of the goods; and
- b. the method of payment must be in accordance with point 7 below.

3. To purchase or supply the raw materials for the manufacture of the goods:

- a. to purchase the raw materials, if the materials are purchased direct from overseas, the quota supplier must appear on the relevant invoice as the buyer of the raw materials and on the Hong Kong import licence issued by the Trade Department as the importer; if the materials are purchased from another local supplier, the quota supplier must possess the relevant invoice bearing reference to the quota supplier or payment receipt issued by that local supplier. To supply the raw materials, the delivery of materials to the manufacturer must be evidenced by the relevant invoice or delivery note bearing reference to the quota supplier and by the manufacturer's acknowledgement of receipt; and
- b. the materials purchased or delivered must be used for the manufacture of the goods under contract.

4. To contract in writing with the manufacturer for the manufacture of the goods:

- a. a contract in writing for the manu-

facture of the goods must be entered into by the quota supplier direct with the manufacturer; and

- b. the content of the contract should tally, in material particulars, with that in the order placed by the overseas buyer.
5. To make payment to the manufacturer for the manufacture of the goods:
 - a. payment must be made direct to the manufacturer; and
 - b. forms of payment must be in accordance with point 7 below.
6. To arrange the export of the goods:

- a. the quota supplier must be responsible for arranging shipment of the goods from Hong Kong to the destination as declared on the licence and must appear on the relevant bill of lading/air waybill as the "shipper" of the goods; and
- b. the quota supplier must be responsible for issuing the invoice for the goods.

7. For the purpose of points 2, 3 and 5 above, open account transactions are also allowed. The method of payment must be documented and the actual payments must be traceable and identifiable in the books of account of each party to the transaction. In normal cases with all relevant documentation, acceptable methods of payment will be documents against acceptance; letters of credit; or where the terms are cash on delivery, by means of crossed cheques made payable only to the account of the payee.

Where it is desired that payments should be made by other means, the approval of the Director-General of Trade should first be obtained. Payments should not be made by means of cash or negotiable cheques.

8. The term "manufacturer" in quota supply condition I d and e above is defined as follows:

- a. where the declared exporter on the export licence acts as the quota supplier, the declared manufacturer on the export licence;
- b. where the declared manufacturer on the export licence acts as the quota supplier and chooses to perform the functions in quota condition I above for the purpose of complying with the quota supply conditions, the Hong Kong factory which performs the principal processes in the manufacture of the

goods concerned.

(The above definition of the term "manufacturer" does not apply in the context of free quota utilization conditions. In the latter situation, the term "manufacturer" is defined as the declared manufacturer on the export licence only.)

9. The term "principal processes" is the same as that in use under the certification of origin system, and it generally refers to those processes which permanently and substantially change the nature, shape, form and utility of the raw materials used, as laid down by the Director-General of Trade in certification of origin circulars.

The conditions set out in supplying quotas above are solely for the purpose of determining whether the exporter or manufacturer in question is qualified to supply quotas and does not otherwise affect the status of the parties to the licence.

For further information, please contact Miss S W Suen of Trade Department at tel no. 398 5505.

Documentary Requirements for the Issue of Certificates of Origin - Re-export

The Trade Department announces new guidelines to be adopted by the five Government Approves Certification Organizations (GACOs), including the Association, regarding the issue of Certificates of Origin - Re-export (CR).

In applying for a CR, an applicant must produce documentary evidence to substantiate the declared origin of the goods which are the subject of his application. The general requirement is a certificate of origin issued by an authorized certification body in the originating country of the goods in question. In exceptional circumstances, for example, when the goods in question come from a place where no known certification service exists, an application for a CR may be approved by a GACO provided that the applicant can produce documentary proof that the goods concerned would have qualified for the declared origin under normal origin rules. Such documentary proof may include commercial invoices issued by the supplier evidencing the origin of the goods, transport documents (bill of lading, air waybills), export documents (export permit, export customs clearance

permit etc.), manufacturer's production records and other proof of origin conferring manufacturing processes being undertaken in the declared place of origin.

Applicants are therefore advised to secure a certificate of origin from the originating country as supporting document if they wish to avoid delay or rejection of their application.

For further enquiries, please contact Miss TY So of the Trade Department at tel no. 398 5540.

New Steps on CB Certification Scheme

Electrical and electronic manufacturers can now find an easier access — CB Certification Scheme for their products to obtain necessary safety approval marks

in European countries, without timeless testings.

In the past, because of the deviation in safety standards imposed by different countries, manufacturers had to seek country's safety approval for their products individually, meaning testing and testing again. And of course, costs, in that way, went up. Now, under the principle of CB Scheme, manufacturers can obtain other countries' approval marks by presenting them the CB Test Certificate and test report.

In practice, manufacturers have to send their products, with clear marking of the name, trade mark and other identifications, for testing process first. If they pass the test, manufacturers will get a certificate with a test report. Actually, the CB Test Certificate, based mostly on IEC standard, means that a recognized National Certification Body (NCB) has tested

the product and found it conform with a specified standard. The Certificate together with the test report issued are also recognized by NCBs in other countries, though, some may require supplementary testing or even inspection of the factory. Manufacturers, however, are advised to keep in mind that they do not have to subject their products for another testing, the cost is then much reduced.

Besides, manufacturers can ask their chosen NCB to issue a supplementary test report, which, to cover other countries' deviations. Or, upon cases of failure to comply with the concerned standard, manufacturers can also request explanation statement from the NCB, then study and take necessary corrective measures on their product before retesting.

Interested members who need further details can contact the Inter-Continental Certification Consulting Ltd (ICCC) at tel no. 305 0835.

China / US / HK Trade Relations

China/ US/ HK Trade Issues

Conditional MFN for China

Legislation setting conditions on future extensions of Most-Favoured-Nation (MFN) status for China has been passed by the Congress and vetoed by President Bush. The US Congress was unable to override the veto and the bill is now dead.

On September 14, the US Senate passed the bill by voice vote, in the form modified by Senate amendments. On September 22, the US House of Representatives approved the Senate-passed form of the bill by voice vote. However, President Bush vetoed the bill on September 28. The President's veto message stated that he shared completely the goals of this legislation but that conditioning or withdrawing MFN would not promote these goals. He believed that the bill imposed unworkable constraints on US bilateral trade and among the casualties of this bill would be the dynamic, market-oriented regions of southern China and Hong Kong. President Bush favors the current US policy of engagement through democratic, economic and educational institutions as the means to pursue reform in China. "MFN is the foundation we need to engage China," said the President. He concluded that the bill not only placed conditions

on MFN which would jeopardize the engagement policy, it also included a requirement which would infringe upon the President's exclusive authority to undertake diplomatic negotiations on behalf of the US. On September 30, the US House of Representatives overwhelmingly voted to override the veto with a vote of 345 yeas to 74 nays.

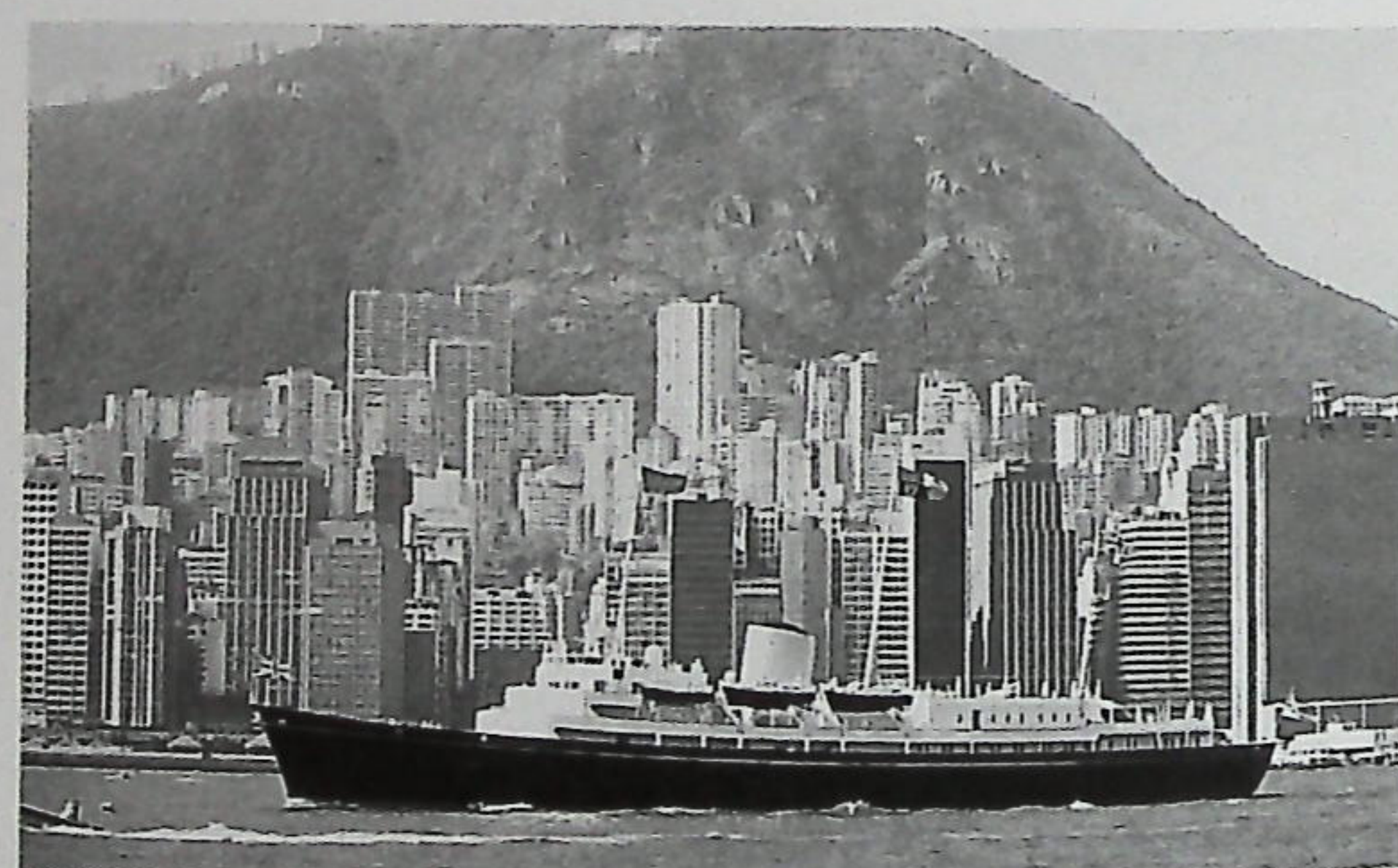
However, on October 1, the US Senate was unable to override the veto. The Senate vote was 59 yeas to 40 nays. This was not a two-third majority needed to override the President.

US - Hong Kong Policy Act of 1992

Both the US Senate and the House of Representatives overwhelmingly passed this bill. President Bush has approved the bill and the Act has become law.

USTR Section 301 investigation of China regarding market access

On September 15 to 16, the US Trade Representatives Office conducted another round of mid-level negotiations with



China in Beijing. Part of the current negotiation regards how much time the US will allow China to change its system of trade. On September 23 to 25, the Section 301 committee held hearings on the list of product categories which the US has proposed for retaliation if an agreement cannot be reached by October 10. During the three days, the committee received testimony from approximately 100 witnesses including 15 representing Hong Kong interests. All except nine spoke against the proposed retaliatory action. Negotiations at the technical level were scheduled to begin on October 2. High level negotiations were scheduled to begin on October 6 in the US and would go as long as necessary to reach an agreement by the deadline of October 10. Eventually, the US and China reached an agreement in principle on the Section 301 market access talks on October 10.

Market Report

Argentina

Argentina is the second largest country in Latin America (after Brazil) in term of size. It has a population of 32.6 million and a per capita income of US\$4,280 (HK\$33,384), which is among the highest in Latin America.

After almost four decades of political instability and economic mismanagement, the country is now restoring prosperity and stability. The emergency plan introduced by the Menem administration since mid-1989 proved successful in stabilizing the economy and arresting the recession. The plan consisted of several key elements: strict fiscal budget and financial discipline; the end of price-wage indexation aimed at curtailing inflationary expectations; and a stable exchange rate in an attempt to restore confidence in the local currency. To reinforce the stabilization measures, the government also reduced the size of state sector by privatizing major public enterprises and initiated a number of measures including import liberalization.

The crisis management was effective in stabilizing the economy. Inflation was brought down from the peak of 4,900% in 1989 to 84% last year. A 12% inflation has been forecasted for 1992. The emergency measures also restored business confidence and paved the way for an economic recovery. Led by increased private investment and consumption, GDP rose 5.5% last year. GDP has been projected to rise 6% in 1992 and similar growth rates are anticipated for the next few years. At the same time, a consumption boom was fueled by increased employment and real wages as well as cheaper imports in the wake of trade liberalization. Rising investment from both domestic and foreign companies and sustained growth in consumer spending are expected to underpin Argentina's economy over the medium term.

The vastly improved economic prospects bode well for Argentina's consumer goods market. The standard of living, as measured by per capita GDP, is among the highest in Latin America. Moreover, it is expected to rise in tandem with solid economic growth.

Trade liberalization and major import regulations

Trade reforms begun in 1989 culminated in the abolition of most import con-

trols in early 1991. For statistical purposes, importers are still required to submit a statistical import registration (REDI) to the Trade Secretariat several days before taking delivery of merchandise from customs in which the product being imported must be described together with information on the dollar price, quantity, country of origin and the identity of the importer.

With the elimination of import and foreign exchange controls, the Argentine market is now wide open to foreign goods. A 22% import tariff applies to nearly all finished goods. In addition, an 18% value-added tax is applied to the sales of goods (both domestic and foreign) in the country, excluding certain agricultural and mining products, chemicals and other prime necessities. There is also no exchange control or credit term limitations on imports, which may be paid prior to import or financed freely as agreed between the contracting parties.

Hong Kong's exports to Argentina

Argentina's economic recovery and market opening have been a boon to Hong Kong exporters. Total exports to Argentina surged 375% to US\$135.7 million (HK\$1,058 billion) in 1991 and further by 241% in the first half of 1992. While virtually all product categories showed an increase, toys, radios, other consumer electronics, telecommunications equipment and garments enjoyed sharp rises in sales as a result of their competitiveness both in price and quality.

In the light consumer goods sector, Hong Kong exporters are likely to find that competition from local producers is on the whole limited, though garment is one of Argentina's stronger industries.

Argentina as a market for Hong Kong

1. Consumer Electronics

Concerning electronics, the brand-conscious Argentine consumers generally seek high quality products. To enhance competitiveness, Hong Kong exporters must offer multi-function models with attractive design.

2. Toys

The toy industry virtually does not exist in Argentina because of a deficiency of raw materials and a shortage

of trained workers. The most popular items are action figures (eg Ninja Turtles and G I Joe), plastic toy sets, dolls (eg Barbie), stuffed toys and sports balls.

3. Watches

Trade sources indicate that the purchasing orders generally are of small volume. Design and price are key criteria in purchase for the medium-price range, and it is a general practice for importers to provide after-sale service.

4. Clothing

Clothing is one of Argentina's most important branches of light industry. Production is centered on jeans, cotton shirts, woolen sweaters and jackets. Hong Kong garments, which fit into the medium price range, face competition from local producers; but cotton shirts and women's wear from the territory enjoy an edge in terms of colour and design.

5. Others

Traders indicate that there is a steady demand for a great variety of housewares including cooking utensils, pots and pans, porcelain and china household wares from Hong Kong and China. Other products which enjoy good potential include footwear, sporting goods, bicycles and hand tools.

Sales and distribution channels

Consumer goods import into Argentina are largely handled by small- and medium-sized operators. At present, the only obstacle to direct sales is the small volume demanded by the small operators. Not all foreign exporters are able to entertain the order. An effective way to approach the market is to appoint an Argentine agent who is able to cater to these companies. Another avenue is to work through experienced agents in the US who have business connections and an in-depth knowledge of the market. While there has been a proliferation of new importers in the past two years, Hong Kong businessmen are advised to contact trading firms with sound financial background and experience. When selling to the market, exporters should keep in mind the fairly sophisticated requirements of Argentine consumers who look for quality, design and attractive packaging.

(Source: Hong Kong Trade Development Council)

Exhibition News

Date	Event	Venue	Exhibits	Organizer
1992 Dec 31- 1993 Jan 10	Fur & Leather '92	New World Plaza	Fur & leather, handbags, leather garments	Oriental Wesley Promotions Ltd. Tel: 807 7633 Fax: 570 5903
1993 Jan 7-10	Hong Kong Toys & Games Fair '93	HK Convention & Exhibition Centre	Toys, games, toy parts & components	Hong Kong Trade Development Council Tel: 584 4333 Fax: 824 0249
Jan 11-14	The 4th Bangkok Int'l Jewelry Fair	Queen Sirikit National Convention Centre	Jewellery	Headway Trade Fair Ltd. Tel: 827 5121 Fax: 827 7064
Jan 11-15	Joint Venture Products Exhibition	Shenzhen Int'l Exhibition Centre	Garments, shoes, cosmetics, watches & clocks, jewellery, food, etc.	Hong Kong Trade Development Council, China Section Tel: 584 4333 Fax: 824 0249
Jan 13-14	Apparel from France	Kowloon Shangri-la Hotel	High-end fashion, ready-to-wear, leather goods, furs, fashion accessories for ladies, men & children	French Textile Office Tel: 312 0331 Fax: 739 8073
Jan 13-16	Today's Fashion from China	HK Exhibition Centre	Garments from China	Hong Kong Exhibition Centre Tel: 827 9908 Fax: 827 5245
Jan 14-17	Hong Kong Fashion Week's 93	HK Convention & Exhibition Centre	Garments & fashion accessories	Hong Kong Trade Development Council Tel: 584 4333 Fax: 824 0249
Jan 22-31	Int'l Green Week Berlin	Berlin, Germany	Food, agriculture and horticulture	AMK Berlin Ausstellungs-Messe-Kongress-GmbH Tel: 030 3038 0 Fax: 030 3038 2325

Training Calendar

Date	Event	Venue	Organizer	Contact person/Tel no.
1992 Dec 13-16	Int'l Computer Science Conference	Kowloon Shangri-la Hotel	HK Baptist College	The Organizer 339 7080
Dec 28	HK Owner-Manager Workshop	11/F, VTC Tower, 27 Wood Road, Wanchai	The Management Development Centre of Hong Kong	Mr Sam Ying, MDC 836 1826
1993 Feb 15	Seminar on Export Credit Insurance	Seminar Room, ECIC, South Seas Centre, Tower 1, 2/F, 75 Mody Road, TST East.	HK Export Credit Insurance Corporation	Ms Elisa Lam, ECIC 723 3883

誠意獻上...



寄：香港中環干諾道中64號
廠商會大廈4字樓
香港中華廠商聯合會
或圖文傳真：541 4541

訂購表格

本公司欲訂購

	售價	訂購數量	金額
1993年日記簿套裝（日記簿及記事簿）（A+B）	\$115		
1993年精裝日記簿（A）	\$95		
1993年精裝記事簿（B）	\$35		
總額：			
(會員優惠) 九折：			

公司名稱：

地址：

聯絡人：

電話：

現附上劃線支票(抬頭為「香港中華廠商聯合會」)*港幣 元作為訂購費用。

公司圖章及簽署：

日期：

*所訂購之物品不設送貨服務。如有垂詢，請致電本會會員聯絡部楊子權先生，電話542 8600。

*(廠商會會員可獲九折優惠，會員編號)



僱主

未雨綢繆



僱員

安枕無憂

現時無數僱主不單要面對員工流失及勞工短缺之問題，亦要應付長期服務金之承擔。因此，一套簡單妥善的**公積金計劃**，除令員工獲得優厚及長遠之福利保障外，僱主亦可加強招聘實力，保留人材。有見及此，香港中華廠商聯合會特為廠商會會員設立**公積金計劃**。此項計劃由喜齡有限公司策劃，美國友邦保險（信託）有限公司承保。欲索取廠商會會員**公積金計劃**詳情請填妥下列表格或致電：



喜齡有限公司 戴嫻儀小姐或關秋陽先生 571 2018



香港中華廠商聯合會 劉尉倫小姐 545 6166

承託人：



美國友邦保險（信託）有限公司

請寄回：喜齡有限公司

香港英皇道260號怡安中心17樓

本公司對廠商會會員公積金計劃深感興趣

☐ 請派專人洽商

☐ 請寄上計劃詳情

公司名稱：

公司地址：

聯絡人：

電話：

圖文傳真：