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一般輸入勞工計劃

General Scheme of Labour Importation



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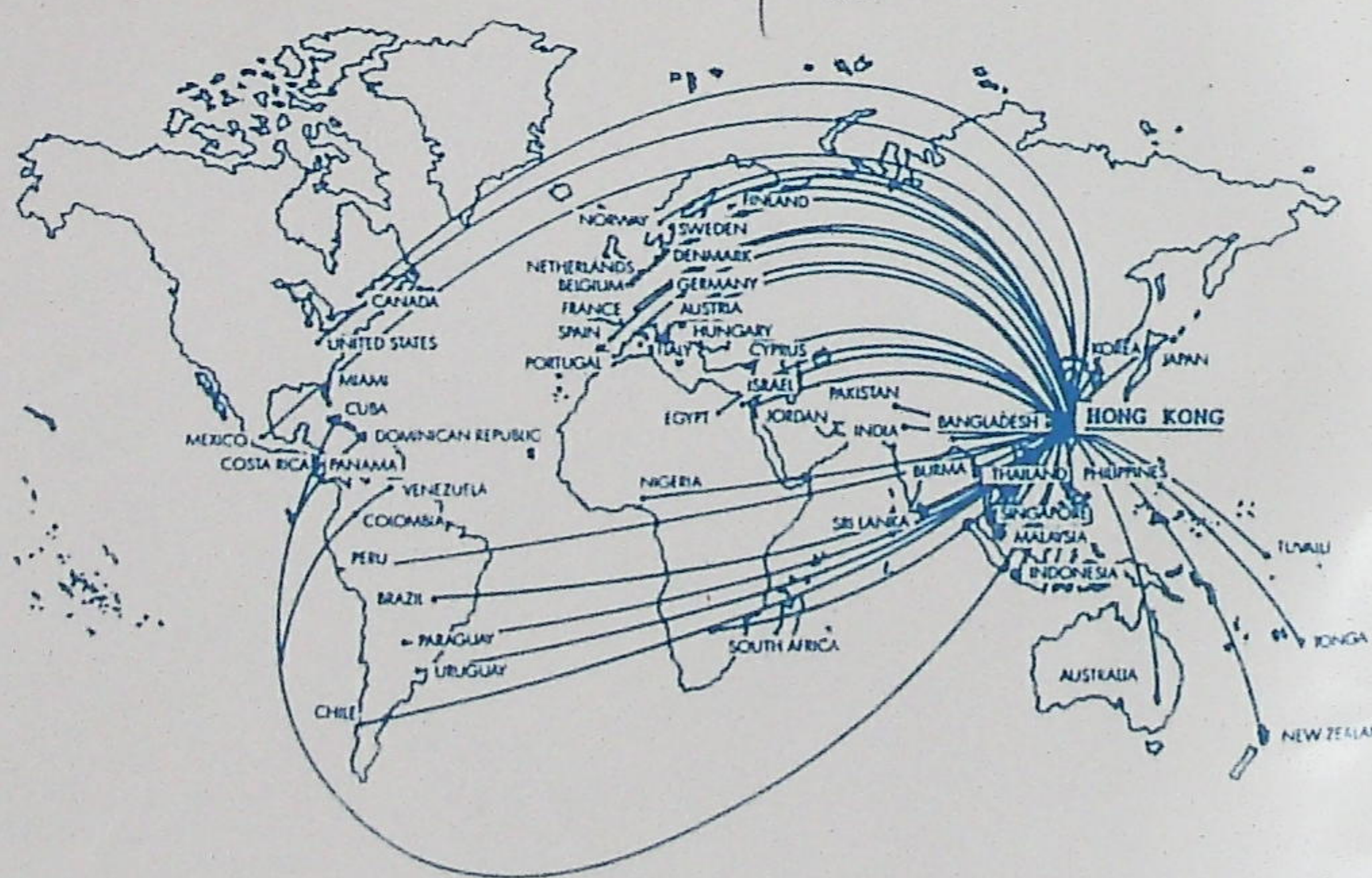
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出版人 Publisher:

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

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副會長 Vice-Presidents:

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邵炎忠 Tommy Zau

執行幹事 Executive Secretary:

徐佩琴 Rita Tsui

編輯 Editor:

廠商專訊編輯委員會

The Business Journal Editorial Board

總辦事處 Head Office:

香港中環干諾道中 64 號廠商會大廈
CMA Building, 64 Connaught Road Central, Hong Kong.

電話 Tel: 545 6166 / 542 8600

圖文傳真 Fax: 541 4541

電訊 Telex: 63526 MAFTS HX

電報 Cable: MAFTS Hong Kong

旺角辦事處 Mongkok Office:

九龍旺角彌敦道 673 號滙豐銀行大廈 607 室
Room 607, The Hongkong & Shanghai Bank Building, 673 Nathan Road, Mongkok, Kln.

電話 Tel: 393 2189

圖文傳真 Fax: 789 1869

尖沙咀辦事處 Tsimshatsui Office:

九龍尖沙咀廣東道 5 號海洋中心 521 室
Room 521, Ocean Centre, 5 Canton Road, Tsimshatsui, Kowloon.

電話 Tel: 736 0288

圖文傳真 Fax: 730 3769

尖沙咀東部辦事處 Tsimshatsui East Office:

九龍尖沙咀東部麼地 62 號永安廣場商場 UG29 室
Shop No. 29, UG/F, Wing On Plaza, 62 Mody Road, Tsimshatsui East, Kowloon

電話 Tel: 366 6781

圖文傳真 Fax: 366 0492

觀塘辦事處 Kwun Tong Office:

九龍觀塘觀塘道 414A 號中商工商中心地下
G/F, Chung Nam Centre, 414A Kwun Tong Road, Kwun Tong, Kowloon.

電話 Tel: 344 3380

圖文傳真 Fax: 790 4850

荃灣辦事處 Tsuen Wan Office:

新界荃灣青山道 264-298 號南豐中心 1922C 室
Room 1922C, Nan Fung Centre, 264-298 Castle Peak Road, Tsuen Wan, NT.

電話 Tel: 493 8434

圖文傳真 Fax: 412 1329

廠商會檢定中心

CMA Testing & Certification Laboratories:

新界沙田火炭黃竹洋街 9-13 號仁興中心 1401-3 室
Room 1401-3, Yan Hing Centre, 9-13 Wong Chuk Yeung Street, Fo Tan, Shatin, NT.

電話 Tel: 698 8198

圖文傳真 Fax: 695 4177

廣告 Advertising:

香港中華廠商聯合會
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一般輸入勞工計劃

香港過去數年面對持續的勞工短缺問題。對該問題的嚴重性，各機構或有不同的見解；但政府統計處所發表的就業數字，反映出勞工短缺是無可爭議的事實。根據政府統計處每季的調查，自一九八六年以來，失業率由3.1%下降至近期的2%。在八七至九一年期間，失業率更明顯地徘徊在1%至2.1%的低點。這數字表示本地勞動力已處全民就業的情況。除了一些轉業過渡期的個案外，勞工的需求實際上已遠遠超越本地勞工的供應。

造成這勞動力供求不平衡的情況，實在有很多原因；其中一個最大的原因是勞動人口參與率降低。八十年代中期，勞動人口參與率穩定地保持在64.5%至65%的領域內，但卻在八九年跌至63.6%，今年更進一步降至63.2%。年青一代的求學時期普遍得以延長，使這供求不平衡的情況更加惡化，並且導致工資上升的壓力。

勞工短缺的問題對製造業造成的影響特別大。根據政府提供的數字，近年製造業的就業數字不斷收縮。九一年九月，製造業的就業人數是654,662，比九〇年同期減少3.9%；但同期服務性行業就業人數則比九〇年九月上升7.5%，顯示勞動人口已明顯地轉向服務性行業。服務性行業已把勞工從製造業處帶走，年青人願意投身製造業的數字正在減少。

勞工短缺問題的迫切性，令解決問題的重要性更見複雜。有跡象顯示經濟將會在今年復甦，若不立刻解決勞工短缺問題，或會對整體經濟增長帶來重大影響。若短期內沒有跡象可扭轉勞動力參與率下降的趨勢及製造業勞動力流失的影響，唯一可以保持勞工供應及維持經濟增長的臨時方法，是有限制及選擇性地輸入外地勞工。

基於這種思維，政府已開始推行輸入勞工計劃。八九年五月，政府首次宣佈一項輸入勞工計劃，准許17種行業輸



入3,000名熟練工人；而在九〇年五月，引入14,700名半熟練及熟練外地勞工的計劃亦被通過。雖然這兩項計劃存在毛病及需要改善，但在一定程度上可紓緩勞工短缺問題。

今年一月九日，政府宣佈繼續輸入勞工計劃，容許在未來數月內輸入超過12,000名勞工，使在任何時間內的外地勞工數目最高可達25,000名。這數目不足全港總勞動人口的1%，預料對本港經濟不能造成很大的幫助；然而，這計劃能幫助解決緊張的勞工市場，不致牽制了經濟增長。如果可以解決勞工短缺問題，就會有更多的投資及再投資，從而製造更多的就業機會，對整體經濟帶來利益。

因此，輸入勞工的原則應被認同，

但在實行上仍有需要改善的地方。過去的經驗顯示，一些無良的僱主利用計劃的漏洞剝削外勞，其中的例子包括非法剝扣工資及不依循僱傭條例等。

新計劃對以往不足之處作出改善，加入了多項措施，免被無良僱主濫用。有關內容列出如下：

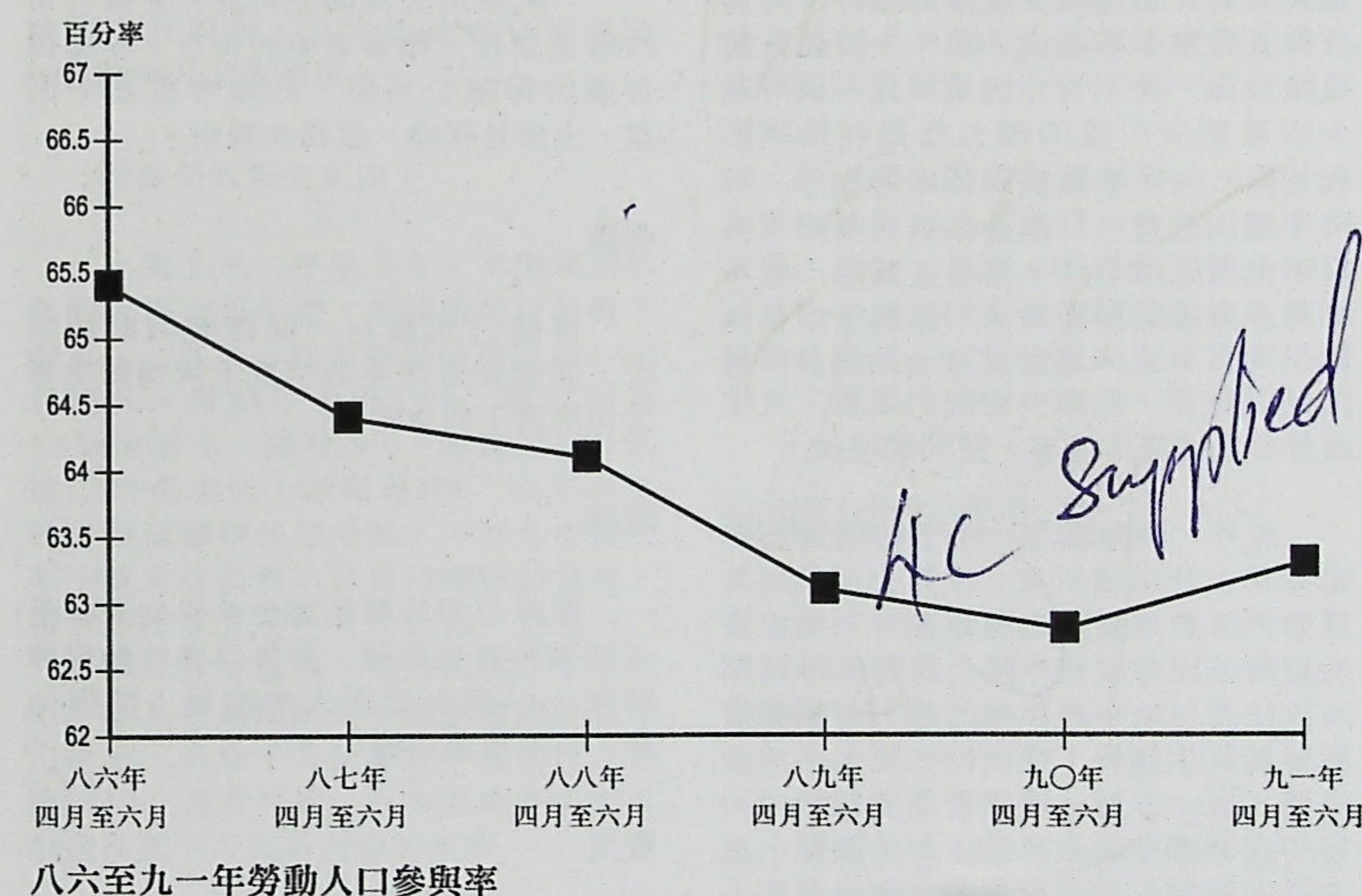
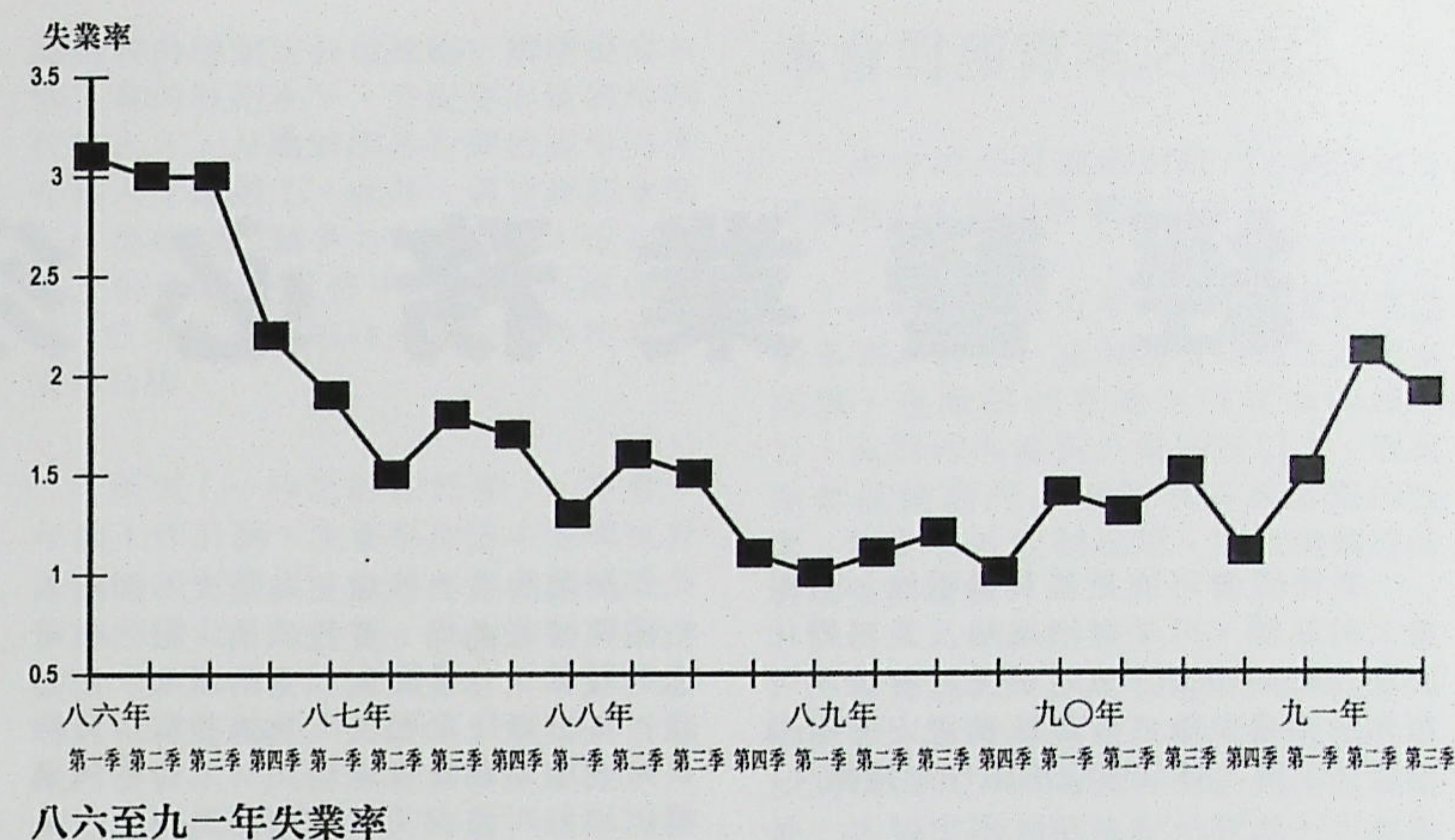
一、其中一項輸入工人的條件，是僱主必須透過銀行自動轉帳方式支付工資，以減少不合法剝扣及支付工資不足的情況，這點將來會註入合約內。

二、政府將透過有關修改僱傭條例的草案，將非法剝扣及支付工資不足的刑罰，提高十倍至十萬和20萬元；違例僱主可被判入獄一年。

三、違反計劃規定的僱主將不能參加日後的輸入勞工計劃。

四、勞工處會繼續幫助被僱主剝削的外地勞工尋找其他工作；若在兩個月內無法另覓新職，該名工人便要返回原地，所需費用由前僱主支付。

五、有興趣的僱主須先向勞工處本港就業輔導組登記他們的職位空缺，以證明在申請輸入外地勞工前，他們確實在找尋本地工人方面是徒勞無功的。此外，參與今次輸入勞工計劃的僱主要向政府繳交一項徵費，以成立基金作為加強本地勞工再訓練計劃之用。該筆款項的計算方法，是就每名輸入的勞工繳付400



元一個月，再將該數額乘合約內所指的工作期限；該期限最長為24個月。

長遠來說，為保持香港出口的競爭力，必須加強工業生產的效率及生產力。然而，由於香港已處於一個工業轉型期，逐漸從勞工密集工序淡出，而朝着多元化科技密集生產發展，故需要一段適應期。另一方面，亦須注意人力資源的發展；政府應加強培訓及再訓練工人，以迎合不同工作的需要，故此，在輸入外地勞工時引入徵費措施，以增加再培訓活動是值得歡迎的。此外，政府、僱主及僱員三方面均需付出努力合力監管基金，使其能有效地運作，向本地勞工提供適當的訓練機會，讓他們獲得所需技能，以迎合工業上各種需要及不斷變化的需求。

這廣告位置可以是屬於您的。

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

經營業務必須投保

業務經營可能是最具挑戰性、回報最大的活動，可是經濟風險及業務變化都是殘酷的現實，無可避免。對於不可預測的業務風險或有違法例規定所帶來的責任，商人必須採取措施作出補償。

投資可能產生的業務風險包括造成財物或貨物損失的一切意外變化如火災、盜竊或生意失敗。這些意外或許會循環發生，因為只有極少數幸運商人能預測到這些事故；反過來說，這些風險又可能是突如其來，無從預測。這樣，那些倒霉的商人便只好聽天由命了。

除了業務風險外，商人亦要面對來自若干法例規定的風險，驅使他們尋求某些保障，以減低違法所帶來的責任。舉例來說，根據僱員補償條例，所有僱主必須投購勞工保險，承擔該條例及普通法上僱員工傷補償方面的全部責任。違例的僱主一經定罪，最高可能被判罰款五萬元及監禁兩年。

另一方面，歐洲共同體產品責任指示向消費產品製造商/出口商加諸嚴苛的責任，使他們每次把貨物出口至外國時，均需承擔很大的風險。倘產品被發現有缺點而導致消費者身體或財物受損，所牽涉的賠償可能會在財政上對業務產生嚴重的影響。

保險被視為轉嫁風險的一種主要工具，可為業務上的責任作出補償。它可保障突如其來的風險或損失，亦有未雨綢繆的作用。儘管這些已是人所共知之事，保險的重要性亦時常被輕視。其實，保險的重要性可從兩個角度來看。首先，保險是保險公司為投保一方提供財政上損失的保障；其次，保險是一種設計，以匯集面對風險的兩名或以上投保人或公司，成立一項共同承擔的基金，作為日後補償索償人之用。上述首項的重要性很明顯。對於運氣較差的商人或家庭，保險能使其接近或甚至回復原有的經濟狀況。這些人士得以恢復生產，政府稅收增加，福利負擔減少，社會亦因而得益。

次項的重要性雖更為重大，卻較不明顯而常被忽略。在投保前，每一位可能的投保人均會面對相當的風險，而憂慮任何財政上的損失。透過投保，投保人可將風險轉嫁保險公司。不肯定因素得以消除，投保人就不要再為財政上的損失擔憂。這種減少風險的途徑，可為投保人帶來多項益處。第一，投保人將風險投保，將不肯定因素消除，就可減少因憂慮所引致的體力負擔和精神困擾。第二，保險除減低個人風險外，同時亦增加社會、行業甚至公司運用現有資本及勞工的效率。此外，減低不肯定因素亦有助鼓勵新資金的結集；因為可能投資者會更決意於投資，計劃及借貸期得以延長，並減少資源的浪費，直接改善公司的運作效率，使利潤增加。

此外，保險亦令一般管理階層警覺到業務上的風險所在，改善公司的決策質素，俾可理智和迅速地應付一些投資的風險。比方說，一間公司若曉得其產品責任充份地得到保障的話，可能會積極發展其生產線，從而開拓更大的消費市場。另一方面，風險管理能緩和和公司每年在利潤和現金流動方面的波動，這方面的控制有助進行規劃，而本身亦不失為一個理想的目標。再者，投資者往往選擇一個比較穩定的收支紀錄。透過事前的準備，即使業務出現虧損，保險亦能使投保公司隨後繼續運作，避免顧客和供應商轉投其他競爭對手。對於一些規模較小的公司而言，業務在這情況下可以得到延續是尤其重要的。畢竟，有助增加公司利潤的有關方面如貸款人、顧客和供應商，都較喜歡與已受風險保障的公司交易，僱員亦較傾向於為這些公司服務。

換而言之，保險可被視為風險融資工具。

香港的商業機構，同樣地認識到保險的重要性。事實上，隨着本港經濟的迅速發展，人們在這幾年間對保險的需求亦大增，這可從保險業的發展和表現反映出來。根據政府統計處的資料顯示，保險公司、代理商及經紀的總數由

一九八八年的1,650間增至八九年的1,699間。同期，保險業總收入及收益亦增加了21%，達170多億港元。這迅速的發展顯示，公眾對保險日益注重，其重要性及益處亦得到確認。

一間傑出的保險公司對於受保公司的業務運作，擔當重要的角色。在選擇合適的保險公司時，必須考慮若干因素，主要是保障、服務和費用。

保障

保險公司應有一個穩健的財政狀況，並能在有需要的情況下承擔對受保公司所許下的承諾。

服務

保險公司的服務應包括協助受保公司認識和評估風險；提供具彈性的保障範圍，以迎合受保人的需要；賠償快捷；以及專業指導。

費用

費用指保險公司所收取的保費及行政費用。這些收費必須相宜。

當然，各個行業對保險有不同的需要，保險公司有需要設計為配合特別需要度身定造的保險計劃。通常一間公司須透過多間保險公司去處理不同的保險範圍，以致手續流於繁複。

本會了解到會員在投保方面可能遇到的麻煩和涉及的龐大支出，故此推出了四個專為會員而設的優惠保險計劃，包括產品責任、火險、貨運和僱員賠償保險，均由喜齡有限公司策劃。此外，為協助會員提供僱員福利，本會亦推出了廠商會醫療保險計劃及廠商會公積金計劃。

有關查詢，請致電571 2018與喜齡有限公司戴暢儀小姐，或542 8600內線633與本會劉尉倫小姐聯絡。

廠商會動態

本會舉行春節團拜

本會於二月十八日舉行春節團拜，出席者有會長梁欽榮；副會長葉慶忠、周敏及邵炎忠；名譽會長胡文瀚、洪祥佩、周忠繼及倪少傑；常務會董魯廣雄、羅展、劉文煒、劉雨亭、蔡衍濤、李世奕、朱本善及林輝實；會董霍華彬、黃桂、梁中力、曾金城、陳鴻基、楊孫西、周潤賞、黃慶苗、洗漢鎮、林學甫、馮元侃、黎永添、李漢忠、李仲潮、周朝瑞、劉漢華及周林邦；小組主席方志強、嚴燦枝、練國明及莊競雄；以及會員鄭文彪及孫紹九。

團拜時，梁欽榮致送銀碟予副會長葉慶忠及周敏，以祝賀他們分別榮獲MBE勳銜及榮譽獎章。

梁欽榮致辭全文如下：

去歲辛未，序屬羊年，本港經濟的整體表現尚算平穩。根據臨時貿易數字顯示，一九九一年本地產品出口為2,310億港元，較前年上升2.3%；轉口則為5,348億港元，躍增29%；而進口貨品則達7,789億港元，增幅為21%。去年本港轉口貨值繼續強勁增長，主要是由於往來中國大陸的轉口貿易持續蓬勃發展，雖然中美雙方於一月中旬已就「特別三〇一」條款達成協議，惟美國將在本年年中，就是否繼續給予中國最惠國待遇作出決定，另在十月公佈對中國進行之普通三〇一調查結果，故本港廠商仍要面對這兩關中美貿易糾紛的衝擊。

資料顯示，一旦中國失去最惠國地位，中國製品進口美國時，將須繳付雙倍或以上的入口關稅。至於普通三〇一的調查範圍，將比特別三〇一更為廣泛，後者只針對知識產權的問題，而前者則涉及中國對美國之雙邊貿易是否採取不公平的方式，影響兩國貿易，例如在匯價、貨品配額上設立關稅壁壘或其他貿易障礙等。鑑於本港廠商在中國大量投資設廠，故中美貿易糾紛將對本港廠商有莫大的影響。有見及此，本會將聯同其他主要工商團體在三月組團前赴美國，進行游說工作，期使美國有關當局能加深了解中港關係，繼續給予中國最惠國待遇的地位。

展望今年，除中美貿易糾紛外，本港工業仍須面對其他的挑戰，包括貿易保護主義高漲、國際市場競爭激烈、內部通貨膨脹及缺乏科技人才和科研不足等問題。要應付這些嚴峻的挑戰，本會

認為政府須制定長遠策略，積極提高本港工業的技術水平，分配更多資源培訓技術人才，及繼續應各行業的需要而彈性輸入外地勞工。此外，通貨膨脹會削弱本港產品的競爭力，而且對本港在國際上的金融及服務中心的地位構成威脅，故本會亦促請政府制定有效措施，遏抑通脹。

所謂「一年之計在於春」。本會今年的工作計劃，主要為加強本港與世界各國的經貿連繫。今年，本會將組織多個訪問團赴外地考察，其中包括澳洲、加拿大、東南亞及台灣等，以加強本港廠商認識當地最新之經貿發展情況。此外，本會又研究成立各國家或地區委員會，負責與有關地區的工商機構保持緊密聯絡。至於會務方面，本會今年將更致力擴展會員數目，力求本會在本港工業界更具代表性。

今歲壬申，序屬猴年，猴乃機靈活潑、敏捷活躍的動物，但願踏入猴年的香港，能以靈活的手法、堅毅的精神，衝破重重障礙，使工商經濟繼續蓬勃發展，確保社會繁榮安定。

新聞界新春午宴

吉祥的恭賀語、利是、春茗均是農曆新年的特徵，而本會也續以這些傳統習俗慶賀佳節。

在踏入壬申猴年的第十五天，本會設午宴招待新聞界，共慶新春。逾20位來自新聞界的朋友出席午宴，與本會會長梁欽榮；副會長周敏及邵炎忠；常務會董羅展；以及行政人員會晤，歡聚一堂。



(右起)本會副會長邵炎忠、會長梁欽榮、副會長周敏及常務會董羅展出席新聞界新春午宴。

本會對預算案之意見

本會於一月致函財政司，就新財政年度港府財政預算案提出意見。

本會對本港近年來難以接受的高通脹率表示關注，認為這會導致生產成本高漲，逐漸削弱香港出口貨品的競爭力，及削弱本港對外資的吸引力。故此本會促請港府正視各項引起通脹的因素，制定有效控制政策，並且繼續凍結各項服務收費。

本會認為，港府控制公共開支是同樣重要。近年來港府只偏重於大幅度增加間接稅收，而忽視控制公共開支的增長；大幅度增加間接稅只會進一步刺激通脹。港府在制定九二至九三年度財政預算案時，應小心考慮各項稅收比重之平衡。此外，本會重申反對港府開徵銷售稅的建議，認為會對中下階層市民有莫大影響。祇有維持簡單及低稅率的政策，才能惠及本港。

本會進一步促請港府抑制公共開支，並表示在控制公共開支的同時，不應只向公務員施加壓力，因這只會降低公務員的士氣。相反，港府應採取適當措施以改善管理制度及資源調配，減少浪費，提高生產力和工作效率。再者，港府應對現行公務員薪酬調整制度，賦予更大彈性，充份考慮員工的工作表現。本會建議港府來年對公務員薪酬進行檢討時，應切實考慮擴闊薪酬調查的基礎和範圍，及將各行業的薪酬調整趨向加入考慮之列。相信港府若能起帶頭作用，壓抑工資過份增長，會有助舒緩通脹壓力。

對於港口及機場發展計劃，本會表示全力支持，但擔心會對本港通脹造成

衝激。就此，本會促請港府協調各項工程之進行，以平衡供求情況，並減低成本上升的壓力。

至於本港工業發展方面，本會指出製造業正面對多項問題，包括海外市場不斷高漲的貿易保護主義，以及來自亞洲及其他地區內低成本供應商的激烈競爭等。本港工業的持續發展全看其轉向科技密集生產、提高產品的增值及優質水平的能力。就此，一套鼓勵廠家在研究發展方面進行投資的長遠策略是不可或缺的。

對於新近成立的工業及科技發展局及一項為數二億港元之應用研究發展計劃基金（配對基金），本會認為將可吸引更多廠商參與研究及發展工作。不過，港府應撥出足夠資源予該局，並且確保其獨立地位。本會認為，該局能否有效地落實執行所提建議及為工業界提供實質支援，將會非常重要。此外，本會指出港府在審批配對基金的申請時，應對撥款作靈活處理，避免不必要的官僚作風拖慢程序進行。

在人力發展方面，港府應增加在人力資源上之投資。由於本港極為缺乏高技術的工業專才，故港府應分配更多資源培訓本地人才，務求提升技術水平，並協助工業邁向科技密集生產。此外，本會亦建議港府改善勞工福利，還須維持輸入外地勞工計劃，以應工業界需要及緩和因勞工市場緊張而造成的壓力。

歡宴沈覺人先生

本會會長梁欽榮與其他商會團體的代表於一月二十三日會晤華潤（集團）有限公司主席沈覺人。午宴上，沈覺人講述中方在中美貿易關係上的立場。

沈覺人談論將於本年六月檢討的中國最惠國地位，他相信無條件延續中國最惠國地位對中美雙方都有益處。中國擁有11億人口，是世界上最五大經濟國家，對美國來說亦是一個具潛力的市場。最惠國待遇不只能增加美國在中國的利益，還可加強美產品在中國市場的競爭力。

他強調如果撤銷中國的最惠國地位，在美的中國產品價格將會提高，而美國消費者便須予以承受；同時，香港出口及轉口美國的貨品以及在中國的本港投資亦會受到牽連。另外，撤除最惠國地位亦違反美國支持中國推行改革及



華潤（集團）有限公司主席沈覺人（左二）在午宴上講述中方在中美貿易關係上的立場。

對外開放的政策。他認為中美雙方應願及整體關係，無條件地互相延續最惠國待遇，繼續保持良好的經濟及貿易關係。

市場進口及知識產權問題正按普通三〇一及特別三〇一接受調查；對於中美在這方面的糾紛，他表示中國已作出若干承諾及讓步。中國當局曾用半年時間除去16種產品的入口許可證，及在兩至三年內撤銷三分之二的現行入口許可證，以逐步減低對入口貨品的管制。中方並會在三年內採用公開配額制，以取代現行的入口管制。這些承諾表明了中國對外開放市場、減少入口管制及降低入口關稅的積極態度。

就知識產權的保障，中國頒佈了「專利法」及「商標法」等規例，並加入了「有關工業產權保障的巴黎會議」（"Paris Convention on the Protection of Industrial Properties"）及「知識產權世界組織」（"World Organization of Intellectual Property"）。透過中美的磋商，中國已作出承諾及讓步，使特別三〇一調查得以結束。他認為兩國應本着協商、互相諒解及讓步以達成協議，任何單方面的壓力或貿易報復都不能解決問題。

沈覺人亦提出可加強中美貿易合作的建議方法，例如：

一、中美之間的貿易糾紛應透過協商及談判解決。

二、應願及整體雙邊關係，並實行平等

互惠的原則。

三、貿易糾紛應遵行國際慣例如關稅及貿易總協定規定及規例，予以平息。

四、美國應考慮到中國的經濟進展及作出改變的能力，容許中國一段過渡時期以解決其內部問題。

五、所有貿易糾紛應本着平等，透過諒解，進行商議。

最後，沈覺人表示由於大量的中國產品都經港出口，故香港在中美經濟關係發展上扮演重要的角色，中美之間的任何貿易糾紛無疑會影響香港的繁榮安定。就此，他促請香港廠商向美國進行游說，協助解釋局勢和涉及的實際困難。

本會員工新春團年飯

本會一年一度的員工新春團年飯於一月二十八日舉行。

本會秘書處現僱有員工約170名，工作於七個不同地點。多位會董是晚出席同賀新禧，員工並參加卡拉OK歌唱比賽及抽獎。

出席晚宴者計有會長梁欽榮及夫人；常務會董羅展及李世奕；以及會董曾金城、孫佐民、林學甫及趙耀祖。

本會款宴工業署署長

為促進與工業署的緊密聯繫及加強彼此間的合作，本會於一月二十一日設晚宴款待工業署署長鮑明。由會長梁欽榮；副會長葉慶忠、陳永棋、周敏及邵炎忠；以及常務會董呂明華接待。陪同工業署署長出席的嘉賓尚有副署長王英偉；助理署長顏樂德（環境資源部）、李啟文（技術發展部）、謝曼明（發展支援部）、文基賢（資料聯絡部）及戴立賢（品質事務部）；以及代助理署長郭譚佩儀（投資促進部）。

為加強本會與工業署間的聯繫及合作，本會設宴款待工業署署長鮑明。後中為會長梁欽榮，其右為鮑明。



參觀廣東核電站

本會常務會董及會董應香港核電投資有限公司之邀請，於二月二十一日參觀大亞灣核電廠，藉此了解核電廠工程的最新進度、其一般運作以及廣東核電合營有限公司所採取的安全措施。

抵步後，參加者觀看有關大亞灣工程的幻燈，參觀核電廠模型及展品，然後視察工地。廣東核電合營有限公司更派員就公司的組織、核電廠的結構及緊急安全措施，提供詳細的解釋及資料。

廣東核電合營有限公司的高級職員詳細闡釋公司的組織、結構及緊急安全措施。



大阪代表團

來自大阪Rinku Town的促進代表團，在Osaka Prefectural Rinku Centre Foundation副理事長河野靖的率領下，於一月二十七日到訪本會，由本會會長梁欽榮及常務會董劉文煒接待。

會議上，河野靖闡釋Rinku Town（包括新機場工程）的發展，並促請香港商家留意事態的進展，爭取業務機會，在當地設立代表辦事處。

Osaka Prefectural Rinku Centre Foundation副理事長河野靖（中）到訪本會，由本會會長梁欽榮（右三）接待，雙方商談有關Rinku Town的發展情況。

工業概況

失業統計數字

政府統計處發表的最新勞動人口統計數字顯示，勞工市場稍見收緊。

一九九一年九月至十一月經季節性調整的失業率為1.9%，九〇年同期為1.4%，而九一年六月至八月則為2.2%。

九一年九月至十一月經季節性調整的失業人數估計為53,400人，九〇年同期為39,500人，而九一年六月至八月則為61,700人。

	九一年 九月至十一月	九一年 六月至八月	九〇年 九月至十一月
失業率	1.9%	2.2%	1.4%
失業人數	53,400	61,700	39,500

工業意外資料統計

勞工處工廠督察科最近公佈機械意外的統計數字。

一九九一年六月至九月期間，經常釀成意外的機器是縫紉或有關機器、切割或裁縫機及磨床，而可能構成嚴重傷害的機器是金屬業的機械壓機、環形鋸及注模機。

九一年首兩季的機械意外數字與九〇年同期比較均有所下降，但第三季的



意外達1,357宗，較九〇年同期增加一成。

在九一年第三季，比較顯示在各類機械中，紡織及有關機械，引致最多工業意外；其中大部份是由操作或其他部份而非發動機或傳動裝置所造成的。其次為一般工程及金屬加工機械，佔機械意外總數的21%，其中大部份亦是由操作或其他部份而非發動機或傳動裝置所引致的。另外，塑膠機械帶來最少的意外。

貨物運輸的安全

根據新界總區防止罪案科的報告顯示，一九九一年一月至十二月期間，共接獲191宗貨車在乏人看管的情況下失竊的案件，涉及的財物總值高達7,500萬港元。

報告指出，大部份的案件發生於新界及九龍，超過九成的失車是停泊於不安全的地點（通常在路旁），而被竊的貨物，大多並未購買盜竊保險，種類包括布料、成衣、塑膠原料、電子組件及手錶零件等。

為減低失竊的風險，工廠及貿易公司東主應採取以下保安措施：

- 一、在任何的情況下特別是需要通宵停泊時，載有貨物的貨車不應停泊於公眾地方而乏人看管。若果此情況無可避免，貨車必須停泊在管理完善的地方，並應考慮採用能實際保安的一些方法，例如輪胎鎖、波棍鎖及燃油／電源斷路掣。
- 二、汽車警報系統優點兼具，總括來說仍不失為一種有用的裝備。一些貨運代理商最近已因應顧客的要求，在貨車中安裝汽車警報及／或防盜系統。在個別的情況下，貨物的物主甚至資助安裝此等設備。
- 三、高價貨物的裝貨區應設防完善，遠離公眾及半公眾地方就更為理想。
- 四、由於資料往往是大部份問題的根源，故此應予以管制，例如，避免在佈告版上公佈船期及有關詳細資料。
- 五、指定每輛貨車每程的最高載貨限額。對於運載高價貨品的貨車，應認真考慮在駕駛車廂內裝置防盜系統及進行更高度的實際保安。並未設防的貨車以一架備有手提電話的車輛隨後護送，誠然為一個可行的短期措施。
- 六、諮詢保險公司，並給予司機清楚的指示。

機械類別	發動機或傳動裝置	操作或其他部份	佔意外總數的百分比
一般工程及金屬加工機械	5	277	21
手提式機械及用具	-	118	9
紡織及有關機械	4	430	32
塑膠機械	4	42	3
印刷及有關工業機械	3	101(1)	8
木工機械	-	63	5
建築機械	1	45(1)	3
起重機械	-	102(3)	7
雜項	5	157	12
總數	22	1,335(5)	1,357(5) 100

附註：括弧內的數字為死亡數字。
括弧外的數字為意外總數。
百分比以最接近的整數計算。

九一年第三季機械類別摘要



單位信託基金管理諮詢服務

CYPRESS 栢鴻顧問服務重點

- 代客戶設計投資於穩健的單位信託基金組合
- 專業投資顧問免費提供全球投資市場諮詢服務
- 採用電腦及 MICROPAL 定期評估基金表現及報告
- 海外合法省稅方法

栢鴻顧問於1987年在本港成立，並於證監處註冊，不附屬於任何財經機構，身份中立，意見客觀。

假如閣下對敝公司服務有任何垂詢或索閱資料，請致電5721112張先生或填寄回下列表格，FAX回本公司亦可。
(FAX NO : 5727552)

張小沅先生收

栢鴻國際投資顧問有限公司
(Cypress International Investment Advisors Ltd.)
香港灣仔高士打道138號聯合鹿島大廈10樓1004室

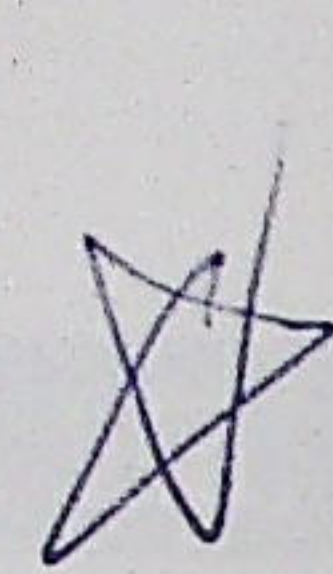
姓名: _____ 年齡: _____ 性別: _____

職業: _____ 電話(住宅): _____

(辦公): _____

地址: _____

(廠商)



香港中華廠商聯合會 主辦 貿易融資及出入口手續證書課程

課程節次	日期	時間	課程內容	講者	地點
1	四月十三日 (星期一)	下午 六時四十五分 至 八時十五分	—國際貿易各種付款方式與有關方面所承受的風險 —信用證的概念與應用：有關方面的權利和責任	潘成忠先生 香港大學校外課程部 講師	中環 干諾道中 六十四號 廠商會大廈 廿七字樓
2	四月十五日 (星期三)		—各類信用證的簡介，包括「背對背」、可轉讓、循環使用、「紅條款」與備用信用證等 —即期及遠期信用證的處理 —申辦信用證		
3	四月二十二日 (星期三)		—入口押匯：信託改條、分批提貨 貸款、擔保提貨		
4	四月二十七日 (星期一)		—出口押匯： 打包放款、議付信用證的出口單據、 如何處理不符合信用證的文件、銀行對 DA及DP單據提供的貸款 —銀行公會出入口押匯改費簡介		
5	四月二十九日 (星期三)		—貨運單據 各類提貨單、落貨單、提貨手續	周洛甜先生 怡和船務代理(香港) 有限公司貨務經理	
6	五月四日 (星期一)		貨運保險	林興祥先生 喜齡有限公司 副經理	
7	五月六日 (星期三)		出口信用保險： 出口信用保險局的背景及特色、承保 範圍、保險單種類	楊文光先生 香港出口信用保險局 營業部經理	

費用：

廠商會會員每位\$550

非廠商會會員每位\$650

有興趣參加者請填妥報名表格，郵寄或傳真至本會，如有查詢，請與本會行政助理源淑玲小姐聯絡，電話542 8600內線826。

(請影印此頁，填妥後至本會)
XTL

報名表格 貿易融資及出入口手續證書課程

(請用正楷填寫中英文姓名)

參加者姓名：

1. (中文) _____

2. (中文) _____

3. (中文) _____

(英文) _____

(英文) _____

(英文) _____

(請用英文填寫)

公司名稱：_____

☐ 廠商會會員 (會員編號：_____)

☐ 非廠商會會員

地址：_____

茲附上劃線支票／本票*\$. _____

(支票銀行本票祈付「香港中華廠商聯合會」)

負責人簽署：_____

日期：_____

經濟消息

通脹問題

通貨膨脹問題在過去數月廣受社會各界人士關注。作為一通脹率指標的甲類消費物價指數，在一九九一年第三季較九〇年同期上升12.3%。縱使近期的升幅已稍為緩和，通脹問題仍然備受關注。解決通脹雖急不容緩，但亦不應有損健全的經濟增長。本文搜集了香港工商專業聯會及野村總合研究所發表的報告，以及本會立法局代表倪少傑的意見。

勞工短缺

過去十年，隨着中國在七九年採取開放政策，香港廠家已將勞工密集運作工序遷移國內，估計在珠江三角洲一帶便已僱有工人約300萬名。為了與國內的製造業基地互補長短，香港便在產品設計、市場推廣、管理、貿易及財政方面供應人才，相信期間便有超過數十萬這些服務性行業的職位產生，進一步推高本港對勞工的需求；加上八十年代末期本港勞工市場緊絀及總勞動人口增長率低的影響（八九年甚至出現負增長率），致使失業率低於2%，本港生產總值實質增長自八七年起停滯不前，工資在同期亦隨而顯著增長超過10%。

輸入勞工作為解決方法

增加勞工的供應是紓緩通脹壓力的最有效方法之一。短期而言，因應各行業的需要而採用彈性輸入勞工計劃，可令工資增長放緩，通脹壓力減少，經濟增長會較為健全。

香港工商專業聯會在報告中建議每天接納多75名來自中國的合法移民，並基於九二年本港生產總值預期為5%一點，提議今年輸入外地工人的限額應定為23,000名，以填補空缺。這個策略有防備離工業化，從而容許更為均衡的經濟增長，緩和職位流失情況及防止本港整體工業萎縮淨盡。

另外，該報告建議一個薪酬標準，凡月薪一萬港元或以上的僱員，都獲豁免配額限制。報告並指出，在配額制度下輸入的僱員月薪不能低於5,000港元的現時薪酬中位數，而配額會以競投方式分配；而僱主亦應繳付等於輸入勞工底薪10%的微稅。競投而得的收益及稅款，可用以支付向新到港人士提供社會服務及改善本地工人福利計劃的費用。

為減低住宅樓宇方面的壓力，香港工商專業聯會在報告中促請政府採用長遠的措施來紓緩住宅樓宇的不足，以及撥出更多土地用以興建樓宇。此外，野村總合研究所發表的報告亦建議更有效地分配土地資源作住宅、商業及工業等不同用途。

公共開支

本港生產總值的實質增長緩慢，八八及八九年升幅不超過2.5%，而預測九一年亦只會微增3.5%；然而，政府同期的開支卻維持在每年上揚5%至8%的水平，估計公共開支（包括房屋委員會、市政局及區域市政局）佔本港生產總值高達18.3%。野村總合研究所的報告亦指出，由於政府對公共運輸（巴士、地鐵、火車及渡輪）的監管較為鬆懈，以致有關收費在八七至九一年間每年增加10.4%。倪少傑在去年中一次立法局會議上指出，政府對本港若干行業的不合理市場價格採取近乎放任態度，形成價格全面高漲，掀起一連串不良的連鎖反應，加劇通脹。他評論經營者及專利公司壟斷房屋及運輸行業，定下市場價格，而不合理的樓價及運輸費用亦進一步帶來通脹壓力。

公共開支的控制

為應付各類價格急劇上升一問題，政府應採取所需的措施來提高生產力及罷免冗員，以控制公共開支的增加。倪少傑表示，政府作為本港最大僱主，佔用大部份資源，故在考慮公務員的加薪幅度，及其可能帶來的經濟後果時，應採取一種審慎的方法處理。野村總合研究所及香港工商專業聯會的報告亦提出類似的要求。前者認為公營機構的平均實質增長，原則上不應超過本港生產總值的實質增長，並建議政府及半官方機構修改現行的薪酬結構，以致加薪幅度可按工作表現增減。由於預期未來數年政府的開支增長步伐會加快（主要是港口及機場發展策略計劃所致），後者建議決策者對公共事務的財政提高警惕，避免從整體經濟中挪用過多資源，使通脹進一步加劇。

倪少傑亦就公用事業及運輸方面，專利市場結構引致不合理的市場價格，建議政府要制定嚴厲措施，對工資及價格互相追逐而形成牢固的惡性通脹循環，加以打擊。就此，野村總合研究所的報告亦建議有關當局設立價格監管制度，為公眾爭取利益，並審查公用事業及運輸方面的管制制度，以減低生產成本及服務收費。

城市規劃條例全面檢討

香港城市規劃條例早在一九三九年頒佈，在九一年城市規劃（修訂）條例頒佈之前，一直沒有基本的修改。然而，近數十年，無論政治、社會和經濟各方面，都經歷重大的改變，以致該條例對本港的規劃與發展，已再不能提供所需的指引和管制。

行政局遂於八七年頒令有關當局對城市規劃條例進行全面檢討，以期訂立新的法例。檢討工作已於九一年中完成，而規劃環境地政科亦就此發表了一份諮詢文件，諮詢公眾對條例修改的意見。

癥結及建議

政府在檢討文件內集中討論多方面有關問題，包括發展管制、損失補償、不符規劃的現有用途及特別管制。

就發展管制而言，檢討文件指出，在現行制度下，發展管制缺乏彈性，同時政府部門之間的職責及功能重複交疊，於法定管制方面形成雙重管制系統，因此便建議把發展密度管制納入新規劃條例及附表中，而規劃事務監督簽發的規劃證明書將會是建築事務監督核准建築圖則的先決條件。此外，除一般的用途分區管制外，檢討文件亦提出在環境、古蹟保護以及建築群體設計這三個主要方面，採取特別管制措施。

檢討文件中另一項關注的問題，是由於土地規劃導致發展權力轉移或縮減而引起的損失補償，擬議中這問題應交由特別委員會處理。此外並建議加強公眾參與圖則制定及規劃申請的過程，設立上訴委員會，以便獨立考慮公眾就城市規劃委員會（將改稱規劃委員會）所作決定而提出的上訴。

關於不符規劃的現有用途，檢討文件指出，假若由於在露天地方或在符合規劃的建築物內部份地方進行不符規劃用途，而嚴重破壞規劃目標，當局則應在法定圖內，將所涉及的地區標明為「定期終止區」，同時規劃事務監督須向有關業權人發出「定期終止通知書」。市民若反對這些規定，可向上訴委員會提出上訴。

本會立場

本會在提交政府的意見書內，除對檢討文件作全面探討外，還集中討論有

關損失補償、規劃委員會、規劃申請、發展管制、特別管制及私人發展權益的轉移事項。

在處理因私人發展權益轉移而引致的損失補償方面，本會認為設立一個特別委員會是合理的，但強調因不符規劃的現有用途而蒙受損失者亦應被納入損失補償的範圍內。再者，本會亦歡迎組織一個專家小組的建議，小組成員將包括各有關團體、專業機構及政府部門／決策科的代表，向特別委員會提供意見。然而，本會促請政府邀請工業界代表加入小組，以便處理有關工業用地重建而引致的損失補償事宜。此外，小業主及租戶的業權及其他權益亦不可忽略。

除損失補償外，本會亦促請政府關注檢討文件中各項建議的影響，並建議提高圖則制定過程及規劃申請的工作效

投資國家

愛德華皇子省

愛德華皇子省是加拿大最小的省份，但卻是世界上最大的島嶼之一。它位於加拿大東部，鄰近魁北克、安大略、其他加東四省、波士頓、新英格蘭及美國東北部州。該島總面積2,000平方英里，海岸線長約1,000英里，首都為沙樂敦市，整年都有定期的對外航空及渡輪服務。

商業地點

對不少新設及擴展中的業務而言，愛德華皇子省是一處具吸引力的地點。對於商業機構的需要，當地政府均表支持及迅速作出回應。宜商的政治環境、支持工業的政策及大量的政府資助計劃、完善的運輸及通訊基礎設施、受嚴格訓練及勤勉的勞動力，加上便宜的房地成本，均令到當地成為加國理想的商業地點。

投資機會

儘管愛德華皇子省仍在很大程度上奉行農村經濟，倚賴天然資源，當地亦正在建立一個強大而多樣化的工業基礎。在過去十年來，該省吸引了多種工業。政府所訂的政策和計劃，是為鼓勵工業發展、促進當地業務的設立和增長，以及吸引新工業。現時在省內設立



率；在有關環境評估方面為受影響搬遷的廠家商號及規劃申請者提供協助；以及設立一個特別委員會及上訴委員會，

就發展權益轉移事宜給予意見。本會亦關注規劃委員會的權力問題以及決定定期終止期限長度的困難。

的業務包括為醫學界製造高科技精確產品、製造醫療診斷用的化學品、不銹鋼及鋁質空心器皿和高解度色彩影像錄影機等公司。這些機構以及那些與資源工業有關的企業，均有助鞏固和促進該省的經濟。

政府資助計劃

為了在省內建立工業基地，省及聯邦政府推行了若干計劃，為新設及擴展中的業務提供資助，以便加強工業基礎，令其多樣化，製造更多就業機會。外資及加資製造業公司及其他合資格的業務皆可申請這些政府資助：

- 一、工業地點：為幫助合資格公司尋找合適的用地以興建工業設施，政府推出兩個大型工業邨內設施完備的工業用地公開發售，價格是每英畝8,000至三萬加元。
- 二、工業廠房：為了配合新設及擴展中業務在開業時對廠房的需求，政府在兩個工業邨內提供廠房，首年租金全免，次年租金每平方英尺1.75加元，租金優惠共可長達五年之久。
- 三、股本投資優惠：為了協助新設或擴展中的業務籌集資本，政府按投資者所持的普通股及優先股價值提供現金優惠，投資者可獲購入價的兩成作回扣；對於特別的個案，倘發出的股份在投資者進行投資前已獲

政府認可，回扣則可高達三成。

四、職位製造優惠：為減低新投資項目的成本及風險，政府為每個新設的合資格職位提供現金優惠，高達每年所需成本的50%，而每個職位最高的資助為8,000加元。合資格職位的數量將以第二及三年所設立的平均數為基礎。

五、租金資助：對於一些在工業廠房不足或未有供應的地點內新設及擴展中的業務，政府每年以租金資助形式予以援助，最長達四年之久。該項資助最高可達每年租金成本的百分之百，以首年每平方英尺最高資助四加元為上限，其後則享有遞減的類似資助。

六、定期貸款：為協助廠家得到資本資產（大廈、設備、租借物的改善），政府為開業者提供定期優惠貸款，可高達開業資本費用的75%；倘資本充裕的話，擴展中業務更可獲貸款高達百分之百。

七、小型企業資助計劃：為協助省內企業及具潛力的投資者確認小型的業務機會，政府提供獲批核成本的75%最高至一萬加元，俾能聘用顧問或工業專家進行有關機會及可行性等研究。此外並為有潛力的企業家提供援助，以便籌備業務計劃，申請政府資助，遵守調節管制，以及在省內設立業務。

運輸及通訊

愛德華皇子省亦是一個從事貿易的省份，其主要的商品如馬鈴薯及魚產皆運往世界各地，這出口活動使當地發展出一個健全的運輸系統，簡便及快捷地處理易腐敗貨物及工業貨品的運輸事宜。該省每天有12班機往來加拿大東部各主要城市，省內的商業機構得享完善的直航及駁機網絡服務，並有兩個獨立的渡輪服務與加拿大本土連繫，以及公路網絡通往北美各大城市。

勞工及訓練

對任何行業而言，擁有技術性及積極投入的勞工是相當重要的。穩定的勞動人口是當地的特色；統計數字顯示，每四名工人中，便有一人受僱於同一僱主達11年或以上。省內並設有各類課程，協助學生及僱員適應不斷變化的工業需要。省及聯邦政府都贊助提升工人技術的課程，這些課程正好反映政府致力為各公司提供技術性工人的決心，例如荷蘭學院便可設計度身定造的課程，以迎合工商界在訓練上的需要。

愛德華皇子省省立大學及加東四省獸醫學院供應受過工商管理、文科、理科、教育及其他專業科目訓練的畢業生，令該省備有受良好訓練及教育的勞動力。

稅項

加拿大的稅項是由聯邦、省及市政府徵收的。加國所課的一般公司稅率由38%至45%不等，由加拿大人士控制的



愛德華皇子省內典型的馬鈴薯包裝工場。

廠商專訊一九九二年三月號 The Business Journal March 1992



愛德華皇子省的首都沙樂敦市是一個金融及商業中心。

某些小型企業及從事製造或加工活動的企業，可獲扣減。自一九九一年一月一日開始，大部份在加拿大銷售的貨物及提供的服務，均需課7%的貨物及服務稅，取代了從前13.5%的聯邦製造商銷售稅。

天然資源

該省資源一向以來為工業發展提供完善的基礎，主要的工業有農業、漁業及旅遊業。農產收入每年超過2億5,000萬加元，其中逾45%來自馬鈴薯。大海

亦蘊藏豐富的資源，省內漁民所捕得的魚類及貝類海產超過30種，去銷北美、歐洲、亞洲、非洲、澳洲及加勒比海一帶。價值甚高的海產如龍蝦及干貝，皆可在沿海水域捕獲，令漁業成為該省三大工業之一。九一年的漁獲價值達7,000多萬加元，貝類海產更佔總值的八成以上。漁獲加工亦為省內不少居民帶來就業機會。

旅遊業

愛德華皇子省擁有天然的美景、溫暖的海水和細沙的海灘。該省亦是加國的發源地，使加拿大聯盟得以成立的一八六四年首輪談判，就是在該省舉行，故在加拿大歷史中佔一席位。凡此種種，加上當地家庭生活多姿多采，使其成為加國最出名的旅遊勝地，特別受北美及日本遊客歡迎。該省的旅遊業提供不少季節性的就業機會，旅遊機構每季約僱用一萬名從業員。在一九九一年五月至十月期間到訪的遊客超過70萬名，為當地經濟帶來超過9,000萬加元的收益。

倘欲得知有關當地貿易及投資機會的進一步資料，請去函九龍尖沙咀彌敦道118號美麗華酒店樂宮購物中心AR3層312至313室或致電721 7888與加拿大愛德華皇子省亞太區辦事處聯絡。

（資料：加拿大愛德華皇子省亞太區辦事處）



IN A PERFECT WORLD, YOU WOULDN'T PAY TAXES EITHER.

Just twenty minutes from downtown Bangkok, near Don Muang airport, you'll find the closest thing to a perfect world. Muang Thong Thani, a brand new, perfectly planned city.

Perfect, particularly, for the manufacturer.

You see, MTT's Industrial Park is the last development in greater Bangkok to receive Board of Investment (B.O.I.) approval as a duty free zone. So the tax incentives for establishing a manufacturing base in MTT are enormous.

In a concerted effort to attract foreign investors, Thailand's Board of Investment is doing everything in its power to make relocation to MTT as easy and attractive as possible.

Foreign companies who do so will be exempt from a whole range of taxes, including import duties, corporate income taxes and export taxes. But that's not all.

MTT has Thailand's only flattened factories, ten storey buildings that look more like modern office blocks than factories.

HC Supplied

MUANG THONG THANI

INDUSTRIAL CONDOMINIUMS



Each unit comes equipped with all you need to start production immediately.

To help you do just that, MTT will assist with everything from connecting power and communication lines, through to more complicated tasks like hiring staff. In fact, we'll do everything that needs to be done before you start.

And once everything is up and running, management, cleaning services, security and maintenance are all provided.

For your staff, there are gardens, ample parking space and a range of recreational facilities in the rooftop health club.

All of which come together to make the most productive environment in Asia.

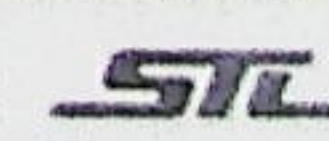
Got the picture? Perfect.

For more information or to make an appointment, please call the Stelux Property Group on 586-1008.

Sales Office: #3802-3803 Gloucester Tower, The Landmark, Central.

MUANG THONG THANI

Developer:  BANGKOK LAND CO., LTD.

Sole Agent:  STELUX PROPERTY GROUP



RARE AND BEAUTIFUL PLANTS DISCOVERED IN BANGKOK.

As Thailand's only flatted factories, Muang Thong Thani's Industrial Condominiums are rare indeed.

Our Industrial Condominiums are ten storeys high and look more like modern office blocks than factory buildings.

Each building can be easily sub-divided and already contains all you require to start production immediately.

To help you do just that, MTT will assist with everything from connecting power and communication lines, to more complicated tasks like hiring staff and helping with work permits.

In fact, we'll do everything that needs to be done before you start.

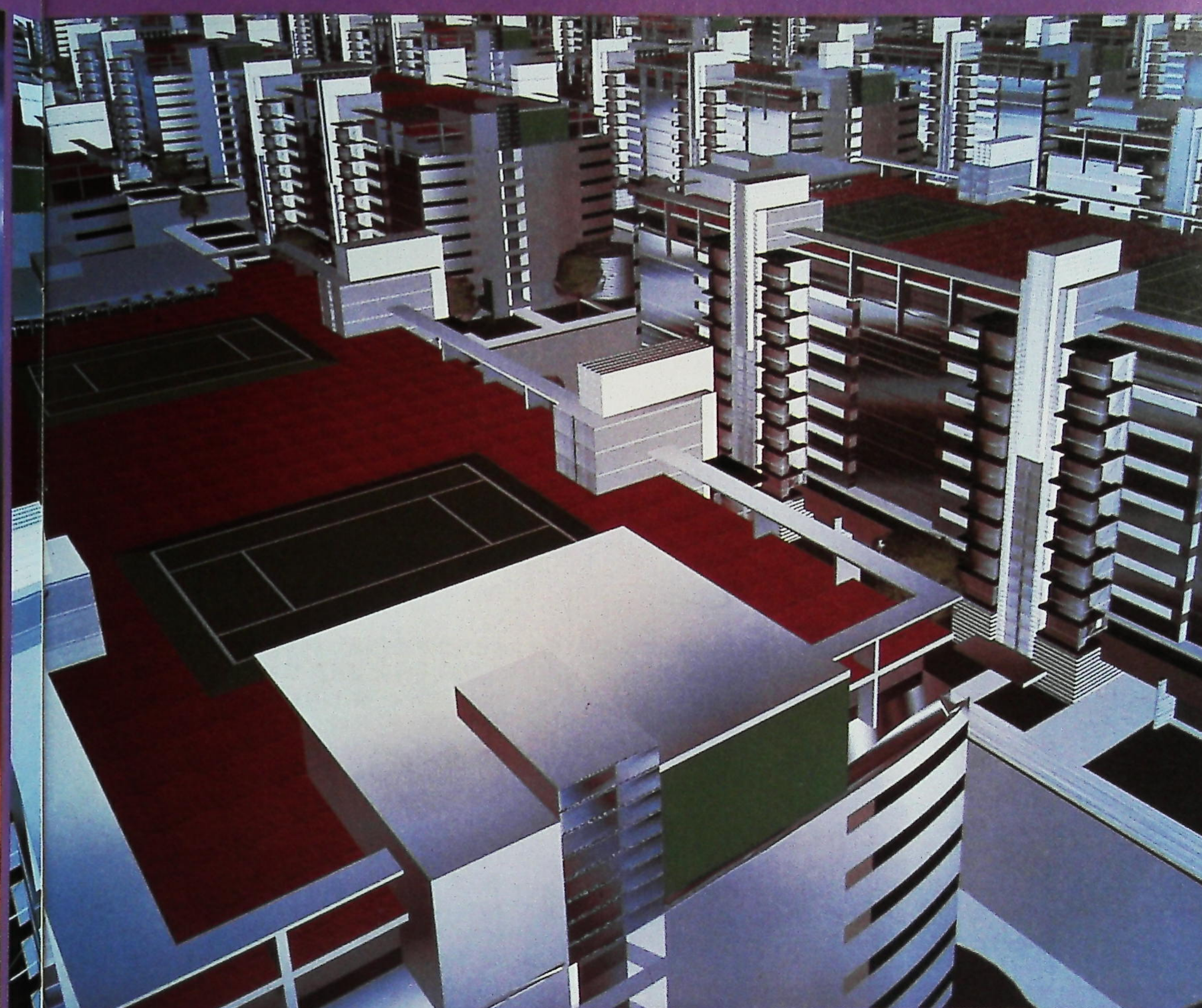
And once everything is up and running, a separate management company will administer cleaning services, security and maintenance, leaving you to worry about more important matters.

Like production.

Because MTT is Asia's most productive environment, you won't have any worries there, either.

MUANG THONG THANI

INDUSTRIAL CONDOMINIUMS



Nearby, you'll find a fully developed infrastructure you can draw on. Other factories, suppliers and all manner of small businesses are dotted around MTT, ensuring your operations have the support you need.

And we've thought of your staff as well. Our Popular Condominiums are a mere five minute walk away from the Industrial Park. While each Industrial Condominium, set in common gardens, has ample parking space and a rooftop health club complete with tennis court and gymnasium.

All this in Muang Thong Thani, Asia's best planned urban environment.


Beautiful, isn't it?

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貿易概況

台灣：來源標籤規定

由一九九一年十二月一日起，台灣對輸入的衣物及衣服配件施行強制性產地來源標籤規定。

根據產地來源標籤規定，除第6117.90及6217.90項下的物品外，凡納入協調關稅附表第61及62章分類下的進口衣物及衣服配件，均須附上顯眼及牢固的標籤，標明貨品的產地來源。

根據台灣的產地來源規條，一件產品的原產地由其製造、生長或生產的地點決定。這一點將由核證進口物品及有關的文件而確定。若原產地未能加以核證，或在當局認為必要時，進口商可能需呈交產地來源證。

查詢請致電398 5447與貿易署彭韶麟先生聯絡。

南韓：來源證及來源標籤規定

南韓已由一九九一年七月一日起，對329項貨品實施產地來源證及來源標籤的規定。

來源標籤必須以韓文或英文書寫，牢固地附於貨品之上。至於紡織品的來

源標籤，應以每隔二米的距離，出現於每卷布的邊緣。

南韓當局已採取下列準則，以決定貨品的產地來源：

一、倘貨品由始至終均由一個國家生產，則該國將視為產地來源國；及

二、倘貨品在一個以上國家內生產，則該批貨品曾進行本質轉變（關稅類目的變更）的所在國家將被視為產地來源國。如製造或加工程序並不被視為本質性的情況下，縱使關稅類目有所變更，增值（35%）及加工（或主要部份）準則將相繼應用。

查詢請致電398 5448與貿易署柳美蘭小姐聯絡。

神戶時裝中心

來自Japan Market Centre Co. Ltd.的代表最近訪問本會，介紹神戶時裝中心。

神戶是日本主要的國際港口，擁有大量的外籍人口，以時裝業聞名。神戶時裝中心是為了配合成衣廠家的需求而建的，該處樓高十層，容納了停車場、會議室、男女士商店、珠寶及配飾商店等，以及其他支援設施，旨在匯聚廠家、零售商及出入口商進行資料交流及業務磋商。



有關詳情請致電542 8622與本會貿易諮詢處聯絡。

亞太博覽會

Green Island Enterprises Inc.將於八月十八日至二十日假加拿大不列顛哥倫比亞省溫哥華的溫哥華貿易及會議中心舉行九二年亞太博覽會。

該博覽會由加拿大不列顛哥倫比亞省贊助，而香港貿易發展局亦有參與展出香港產品。會上的展品由輕工業以至重工業設備，消費品以至工業供應品不等，參展者可藉此與來自加拿大、中國、泰國、韓國、印尼、新加坡及美國等的商家會晤。

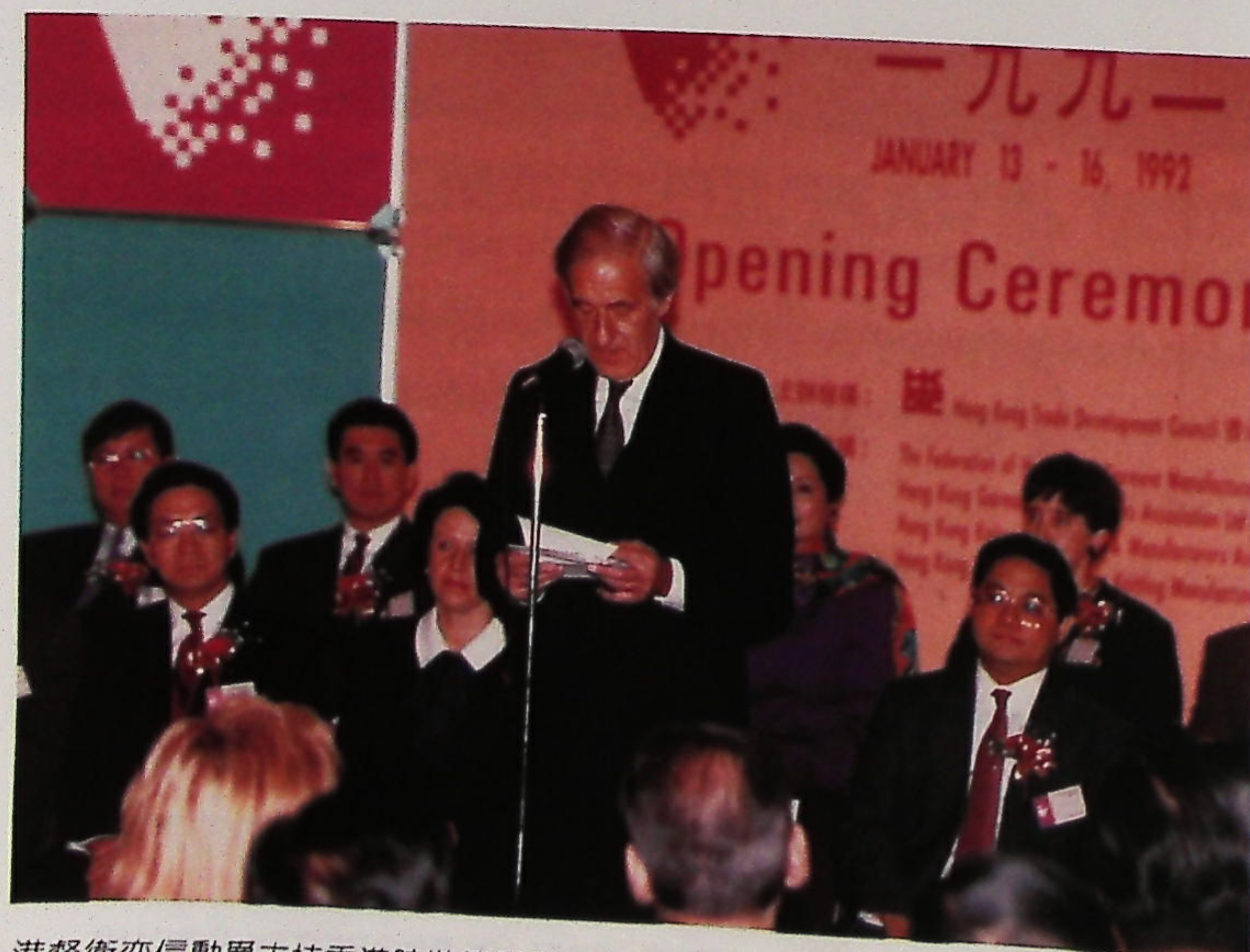
有意參展者可與主辦機構聯絡，地址為7800 Sunnyholme Crescent, Richmond, BC, Canada V6Y 1G7（電話：(604) 277 8988；圖文傳真：(604) 277 8992），或與香港貿易發展局多倫多辦事處聯絡，電話：(416) 366 3594；圖文傳真：(416) 366 1569。

深圳國際機械展

由香港貿易發展局舉辦的一九九二年深圳國際機械展覽會將於十月二十二日至二十六日假深圳國際展覽中心舉行。

展品計有紡織、塑膠、電子、鞋類、印刷、食品加工及包裝用的製造機械；壓型器及鑄模機；輕工業發電機；輸送機系統及運輸帶；以及輕工業製造機械，讓來自香港、中國及太平洋邊緣地區的機械製造商藉此向世界市場推廣有關銷售及技術方面的知識。

有意參展的會員可致函香港灣仔港灣道一號會展廣場辦公大樓38樓或致電584 4333與香港貿易發展局會議事務組聯絡。



港督衛奕信勳爵主持香港時裝節開幕典禮。



香港中華廠商聯合會

The Chinese Manufacturers' Association of Hong Kong

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GENERALIZED
PREFERENCE
CERTIFICATE
(Form A)

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CMA Building, 64 Connaught Road Central, Hong Kong
Tel: 545 6166 / 542 8600 Fax: 544 2406

Mongkok Office
Room 607, The Hong Kong & Shanghai Bank Building,
673 Nathan Road, Kowloon
Tel: 393 2189 / 3945115 Fax: 789 1869

Tsimshatsui Office
Room 521, Ocean Centre, 5 Canton Road,
Tsimshatsui, Kowloon
Tel: 736 0288 Fax: 730 3769

Tsimshatsui East Office
Shop No 29, UG/F, Wing On Plaza,
62 Mody Road, Tsimshatsui East, Kowloon
Tel: 366 6781 Fax: 366 0492

Kwun Tong Office
G/F, Chung Nam Centre,
414A Kwun Tong Road, Kowloon
Tel: 344 3380 Fax: 790 4850

Tsuen Wan Office
Room 1922C Nam Fung Centre
264-298 Castle Peak Road, Tsuen Wan, N.T.
Tel: 493 8434 Fax: 412 1329

市場報告

香港的貴重珠寶業

一九八九年，香港是繼意大利和瑞士之後，全球第三大貴重珠寶出口地區，這類產品佔本港總出口約2%。九〇年，中國大陸經港轉口的貴重珠寶達1億200萬港元，主要品種包括珍珠、寶石或半寶石、非鑽石貴重金屬首飾等。由於內地的首飾工場能大量生產普通款式的低檔首飾，故此本港廠商可藉以拓展低檔首飾市場。

產品種類

本港的珠寶業主要生產中價貴重珠寶，產品品種包括戒指、耳環、項鍊、手鍊、手鐲、鏈墜、胸針、珠鍊、項圈、袖扣、夾針、夾夾及領針；其中以鑲寶石首飾，例如鑲鑽14K或18K金飾最受歡迎，尤以戒指最為暢銷。

鑲鑽首飾最常採用碎石，一般多與其他顏色寶石配襯，使設計更顯姿采。本港珠寶業之所以能夠集中生產碎石首飾，主要有賴本港的首飾工人技藝精良。

目前24K足金首飾的銷路限於本地市場，只有少量出口至鄰近的亞洲市場。港商現已開始推出設計新穎的足金首飾，以迎合潮流。

本港向來是玉器市場中心，市面較

工廠數目（九一年三月）	：1,108家
僱員人數（九一年三月）	：13,417名
平均工資（九一年三月）	：技工——每日322港元 雜工——每日286港元 營工／技術人員——每月7,497港元
外來投資（八九年）	：總投資額2.88億港元，共18家公司，僱用1,472人
主要外資來源	：美國、中國大陸、日本、法國、瑞士
總產值（八九年）	：98.54億港元（出口估計佔47%）

工業資料

	九〇年（增減%）	九一年一月至八月（增減%）
本產出口	：4,816（+4%）	：2,747（-7%）
轉口	：751（+17%）	：517（+15%）
（中國貨轉口）	：102（+133%）	：84（+124%）
總出口	：5,567（+6%）	：3,264（-4%）
主要本產出口市場	：日本（37%）、美國（33%）、德國（6%）、英國（3%）、瑞士（3%）、加拿大（3%）	
（九一年一月至八月）		

出口表現

常見的玉器有玉鐲、玉戒指及玉墜。現在玉器設計崇尚簡單線條，過於精雕細琢的傳統設計已不復流行。

銷售渠道

本地的珠寶出口大多由廠家直接處理，規模較大的廠商多自設零售店，至於一些規模較小的首飾工場，主要從大廠承接分包訂單，以及替本地珠寶店進行首飾修理和修改。

本地首飾市場的顧客主要是本地人

和遊客，生意額絕不比出口遜色。據香港旅遊協會指出，九〇年來港遊客在珠寶首飾的消費達29億2,300萬港元之多。

近期發展

香港珠寶業的主要成功因素，是有一群手工精湛的技工。但是，現時熟練技工不足，對本地珠寶業造成一大障礙。

因此，不少港商均積極在鄰近國家設廠以擴充生產能力，泰國和新加坡是最受珠寶廠商歡迎的地點；以泰國而言，該國不但生產成本低廉，寶石供應充足，而且工人的技術水平及產品質量亦不斷有所改善。

自八九年四月一日起，本港即實施白金成色條例，所有白金及白金首飾均須註明成色及標記，此舉有助提高港製白金首飾的形象。至於黃金成色條例，已早於八五年實施。

貴重珠寶的本產出口，在過去十年間出現持續增長；但是踏入九一年，主要由於美國市場疲弱，港製珠寶出口在一至八月間下降7%。

然而，一些亞洲地區的珠寶市場前景卻十分樂觀。在八九年八月，台灣將珠寶首飾進口稅率從15%減至2.5%-5%，南韓亦逐步減低對進口珠寶徵收的關稅。

（資料：香港貿易發展局）

廠商專訊一九九二年三月號 The Business Journal March 1992

展覽概要

日期	展覽會	地點	展品	主辦機構
一九九二年				
四月三日至十日	ASIA '92	捷克PKO Exhibition Grounds	機械設備及科技	STAMAX Bratislava, Co. Ltd. 電話：(00427) 371 028 圖文傳真：(00427) 375 553
四月六日至十一日	25th Int'l Dental Show	科隆一多伊茨展覽中心	牙科科技	Fiducia Ltd. 轉交Köln Messe 電話：523 2171 圖文傳真：810 4494
四月十三日至十六日	香港禮品及家庭用品展覽會'92	香港會議展覽中心	禮品及家庭用品	香港貿易發展局 電話：584 4333 圖文傳真：824 0249
四月十七日至廿日	國際健美健康展覽會	香港會議展覽中心	健康食品及飲品、健康及美容輔助產品、健身器材設備、運動服裝及用品以及中西成藥	Gardiner-Caldwell Communications Ltd. 電話：543 5922 圖文傳真：854 1267
四月廿一日至廿五日	中國國際電子通訊產品、製造設備和技術交流展覽會	中國上海展覽中心	電子及電訊設備	世界會展有限公司 電話：375 7721 圖文傳真：375 0686
四月廿四日至廿九日	第廿屆大阪國際商展	日本國際展覽中心	時裝、食品、康樂及消閒設施	大阪國際商展委員會 電話：(06) 612 3773 圖文傳真：(06) 612 8585
四月廿七日至卅日	香港國際皮革展'92	香港會議展覽中心	生皮、化學品、染料、機械設備、製成或半製成皮革、製成皮具、成衣、鞋類及組件	香港交易會集團 電話：827 6211 圖文傳真：827 7831
四月廿九日至五月三日	第十五屆禮品、玩具、家庭用品及時飾售賣週	菲律賓國際會議中心及菲律賓貿易訓練中心	禮品、家庭用品、玩具及時飾	國際貿易博覽會及代表團中心 電話：(632) 831 2201 圖文傳真：(632) 832 3965

訓練概覽

日期	項目	地點	主辦機構	聯絡人／電話
一九九二年				
三月十四日至四月十一日	小型企業研習班VIII	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
三月廿日至五月八日	創業計劃課程II	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
三月廿七日	公司組織發展小組研習班——整體品質管理	職業訓練局大樓	香港管理專業發展中心	該中心黎景培先生 836 1825
三月廿七日	台灣貿易投資研討會	海港酒店	香港中華廠商聯合會及遠東貿易服務中心香港辦事處	廠商會林建業先生 542 8600內線620
三月卅日	中小型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
四月二日至三日	CommTel Int'l Conference '92	香港會議展覽中心	BDG Management Ltd.	BDG Management Ltd. 528 6136
四月七日	Greater HK — The New Dragon Conference	希爾頓酒店	香港澳洲商會	Gardiner-Caldwell Communications Ltd. 543 5922
四月十三日至五月十一日（星期一及三）	貿易融資及出入口手續訓練課程	廠商會大廈會議廳	香港中華廠商聯合會	廠商會譚淑玲小姐 542 8600內線826

廠商專訊一九九二年三月號 The Business Journal March 1992



本會春節團拜 CMA Lunar New Year Mass Greetings

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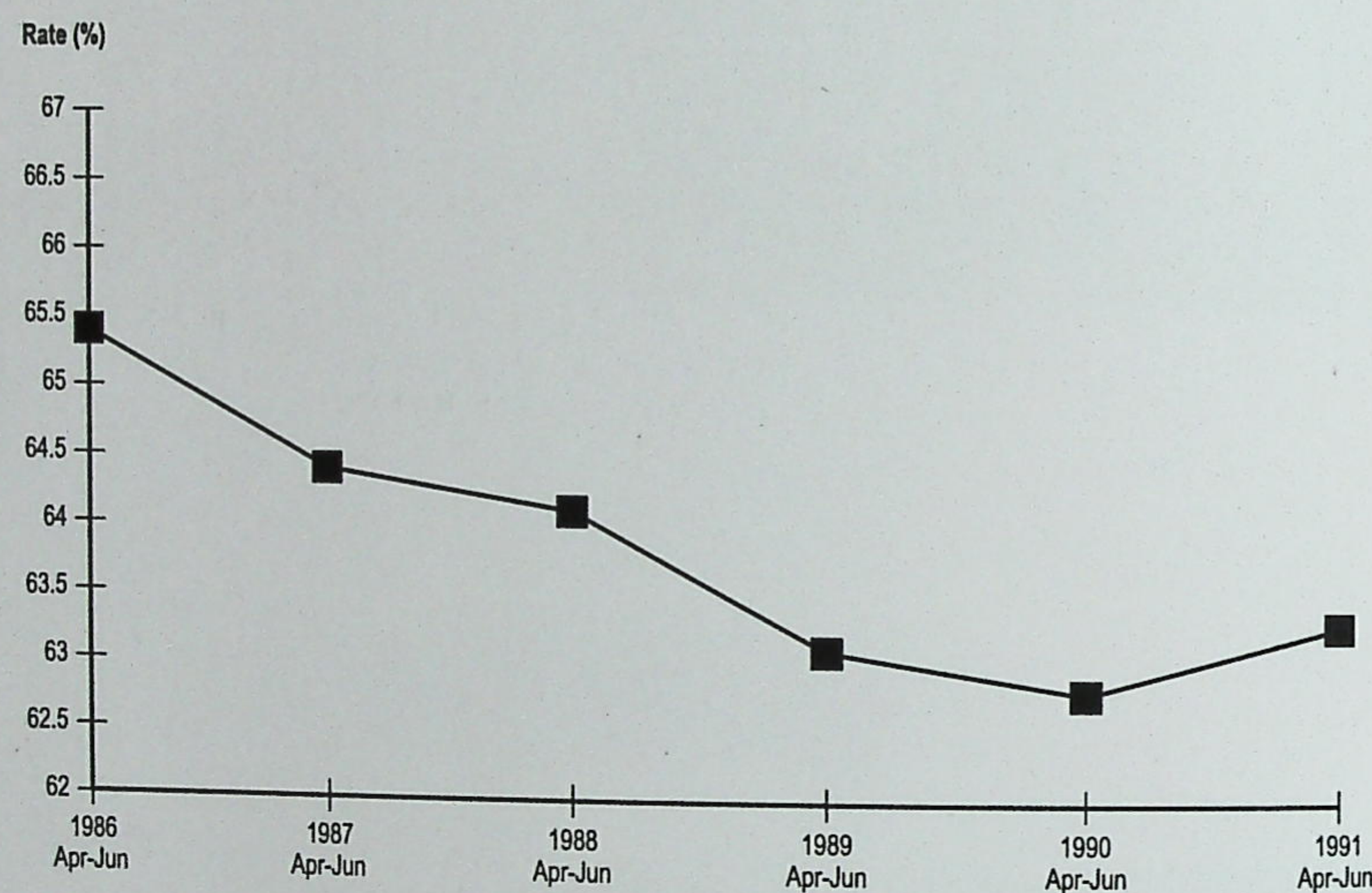
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General Scheme of Labour Importation

Hong Kong has been facing the persistent problem of labour shortage for several years. While there may be arguments from different sectors as to the degree of severity of the problem, the indisputable fact of labour shortage can clearly be reflected by the employment statistics compiled by the Government's Census and Statistics Department. According to the department's quarterly survey, the unemployment rate had been running down since 1986, from 3.1% to below 2% recently. Specifically, during the period from 1987 to 1991, the unemployment rate hovered at a level of as low as 1% to 2.1%. These figures clearly support the fact that the local workforce is fully employed. Apart from some frictional unemployment, practically speaking, the demand of labour has far exceeded the local capacity of labour supply.

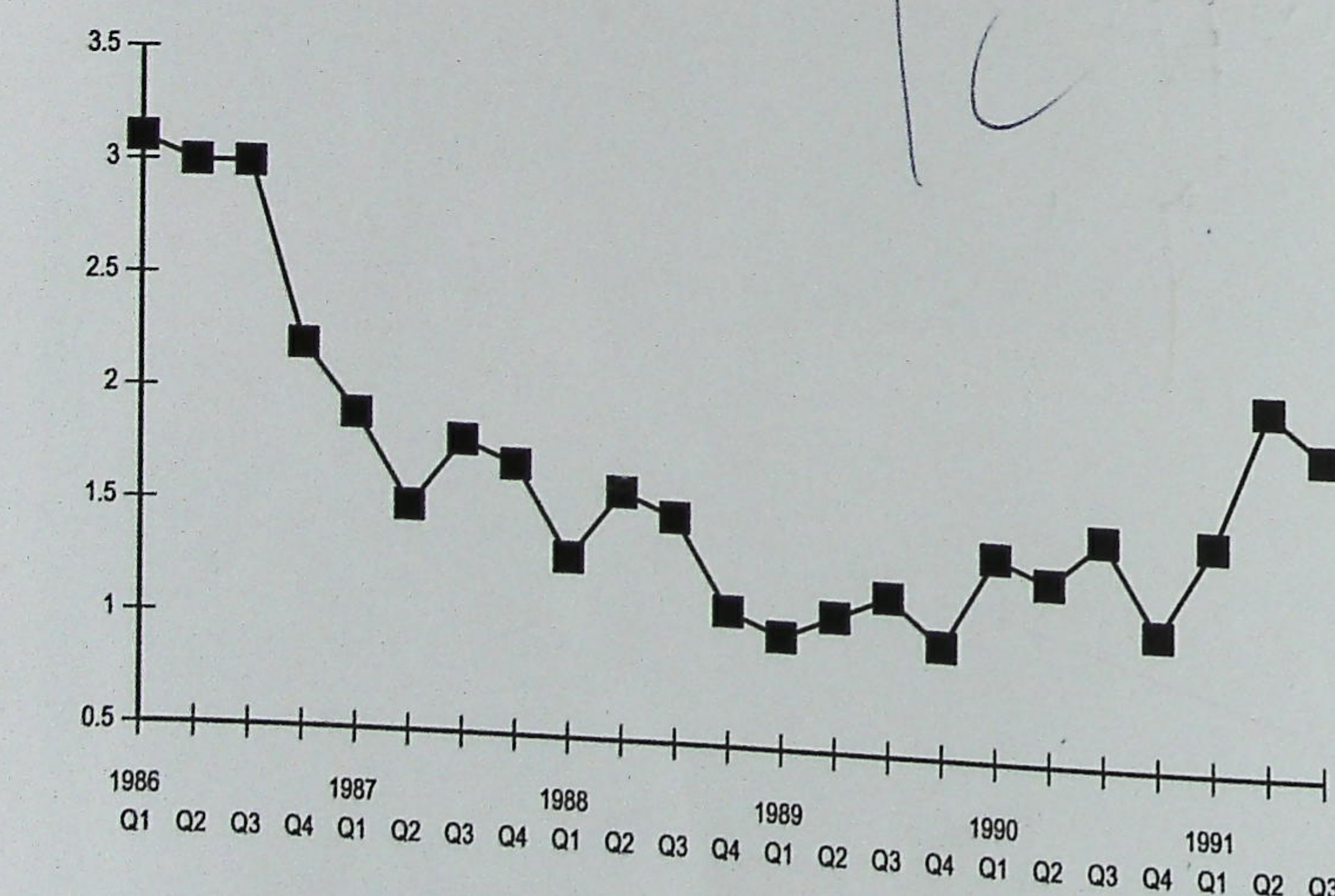
This imbalance of labour demand and supply can be attributed to many factors. One of the most relevant ones is the decline in labour force participation rate. After stabilizing in a range of 64.5% to 65% in the mid-1980s, the participation rate fell to 63.6% in 1989 and further to 63.2% this



Labour force participation rate 1986-91

year. This imbalance is further aggravated by a general extension of schooling years of the younger population and has led to upward pressure on wages.

Unemployment rate



Unemployment rate 1986-91

The problem of labour shortage is particularly disturbing in the manufacturing sector. According to the figures provided by the Government again, employment in the manufacturing sector has been shrinking in recent years. In 1991 September, employment in the manufacturing sector was 654,662, a decrease by 3.9% compared with 1990 September. Apparently, the workforce had drained towards the service sector which showed a concurrent growth in employment size over the same period by 7.5%. The number of young people who are willing to join the manufacturing industry nowadays is decreasing, and the service sector has drawn workers away from the manufacturing sector.

The importance of rectifying the problem of labour shortage is complicated by the urgency of the problem itself. While there are indications that the economy would pick up this year, the problem of labour shortage, if not rectified promptly, could become a potent threat to the overall growth of the economy. Given that there are no signs of reversing the trends of decreasing labour force participation and the draining effect on the manufacturing sector in short term, the only tem-

porary way of maintaining the supply of labour and hence the growth of the economy is the restrictive and selective importation of foreign labour.

In this vein of thought, the Government had launched the labour importation scheme. In 1989 May, the Government first announced a labour importation scheme to import 3,000 skilled workers restricted to 17 trades. In 1990 May, the scheme to bring in 14,700 semi-skilled and skilled foreign workers was further approved. Although these two schemes were not impeccable and needed improvement, they did release to some extent the problem of labour shortage.

On January 9, the Government announced to continue the labour importation scheme which allows to import 12,000 more workers within the next few months, bringing a maximum of 25,000 foreign workers into the territory at any time. This number of workers, which amounts to no more than 1% of the total working population, admittedly could not be expected to give a major boost to the local economy. Yet this scheme could help overcome the labour market's tightness as a restraint to growth. If the restraint could be lifted, more investment and re-investment would be pooled and more job opportunities created. This should bring benefits to the overall economy.

The principle of importation of labour should therefore be upheld but there should be some improvements on its implementation. Past experiences show that there were some loopholes open to exploitation by unscrupulous employers. Illegitimate deduction of wages and non-compliance with the Employment Ordinance are some examples.

In the new scheme, certain improvements were made to rectify past inad-



equacies. The scheme this time introduces measures to prevent unscrupulous employers from abusing the scheme. The more relevant ones are listed as follows:

1. The employers are required to pay wages through autopay as a condition for importing workers in order to minimize abuses on unlawful deduction or underpayment of wages. This requirement will be written into future contracts.
2. The Government will increase the penalty for unlawful deduction and underpayment of wage by tenfold to \$100,000 and \$200,000 respectively by introducing a bill to amend the Employment Ordinance. Offending employers will also be liable to one year's imprisonment.
3. Employers who have breached the conditions of the scheme will be debarred from taking part in future importation schemes.
4. The Labour Department will continue to assist imported workers who have

been exploited by their employers to find alternative employment. If the worker cannot be placed within two months, he will be returned to his country of origin at the expense of his last employer.

Interested employers must first register their vacancies with the local employment service of the Labour Department to prove that they try in vain to recruit the appropriate local workers prior to applying for the scheme.

Furthermore, employers who make use of the scheme have to pay a levy to set up a fund for enhancing retraining programs for local workers. They will be required to pay a lump sum in respect of each imported worker based on the rate of \$400 a month multiplied by the number of months covered in the contract, up to a maximum of 24 months.

In the long term, to maintain the competitiveness of Hong Kong's export, industry must improve and upgrade production efficiency and productivity. However, as Hong Kong's industries are restructuring itself by way of phasing out labour-intensive operations and diversifying into more technology-intensive productions, an adjustment period is required. On the other hand, due regard should be paid to manpower development. The Government should beef up its efforts in training and retraining workers to meet different job requirements. Thus, the introduction of a levy on imported labour to set up a fund to enhance retraining activities is to be welcomed. Furthermore, tripartite efforts from the Government, employers and employees, and their co-operation is needed to see that the fund is effectively used to provide local workers with appropriate training opportunities and to equip them with necessary skills to meet the different needs and changing demands of the industry.



Insurance

— A Must for Running Business

Running a business may be the most challenging and rewarding; however, economic risks and business uncertainties are all facts of life and are inevitable concomitants to business. Businessmen have to take measures for the sake of covering their liabilities either with respect to the unforeseeable business risks or to non-compliance with the statutory requirements.

Business risks for the purpose of investment may include all uncertainties that will bring possible losses of properties or goods by fortuitous accidents e.g. fire, theft or bad trade. These may be cyclic in that a few lucky businessmen can make predictions on their occurrence. Alternatively, these risks may be totally unforeseeable and cannot be predicted in any way. In such a case, the ill-fated businessmen would be left to the mercy of fortune.

In addition to business risks, certain statutory requirements or provisions are the other sources of risks which prompt businessmen to procure certain means of security to minimize the liability incurred by non-compliance. For instance, according to the Employees' Compensation Ordinance, all employers are compulsorily required to take out insurance policies to cover their full liabilities both under the Ordinance and under the common law. An employer who contravenes this provision commits an offence and is liable on conviction upon indictment to a fine of \$50,000 and to imprisonment for two years.

The European Economic Community directive on product liability, on the other hand, imposes strict liability on manufacturers/exporters of consumer products. Manufacturers/exporters would have to bear high risks every time they export goods to overseas countries. A single claim which involves serious financial consequences may have considerable impact on business if the products are found defective causing bodily injury or property damage to consumers.

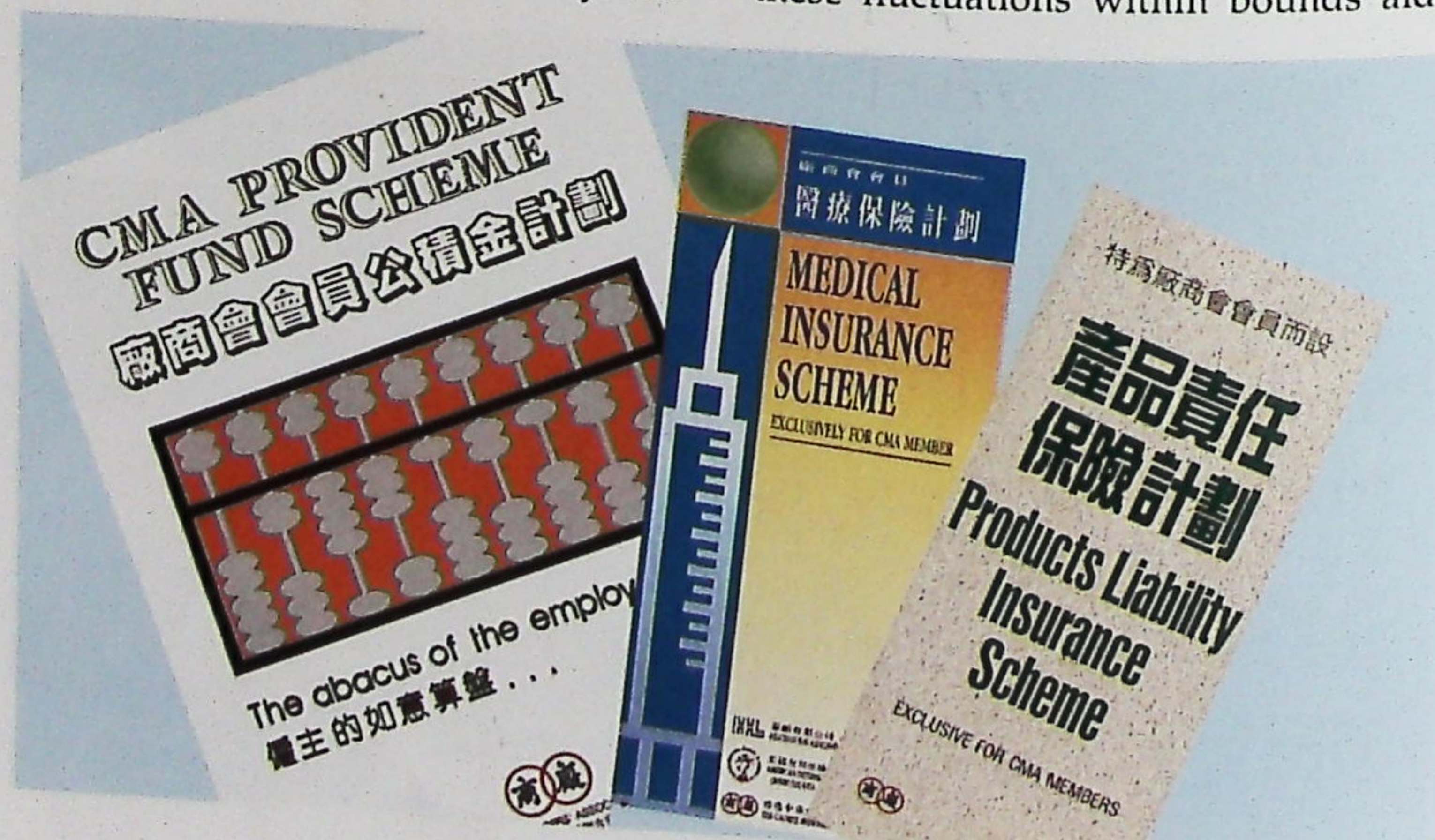
To cover business liabilities, insurance

has been recognized as the major transfer tool of risk management. It provides protection against fortuitous risks or losses and enables potential provisions to be made for the future. Nevertheless, despite this too often quoted saying, the importance of insurance is often understated. Its importance can be defined from two points of view. First, insurance is the protection against financial losses provided by an insurer. Second, insurance is a device by means of which the risks of two or more persons or firms are combined through actual or promised contributions to a fund out of which claimants are paid. The first head of importance is obvious; the unfortunate businesses and families are restored or at least moved closer to their former economic position. Society also gains because these persons are restored to production, tax revenues increased, and welfare payments reduced.

The second head of importance, which is more significant but less obvious, is often left out. Prior to the purchase of insurance, the potential insured is subject to considerable risks and worries about any financial losses. Through the purchase of insurance, the insured transfers his or her risks to an insurer. The uncertainty is eliminated and he or she is no longer concerned about financial losses. Several benefits can be brought about by this

reduction of risks for the insured. First, by eliminating the insured's uncertainty with respect to the risk insured, insurance eliminates the physical and mental strains caused by the fear and worry associated with that risk. Second, as insurance reduces individual risk, it also reduces, in society and within an industry and a firm, inefficiencies in the utilization of existing capital and labour. The reduction of uncertainty will also encourage the accumulation of new capital because potential investors are less likely to hesitate, their planning periods are lengthened, credit is more generally extended, and fewer resources are wasted. This directly improves operating efficiency and hence profits of the firm.

Moreover, by alerting general managers to the riskful aspects of ventures, risk management through insurance improves the quality of decisions. Proper handling of the riskful aspects permits the business to handle the speculative risks more wisely and efficiently. For example, a business may develop its product lines more aggressively if it knows that it is adequately protected against its product liability. A wider faction of consumer market may hence be tapped. On the other hand, risk management can reduce the fluctuations in annual profits and cash flow. Keeping these fluctuations within bounds aids



planning and is a desirable goal in itself. It is in addition to be noted that investors regard more favourable a stable earning record than an unstable one. Through advance preparations, insurance can further make it possible to continue operations following a loss, thus retaining customers or suppliers who might otherwise turn to competitors. For some firms, especially the smaller ones, such a continuation of service is critical. After all, creditors, customers and suppliers, all of whom contribute to company profits, prefer to do business with a firm that has sound protection against pure risks. Employees also prefer to work for such firms.

Put it in this way, insurance can be deemed as a risk financing tool.

The business firms in Hong Kong are of no exception to the recognition of the importance of insurance. In fact, in parallel with the rapid economic development in Hong Kong, the demand for insurance has shown a substantial growth in recent years. This can be reflected by the development and performance of the insurance industry. According to the information given by the Census and Statistics Department, the total number of insurers, agents and brokers increased from 1,650 in 1988 to 1,699 in 1989. The industry's

total income and receipts increased by 21% to more than HK\$17 billion over the same period. The rapid expansion indicated that the public has a growing concern and recognition on the importance and benefits of procurement of insurance.

A prominent insurer plays an important role in assisting the running of business. Certain factors have to be considered in selecting an appropriate insurer. The main ones include security, service and cost.

Security

An insurer should have a good financial background and ability to keep its promise to the insured once the occasion demands.

Service

The services include the assistance offered by the insurer in the recognition and evaluation of risks; the provisions of flexible coverage to meet the needs of the insured; prompt claim settlement; and professional advices.

Cost

Cost refers to the premium and the

administrative charges paid to the insurer. Such costs must be competitive.

Of course, different businesses have different needs with respect to insurance. As such, tailor-made schemes have to be devised to suit their particular needs. Very often, a company would have to deal with different insurance companies to handle different insurance policies, and this usually involves cumbersome procedures.

In recognizing the causable troubles and possible huge costs to obtain the necessary insurances, the Association has endorsed four preferential insurance schemes exclusively for its members. The schemes, which are administered by Heath Hudig Langeveldt Ltd. (HHL), include Product Liability, Fire, Marine Cargo and Employees' Compensation. In addition, two employee benefit schemes, namely the CMA Medical Insurance Scheme and the CMA Provident Fund Scheme, are introduced to members for the provision of employee benefits.

For enquiries concerning the schemes, please contact Ms Carrie Tai of HHL at tel no. 571 2018 or Ms Ellen Lau of CMA at tel no. 542 8600 ext 633.

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CMA Activities

CMA Lunar New Year Mass Greetings

The Association held its Lunar New Year Mass Greetings on February 18. Attendants included CMA President Mr Herbert Liang; Vice-Presidents Mr Yip Hing Chung, Mr Tony Chau and Mr Tommy Zau; Honorary Presidents Mr James Wu, Mr C P Hung, Mr Chow Chung Kai and the Hon Ngai Shiu Kit; Executive Committee members Mr Alexander Lo, Mr Lo Chin, Mr Joseph Lau, Mr Liu Yu Ting, Mr Choi Hin To, Mr Lee Sai Yick, Mr Chu Poon Shin and Mr Lin Fai Shat; General Committee members Mr Fok Wah Pun, Mr Wong Kwai, Mr Leung Chung Lik, Mr Chan Kim Sing, Mr Michael Chan, Mr Yu Sun Say, Mr Chow Yun Sheung, Mr Edward Wong, Mr Sim Hon Pun, Mr Lam Hok Po, Mr Fung Yuen Hon, Mr Lai Wing Tim, Mr Lee Hung Tong, Mr Lee Chung Chiu, Mr Chau Chiu Shui, Mr Steve Lau and Mr Chow Lam Boon; Sub-committees Chairmen Mr C K Fong, Mr Yim Chan Chee, Mr Lin Kwok Ming and Mr Patrick Cheng; and members Mr Cheng Man Pui and Mr Thomas Sun.

At the gathering, Mr Liang also presented silver plates to Vice-Presidents Mr Yip and Mr Chau as congratulations to their having been awarded the title of MBE and the Badge of Honour respectively.

Mr Liang also addressed the gathering and his speech is as follows:

According to the Lunar calendar, last year was the Year of the Ram. Hong Kong's economic performance in 1991 could be regarded as stable. According to the provisional trade statistics, Hong Kong's domestic exports in 1991 amounted to HK\$231 billion, showing an increase of 2.3% over that in 1990. Re-exports reached HK\$534.8 billion, a surge of 29% while imports amounted to HK\$778.9 billion, indicating an increase of 21%. The re-export value continued to increase in 1991, attributed by the flourishing trade across the border. Although the Sino-American negotiation on "Special 301" issue had reached an amicable solution in mid-January, yet the issue of the renewal of China's most-favoured-nation (MFN) status still needs to be resolved in mid-1992. The US is due to announce the outcome of the investigation under the 301 Clause in October. Hong Kong manufacturers, therefore, have yet to face possible impacts from these two issues.

In case China's MFN status would not



President Mr Herbert Liang delivers a speech at CMA Lunar New Year Mass Greetings.

be renewed, the tariff rates for Chinese products entering the US would be doubled or more. Investigations under the 301 Clause, on the other hand, will cover a more comprehensive range of problems than those under the Special 301, the latter deals exclusively with issues related to the protection of intellectual properties. The former will cover a more extensive area related to unfair trade practices that might have affected Sino-US bilateral trade, such as the possible existence of tariff or other trade barriers e.g. through exchange rates or import quotas. As Hong Kong manufacturers have invested substantially in China, Sino-US trade disputes will cause immense impact on Hong Kong. In view of this, the Association together with other leading trade and industrial associations has decided to form a delegation to visit Washington DC in March to meet members of the Senate and Congress to lobby for the renewal of China's MFN status.

Looking into this year, Hong Kong has to face other challenges apart from the Sino-US trade disputes. These include the surge of trade protectionism, keen competition in international market and internally, high inflation, lack of technical manpower and inadequate research and development activities, etc. To overcome these, the Association urges the Government to map out long-term strategy for industrial development, stipulate programs to upgrade the technological level of Hong Kong's industry, allocate addi-

tional resources to manpower training and to continue the labour import scheme. Inflation will not only undermine the competitiveness of Hong Kong product, but will also threaten Hong Kong's position as an international financial and trading centre. The Association therefore urges the Government to implement effective measures to contain inflation.

A Chinese proverb says "Spring is the time for year-planning". Concerning the Association's work this year, major efforts will be made to strengthen economic ties between Hong Kong and China and all countries throughout the world. We shall despatch trade and study missions to Australia, Canada, Southeast Asia, Taiwan, etc. to enhance our understanding on the latest trade and economic developments in these countries. The Association is also studying the feasibility of setting up various regional committees within the Association to foster better communication between Hong Kong and its trading partners. Efforts will also be made towards membership promotion, in order to boost representativeness.

According to the Chinese calendar, this year is the Year of the Monkey. Monkey is an intelligent and agile animal. We hope that Hong Kong, as it steps into the Year of the Monkey, can overcome difficulties and barriers with perseverance and agility, so that our economy can continue to flourish and that stability and prosperity can be maintained.

CMA Staff Lunar New Year Dinner

The annual CMA Staff Lunar New Year Dinner was held on January 28.

The CMA secretariat now has about 170 staff members working in seven different locations. At the dinner, they were joined by members of the General Committee to celebrate the festival. Staff also participated in a Karaoke singing contest and lucky draws were made during the dinner.

CMA President Mr Herbert Liang and Mrs Liang; Executive Committee members Mr Lo Chin and Mr Lee Sai Yick; and General Committee members Mr Chan Kim Sing, Mr Michael Sun, Mr Lam Hok Po and Mr Paul Chu were present that evening.



Mrs Liang (centre) at the lucky draws held at CMA Staff Lunar New Year Dinner

It would be in Hong Kong's interests to maintain its simple and low-tax policies.

The Association further urged the Government to control the expenditure within bounds. In controlling public expenses, the Association agreed that pressure should not be placed merely on the civil services as it can dampen staff morale. On the contrary, appropriate measures should be taken to improve the management system and the deployment of resources to minimize wastage and enhance productivity and efficiency. Furthermore, more flexibilities should be incorporated into the current system of salary review so as to give due consideration to staff performance. The Association also proposed that during the civil servants' salary review for the coming year, the Government should consider broadening the existing base and scope of salary survey and incorporate the trends of salary increases of various sectors. It was believed that if the Government could take up a leading role in constraining salary increases, it would help to ease inflationary pressure arising from escalating salary.

As far as the port and airport development scheme was concerned, the Association, in full support of the projects, was concerned about the inflationary impacts. In this connection, the Government was urged to coordinate various projects so as to balance the supply and demand situation, and to reduce pressure resulting from rising costs.

With regard to Hong Kong's industrial development, the Association pointed out that the manufacturing industry has been facing various problems, including growing trade protectionism in Hong Kong's overseas markets, keen competition from low-cost suppliers in Asia and other regions, etc. Its continuous development depended very much on its abil-

ity to diversify into technology-intensive production, and turn out products with higher value-added content and better quality standard. In this regard, a long-term strategy to encourage investments in research and development by industrialists was considered to be indispensable.

Regarding the establishment of the new Industry and Technology Development Council and the Applied Research and Development Scheme with the funding of HK\$200 million (the matching grant), the Association agreed that these efforts would provide incentives to industrialists to participate in research and development work. However, the Government must allocate sufficient resources to the Council and ensure its independence. The Association opined that it would be critical as to whether the Council could effectively implement its proposal and render solid support to the industry. In addition, when vetting applications for the matching grant, the Association pointed out that it is necessary to ensure flexibility in the allocation of funds and to avoid unnecessary bureaucracy which may delay the process.

On manpower development, the Association stressed that the Government should invest more in the development of human resources. It opined that as Hong Kong is extremely in lack of technical personnel of higher levels, more resources must be directed to the training of local talents in a bid to enhance technological level and help the industry's shifting into technology-intensive production. Furthermore, the Association proposed that in addition to improving employee benefits, Hong Kong must maintain the labour importation scheme to meet the needs of industry and to ease pressure on the economy resulting from the tight labour market.

Luncheon Meeting with Mr Shen Jue Ren

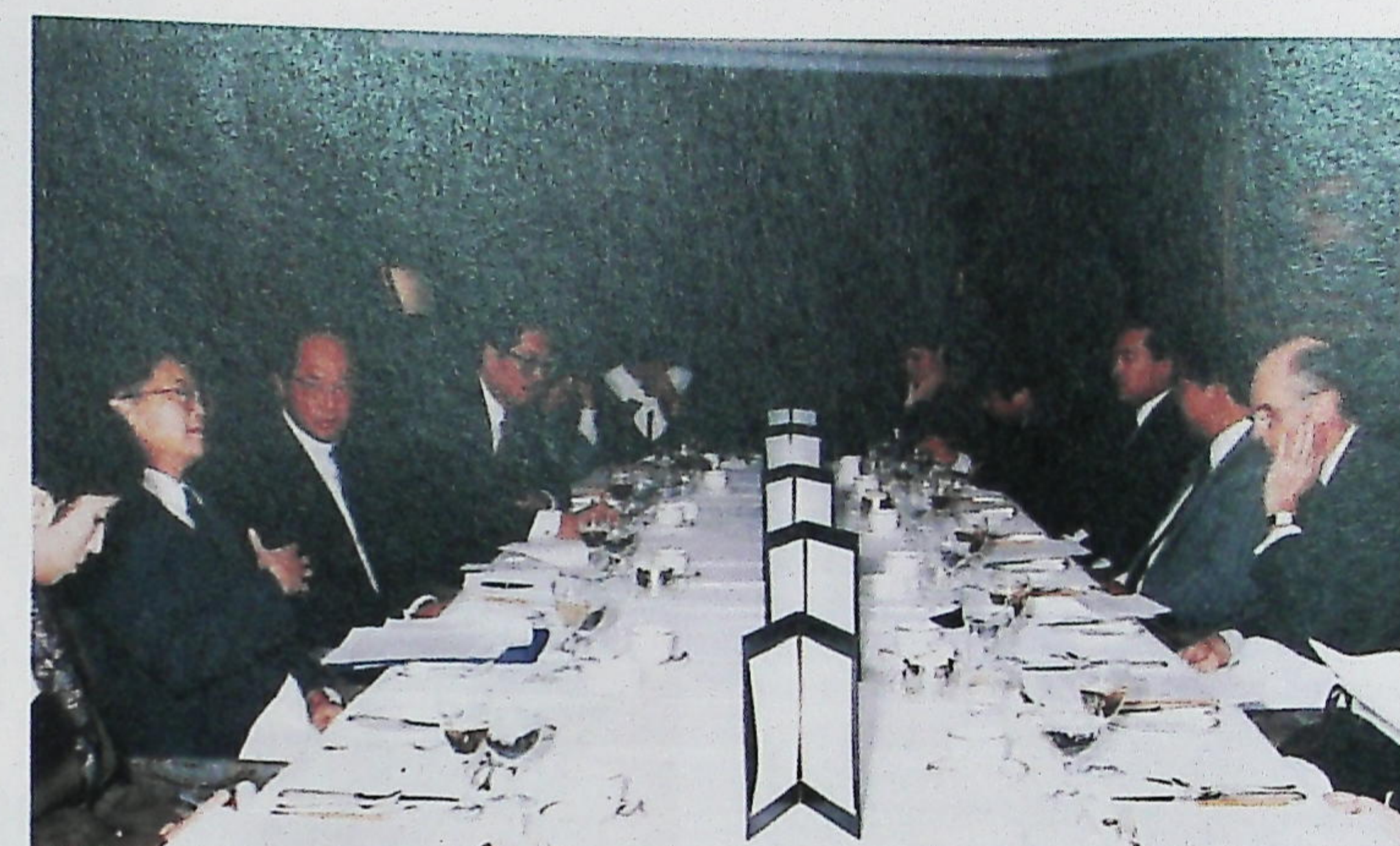
CMA President Mr Herbert Liang, together with representatives of other chambers and organizations, met Mr Shen Jue Ren, Chairman of China Resources (Holdings) Co. Ltd., on January 23. At the luncheon, Mr Shen talked about China's position vis-a-vis Sino-US trade relation.

Mr Shen spoke on the most-favoured-nation (MFN) status of China which is subject to review in June this year. He believed that the unconditional extension of China's MFN status would be beneficial to both the US and China. China, having a population of over 1.1 billion, is the fifth largest economic force in the world and a potential market to the US. The MFN treatment would not only enhance US' interest in China, but also increase the competitiveness of US products in the China market.

He stressed that if China's MFN status is revoked, the prices of Chinese products in the US will rise and it is the US consumers who have to absorb the margin. At the same time, Hong Kong's exports and re-exports to the US and Hong Kong's investment in China would suffer too. Besides, the withdrawal of MFN status contradicts the US' policy of supporting China to carry out reforms and remain open to the outside world. He thought that both China and the US should take their overall relationships into consideration and continue to maintain good economic and trading relations by extending MFN treatment unconditionally to each other.

In view of the Sino-US disputes on market access and intellectual property under investigation in accordance with Clause 301 and the Special 301, he said that China has made a number of commitments and concessions. The Chinese government would gradually reduce control on import items by removing import licences on 16 categories of products within a six-month period and lifting two-thirds of the existing import licences within two to three years. A public quota system would be adopted to replace the existing import controls in three years' time. These commitments illustrate China's positive attitude to open its markets, to reduce import controls and lower its import tariffs.

Regarding intellectual property protection, China has promulgated regulations including the "Patent Law" and the "Trademark Law" and has joined the "Paris Convention on the Protection of



Luncheon meeting with Chairman of China Resources (Holdings) Co. Ltd. Mr Shen Jue Ren (2nd from left)

Industrial Properties" and the "World Organization of Intellectual Property". Resulting from the US-Sino negotiation, China has made concessions and commitments which ended the Special 301 investigation. Mr Shen opined that the two countries should reach agreements on the basis of consultation, mutual understanding and mutual concessions. Any unilateral pressure or trade retaliation would prove failure to solve problems at all.

Mr Shen also suggested ways of strengthening Sino-US trade co-operation, such as:

1. Trade disputes between China and the US should be settled through consultation and negotiation.
2. The overall bilateral relations should be taken into consideration and the principle of equality and mutual benefits should be implemented.
3. Trade disputes should be settled in conformance with international practices, such as the GATT rules and regulations.
4. The US should take China's economic progress and her ability to change into consideration. Transitional period should be allowed for China to solve its internal problems.
5. All trade disputes should be discussed on equal basis and through mutual understanding.

Last but not least, Mr Shen said that Hong Kong has played an important role in developing Sino-US economic relations as a huge amount of Chinese products are exported through the territory. Any trade

disputes between China and the US would undoubtedly affect the stability and prosperity of Hong Kong. He, therefore, also urged Hong Kong manufacturers to appeal to the US and to assist in explaining the situation and practical difficulties involved.

Meet-the-Media Luncheon

Auspicious greetings, laisees and spring banquets are symbolic features for the Lunar New Year. People continue to celebrate the festival with such traditions and it is no exception to the Association.

On the fifteenth day of the Year of the Monkey, the Association hosted a luncheon to celebrate the joyful occasion with members of the media. Over 20 media members attended the function and met President Mr Herbert Liang, Vice-Presidents Mr Tony Chau and Mr Tommy Zau, Executive Committee member Mr Lo Chin, and executives of the CMA.



CMA hosts a luncheon to celebrate the Lunar New Year with members of the media.

CMA Meets Director-General of Industry

To promote close liaison and to strengthen co-operation with the Industry Department, the Association hosted a dinner reception on January 21 in honour of Mr T H Barma, Director-General of Industry.

CMA President Mr Herbert Liang; Vice-Presidents Mr Yip Hing Chung, Mr Chan Wing Kee, Mr Tony Chau and Mr Tommy Zau; and Executive Committee member Dr Lui Ming Wah joined the reception. Other guests from the Industry Department included Mr Wilfred Wong, Deputy Director-General; Mr Michael Arnold, Assistant Director-General (Infrastructure Support); Mr Maximus Li, Assistant Director-General (Technology Development); Ms Teresa Tse, Assistant Director-General (Development Support); Mr



(From left) Director-General of Industry Mr T H Barma, CMA President Mr Herbert Liang & Deputy Director-General of Industry Mr Wilfred Wong at the dinner reception hosted by CMA

Christopher Munn, Assistant Director-General (Data & Services); Mr Brian Tyler, Assistant Director-General (Quality Services); and Mrs Sarah Kwok, Acting Assistant Director-General (Investment Promotion).

Hong Kong Nuclear Investment Co. Ltd. Members were briefed on the latest work progress of the project on site, and the general operation and various safety measures adopted by officials of Guangdong Nuclear Power Joint Venture Co. Ltd. (GNPJVC).

Visit to Guangdong Nuclear Power Station

Members of the CMA Executive and General Committees visited the Daya Bay Nuclear Plant on February 21 in response to an invitation extended by the

Upon arriving at the plant, a slide presentation of the Daya Bay project was shown. Members also inspected the plant models and exhibits before the site tour. Detailed explanation and information on the organization of GNPJVC, the structure of the nuclear power plant and safety measures in case of emergency were provided by the officials.



Delegation from Osaka

A promotion delegation from Rinku Town, Osaka visited the Association on January 27. The delegation, led by Mr Kono Yasushi, Vice-President of Osaka Prefectural Rinku Centre Foundation, was received by CMA President Mr Herbert Liang and Executive Committee member Mr Joseph Lau.

At the meeting, Mr Kono Yasushi elaborated on the development of Rinku Town, including the new airport project. Mr Yasushi urged Hong Kong businessmen to keep posted on the development to seize business opportunities and establish representative offices in the area.

CMA President Mr Herbert Liang (2nd from right) & Vice-President of Osaka Prefectural Rinku Centre Foundation Mr Kono Yasushi exchange souvenirs.

Industry Affairs

Industrial Accident Information Statistics

The Factory Inspectorate Division of the Labour Department has recently released the statistics on machinery accidents.

During 1991 June to September, machines most frequently involved in accidents were sewing or allied machines, cutting or tailoring, and grinding machines. Machines likely to inflict serious injury were mechanical press in the metal industry, circular saw and injection moulding.

Following subsequent decreases in the first and second quarters of 1991, the number of machinery accidents in the third quarter of last year increased by 10% when compared with 1990, with a total of 1,357 cases of machinery accidents.

For the third quarter of 1991, comparison among the various classes of machinery showed that textiles and allied machinery caused the greatest number of industrial accidents. Most of the accidents in this class of machinery were resulted from working or other parts other than prime mover or transmission. General engineering and metal working machinery ranked second. This class of machinery accounted for 21% of the total machinery-caused accidents, and most of the accidents involved working or other parts other than prime mover or transmission. The plastics class of machinery brought about the least number of accidents.

Security — Goods in Transit

According to a report compiled by the Regional Crime Prevention Office (NT), there were 191 reports of theft of property from unattended goods vehicles during the period from 1991 January to November. The total value of the stolen property amounted up to HK\$75 million.

The report revealed that most of the cases happened in New Territories and Kowloon, and over 90% of the stolen vehicles were parked at insecure locations, usually roadside, and most of the stolen goods were not insured against theft. The stolen items included cloth, garments, plastic raw materials, electronic components and watch parts.

To reduce the risk of theft, owners of factories and trading companies are advised to adopt the following security measures:

Class of machinery	Prime mover or transmission	Working or other parts	% of total accidents caused
General engineering & metal working	5	277	21
Portable appliance & tool	-	118	9
Textiles & allied machinery	4	430	32
Plastics	4	42	3
Printing & allied trades	3	101 (1)	8
Woodworking	-	63	5
Construction	1	45 (1)	3
Lifting appliances	-	102 (3)	7
Miscellaneous	5	157	12
Total	22	1,335 (5)	1,357 (5) 100

N.B. Figures in brackets give the number of fatalities.
Figures not in bracket give the total number of accidents.
The percentage is rounded up to the nearest whole number.

Summary by class of machinery for the third quarter of 1991

vised to adopt the following security measures:

- Under no circumstance should the loaded truck be parked in public place unattended, especially overnight. If this is not avoidable, the vehicle must be parked in a well-managed location, and some means of physical protection for the vehicle should be considered, such as wheel clamp, gear-stick lock and fuel cut-off switch.
- There are pros and cons in respect of car alarm systems. On balance, it is deemed to be a plus factor. On request of the clients, some forwarders have recently equipped their vehicles with car alarms and/or anti-hijack systems. In isolated cases, the goods owners actually finance the installation of such devices.
- The loading area for high value cargo should be well-protected and preferably out of sight from public and semi-public areas.
- There should be some form of information control as this is usually the starting point of most problems e.g. shipment schedules with full details on display at notice board should be discouraged.
- A maximum holding limit should be specified for each vehicle per trip. Anti-hijack system and a higher degree of physical protection for the driving cabin should be seriously considered for vehicles engaged in delivery of

high value items. As a short-term measure, a rear escort with portable phone is suggested for non-protected vehicle.

- Consult your insurance company and give clear instructions to the drivers.

Unemployment Statistics

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

The seasonally adjusted unemployment rate for 1991 September to November was 1.9%, compared with 2.2% for the three months ending 1991 August and 1.4% for the same period a year earlier.

The seasonally adjusted number of unemployed persons in 1991 September to November was estimated at 53,400, compared with 61,700 in the three months ending 1991 August and 39,500 in the corresponding period in 1990.

	91 Sept-Nov	91 Jun-Aug	90 Sept-Nov
Unemployment rate	1.9%	2.2%	1.4%
Unemployed persons	53,400	61,700	39,500

Economy

Inflation

The problem of inflation has aroused public concern in the past months. The consumer price index (A), as an indicator of the rate of inflation, rose by 12.3% in the third quarter of 1991 compared with that for the corresponding period the year before. Though the rise has slightly levelled off recently, the problem still remains a cause for concern. While inflation is the issue of the highest priority to tackle, it should not be at the expense of a healthy economic growth. This article summarizes the reports released by the Business and Professionals Federation of Hong Kong (the BPF report) and Nomura Research Institute Hong Kong Ltd. (the NRI-HK report), as well as comments from the Hon Ngai Shiu Kit, CMA's representative on the Legislative Council (Legco).

Labour shortage

During the past ten years, Hong Kong manufacturers have moved their labour-intensive operations into the mainland following China's adoption of the "open-door policy" in 1979. It is estimated that they have already employed about three million workers in the Pearl River delta area. To complement the manufacturing basis in China, Hong Kong is in the position to supply personnel in the fields of product design, marketing, administration, trading and finance. It is believed that over several hundred thousands of posts of these occupations have been generated over the same period as a result. The creation of these posts further pushes up the labour demand in Hong Kong. This, coupled with the impact of local tight labour market with low growth rate of total labour force in end-1980s (with even a negative growth rate recorded in 1989), has driven the unemployment rates to below 2% and resulted in a sluggish real GDP growth since 1987. Wages in turn have significantly increased by more than 10% over the same period.

Labour importation as a solution

To relieve the economy from the pressure of inflation, it is maintained that increase in labour supply would be one of the most effective methods. By adopting a flexible labour importation scheme to suit different needs of various sectors in short term, increase in wage rate would become moderate and thus

reducing pressure of inflation and the economy would have a healthier growth.

Among its various suggestions, the BPF report suggested to increase the intake of 75 legal immigrants from China per day, and proposed that based on the forecast of 1992 GDP growth of 5%, the quota for importing foreign employees in 1992 be set at 23,000 to fill up the vacancy in the local labour market. Such a strategy could also encourage a more balanced economic growth by keeping deindustrialization in check, ease the pain of job losses and prevent entire industries from disappearing from Hong Kong.

Furthermore, the BPF report proposed a salary criterion that exempts employees earning a monthly salary of HK\$10,000 or above from quota restriction. According to the BPF report, employees imported under the quota system would be subject to a minimum salary requirement set at current median income of HK\$5,000 per month and quotas would be allocated through tenders. Moreover, employers should be assessed a levy of 10% of an imported employee's minimum salary. The levy and revenues from the tenders are meant to help defray the cost of social services provided for the newcomers and for programs to improve the welfare and benefits of local workers.

To relieve the pressure on residential property, the Government was urged by the BPF report to adopt long-term measures to ease the residential property shortage and to make available more land for housing development. In addition, the NRI-HK report also advised on a better allocation of land resources to different uses such as for residential, commercial and industrial purposes.

Public expenditure

The growth of the GDP in real terms was reported to be at a very slow rate, not exceeding 2.5% in 1988 and 1989 and with the forecast of only a 3.5% increase in 1991. However, government expenditure had maintained to increase by 5% to 8% annually over the same period, and it was estimated that share of total public expenditure (including the Housing Authority and the Urban and Regional Councils) to the GDP would be as high as 18.3%. Due to a relatively less restrained supervision by the Government, the charges for public transport (buses, mass transit railway, trains and ferries), according to the NRI-HK report, rose 10.4% per annum during 1987-91. In his

speech presented at a Legco session in the middle of last year, Mr Ngai has also pointed out that the almost laissez-faire attitude of the Government towards unreasonable market prices in certain sectors of our economy has led to an upsurge in price hikes in every corner of our society and a spate of unfavourable chain reactions which has intensified inflation. He commented that the housing and transportation sectors are monopolized by the operators and franchised corporations have shaped market prices. The unreasonable pricing of housing and transportation further brings about pressure of inflation.

Control of public expenditure

To tackle the problem of spiral increase in general prices, the Government had been urged to make necessary measures to control the growth of public expenditure by enhancing productivity and dismissing redundancy. Mr Ngai commented that as the biggest employer in Hong Kong, the Government is using a substantial share of the resources and it should therefore adopt a prudent approach in considering the scale of pay rise for civil servants and the possible economic consequences it may bring about. Similar appeal was also made by the NRI-HK report and the BPF report. The former opined that in principle, the public sector growth in real terms should not, on average, exceed the real GDP increase and it recommended that the existing salary structure of the Government and semi-government institutions should be modified so that more salary increase should be given to those with better job performance. As it was forecasted that the growth of government expenditure would be even faster in the coming years (largely due to the Ports and Airport Development Strategy project), the BPF report advised the policy makers to remain vigilant about fiscal discipline so as not to allow the public sector to divert excessive resources from the rest of the economy and further fuel inflation.

In view of the monopolistic market structure of the public utilities and transportation that would lead to unreasonable market prices, Mr Ngai recommended the Government to initiate bold measures to break the impregnable vicious cycle of inflation generated by the wage-price spiral. In line with this, the NRI-HK report suggested to form a price monitoring scheme by relevant authorities to serve public interests and to examine the scheme of control on public utilities and transport to lower production costs and hence lower charges and costs of services.

Comprehensive Review on Town Planning Ordinance

The Town Planning Ordinance of Hong Kong was enacted in 1939. Prior to the passing of the Town Planning (Amendment) Ordinance 1991, there had been no fundamental changes to the legislation. With significant changes in political, social and economic circumstances in recent decades, the ordinance is no longer able to provide the necessary degree of guidance and control for planning and development in Hong Kong.

Following the instructions from the Executive Council in 1987, an overall review of the ordinance was announced to introduce a new piece of legislation to replace the existing one. The review has been completed in mid-1991 and a consultation paper was released by the Planning, Environment and Lands Branch to canvass public opinions on the various changes proposed to the ordinance.

Problems & proposals

In the review, the Government focused on various areas including development control, compensation, non-conforming existing uses, and special control.

As regards development control, it was pointed out that within the existing system, inflexibility and overlapping of responsibilities and functions among various government departments have resulted in a dual system of statutory control. It was suggested that control on development density should be consolidated in the new ordinance and new schedules. A planning certificate issued by the Planning Authority would be a prerequisite for the Building Authority's approval of building plans. Furthermore, to supplement general zoning control, the Government suggested special controls in three major areas, namely environment, conservation, and landscape and civic design.

Another area of concern was the issue of compensation as a result of removal or curtailment of development right from planning actions. In the review, it was proposed that the issue would be referred to a Special Committee. In addition, public involvement in plan-making process and planning application would be enhanced and an appeal board (AB) was proposed to be set up to provide separate

independent consideration of appeals against decisions of the Town Planning Board [to be retitled Planning Board (PB)].

Regarding non-conforming existing uses, such uses on open land or occupying parts conforming buildings that critically frustrated the planning intention would be designated as "Amortization Area" on statutory plans and an Amortization Notice would be served by the Planning Authority to the owner concerned. Appeals against those requirements set out in the Amortization Notice could be made to the AB.

CMA's position

The Association, in its submission to the Government, took a comprehensive examination on the subject including issues of compensation, the Planning Board, planning application, development control, areas of special control as well as transfer of development rights.

The Association agreed that it is reasonable to set up the Special Committee to deal with the issue of compensation in relation to the removal of private development right. It was further emphasized that those affected as a result of the re-

moval of non-conforming existing uses should also be covered. In addition, the suggestion to set up a panel of expert advisers including representatives from various interest bodies, professional institutions, government departments/policy branches to advise on matters as required by the Special Committee is welcome. However, it urged that representatives from the industry should also be invited to serve on the panel to deal with cases pertaining to issues of compensation arising from redevelopment of industrial areas. Property rights and beneficial interests of small landlords and tenants should be addressed to.

On top of the issue of compensation, the Association also drew the Government's attention to the implications of the proposals in the review and advised on areas including the streamlining of working procedures of plan-making process and planning application; advice and assistance offered to applicants on environmental assessment and to those who are required to relocate their businesses; and the setting up of the Special Committee and the AB to advise on issue of transfer of development rights. In addition, concerns on the blanket authority of the PB and difficulties to judge the length of amortization period were also mentioned in the submission.



Investment Profile

Prince Edward Island

Prince Edward Island (PEI) is the smallest province in Canada, but one of the largest islands in the world. Located in the eastern part of Canada, PEI is within close proximity of Quebec, Ontario, the other Atlantic provinces, Boston, New England, and the northeastern states of the US. The total area of the island is 2,000 square miles with a coastline of about 1,000 miles. Its capital city is Charlottetown. The province is accessible by regular airlines and ferry services all year round.

Location for business

PEI is an attractive location for many new and expanding businesses. The government of Prince Edward Island is supportive and responsive to the needs of the business community. The pro-business political environment, supportive industrial policy and generous government incentive programs, excellent transportation and communication infrastructure, highly-trained and industrious workforce, and inexpensive land and housing costs all point towards the fact that PEI is an ideal location for business in Canada.

Investment opportunities

While the PEI economy is largely a rural one depending upon natural resources, the province is also developing a strong and diverse industrial base. It has attracted several industries during the past decade. Government policies and programs have been designed to encourage industrial development, to foster the es-

tablishment and growth of local businesses, and to attract new industries to the island. Among the businesses located there are manufacturing activities such as the production of high-technology precision products for the medical industry, chemicals for use in medical diagnoses, stainless steel and aluminium hollowware, and high resolution colour image recorders. Such firms, along with those associated with the resource industries, are helping to stabilize and expand the island's economy.

Government incentive programs

To build an industrial base on PEI, the provincial and federal government have developed a number of programs to offer incentives to new and expanding businesses. The government's objective is to strengthen and diversify the industrial base in the island and to create more job opportunities. Foreign as well as Canadian-owned manufacturing companies and other qualified businesses are eligible to apply for these government incentives:

1. **Industrial Sites:** To assist eligible firms requiring suitable sites for the construction of industrial facilities, the government offers fully-serviced industrial property for sale in the two large industrial parks in the province at a price of C\$8,000 to C\$30,000 per acre.
2. **Industrial Malls:** To meet the occupancy needs of new and expanding businesses during their start-up years, the government offers mall space in its two industrial parks free to a new



High technology medical laboratory is an example of the hi-tech sector of PEI business.

business for the first year and at a rent of C\$1.75 per sq ft for the second year, with concessional rents for up to five years.

3. **Equity Investors' Incentive:** To assist new or expanding businesses to raise equity capital, the government offers cash incentives to investors based on the value of common or preferred shares acquired. Rebate to investors is 20% of the purchase price, and in special cases up to 30% of share issues designated in advance as eligible.
4. **Job Creation Incentive:** To reduce the cost and risk of new investment, the government offers cash incentives up to 50% of the annual cost for each eligible job created to a maximum grant of C\$8,000 per job. The number of eligible jobs will be based on the average created in the second and third years.
5. **Rental Incentive:** To assist new and expanding businesses to locate in areas not served by industrial malls or where mall space is not available, the government provides assistance in the form of an annual base rental subsidy up to 100% of annual rental costs to a maximum of C\$4 per sq ft per annum for the first year and with similar but reduced subsidy up to a maximum term of four years.
6. **Term Loans:** To assist in the acquisition of capital assets (buildings, equipment, leasehold improvements), the government offers preferential term loan financing up to 75% of capital costs for start-ups; and up to 100%, where there is sufficient equity, for expansions.
7. **Small Business Assistance Programs:** To assist in the identification of small



One of the two industrial parks in Prince Edward Island is located in Summerside, the 2nd largest city in the province.

business opportunities for island businesses and potential investors, the government offers up to 75% of the approved eligible costs to contract consultants or industrial specialists to research opportunities, feasibility studies, etc. to a maximum contribution of C\$10,000. Assistance is also provided to potential entrepreneurs to prepare business plans and to apply for government financial assistance, to comply with regulatory controls and to establish the business on the island.

Transportation & communications

PEI is also a trading province. The major commodities, i.e. potatoes and fish, are shipped to countries around the world. As a result of that export activity, the island's transportation system has been highly developed to handle the shipment of perishable goods as well as other industrial goods with ease and speed. There are 12 flight arrivals and departures daily, offering services to and from major eastern Canadian cities. The province's business community is well-served by a network of direct and connecting flights. It has two separate ferry services connected to the mainland and a network of highways leading to major cities in North America.

Labour & training

While access to a skilled and willing workforce is essential for business, stability is an impressive characteristic of the island's labour force. Statistics show that one in four workers has stayed with the same employer for 11 years or more. There are various programs available in the island designed to help students and employees adapt to the changing need of industry. Both the provincial and federal governments sponsor programs to upgrade the skills of workers. These programs reflect government's commitment to supply companies with skilled workers. The Holland College, for example, is prepared to custom design any program to meet the training needs of business and industry.

The University of PEI and the Atlantic Veterinary College supply well-trained graduates in business administration, arts, science, education and other professional disciplines, providing the province with a well-trained and educated workforce.

Taxation

Taxes are collected in Canada by the

federal, provincial and municipal governments. The general rate of corporate tax in Canada ranges from 38% to 45%. Reductions in the general rate of tax are prescribed for certain small businesses controlled by Canadians and those that carry on manufacturing or processing activities. Effective from 1991 January 1, a 7% Goods and Services Tax, replacing the previous 13.5% federal manufacturers sales tax, is levied on most goods sold and services rendered in Canada.

Natural resources

PEI has a well-established tradition of resource-based industries. Agriculture, fisheries and tourism have been the primary industries traditionally. Revenues from agricultural products exceed C\$250 million annually, of which potatoes account for more than 45%. The sea is also a source of bountiful resources. Island fishermen harvest more than 30 varieties of fish and shellfish which are marketed in North America, Europe, Asia, Africa, Australia and the Caribbean. Valuable fish stocks such as lobsters and scallops abound in the surrounding waters, making the fishery one of the province's top three industries. The 1991 fish landings were valued at more than C\$70 million with shellfish contributing more than 80% to that total. Fish processing provides jobs for many islanders.

Tourism

With its natural beauty, warm waters and sandy beaches as well as its place in Canadian history - it was the birthplace of Canada, the place where in 1864 the first talks leading to Canadian Confederation were held - and its abundance of family entertainments, PEI is probably Canada's best known tourism destination especially for North Americans and Japanese. The island's tourism industry generates many seasonal jobs. Its tourist operators employ approximately 10,000 people each season. In 1991, more than 700,000 tourists visited the island between the months of May and October and they contributed in excess of C\$90 million to the local economy.

For further information about trade and investment opportunities in the Canadian Province of PEI, please contact the Asia Pacific Provincial Office of Prince Edward Island at Unit 312-313, Level AR/3, Hotel Miramar Arcade, 118 Nathan Road, Tsimshatsui, Kowloon or at tel no. 721 7888.

(Source: Asia Pacific Provincial Office of Prince Edward Island)

CMA services

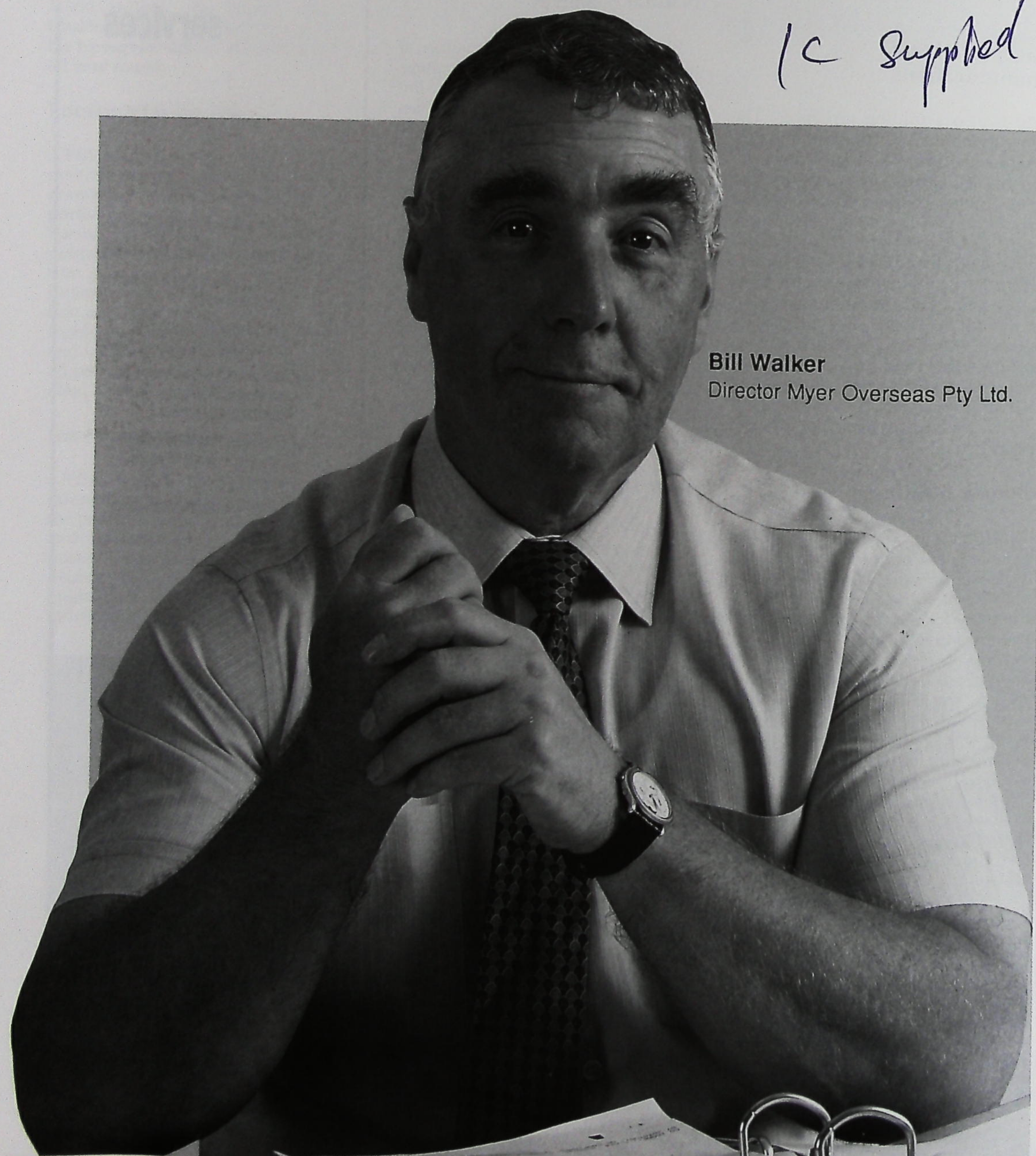
- ✓ Issue certificate of origins
- ✓ Organise seminars & training courses
- ✓ Organise trade missions & exhibitions
- ✓ Operate trade enquiries & investment promotion services
- ✓ Offer preferential insurance & provident fund schemes to members
- ✓ Provide technical back-up services through CMA Testing and Certification Laboratories
- ✓ Encourage technical education through the CMA Scholarships Program
- ✓ Operate two prevocational schools

JOIN THE CMA NOW!

For details, please contact CMA Membership Division at tel 545 6166.

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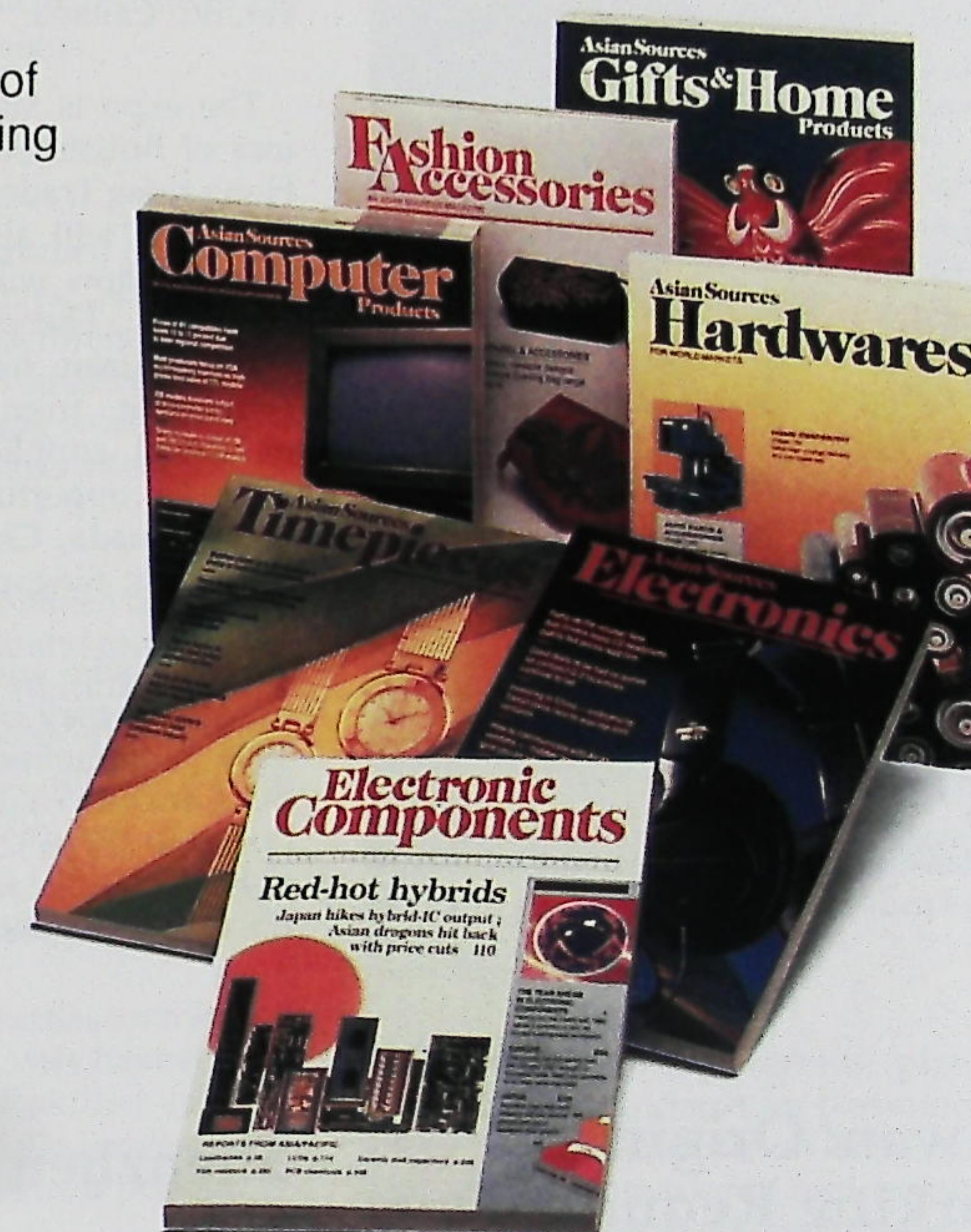
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Trade News

Republic of Korea: CO & Origin Marking Requirements

The Republic of Korea has introduced certificate of origin (CO) and origin marking requirements on 329 items with effect from 1991 July 1.

The origin marking has to be written in Korean or English and marked permanently. For textile product, the origin marking should be placed on the edge of each roll of cloth at 2 m intervals.

The Korean authorities have adopted the following criteria to determine the country of origin:

1. The country which has wholly produced the products will be the country of origin; and
2. In case the items have been produced in more than one country, the country of origin will be where substantial transformation (the change of tariff heading) of the goods has been made. In cases where manufacturing or processing operations are not regarded as substantial, the value added (35%) and process (or main parts) criteria will be applied successively despite a change in the tariff heading.

For enquiries, please contact Ms Karie Lau, Trade Department at tel no. 398 5448.

Taiwan: Origin Marking Requirements

Taiwan has introduced mandatory origin marking requirements for imports of articles of apparel and clothing accessories with effect from 1991 December 1.

Under the origin marking requirements, imports of articles of apparel and clothing accessories classifiable under Chapters 61 and 62 of the Harmonized Tariff Schedule, except for items under headings 6117.90 and 6217.90, have to bear noticeable and firm labels specifying their country of origin.

Under Taiwan's origin rules, the country of origin of a product is determined by its place of production, growth or manufacture. This is to be ascertained by verifying imported articles and relevant documents. In case the country of

origin is not verifiable, or when deemed necessary, the importer may be required to submit a certificate of origin.

For enquiries, please contact Mr Allen Pang, Trade Department at tel no. 398 5447.

Asia Pacific Expo

Organized by Green Island Enterprises Inc., the Asia Pacific Expo '92 will be held from August 18 to 20 at the Vancouver Trade and Convention Centre, Vancouver, BC, Canada.

The expo is supported by the Province of British Columbia, Canada. The Hong Kong Trade Development Council (HKTDC) will also participate by setting up show windows of Hong Kong products. The exposition will feature products from light industry to heavy equipment, from consumer goods to industrial supplies. Participants will have an opportunity to meet traders from Canada, China, Thailand, Korea, Indonesia, Singapore, the US, etc.

Parties who wish to participate in the exposition may contact the organizer at 7800 Sunnyholme Crescent, Richmond, BC, Canada V6Y 1G7 (tel) (604) 277 8988; fax: (604) 277 8992, or the Toronto Office of HKTDC at tel no. (416) 366 3594 or fax no. (416) 366 1569.

Shenzhen Int'l Ind'l Fair

Organized by the Hong Kong Trade Development Council (HKTDC), the



CMA's booth at HK Toys & Games Fair '92

Shenzhen International Industrial Fair 1992 will be held from October 22 to 26 at the Shenzhen International Exhibition Centre.

The exhibition will feature manufacturing machinery for textiles, plastics, electronics, footwear, printing, food processing and packaging; tooling and moulding machinery; light industrial generators, conveyor systems and belts; and light industrial manufacturing machines. It will provide an opportunity for machinery manufacturers from Hong Kong, China and the Pacific Rim region to promote sales and technical know-how to the world market.

Members who wish to participate may contact the Conventions and Seminars Department of HKTDC at 38/F Office Tower, Convention Plaza, 1 Harbour Road, Wanchai, Hong Kong, or at tel no. 584 4333.

Kobe Fashion Mart

Representative of Japan Market Centre Co. Ltd. visited the Association recently to introduce the Kobe Fashion Mart.

Kobe is a major international port in Japan with a large foreign population, and known for its fashion industry. The Kobe Fashion Mart is established to meet the needs of garment manufacturers. The Mart consists of ten floors accommodating convention rooms, ladies' shops, men's shops, jewellery and accessories shops, etc. together with other support facilities. Its major objective is to bring manufacturers, retailers, importers and exporters together in a setting for information exchange and business negotiation.

For details of the Kobe Fashion Mart, please contact CMA Trade Enquiries Section at tel no. 542 8622.

Market Report

HK's Precious Jewellery Industry

Hong Kong was the world's third largest exporter of precious jewellery, after Italy and Switzerland, in 1989. Precious jewellery accounted for 2% of Hong Kong's total exports. In 1990, re-exports of fine jewellery of China-origin registered at HK\$102 million. Major items included jewellery incorporating pearls, precious or semi-precious stones, and non-gem-set precious metal jewellery. As factories in China are capable of producing basic styles, low-end jewellery in great quantity, thereby enabling Hong Kong manufacturers to cater for the low-end market.

Product range

Hong Kong's jewellery industry concentrates on precious or fine jewellery in the medium-price range. Items include rings, earrings, necklaces, bracelets, pendants, bangles, brooches, beads, chokers, cuff-links, tie-pins, tie-clips and collar bars. The most popular product category is gem-set jewellery, particularly diamond set in 14K or 18K gold, with rings being the best-selling items.

Diamonds used are mostly point-size and are often set with different combinations of coloured precious stones to form a colourful piece of jewellery. The reason for the industry's concentration on the manufacture of small-stone jewellery lies in the availability of good craftsmanship.

"Chuk-kam" jewellery, jewellery made of 24K gold, is sold mainly in the local market while a small quantity is exported to neighbouring Asian markets. Manufacturers have started to bring "Chuk-kam" jewellery in line with contemporary fashion by introducing innovative designs.

Hong Kong has long been recognized as a leading centre for jade jewellery.

No. of establishments (1991 Mar)	: 1,108
Employment (1991 Mar)	: 13,417
Overseas investment in HK (1989)	: HK\$288 m with 18 establishments employing 1,472 workers
Major investor countries	: US, China, Japan, France, Switzerland
Gross output (1989)	: HK\$9,854 m (est 47% exported)
Average wages (1991 Mar)	: Craftsmen — HK \$322/day Misc workers — HK \$286/day Supervisory/technical staff — HK \$7,497/mth

Industry data

	Value HK\$m (% change)	
	1990	1991 Jan-Aug
Domestic exports	: 4,816 (+4%)	2,747 (-7%)
Re-exports (of China origin)	: 751 (+17%)	517 (+15%)
Total exports	: 102 (+133%)	84 (+124%)
Major domestic export markets (1991 Jan-Aug)	: Japan (37%), US (33%), Germany (6%), UK (3%), Switzerland (3%), Canada (3%)	

Export performance

Major items are bangles, rings and pendants. Jade designs have undergone great changes towards simplicity instead of the traditional detailed designs.

Sales channels

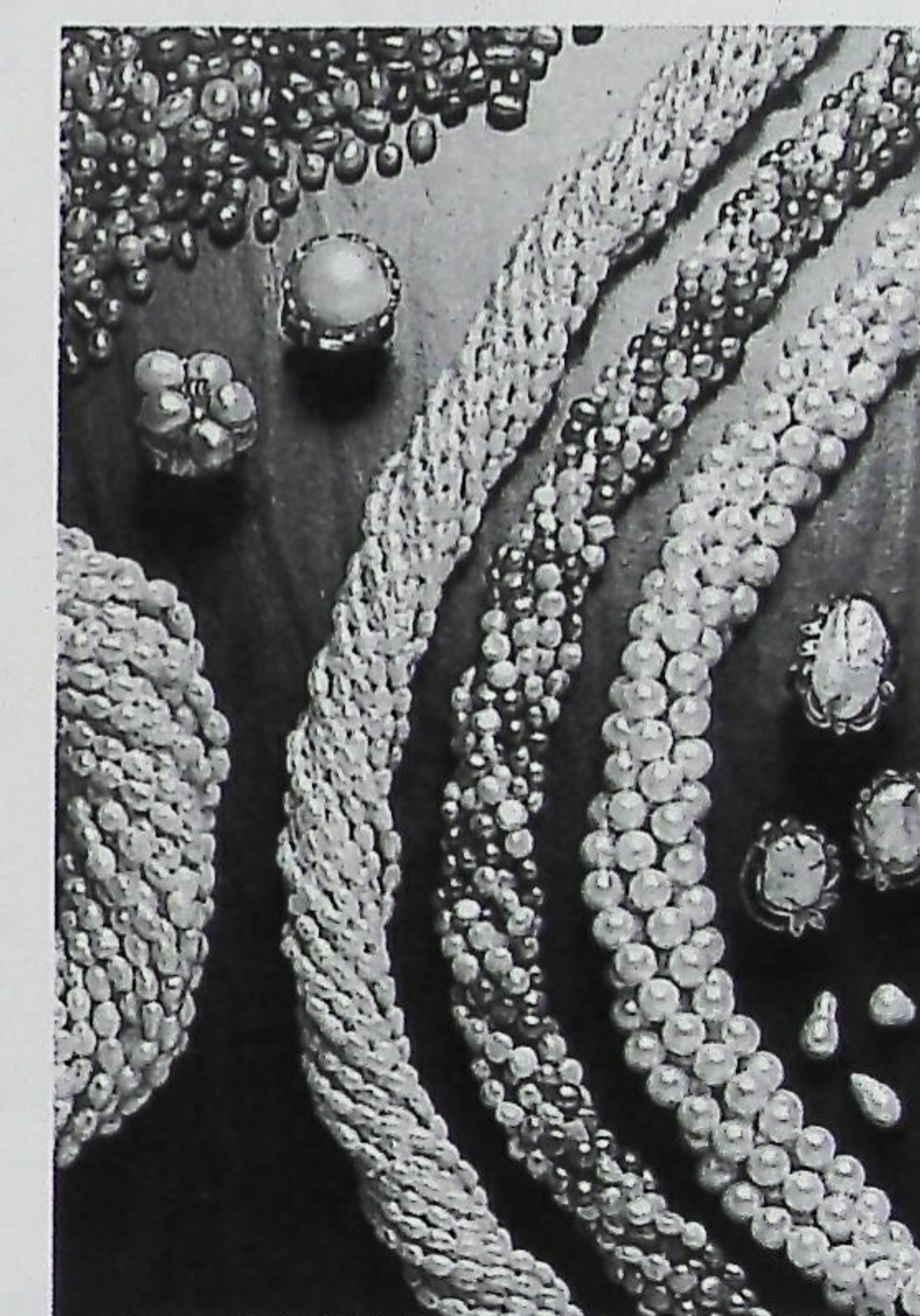
Exports are mostly handled directly by manufacturers themselves. Some of the well-established manufacturers have their own local retail outlets. Smaller concerns mainly do subcontracting work for large firms as well as repair and alteration for local jewellery shops.

The domestic market which comprises sales to both local people and tourists is as important as exports. According to the Hong Kong Tourist Association, jewellery sales to tourists amounted to HK\$2,923 million in 1990.

Recent developments

An important factor that has contributed to the success of the industry has been the availability of highly skilled labour. However, shortage of skilled craftsmen is the most pressing problem at present.

A number of Hong Kong manufacturers have been actively setting up plants in neighbouring countries to expand production capacity. Thailand and Singapore are the most popular places. In addition to its lower production cost and the availability of stone resources, Thailand's product quality and work-



manship is improving.

The regulations governing platinum and marking standards for platinum jewellery became effective on 1989 April 1. The standard marking requirement is likely to enhance the image of Hong Kong-made platinum jewellery. Similar regulation for gold jewellery was introduced in 1985.

Domestic exports of precious jewellery witnessed uninterrupted growth in the past decade. Upon entering 1991, however, exports declined 7% during January to August, largely due to the soft US market.

Export prospects to some Asian markets appear favourable for Hong Kong's jewellery exporters. In 1989 August, Taiwan reduced its import tariff on jewellery from 15% to 2.5% - 5%, while South Korea has been gradually reducing duties on jewellery as well.

(Source: Hong Kong Trade Development Council)

Exhibition News

Date	Event	Venue	Exhibits	Organizer
1992 Apr 3-10	ASIA '92	PKO Exhibition Grounds, Czechoslovakia	Machinery equipment & technology	STAMAX Bratislava, Co. Ltd. Tel: (00427) 371028 Fax: (00427) 375553
Apr 6-11	25th Int'l Dental Show	Exhibition Centre, Cologne-Deutz	Dental technology	Köln Messe c/o Fiducia Ltd. Tel: 523 2171 Fax: 810 4494
Apr 13-16	HK Gifts & Houseware Fair '92	HK Convention & Exhibition Centre	Gifts & houseware	Hk Trade Development Council Tel: 584 4333 Fax: 824 0249
Apr 17-20	INTERFIT '92	HK Convention & Exhibition Centre	Health foods & beverages, health care & beauty products, exercise & fitness equipment / facilities, sporting goods & sportswear & OTC medicines	Gardiner-Caldwell Communications Ltd. Tel: 543 5922 Fax: 854 1267
Apr 21-25	China Int'l Electronics & Tele communications Exhibition	Shanghai Exhibition Centre, China	Electronic & telecommunication equipment	Worldwide Conventions & Expositions Ltd. Tel: 375 7721 Fax: 375 0686
Apr 24-29	20th Osaka Int'l Trade Fair	Int'l Exhibition Centre, Japan	Fashions, food, recreational & relaxation facilities	Osaka Int'l Trade Fair Commission Tel: (06) 612 3773 Fax: (06) 612 8585
Apr 27-30	9th HK Int'l Leather Exhibition	HK Convention & Exhibition Centre	Raw hides & skins, chemicals, dyes, machinery, equipment, finished & semi- finished leather, finished leather goods, garments, footwear & components	Hk Trade Fair Group Tel: 827 6211 Fax: 827 7831
Apr 29-May 3	15th Gifts, Toys, Houseware & Fashion Accessories Market Week	Philippine Int'l Convention Centre & Philippine Trade Training Centre, Philippines	Gifts, houseware, toys & fashion accessories	Centre for Int'l Trade Expositions & Missions Tel: (632) 831 2201 Fax: (632) 832 3965

Training Calendar

Date	Event	Venue	Organizer	Contact person/Tel no.
1992 Mar 14-Apr 11	Small Business Workshop VIII	VTC Tower	Management Development Centre of HK	Mr Sam Ying, MDC 836 1826
Mar 20-May 8	Business Starter Program II	VTC Tower	Management Development Centre of HK	Mr Sam Ying, MDC 836 1826
Mar 27	Organization Development Workshop - Total Quality Management	VTC Tower	Management Development Centre of HK	Mr Lucius Lai, MDC 836 1825
Mar 27	Taiwan Investment & Trading Seminar	Hotel Victoria	CMA & Far East Trade Services Inc., HK Branch	Mr Edwin Lam, CMA 542 8600 ext 620
Mar 30	HK Owner - Manager Association Workshop	VTC Tower	Management Development Centre of HK	Mr Sam Ying, MDC 836 1826
Apr 2-3	Comm'l Int'l Conference '92	HK Convention & Exhibition Centre	BDG Management Ltd.	BDG Management Ltd. 528 6136
Apr 7	Greater HK - The New Dragon Conference	Hilton Hotel	Australian Chamber of Commerce in HK	Gardiner-Caldwell Communications Ltd. 543 5922
Apr 13-May 11 (Mon & Wed)	Training Course on Trade Finance & I/E Procedures	Conference Hall, CMA Bldg	CMA	Ms Callie Yuen, CMA 542 8600 ext 826

會員名錄 DIRECTORY OF MEMBERS 1992/93



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

已經出版
JUST PUBLISHED

會員名錄 1992/93
Directory of Members

香港中華廠商聯合會會員名錄詳列本會3,600多家會員資料，
包括廠號名稱、地址、產品、聯絡人、電話、電訊及傳真號碼等。
每本名錄本地售價港幣300元正，海外售價美金40元正（郵費另計）。
倘有查詢，請致電本會會員聯絡部，電話：542 8652。

The Members' Directory of the Chinese Manufacturers' Association of Hong Kong

lists full details of over 3,600 members, including name of company,
address, products, contact person, telephone number, fax numbers etc.

It costs only HK\$300 per copy for local order and
US\$40 for overseas order (postage to be charged separately).

For further details, please contact our Membership Division at tel. no.: 542 8652.

新會員 New Members

普通會員 Ordinary Members

亞倫電業製造有限公司
董事總經理: 張樹穩
出品: 電器
Allan Electric Mfg Ltd.
Director & General Manager:
Albert Cheung
Products: Domestic electrical appliances

同德機造廠
東主: 蘇慶錦
出品: 液壓及氣壓熱壓皮嘜機
Thunder Machinery
Owner: So Hing Kam
Products: Die casting & metal works

恒昌珠寶廠
董事: 黃瑞華
出品: 珠寶
Hang Cheung Jewelry Mfr
Director: Monica Wong
Products: Fine jewelry

時代(香港)手袋有限公司
董事: 楊和輝
出品: 手袋
Sitoy (HK) Handbag Fty Ltd.
Director: Yeung Wo Fai
Products: Handbags

西西利製衣廠有限公司
董事: 魏正
出品: 製衣
Sisili Garments Fty Ltd.
Director: Ngai Ching
Products: Garments

贊助會員 Associate Members

百德與馬田
合夥人: 陸志明
業務: 美國律師行
Pettit & Martin
Partner: Luk Chi Ming
Nature of business: American law firm

富權實業有限公司
董事: 蔡菊花
業務: 成衣出入口
Treasure Industries Co. Ltd.
Director: Winnie Choi
Nature of business: Import & export of
clothing & textile

億晨偉手袋廠
經理: 張秀貞
業務: 皮具用品
Pema Leather Handbag Fty
Director: Anna Cheung
Nature of business: Leather products

香港平岡有限公司
董事總經理: 石原直
業務: 家庭電器及雜項
Hiraoka & Co. (HK) Ltd.
Managing Director: Noaki Ishihara
Nature of business: Home appliances,
audio items & sundries

羅兵咸會計師事務所
高級經理: 錢應安
業務: 核數
Price Waterhouse
Senior Manager: Charles Chin
Nature of business: Auditing

邦道(亞太區)有限公司
董事: Peter Brodie
業務: 建築
Bondor (North Asia) Ltd.
Director: Peter Brodie
Nature of business: Engineering & sale
of insulated building
systems

IDA Industries Co.
東主: 許方全
業務: 毛公仔貿易
IDA Industries Co.
Owner: Hui Fong Chuen
Nature of business: Trading of stuffed
toys

均而偉國際有限公司
經理: 劉印祥
業務: 電子產品貿易
NDN Int'l Ltd.
Manager: Lau Yun Cheung
Nature of business: Trading of electronic
products

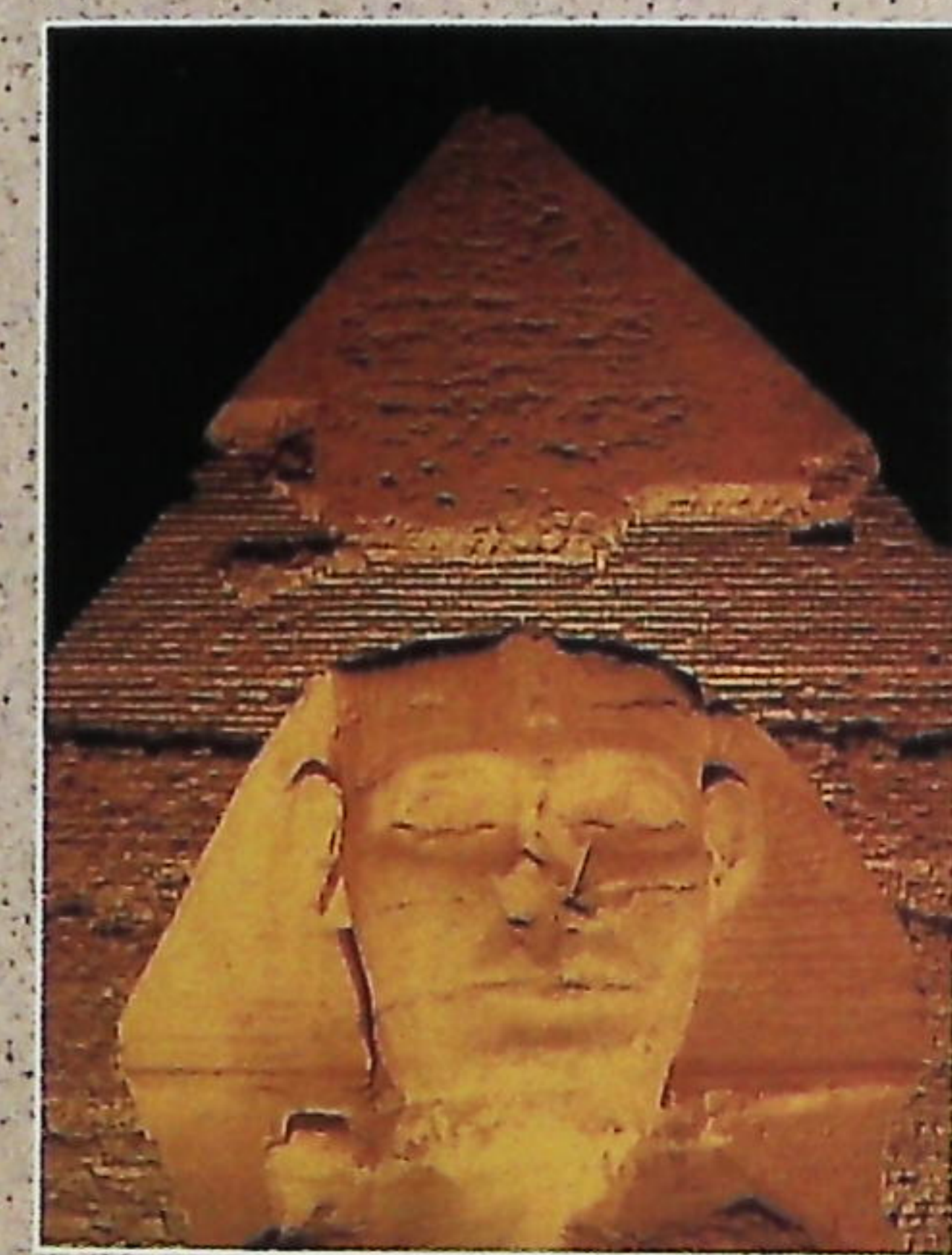
適紡紡織有限公司
董事: 張璇非
業務: 成衣
Fittex Textile Co. Ltd.
Director: Cheung Suen Fei
Nature of business: Garments

主力電器製品廠有限公司
總經理: 李國基
業務: 廚房電器
Main Power Electrical Fty Ltd.
Managing Director: Lee Kwok Kay
Nature of business: Kitchen appliances

本會可提供有關會員產品之諮詢服
務, 專線電話: 542 8622。

For enquiry on CMA members' pro-
ducts, please contact Trade Enquiries
Section at tel no. 542 8622.

WELCOME



1992 MARCH 23 - 27

EGYPTIAN

To enhance relation between Egypt and Hong Kong,
an Egyptian Week will be held in March. During this
week, the following events will be organized:



EXHIBITION OF EGYPTIAN PRODUCTS

- 1992 March 23 - 25
- Hong Kong Exhibition and Convention Centre
- About 50 firms will exhibit a wide range of Egyptian products



SEMINAR ON ECONOMIC COOPERATION, INVESTMENT, AND JOINT VENTURES

- 1992 March 24
- Hong Kong Exhibition and Convention Centre
- Egyptian ministers, high-ranking officials and industrialists will introduce the recent economic development of Egypt, and incentives offered to foreign investors



CULTURAL FESTIVAL

- 1992 March 16 - 27
- New World Harbour View Hotel
- Food promotions, folkloric show, music, dance, display of monuments, photographs, handicrafts, etc

Interested parties may contact the Consulate General
of Egypt at tel no 827 0668 / 827 0986 or fax no
827 2100. The seminar is co-sponsored by the CMA.
For attendance, please contact Trade Division at tel
no 542 8600 ext 825.

台灣貿易投資研討會

隨著亞太區的經濟發展，香港在區內貿易佔重要地位。近年台灣經濟發展迅速，積極拓展海外市場，不單祇利用香港作為轉口基地，把產品轉銷到中國大陸及其他海外地區，亦加強在港之投資和貿易。雖然香港經濟及工業在1991年穩步發展，香港廠商亦應積極開拓其他市場及發掘有利的投資機會，台灣擁有二千萬人口，人民生活水平不斷提高，加上備有完善的基本設施和充裕的技術人材，是一個理想的貿易和投資地區。為使會員對台灣經貿及投資有深入了解，本會聯同遠東貿易服務中心駐香港辦事處舉辦「台灣貿易投資研討會」，研討會之詳情如下：

日期：1992年3月27日

地點：海港酒店
干諾道中220號信德中心

主辦機構：台北遠東貿易服務中心
香港中華廠商聯合會

語言：國語(普通話)

費用：會員 -- 每位港幣100元 (包括午餐)
非會員 -- 每位港幣120元 (包括午餐)

程序：

上午 11:15：登記

11:30：講題一

「中華民國經貿發展情勢」

內容：台灣之經貿策略、經貿發展之具體成就、港台貿易、海峽兩岸間接貿易、未來經濟展望。

講者：鍾善全

遠東貿易服務中心駐香港辦事處副主任

講題二

「港台雙向投資」

內容：雙向投資、投資機會及歡迎投資之技術、工業區、加工出口區及科學園區簡介、投資之獎勵及保障、投資手續之辦理、主要稅捐簡介。

講者：羅麗卿

遠東貿易服務中心駐香港辦事處副理

討論

下午 1:00：午餐

2:00：結束

有意參加研討會者，請以電話向本會助理秘書林建業先生報名，電話：542 8620。