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



本會宴請

港督衛奕信勳爵伉儷

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H.E. the Governor Lord Wilson
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香港中華廠商聯合會
THE CHINESE
MANUFACTURERS'
ASSOCIATION
OF HONG KONG

本會宴請 港督衛奕信勳爵伉儷

本會最近歡宴港督衛奕信勳爵伉儷，並邀請政府有關部門首長、工商機構領袖及各國駐港使節出席。出席的嘉賓計有工商司周德熙伉儷、庫務司楊啟彥伉儷、工業署署長鮑明欣伉儷、貿易署署長曾蔭權伉儷、區域市政總署署長許雄、新界政務署署長林志劍伉儷、環境保護署署長聶德伉儷、職業訓練局執行幹事黎澤豐伉儷及香港生產力促進局總幹事陳少感伉儷。主方出席者計有本會會長梁欽榮；副會長葉慶忠伉儷、周敏及邵炎忠伉儷；以及名譽會長胡文瀚、洪祥佩、司徒輝、雷康侯伉儷、朱祖涵及倪少傑。

宴會前，梁欽榮及衛奕信勳爵分別致辭。

本會會長致辭

本會會長梁欽榮致歡迎辭時表示：「本會於一九三四年由一群熱愛香港的工業家創立，至今已發展成為一自負盈虧、擁有會員廠號超過3,600家的主要工商團體。」他強調：「適值香港處於歷史性時刻之際，本會定必竭盡全力，繼續為香港的經濟繁榮作出貢獻。」

梁欽榮指出，在國際方面，多個西方經濟強國，例如美國、加拿大及其他西歐國家，其經濟表現均持續放緩，反觀亞太區的經濟則表現強勁。他認為該地區近期的政治發展，更令人鼓舞。這些國家不再訴諸武力，而是透過和平談判方式解決分歧；此外，亦不再強調政治意識，而是致力經濟改革及提高國民生活水平。他相信這些發展對促進貿易發展和投資合作均有極大幫助，香港在開拓亞太區市場上佔有地理上的優勢，並可藉此進一步鞏固香港與該區未來的經濟關係。

梁欽榮稱本港工業的前景仍存在着不少困難及憂慮。他說：「由於本港經濟以出口為主導，因此，其他主要市場的經濟表現，均對香港有重大影響。政治方面，香港正作好準備過渡九七



本會正副會長與港督衛奕信勳爵祝酒。（左起）副會長邵炎忠及葉慶忠、港督衛奕信勳爵、會長梁欽榮及副會長周敏

年。」他讚揚香港政府保持良好的諮詢架構，並依據大多數之意見推行各項法律及條例。

梁欽榮強調，雖然現時我們須面對多種前所未有的挑戰，然而，我們必須維持以往和諧共處的工作關係。「在現階段裡，社會各界人士必須衷誠合作，耐心聽取不同的意見，抱着互諒互讓的態度與各方面作出妥協，並須以大部份香港市民的意願為依歸；對峙或採用任何不適當的反對形式，不單會令對抗變本加厲，而且更會嚴重削弱市民對香港的信心。」梁欽榮深信本港全體市民必須抱着熱愛香港的歸屬感，積極參與創造未來的香港。

有關本港製造業未來的發展，他再次促請本港廠商致力改良生產技術，提高生產力、產品精確度及產品質素和提升本地增值比率。此外，他表示香港政府須積極鼓勵本港廠商發展資金密集工業，及致力協助廠商改良應用科技。他深信在本港廠商全人對香港的承擔及支持下，本港工業定必能繼續蓬勃發展。

港督致辭

港督衛奕信勳爵致辭時表示，本會在本港的工業發展過程中，在維護及促進會員利益、協助會員適應世界市場最新發展趨勢、反映會員對本港工業之意見及增強會員對本港的歸屬感等方面，均擔當了十分重要的角色。對於本會近年致力加強與亞太地區如馬來西亞、日本、澳洲及新加坡的合作，亦深表讚賞。此外，港督又讚揚本會經常就工業政策向政府提供意見。

有關香港與南中國的經濟關係，港督指出在短短數年間，廣州及其一帶地區的經濟發展突飛猛進。「在南中國的經濟發展過程中，香港扮演了一個相當重要的角色。在整個發展過程中，香港為該地區提供資金、工業科技及管理技術。過去數年，穗港關係密切，在這密切的經濟關係中，香港從中獲益不少。」港督表示，穗港之間的蓬勃經濟關係將持續下去，對於雙方均有莫大好處。

至於本港製造業的未來展望，港督認為本港工業要應付未來的各項挑戰，必須引進新科技，並須加速生產過程自動化。港督表示港府在協助本港工業引進先進科技上，不遺餘力。例如，香港生產力促進局協助本港廠商解決生產力的問題；香港工業邨公司為一些在本港擠逼的工業環境中難以求存的高科技工業，提供工業用地；及工業署鼓勵外資投資本港工業，藉以為本港工業引進高科技等。

港督透露，政府現正興建一工業科技中心，目的乃為本港新成立的高科技公司提供支援服務。此外，政府又正研究設立科學園的可行性，並且將於今年夏天推行一個耗資二億元的計劃，資助本港廠商進行工業研究及發展的計劃。另外，政府將聯同私人機構進行一特別研究發展計劃，旨在鼓勵一些較有遠見的公司提高其科技水平。

港督強調政府深切了解工業與科技間不可或缺的重要關係；政府最近成立了一個新的工業及科技發展局。他說：「工業及科技發展局將會在重要的工業問題上，為本港廠商提供專業意見，該局在本港工業發展上所扮演的角色將是舉足輕重的。」

港督總結時稱，香港工業本身也正在作出各種轉變，以維持本港工業的競爭力。今後，本港工業將更側重在設計、品質及科技三方面。



港督衛奕信勳爵與會長梁欽榮在席上談笑甚歡。



會長梁欽榮在歡宴港督衛奕信勳爵伉儷席上致辭。

最後，港督表示政府定必繼續支持本會在鼓勵本港廠商致力發展新產品、發展工業教育及促進本港與海外投資合作等方面的工作。

宴會上，工商司周德熙並主持本會徵求會員運動授旗儀式。全體會董分為五隊，分別由本會五位副會長為隊長。本會希望透過徵求會員運動，進一步擴展會員數目及加強代表性。

其他出席的嘉賓計有美國商會會長馬田伉儷、印度商會主席司徒祺伉儷及

總秘書長蘇文伉儷、華商銀行公會義務秘書周振興伉儷、香港僱主聯合會主席石威廉伉儷及秘書韓武敦、加拿大商會會長Art McInnis及總幹事梁凱琴、香港日本人商會司務局長鶴岡敏哉、澳洲商會主席陳大衛伉儷及秘書長柯安斐、香港食品委員會副會長李廣林伉儷及何焯銳伉儷、香港漂染印整理業總會主席容可尊伉儷及副主席關幹華、香港電子協會主席李樹強、香港觀塘工商業聯合會名譽會長甄元昌伉儷、香港鐵廠商會會長李秀恒伉儷、港九電器商聯會主席蔡頌鴻伉儷、香港印刷業商會主席葉裕彬伉儷、香港製衣業總商會秘書顏其信伉儷、香港出口商會副主席孫啟烈伉儷、港九塑膠製造商聯合會主席梁祺祐伉儷，以及美國、德國、英國、加拿大、荷蘭、新加坡、澳洲、墨西哥及芬蘭等駐港總領事及商務專員，場面熱鬧，盛極一時。

主方其他出席者計有常務會董尹德勝、魯廣雄、羅展、楊木盛、呂明華、劉文煒、劉雨亭、蔡衍濤、李世榮、朱本善及林輝實伉儷；會董蔡德河、霍華彬、黃桂、梁中力、陳鴻基、楊孫西伉儷、周潤賞伉儷、柳子元伉儷、黃慶苗伉儷、黃可嘉伉儷、洗漢鑽夫人、蘇衍樑伉儷、馬介璋伉儷、孫佐民、林學甫伉儷、李雨川伉儷、趙振邦伉儷、鄭帝倫、馮元侃、黎永添、李漢忠、李仲潮、薛濟傑、趙耀祖伉儷、周朝瑞、鄧易行、劉漢華伉儷、丁午壽、李明生及周林邦伉儷，小組主席鄧友德、曹金霖伉儷、嚴燦枝伉儷、何煜榮及高劍清；出席政府機構及有關工商團體代表邵偉伉儷；以及代表黃友嘉伉儷和曾民德等。

本會對九二至九三年 預算案之意見

財政司麥高樂於三月四日在立法局會議上發表其首份預算案。對於政府將於新財政年度內在經濟及公共財務政策方面採取謹慎的方法及策略，本會原則上支持。然而，本會對政府在備有充裕盈餘的情況下增加利得稅有所保留。

九一年之經濟表現

麥高樂於預算案中，指出九一年的本地生產總值增長率為4%，而帶動經濟活動增長的最顯著因素，乃中英雙方簽訂機場核心計劃諒解備忘錄所產生的正面影響。

九一年，甲類消費物價指數增長率為12%，而投資開支的實質增幅達10%，其中生產設備及機器的投資更顯著增加達18%。九〇年轉口貿易增長16%，而九一年表現則令人鼓舞，總值上升26%，佔總出口的70%。至於本地出口方面，復甦速度則較為緩慢，去年只有少於1%的增長。

九二年經濟展望

財政司指出近年本港的經濟成就，大部份是由於本港在中國逐漸得到更多貿易和投資的機會，以及珠江三角洲冒起成為亞洲「第五條小龍」所致。他並預計本年之出口總值將增加14%，其中轉口會上升20%，而本地產品出口則增加2%。由於預算案對經濟增長前景的預測樂觀，預期本地生產總值今年將有5%的實質增長。

至於通貨膨脹問題，麥高樂估計甲類消費物價指數將平均增加9.5%。他解釋通脹問題並非由聯繫匯率或政府開支所引致，而主要是由於資源整體缺乏，從而加劇通脹。正是由於這個緣

故，政府已實施一項審慎的輸入外地勞工計劃。

預算案之策略

在實施新措施及其他調整之前，政府在九二至九三年度的收入總額為1,276億元，較九一至九二年度原來的預算高出20.3%，而來年將會有大約40億元的盈餘。九二至九三年度財政預算案建議的增稅措施包括公司利得稅增加1%（即上升至17.5%）；差餉增加0.5%；煙草、含酒精飲品及酒精以及碳氫油類稅各增加10%；博彩稅增加0.5%至1%；印花稅擴至認股權證的買賣或轉讓及住宅樓宇買賣合約；以及遊艇柴油稅擴至本地註冊遊艇。至於減稅措施則包括把薪俸稅免稅總額提高12%；股票交易印花稅降低0.1%；取消不含酒精飲品及電影娛樂稅；以及豁免巴士公司柴油稅。寬減的稅項措施將使政府的收入減少18億元，而增稅措施則為政府收益增加29億元。

本會之意見

本會常務會董會最近就九二至九三年度預算案進行討論。本會雖然指出預算案仍有尚待改善的地方，但仍一致贊成對整體預算案表示支持。

本會雖然原則上贊成預算案，但仍要求政府取消增加差餉0.5%，及保留原有的差餉寬減措施。本會亦認為政府應考慮將個人免稅額合理地提高，以減輕市民大眾尤其是中產階層的生活負擔。

尤與工商業有關的利得稅，本會明確表示不贊成增加該項稅率至17.5%的擬議，但仍會勉強地予以接納。本會認

為增加1%利得稅的絕對數值對經濟及工商界雖未帶來即時不利的影響，但政府應確保投資的環境得以保持，並應防增加利得稅一事會令投資者誤解，不利再投資。

本會指出，近年香港不斷受到不利的內外因素所困擾，這些因素包括美國普通三〇一法案項下實施的懲罰性關稅及有條件地延續中國最惠國地位、本港勞工短缺及通脹高企等。不少到港投資的意欲亦因此而被削弱。此時增加利得稅率只會進一步桎梏外商的投資及再投資，實是不合時宜。本會希望本年度增加利得稅不會形成日後有先例可援。畢竟，政府盈餘仍見可觀，增加利得稅率的理由難以成立。

港府於九二至九三年度預算案中，並未為鼓勵工商業投資及協助本港廠家進行科技發展、革新或研究而作出稅務優惠安排，本會對此感到失望。由於香港正朝著科技密集工業發展，故此這方面的稅務優惠是極其重要的。

通脹問題雖然已有所改善，而去年底之通脹率亦保持穩定，但本會並未如預算案般樂觀。本會預期香港來年仍要面對兩位數的通脹率，這比率更可能因大型基建工程的展開而進一步上揚，故此港府應繼續致力打擊通脹。至於豁免稅項如不含酒精飲品稅、電影娛樂稅及巴士公司的柴油稅等，本會表示歡迎，並相信此舉有助減輕一般市民的負擔及紓緩通脹壓力。

在增加稅收方面，本會認為港府應致力堵塞稅務漏洞，打擊逃稅及避稅問題，從而減少社會上出現的不公平情況。另一方面，本會重申政府在提高公務員工作效率的同時，對工作分配及人力調動方面應作出更靈活的安排。

廠商會動態

貿易署署長講論香港外貿展望

本會為加強與貿易署的聯繫，邀得該署署長曾蔭權於二月二十七日出席會董會晚宴，並就「香港在一九九二年對外貿易的展望」發表演說。

曾蔭權致辭時表示，今年將是香港對外貿易充滿機會和不穩定因素的一年，並謂香港在一個新的世界經濟體系正在形成的過程中，無可避免地會面臨新的挑戰。

他認為九二年最具影響的貿易事項，無疑是烏拉圭回合談判，並對其已進行了五年多而仍進展緩慢表示擔心。他說：「有人甚至恐怕談判會最後失敗，因而形成依區域而組成的貿易壁壘。談判成功會對維持世界貿易秩序的穩定有極大幫助，更可推進關貿總協定的自由貿易精神。」

對於美國是否仍然繼續給予中國最惠國地位的問題，曾蔭權指出雖然美國參議院以59票贊成對39票反對通過，在今年繼續給予中國最惠國地位時要附上條款，但由於贊成票不足三分二，故美國總統布殊極有機會順利地運用其否決權。他強調香港政府會繼續游說工作，確保美國政府在決定是否給予中國最惠國地位時，同時考慮香港的利益。

此外，他又就港商開拓海外市場提出意見。他認為歐洲共同體一體化，可能會導致共同體因防止來自非共同體的競爭，而對本身工業採取更嚴厲的保護主義。至於東歐國家雖然存在着各種不利因素，但他認為東歐市場的潛力是無可置疑的。

最後，對於亞太地區在九十年代的貿易前景，他表示相當樂觀。他指出，亞太區已進入和平、政治穩定的年代，而各國亦已在不同程度上採取了開放市場政策，故面對北美及歐洲經濟放緩，亞太市場將更成為香港出口的重要支柱。

本會會長梁欽榮致辭時表示，雖然本港工資面對不少挑戰，但本會作為本港主要團體之一，一直以來都抱着積極的態度去應付各種問題。例如最近獲得圓滿解決的特別三〇一條款問題，本會就曾先後與有關行業的會員進行多次討論，深入了解個別行業的情況，研究可



本會接待德國記者訪問團。

能受到影響的程度及作出對策，最後更匯集有關意見並致函美國當局，詳細解釋本港實際情況，期使美國終止特別三〇一條款行動。

就中國最惠國待遇問題，他透露本會將聯同其他主要工商團體組團前赴美國進行游說工作，藉此加深美國當局對中港關係的了解，以及反映香港可能受到的衝擊，希望美國能繼續給予中國最惠國待遇。

最後，他呼籲政府與工商團體加強溝通，增進了解，衷誠合作，同心協力去克服各種困難，為香港的繁榮安定而努力。

陪同曾蔭權出席晚宴的嘉賓尚有貿易署副署長（多邊貿易部）劉勵超及助理署長（歐洲部）關錫寧。

本會除梁欽榮外，出席晚宴的尚有副會長梁乃榮、葉慶忠及周敏；名譽會長胡文瀚、司徒輝、朱祖涵及倪少傑；常務會董魯廣雄、羅展、黃丙西、鄭正訓、楊木盛、劉文煒、劉雨亭、蔡衍濤、李世奕、朱本善及林輝實；會董霍華彬、梁中力、曾金城、周克強、堵經滿、楊孫西、周潤賞、蘇衍樑、馬介璋、陳福慶、林學甫、李雨川、趙振邦、鄭帝倫、翁祐、馮元侃、黎永添、馮繼海、李漢忠、劉謙齋、薛濟傑、趙耀祖、周朝瑞、鄧易行、劉漢華、李明生及周林邦；以及小組主席鄧友德、曹金霖及嚴燦枝。

德國新聞界訪問本會

來自德國的經濟記者20多人，於三月三日訪問本會，由本會會長梁欽榮、名譽會長胡文瀚及常務會董劉文煒接待。

會議上，德國記者對香港及其在亞太區的地位以及香港與南中國的關係，均表興趣，並就香港與亞洲國家及歐洲（包括德國）的貿易前景發問。

梁欽榮向與會者指稱，自從中國在一九七八年起實施開放政策，鼓勵外商前往投資，本港廠商由於面對勞工短缺問題，故逐漸將勞工密集工序遷往內地進行，而香港則發展科技密集工業。目前香港廠商單在珠江三角洲內僱用的工人已達300萬人，是香港製造業勞工的四倍。他說香港已警覺到單倚賴美國等傳統市場所帶來的禍害，故此致力開拓更加多元化的海外市場如日本及亞太區國家。

梁欽榮並向德國新聞界表示，德國商人若在香港或中國投資，好處包括有廉價和勤勞的工人及可接近亞太區市場。他謂港府已成立工業技術發展局，希望可藉此推廣本港的高科技工業。

談及歐洲市場一體化時，梁欽榮稱這個龐大的市場相信將是香港的主要市場，而且頗具潛力，香港主要製造的高檔輕工業消費品，極適合歐洲市場。

最後，對於有稱本港製造業已不及服務業和金融業，梁欽榮則謂雖然目前服務業及金融業似凌駕製造業，但若沒有製造業在背後的支持，相信金融業及服務業的發展不能如目前般蓬勃，故製造業仍是本港經濟的重要支柱。

本會觀塘辦事處擴充營業

本會為加強簽證服務，最近擴充觀塘辦事處，並於三月十二日舉行開幕儀式，由本會副會長周敏主持剪綵。

周敏致辭時表示，本會擴充觀塘分區辦事處的目的，一方面是為配合該區對簽證服務需求日益增加，另一方面則是連同本會中區的總辦事處和原有的旺角、尖沙咀、尖沙咀東部及荃灣分區辦事處，為會員和工商界人士提供電腦化的產地來源證簽發服務及與會員保持緊密聯繫。他說本會將繼續密切注意各地區的需求，必要時亦將增加辦事處的數目，以應所需。

此外，他指出本會過去數年所簽發的來源證數量均持續增長，而觀塘區的簽證數目增長尤其顯著；他希望藉着新辦事處擴充營業，能夠提供更廣泛和快捷的服務。

他續稱本會作為簽證協調委員會的



本會副會長周敏為本會觀塘辦事處主持擴充開幕儀式。

會員，與貿易署及政府核准的其他簽發來源證機構一向保持緊密合作，統一及協調有關運作，並就有關政策交換意見；簽證協調委員會轄下的技術工作小組正不斷努力檢討各類產品的產地來源標準及改善現行制度，以配合新發展。

最後，他透露本會現正研究成立檢定中心及產地來源證業務推廣小組，專責研究拓展有關的服務。

出席開幕儀式的嘉賓計有觀塘區議



本會會長梁欽榮（中）在接待中國國際貿易促進會代表團的會議上表示，本港廠家應熟悉國內的改革及經濟政策，以尋求及拓展業務機會。

會主席林珩輝；香港觀塘工商業聯合會榮譽會長楊孫西；會董吳世泰及席正林；副會長岑永生；本會名譽會長胡文瀚及雷康侯；常務會董羅展、黃丙西、蔡衍濤及李世奕；會董梁中力、曾金城、黃可嘉、蘇衍樑、孫佐民、林學甫、黎永添、趙耀祖及周林邦；小組主席鄭友德及嚴燦枝；以及會員鄭文彪。

中國國際貿易促進會代表團

中國國際貿易促進會代表團一行十三人，在該會會長鄭鴻業的率領下，於二月二十五日到訪本會。本會會長梁欽榮；副會長葉慶忠；常務會董羅展、黃丙西、蔡衍濤、李世奕及朱本善；會董曾金城、周潤貴、李漢忠、薛濟傑及趙耀祖；以及會員蔡法培及劉漢欽在場接待。

鄭鴻業在會議上就中美關係發表意見。他認為特別三〇一事件之得到解決，顯示中美雙方在貿易糾紛的排解上有所進展。

對於無條件延續中國的最惠國地位，鄭鴻業認為問題一旦獲得解決，中美兩國均可受惠，而美國屆時便可繼續享用質優價廉的中國產品。然而，他對該事件在美國被政治化表示擔心，並指出中國將盡力確保最惠國地位得到延續，但並不會接納任何不公平或不合理的條件。

梁欽榮認為國內的變化對中港的經濟及貿易關係將有決定性的影響，本港廠家應熟悉其改革及經濟政策，以尋求及拓展業務機會。

斗門代表團

由中共斗門縣委員會副書記黃國琛率領的斗門縣人民政府代表團一行九人，於二月二十八日到訪本會，獲得本會會長梁欽榮、常務會董羅展及李世奕，以及會董蘇衍樑接待。

會議上，黃國琛介紹斗門的經濟狀況及發展。他表示代表團此行目的是為當地與香港建立密切的關係，以及吸引本港公司進一步投資。

德國法蘭克福代表團

法蘭克福代表團一行九人，在該市議員Martin Wentz率領下，於二月二十七日蒞會訪問；由本會會長梁欽榮以及常務會董劉文煒及李世奕接待。



本會會長梁欽榮（右）致送紀念錦旗予德國法蘭克福市議員Martin Wentz。

會議上，Martin Wentz指稱法蘭克福市為一個國際城市，在歐洲擁有完善的分銷網絡，實為拓展歐洲市場的理想基地。梁欽榮認為德國在一九八九年

的統一，加上歐洲單一市場的成立，將締造出很多貿易和投資機會。雙方除了就現時的經濟發展進行交流外，更同意加強日後更緊密的合作。

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工業概況

工作生活質素

香港生產力促進局的管理顧問服務部最近發表一個有關香港工作生活質素的報告。該份題為《香港工作生活質素檢討》(A Review of the Quality of Working Life in Hong Kong)的刊物集中討論提高工作生活質素的數個項目，當中包括僱傭溝通、僱員福利、訓練、晉升前途、工作時間及質素提升計劃等。

何謂工作生活質素？

工作生活質素意指一處更好的工作及生活空間，是足以影響人們生活、工作態度及生活方式的一種演變狀態，顧及到人類的需要及組織的效能。可是，這概念會隨着時間及不同的社會而有所改變。在香港，工作生活質素的重要性已越見顯著。

在港的發展

為生活而工作

在七十年代以前，香港失業率高企，當時的港人所關心的主要是如何謀生。工廠僱用大批未受過教育或教育程度低的工人，從事簡單手作，大量生產，而僱用條件及工作環境差劣，很多僱主並且採用獨裁方式管理。當時的勞資關係強差人意，但有關方面卻並未為建立良好的關係而作出努力。在這階段，人們工作只為謀生。

首重生活，工作繼之

踏入七十年代，香港隨着迅速的業務發展及工業化，演變成一國際城市。失業率不斷下降，經濟漸趨蓬勃，人們生活更富裕，並達至更高的教育水平，工人所關注的除了僱用條件外，還有工作環境。

迅速的經濟增長以及工人在態度方面的轉變，導致對勞工的需求殷切、工資暴漲及勞工的流失率急升。為了配合勞工漸高的期望，政府遂釐定出一套不斷增訂的勞工法例，以保障工人的利益及安全。

自從一九七八年開始提供九年免費教育，年青一代的教育程度及期望相應提高，投身製造業的青年人相繼減少。有見及此，政府成立職業訓練局訓練人

手投身工業，並設立職業安全健康促進局，以促進工作場所的健康及安全。在這階段，人們首重生活，工作繼之。

工作與生活並重

自八十年代中期，香港經濟成就卓越，失業率降至最低水平。面對緊絀的勞工市場，一些工業嘗試引進自動化生產及改善工作生活質素以挽留工人；工作與生活變得同樣重要。然而，工作生活質素卻經常成為僱主與僱員之間發生衝突的事端，雙方因而開始尋求方法及途徑，令彼此加深了解，解決糾紛。以下是一些途徑事例。

實現工作生活質素的因素

管理階層及員工間的溝通

在這方面的發展，許多公司已採用多種途徑去促進管理階層及員工之間的溝通。為了達到交流目的，一些常見的正式集會例如會議、簡報會、討論會及聯席協商委員會都經常舉行，讓管理階層及員工藉此互相傳達訊息、觀點、關注及意見，以加深彼此間的了解。另一方面，亦可採用非正式途徑如午餐會議、野外燒烤及旅遊等社交活動，來促進管理階層與員工之間的關係。

分權／參與管理

有些公司把管理權力分散下放，令員工在決策上能培養出更強烈的投入感，對日常運作能更主動地提出改善的建議。然而，採用權力分散管理時，必須謹守兩個準則，一是管理階層須對督導人員具備信心，其次是公司要能承擔失去大規模企業經營經濟效果的損失。

僱員福利及照顧

一些公司已逐漸認識到員工福利及照顧的重要性；無論是實質與否，它都能刺激員工的士氣及歸屬感。最普遍的福利有托兒服務、康樂設施、食堂、房屋津貼及購物折扣等。

兼職工人

為解決勞工短缺問題，一些公司僱用兼職工人。

培訓

越來越多公司關注到為員工提供培訓，讓其得到最新的知識及技術，從而

對公司的運作及發展有利。公司亦認同培訓為個人事業中一個延續不斷的過程。

晉升前途

除了薪酬福利外，晉升前途便是招聘及挽留人才的另一要素。

公司精神

高昂的公司精神可以是挽留人才的一種凝聚力量。比方說，為了培養高昂的公司精神，可每週舉行一次午餐會議，邀請各階層僱員輪流與管理階層共膳。

在招聘過程中，公司必須小心甄選員工；就算是招聘從事生產的工人，總裁有時亦會參與最後甄別過程，以確保合適者當之。

公司精神並非都是那麼明顯的。有些時候，公司會鼓勵來自不同文化背景的員工，開放地發表意見，以推動員工正視影響其工作的事項。

彈性上班時間

有些公司採用彈性上班時間來減輕在繁忙時間的交通擠塞情況。

工作生活質素並不盡意味投資更多的金錢。管理階層採取一個更加以人為本的態度可使公司獲益更大。

中大畢業生就業計劃

香港中文大學學生事務處就業輔導組每年均舉辦畢業生就業計劃(Graduate Placement Program)，以協助應屆畢業生尋找工作及為僱主招聘合適的人選。今年的計劃即將展開。

就業輔導組是畢業生與僱主之間的溝通橋樑，不但向學生發放就業消息，還幫助僱主招聘員工；所提供的服務包括張貼職位空缺廣告、代僱主收集求職函件／表格，並在校內安排招聘講座、面試及筆試。

有關服務費用全免，有意者請致電609 7206與新界沙田香港中文大學學生事務處就業輔導組聯絡。

廠商申報海外收益

對於本港愈來愈多廠商將投資分散外地，香港畢馬威會計師行合夥人薛樂德指出，毛利分攤及申報海外收益是必須予以正視的問題。

根據薛樂德所言，單就分攤收益至一個以上管轄地方的可能性，已引起納稅人及其代表與稅務局間出現意見分歧。在很多情況下，個別交易所生的毛利來自不同地方。拿去銷香港以外地方的貨物為例，其製造及加工工序可能會部份在香港，部份在外地進行。現時稅務條例內雖沒有特別法則針對此等情況，但並不排除分攤毛利的需要。

分攤毛利的可行性取決於是否能確定在各個工序中所獲的盈利。明顯地，若要使分攤盈利成為可行的事，納稅人必須能證明：

一、業務活動在香港及以外地方進行；
二、盈利來自個別活動，因而來自在香港及以外地方進行的運作；及

三、從整體運作所得盈利並非不能分割。

對於在國內製造經香港辦事處銷售

的貨物，以上的原則是可付諸實行的。然而，廠商應小心分辨出兩個不同的情況，一是貨物透過國內一獨立機構以正常價格從事製造，另一是典型的「合作」協議，由香港機構供應原料、機械、技術顧問及督導等，而國內則提供勞工及廠房。前者是一項貿易活動，須在買賣合約生效的地方繳付利得稅；後者則為需要進行分攤的一個個案。

這個案出現的問題，是如何決定國內製造活動佔總盈利的多寡。論證顯示，納稅人是決定有關分配最適合不過的人選，而他對各個工序所生的盈利亦應能合理地予以推究。然而，稅務局會採取一個簡單的方法，對有關分攤盈利的個案引用既定的程式處理，當中便可能牽涉有關公平的問題。稅務局已清楚地指出，對於在本港出售的產品，儘管部份盈利得自在香港以外地方進行的製造活動，該局將不會接納分攤。

由以上爭辯所得的結論，是在香港以外地方進行製造或有關活動的納稅人，應認真考慮對海外收益作出申報。

此舉進一步帶出另一個問題，就是那些能按分攤準則申報海外收益的納稅人，是否應考慮重翻前數年的評估。稅務條例容許納稅人重翻近六年內任何一年出錯的評估。但若果在填寫原來的收

益申報書時，是依循當時的普遍慣例進行的話，則任何更正將不予接納。稅務局大可以這理由來拒絕任何重翻已結算評估的提議。然而，機會仍是有的，廠商應認真地考慮申報海外收益的意念。

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，勞動市場稍為緊張。

一九九一年十月至十二月經季節性調整的失業率為1.8%，九〇年同期為1.4%，而九一年七月至九月則為2.1%。

九一年十月至十二月經季節性調整的失業人數估計為51,900人，九〇年同期為37,700人，而九一年七月至九月則為57,700人。

	九一年 十月至十二月	九一年 七月至九月	九〇年 十月至十二月
失業率	1.8%	2.1%	1.4%
失業人數	51,900	57,700	37,700

環境問題

空氣污染管制法例

在《對抗污染莫遲疑》白皮書中，政府表明有意修訂現行的空氣污染管制條例，以期能採取更有效率及果效的行動，改善空氣質素。

一九九〇年中，政府以限制使用工業用燃油來大大增強空氣污染管制條例的效力。本年初，政府有意進一步修改該項條例，並發表有關空氣污染管制（修訂）條例草案及用以簽發空氣污染消滅通知書的技術備忘錄之諮詢文件，以收集公眾對條例修訂的意見。

草案擬議的修訂包括擴大管制範圍，將影響環境的石棉塵及產生逸溢性噴霧的污染空氣活動，納入管制之列；採納技術備忘錄，管制不曾領有指定工序牌照的固定空氣污染來源；對原先獲准免受牌照管轄的指定工序收緊管制；

頒佈將若干工序列為指定工序；改善及簡化條例中若干條文；以及修改條例內原來有關罰則及上訴條文。

修訂項目着重重新界定空氣污染管制條例內條文的詞彙及所列活動之含意，以收緊及擴大空氣污染管制的規定標準。草案並建議賦予規劃環境地政司權力，俾能簽發技術備忘錄，公佈空氣管制區內各處地點的不同空氣質素指標。指定工序牌照申請者必須向當局提交一份空氣污染管制計劃書，內載污染物來源及污染控制設備的說明及技術細則，以及對附近環境影響之評估。修訂條例草案並附加了數項有關刑罰及石棉塵管制的新訂條文及章節。

本會環境污染問題諮詢委員會曾對修訂草案內各項建議進行討論，並同意草案提出的原則。然而，本會認為草案仍有可待改善之處。

首先，本會認為部份條文中的詞彙

含義及解釋過於含糊，在執行法例時容易造成混淆。

另外，對於建議中為協助環境保護署管制石棉塵而成立的石棉管理小組委員會之權力，本會表示憂慮。該委員會只是政府行政架構內一個諮詢性組織，卻被賦予一如最高法院的法定權力及優越地位，本會懷疑這樣的安排是否恰當。再者，行政應與司法權力劃分清楚；將兩者混淆及重疊容易引致濫用權力。

最後，本會注意到部份草擬中的技術備忘錄指標是以外國標準為基礎（決定由固定來源發出空氣污染物便是一例）。本會認為雖然本地廠商在遵行現行有關標準方面不會遇到問題，但一旦外國的標準有所改變，他們就未必能即時知悉有關修改而予以遵行，因此政府應向工業界詳細解釋技術備忘錄，並就技術備忘錄全部或部份內容之任何修改通知有關人士。

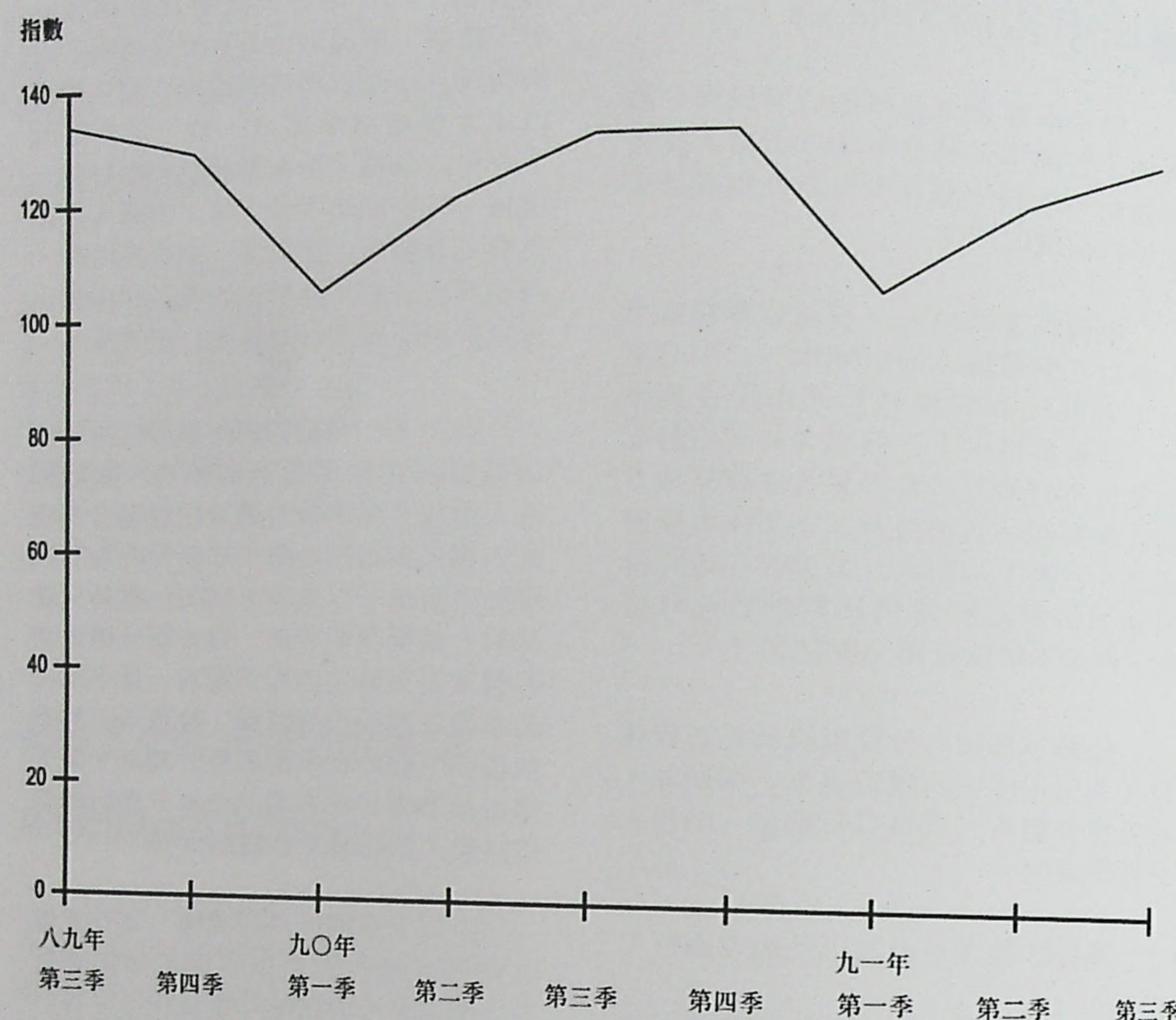
經濟消息

工業生產遞增

根據政府統計處發表的《工業生產按季指數報告》顯示，一九九一年第三季的工業生產指數為132，與九〇年同期比較並無變動。與九一年第二季比較，第三季的工業生產指數上升十點，升幅8.2%，此升幅主要是由於季節性因素所致。

八個主要工業組別中，只有數個行業在九一年第三季的生產較九〇年同期有所增長，升幅最顯著者有紙類製品及印刷(+13.5%)；以及電動及電子零配件及機械(+11.4%)，其他呈現上升的組別包括紡織(包括針織)(+6.9%)；以及基本金屬、金屬製品及非電機機械(+3.8%)。另一方面，與九〇年同期比較，一些組別在生產上有下降跡象，其中包括衣着、針織品及鞋類除外(-5.8%)；以及食品、飲品及煙草(-5.2%)，而化學製品、橡膠製品、塑膠製品及非金屬礦產製品以及電器及電子用具、專業及光學儀器組別則沒有變動。

九一年第三季與第二季比較，除了食品、飲品及煙草組別外，其他所有主要工業組別的生產均告上升，升幅最顯著者有紡織(包括針織)(+19.7%)；紙類製品及印刷(+15.2%)；化學製品、橡膠製品、塑膠製品及非金屬礦產製品



所有製造工業生產按季指數 (八六年 = 100)

(+14.5%)；以及衣着、針織品及鞋類除外(+8.7%)。然而，食品、飲品及煙草組別則有所下降(-2.7%)。

指數計算是以八六年為基準年。按市場組別分類的生產指數，是用以顯示

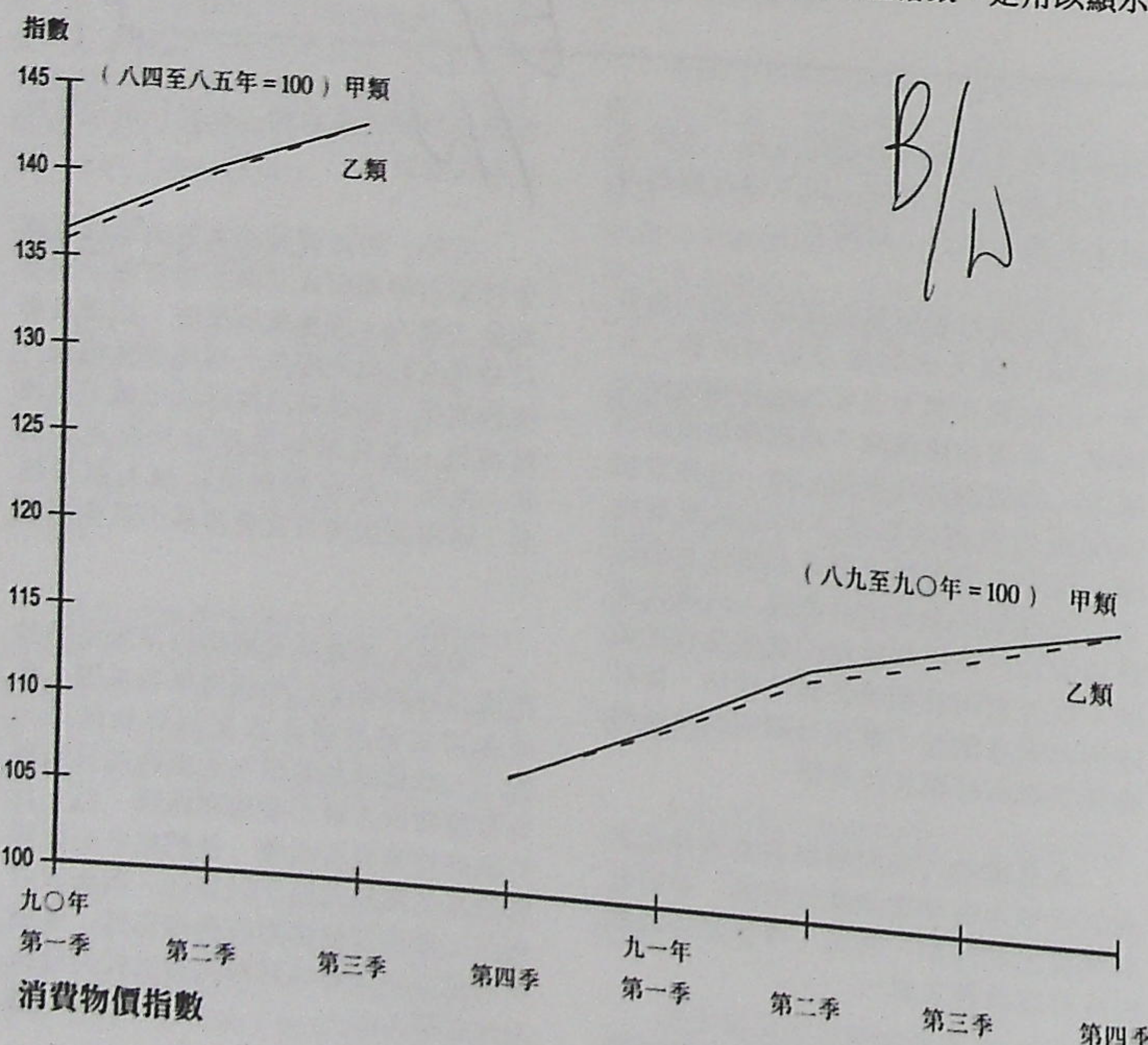
按產品最終用途分類的工業組別在固定價格下的生產變動，而指數亦可用作分析工業活動趨勢的現行指標。

第四季消費物價指數

以一九八九至九〇年為基期的九一年第四季甲類及乙類消費物價指數平均分別為117.7及117.6，較同年第三季分別上升1.4%及1.9%。

與九一年第三季比較，衣服項目在第四季的甲類及乙類指數分別顯著上升4.0%及3.9%，這是由於百貨公司及時裝店在夏季大減價後，男女裝外衣價格上升所致，服務項目亦有較大的升幅，甲類及乙類指數分別上升3.8%及3.1%，升幅原因是醫療、理髮及家傭服務收費，以及聖誕節及新年假期期間的士高入場費提升所致。此外，一些私人樓宇租金上漲，以致住屋項目的甲類及乙類指數分別顯著上升2.4%及3.0%，其他項目包括糧食、燃料及電力、煙酒、耐用物品及交通均呈溫和上升。

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



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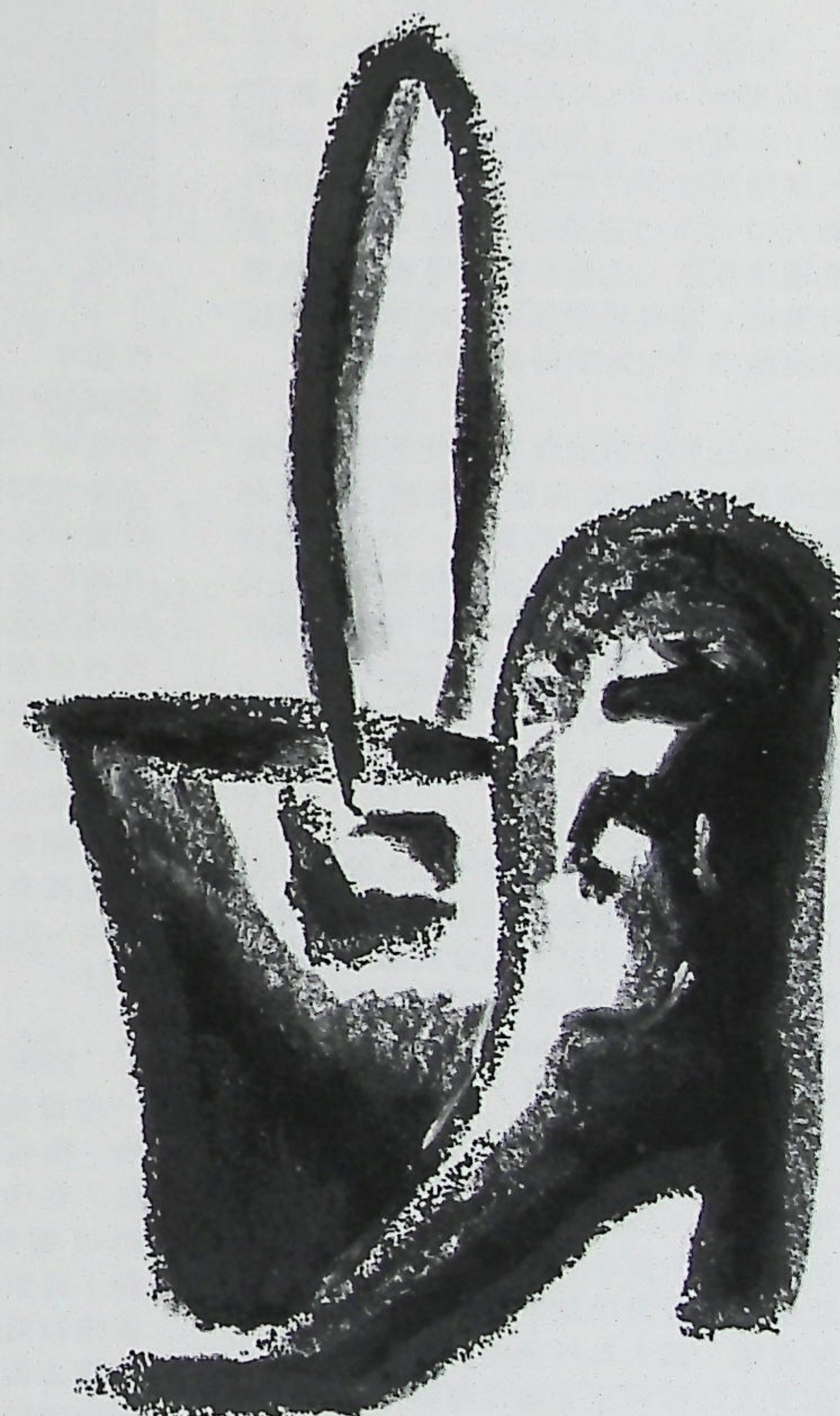
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投資國家

印尼

印尼是世界上最大的群島，由蘇門答臘、爪哇、加里曼丹、蘇拉威西及伊里安查亞等五個主要島嶼以及約30個較小的群島所組成，大小島嶼共約13,000個，其中約6,000個有人居住。印尼位於兩個大陸的交匯要塞，擁有安定的社會、政治及經濟環境。近年來，當地已不再過份倚賴石油，而轉為以出口製品及服務來帶動經濟增長。

該國人口估計為1億7,900萬，其大量的勞工估計有7,400萬人。近數十年，印尼的出生率達2.1%，加上當地人逐漸脫離鄉村生活，以致具潛力的勞動人口每年增長接近240萬。對於工資及僱用條件，工會及僱主可自發性地進行協商，達成集體協定，此等協定須經政府核准，有效期最長三年。

印尼對外匯並沒有任何管制，投資者可自由調動資金進出國家，或把利潤、招聘海外僱員的費用、支出（借貸本金及利息、專利稅及技術費用等）及成本調回本國，調動外匯以先亦毋需任何許可證。

投資政策

政府歡迎國內及海外私人投資，認為海外投資是引進現代科技及建立國內（特別是土生印尼人）企業能力的一個方法。當局特別成立投資協調局（Investment Co-ordinating Board）這政府機關來協調資本投資。

在過去數年，印尼政府已宣佈多項寬限措施，以提高當地製造業的效率及在國際間的競爭力，主要的寬限政策包括便利的投資申請手續、放寬限制外國所有權、擴大為外資提供的業務範圍、減少入口專利及非關稅壁壘、撤消向轉口貨品徵收關稅，及向以出口為主導的投資賦以特權。

印尼推行新訂標準，以確保知識產權，包括電腦軟件、印刷品及藝術品的版權得到保障。

優惠

為了鼓勵投資，印尼為工業界提供一系列的優惠和保證。當局雖然並沒有給予投資者任何特別的稅收減免，但生產壽命超過一年的資產則享有可觀的



印尼正迅速發展成一主要商業中心。

折舊率（大部份設備都會按餘額遞減法遞減25%）。企業設立業務及發行股本的費用，可根據折舊後價值計算方法，以每年50%的比率分期注銷。然而，這些費用亦可當作一般業務開支計算，在有關年度內悉數報銷。此外，輸入資本財貨及原料亦可獲豁免繳納所得稅；前者有效期至商業生產開始當日為止；後者則由商業生產開始當日起計一年內。輸入機械、設備、備件及輔助設備等資本財貨以及供兩整年生產用的原料，均可獲豁免或減免入口稅。進口與生產過程直接有關的資本財貨，可延遲繳付增值稅，但這並不適用於壽命多於一年的備件。

印尼亦為以出口為主導的生產提供優惠。為製造出口貨品而購買貨物、物料及服務的廠商，可獲退還增值稅，在印尼設立的任何國家及合資公司都可獲補助達14%至14.5%的出口信貸。若果進口貨物的價格較類似的當地貨物為低，製造商也可入口原料及中間貨物去製造出口貨品。公司出口產品不少於65%都可獲額外的便利，包括：

- 一、外國投資者在初期可控制資本所有權達95%。
- 二、公司的機械、機械工具及原料可獲全部豁免入口稅及增值稅。
- 三、公司購買當地貨品及物料來製造出口貨品，可獲豁免增值稅及奢侈品稅。
- 四、公司可入口一切需要的物料，而不採用類似的當地產品。

保稅區

為了吸引外國投資以出口為主導的工業，以及加強對外貿易，印尼在重要的地方設立免稅或保稅區。保稅區融合了自由貿易區及工業埠的特點，並備有貨物裝卸處理、航運及通訊，廠商可免稅進口、貯存及轉運貨物及組件來生產出口貨品。

保稅區意指在印尼的關稅地區內，毋須先課關稅、國內商品稅或其他國家稅項，亦不需申領進口牌照或經過檢查，而能用以貯存或加工處理進口貨品的地方。

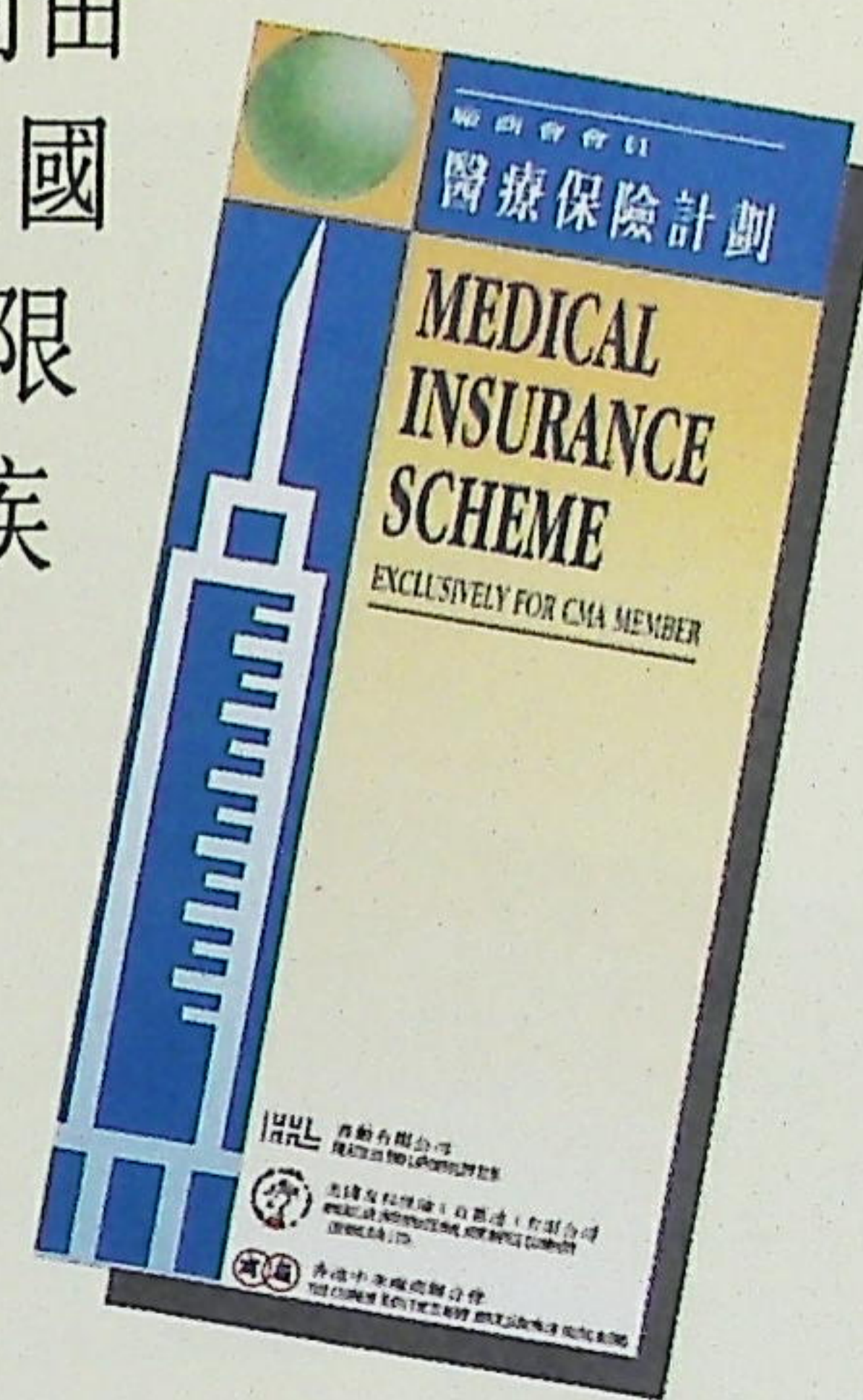
經過或不曾經過加工的入口貨品再轉口往海外，可獲豁免關稅、國內商品稅或其他國家稅項，但若果把貨品由保稅區輸入印尼的關稅地區內，便要繳付這些稅項。保稅區內的公司至少須把85%的產品出口。輸入印尼關稅地區的貨品，若隨後再進口保稅區留待出口的貨品，均可獲退回關稅及附加費。

投資協調局是負責處理投資申請、審核及投資服務的唯一政府機關。有興趣者可與該局聯絡，地址為JI Gatot Subroto No. 44, Jakarta, Indonesia [電話：(021) 512008；圖文傳真：(021) 514 945]。

【資料：印尼耶加達投資協調局（The Investment Co-ordinating Board, Jakarta, Indonesia）】

廠商會會員 醫療保險計劃

為協助會員更全面性地提供員工福利，以提高員工生產力及歸屬感，香港中華廠商聯合會特別推出一個專為會員而設的醫療保險計劃。此計劃由喜齡有限公司策劃，美國友邦保險（百慕達）有限公司承保。專為僱員因疾病及意外受傷而需住院、施行手術及其他醫療費用，提供賠償。另外，計劃本身亦可附加門診及人壽保險。



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香港中華廠商聯合會 劉尉倫小姐 電話：542 8600

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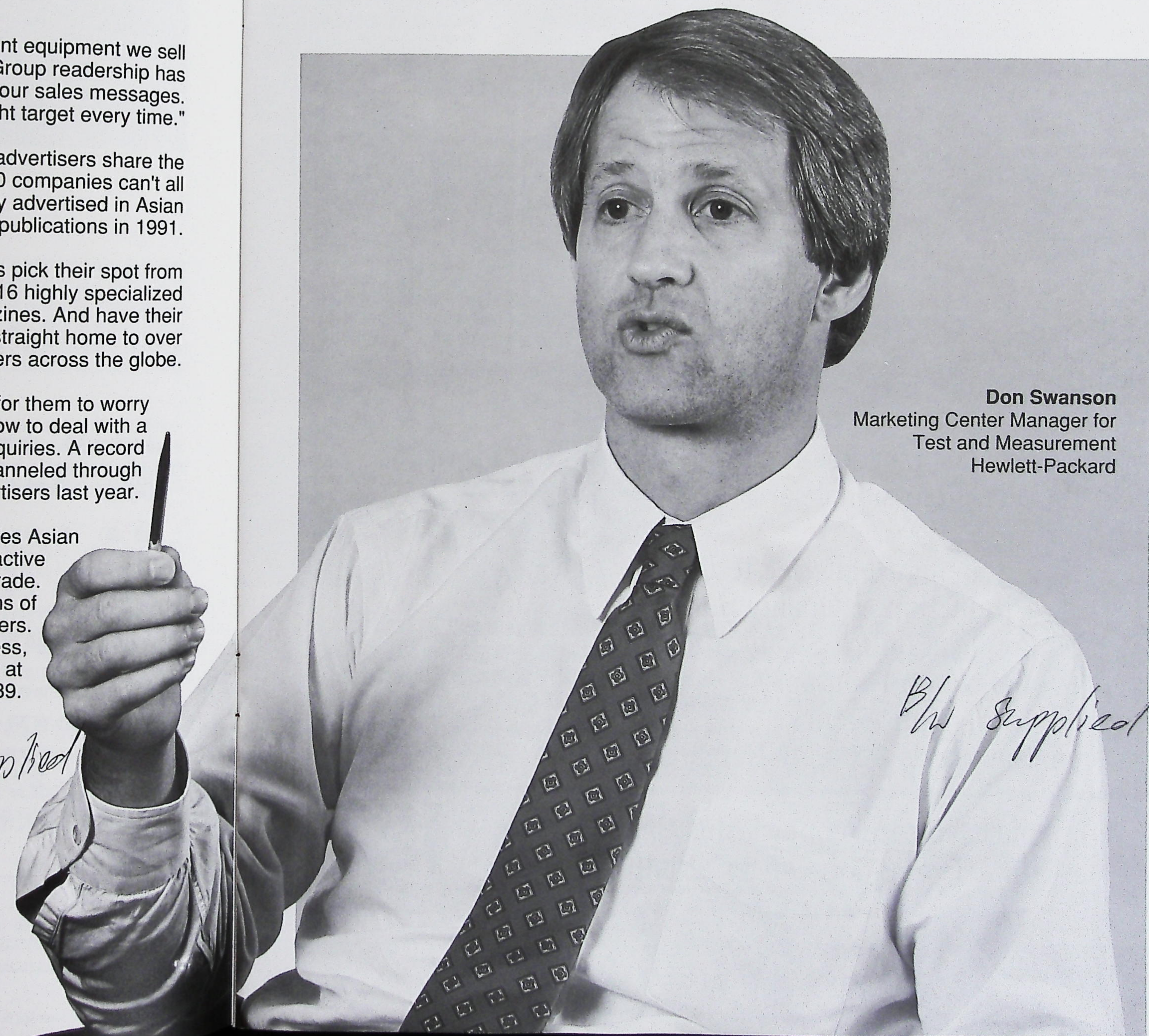
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貿易概況

貿易署簡介現已出版

最新一期的貿易署簡介現已出版，供市民免費索閱。

這本手冊形式的刊物厚達90頁，載有詳盡及最新的資料，介紹所有由貿易署、香港政府海外辦事處及其他本港機構團體提供的一切商貿服務。

這本簡介亦刊載了由其他政府部門執行的進出口管制、香港對外貿易統計數據，以及貿易署提供的各項服務收費表。

簡介備有中、英文版，有興趣者可到九龍旺角彌敦道700號貿易署大樓地下詢問處免費索閱。查詢請致電398 5602與該署聯絡。

馬來西亞國際展覽會

由馬來西亞廠商聯合會舉辦的第五屆馬來西亞國際展覽會將於十月六日至十一日假吉隆坡 Putra World Trade Centre舉行。



最新一期的貿易署簡介現已出版，供業界免費索閱。

展品共分兩個組別：工業產品組別包括在馬來西亞及鄰近國家用以發展工業的多種科技、機械及設備，而消費品組別則有一系列的一般消費品。

有意參展的會員可與主辦機構聯絡，地址為17/F Wisma Sime Darby, Jalan Raja Laut, PO Box 12194, 50770 Kuala Lumpur, Malaysia (電話：03-2931244；圖文傳真：03-2935105)。

本會亦備有報名表格可供索取，請致電542 8600內線824向本會行政助理雷美玲查詢。

國際設計座談會

第三屆國際設計座談會(The 3rd International Design Forum)將於十月二十一日至二十五日在新加坡舉行，項目包括一個為期五天的展覽會，以及一個由十月二十一日至二十三日舉行的三天討論會。是次的主题是「設計開創成功之路」(「Design Shapes Success」)，目的是為設計師及製造商提供如何吸引消費者的新概念。有興趣者可致電528 6185與新加坡貿易發展局參贊孫秀美女士聯絡。

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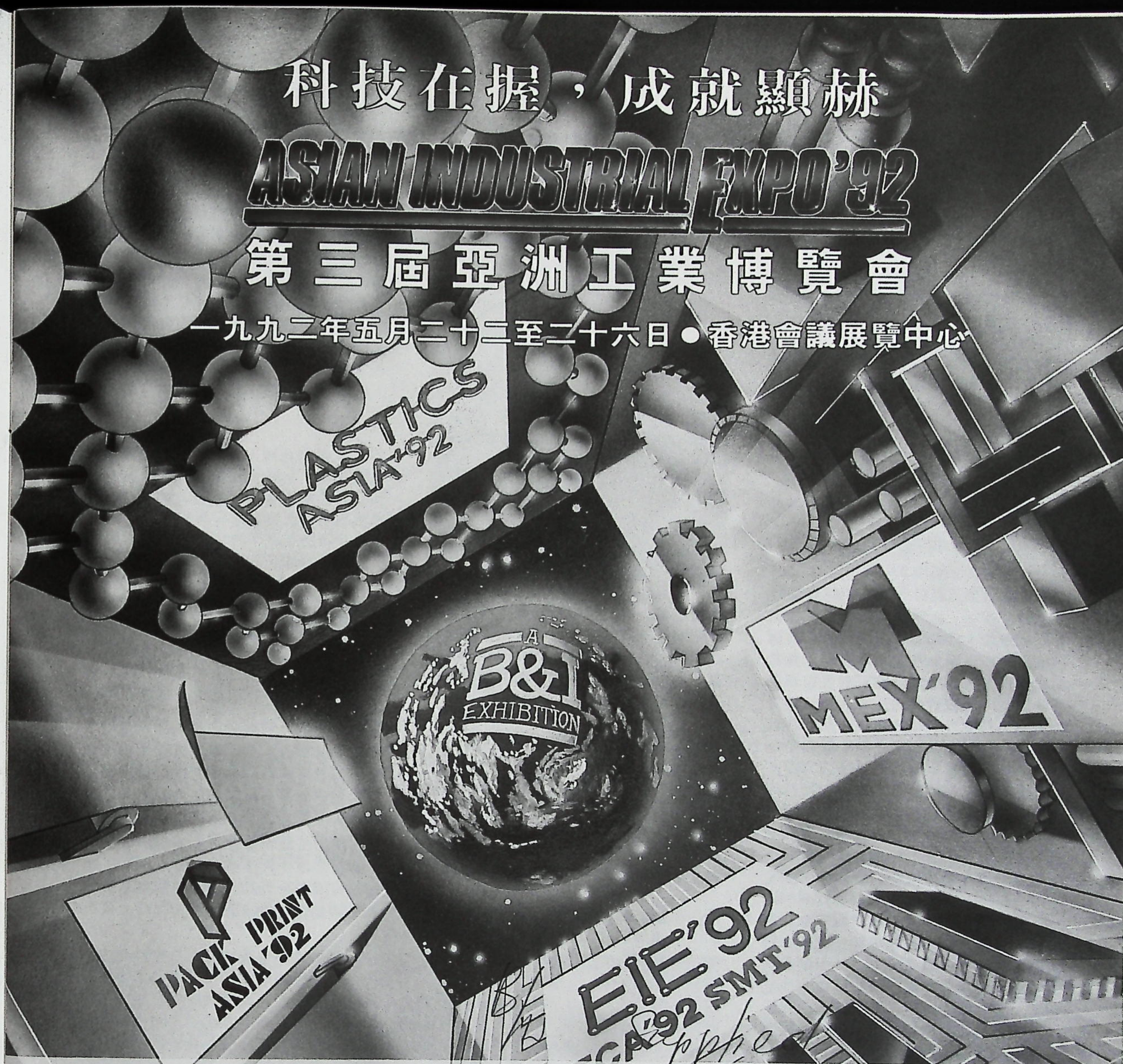


科技在握，成就顯赫

ASIAN INDUSTRIAL EXPO '92

第三屆亞洲工業博覽會

一九九二年五月二十二至二十六日 ● 香港會議展覽中心



第三屆亞洲工業博覽會包括：第十三屆亞洲國際工業器材展覽會(會議展覽中心七樓) ● 第九屆亞洲國際塑膠工業展覽會(五樓) ● 第六屆亞洲國際包裝及印刷器材展覽會(五樓) ● 第九屆亞洲國際電子工業展覽會(五樓)暨第四屆亞洲國際電子零件展覽會(五樓)及第六屆亞洲國際表面裝置技術展覽會(五樓)

第三屆亞洲工業博覽會結合四場各具代表性的工業展覽，組成亞洲規模龐大的綜合性工業盛會，各展覽有獨立展區，展出來自世界各地的先進工業生產機械和技術，保證令您滿載而歸。欲保持競爭優勢，您豈可錯過這個工業盛會？

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電話：865 2633
傳真：866 1770, 865 5513

贊助機構：(排名不分先後)
香港中華廠商聯合會 香港生產力促進局
香港工業總會 台灣區機器工業同業公會
香港電子協會 台灣區電子器材工業同業公會
香港塑膠科技中心

服務贊助機構：
Mobil 香港美孚石油有限公司
信興科技有限公司

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HAXET

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屆時敬請蒞臨參觀！

A B&I EXHIBITION (AIE 08-92/BJ)

市場報告

在新馬台推銷名牌

在投資及出口的帶動下，亞洲區近十年的經濟發展可謂蓬勃。亞洲發展中國家內，對香港名牌產品來說最具前景的三個市場分別是新加坡【九〇年入口消費品達158億美元（約值1,232億港元）】、台灣【66億美元（約值515億港元）】及馬來西亞【63億美元（約值491億港元）】。其他極具潛力的市場有南韓、泰國及印尼，而大量輸往後兩者的消費品均是經由新加坡轉口的。

香港產品的表現

新加坡及馬來西亞

近年來，亞洲零售市場已愈加與西方國家相似，新加坡及馬來西亞消費者的購買能力不斷提高，造成對入口產品需求殷切。消費者愈見注重名牌，視外國名牌為優質及尖端的象徵，故往往願意以高價購買這些產品自用，以換取所帶來的氣派及形象。

亞洲國家普遍貧富懸殊，收入豐厚的人士時常選購歐洲、美國及日本的高級名牌；對他們來說不但是購買優質，而且還獲得真偽的信心保證。

收入較低的一般消費者對價格非常敏感，視名牌為財富的標誌。雖然他們沒有能力購買高級名牌產品，但卻會選用新近推出市場的亞洲名牌貨。

對於收入一般的人士而言，名牌在字義上便是具商標的產品。他們喜歡具意大利品味或予人迎合西方消費者印象的名牌。為了增加銷售機會，標誌必須別樹一格；在一些情況下，商標可附以突出的語句或口號一起推廣。

亞洲消費者收入增加，以致對本港名牌的需求亦遽增，新加坡及馬來西亞市場由於與香港接近及在文化上有連繫，故吸引力亦見遞增。

再者，大部份的新加坡及馬來西亞人都透過出版媒介及香港的電視節目，得知香港零售業的情況。加上東南亞旅客到港旅遊，本港許多名牌在正式進軍這些市場之前早已收宣傳之效。香港產品的形象雖未如歐洲產品那麼超卓，但亦已成為優質及可靠的表表者之一。

儘管新加坡成衣市場已被國際上具

領導地位的設計師獨佔鰲頭，但在當地的本港名牌產品中仍以成衣為最暢銷者。港製成衣已壟斷最大的中檔市場，迎合消費者對良好品質、合理價格的需求。本港成衣被認為實用、手工精細、布料質優及設計時尚兼具；名牌T恤比一般牌子的價格較高，而銷量亦通常較佳。

比起其他歐洲國家，新加坡全年氣候穩定，故當地成衣市場並不受季節性因素所影響。香港的春夏時裝正適合新加坡的熱帶氣候，鮮艷色彩及顯眼的印花圖案最受歡迎。

雖然日本生產的電子遊戲機在亞洲市場佔盡優勢，但本港的玩具亦有不錯的市場。據估計，在新加坡及馬來西亞銷售的玩具中，約有40%是來自香港的，受歡迎的項目包括遙控車輛、手持式電子遊戲機、塑膠玩具及洋娃娃。消費者購買玩具時首要的考慮因素是設計及價格，是名牌與否並不如成衣般那麼重要；然而，著名的牌子對入口商來說可能會較具吸引力。

電腦軟件及硬件在新加坡及馬來西亞的銷量迅速增長，原因是硬件價格下降及區內商業活動蓬勃所致。政府及私人機構不斷擴展及提升電腦的功能，而中小企業使用電腦的數目亦驟增。對於新近推出的名牌電腦產品，應首重品質及銷售後服務。

手錶有如成衣一樣，牌子是很重要的。香港有不少本港廠家已取得歐洲名牌的專利權。香港手錶的主要優點在於不斷發展新設計，而亞洲消費者亦已在很大程度上接納了本港手錶。名牌手錶則需要更多的廣告及宣傳，以便打進高檔市場。年青的專業人士及旅客是高價手錶的主要市場；為了吸引旅客，新加坡及馬來西亞政府均豁免鐘錶的關稅。

東南亞大量華人聚居，故香港食品在當地的增長潛力優厚。其他可憑着優良設計、風格、安全及品質得以暢銷的產品，還包括珍貴或配襯服飾用珠寶及家庭用品。但由於這些生產品類的消費者一般都較不注重名牌，故推廣牌子會遇到困難。

台灣

香港的名牌產品在過去幾年乘台灣市場興盛之勢瞬間受惠；很多製造商透過不同的途徑打進台灣市場，但只有產品質優兼具新穎設計而價格合理的公司

才能成功。

台灣人近年來對購買外國名牌產品非常狂熱，造成這種顯著購物習慣的其中一個成因，是由於新近富足起來的台灣人尋求個人滿足感及愈益崇尚物質主義所致。消費者對數量及款式的需求並沒有放緩的跡象；然而，市面上的牌子不斷增多，使他們因有較多選擇而變得較為揀擇。在標誌之上還保證品質及手工的產品，更能在競爭劇烈的市場上立足。

年青的台灣人喜愛追隨外國市場的最新趨勢。近年愈來愈多台灣人到海外旅遊，在香港及海外受歡迎的本港名牌更易為台灣人所接受。

市場拓展

新加坡及馬來西亞

在亞洲，有效的市場拓展渠道對名牌的成功與否，起了決定性的作用。在新加坡及馬來西亞，香港產品的市場拓展渠道主要是百貨公司、入口代理商及自設的零售店。另外，當一個名牌初進入市場時，報紙、電視及雜誌的廣告宣傳亦是很重要的。

專利及商標法例

新加坡採用英國專利法來註冊專利權，該法例規定英國專利權必須在簽發當天計起三年內在英國再行註冊，商標的首位使用者或有意使用者擁有註冊的權利。由專利權註冊處簽發的註冊證書會賦予申請人特權，此等特權與英國所賦予的相近。政府亦設立版權法庭來仲裁版權所有人及版權物品使用者之間的糾紛，該法庭有權去落實版權稅及發出強制性牌照，以確保持牌者的專利不致被濫用。新加坡可算是世界上嚴格執行專利及版權法例的國家之一。

在馬來西亞的商標及專利權註冊處註冊專利權，有效期通常為15年，首次申請的費用是100馬元（約280港元），專利權的註冊亦包括使那些已在英國註冊的專利權重新生效。由於馬來西亞面積遼闊，所佔的半島及其他島嶼繁多，到處流離經營勾當極之容易，故當局在避免盜用版權方面遇到很大的困難。儘管如此，仿製產品亦主要在街上攤檔售賣，而不可循正式的分銷渠道銷售。

台灣

就如新加坡及馬來西亞一樣，在台灣推銷名牌產品的渠道有百貨公司、入口代理商及自設的公司。名牌產品亦需要廣告宣傳，以刺激顧客的慾求及建立形象。事實上，台灣公司去年在廣告上支出共約18億5,000萬美元（約144億3,000萬港元），僅次於日本及韓國，在亞洲高踞第三位。

專利及商標法例

台灣政府近數年收緊了有關知識產權的保障，令當地法例與已發展國家更接近。香港的廠家或出口商如欲進入台灣市場，應在國家標準局註冊產品的專利權及商標，以保障自己的利益。

當局已修訂專利法以保障更多產品，並正進行將食品及飲品加入受保障之列的檢討工作；同時亦修改商標法以採用國際分類法及就商標審查程序提供詳細的指示，所有海外人士及公司均可享有商標上的保障。

海外的申請人必須委任當地的專利事務律師來處理其申請，申請人除了須填寫申請表格外，還須呈具聲明有關發明確為己作的宣誓書、律師的委任狀、國籍證明書或公司證書、圖文並茂說明書正本一式三份、申請人非發明者本人所需具備的轉讓書，以及倘有關發明已在另一國家申請了專利權，在外國政府



存檔的日期及號碼。每次申請專利權的存檔費用為3,500元台幣（約1,050港元），模型及新設計則各為2,500元台幣（約750港元）。

國外人士要在台灣申請商標，必須在當地委任代理進行。申請人須呈交填妥的申請表格、商標樣本（服務標記）15份、公司牌照經簽證的副本以及國籍證明書，申請費用為2,700元台幣（約810港元），商標專用期達十年，申請延期必須在期滿前六個月內存檔。

（資料：香港貿易發展局）

日本服裝公司注重質優可靠

日本的服裝進口在過去十年來增長迅速，今後亦料將繼續增升。據日本貿易振興會通訊Tradescope指出，進口服裝在日本大受歡迎，主要原因是該國的生產成本高於其他國家及地區，而當地勞工短缺和工資高昂，更使部份產品的生產成本暴漲。

目前，在日本市場銷售的手織滑雪運動衫和皮革產品約有九成從外地輸入，而富民族色彩的織物如泰絲和印度馬德拉斯格子布，亦主要是進口產品。

Tradescope指出，由於產量下跌和成本上升，日本紡織品及服裝公司的利潤遂減少。日本的服裝公司一般須負責收回未能售出的貨品，不像別的國家般由零售商承擔銷售風險，這種情形導致產品周期越來越短，而廠商亦唯有每年推出更多新產品。

為減低經營風險，日本廠商紛紛採取行動避免生產周期短的產品，其中一項發展是將生產活動遷往海外進行，以取得穩定的產品供應，至於在本土則轉以生產奢侈品為主。

雖然日本的服裝公司依賴進口，但當地市場對進口產品的要求十分嚴格，海外廠商必須加以留意。

服裝公司須承擔利率和匯率波動風險，貨物一旦延期交付，服裝公司所須支付的貨款便可能因此而增加。由於日本消費者對季節的轉變異常敏感，女士服裝的銷售周期可能只維持一兩個月，因此交貨時間只須延誤兩個星期，也足以嚴重影響貨品的銷路。

日本消費者購買服裝時精挑細選，即使是特價貨亦一視同仁，對用料、車工以至商標和包裝各方面均十分講究。

日本公司選擇海外供應商時，多挑選對日本市場出口有經驗並熟悉日本管理方法的公司。

（資料：香港貿易發展局）

會長梁欽榮（中）應邀為首屆中國獲獎產品技術展覽暨洽談會剪綵。



廠商專訊一九九二年四月號 The Business Journal April 1992

展覽概要

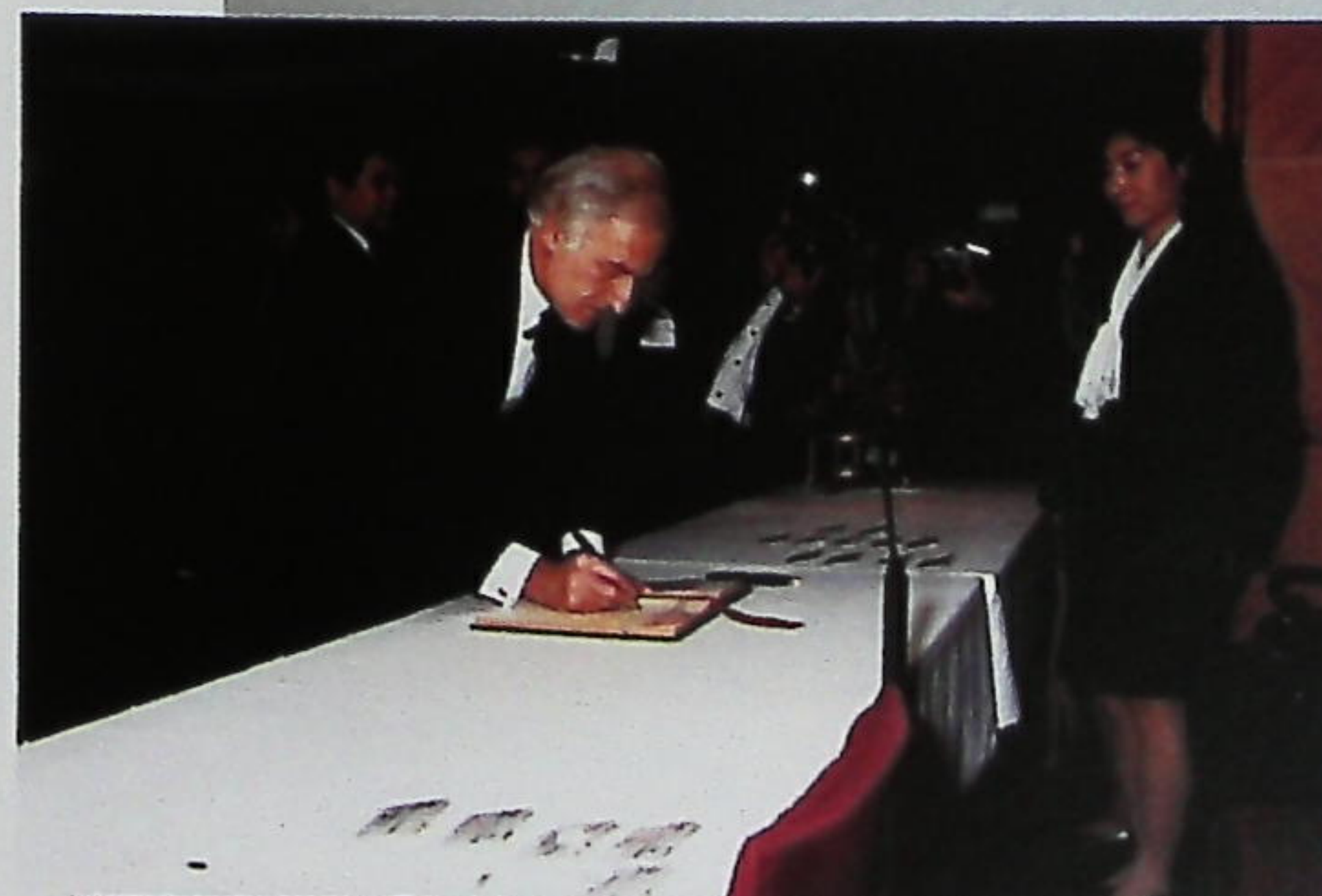
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一九九二年				
五月五日至八日	亞洲國際禮品展'92	新加坡世界貿易中心	禮品	Singapore Exhibition Services Pte Ltd. 電話：(65)338 4747 圖文傳真：(65)339 5651
五月六日至九日	第五屆亞洲電器電子工程展覽	香港會議展覽中心	發電及配電裝置、電器附件及系統、組合、自動裝置、電器用品製造	香港展覽服務有限公司 電話：804 1500 圖文傳真：528 3103
	第一屆亞洲國際空調風、加熱及冷藏設備展覽		空調及通風裝置、加熱及冷藏設備、組件、控制裝置、系統	
	第二屆亞洲國際保安防火安全監察系統展覽		保安及防火監察系統及設備	
	第二屆亞洲國際燈飾照明設備裝置配件及科技展覽		燈飾、照明設備、電燈、燈具、裝置及配件	
五月十二日至十五日	第八屆亞洲國際電腦展覽會'92	香港會議展覽中心	電腦、外圍設備、軟件、附件、服務	工商業展覽有限公司 電話：865 2633 圖文傳真：865 5513
	第三屆香港國際自動辨識條碼及有關設備和技術展覽會'92		條碼技術及設備	
五月十三日至十五日	第九屆亞太免稅展覽會	香港會議展覽中心	免稅品	Int'l Trade Publications Ltd. 電話：(0737)768 611 圖文傳真：(0737)761 989

訓練概覽

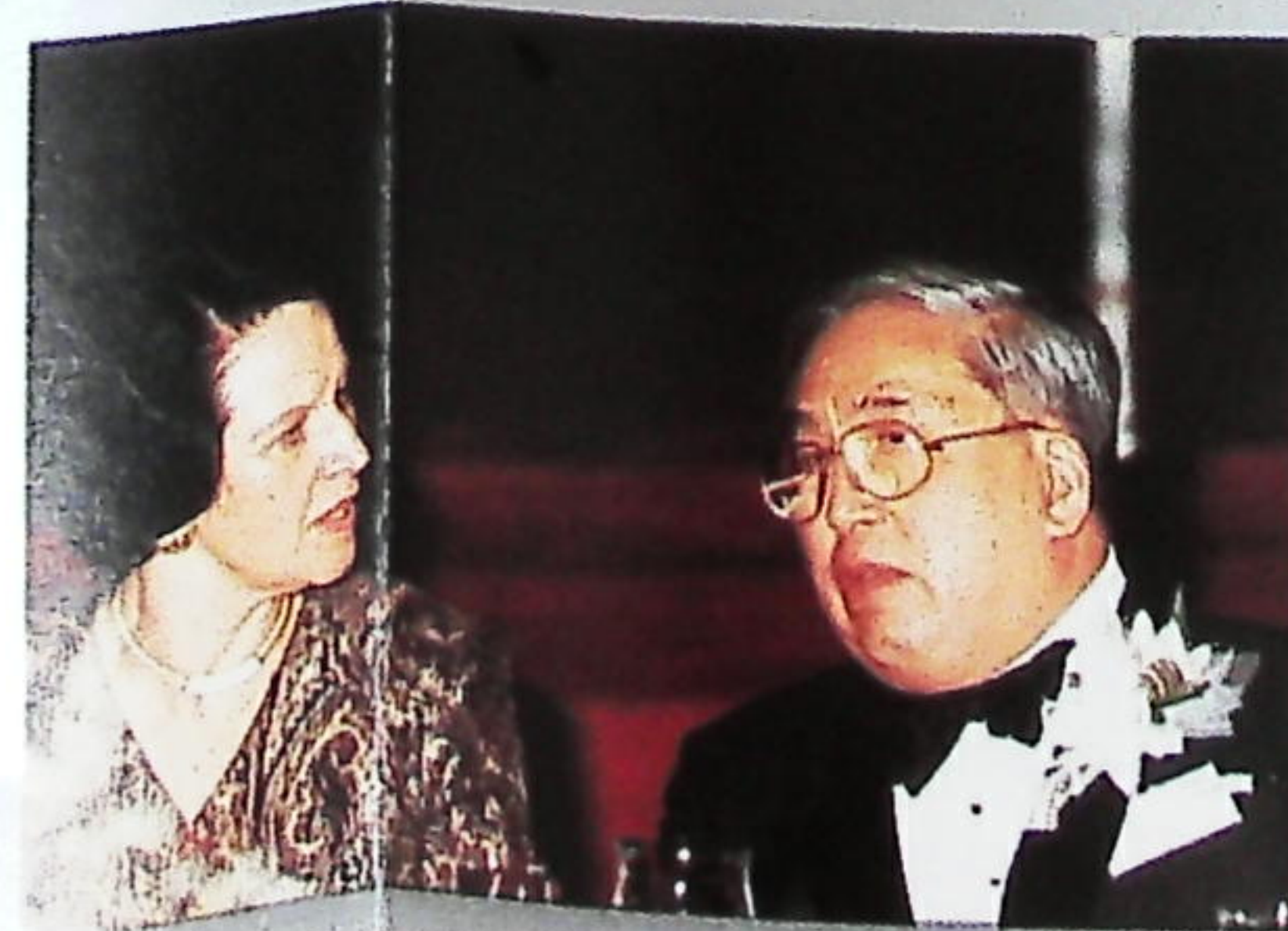
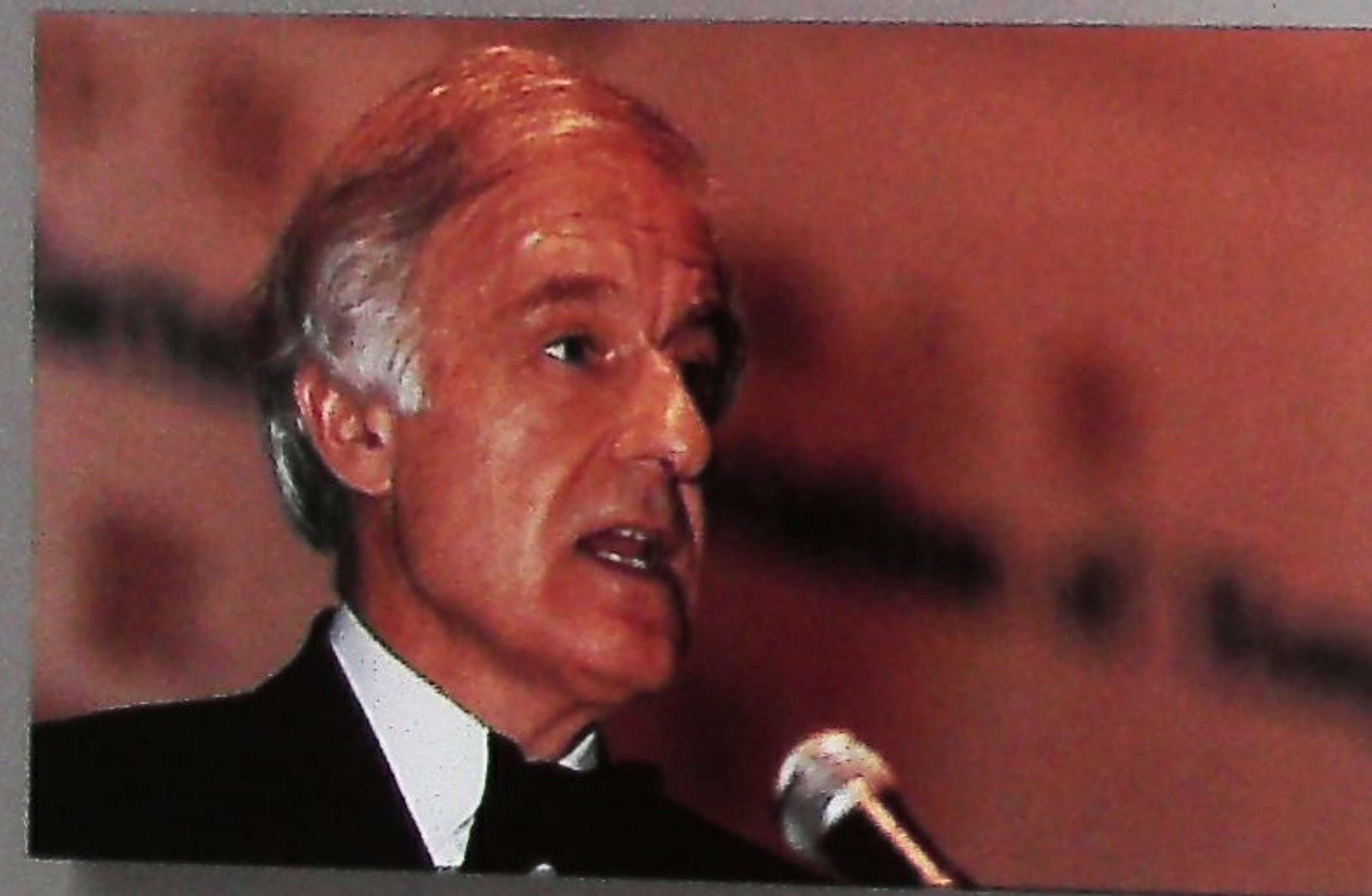
日期	項目	地點	主辦機構	聯絡人 / 電話
一九九二年				
四月十三日至五月六日	貿易融資及出入口手續證書課程	廠商會大廈會議廳	香港中華廠商聯合會	廠商會源淑玲小姐 542 8600 內線 826
四月廿三日至廿六日	世界華人會議	非洲毛里裘斯	國家組織委員會	國家組織委員會 (230)242 4249
四月廿八日	中小型企業經營管理協會研習班	職業訓練局大樓	香港管理專業發展中心	該中心邢宏彬先生 836 1826
五月十二日至十三日	香港電腦研討會'92	君悅酒店及香港會議展覽中心	BDG Management Ltd.	BDG Management Ltd. 528 6136

本會宴請港督衛奕信勳爵伉儷

CMA Banquet in Honour of H E the Governor Lord Wilson & Lady Wilson



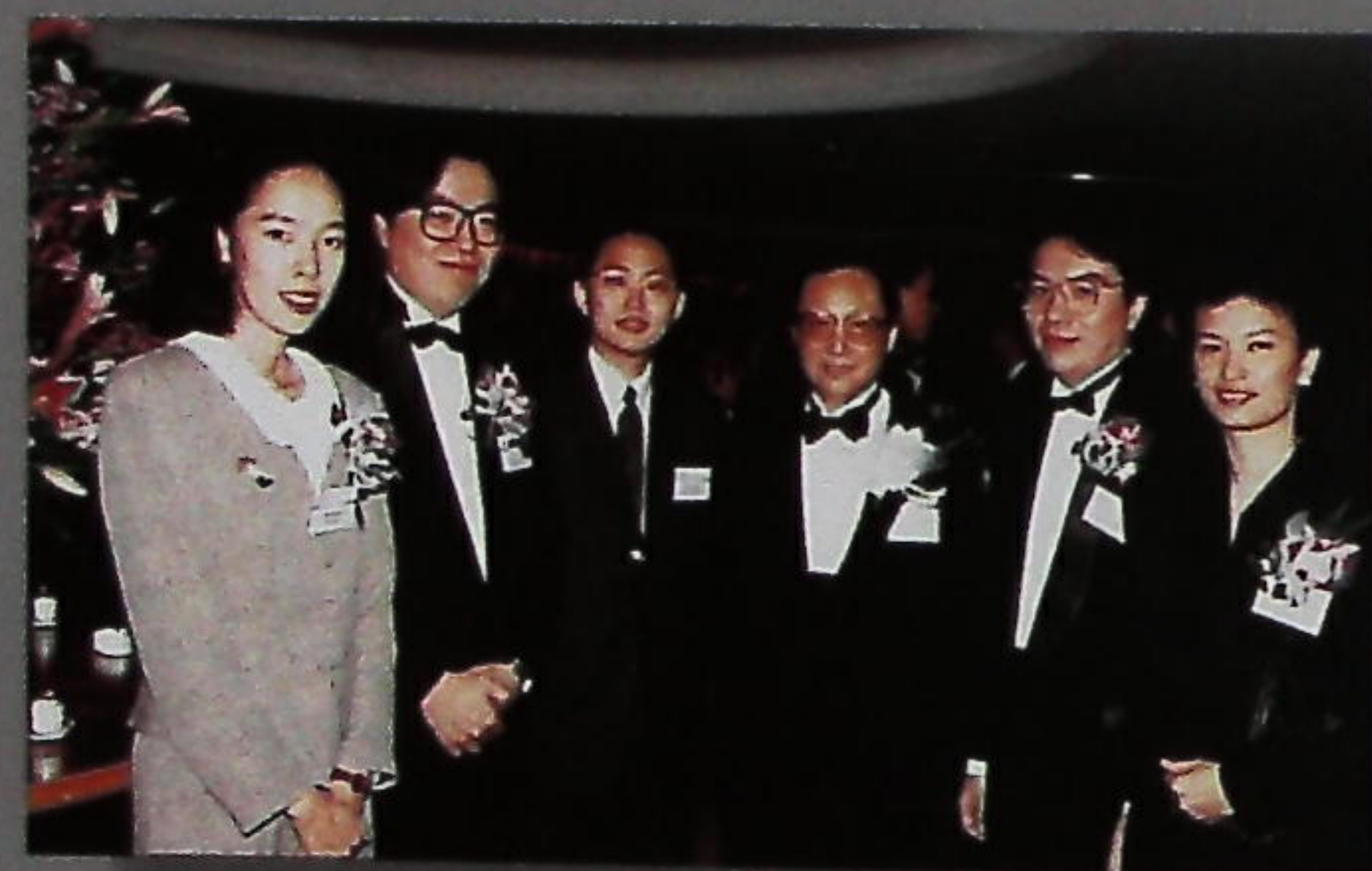
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Special Feature

CMA Banquet in Honour of H E the Governor Lord Wilson & Lady Wilson

His Excellency the Governor Lord Wilson of Tillyorn and Lady Wilson were the Guests of Honour at a banquet hosted by the Association recently.

The guests attending the occasion comprised government officials, consul-generals/commissioners and heads of major trade and industrial organizations including Mr and Mrs T H Chau, Secretary for Trade and Industry; Mr and Mrs K Y Yeung, Secretary for the Treasury; Mr and Mrs T H Barma, Director-General of Industry; Mr and Mrs Donald Tsang, Director-General of Trade; Mr A H Hsu, Director of Regional Services; Mr and Mrs Albert C C Lam, Regional Secretary, CNTA (NT); Dr and Mrs S B Reed, Director of Environmental Protection; Mr and Mrs H R Knight, Executive Director of Vocational Training Council; and Mr and Mrs S K Chan, Executive Director of Hong Kong Productivity Council. They were received by CMA President Mr Herbert Liang; Vice-Presidents Mr and Mrs Yip Hing Chung, Mr Tony Chau, Mr and Mrs Tommy Zau; and Honorary Presidents Dr and Mrs James Wu, Mr C P Hung, Mr Seto Fai, Dr and Mrs Philip Lai, Mr Lawrence Chu and the Hon Ngai Shiu Kit.

Before the dinner, both Lord Wilson and Mr Herbert Liang addressed the gathering.

Address by CMA President

CMA President Mr Herbert Liang welcomed Lord Wilson and Lady Wilson and all the guests. He remarked, "The CMA, established in 1934 by a group of industrialists who were committed to Hong Kong,

has evolved and developed to its present status with support given by members of the manufacturing industry. Operating as an independent and financially self-supporting organization, the CMA has become the leading industrial association with a membership of about 3,600." Mr Liang assured the gathering that "at this critical juncture of Hong Kong's history, we will continue to devote our best efforts towards promoting Hong Kong's economic prosperity".

According to Mr Liang, major developed countries like the US, Canada and the Western European countries, are experiencing sluggish economic conditions while the Asia-Pacific region is in a better position with sustained economic growth. He pointed out that the recent political development in the region is encouraging. Countries have moved to sort out their differences across the conference

table rather than indulging in military confrontations, and emphasis has been placed in seeking economic improvements and lifting the living standard of the people rather than stressing ideological values. Mr Liang believed that the general environment is more conducive to the development of trade and investment co-operation to yield economic benefits. Hong Kong is in an excellent strategic location to explore the potential opportunities surrounding it, and it can further strengthen economic relations with neighbouring countries in the years ahead.

Mr Liang pinpointed that Hong Kong is not entirely free from problems and worries. "Having an export-oriented economy, we are vulnerable and can be easily affected by the economic conditions of our major markets. On the political front, we are preparing for the transition leading to and beyond 1997." He complimented the Government for maintaining an elaborate consultative machinery, and enforcing laws and regulations based on the support of the majority.

Mr Liang stressed that although we are experiencing changes and confronting challenges which we have never encountered before, it is important for us to maintain the cordial working relations that we have built up in the past. He opined that it is impossible to expect absolute consensus from all sectors having different beliefs and interests. "We should be co-operative and prepared to listen to different opinions and make compromises, and at the end, abide by the preference of the majority. Confrontation or the application of inappropriate means to push the issue ahead will only sharpen conflicts and undermine the confidence of the people." Mr Liang



H E the Governor Lord Wilson delivers a speech at the CMA banquet.

strongly believed that "it is essential to foster the sense of belonging among our people, and to enhance commitments among each of us towards Hong Kong's future. We must work together to achieve the optimal results".

Concerning the future development of Hong Kong's manufacturing industry, Mr Liang again urged industrialists to upgrade production technology and productivity, to enhance precision and product quality, and to increase the value-added content of their products. Headed that Hong Kong industrialists need support and guidance from the Government to attract and encourage investments in capital-intensive industries in Hong Kong, and efforts made to improve application technology. He firmly believed that with commitments and support from industrialists, Hong Kong's industry will continue to prosper.

Address by H E the Governor

H E the Governor Lord Wilson also addressed the gathering. He complimented the Association for playing an important role in industrial development in Hong Kong by safeguarding and promoting the interests of its members, helping them to adapt to changing markets, and most importantly, giving them a voice and a sense of identity, both at home and abroad. He also appreciated the efforts made by the Association to foster closer ties with Asia-Pacific counterparts such as Malaysia, Japan, Australia and Singapore so as to promote trade and investment in the region. Furthermore, he praised the Association for its contribution to the Government thinking on industrial policies and programs.

Concerning the economic relationship between Hong Kong and South China, Lord Wilson pointed out that Guangzhou and the surrounding areas have achieved remarkable developments in the past ten years. "Hong Kong has played an important role in that process—by providing investment, technical know-how and managerial skills. We in Hong Kong have benefited greatly from the close relationship with Guangzhou over the years." Lord Wilson indicated that the dynamic economic relationship which has been forged between Hong Kong and Guangzhou will continue to thrive—to the benefit of both sides.

Concerning the outlook for manufacturing in Hong Kong, Lord Wilson opined that in order to meet the challenges that



CMA President & Vice-Presidents toast H E the Governor Lord Wilson.

lie ahead, we need to bring in new ideas and get the best out of our workforce through more automation. He said the Government is doing what it can to help bring new advanced technology. For example, the Hong Kong Productivity Council helps manufacturers to find affordable technological solutions to their productivity problems; the Industrial Estates Corporation supplies land for those high-technology industries which might not otherwise be able to survive in Hong Kong's crowded industrial environment; and the Industry Department attracts high technology to Hong Kong by encouraging overseas investment in our industries.

According to Lord Wilson, the Government is now building an Industrial Technology Centre to provide a launching pad for new technology-based firms. Furthermore, the Government is exploring the feasibility of setting up a science park. This summer, the Government is launching a \$200 million scheme to support applied industrial research and development. Moreover, the Government and the private sector will jointly invest on a dollar-for-dollar basis in special research and development projects. The aim is to encourage forward-thinking companies to broaden their technological horizons and to show others in Hong Kong what can be achieved.

Lord Wilson pointed out that the Government notes the vital link between industry and technology. Therefore, the Government has recently set up a new Industry and Technology Development Council. "This will give us a single channel of advice on these important issues. It

will have an important role to play," Lord Wilson said.

Lord Wilson concluded that industry itself is making the changes which Hong Kong needs to stay competitive. The emphasis placed on design, quality and technology has never been stronger.

Lord Wilson stated that the Government will continue to support and encourage the Association's efforts in encouraging industries to develop new products, match-making joint ventures with overseas companies, and helping to develop technical education and training of young people in Hong Kong.

During the course of the banquet, Mr T H Chau, Secretary for Trade and Industry, presented banners to the five team leaders to launch the CMA Membership Drive Campaign. The General Committee members have grouped themselves into five teams, each led by one of the five Vice-Presidents. Through the campaign, the Association hopes to further expand its membership base and improve its representativeness.

Other guests at the gathering were Mr and Mrs Frank Martin, President of American Chamber of Commerce in Hong Kong; Mr and Mrs Raj Sital, Chairman of The Hong Kong Indian Chamber of Commerce; Mr and Mrs C N Subramanian, Secretary of The Hong Kong Indian Chamber of Commerce; Mr and Mrs Zhou Zhen Xing, Hon Secretary of The Chinese Banks' Association; Sir William Stones and Lady Stones, Chairman of Employers' Federation of Hong Kong; Mr A R

Hamilton, Secretary of Employers' Federation of Hong Kong; Mr Art McInnis, President of Canadian Chamber of Commerce in Hong Kong; Mrs Heather Allan, Executive Director of Canadian Chamber of Commerce in Hong Kong; Mr T Ugai, Secretary General of The Hong Kong Japanese Chamber of Commerce and Industry; Mr and Mrs David Shannon, Chairman of Australian Chamber of Commerce in Hong Kong; Mr Alfred Croucher, Secretary General of Australian Chamber of Commerce in Hong Kong; Mr and Mrs Lee Kwong Lam, and Mr and Mrs Ho Kwing Yui, Vice-Chairmen of The Hong Kong Food Council; Mr and Mrs John Yung, Chairman of The Hong Kong Association of Textile Bleachers, Dyers, Printers and Finishers; Mr Kwan

Kon Wah, Vice-Chairman of The Hong Kong Association of Textile Bleachers, Dyers, Printers and Finishers; Mr Robert Li, Chairman of The Hong Kong Electronic Association Ltd; Mr and Mrs Yan Yuen Cheong, Honorary President of Hong Kong Kwun Tong Industries and Commerce Association; Mr and Mrs Eddy Li, President of Hong Kong Watch Manufacturers Association; Mr and Mrs William Choi, Chairman of Hong Kong and Kowloon Electrical Appliances Merchants Association; Mr and Mrs Yip Yu Bun, Chairman of The Hong Kong Printers Association; Mr and Mrs Peter Ngan, Secretary General of The Federation of Hong Kong Garment Manufacturers; Mr and Mrs Cliff Sun, Vice-Chairman of The Hong Kong Exporters' Association; Mr and Mrs

Leung Kie Yau, Chairman of Hong Kong and Kowloon Plastic Products Merchants United Association; and consul-generals/commissioners from the US, Germany, the UK, Canada, the Netherlands, Singapore, Australia, Mexico, Finland, etc.

Also joining the banquet were CMA Executive Committee members Mr Paul Yin, Mr Alexander Lo, Mr Lo Chin, Mr Yuong Mok Shing, Dr M W Lui, Mr Joseph Lai, Mr Liu Yu Ting, Mr Choi Hin To, Mr Lee Sai Yick, Mr Chu Poon Shin and Mr and Mrs Lin Fai Shat; General Committee members Mr Milano Choy, Mr Fok Wah Pun, Mr Wong Kwai, Mr Leung Chung Lick, Mr Michael Chan, Mr and Mrs Jose Yu, Mr and Mrs Chow Yun Sheung, Mr and Mrs Lau Chi Yuen, Mr and Mrs Edward Wong, Mr and Mrs Daniel Wong, Mrs Sin Hon Pun, Mr and Mrs So Hin Leung, Mr and Mrs Ma Kai Cheung, Mr Michael Sun, Mr and Mrs Lam Hok Po, Mr and Mrs Peter Lee, Mr and Mrs Chiu Chun Bong, Mr Jan Thai Lun, Mr Fung Yuen Hon, Mr Lai Wing Tim, Mr Lee Hung Tong, Mr Lee Chung Chiu, Mr Christopher Suek, Mr and Mrs Paul Chu, Mr Chau Chiu Shui, Mr Tang Yee Hang, Mr and Mrs Steve Lau, Mr Kenneth Ting, Mr Lee Ming Sang, Mr and Mrs Chow Lam Boon; Sub-Committees Chairmen Mr Peter Wu, Mr and Mrs Chao King Lin, Mr and Mrs Yim Chan Chee, Mr Ho Yuk Wing and Mr Ko Kim Ching; CMA representatives/nominees serving on government and inter-association committees Mr and Mrs Tommy Zau, Jr; and representatives Mr and Mrs David Wong and Mr Chan Man Tak.



▲ President Mr Herbert Liang (2nd from right) introduces CMA committee members to H E the Governor Lord Wilson.



H E the Governor Lord Wilson converses with President Mr Herbert Liang (front right) & CMA committee members.

CMA's Views on 1992-93 Budget

The Financial Secretary the Hon NWH Macleod delivered his maiden Budget speech at the Legislative Council on March 4. The Association in principle welcomed and supported the cautious approach and strategies adopted for economic and public finance policies in the coming fiscal year. However, it expressed reservation on the increase in profit tax as the Government is enjoying an affluent status.

1991 Economic Performance

In his Budget speech, Mr Macleod revealed that the GDP growth in 1991 was about 4%. He said that the most significant factor for such an encouraging pick-up in the tempo of the economic activity was the positive impact from the Memorandum of Understanding concluded with China on the Airport Core Program.

In 1991, the rate of increase in CPI(A) was 12%. The real growth of investment spending was 10%, with a particularly notable 18% rise in investment in plant and machinery. The value of re-exports, which accounted for 70% of the overall exports, recorded an impressive increase of 26%, compared with a 16% growth in 1990. The value of domestic exports, however, was only surging slowly to recovery, recording a small increase of less than 1% last year.

1992 Economic Prospects

The Financial Secretary said that much of the economic success in recent years is attributed to Hong Kong's growing access to trade and investment opportunities in China, and the emergence of the Pearl River Delta as Asia's "fifth dragon". It was predicted that the value of total exports is to grow by 14% this year, with re-

exports and domestic exports increasing by 20% and 2% respectively. With an optimistic prediction on the prospects for economic growth, the Budget expected that GDP would grow by 5% in real terms this year.

Regarding inflation, Mr Macleod estimated that the CPI (A) would increase by an average of 9.5%. He said that the problem of inflation is not caused by the linked exchange rate system or the government expenditure but is in fact mainly due to the overall shortage of resources which fuels inflation. It is precisely because of this reason that the Government has embarked on a carefully-controlled program of labour importation.

Budget Strategy

Revenue for 1992-93 before the new measures and other adjustments was estimated to be \$127.6 billion. This figure would represent a rise of 20.3% over the original estimation for 1991-92. The surplus in the coming year would be around \$4 billion. Revenue proposals of the Budget included 1% increase in corporate profit tax (rising to 17.5%); 0.5% increase in rates; 10% increase in the duty on tobacco, alcoholic beverages and alcohol, and hydrocarbon oils; 0.5% to 1% increase in betting tax; extension of the payment of duty to the sale or transfer of covered warrants, and sale and purchase agreements for residential property; and extension of payment of duty on light diesel oil to locally registered pleasure boats. Proposals on tax concessions included 12% increase in personal allowances; 0.1% decrease in stamp duty on stock transfers; abolishment of duty on soft drinks and entertainment tax on cinema tickets; and complete exemption of the bus companies from the duty on diesel fuel. The total tax concessions would reduce the income of Government by \$1.8 billion, and the revenue proposals would increase revenue by \$2.9 billion.

CMA's Views

The Association has discussed the 1992-93 Budget in its recent Executive Committee meeting. It was unanimously agreed that the 1992-93 Budget should be supported in general, though the Association indicated that there were still rooms for improvement.

Despite its endorsement of the Budget in principle, the Association asked the Government to refrain from increasing rates this year by 0.5% and to continue the rates relief scheme introduced last year. The Association also held the view that the Government should consider reasonable increases in the personal allowances so as to relieve the living burden of the general public especially the middle class.

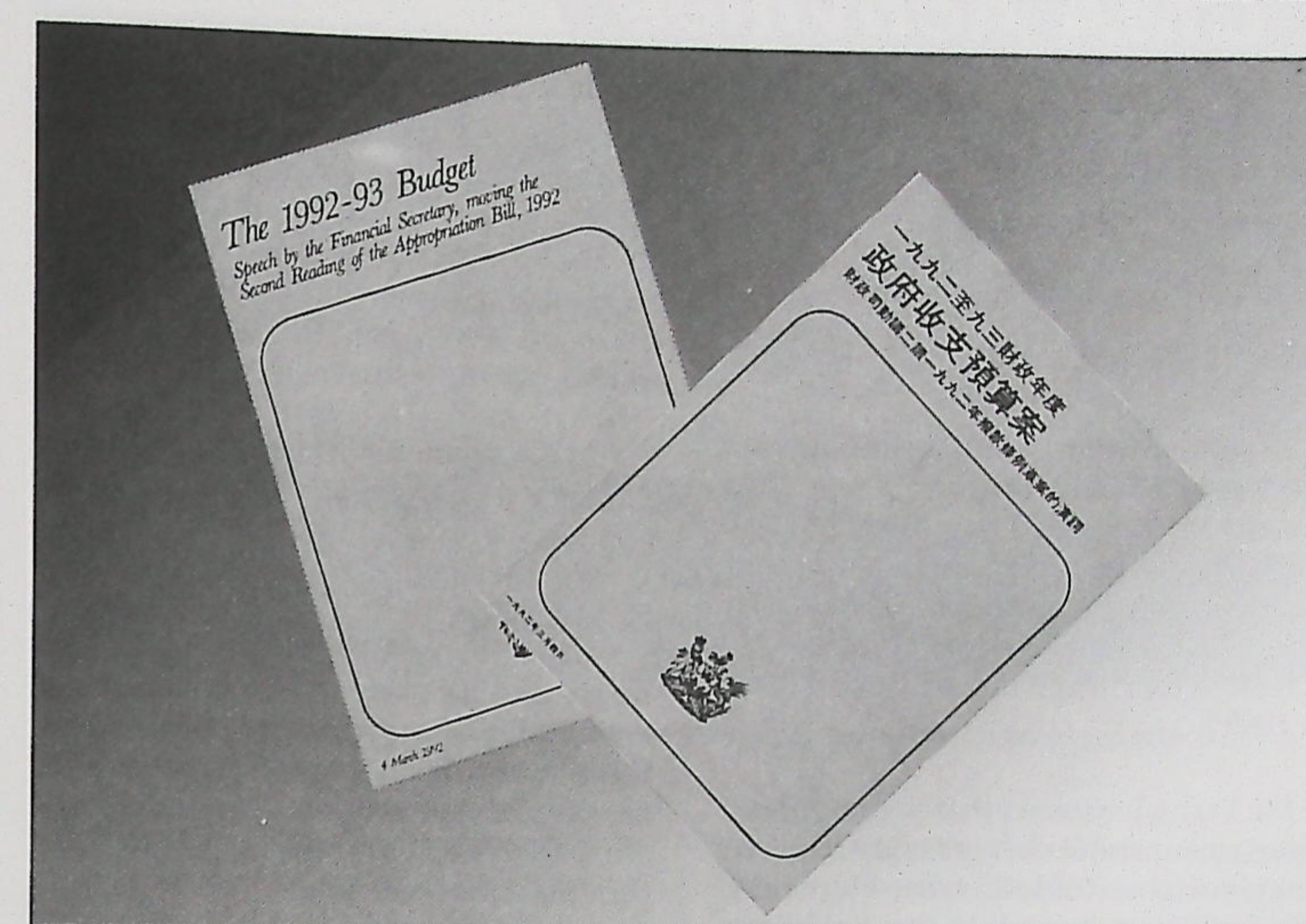
Referring to the commerce and industry specifically, the Association expressly disagreed with the proposed increase of profit tax rate to 17.5%, though it would accept the suggestion reluctantly. It opined that the direct fiscal implication of 1% increase in absolute terms is admittedly not that devastating to the economy and is not imposing an imminently adverse impact on the commercial and industrial sectors. The Government, however, should make sure that efforts to pool investment are well paid off and the increase of profit tax rate should not be misinterpreted to threaten continual investment.

The Association pointed out that in recent years, Hong Kong has from time to time been perturbed by external and internal factors unfavourable towards attracting investment, such as the impact of punitive tariff imposed under Section 301 of the US Trade Act, conditional extension of China's most-favoured-nation status, labour shortage and high inflation rate experienced by Hong Kong. All these problems tend to drag down inward investments. The increase in profit tax rate

at this time could be inopportune and could further dilute investment and reinvestment incentives. The Association hoped that the profit tax increase this year would not set a precedence, and to be repeated in the years ahead. After all, the increase of profit tax is difficult to be justified as the Government is having a very affluent status.

As to the provision of tax concessions to encourage investments in Hong Kong, the Association is disappointed over the fact that nothing has been provided in the 1992-93 Budget to inspire technological development, innovation or research activities. The tax concession in this regard was considered critically important as Hong Kong is presently steering its way towards the development of technology-intensive industries.

Although inflation had eased off moderately and the inflation rate kept relatively stable towards the end of last year, the Association did not share the optimism as suggested in the Budget. The Association anticipated that in the coming year, Hong Kong still has to face an uncomfortable two-digit inflation rate. This could even be aggravated by the giant infrastructural project to be commenced. The Government should there-



fore continue its efforts in combating this problem. Exemption given to taxes such as the duty on soft drinks, entertainment tax on cinema tickets and duty on diesel oil for bus companies were welcome. The Association believed that it could help relieve the burden of the general public and the pressure of inflation.

On other revenue measures, the Association took the view that it is high time

that the Government should tighten up measures and legislation to deter tax evasion and illegitimate tax avoidance. This should in turn help rectify unfairness, if any, in terms of taxation within the community. On the other hand, it was reiterated that while the Government is commendably endeavouring to raise productivity of the bureaucracy, greater feasibility on manpower allocation should be put in for the civil servants.

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。

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CMA Activities

Director-General of Trade Talks on Outlook for HK's External Trade

To enhance mutual understanding with the Trade Department, the Association invited Mr Donald Tsang, Director-General of Trade, to attend the General Committee dinner gathering on February 27. At the gathering, Mr Tsang talked on "Outlook for Hong Kong's External Trade in 1992".

Mr Tsang indicated that both opportunities and unstable elements exist for Hong Kong's external trade this year. He pointed out that Hong Kong will inevitably face new challenges in the course of the formation of a new world economic order.

He believed that the GATT Uruguay Round Talks will exert immense influence on the trade of Hong Kong in 1992. He worried about the slow progress of the talks which have already been undergoing for more than five years. He said, "Some people even fear that the talks will end in failure, resulting in the formation of regional trade barriers. The success of the talks will certainly help maintain the world trade order and foster the spirit of free trade."

Concerning the renewal of the most-favoured-nation (MFN) status to China by the US, Mr Tsang pointed out that although there are 59 versus 39 votes passing a resolution to renew China's MFN status with conditions in the Senate, yet the number of votes fails to achieve the two-thirds majority. As a result, US President Mr George Bush will probably use his power to veto the resolution. He stressed that the Hong Kong Government will continue to lobby the US to take the interests of Hong Kong into consideration under the issue.

Mr Tsang also gave some advices on the exploration of new overseas markets. He opined that with the development of a single market of the European Economic Community, protectionism will surge as a result of protection of their own industries. For the Eastern European countries, although there are still many undesirable factors, yet there is certainly great potential in these markets.

Lastly, he felt optimistic on the trade prospects in the Pan-Pacific region in the 1990s. He said as countries in this region

have entered into an era of peace and political stability, most of them have adopted the open market policy. The Pan-Pacific market will therefore become an important outlet for Hong Kong's exports, especially in the face of economic slowdown in North America and Europe.

CMA President Mr Herbert Liang also addressed the gathering. He indicated that in order to counter the many challenges and problems facing Hong Kong's industry and trade, the Association, being one of the leading chambers of commerce and industry in Hong Kong, will continue to take a positive stand towards these issues. As an example, when the US announced its intention to impose retaliatory tariff rates to some made-in-China products under the Special 301 investigation, the Association held meetings with member-companies of relevant product sectors. Views were solicited and subsequently reflected in a letter sent to the US Trade Representative Office by the name of the Association.

Concerning the renewal of the MFN status to China by the US, he said that the Association, together with other leading trade and industrial associations, will organize a delegation to lobby the US Congressmen for the renewal.

Lastly, he urged the Government and industrial associations to enhance mutual understanding and co-operation, and work closely together for the well-being of Hong Kong.

Mr Tsang was accompanied by Mr Patrick Lau, Assistant Director-General (Multilateral Division), and Ms Maria Kwan, Assistant Director-General (Europe Division).

Apart from Mr Liang, CMA Vice-Presidents Mr Leung Nai Wing, Mr Yip Hing Chung and Mr Tony Chau; Honorary Presidents Mr James Wu, Mr Seto Fai,



German Frankfurt delegation visits CMA.

Mr Lawrence Chu and the Hon Ngai Shiu Kit; Executive Committee members Mr Alexander Lo, Mr Lo Chin, Mr Wong Ping Sai, Mr Graham Cheng, Mr Choi Hin To, Mr Lee Sai Yick, Mr Chu Poon Shin and Mr Lin Sai Shat; General Committee members Mr Fok Wah Pun, Mr Leung Chung Lick, Mr Chan Kim Sing, Mr Donald Chow, Mr To Shui Moon, Mr Jose Yu, Mr Chow Yun Sheung, Mr So Hin Leung, Mr Ma Kai Cheung, Mr Chan Fook Hing, Mr Lam Hok Po, Mr Peter Lee, Mr Chiu Chun Bong, Mr Jan Thai Lun, Dr Yung Yau, Mr Fung Yuen Hon, Mr Lai Wing Tim, Mr Fung Kai Hoi, Mr Lee Hung Tong, Mr Lau Him Chai, Mr Christopher Suek, Mr Paul Chu, Mr Chau Chiu Shui, Mr Tang Yee Hang, Mr Steve Lau, Mr Lee Ming Sang and Mr Chow Lam Boon; and Sub-Committees Chairmen Mr Peter Wu, Mr Chao King Lin and Mr Yim Chan Chee also attended the dinner.

German Frankfurt Delegation

A nine-member Frankfurt delegation, led by the City Councillor for Planning Dr Martin Wentz, called upon the Association on February 27. They were received by CMA President Mr Herbert Liang, and Executive Committee members Mr Joseph Lau and Mr Lee Sai Yick.

At the meeting, Dr Wentz opined that Frankfurt, an international city which possesses sound distribution network in Europe, would be an ideal platform for Hong Kong companies to serve or open up the European market. Mr Liang remarked that in addition to the re-unification of Germany in 1989, the formation of a single European market would generate enormous trading and investment opportunities. Apart from exchanging views on the prevailing economic developments, both parties agreed to foster closer co-operation in future.

Visit by German Press Group

A 20-member group comprising economic journalists from the German media paid a visit to the Association on March 3. They were received by CMA President Mr Herbert Liang, Honorary President Dr James Wu and Executive Committee member Mr Joseph Lau.

At the meeting, members of the German press expressed their interests in the role that Hong Kong plays in the Asia Pacific region, and in the relationship between Hong Kong and southern China. They also raised questions on the outlook of Hong Kong's trade with the Asian countries and with Europe, and in particular with Germany.

Mr Liang told the group: "Since China introduced its open-door policy in 1978 to encourage foreign investment, Hong Kong manufacturers have relocated some of the labour-intensive operations into China to counter acute labour shortage and rising production costs in Hong Kong. Hong Kong is now developing its capital- and technology-intensive industry. At present, as many as three million workers are employed in factories wholly or partly owned by Hong Kong businessmen in the Pearl River delta area, a number which is a quadruple of Hong Kong's own manufacturing workforce." Mr Liang stated that Hong Kong realises that it should not just depend on its traditional markets such as the US, and should make efforts to diversify its markets into other countries, such as Japan and other Asian countries.

Mr Liang told the German press that if German entrepreneurs invest in Hong Kong or China, they would find the cheap and hardworking labour and the proximity to the Asia Pacific market as the two main advantages. He also mentioned that the Hong Kong Government has set up the Industry and Technology Development Council which aims to make recommendations to the Government on strategies of promoting the development of technology-intensive industries in Hong Kong.

As far as Europe is concerned, Mr Liang believed that the formation of a single market, together with the opening of Eastern European countries, offers a lot of market potentials. Hong Kong mainly manufactures light consumer products. The growing demand in consumer goods in the European market will certainly create a new outlet for Hong Kong products.

Mr Liang also commented on the say-



CMA President Mr Herbert Liang (left) tells the German press group that the manufacturing industry continues to be the mainstay of Hong Kong's economy.

ing that Hong Kong's manufacturing industry has been surpassed by its servicing and finance industry. He pointed out that the manufacturing industry is the real driving force for the rapid development of the servicing and finance industry. The manufacturing industry will continue to be the mainstay of Hong Kong's economy.

Delegation from CCPIT

A 13-member delegation, led by Mr Zheng Hong Ye, Chairman of the China Council for the Promotion of International Trade (CCPIT), called upon the Association on February 25. The delegation was received by CMA President Mr Herbert Liang; Vice-President Mr Yip Hing Chung; Executive Committee members Mr Lo Chin, Mr Wong Ping Sai, Mr Choi Hin To, Mr Lee Sai Yick and Mr Chu Poon Shin; General Committee members Mr Chan Kim Sing, Mr Chow Yun Sheung, Mr Lee Hung Tong, Mr Christopher Suek and Mr Paul Chu; and members Mr Frederick Tsoi and Dr H Q Liu.



CMA President Mr Herbert Liang (2nd from right) receives souvenirs from Chairman of CCPIT Mr Zheng Hong Ye (left).

CMA Expands Kwun Tong Office

The Kwun Tong Office of the Association was officially opened on March 12 by CMA Vice-President Mr Tony Chau. To expand its services in the issue of certificates of origin (CO), the office has recently been refurbished and now occupies a larger floor area.

In his address, Mr Chau indicated that the expansion of the Kwun Tong Office is to meet the growing demand for CO services in the district, and to offer computerized CO issuing services to members and the trade. Similar services are also available at CMA Head Office in Central, and branch offices in Mongkok, Tsimshatsui, Tsimshatsui East and Tsuen Wan. He added that the Association would closely monitor the need for such services in other districts and would expand its network of branch offices should the need arise.

He pointed out that the Association's CO issuing volume, especially in Kwun Tong, has increased steadily over the past few years. He hoped that the expansion of Kwun Tong Office could further strengthen the existing services.

He further said that as a member of the Certification Co-ordination Committee (CCC), the Association works closely with the Trade Department and other Government Approved Certification Organizations to co-ordinate CO arrangements and operations, and to exchange views on relevant policies. The CCC technical working group will continue to put efforts in reviewing origin criteria for various kinds of products as well as in examining ways and means in improving the current system so as to keep pace with new developments.

Lastly, he also indicated that the Association is planning to establish a committee to promote the services of CO and the CMA Testing and Certification Laboratories.

Guests attending the opening ceremony included Mr Lam Hang Fai, Kwun Tong District Board Chairman; Mr Jose Yu, Honorary President of Hong Kong Kwun Tong Industry and Commerce Association Ltd. (KTICA); Mr Ng Sai Tai and Mr Zai Chung Ling, Directors of KTICA; Mr Sum Wing Sung, Vice-President of KTICA; CMA Honorary Presidents Dr James Wu and Dr Philip Lai; Executive Committee members Mr Lo Chin, Mr Wong Ping Sai, Mr Choi Hin To and Mr Lee Sai Yick; General Committee members Mr Leung Chung Lick, Mr Chan Kim Sing, Mr Daniel Wong, Mr So Hin Leung, Mr Michael Sun, Mr Lam Hok Po, Mr Lai Wing Tim, Mr Paul Chu and Mr Chow Lam Boon; Sub-Committees Chairmen Mr Peter Wu and Mr Yim Chan Chee; and member Mr Cheng Man Piu.

Delegation from Doumen

A nine-member delegation from the People's Government of Doumen County visited the Association on February 28. The delegation was led by Mr Huang Guo Chen, Vice Party Secretary of Doumen County Committee of the CPC, and was received by CMA President Mr Herbert Liang; Executive Committee members Mr Lo Chin and Mr Lee Sai Yick; and General Committee member Mr So Hin Leung.

During the meeting, Mr Huang introduced the economic situation and the development of Doumen. He said that the delegation aims to establish closer relationships with Hong Kong and to invite further investments from Hong Kong companies.



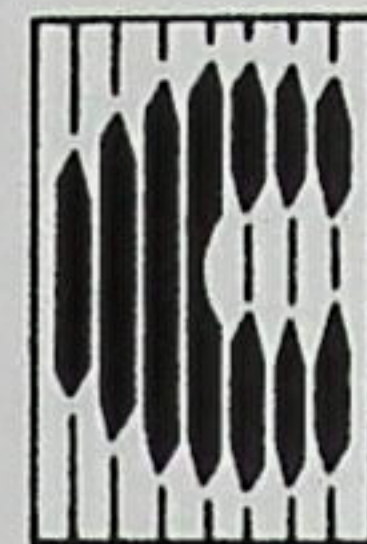
CMA's Kwun Tong Office is officially opened by Vice-President Mr Tony Chau (4th from right).

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Quality of Working Life

The Management Consultancy Division of the Hong Kong Productivity Council has recently released a report on Hong Kong's quality of working life (QWL). Entitled *A Review of the Quality of Working Life in Hong Kong*, the publication focused on several topics of interests which can improve the quality of working life. The topics covered management-employee communication, staff welfare, training, promotion prospects, working hours, quality enhancement programs, etc.

What is QWL?

QWL means a better place to work and live, and is the state of evolution affecting people's livelihood, attitude towards work, and way of life. It concerns human needs and organizational effectiveness. This concept however changes with time, and varies between different societies. In Hong Kong, the importance of QWL has become more and more significant.

Development in HK

Work for a living

Prior to 1970s, Hong Kong's unemployment rate was high, and the primary concern of people at that time was how to make a living. The industries mainly employed largely uneducated or poorly educated workers and conducted mass production which required only simple and manual work. The conditions of employment and working place were poor, and many employers exercised an authoritarian style of management. The relation between employers and employees was fairly poor, but little effort was made towards the establishment of good labour relations. At that stage, people simply worked for a living.

Living with work

Stepping into the 1970s, Hong Kong had evolved into an international city with rapid business development and industrialization. The unemployment rate was decreasing, and the economy became prosperous. People were wealthier and most achieved a higher standard of education. Workers not only concerned themselves about the conditions of employment, but also the working conditions.

The rapid economic growth and change

of attitude of workers had induced a keen demand for labour, rapid rise in wages and labour turnover rates. In response to the increasing expectations of the labour force, the Government laid down a growing set of labour legislation to protect workers' benefits and ensure their safety.

With the provision of nine-year free education starting from 1978, the educational standard and expectations of the younger generation had increased. The number of young people joining the manufacturing industry had been decreasing. Under such circumstances, the Government set up the Vocational Training Council to train people to serve in various industries. The Occupational Safety and Health Council was also established to promote health and safety in working places. During that stage, people lived with work.

Work & live

Since mid-1980s, Hong Kong's economy has experienced a great success. The unemployment rate has dropped to the lowest level. In the face of the tight labour market, some industries try to introduce automation and improve the quality of working life to retain workers. Working and living have attained equal status. Nevertheless, the quality of working life very often becomes a conflicting issue between employers and employees. Ways and channels are therefore sought to settle these conflicts and to enhance mutual understanding between both parties. Some examples of channels used are delineated below.

Factors to achieve QWL

Communication between management & staff

In this vein of development, companies have adopted various channels to facilitate communication between management and staff. Meetings, briefing sessions, conferences and Joint Consultation Committees are the usual formal functions frequently held for communication. All these occasions serve as channels for the management and staff to convey their messages, views, concerns and opinions for a better understanding between them. Some informal channels, on the other hand, are also used. These include social activities, such as luncheon meetings, barbecues and tours, which promote the inter-relationship between management level and staff.

Decentralization/participative management

Some companies decentralize the management authority so that staff can develop a greater sense of participation in decision-making and can take initiatives in suggesting improvements in daily operations. However, in adopting decentralization, two criteria have to be fulfilled. First, the management must have faith in the supervisors; and second, the company can afford the luxury of losing economies of scale.

Staff welfare/employee care

Some companies have gradually recognized the importance of staff welfare/employee care. The staff welfare and care, whether tangible or intangible, can stimulate the morale and sense of loyalty of employees. Child care services, recreation facilities, canteen, housing loans and purchasing discounts are the most popular ones.

Part-time workers

To overcome the labour shortage problem, some companies recruit part-time workers.

Training

More and more companies are concerned about the provision of training to update employees' knowledge and skills which in turn benefit companies' operation and development. The idea that training should be a continuous process throughout a person's career is recognized.

Promotion prospects

In addition to remuneration benefits, promotion prospect is another critical aspect in the recruitment and retention of competent staff.

Corporate culture

A strong corporate culture can be a cohesive power to retain staff. For instance, with a view to nurturing a strong corporate culture, luncheon meetings can be held. Employees from all levels are invited by turns to have weekly lunch with the management.

Careful selection of staff during the recruitment process is necessary. Even for the production workers, the president himself sometimes takes part in the final screening process to ensure that people of the right kind are recruited.

A corporate culture can also be less conspicuous. While there is a mixture of people from different cultural backgrounds, the company encourages them to openly express their views. This motivates staff to respond positively to matters affecting them at work.

Staggered working hours

Staggered working hours or flexi-time have been adopted by some companies to reduce traffic congestion during peak hours. The QWL does not necessarily mean higher financial input. A more people-oriented attitude taken by the management suffices to bring companies more benefits.

CUHK's Graduate Placement Program

The Chinese University of Hong Kong (CUHK) will soon launch the Graduate Placement Program, which is an annual activity organized by the Appointments Service of the University, and aims to help fresh graduates seek employment and to assist employers in recruiting staff from the University.

The Appointments Service acts as a medium of communication between graduating students and employers. It not only transmits career news from employers to students, but also helps employers conduct recruitment activities. The services offered include advertising vacant positions, collecting application letters/forms on employer's behalf, and arranging recruitment talks, interviews and written tests on campus.

All services offered by the program are free of charge. Employers who wish to use the services may contact the Appointments Service, Office of Student Affairs, CUHK, Shatin, New Territories at tel no. 609 7206.

Making Offshore Claims for Manufacturers

With more and more local manufacturers diversify investments in other countries, the question of apportioning gross profits and making offshore claims should be properly addressed. This is the advice of Mr Roddy Sage, a Tax Partner of KPMG Peat Marwick, Hong Kong.

According to Mr Sage, the possibility of apportioning income to more than one

jurisdiction has already caused differences of opinion between taxpayers and their representatives on the one hand, and the Inland Revenue Department on the other. In many instances, gross profits deriving from an individual transaction will have arisen in or derived from different places. For example, goods sold outside Hong Kong may have been subject to manufacturing and finishing processes which took place partly in Hong Kong and partly overseas. In such a case, the absence of a specific provision for apportionment in the Inland Revenue Ordinance would not obviate the necessity to apportion the gross profit.

The feasibility of making apportionment depends on the possibility of ascertaining how much of the profit is obtained at successive stages of the operations. Clearly, if apportionment is feasible, the taxpayer must be able to demonstrate that:

1. the business activities are carried on both in and outside Hong Kong;
2. profit can be attributed to the individual activities and therefore to the operations undertaken in and outside Hong Kong; and
3. the profit was not "an inseparable whole" obtained as the result of the entirety of the operations.

The above principles can be applied in practice, for example, in cases where goods are manufactured in China and sold by the Hong Kong office. However, care should be taken to distinguish between the case where the manufacturing in China is undertaken by an independent entity at arm's length prices as opposed to a "co-operative" arrangement where typically the Hong Kong entity provides raw materials, machinery, technical advice, supervision, etc. while China provides the labour and factory premises. The former is a case of merchandising activity on which a liability for profits tax will be dependent on the location where the contracts of purchase and sale are effected. The latter is a case for apportionment.

The problem that exists in this apportionment case is how to determine the amount of the profit to be attributed to the manufacturing activity in China. Arguably the most appropriate person to determine this allocation is the taxpayer, who should also be able to provide a reasoned attribution of profit to each stage of the operations. However, the Inland Revenue Department is likely to adopt a simplistic approach in the sense that where there is a case for apportionment, a pre-

terminated formula should be adopted. This may involve a question of fairness. Significantly, the Department has indicated that they will not accept apportionment where the products are sold in Hong Kong, although part of the profit is attributed to the manufacturing activity outside Hong Kong.

The conclusion drawn from the arguments above is that any taxpayer, who manufactures or undertakes relevant activities in a jurisdiction outside Hong Kong, should seriously consider making offshore income claims.

This, however, opens the question of whether taxpayers capable of making offshore income claim under an apportionment criterion should consider re-opening prior years of assessment. The Inland Revenue Ordinance does permit a taxpayer the opportunity to re-open any year of assessment falling within a six-year period where there has been an error or mistake. However, no correction will be accepted if the original return was prepared in accordance with the practice generally prevailing at the time when the return or statement was made. It is submitted that this reasoning could be used by the Inland Revenue Department to resist any proposal to re-open closed years of assessment. Nevertheless the window of opportunity does exist and manufacturers should seriously consider the idea of making offshore claims.

Unemployment Statistics

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

The seasonally adjusted unemployment rate for 1991 October to December was 1.8%, compared with 2.1% for the three months ending 1991 September and 1.4% for the same period in 1990.

The seasonally adjusted number of unemployed persons in 1991 October to December was estimated at 51,900, compared with 57,700 in the three months ending 1991 September and 37,700 in the corresponding period in 1990.

	1991 Oct-Dec	1991 Jul-Sept	1990 Oct-Dec
Unemployment rate	1.8%	2.1%	1.4%
Unemployed persons	51,900	57,700	37,700

Economy

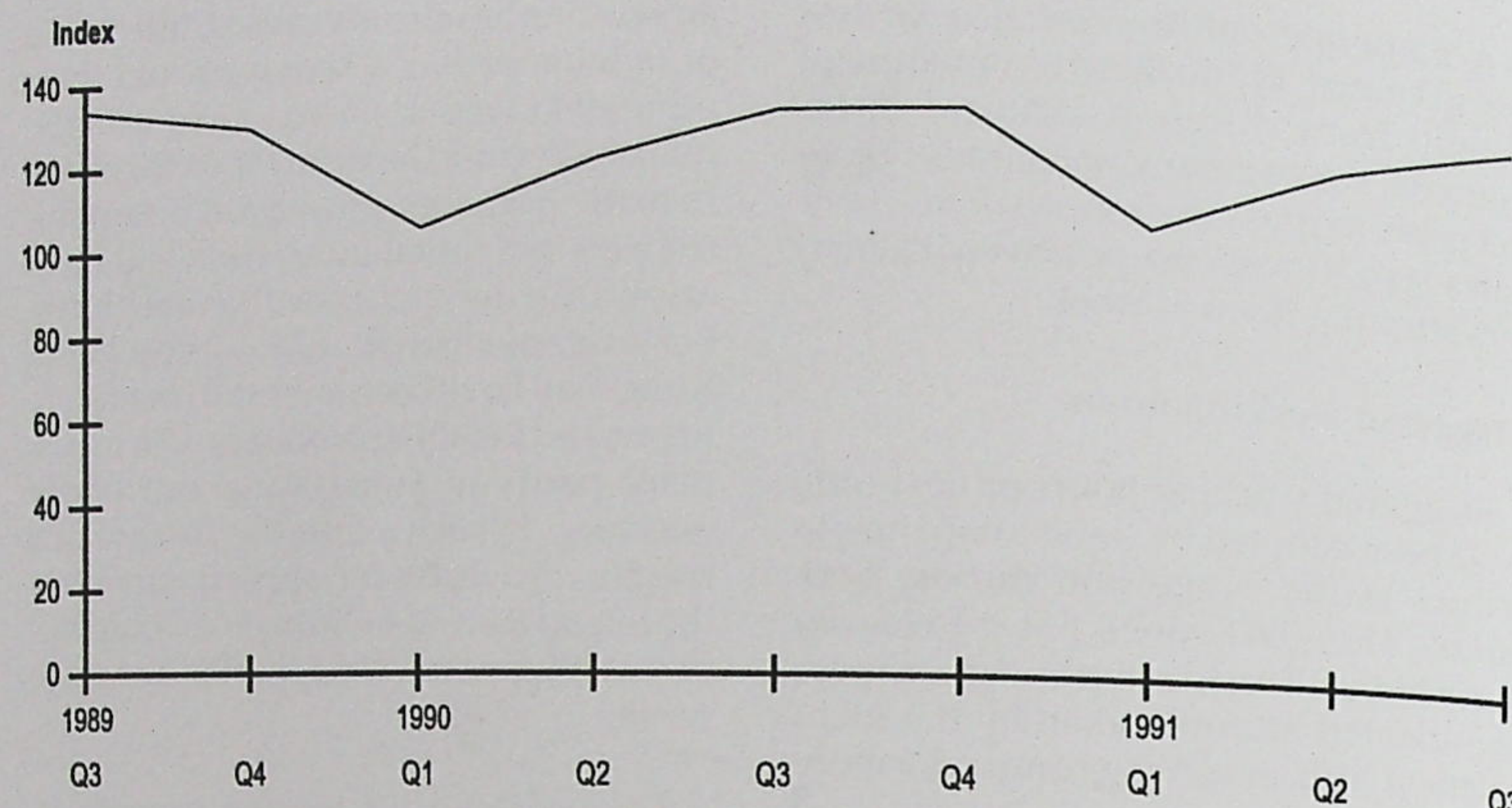
Increase in Industrial Production

According to the *Report on the Quarterly Index of Industrial Production* released by the Census and Statistics Department, the index of industrial production for the third quarter of 1991 was 132, which showed no change over the same quarter of 1990. Compared with the second quarter of 1991, the index for the third quarter of 1991 showed an increase of ten points or 8.2%, but this increase was mainly due to seasonal factors.

Among the eight broad industry groups, only a few recorded increases in production in the third quarter of 1991 over the same quarter of 1990. The most significant percentage increases were recorded in groups including paper products and printing (+13.5%); and electrical and electronic parts, accessories and machinery (+11.4%). Other groups which showed increases included textiles (including knitting) (+6.9%); and basic metals, fabricated metal products and non-electrical machinery (+3.8%). On the other hand, some groups showed decreases in production when compared with the same period in 1990. These included wearing apparel, except knitwear and footwear (-5.8%); and food, beverages and tobacco (-5.2%). Groups of chemicals, rubber, plastic and non-metallic mineral products as well as electrical and electronic products, professional equipment and optical goods showed no change over the same quarter of 1990.

Comparing the industrial production in the third quarter of 1991 with that in the preceding quarter, except for the group of food, beverages and tobacco, all other broad industry groups showed increases in production. The most significant percentage increases in production were recorded in the groups of textiles (including knitting) (+19.7%); paper products and printing (+15.2%); chemicals, rubber, plastic and non-metallic mineral products (+14.5%); and wearing apparel, except knitwear and footwear (+8.7%). Food, beverages and tobacco group, however, showed a decrease (-2.7%).

Production indexes by market group are compiled to show movements of the output of groups of industry classified by the end-use of products at constant prices. The index series may be used as current indicators in analyzing the trend in industrial activities. 1986 is taken as the base year for computing the indexes.



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

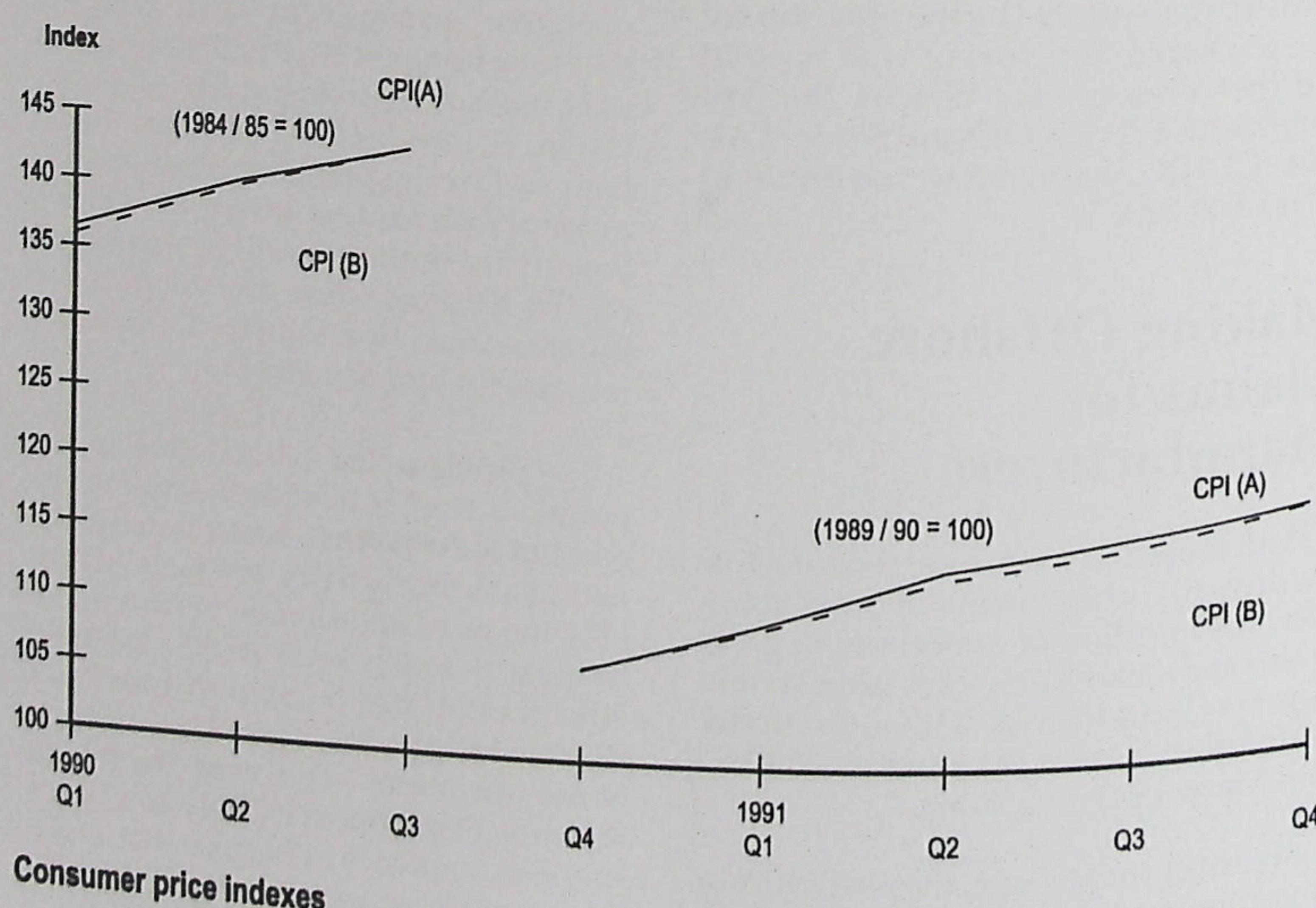
CPI in 4th Quarter

The averages of CPI(A) and CPI(B) for the fourth quarter of 1991 on the 1989/90 base were 117.7 and 117.6 respectively, representing increases of 1.4% in CPI(A) and 1.9% in CPI(B) over the third quarter of the same year.

Comparing with the preceding quarter, the clothing and footwear category recorded the most significant percentage increases in both CPI(A) and CPI(B) for the fourth quarter. The indexes for this item increased by 4.0% for CPI(A) and 3.9% for CPI(B) due to higher prices of men's and women's outerclothing after the summer sales in department stores and fashion shops. The indexes for services category also grew at a relatively high level with increases of 3.8% and 3.1% for

CPI(A) and CPI(B) respectively. This increase was the result of higher charges for medical and hairdressing services, services of domestic helpers as well as higher admission charges to discotheques around the Christmas and New Year holidays. Notably, as a result of higher rent for some private housing units, the indexes for housing increased by 2.4% in CPI(A) and 3.0% in CPI(B). Other items including foodstuffs, fuel and light, alcoholic drinks and tobacco, durable goods, and transport and vehicles showed moderate increases.

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



Consumer price indexes

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Environment

Air Pollution Control Legislation

In the White Paper *Pollution in Hong Kong: A Time to Act*, the Government declared its intention to amend the Air Pollution Control Ordinance (APCO) so that more efficient and effective actions can be made to improve the air quality.

In mid-1990, the Government had significantly strengthened the APCO by restricting the use of industrial fuel oil. Earlier this year, it intended to make further amendments. A consultative paper on the Air Pollution Control (Amendment) Bill (the Bill) and the Technical Memorandum for Issuing Air Pollution Abatement Notices was released to canvass public opinion on the amendments.

The proposed amendments in the Bill include extension in the scope of control to cover environmental asbestos and fugitive emissions from air polluting activities; introduction of a technical memorandum approach to control air pollution from stationary sources not licensed as specified processes; tightening of control on specified processes which are exempt from licensing requirements; declaration of additional processes as specified processes; improvement and

streamlining of certain provisions of the Ordinance; and revision of the penalty and appeal provisions of the Ordinance.

The amendments focused on the re-definition of terms, activities, etc. of the APCO to tighten and extend the required standards of air pollution control. It was also proposed that the Secretary of Planning, Environment and Lands Branch is to be empowered to publish air quality objectives for an air control zone by issuing a technical memorandum, which will specify different objectives for different parts of the zone. In addition, an applicant for a licence to conduct a specified process is required to submit an air pollution control plan, with descriptions and technical particulars on sources of pollutants and pollution control equipment as well as an assessment of environment nearby. There are also several additional new sections on offences of the section and control of environmental asbestos.

The Environmental Pollution Committee of the Association had discussed the draft amendment bill and agreed with the principles set out in the draft bill. However, the Association considered that there is still room for improvement.

Firstly, the Association opined that

wordings in some sections are too ambiguous and would lead to confusion in the enforcement of the legislation.

Secondly, the Association expressed worry over the power of the Asbestos Administration Committee which is set up to assist the Environmental Protection Department in the control of environmental asbestos. A query arose as to whether it is appropriate to vest with a Government's administration committee a legally supreme power and a superior status, similar to those of the High Court, merely for the purpose of inquiry. It was also considered that the administration should be distinguished from the judiciary; confusion and overlapping of these two functions would easily lead to an abuse of power.

Finally, the Association noted that part of the draft Technical Memorandum is based on foreign standards (as in the case of determination of air pollutants emitted from stationary sources) with which local industrialists should have no problems in complying. They however may find it not hard to comply if there are subsequent changes to the foreign standards unknown to them. Therefore, the technical memorandum should be well-explained to the industrialists concerned and they should also be notified of any changes in part or whole of the technical memorandum.

especially that of indigenous Indonesians. Capital investment is co-ordinated by the Investment Co-ordinating Board, a government agency set up specially for this purpose.

Over the past few years, the Indonesian government had announced a significant number of deregulation measures designed to improve efficiency and international competitiveness of its manufacturing industry. Major policy deregulation initiatives include the streamlining of investment application procedures, relaxation of foreign ownership restrictions, broadening of business areas open to foreign investment, reduction of import monopolies and non-tariff barriers, elimination of duties on re-exports, special privileges for export-oriented investments.

Indonesia has introduced new standards to ensure the protection of intellectual property rights, including copyright protection for computer software, printed matters and works of art.



Indonesia not only provides opportunities for investment, but also offers business executives & their families diverse cultural & recreational attractions.

Incentives

To encourage investment, Indonesia offers a range of incentives and guarantees to industries. Although there are no special tax incentives offered to investors, generous depreciation rates are available for assets with a beneficial life of more than one year (25% declining-balance method for most equipment). The costs of setting up business and issuing capital of an enterprise are amortized using the written down value method at a rate of 50% per annum. However, these costs are considered as normal business expenses. They may be claimed in full in the year when expenditure is incurred. Besides, there are exemption from income tax on the importation of capital goods up to the date of commercial production and for raw materials for one year from the date of commercial production. The importation of capital goods, namely machinery, equipment, spare parts and auxiliary equipment, and the importation of raw materials for the purpose of two years' full production are subject to exemption/tariff reduction from import duties. There are also deferment of payment of value-added tax on the importation of capital goods directly related to production process. It does not include the spare parts which have a lifetime of more than one year.

Indonesia also provides a number of incentives for export-oriented production. Value-added tax on the purchase of goods, and materials and services for the manufacturing of export goods will be refunded to manufacturers. Export credit at subsidized rates of 14% to 14.5% is available to any national and joint venture company throughout Indonesia. Manufacturers may also import raw materials and intermediate goods to produce exports if import prices are below prices of comparable domestic goods. Additional facilities available to companies that export no less than 65% of their production include:

1. The foreign investor is allowed to control up to 95% share of capital ownership initially.
2. The company may obtain full exemption from import duties and value-added tax on machines, machine tools and raw materials.
3. The company may obtain full exemption from value-added tax and luxury taxes of goods and materials purchased domestically to be used in the export products.
4. The company may import whatever materials are required, regardless of the availability of comparable domestic products.

Bonded areas

As a means of boosting foreign trade and attracting foreign investment in export-oriented industries, Indonesia has

established a system of duty-free or bonded zones in locations of strategic importance. The bonded zones combine the characteristics of a free-trade zone and an industrial estate. Supported by advanced systems for cargo handling, shipping and communications, the bonded zones enable manufacturers to import, store and tranship goods and components duty-free when used in the production of goods for exports.

A bonded zone is, by definition, within the Indonesian customs area and can be used to warehouse or process import goods without the prior imposition of duties, excises and other state levies, and without import licensing and inspection requirements.

Imported goods then re-exported either with or without processing are not subject to duties, excises or other state levies. Such duty is imposed if the goods are imported into the Indonesian customs area from the bonded zone. At least 85% of the output of companies in bonded zone must be exported. A drawback on duties and surcharges is available on imports into the Indonesian customs zone subsequently imported to bonded zones for export later.

The Investment Co-ordinating Board is the only government agency responsible for handling investment application, approval and investment facilities. Interest parties may contact the Board at Jl Gatot Subroto No. 44, Jakarta, Indonesia [tel: (021) 512008; fax: (021) 514945].

(Source: The Investment Co-ordinating Board, Jakarta, Indonesia)



Indonesia provides a full range of domestic & international banking services.

Investment Profile

Indonesia

Indonesia is the largest archipelago in the world. It comprises the five main islands of Sumatra, Java, Kalimantan, Sulawesi and Irian Jaya, and about 30 smaller archipelagos. There are approximately 13,000 islands, of which about 6,000 are inhabited. Indonesia is situated at a strategic location on the cross-road of two continents, with a stable social, political and economic environment. In recent years, it has successfully redirected its emphasis of economic growth away from overwhelming dependence on oil towards exports and services.

The country's estimated population is 179 million and has a large pool of workers estimated at 74 million. With the birth rate of 2.1% in recent decades and the drifting away from village life, the potential workforce is growing at almost 2.4 million per annum. Unions and employ-

ers are free to negotiate on a voluntary basis, entering into collective agreements concerning wages and conditions of employment. Such agreements must be approved by the government and once approved, are valid for a maximum of three years.

Indonesia has no foreign exchange controls. Investors are free to transfer funds to or from abroad. Repatriation of profits, costs related to expatriate employment, expenses (loan principal and interest, royalty, technical fee, etc.) and capital is permitted. No prior permits are necessary to transfer foreign exchange.

Investment policy

The government welcomes both domestic and foreign private investment. It considers foreign investment as a method of importing modern technology and developing the local entrepreneurial ability,

Trade News

Trade Department Handbook Published

The latest edition of the Trade Department Handbook comprising comprehensive information on the services provided by the Trade Department has been published and is now available for collection.

The 90-page handbook contains detailed and up-to-date information on all the services and trade-related services provided by the Trade Department, overseas Hong Kong Government offices and other local trade bodies.

It also includes a summary of import and export controls enforced by other

departments, facts and statistics on Hong Kong's trade, and a list of fees and charges on the services provided by the Trade Department.

Free copies of both the English and Chinese versions are now available at the counter of the Trade Department at G/F Trade Department Tower, 700 Nathan Road, Mongkok, Kowloon. For enquiries, please contact the Department at tel no. 398 5602.

Malaysia Int'l Fair

Organized by the Federation of Malaysian Manufacturers, the fifth Malaysia International Fair will be held from October 6 to 11 at Putra World Trade Centre, Kuala Lumpur.

Exhibits are divided into two product sectors. The industrial products sector will cover a wide spectrum of technology, machinery and equipment for industrial development in Malaysia and the neighbouring countries. The consumer goods sector will cover a wide range of general consumer goods.

Members who wish to participate may contact the organizer at the following address: 17/F Wisma Sime Darby, Jalan Raja Laut, PO Box 12194, 50770 Kuala Lumpur, Malaysia (tel: 03-2931244; fax: 03-2935105).

Booking forms are also available at the CMA. Please contact Ms Denise Loi, Executive Assistant, CMA, at tel no. 542 8600 ext 824.

Int'l Design Forum

The 3rd International Design Forum will be held from October 21 to 25 in Singapore. In addition to an exhibition staged throughout the five-day period, the forum will also consist of a three-day conference to be held from October 21 to 23. The theme of the Forum is "Design Shapes Success," which aims to give designers and manufacturers new ideas on how to attract consumers. Interested parties may contact Mrs Sng Sow Mei, Counsellor of Singapore Trade Development Board, at tel no. 528 6185 for details.

Free copies of Trade Department Handbook are now available at the Department's counter.

Market Report

Quality & Reliability for Japanese Apparel Firms

Japan's apparel imports have grown at a rapid pace in the past decade and promise to keep growing. According to *Tradescope*, a newsletter of the Japan External Trade Organization, the most obvious reason behind the popularity of imported apparel is the lower production costs available in other countries in comparison to Japan, where labour shortages and high wages make some products particularly costly to produce.

For example, an estimated 90% of hand knitted ski sweaters and leather goods are imported, as well as items of national origin, such as Thai silks and Indian Madras check fabric.

Tradescope reveals that falling production and rising costs are combining to squeeze the profits of Japan's textile and garment firms. While in other countries retailers bear the risks of unsold products, apparel firms in Japan are usually required to take back unsold garments. This system has led to increasingly short product cycles and forced manufacturers to introduce new products several times a year.

Domestic producers are taking steps to move away from short cycle production to reduce their risks. Firms are likely to move production overseas in future in order to secure a stable supply, transferring domestic production mainly to luxury goods.

Though Japanese apparel firms may look favourably upon foreign imports, it is advisable for overseas manufacturers to pay careful attention to the strict demands of the Japanese market.

Apparel firms face added risks from fluctuating interest and exchange rates which make delayed deliveries expensive. As Japanese consumers are very sensitive to seasonal changes, women's apparel may only stay on the shelves for one or two months, and a two-week delivery delay could seriously affect sales opportunities.

Japanese consumers are very conscious of product quality, and even goods which are heavily discounted will be scrutinized and complaints made if any faults are evident. Not only are the quality of materials and sewing important, but also labelling and packaging.

When seeking overseas sources, Japanese companies will first look for a partner which has experience in Japanese management practices and in exporting to Japan. Potential associates should have some previous experience of the export market.

(Source: Hong Kong Trade Development Council)

Marketing Brand Names in Singapore, Malaysia & Taiwan

The economic development of the Asian region, driven by investment and exports, has been dynamic in the last decade. Singapore, Malaysia and Taiwan are those markets among the developing Asian economies which have the best prospects for Hong Kong's branded products — Singapore [with imports of consumer goods at US\$15.8 billion (about HK\$123.2 billion) in 1990], Taiwan [US\$6.6 billion (HK\$51.5 billion)] and Malaysia [US\$6.3 billion (about HK\$49.1 billion)]. Other markets found to have good potential are the Republic of Korea, Thailand and Indonesia. In the case of Thailand and Indonesia, a large amount of consumer goods are channelled via Singapore.

Performance of HK products

Singapore & Malaysia

The retail market in Asia increasingly resembles those in the western economies in recent years. Imported products are in strong demand in Singapore and Malaysia where consumers have increasing buying power. Consumers are becoming more brand-conscious and to them, foreign brand names are the epitome of quality and sophistication. They are willing to pay a high price for the prestige of owning an overseas brand name product and for the image it is perceived to deliver.

Wide disparities in the distribution of wealth in Asian societies are common and the high income earners always prefer the top European, American and Japanese brand names. To them, they are not only buying quality, but authenticity as well.

The average consumers with lower wages are very price conscious. They associate brand names with the symbol of wealth and although they cannot afford the top brand products, they opt for the newly developed Asian brand names in the market.

For these average income earners, a brand is literally a product with a trademark. They prefer brand names that give the image of catering to western consumers or those that sound Italian. To increase the chance of selling, the logo must be distinctive, and in some cases, a trademark may be promoted with a catchy phrase or slogan.

The increasing income of the Asian consumers has generated substantial demand for Hong Kong brand names, and the attractions of the Singapore or Malaysia markets have been further enhanced by their proximity and cultural links with Hong Kong.

Furthermore, most Singaporeans and Malaysians are aware of what is happening in the retail scene in Hong Kong through print media and Hong Kong television programs. Moreover, through the visits of Southeast Asian tourists to Hong Kong, many Hong Kong's brand names have gained publicity even before their formal launching in these countries. The image of Hong Kong products, though not as prestigious as European products, has become one of good quality and reliability.

In Singapore, garments are the best selling item of Hong Kong brand name products, though the top end of the market is exclusively occupied by leading international designers. The large middle segment of the market is dominated by Hong Kong-made garments that live up to the consumer demand for good quality and reasonable price. Hong Kong garments are perceived as functional with quality finishing, good fabrics and modern design. A T-shirt with a brand name demands a higher price and usually sells better than a brandless one.

Comparing to western countries, seasonality is not a factor in the clothing market in Singapore because of its uniform climate throughout the year. Hong Kong's summer and spring fashions are well-suited to Singapore's tropical weather. Bright colours and bold prints are popular.

Apart from electronic video games which are dominated by Japanese products, toys from Hong Kong also have a good market in Asia. It is estimated that about 40% of the toys sold in Singapore and Malaysia are from Hong Kong. Popular items include remote-controlled vehicles, hand-held electronic games, plastic toys and dolls. The most important criteria for consumers in buying toys are design and price. Brand name is not as important as in the case of garments. However, a famous brand name may appeal to the importers.

Sales of computer hardware and software in Singapore and Malaysia have grown rapidly. This growth has resulted from the decline in the price of hardware and the boom in commercial activities in the region. Governments and the private sectors constantly expand and upgrade

their computer capabilities. The number of small- and medium-sized enterprises using computers has been increasing dramatically. For a new branded computer product, quality and after-sales service are of top priority.

Another product to which brand name is as important as garment is watch. Many Hong Kong manufacturers have acquired the franchise rights of European brand names. Hong Kong's major strength lies in developing new designs and Asian consumers have accepted Hong Kong watches in a big way. For brand name watches, more advertising and promotional efforts are needed in order to penetrate into the high-end market. Demand for high-priced watches is mainly from young professionals and tourists. In order to attract tourists, the Singapore and Malaysia governments impose no duty on watches and clocks.

Hong Kong food products also have good growth potential as there are large Chinese population in Southeast Asia. Other products which would sell on good design, style, safety and quality include precious and costume jewellery, and household appliances. However, it is not easy to promote a brand in these products as consumers in general are less brand-conscious for these product lines.

Taiwan

Hong Kong brand name products have also been quick to benefit from Taiwan's booming market in the past several years. Many manufacturers have penetrated the Taiwan market through different channels but only companies with products of high quality, contemporary design and reasonable price are successful.

Taiwanese have caught on a fever of buying western brand name products in recent years. The quest for individual gratification and increased materialism among the newly affluent Taiwanese is one of the causes of this phenomenal shopping habit. While there is no evidence of a slackening demand for more quantity and variety, consumers have become more selective as there are increasing choices of brands available. Products that have a promise of quality and workmanship on top of their brand logos are more likely to gain a foothold in the competitive market.

Young Taiwanese are eager to follow the latest trend in overseas markets. As an increasing number of Taiwanese have travelled abroad in recent years, Hong Kong brand names which are popular domestically and overseas have proved to be more receptive among the Taiwanese.

Marketing

Singapore & Malaysia

An effective marketing channel is critical to the success of a brand name in Asia. Department stores, import agents and own retail shops are the major marketing channels for Hong Kong products in Singapore and Malaysia. Besides, advertising through newspapers, television and magazines are also vital when a brand name first enters a market.

Laws on patent & trademark

Singapore adopts the UK Patent Act for the registration of patents. The Act provides for the re-registration of a UK patent within three years from its date of issue in the UK. The first user or intended user of a trademark is entitled to its registration. A certificate of registration issued by the Registrar of Patents will confer on the applicant privileges and rights similar in all respects to those conferred in the UK. The government also set up the Copyright Tribunal for adjudicating disputes between copyright owners and users of copyright materials. The tribunal has the power to settle royalty and to grant compulsory licences to ensure that the holder's monopoly is not abused. Singapore is considered as one of the strictest countries in the world to carry out the laws of patents and copyrights.

In Malaysia, patents registered with the Registry of Trade Marks and Patents gen-

erally have a duration of 15 years. The initial application fee is M\$100 (about HK\$280) for a patent. The registration of patents consists of revalidating of patents that have been registered in the UK. It is very difficult to avoid pirating in Malaysia which covers large areas of land in the Peninsula and in other islands, as the operation can easily move from one place to another. However, imitated products are mainly sold in street stalls, and are not allowed in the formal distribution channels.

Taiwan

Similar to Singapore and Malaysia, the channels for marketing brand names in Taiwan are department stores, import agents and setting up own companies. Advertising is also necessary for brand name products to stimulate consumer desire and to conjure up a brand image. In fact, a total of some US\$1.85 billion (about HK\$14.43 billion) was spent on advertising by Taiwanese companies last year. This figure ranked third in Asia after Japan and Korea.

Laws on patent & trademark

The Taiwanese government has tightened protection of intellectual property rights in recent years by bringing domestic laws more into conformity with those of the developed world. Hong Kong manufacturers or exporters wishing to enter the Taiwan market are advised to register their products' patents and trademarks with the National Bureau of

Standards to protect their interests.

The Patent Law has been amended to increase the protection available to a wider range of products and is currently under review to include food and beverages. Meanwhile, the Trademark Law is revised to adopt an international classification and provide detailed guidelines for trademark examination procedures. Trademark protection is available to all foreign individuals or entities.

A foreign applicant is required to appoint a local patent attorney to process his application. Besides submitting a written application form, the applicant must also submit an oath declaring that the invention concerned is truly invented by him, a power of attorney, a certificate of nationality or a certificate of corporation, an original specification with drawings in triplicate, an assignment where the applicant is not the inventor, and the filing date and number of the corresponding invention filed with a foreign government, if a patent has been applied for another country. The filing fees for invention is NT\$3,500 (about HK\$1,050) for each application for a patent; utility model, NT\$2,500 (about HK\$750); and new design, NT\$2,500 (about HK\$750).

A person from outside of Taiwan has to appoint an agent in Taiwan to apply for a trademark. Applicant shall submit, together with a complete set of application form, 15 copies of specimen trademark (service mark) plus certified copy of company licence and nationality certificate. The application fee is NT\$2,700 (about HK\$810), and the term of exclusive use of a trademark shall be ten years. Application for extension must be filed within six months before the expiration date.

(Source: Hong Kong Trade Development Council)



President Mr Herbert Liang (centre) inspects the exhibits displayed at Exhibition of China's Awarded Products '92.

Exhibition News

Date	Event	Venue	Exhibits	Organizer
1992				
May 5-8	Asian Int'l Gift Fair '92	World Trade Centre, Singapore	Gifts	Singapore Exhibition Services Pte Ltd. Tel: (65) 338 4747 Fax: (65) 339 5651
May 8-9	ELENEX '92	HK Convention & Exhibition Centre	Power generation & distribution, electrical accessories & systems, building, automation, electrical appliance manufacturing	HK Exhibition Services Ltd. Tel: 804 1500 Fax: 528 3103
	AIRVEX '92		Air conditioning, ventilation, heating & refrigeration equipment, components, controls, systems	
	SECURITEX '92		Security & fire control systems & equipments	
	LUMINEX '92		Lighting, luminaires, lamps, fixtures, fittings & components	
May 12-15	COMPUTER '92	HK Convention & Exhibition Centre	Computers, peripherals, software, accessories, services	Business & Industrial Trade Fair Ltd. Tel: 865 2633 Fax: 865 5513
	AUTO-ID HK '92		Bar code technology & equipment	
May 13-15	9th Asia Pacific Duty-Free Exhibition	HK Convention & Exhibition Centre	Duty free products	Int'l Trade Publications Ltd. Tel: (0737) 768611 Fax: (0737) 761989

Training Calendar

Date	Event	Venue	Organizer	Contact person/Tel no.
1992				
Apr 13-May 3	Certificate Course on Trade Financing & I/E Procedures	Conference Hall, CMA Bldg	CMA	Ms Callie Yuen, CMA 542 8600 ext 826
Apr 23-28	World Chinese Conference	Mauritius, Africa	The National Organizing Committee	The National Organizing Committee (230) 242 4249
Apr 28	HK Owner-Manager Association Workshop	VTC Tower	The Management Development Centre of HK (MDC)	Mr Sam Ying, MDC 836 1826
May 12-13	HK Computer Conference '92	Grand Hyatt Hotel & HK Convention & Exhibition Centre	BDG Management Ltd.	BDG Management Ltd. 528 6136

新會員 New Members

永遠會員

Permanent Member

有成染廠有限公司
董事：宋祺新
出品：漂染及定型
Yau Shing Dyeing Fty Ltd.
Director: Soong Kee Sun
Products: Bleaching, dyeing & finishing

普通會員

Ordinary Members

比美實業公司
經理：梁然
出品：成衣及成衣配料
B Me Ind'l Co.
Manager: Leung Yin
Products: Garments & garment accessories

先河有限公司
董事總經理：伍偉觀
出品：梳化
Cin Chor Ltd.
Managing Director: Ng Wai Koon
Products: Sofa mfr

安栢電路版廠有限公司
董事：張國棟
出品：電路版
Onpress Printed Circuits Ltd.
Director: Cheung Kwok Tung
Products: Printed circuit boards

新興工藝珠綉廠
董事：王炳華
出品：皮帶及手袋綉綉
Sun Hing Handicraft Embroidery Fty
Director: Wong Ping Wah
Products: Beaded bags, belts

利民實業有限公司
董事：鄭家安
出品：出口及製造電器
Raymond Ind'l Ltd.
Director: Cheng Ka On
Products: Trdg & mfg of domestic electrical appliances

恒寶企業有限公司
董事：鄭立言
出品：成衣
Hanbo Enterprises Ltd.
Director: Cheng Lap Yin
Products: Garments

栢高藝術製作有限公司
經理：梁智佳
出品：不銹鋼牌
Macroart Production Co. Ltd.
Manager: Leung Chi Kai
Products: Etching services, silk screen

利迅(國際)實業有限公司
董事總經理：黃澤興
出品：生產及出口手袋、玩具、飾物及禮品
Creation & Decoration Mfg Ltd.
Managing Director: Wong Chak Hing
Products: Mfr & exporter of handbags, toys, fashion accessories & gift items

超華印織染廠
東主：梁釗
出品：纖維印染
Chiu Wah Printing Weaving & Dyeing Fty
Proprietor: Leung Tsiu
Products: Printing fabric

威富達國際集團
主席：盧漢雄
出品：電子產品及配件
Evertch Int'l Group
Chairman: Henry Loo
Products: Trdg & mfg of electronic components, PC & other computer products

贊助會員

Associate Members

港源手袋廠
董事：朱志忠
業務：手袋
Kong Yuen Handbag Fty
Director: Chu Chi Chung
Nature of business: Handbags

富顯博
高級顧問：蕭偉民
業務：公關服務
F-H Scotchbrook (HK) Ltd.
Senior Consultant: Raymond Siu
Nature of business: PR services

日商岩井香港有限公司
總經理：高津治夫
業務：成衣
Nissho Iwai HK Corp Ltd.
General Manager: H Takatsu
Nature of business: Textile

恒進實業有限公司
董事：蔡偉楓
業務：電子產品
Hangent Industries Ltd.
Director: Adam Choy
Nature of business: Electronic products

鄧海滿記有限公司
董事總經理：鄧榮滿
業務：涼菓
Tang Hoi Moon Kee Co. Ltd.
Managing Director: Tang Wing Moon
Nature of business: Foodstuffs

祥田貿易有限公司
經理：張希
業務：製鞋及鞋物料
Gentlefit Trdg Ltd.
Manager: Judith Chang
Nature of business: Footwear & footwear materials

日本流通產業株式會社
助理經理：李寶能
業務：採購集團
Nihon Ryutsu Sangyo Co. Ltd.
(HK rep office)
Assistant Manager: Lee Po Nang
Nature of business: Buying organization

天隆行
經理：陳振超
業務：廣告產品如筷子、牙籤、杯墊
Tin Lung Hong
Manager: Chen Tjin Tjau
Nature of business: Advertising products e.g. chopsticks, toothpicks, cuplids

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' products, please contact Trade Enquiries Section at tel no 542 8622.

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

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.



總督工業獎
GOVERNOR'S
AWARD FOR
INDUSTRY
1992



香港中華廠商聯合會
THE CHINESE
MANUFACTURERS'
ASSOCIATION
OF HONG KONG

請即參加

機器及設備設計

香港中華廠商聯合會為「總督工業獎——機器及設備設計」比賽之主辦機構，藉以促進工業多元化，鼓勵廠商發展及改良產品。

參賽類別

參賽產品可分為五個組別：

1. 生產機器及設備
2. 生產工具之配件及零件
3. 科學儀器、計量儀器、控制及測試設備及其配件或零件
4. 辦公室文儀用具（包括電腦）及通訊器材
5. 雜項類

獎項

比賽中最傑出之產品可獲頒發「總督工業獎」，各組別中得獎產品則可獲頒發「廠商會獎」，優異產品則獲「優質證書」。

參賽資格

所有參賽產品必須在香港製造，並符合香港產地來源證準則。

截止報名日期

一九九二年六月十九日（星期五）

比賽現已接受報名，歡迎參加。報名表格及章程可在廠商會中環總辦事處及各分處索取。倘有查詢，請與香港中華廠商聯合會聯絡：

香港中環干諾道中64-66號廠商會大廈
電話：542 8619
圖文傳真：541 4541

3C supplied