



廠商專訊

香港中華廠商聯合會月刊
一九九二年五月號 1992 May

THE BUSINESS JOURNAL

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

化學廢物處理

有何可行方法？



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廠商專訊一九九二年五月號 The Business Journal 1992 May

出版人 Publisher:

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

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徐佩琴 Rita Tsui

編輯 Editor:

廠商專訊編輯委員會
The Business Journal Editorial Board

總辦事處 Head Office:

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

電話 Tel: 545 6166 / 542 8600

圖文傳真 Fax: 541 4541

電訊 Telex: 63526 MAFTS HX

電報 Cable: MAFTS Hong Kong

旺角辦事處 Mongkok Office:

九龍旺角旺角道16號日本信用大廈10樓A室
Unit A, 10/F, JCG Building, 16 Mongkok Road, Mongkok, Kowloon

電話 Tel: 393 2189

圖文傳真 Fax: 789 1869

尖沙咀辦事處 Tsimshatsui Office:

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

電話 Tel: 736 0288

圖文傳真 Fax: 730 3769

尖沙咀東辦事處 Tsimshatsui East Office:

九龍尖沙咀東部廣道62號永安廣場商場UG29室
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電話 Tel: 366 6781

圖文傳真 Fax: 366 0492

觀塘辦事處 Kwun Tong Office:

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

電話 Tel: 344 3380

圖文傳真 Fax: 790 4850

荃灣辦事處 Tsuen Wan Office:

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

電話 Tel: 493 8434

圖文傳真 Fax: 412 1329

廠商會檢定中心

CMA Testing & Certification Laboratories:

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

電話 Tel: 698 8198

圖文傳真 Fax: 695 4177

廣告 Advertising:

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

承印 Printer:

耀林印刷有限公司 Sunland Printing Limited

植字 Typesetter:

漢文桌面排版中心有限公司
Chinese DTP Centre Limited

本刊歡迎轉載・唯須註明來源

Please print the source when reproducing any article.

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B/W

化學廢物處理：有何可行方法？

近數月來，化學廢物的處理問題漸漸備受關注。根據政府估計數字顯示，每年香港工業排放化學廢物約十萬噸，另外4,000噸油質廢物及其他化學廢物是由船務及有關活動所產生的。

港府已着手籌劃管制架構，以解決化學廢物所引致的污染問題。立法局已於二月通過贊成有關化學廢物之法例管制，包括廢物處理（上訴委員會）規例、廢物處理（化學廢物）（一般）規例及廢物處理（表格及收費）規例。管制包括規定廢物製造者之登記，收集廢物者之發牌，並成立處理設施及制定「托運記錄」制度，以監察化學廢物運送的過程。

除了以上之法定監管制度外，港府亦有委託私人發展商於青衣設立化學廢物處理設施，以處理化學廢物，當中包括有毒、有害及易燃的物體。該處理設施已動工興建，估計會於下年初開始運作。為收回處理設施之建造及運作成本，港府建議向入口及本地製造之化學品徵收劃一從價稅：於青衣廠房運作首15年內，政府擬徵收的稅率為0.75%。

為配合這收費制度，一套根據每月生產報告制定收費及監管的制度將應運而生。本地化學品製造商若製造規例中所載列的化學品，便須向港府登記，並按月定期呈交有關化學品之生產數量及價值之報告，以作為應繳從價稅的依據。

上述收費建議引起廣泛的討論，多個行業、團體及商會紛紛發表不同的意見。作為製造業的代表團體，本會亦已就此問題與有關的政府官員及其他有興趣團體進行討論。本會屬下之環境污染問題研究委員會曾就該問題舉行會議，並邀請其他有關商會團體代表出席，發表意見。

環境污染問題研究委員會主席劉文煒在會議上反映本會對收費問題之意見：「本會完全贊成工業在環境保護方

面需扮演一個合理的角色，並已對此信念作出承諾。然而，對於化學廢物處理設施計劃之資金來源，以及政府對該設施運作的承擔方面，政府所建議的原則及其可行性，均值得探討。」他同意政府建議之收費計劃是管理簡單、容易運作、收費水平亦可接受；同時，該計劃亦已間接地採納「污者自付原則」，即製造污染者應支付清潔環境的費用。

劉文煒解釋：「由於需要直接繳付從價稅的化學品入口商及本地製造商將會把稅項反映在商品/產品的價格上，故產生化學廢物的製造商實際上已於購買化學品時間間接地支付處理設施之運作成本。」

他補充說：「此外，政府建議的收費計劃只對整體製造業造成合理的影響。」可是，儘管政府建議的收費計劃擁有以上優點，部份與會者仍然認為收費計劃仍存有問題。

委員會委員陳偉文認為：「轉口化學品所產生之化學廢物由於並不對香港造成污染，故此徵收從價稅並不公平。」他指出，對入口化學品原料和化學製成品徵收稅收明顯有違公平原則。他建議政府應發還稅款予能證明有關化學品為轉口商品的商家。

與會成員亦注意到化學廢物處理設施將從收集到之廢物中回收金屬。然而，這項回收業務並不十分「符合企業原則」。

港九電鍍業商會理事長官子明指出：「從電鍍業之廢水進行回收事實上並不化算，因為廢水已經非常稀釋，而可回收之金屬價值亦不高。另一方面，該業排出之廢水需要作個別貯存及處理，始能避免廢水起化學反應而影響工人的安全。因此在化學廢物處理設施收集廢水之前，廠方需要額外人力及地方來貯存金屬廢水，這樣只會帶來額外支出。」

陳偉文亦表示關注化學廢物處理設施可否藉回收廢物來維持經營。答案若是否定的話，他十分懷疑計劃中的從價稅可否仍然維持在原來建議的水平。

香港皮業商會副主席黃竟亨表示：「我們擔心若處理設施不能從化學廢物回收中得到預期的利潤時，港府是否會提高稅率以作彌補，或因此而擴大需要處理的化學廢物的範圍。」

另一方面，官子明及陳偉文對於在現行實施的環保法例下，還有多少電鍍廠仍能生存，不表樂觀。陳偉文認為將有很多工廠在嚴峻的法例下倒閉，或計劃遷移他方；他估計只有20%的電鍍廠能夠在本港繼續經營。

劉文煒補充，電鍍業若如預期般式微，則可回收的化學廢物將會不足，這會令每間工廠的平均化學廢物處理費用上升，以致餘下的工廠需要分擔難以承受的高昂廢物處理成本。

此外，劉文煒預測化學廢物收集及運輸成本將會非常龐大，這樣只會進一步削減化學廢物處理設施之利潤。「因此，本會已向政府反映對此問題的關注及要求讓業界密切監管化學廢物處理設施之運作。」

在探討了直接對污染者收費之可能性後，由於與會成員考慮到間接向污染者收費可擴寬稅基，同時對整體經濟影響減至最低，並在行政及成本效率上有前述之優點，故本會仍繼續支持間接收費辦法。另一方面，若無可選擇地實行直接及間接收費混合方法，港府亦必須作深入研究。雖然電鍍業亦願意分擔化學廢物處理之成本，但任何收費辦法必須在能確保不會危害工業生存的情況下，才能被接納。無論如何，本會強調能擴大稅基的收費辦法是最恰當的。

此外，會議結論亦肯定化學廢物處理設施之運作必須公開及接受工業界之監管。



未雨綢繆

僱員安枕無憂

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

欲索取廠商會會員**公積金計劃**詳情請填妥下列表格或致電：

HHL 喜齡有限公司 戴嫻儀小姐或關秋陽先生 571 2018

商廠 香港中華廠商聯合會 劉尉倫小姐 545 6166

承託人：

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廠商會動態

總督工業獎——機器及設備設計比賽

今年，本會將再次舉辦總督工業獎——機器及設備設計比賽。

本會會長梁欽榮在四月六日公佈總督工業獎計劃詳情的記者招待會上指出，本港的製造業近年來由生產低值消費品漸漸轉向生產高增值、設計新穎及品質優良的產品。他指稱，為使這個轉變達至成功，製造商必須具備完善的生產技術和精密科技作為支持。他希望該項比賽能促進香港機器設備業的發展，及鼓勵有關廠商邁向更高的科技。

香港政府於八九年設立總督工業獎，以表揚及鼓勵在不同工業中有傑出表現的廠商。

參賽組別

機器及設備設計比賽的參賽產品分為五個組別：

一、生產機器及設備

供作生產用途而產品為完整之機器或設備。

二、生產工具之配件及零件

附於機器或設備上之配件及零件，用以輔助生產、提高生產效率及控制產品質素等。

三、科學儀器、計量儀器、控制及測試設備及其配件或零件

四、辦公室文儀用具（包括電腦）及通訊器材

五、雜項類

參賽資格

所有參賽產品之設計研究或製造，必須完全或實質上在香港進行。

獎項

評審委員會在每個組別中選出最佳之產品頒發廠商會獎，再由全部得獎者中選出最傑出者頒發總督工業獎——機器及設備設計。評審委員會可由每個組別中選出其他優良產品頒發優質證書。

評審標準

參賽產品均按性能、創新、應用新技術、方便使用、成本效益、安全及對環境之影響被評審。

評審委員會

評審委員會由工業家及有關工程、產品設計之專業人士組成。

報名手續

參加者須填妥申請表格，連同產品樣本兩件送交主辦機構。倘因產品過於笨重或巨大而無法送交主辦機構，參賽者須提供該產品之規格、繪圖、照片或錄影帶等資料，並須註明可以在何處檢查產品。參賽者必須作好準備，按主辦機構所安排的適當時間及地點向評審委員會進行有關產品之操作示範。

所有參賽資料必須於六月十九日前送交本會。查詢可致電542 8600內線619與本會助理秘書姜月燕聯絡。

本會地區委員會

本會成立了八個國家或地區委員會，專責接待來自有關地區之訪問團及計劃前赴訪問，並與有關地區的組織機關聯絡，促進雙邊貿易及業務合作。各個委員會的委員名單如下：

一、美國委員會

召集人：陳永棋

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二、歐洲委員會

召集人：邵炎忠

委員：梁欽榮、陳永棋、周敏、尹德勝、陳鴻基、楊孫西、黃慶苗、黃可嘉、趙振邦、招顯智及陸增鏞

三、亞洲委員會

召集人：周敏

委員：梁欽榮、雷康侯、魯廣雄、羅展、黃丙西、楊木盛、劉文煒、李世奕、朱本善、梁中力、曾金城、楊孫西、周潤貴、黃可嘉、孫佐民、陳福慶、李雨川、鄭帝倫、馮元侃、韓振東、趙耀祖、李明生、周林邦、鄭友德、嚴燦枝、曹金霖及鄭文彪

四、澳洲委員會

召集人：雷康侯

委員：梁欽榮、葉慶忠、周敏、司徒輝、尹德勝、林輝實、霍華彬、陳鴻基、楊孫西、黃慶苗、司徒健、陳福慶、李雨川、梅應春及薛濟傑

五、加拿大委員會

召集人：呂明華

委員：梁欽榮、葉慶忠、周敏、徐秀夫、洪克協、蔡宏豪、莊競生、陳鴻基、周克強、堵綏滿、黃慶苗、趙振邦、招顯智、劉漢欽、朱劍雄及張浩然

六、中國華南地區委員會

召集人：葉慶忠

委員：梁欽榮、陳永棋、周敏、洪克協、羅展、黃丙西、楊木盛、劉文煒、蔡衍濤、林輝實、蔡德河、梁中力、楊孫西、周潤貴、洗漢鑽、蘇衍樑、陳福慶、馬介璋、林學甫、趙振邦、翁祐、黎永添、李漢忠、李仲潮、薛濟傑、趙耀祖、

周朝瑞、劉漢華、周林邦、鄭文彪、黃友嘉及劉漢欽

七、中國華東地區委員會

召集人：林輝實

委員：梁欽榮、羅展、楊木盛、楊孫西、周潤貴、洗漢鑽、鄭學禮、林學甫、李漢忠、薛濟傑、周朝瑞、劉漢華及劉漢欽

八、中國華北地區委員會

召集人：鄭正訓

委員：梁欽榮、葉慶忠、洪克協、尹德勝、羅展、楊木盛、呂明華、劉雨亭、林輝實、曾金城、周潤貴、黃慶苗、司徒健、洗漢鑽、鄭學禮、孫佐民、顧小坤、林學甫、李漢忠、薛濟傑、周朝瑞、劉漢華及丁午壽

本會簡史編纂委員會

本會成立了簡史編纂委員會，專責製作用以介紹本會歷史、過往工作、現時活動及服務及未來發展之錄影帶，及編製將於一九九四年出版的本會簡史冊，為本會成立60週年紀念誌慶。

該委員會以會長梁欽榮為主席，副會長梁乃榮為副主席，委員包括副會長葉慶忠、陳永棋、周敏及邵炎忠；常務會董魯廣雄、羅展、楊木盛及林輝實；以及會董黃桂、梁中力、柳子元及馮元侃。

為統籌編製該簡史冊有關工作，委員會並成立專責小組，成員包括梁欽榮、梁乃榮、羅展及楊木盛，羅展並出任小組召集人。

來源證及檢定中心業務推廣小組

本會獲香港政府授權按照國際簡化關稅手續協定簽發各種產地來源證，本會檢定中心亦為工商界提供產品測試及檢定服務，深受各界所擁戴。

為了進一步擴展此等服務的顧客數目，本會成立了產地來源證及檢定中心業務推廣小組，由常務會董蔡衍濤及會董林學甫為聯合主席，成員包括會董霍華彬、陳鴻基、楊孫西、周潤貴、黃慶苗、洗漢鑽、李漢忠、劉謙齋及招顯智；小組主席嚴燦枝及謝立基；以及會員鄭文彪及陸增鏞。

本會赴珠海代表團

本會應珠海海外聯誼會的邀請，於四月十七日至十九日派出一個17人代表團訪問珠海。代表團由本會副會長葉慶忠率領，名譽會長司徒輝出任顧問，其他團員包括常務會董魯廣雄、羅展、黃丙西、蔡衍濤、李世奕及朱本善；會董陳鴻基、司徒健及陳福慶；小組主席嚴燦枝及莊競雄；會員張樂然及朱劍雄；以及秘書處兩名職員。

代表團於四月十八日出席高欄港澳基儀式，並參觀兩個二萬噸級泊位動工及160萬噸大型供水工程的建築地盤。高欄港土地及石料資源豐富，水電供應和通訊設備等大型基建工程在進行中，可望於一九九三年竣工，此外公路網絡及鐵路系統亦已開始施工。

代表團亦於四月十九日參加珠海海外聯誼會第二屆理事就職典禮，葉慶忠獲邀席上致辭。他除了褒揚珠海近數年的經濟成就外，更相信本港廠商會繼續進行更長遠及高科技的投資。他並促請兩會建立更緊密的連繫，協助促進更多投資及貿易機會，使兩地的經濟發展得以受惠。

廣東代表團

廣東省對外經濟貿易委員會副主任林君銳率領一個五人代表團，於三月五日訪問本會，由本會會長梁欽榮接待。

代表團介紹於九二年三月三十一日至四月六日期間在港舉行的廣東省對外經濟貿易展銷會。會上，代表團與本會會長就廣東及香港之間的近期業務及經濟發展交換意見。

遼寧省人民政府代表團

由遼寧省人民政府省長岳岐峰率領的一行28人代表團，於三月十七日到訪本會，由本會會長梁欽榮；副會長葉慶忠；常務會董羅展、劉文煒、劉雨亭及朱本善；以及會董鄭學禮、孫佐民及林學甫接待。

會議上，岳岐峰介紹遼寧的經濟狀況，指出當地蘊藏豐饒的天然資源及實施開放政策吸引海外投資者，對港商來說可謂是一個極具潛力的市場。他並邀請本會會員到訪當地，以加強兩地間的經濟合作。



香港中華廠商聯合會

The Chinese Manufacturers' Association of Hong Kong

遷址啟事

本會旺角辦事處將於一九九二年五月二十五日（星期一）遷往下述新地址：

九龍旺角旺角道16號

日本信用大廈10樓A室

電話：393 2189 圖文傳真：789 1869

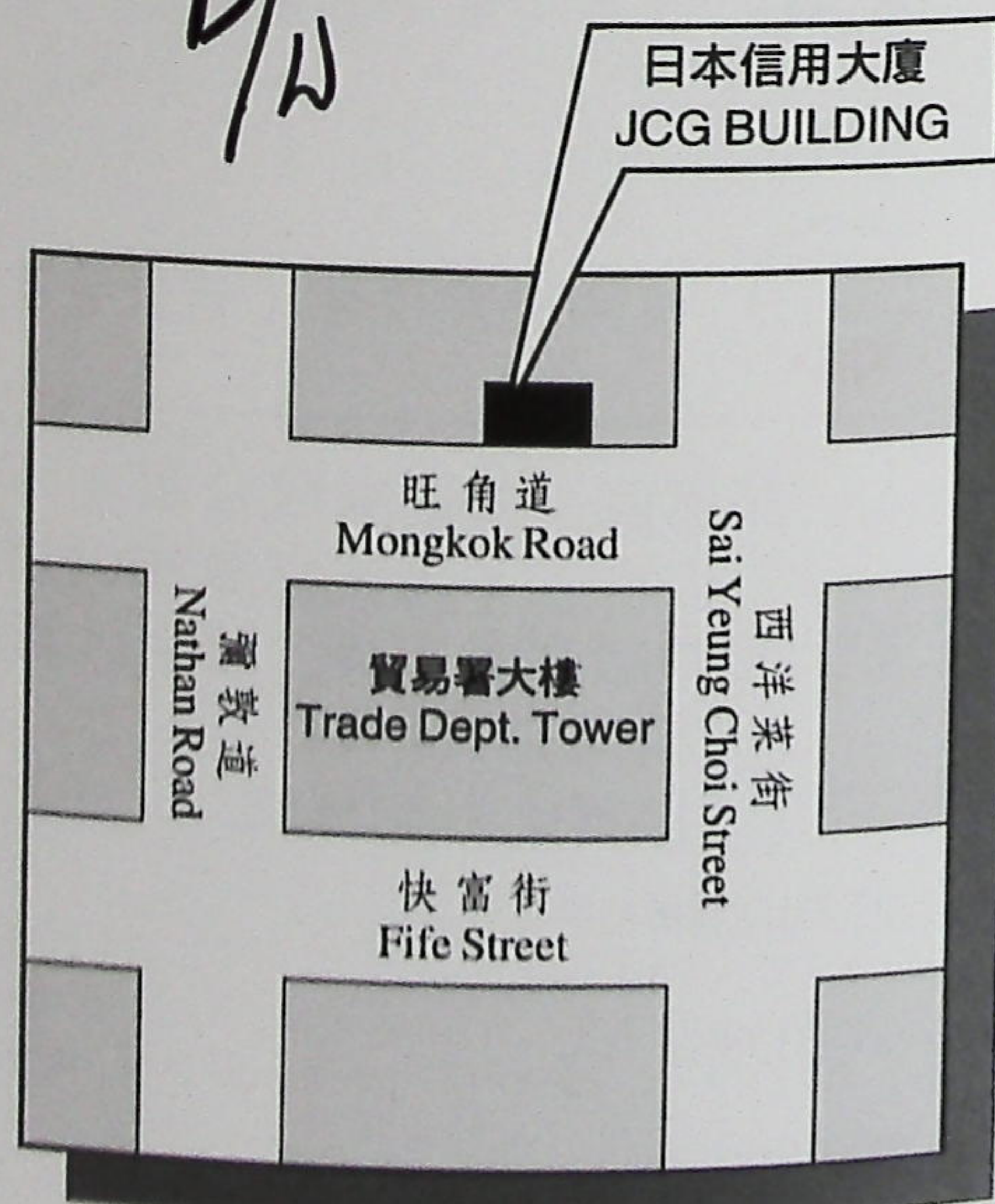
REMOVAL NOTICE

We are pleased to inform that with effect from 1992 May 25 (Monday), our Mongkok Office will be relocated at:

Unit A, 10/F, JCG Building

16 Mongkok Road, Mongkok, Kowloon

Tel: 393 2189 Fax: 789 1869



新會員座談會

本會於四月二十二日為歡迎新會員而舉辦座談會，藉以加強本會與新會員的聯繫，加深各新會員對本會歷史及現有活動的認識，並與本會正副會長、常務會董、會董及各業小組主席會晤，彼此交流意見。

會長梁欽榮在座談會上致辭時強調，作為本港主要團體之一，本會歡迎會員發表意見，以便能因應所需而提供度身定造的服務。

與會者還有副會長周敏：常務會董羅展及李世奕；會董黃桂、梁中力、周潤貴、林學甫、趙耀祖及劉漢華；小組主席方志強、嚴燦枝及何煜榮；以及會員劉漢欽。

出席的新會員公司代表計有李珍珠小姐（美聯（遠東）公司）、孔慶發先生及鄭國強先生（Commercial Software Services Ltd.）、張金棠先生（日明尼龍鈕扣製品廠）、齊洪濤先生（京泰有限公司）、陸廣先生（合和石油化工有限公司）、王淑玲小姐（倍榮發展有限公司）、胡宏基先生及曾志恒先生（萬達實公司）、鄭觀中先生（達高氏製衣）、王群興小姐（愛麗時裝公司）、劉文超先生（德威空運有限公司）、莊



（左起）執行幹事徐佩琴、副會長周敏、會長梁欽榮、常務會董羅展及會董梁中力出席新會員座談會。

彩霜小姐（恒昌電腦車花廠）、區艷龍小姐（中國光大集團有限公司）、許碧玲小姐（柏高藝術製作有限公司）、梁敏君小姐（威富達國際有限公司）、鄧榮滿先生（鄧海滿記有限公司）、李寶能先生（日本流通產業株式會社香港事務所）、蕭偉民先生（富顯博公關有限公司）、陳振超先生及何正坤先生（天隆行）、黃木強先生及梁美霞小姐（美利嘉（香港）有限公司）及黎森源先生（利華印刷廠有限公司）。

徵求會員運動

為促進製造業更緊密的連繫，進一步擴展會員數目及加強代表性，本會最近展開徵求會員運動，並經由工商司周德熙於三月十三日主持授旗儀式。

本會75名會董已分為五隊，各由一位副會長擔任隊長，招攬新會員。是項運動是以比賽形式進行，並會於年底時舉行的會員聯歡大會上宣佈結果及頒發予勝出隊伍及個別人士。

本會會員可享有多項福利，如簽發產地來源證特價優待、廠商會檢定中心測試及檢定服務優惠、座談會及訓練課程費用優惠，並可免費獲贈本會會刊、會員名錄，以及其他資料和市場訊息。

本會經常率領代表團前赴外地考察及訪問，會員可藉此開拓國內及海外市場。去年，本會曾組團訪問北京，今年亦計劃組團前赴澳洲、加拿大、台灣及東南亞地區；此外，本會亦經常接待到訪代表團，會員可透過與有關人士會晤而建立業務聯繫。

本會為一非牟利工商團體，以促進香港工業及貿易發展為宗旨，目前約有各行各業會員公司3,600多家，為本港最悠久及具代表性的工商團體之一，此外亦為功能團體，在立法局佔一議席，代表工業界反映意見。凡在香港註冊之廠商，均可申請為本會普通或永遠會員，其他本港工商團體、出入口貿易公司、海外工廠或商業機構，均可申請為本會贊助會員。有關查詢，請致電542 8600內線652與助理秘書馬淑微聯絡。



工商司周德熙（中）主持本會徵求會員運動授旗儀式。右三為會長梁欽榮。

廣西考察團

本會會長梁欽榮、常務會董李世奕及會董馮元佩於三月九日接待來自廣西壯族自治區的三人考察團，該團乃由廣西壯族自治區工商業聯合會主任委員徐祖宏率領。

會議中，考察團介紹廣西最新的經濟狀況，並表示此行目的是為與港商建立連繫，以加強香港與廣西之間的經濟合作。



廣西考察團介紹當地的經濟狀況，並希望與港商加強合作。

遼寧訪問團

遼寧省錦西市訪問團一行五人，在該市人民政府副市長叱利群的率領下，於三月二日到訪本會，由本會會長梁欽榮、名譽會長司徒輝、常務會董黃丙西、楊木盛、劉雨亭、李世奕、朱本善及林輝實；以及會董黃桂、曾金城、林學甫、趙振邦及趙耀祖接待。

會議上，叱利群介紹錦西市近期的經濟狀況，雙方並就進一步發展遼寧工業的方法交換意見。

繼三月二日的訪問，該市人民政府市長趙祥亦於三月十六日率領一個四人訪問團，到訪本會，由梁欽榮及朱本善接待。

趙祥表示是次訪港目的是為與香港廠家建立更緊密聯繫及助長兩地間的貿易機會。梁欽榮於會上介紹本會所舉辦的項目及活動，並保證將盡力協助把有關資料發報會員。



遼寧訪問團與本會交換有關發展遼寧工業的意見。

山東訪問團

山東省工商業聯合會訪問團一行五人，由該會副主任委員劉志民率領，於四月二日蒞會訪問，由本會會長梁欽榮、常務會董羅展、鄭正訓、楊木盛、劉雨亭及林輝實；以及會董周潤貴及孫佐民接待。

劉志民表示加強開放政策及經濟改革為山東省帶來許多的投資機會。梁欽榮亦透露本會正預備與中華全國工商業聯合會簽訂合作備忘錄，預期將來會與國內組織建立更緊密的工作關係。

北京訪問團

中共北京市委統一戰線工作部副部長傅鎮岳率領一個五人代表團，於三月

三十日訪問本會。傅鎮岳表示中國政府將緊守開放政策及厲行經濟改革，在不同的經濟層面引入更多市場機制，並會致力提高中國在工業方面的生產力。

訪問團由本會會長梁欽榮、常務會董尹德勝、魯廣雄、鄭正訓、劉雨亭及林輝實；以及會董孫佐民及林學甫接待。

梧州代表團

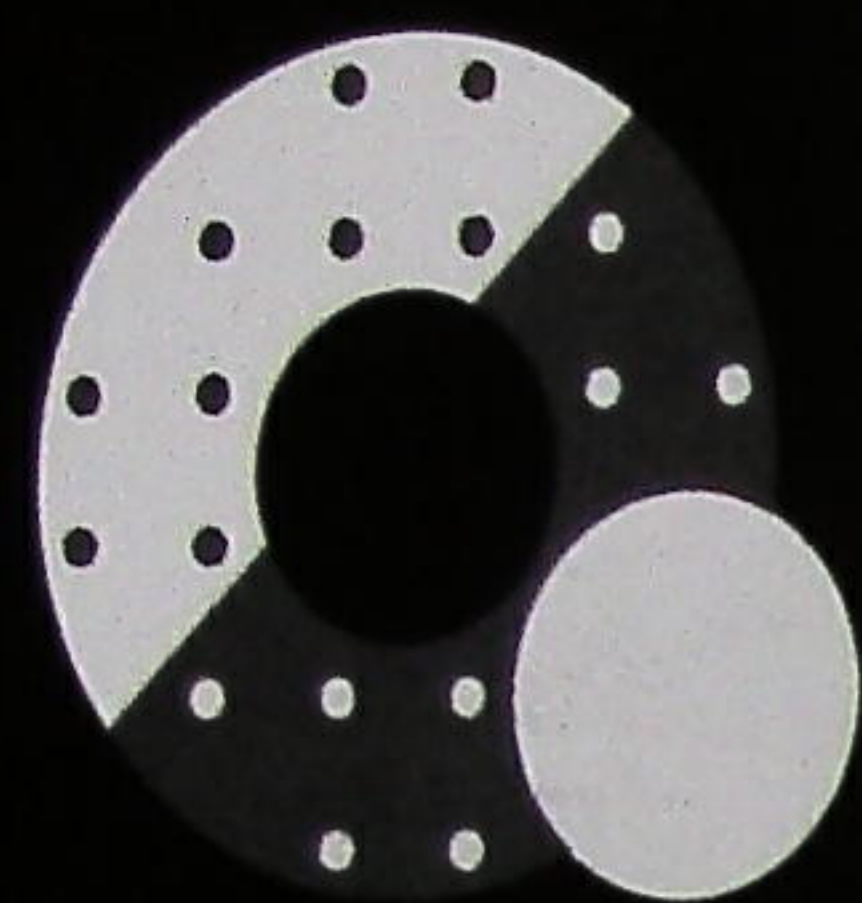
由中共梧州市委員會書記彭偉宗率領的代表團一行八人，於三月七日到訪本會，由本會名譽會長司徒輝、常務會董羅展、黃丙西、蔡衍濤及李世奕；以及會董柳子元及趙耀祖接待。

彭偉宗介紹梧州的投資環境，向本會會員推介考慮在該市從事投資及經濟合作，雙方並就梧州的經濟狀況、勞工及運輸事項交換意見。

惠州市代表團

由廣東省惠州市惠城區區長李錫鵬率領的代表團一行16人，於二月二十九日到訪本會，由本會副會長葉慶忠、常務會董李世奕；以及會董曾金城、林學甫及周林邦接待。

李錫鵬指稱，在有效率的基建管理下，惠州市孕育了一股對海外投資者有利的投資氣候，並較國內其他城市享有更具競爭優勢的投資優惠。葉慶忠讚揚惠州市的迅速發展，本會並獲邀到訪該市視察近期發展。



總督工業獎
GOVERNOR'S
AWARD FOR
INDUSTRY
1992

出口推廣榮譽大獎

香港貿易發展局
誠邀提名參選
1992年總督工業獎—
出口市場推廣

為表揚香港公司在出口貿易方面取得的卓越成就，香港貿易發展局在總督工業獎中首次增設「出口市場推廣大獎」，此項榮譽意義重大，歡迎提名競逐。

各參選者的成功個案，將依據銷售業績、市場策略、新市場滲透、產品創新...等多方面作為評審準則。提名參選的截止日期為6月19日星期五。

頒獎典禮定於11月17日舉行，屆時將由港督親自頒獎，而得獎公司更可使用總督工業獎標誌，增添市場競爭力。

查詢詳情，請即致電鄭小姐，

電話：584 4398。

B/H - Supplied

香港貿易發展局
為您締造良機

香港灣仔港灣道一號會展廣場辦公大樓三十八樓 傳真：824 0249

埃及週

本會會長梁欽榮於三月二十三日出席埃及週的開幕典禮及主持剪綵儀式。埃及週乃由埃及領事館主辦及本會贊助。期間設有一個名為「投資良機在埃及」的研討會，旨在促進港埃兩地具潛力的經濟合作機會。梁欽榮、埃及工業部部長Mohamed Abdel-Wahab，以及該國政府的其他高級官員及工業家在席上致辭演講。

此外，埃及週並設有介紹埃及產品及展覽會以及埃及文化推廣活動等項目。

珠海代表團

由珠海海外聯誼會會長李根深率領的代表團一行12人，於三月二十日到訪本會，由本會會長梁欽榮、常務會董李世奕、以及會董陳福慶、周朝瑞及周林邦接待。

李根深透露在未來十年，許多工程將會在珠海西面展開，而基建如運輸網絡及電力供應的發展正在進行中。梁欽榮相信珠海未來的發展會為港商提供良好的投資機會。

士加堡代表團蒞會訪問

士加堡市市長Joyce Trimmer率領代表團於三月三十一日訪問本會。Joyce Trimmer介紹當地的投資環境，並指出已有50萬華人移居該市，設立自己的業務。

代表團由本會會長梁欽榮、副會長周敏及邵炎忠、常務會董呂明華及會董趙振邦接待。雙方同意有必要在投資及貿易機會資訊方面保持經常性的交流。

貿易融資及出入口手續 證書課程

為促進會員對押匯信用證、有關保險及文件的處理的進一步了解，本會於四月十三日至五月六日舉辦貿易融資及出入口手續證書課程，邀請香港出口信用保險局、銀行及船務公司的資深人士主講，內容包括出入口匯票、船務文件、海運貨物保險及出口信用保險等。

課程參加情況踴躍。



會長梁欽榮（左二）在埃及週的產品展覽會上參觀展品。

美加自由貿易協議研討會

本會與香港加拿大商會於三月二十三日合辦美加自由貿易協議研討會。本會會長梁欽榮在會上主持開幕典禮及致辭，他促請本地廠商進行更多的研究及發展工作，來提高產品的質素及增值成份，以便加強香港產品在國際市場特別是美加兩地的競爭力。

與會講者包括Smith Lyons Torance Steveson & Mayer的創辦人夥人Chisholm Lyons、LEP International Inc.的總裁Paul Hughes、President Stone Clothing Co.的董事總經理Harash Buxani，以及Coopers & Lybrand的Principal — Canadian Tax Barry Macdonald。加拿大商會會長Art McInnis則為研討會致閉幕辭。

是次研討會出席者眾，與會者討論熱烈。

台灣貿易投資研討會

為介紹台灣最新的經濟及貿易發展，並推廣港台間的投資，本會與遠東貿易服務中心駐香港辦事處於三月二十七日合辦台灣貿易投資研討會。

本會副會長周敏主持開幕典禮，嘉賓講者繼而介紹台灣政府的「國家建設六年計劃」；港台雙邊貿易；海峽兩岸間貿易的進展；在台灣與貿易有關的規則、投資優惠及應用；以及可獲得的稅項優惠。研討會由遠東貿易服務中心駐香港辦事處主任黃種雄致辭閉幕。

研討會參加情況踴躍，與會者約有60人。



會長梁欽榮在美加自由貿易協議研討會上致辭。

工業概況

化學品加工業研究

一九九一年一月，工業署委託顧問公司進行化學品加工業研究，此乃本港首次就化學品的儲存、分銷和加工業進行的類似研究。研究的目的是評估本港化學品加工業的現況及其增長潛力，並識別可構成或壓抑增長的生產因素及作出有關建議。

是項研究分為四個部份。第一部份包括在香港及遠東區的業務分析及市場評估，以及供應來源的分析。第二部份集中於化學品再造及化學廢料分析、識別發展的牽制及建議有潛力的業務。第三部份概述合適地點的選址工作、評估對環境的影響及危害、財政評估及就發展可用地點的優先次序作出建議。第四部份包括檢討有關職業健康與安全的法例、評估人力訓練所需及訂定鼓勵投資的目標。

是次研究的重點是高增值化學品，包括電子化學品、黏合劑及焊接劑、建築用化學品、表面活性劑/清潔用化學品、污水處理劑、紡織用化學品、金屬精光化學品、漆油/顏料塗層附加劑、塑膠附加劑及攝影用化學品。

報告指出本港化學品工業在八九年的總產量價值65億元，所製造化學品的主要類別是塑膠（聚苯乙烯及聚氯乙稀）、基本工業用化學品（氣體等）、漆油、草藥及化妝品。研究估計高增值化學品類別在八九年的產量約值9億2,000萬港元。相對來說，本港製造商的數目很少，實際上只有不及20間公司在本地投產。此外，九〇年進口化學品總值478億元，其中屬轉口的平均達59%。

大致上，本港能有高增值化學品的出產，均被認為「很好」，但並非不可或缺。高增值化學品進口商同意這個說法，而製造商則認為，他們在向客戶提供可靠的供應及更佳的技术服務方面，較進口商稍具優勢。

報告顯示，本港在高增值化學品設施方面，面對來自日本、新加坡和台灣的區內競爭，而中國及泰國在出產高增值化學品方面，雖然仍不及香港，但在優勝。另外，報告指出本港在職業健康及安全法例的發展亦稍嫌落後，然而，以八九年設立職業安全與健康促進局一例可見，有關問題已漸受關注。



報告研究及分析高增值工業的增長潛力。未來數年香港及華南地區高增值化學品工業的總值，估計約為33億港元。至於業內各行的增長潛力，估計香港偏低（少於2%），而華南地區則在低至中之間（2%至5%）。

報告指出在本港設立大量化學品儲存倉庫有相當的潛力，而再造若干類化學廢料如廢油及印刷電路板應有合適的市場發展機會。此外，隨著化學品廢料處理廠的開設以及嚴格的化學品廢料處理法例的訂立，再造工業的市場潛力應會上升。

另一方面，研究發現了若干足以妨礙高增值化學品工業在本港發展的牽制。人力是其中一項主要的障礙，箇中原因是勞工成本上升、技術人員流轉量大、人才流失及缺乏有經驗的化學工程師。其他不利的因素包括土地價格高企、建議中與化學廢料處理廠有關的財務法例、倚賴進口原料、缺少本地市場及本港沒有大量儲存化學品的獨立設施。以上各項牽制，加上區內對爭取投資的競爭，對本港高增值化學品處理工業的現況有顯著的影響。

報告中亦選定支援可能發展高增值工業的有利生產因素，考慮十處對高增值化學品工業來說具發展潛質的合適地點，並以現時的人手供應推斷，高增值化學品加工業不大可能受到技術工人缺乏的影響。此外，香港與華南地區的關聯對高增值化學品工業來說是重要及有利的；另一方面，香港亦可充作分銷中心及對華貿易的基地。

報告並就香港與新加坡在化學品加

工業方面的發展作出比較，研究結果顯示本港目前並非製造高增值化學品的理想地點，原因是本地市場細小，預期增長率低；現存妨礙發展的牽制；以及來自區內其他國家的競爭。然而，研究建議發展化學工業，以提供高增值化學品工業適用的基本設施：為高增值化學品工業提供獎勵計劃；發展大量化學品儲存設施；評估有關在本港製造及分銷高增值化學品的財務法例的影響；採用一些與化學品工業有關的獎勵計劃，以改善香港的職業健康與安全法例；搜集統計數字，以量化從開拓新工業發展所帶來的影響；定期監察高增值化學品工業的情況；以及考慮為本港化學品工業推行自願或強制性的審核工作。

失業統計數字

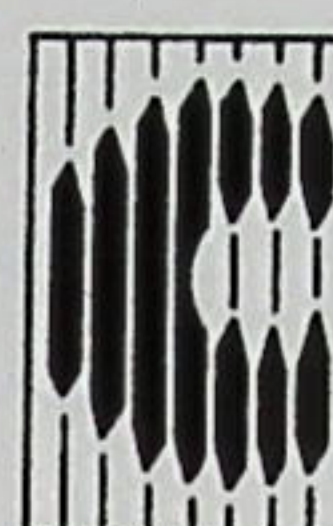
政府統計處發表的最新勞動人口統計數字顯示，按季節性調整的失業率穩定地維持在較低水平。

經季節性調整的失業率在九一年十一月至九二年一月為1.9%，九〇至九一年同期為1.4%，而九一年八月至十月則為2.0%。

經季節性調整的失業人數在九一年十一月至九二年一月估計為53,700人，九〇至九一年同期為38,000人，而九一年八月至十月則為54,900人。

	九一年十一月 至九二年一月	九一年 八月至十月	九〇年十一月 至九一年一月
失業率	1.9%	2.0%	1.4%
失業人數	53,700	54,900	38,000

栢鴻顧問



單位信託基金管理諮詢服務

CYPRESS 栢鴻顧問服務重點

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

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

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

張小沅先生收

栢鴻國際投資顧問有限公司

(Cypress International Investment Advisors Ltd.)

香港灣仔高士打道138號聯合鹿島大廈10樓1004室

姓名: _____ 年齡: _____ 性別: _____

職業: _____ 電話(住宅): _____

(辦公): _____

地址: _____

(廠商)

經濟消息

九一年第四季手頭訂單

根據政府統計處發表的調查結果顯示，一九九一年第四季的手頭訂單數量與第三季相等，而與九〇年同期比較則增加3.8%。統計處根據僱用情況，揀選了製造業規模最大的200間機構進行調查，得出是項結果。

與前季相比，塑膠製品業的手頭訂單平均顯著下降6.8%；而紡織、金屬製品以及電機及電子製品業則分別微升0.9%、1.0%及0.7%。

與九〇年同季相比，大部份製造業在九一年第四季都有較佳的表現，其中紡織業顯著上升15.6%，塑膠製品業則次之，上升13.9%。

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

九一年第四季業務調查

根據政府統計處發表的《業務按季調查報告》顯示，一九九一年第四季的製造業務狀況整體上與第三季相近。由於在聖誕及新年以後，新來的訂單通常較少，故製造商一般預期九二年首季的業務狀況會較九一年第四季遜色。

環境問題

污染管制法例指南

工業署已為本港製造商擬備一本定名為《影響製造業的污染管制法例指南》的雙語小冊子。該指南旨在提供可能影響製造商的主要環境法例的摘要，以及所需的技術指導。

此外，並附上兩張附加資料單張，分別與「有關消耗臭氧層的物質的蒙特利爾條約草案」及「化學廢物處理設施」有關。

該份指南顯示，有四項主要的污染管制條例影響香港的製造業，它們分別是水污染管制條例、廢物處理條例、空氣污染管制條例及噪音管制條例。

指南並載列可就各種污染問題提供技術指導的機構，其中有香港生產力促進局、工業環境技術中心、香港大學、

工業	九一年第四季 (以月份計)	九一年第三季 增減%	九〇年第四季 增減%
所有製造業	4.37	—	+ 3.8
成衣業	4.79	—	+ 4.4
紡織業	2.37	+ 0.9	+15.6
塑膠製品業	2.62	- 6.8	+13.9
金屬製品業	4.23	+ 1.0	+ 3.7
電機及電子製品業	5.38	+ 0.7	+ 2.3
其他	3.98	- 2.5	- 2.5

九一年第四季手頭訂單

與九一年第三季比較，在第四季業務上有所進展的行業包括成衣、印刷及鐘錶業。另一方面，在業務上呈現減退跡象的行業有紡織、塑膠及食品、飲品及煙草業。其他行業在九一年第四季的業務表現均與第三季相近。

至於九一年第四季的生產能力，印刷及成衣業均達至較高的水平，但紡織及鐘錶業卻錄得較低水平。

在九一年第四季，製造業一般均面對價格競爭（特別是出現於本地機構間）、業務訂單或合約不足、工資高漲、物料價格高昂及勞工短缺等問題。預料這些問題在九二年首季仍會持續。在過去數季，特別是在本地機構間出現的價格競爭已成為最普遍的問題。

此外，一些工業如成衣及紡織業均

面對配額及其他貿易限制。在食品、飲品及煙草、印刷、電動機械及器具業中，高企的勞工流失量仍很普遍；而塑膠及金屬製品業則面對勞工生產力不理想的憂慮。另一方面，印刷、金屬製品和鐘錶業都因兌換率波動致呈現不明朗跡象。

展望九二年首季的業務情況，預期大部份的製造業會比九一年第四季遜色；然而，預料電子業將有溫和的進展。

預期大部份的製造業在九二年首季，將錄得下降的生產能力。電動機械及器具以及電子業則持有不同的見解，前者預期九二年首季的生產能力會與九一年第四季相近，後者則預期會有溫和進展。



香港中文大學、香港科技大學（研究中心）、香港理工學院及香港城市理工學院。

會員若想索取指南，可致電542 8600內線632與本會助理秘書蘇惠芳聯絡。

企業管理

管理專業發展中心管理個案研究

本期專訊的管理個案研究是有關一間公司內管理階層與下屬的關係，內容集中探討高級職員應如何應付同事對己的批評。本會歡迎讀者就文末的問題提交意見，經甄選後將刊於本專訊，並致送紀念品乙份。本個案是由香港管理專業發展中心高級顧問A N Welsh編寫的。

個案

曾先生在本港一家從事工業及貿易的大集團——金田工業有限公司——擔任會計部經理，他管轄21名職員，而直接向財務總監陳偉成負責。

會計部已電腦化，除了一個細小的輸入組外，其餘職員大多各有專職，分別負責信貸控制、追數欠款、財務賬目、分類對賬、管理賬目及預算、成本研究及稅務等工作。曾先生本身的主要

工作，是對公司資本項目計劃的建議及預測提出意見。他每週舉行內部會議來控制部門的運作。

在每週會議上，部門內所有高級職員均會就自己負責的工作，以及各項內部事務如招聘、辭職、設備及採購提議等作出匯報。會議按議程來進行，而會議紀錄經審批後，將會傳給所有與會者及陳偉成參閱。這樣一方面可以方便工作繁忙的陳偉成，掌握部門的運作情況，另一方面亦可讓部門內所有人員了解工作的進展及問題。

有一天，曾先生在公司如廁，突然聽到有人大力把門打開，他從響起的數把聲音認出，進來者正是自己的下屬。

「今早又要開那個鬼會議——又一次浪費時間！」

「用不着這樣生氣，那條財務總監的走狗總要弄些花樣，搞點匯報給上級證明他的超卓管理能力吧。」

「他拿着那些會議紀錄，就可以在陳先生的鞋面上使勁地擦，但是我管他呢，我只是關心會議會否過時，影響我吃午飯的時間。我現在就感到肚子餓

了。」

那些人還講出其他一些語帶侮辱的說話。曾先生聽到下屬形容他是財務總監的「走狗」，內心很是難過。他認為會議紀錄是讓財務總監了解部門運作的便捷方法，而且自己也絕非甚麼「走狗」。他召開每週會議的目的之一，是讓每一個人掌握部門的運作情況，並且藉此培養整體工作士氣與合作精神。那些會議進行順利而有效率，會上同事們更討論到不少有用的事情。

那天的會議，如期在上午九時三十分準時召開...

問題討論

一、曾先生無意中聽到下屬那番批評，他應否置諸不理、從胸格內衝出，或趁機再次偷聽？另外，管理人員應否偷聽下屬的討論呢？

二、曾先生應否在會議中裝作若無其事？

三、下屬的評語反映了甚麼事情？

投資國家

柔佛

柔佛是馬來西亞半島第二大州，佔地18,986平方公里，蘊藏天然資源，是馬來西亞發展最完善的州之一。當地人口年輕，14歲以下佔其中的37%，15至44歲佔48%。一九九〇年的人口達220萬，平均每年的增長率約3.5%。種族的組合是馬來人佔56%，華人佔38%，而其他少數民族佔餘下的6%。

經濟表現

馬來西亞經濟研究協會(Malaysian Institute of Economic Research)預測柔佛的經濟在邁向二〇〇〇年時，平均增長率有6.96%，顯示其國內生產總值將由一九九〇年的79億1,000萬馬元（約237億港元）加倍至二〇〇〇年的158億6,000萬馬元（約476億港元）。

儘管柔佛一向以農業為國內生產總值的主要來源，耕地佔35%，然而對柔

佛日後的現代化計劃來說，這方面將會擔當較次要的角色，而製造業將會是未來十年的發展部份。這轉型是由於當地為吸引海外投資者的地點所致。過去幾年，獲批核的項目不斷增加，而未來數年亦將有樂觀的趨勢。

在一九八九及九〇年，柔佛的製造業的發展已凌駕其他行業，其增長率分別是13.8%及14.5%。當地工業的成功是由於馬來西亞以下的政治及經濟因素：

- 一、政治穩定，獨立至今，依然是同一政府掌權；
- 二、優良的基礎建設；
- 三、經濟一向雄厚，通脹率低；
- 四、穩定及和諧的僱傭關係；
- 五、地理及位置上的優勢——「馬新之優在柔佛」；以及
- 六、聯邦及州政府都實施利好企業的政策。

基礎建設

柔佛現時設有14個工業邨及一個自由貿易區，全都交由Johor State Economic Development Corporation管轄。這些工業基礎設施完備，位置有利，得以利用良好的基礎設施及勞工；最大的工業邨是位於新山以東38公里的Pasir Gudang Township。

為了迎合各大小工業對工業用地不斷增加的需求，當地政府透過其發展機關Johor State Economic Development Corporation，將開拓土地作為新的工業用地或用以擴展現有的土地。在未來五年內將利用2,665公頃的土地來興建12個新工業邨，其中最大的Tanjung Langsat Industrial Complex佔地1,618公頃，用以從事有關石油及氣體工業的鋼鐵、石油化學品及金屬製品等重工業。

已發展的土地是以租借形式供應給投資者。在新山一帶的土地可租用30年，並可選擇再行續期30年；在新山以外的土地普遍以60年為租借期。除了土地外，已興建好的廠房亦可供租賃或購

置，建成的廠房用地由250至2,000平方米，價格由30萬至120萬馬元（約90萬至360萬港元）不等。

柔佛完善及良好的道路網絡提供具效率的交通及運輸網絡，南北公路直貫北面的吉隆坡及南面的新山。

柔佛擁有優良的機場及港口供製造及出口商選用，而深水的柔佛港口更表現蓬勃及現代化。由於港口位置優越，整年可供航行，故自從投入運作以來，每年皆有相當的增長。柔佛的Sultan Ismail Airport連繫吉隆坡國際機場及馬來西亞其他地方，當局並正計劃把該機場升格成為南部一個重要的空運貨物中心。

投資者的優惠

為鼓勵海外投資流入國家，政府提供以下優惠給海外廠家。

創業優惠

此優惠的稅項減免期乃按國際工貿部的決定從投產日起計起有效五年。符合若干準則的公司，可獲另延五年。在馬來西亞設立的公司須付35%的所得稅，及5%的發展稅，而發展稅則由八年起每年遞減1%。

投資稅項補助

這是創業優惠以外的另一選擇。對於在基礎期內獲批核的計劃，投資稅項補助額可高達首五年合格資本開支的全數。

稅項雙重扣減

出口推廣、研究及發展支出、訓練



柔佛新山市中心

經費及出口信貸保險費等指定開支，都可獲得雙重扣減。

工業樓宇補助

工業樓宇補助包括最初10%及每年2%的金額，適用於貨倉、大量貯存用裝置及供作研究及發展以及培訓用途等的建築物。

豁免進口生產機械及原料的關稅

原料可獲豁免關稅的程度視乎製成品是在本土市場售賣抑或供出口之用。製造出口製成品的公司進口本土缺乏的原料，可獲完全豁免進口稅。製造本銷產品的公司，須首先遵行製造業許可證有關股本的規定，才可按情況獲得所有或部份豁免。

差不多所有非本土生產而在製造工序中直接使用的機械及設備都毋須繳付入口稅、附加稅及銷售稅。仍須課入口稅的機械及設備，只要符合若干條件及準則，均可獲考慮豁免稅項。

海外僱員及時間性職位

任何擁有海外已繳清資本達200萬美元（約1,560萬港元）及以上的製造業公司，均可設立五個海外僱員職位，而其中至少有一個為要位，可由海外人士無限期出任。有需要時亦可要求額外的有關職位。

若海外已繳清資本少於200萬美元（約1,560萬港元），凡海外資本相等於50萬美元（約150萬港元），即可設立一個重要職位。上述數字只充作指引，批核與否需視乎個別情況而定。

外資股份持有權

新投資項目的外資股份持有份量會取決於產品的性質、地點、科技水平、投資規模、使用本土原料及成份的增值，以及市場的導向。

製造業公司至少要出口總產量的80%，方可獲准持有股份高達100%；出口少於80%的公司，其海外持有份量則會相對遞減。

註冊製造業倉庫

若不能在自由貿易區內設立製造廠房，出口工業大可享受備有自由貿易區設施的註冊製造業倉庫或保税工廠，這些註冊製造業倉庫所擁有的設施與區內工廠沒有兩樣。

會員倘欲得知有關柔佛投資環境的進一步資料，可與Johor State Economic Development Corporation聯絡，地址為9/F, KOMTAR, Jalan Wong Ah Fook, 80000 Johor Bahru, Johor, Malaysia [電話：(60) 226922；圖文傳真：(60) 242 221]。

（資料：Johor State Economic Development Corporation）

馬來西亞的造船廠



貿易概況

美國對來自中國的磺胺酸進行反傾銷調查

美國商務部於一九九二年三月十八日宣佈一項正面初步裁定，指來自中國的磺胺酸正在或可能以低於公平價格在美國出售。受商務部調查的公司須繳付估計為85.29%的傾銷率。沒有個別受到調查的公司亦須繳付85.29%的「其他稅率」。

根據美國反傾銷法例，商務部將通知美國海關暫停為所有於九二年三月十八日或以後進入美國或由貨倉提用的來自中國的磺胺酸清關。美國海關將會向所有由中國輸進美國的磺胺酸徵收一筆相等於85.29%的保證金或關稅稅。

美國商務部將繼續進行傾銷調查，如作出正面的最後裁定，美國國際貿易專員公署將會就上述由中國進口的磺胺酸有否對美國有關工業構成實質損害或威脅構成實質損害作出最後裁定。

查詢請致電398 5401與貿易署梁敬國先生聯絡。



會長梁欽榮（右）公佈本年度「總督工業獎——機器及設備設計」計劃的詳情。



香港理工學院輔導部 Hong Kong Polytechnic Counselling Service

S Core, 3/F., Hong Kong Polytechnic, Hunghom, Kowloon.
Tel: 766 6800 Fax: (852) 774 5226

選聘香港理工學院學生擔任全職或暑期工作

香港理工學院成立的主要目的是培養人才，配合工商界及專業性行業的需要。本年七月各學系將有近三千多名全日制畢業生離校就業，和五千名學生可於暑期工作。各機構若有職位空缺，歡迎致電聯絡學生輔導部。

If your company have vacancies for full-time or summer employment, the Counselling Service of the Hong Kong Polytechnic would be happy to discuss your needs and provide suitable students for you. This year, nearly 3,400 graduates and 5,000 under-graduates would be available for work from July onwards. Please contact our office on the telephone/fax numbers above.

市場報告

墨西哥：北美的市場及跳板

八十年代初期，墨西哥經濟陷入重重困境，包括通脹高企、債務沉重和生產停滯。為了舒緩經濟危機，該國政府遂實施改革計劃，以穩定物價和調整經濟結構。

自從沙連納斯政府在一九八八年執政之後，墨西哥就更積極推行市場經濟政策，連串的穩定物價措施亦能有效挽回經濟頹勢。墨西哥經濟自八九年重現增長。九一年上半年，墨西哥的國內總產值出現4.8%的增長；預料未來幾年的經濟將每年有7%至8%的增長。

現時墨西哥正與美國和加拿大談判北美自由貿易協定，目標是撤除北美國家之間的貿易壁壘，使之成為全球最大的自由貿易區，人口超過3億6,200萬，地區總產值達60,000億元（468,000億港元）。這個自由貿易協定可刺激該國的經濟發展，區內的龐大市場亦可吸引外國投資者利用墨西哥作為生產基地，進軍北美市場。

墨西哥吸引外國投資者之處，除了該國是通往美國市場橋樑之外，還在於擁有大量半熟練勞工。當地勞工工資較低【平均月薪200美元（約1,560港元）】，而生產力卻不斷提高，且有大量工人由於曾受僱於美國與墨西哥邊境的勞力密集加工工廠（馬基拉投資計劃），故對外國公司的運作方式比較熟悉。此外，墨西哥對外來投資的規例寬鬆，包括准許外商在當地開設全資公司和將利潤調離當地，投資申請審批程序也盡量簡化。目前據悉有三家香港公司於墨西哥投資在飛機配件、汽車零件及紡織業。

事實上，墨西哥是一個極具規模的市場，人口8,800萬，國內總產值達2,300億美元（約17,940億港元）。自從在八六年加入關稅及貿易總協定以來，該國實施放寬進口限制和削減關稅。目前墨西哥輸入的產品有超過95%毋需進口許可證，其中包括香港的主要產品，如紡織品、服裝、鞋類、手錶、電子產品、電腦、玩具及家庭用品等。進口關稅最高為20%，而香港輸往該國的大部份消費品所繳關稅率介乎15%至20%之間。

由於墨西哥的產品在種類和品質方面，均未能滿足本土消費者的需求，價

格具競爭力的港產消費品，在當地市場的銷路應能持續暢旺。此外，墨西哥亦需要進口生產設備，如工模器具和電子零部件等，以供發展工業之用。

與港的貿易

墨西哥是香港在拉丁美洲的第二大市場，地位僅次於巴西。九〇年，香港對墨西哥的總出口（包括本產出口及轉口）上升21%，達21億4,100萬港元；九一年首11個月再增加26%，達25億4,100萬港元。

在本產出口方面，九〇年增長10%，但於九一年一月至十一月下跌3%。與此同時，對墨西哥轉口（其中85%為中國內地產品）卻表現出色，於九〇年上升26%，九一年首11個月再增37%。轉口表現良好，主要因為在中國內地製造的外向加工產品在價格上佔競爭優勢。

本產出口以紡織品（主要為棉布）為最大宗，此外是石英針錶、針織內衣、工模、卡式收音錄音機和塑膠玩具。轉口品則主要包括針織內衣褲、非針織內衣、人造纖維和塑膠玩具。

入口及零售渠道

墨西哥的零售系統特色是有大量獨立經營的商店，亦有不少百貨公司、優惠店和地區連鎖店。百貨公司是本產及進口高價貨的主要零售渠道，大都財力雄厚，而且多擁有龐大業務網絡，直接從供應商購貨。除大型百貨公司和連鎖店外，一般進口商規模不大，採購的貨品種類廣泛。此外，當地還有大小貨攤售賣從美國貿易公司購買的廉價亞洲消費品。一些在美國設有辦事處的香港公司，亦已開始透過其駐美辦事處開拓墨西哥市場。

建議

鑒於墨西哥市場極具潛力，香港出口商應加強拓展對當地的出口。港商如沒有足夠時間或資源直接向墨西哥出口，可委託當地銷售代理代勞，但須確保代理對市場熟悉，並具備足夠財力以提供港商所需服務。另一途徑是將貨物銷售給熟悉墨西哥及其他拉丁美洲國家市場的美國貿易公司。這些貿易公司有不少以洛杉磯為基地，與墨西哥有廣泛的貿易聯繫，僱員不但熟悉當地文化，且能操流利西班牙語。在美國設有附屬公司的港商，特別是在洛杉磯和邁阿密



在墨西哥百貨公司內銷售的香港產品

設有辦事處的香港公司，還可透過在美國的基地開拓墨西哥市場。

雖然墨西哥的進口市場已經開放，但當地消費者大都精打細算，故此外國供應商的產品必須在價格方面具競爭力，才可打進當地市場。香港出口商還應經常前往當地實地考察，以搜集第一手的市場訊息，並與當地的營業代表建立密切關係。

北美自由貿易協定目前尚在草議階段，未知之數仍多，但從已公佈的草案來看，並無任何保護主義傾向，協定內容主要在於逐步撤除協議三方之間的貿易限制。因此，在進口美國市場時，墨西哥產品所須繳付的關稅只略較其他國家產品為低。

簽訂協定國家正力圖立例規定貿易貨品須有一定成份在北美自由貿易區生產，否則，即使貨品是由墨西哥輸往北美，亦不會獲免繳關稅優惠。

由此可見，外國投資者未可指望單憑在墨西哥設廠，然後從外地輸入原料加工，再將製成品輸往美國，便得享關稅優惠。要在墨西哥投資成功，最佳辦法莫如採用北美當地原料或零件，兼聘用墨西哥的半熟練技工，生產供應北美市場的產品。目前較具發展潛力的工業包括紡織及服裝、電子、電訊設備及汽車零配件等。

此外，半成品製造和原料加工（如塑料成型）等工業，由於遠未能滿足本地市場的需求，也為外商帶來投資機會。鑒於政府十分重視旅遊業的發展，從事服務行業的外商可考慮投資這個行業。

（資料：香港貿易發展局）

夏季童裝潮流極端

今年夏季的巴黎童裝會有兩個風格迥異的主流：既有色彩繽紛、活力充沛的設計，亦有反映生態學潮流的自然浪漫款式。

設計靈感來自具洗水褪色效果和海洋氣息的美國傳統運動裝、田園風味款式以及六十年代懷舊設計。

富傳統特色的運動型童裝用色以褪色系列為主，包括靛藍、紅綠、天藍、骨灰、米黃等，充份發揮美國大學生喜愛的簡單舒適海洋風格。

基本用料包括經柔軟整理工序處理的爽質棉布，以及具保護作用的平針織物、尼龍及塗層質料。花色方面，以各種寬度的雙色條紋最為時興。其他流行圖案亦崇尚簡單，計有圓點、旗幟、字母、數字等。

這類童裝包括連風帽大衣、恤衫、直腳褲、百慕達短褲，以及可配搭穿的連帽厚質長袖運動衫和保齡球運動衫等。

另一方面，充滿民族特色和異國風情的非洲氣息設計採用兩大色系，分別是煙草棕、藏紅花黃、橄欖綠、灰白等自然及中性顏色，以及橙、品紅、綠寶石色、青檸色等南太平洋鮮艷色調。

這類童裝選用適合夏天穿的棉布襯以洗水或褪色效果布料縫製，飾以抽象或具原始風味的印花。蠟防印花布亦被廣泛採用。

款式方面，計有運動裝、狩獵套裝、襯衫、緊身軍褲、迷你T恤、圓布半截裙、女童燈籠褲等。

牛仔褲

殘舊及式樣古老的牛仔褲洋溢田園氣息，令人聯想起簡樸的早期美國生活；它們採用的拼縫碎花及茶巾方格圖案，更予人接近大自然之感。

這類牛仔褲的用色為柔和的褪色系列，如杏色、玉米黃、玫瑰紅、薰花草紫、乾草色、褪色藍等。不論是一般牛仔褲、錢布雷布牛仔褲或黑白條紋牛仔褲，均刻意造成殘舊的效果。

耐穿實用的童裝都飾以明線或其他裝飾。式樣趣緻的男童工人褲與嬌俏的女童圍裙型全身裙和半截裙構成強烈的

對比。

鄉村款式童裝揉合清新的田園氣息和高雅的都市格調，並富有六十年代時裝的幻想風格。

這類設計的用色包括薄荷綠、鮮粉紅及橙色等洋溢活力的明亮顏色，又有揉合白色底色的紅、藍、綠等基本色調，使人耳目一新。

格調鮮明的設計崇尚黑白組合。當六十年代流行藝術風格的款式，則多採用飾有維希格紋的白底蔬果印花；大花圖案和多色印花亦大為時尚。

彈性質料被廣泛採用，種類包括薄棉布、凸紋織物、府綢及薄平針織物等。

此外，迷你裙、馬褲、吊帶無袖夏季服、背心連褲遊戲服及短褲套裝，亦會在今年夏季大行其道。

（資料：香港貿易發展局）

錦西的發展

錦西下轄一市二縣三區，總面積10,382平方千米，人口250萬，城市人口32萬。該市位於中國遼寧省西部，地處遼西走廊。為加快錦西經濟發展，國務院於一九八九年批准該市升格為地級市，成為遼東半島沿海對外開放城市之一，是山海關內外的要塞，交通便利。京沈、衛塔、錦葫及錦南等鐵路形成縱橫交錯的陸上交通網絡。

錦西工業基礎雄厚，以石油化工、冶金、機械、建築材料、煤炭及造船等為重要工業項目。全市共有國、省、市營大中型企業26家，這些企業設備先進，技術力量強大，而該市蘊藏的礦產資源亦有30多種。

此外，錦西對外經貿事業迅速發展，與不少海外人士進行了經貿往來，簽訂利用外資、引進技術設備和輸出勞工等項目達55個之多，並實施優惠政策鼓勵外商、華僑及港澳台同胞投資。

近年來，該市許多產品和技術在國內居領先地位，而其中一部份已經打進國際市場。

欲需更多資料，請與中國遼寧省錦西市興工街錦西市對外經濟貿易委員會的原中瑞先生聯絡。

CMA services

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

JOIN THE CMA NOW!

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

展覽概要

日期	展覽會	地點	展品	主辦機構
一九九二年				
五月廿日至廿三日	南非電腦博覽會及商業儀器展	南非約翰尼斯堡國家展覽中心	電腦及商業儀器	SA Computer Faire 電話：(011) 882 6547 圖文傳真：(011) 882 8223
五月廿日至廿四日	韓國國際電子零件及儀器展覽會'92	韓國展覽中心	電子零件及儀器	Korea Trade Promotion Corporation 電話：(02) 551 4412 圖文傳真：(02) 557 5784
五月廿二日至廿六日	亞洲工業博覽會'92	香港會議展覽中心		工商業展覽有限公司 電話：865 2633 圖文傳真：865 5513
	第十三屆亞洲國際工業器材展覽會'92		機械及物料	
	第九屆亞洲國際塑膠工業展覽會'92		塑膠加工機器、物料、輔助儀器	
	第六屆亞洲國際包裝及印刷器材展覽會'92		包裝機械及物料、相關機械、印刷機械、有關印刷儀器、物料及供應品	
	第九屆亞洲國際電子工業展覽會'92		電子產品及測試儀器	
	亞洲國際電子零件展覽會	香港會議展覽中心	電子組件	工商業展覽有限公司 電話：865 2633 圖文傳真：865 5513
	亞洲國際表面裝置技術展覽會		表面裝置技術	

B/H

訓練概覽

日期	項目	地點	主辦機構	聯絡人/電話
一九九二年				
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
五月廿日至廿二日	香港稅務訓練課程	廠商會大廈會議廳	香港中華廠商聯合會	廠商會蘇惠芳小姐 542 8600內線632

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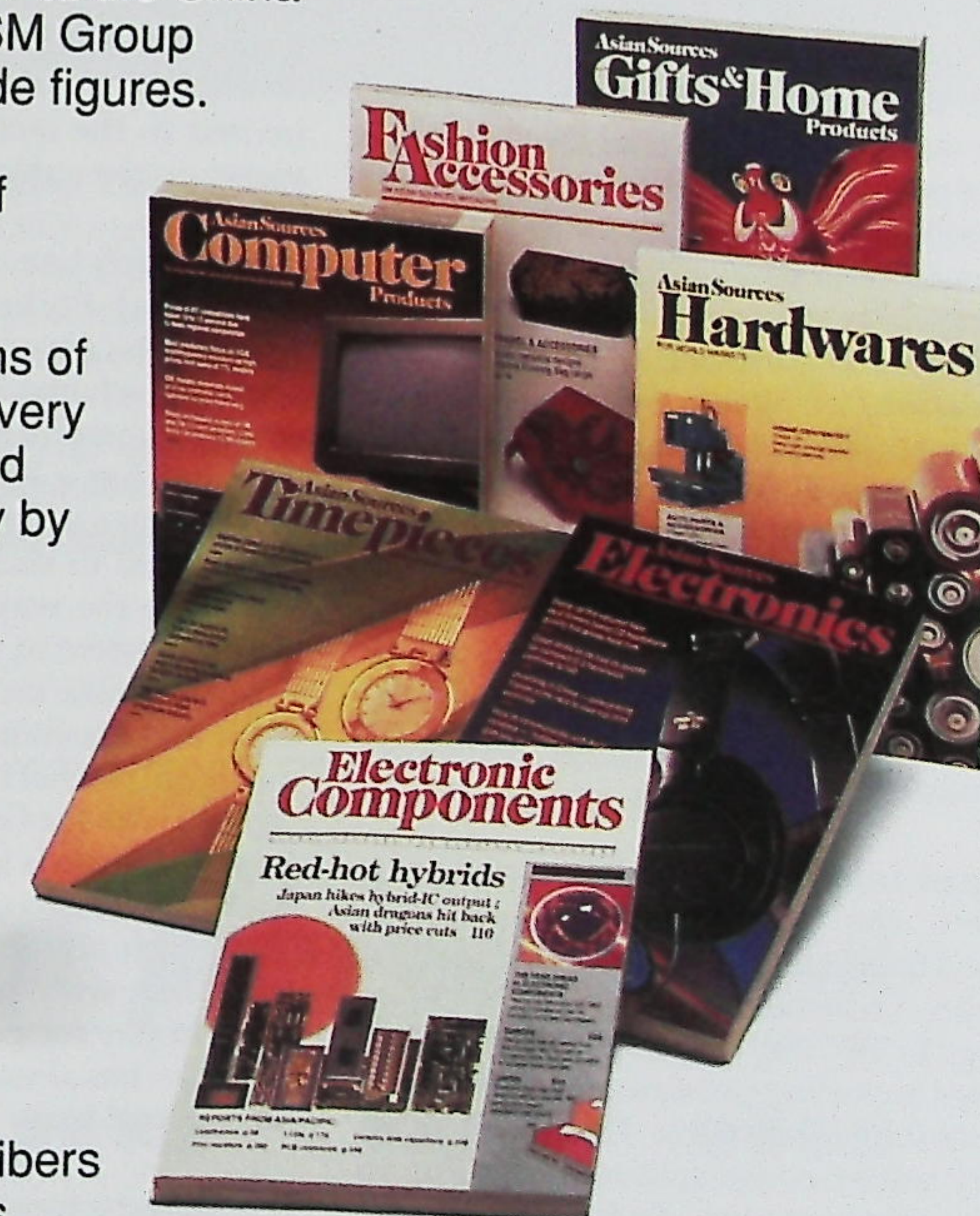
So says Tommy Lin, Exhibition Department Director at the China External Trade Development Council (CETRA). ASM Group magazines are available well before the official trade figures. And according to Mr Lin, the volume of Taiwan advertisers in the magazines is a useful indicator of Taiwan's economic growth.

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Chemical Wastes Treatment: Any Panacea?

In recent months, there has been a growing concern on the disposal of chemical wastes. According to the Government's estimate, about 100,000 tonnes of chemical wastes are generated by Hong Kong's industry each year, on top of the 4,000 tonnes of oily and other chemical wastes generated by shipping and other related activities.

The Government has been devising frameworks of control to tackle the problem of pollution posed by these chemical wastes. Regulations on the control of these chemical wastes have been endorsed by the Legislative Council in February. They are the Waste Disposal (Appeal Board) Regulation, the Waste Disposal (Chemical Waste) (General) Regulation and the Waste Disposal (Forms and Fees for Licences) Regulation. Under these regulations, control is imposed by the registration of waste producers, licensing of waste collectors and disposal facilities, and a "trip-ticket" system to monitor the movement of individual consignments of chemical wastes.

Apart from this legislative monitoring system, the Government has commissioned the establishment of the Chemical Wastes Treatment Facilities (CWTF) in Tsing Yi for the treatment of chemical wastes including poisonous, noxious and flammable substances. This plant is already under construction and is due to open early next year. To fund the capital scheme and the running costs, the Government has proposed to tax the imported and locally-manufactured chemicals on a uniform ad valorem levy (AVL). This general levy would be about 0.75% over the first 15 years of operation of the Tsing Yi plant.

In line with this charging scheme, a charging and control scheme based on monthly production returns is to be envisaged. Local chemical manufacturers who manufacture listed chemicals would be required to register with the Government and to submit regular returns setting out the quantity and value of chemicals produced on a monthly basis. The AVL would then be payable on this production basis.

The proposed charging scheme has provoked extensive discussions. Different views were voiced by various sectors, chambers and associations. Representing the manufacturing industry, the Association has held discussions with government officials and other interested parties. In particular, the CMA's Environmental Pollution Committee has met to examine related issues. Representatives of other concerned associations were also invited to the meetings to express their views on the subject.

Mr Joseph Lau, Chairman of the Environmental Pollution Committee, expressed the Association's concern on the charging scheme at the meeting. "We are in total agreement with the belief that industry has a legitimate role to play in environmental protection and we are committed to such a belief. But when it comes to the way the project is funded and the extent to which the Government is accountable for its operation, the principle and feasibility of the Government's proposal is what has to be examined." He agreed with the Government that the proposed scheme is administratively simple and easy to operate, the level of levy is acceptable and the Polluters Pay Principle — those who produce the pollutants should pay for cleaning up the environment — has already been incorporated in an indirect way.

"Manufacturers when buying chemicals from an importer or a local chemical manufacturer are obliged to pay the levy. They would be contributing to the operation costs of the CWTF as the price would have already included the levy," Mr Lau explained.

"In addition, the impact of the levy on the manufacturing industry would of a reasonable level," Mr Lau supplemented. However, despite these principles and administrative feasibility, the meeting agreed that the scheme is not without problems.

"Wastes generated from re-export chemicals would not pollute Hong Kong and thus levying on them is not justified," Mr Raymond Chan, a member of the

Committee, explained that levying on chemical raw material import and chemical finished product output would be grossly unfair. He proposed to have the levy on re-exports refunded to the re-exporters provided that they could prove their re-export activities.

The meeting also noted that the CWTF is to recycle and recover metals from the wastes it collects. This recycling business however is not very "enterprising".

"Actually it would not be worthwhile to recycle the waste water from the electroplating industry as the wastes are very dilute and the value of metals recovered would be very low," said Mr Koon Tze Ming, Chairman of the Hong Kong & Kowloon Electroplating Trade Merchants Association. "On the other hand, waste water discharged by the industry would have to be stored and disposed of separately lest any chemical reactions would occur and this would harm our workers. It therefore requires extra manpower and storage space for these wastes before the CWTF collects them. This in turn incurs expenditure."

Mr Chan shared the concern of the meeting and wondered if the CWTF could operate on the recycling business. If it could not, he seriously doubt if the AVL would remain at the proposed level.

"We are worried as to whether the Government would raise the levy if the CWTF was not capable of generating its estimated profit from the chemical wastes recycled," concurred Mr Wong King Hang, Vice-Chairman of the Hong Kong Hide & Leather Traders' Association. "The Government might thus extend the scope of chemical wastes to be treated."

On the other hand, Mr Koon and Mr Chan were pessimistic as to how many electroplating factories could survive under the current environmental pollution legislation standard. Mr Chan said that many factories would be closing down or make plans to relocate in the face of mounting pressure to comply with the statutory requirements. He was of the view that only 20% of establishments in

the electroplating industry could survive.

Mr Lau added that if there was insufficient chemical wastes to be recovered owing to the fading out of the electroplating industry as predicted, the costs of chemical wastes treatment per factory would be higher and the remaining establishments would have to share an unbearably high level of treatment cost of the CWTF.

Besides, Mr Lau forecasted that the cost of chemical wastes collection and transportation would be substantial and it might further reduce the profit of the CWTF. "Taking this into consideration, the Association has already addressed to the issue and requested closer supervision of the operation of the CWTF by the industry," he continued.

The meeting noted the suggestion of directly charging the polluters but in view of that indirect charging could have a broader base of levying and thus would pose the minimum impact on the economy as a whole, and that it would possess the foregoing advantages in administrative and cost efficiency, the Association continued to support an indirect charging scheme. On the other hand, if a hybrid



scheme of direct charging and indirect charging is to be inevitably enacted, serious considerations by the Government should be merited. While the industry would acquiesce in paying for the cost of the CWTF, it would only be accepted provided that any charging scheme adopted should not jeopardize the sur-

vival of any sectors in the industry. Nevertheless, it was emphasized that a broader base of charging is appropriate.

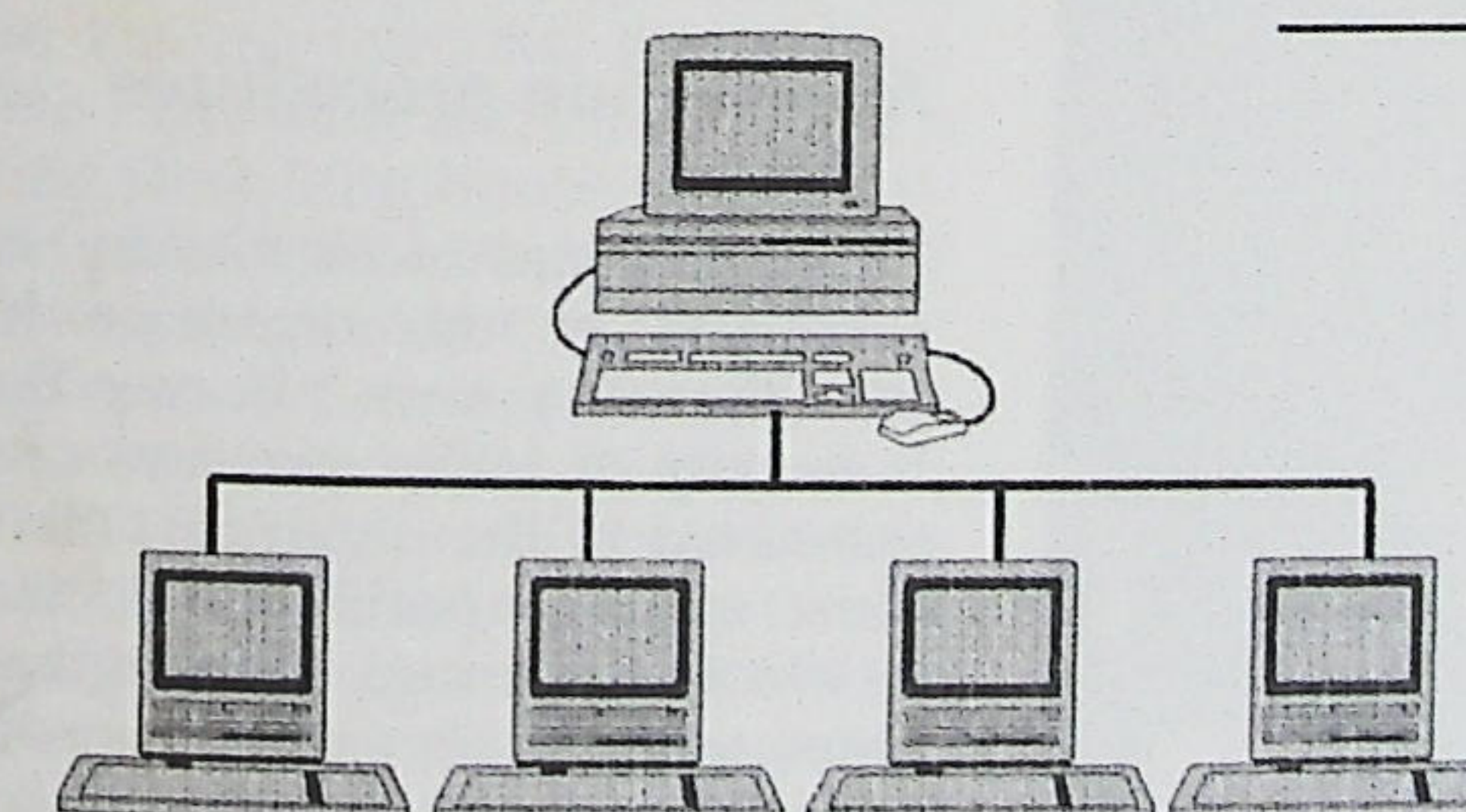
In addition, the meeting also affirmed that the operation of the CWTF should be more open and be monitored by the industry.



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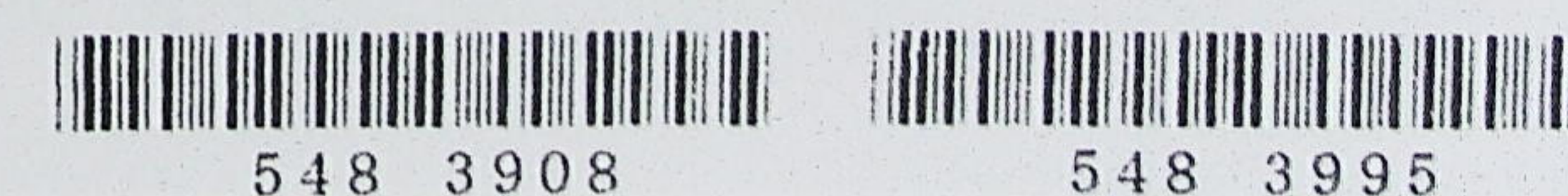
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CMA Activities

Governor's Award for Industry — Machinery & Equipment Design Competition

This year, the Association will again organize The Governor's Award for Industry — Machinery and Equipment Design competition.

Speaking at the press conference held on April 6 to announce the details of the Governor's Award for Industry scheme, CMA President Mr Herbert Liang pointed out that Hong Kong had witnessed the gradual transformation of its manufacturing industry from the production of low-cost consumer items to higher value-added and sophisticated design and better quality products in recent years. He said that in order to foster such transformation, it is essential that there is enough back-up support of production techniques and precision technology made available to manufacturers. Mr Liang hoped that the competition would encourage further development and technological advancement in the manufacture of machinery and equipment in Hong Kong.

The Governor's Award for Industry was

established by H E the Governor in 1989 to recognize and encourage excellence in different aspects of industrial performance.

Categories

Entries for the Machinery and Equipment Design competition are divided into five categories:

1. Production Machinery/Equipment
Machinery/equipment which in itself is a complete unit and is used for production purposes.
2. Device and Add-on Accessory for Production Machinery/Equipment
Device and add-on accessory which is designed as part of the machinery or add-on gadget to facilitate production processes and to improve/upgrade productivity, efficiency and quality control.
3. Scientific, Measuring, Controlling and Testing Equipment and Its Parts and Accessories thereof
4. Office Machine/Equipment (Including Computers) and Communication Equipment

5. Miscellaneous

Eligibility

All machinery and equipment, wholly or substantially designed or developed and manufactured in Hong Kong are eligible to enter the competition.

Awards

The CMA Design Award will be granted to the best product selected from each category by the judging panel. The most outstanding product among the CMA Design Award winners will win the Governor's Award for Industry - Machinery and Equipment Design. Certificates of Merit may also be granted to other products from each category at the discretion of the judging panel.

Judging criteria

All entries will be judged according to their functionality, innovation, application of technology, ergonomics, cost-performance, safety and environmental impact.

Judging panel

The judging panel will consist of industrialists, professionals and experts in engineering and product design.

Application procedures

Two samples of each entry must be submitted to the organizer together with the entry form. In case the entry is too big or bulky etc., and cannot be submitted to the organizer, the entrant must supply specifications, manuals, technical drawings, photographs, or video tapes to present the product and specify where the product may be inspected. The entrant must be prepared to arrange demonstration(s) for the judging panel at a reasonable time and at an appropriate venue as arranged by the organizer.

All entries must be submitted before June 19 to the CMA. Enquiries may be directed to CMA Assistant Secretary Ms Natalie Keung at tel no. 542 8600 ext 619.



CMA President Mr Herbert Liang (3rd from right) announced details of the Governor's Award for Industry — Machinery & Equipment Design competition at the press conference.

Briefing Meeting for New Members

On April 22, the Association held a briefing meeting to welcome its new members. The meeting aimed to familiarize members with CMA's history and current activities, and to enhance communication between the Association and its members. New members attending the meeting exchanged views with CMA President, Vice-Presidents, Executive and General Committees members, and Sub-Committees Chairmen.

CMA President Mr Herbert Liang addressed the gathering and stressed that being one of the leading associations in Hong Kong, the Association would always welcome members' views, understand their needs, and make attempts to provide tailor-made services to meet members' needs.

Also attending the briefing meeting were Vice-President Mr Tony Chau; Executive Committee members Mr Lo Chin and Mr Lee Sai Yick; General Committee members Mr Wong Kwai, Mr Leung Chung Lick, Mr Chow Yun Sheung, Mr Lam Hok Po, Mr Paul Chu and Mr Steve Lau; Sub-Committees Chairmen Mr C K Fong, Mr Yim Chan Chee and Mr Ho Yuk Wing; and member Dr Liu Han Qin.

Representatives of new member-companies attending the meeting included Ms Jean Li (Supreme Agencies (Far East) Ltd.); Mr Frank Hung and Mr Stephen Wu (Commercial Software Services Ltd.); Mr Cheung Kam Tong (Yat Ming Nylon Button Products Factory); Mr Qi Hong Tao (Scriven Trading Ltd.); Mr Luk Kwong (Hop Wo Petroleum & Chemicals Ltd.); Ms Wong Shuk Ling (Multi-Win Development Ltd.); Mr Woo Wang Kee and Mr Felix Tsang (Multiable Co.); Mr David Cheng (Topcoats Garments Factory); Ms Wong Kwan Hing (Alice Fashion Co.); Mr Alvin Lau (Unique Transportation Ltd.); Ms Shang Choi Sheung (Hang Cheong Computer Embroidery); Ms Au Yim Lung, Lilianna (China Everbright Holdings Co. Ltd.); Ms Hui Bik Ling (Macroart Production Co. Ltd.); Ms Leung Mun Kwan, Rita (Evertch International Co. Ltd.); Mr Tang Wing Moon (Tang Hoi Moon Kee Co. Ltd.); Mr Lee Po Nang (Nihon Ryutsu Sangyo Co. Ltd.); Mr Siu Wai Man, Raymond (Fleishman-Hillard Scotchbrook (HK) Ltd.); Mr Chen Tjin Tjau and Mr Ho Ching Kwan (Tin Lung Hong); Mr M K Wong and Ms Sandy Leung (AM International Manufacturing Co. Ltd.); and Mr Lai Sum Yuen, Vincent (Lever Printing Factory Ltd.).



CMA Executive & General Committees members attending a briefing meeting held to welcome new members

Membership Drive Campaign

To promote better links with members of the manufacturing industry, further expand membership and to enhance its representativeness, the Association has recently launched a Membership Drive Campaign. Mr T H Chau, Secretary for Trade and Industry, officiated the presentation of banner on March 13.

75 members of CMA's General Committee members have grouped themselves into five teams, each led by a Vice-President to recruit new members. The Campaign would be conducted in the form of a competition and the results would be announced at the members' banquet to be held towards the end of the year. Prizes would be presented to the winning teams and individuals.

CMA members are entitled to various benefits. They can enjoy concessionary rates for the issue of certificates of origin and for the testing and inspection services conducted by the CMA Testing and Certification Laboratories. They can attend seminars and training courses organized by the Association at discounted fees. They can also receive free copies of CMA house magazine, membership directory, and other information and market news.

Delegations are frequently despatched by the Association to overseas countries. Through these channels, members would have the opportunity to explore overseas markets. Last year, a CMA delegation visited Beijing. This year, the Association plans to send delegations to Australia, Canada, Taiwan, and South-east Asia. In addition, the Association also receives incoming delegations. Through these meetings, members and visitors can establish business contacts among themselves.

The Association is a non-profit making trade and industrial organization, with the primary objective to promote Hong Kong's trade and industrial development. With over 3,600 member-companies from various sectors of industry and trade, it is one of the oldest and most representative industrial associations in Hong Kong. The Association is also a functional constituency with a representative sitting at the Legislative Council and reflecting views and interests of the industry. Any Hong Kong companies engaging in manufacturing activities can apply for admission as an Ordinary Member or Permanent Member. Other local registered industrial and commercial organizations, trading companies, overseas factories or commercial organizations can apply for admission as an Associate Member. For enquiries, please contact Ms Karin Ma, Assistant Secretary, at tel no. 542 8600 ext 652.

CMA Regional Committees

The Association has recently set up eight regional committees. These committees are responsible for receiving incoming missions, planning outgoing missions, and maintaining contacts with relevant organizations and authorities of the respective countries and regions to promote bilateral trade and business co-operation. Membership of the regional committees are as follows:

1. US Committee
Convener: Mr Chan Wing Kee
Members: Mr Herbert Liang, Mr Yip Hing Chung, Mr Tony Chau, Mr Paul Yin, Mr Michael Chan, Mr Daniel Wong, Mr Peter Lee, Mr Robert Mui, Mr Christopher Suck, Mr Daniel Chiu, Mr Kenneth Ting, Mr Guy Wu, Mr Yue Kwok Hung, Mr Cheng Man Piu, Mr Lee Pui Shing, Mr Francis Chu, Mr Chan Man Tak, Dr Liu Han Qin, Mr Edmund Young, Mr Eddie Lu & Mr Stephen Chow
2. Europe Committee
Convener: Mr Tommy Zau
Members: Mr Herbert Liang, Mr Chan Wing Kee, Mr Tony Chau, Mr Paul Yin, Mr Michael Chan, Mr Jose Yu, Mr Edward Wong, Mr Daniel Wong, Mr Chiu Chun Bong, Mr Daniel Chiu & Mr Eddie Lu
3. Asia Committee
Convener: Mr Tony Chau
Members: Mr Herbert Liang, Dr Philip Lai, Mr Alexander Lo, Mr Lo Chin, Mr Wong Ping Sai, Mr Young Mok Shing, Mr Joseph Lau, Mr Lee Sai Yick, Mr Chu Poon Shin, Mr Leung Chung Lick, Mr Chan Kim Sing, Mr Jose Yu, Mr Chow Yun Sheung, Mr Daniel Wong, Mr Michael Sun, Mr Chan Fook Hing, Mr Peter Lee, Mr Jan Thai Lun, Mr Fung Yuen Hon, Mr Han Chin Tong, Mr Paul Chu, Mr Lee Ming Sang, Mr Chow Lam Boon, Mr Peter Wu, Mr Yim Chan Chee, Mr Chao King Lin & Mr Cheng Man Piu
4. Australia Committee
Convener: Dr Philip Lai
Members: Mr Herbert Liang, Mr Yip Hing Chung, Mr Tony Chau, Mr Seto Fai, Mr Paul Yin, Mr Lin Fai Shat, Mr Fok Wah Pun, Mr Michael Chan, Mr Jose Yu, Mr Edward Wong, Mr Vitus Szeto, Mr Chan Fook Hing, Mr Peter Lee, Mr Robert Mui & Mr Christopher Suck
5. Canada Committee
Convener: Dr Lui Ming Wah
Members: Mr Herbert Liang, Mr Yip Hing Chung, Mr Tony Chau, Mr

Samuel Hsu, Mr Peter Hung, Mr Patrick Choi, Mr Henry Cheng, Mr Michael Chan, Mr Donald Chow, Mr To Shui Moon, Mr Edward Wong, Mr Chiu Chun Bong, Mr Daniel Chiu, Dr Liu Han Qin, Mr Francis Chu & Mr Albert Chang

6. Southern China Committee
Convener: Mr Yip Hing Chung
Members: Mr Herbert Liang, Mr Chan Wing Kee, Mr Tony Chau, Mr Peter Hung, Mr Lo Chin, Mr Wong Ping Sai, Mr Yuong Mok Shing, Mr Joseph Lau, Mr Choi Hin To, Mr Lin Fai Shat, Mr Choy Tak Ho, Mr Leung Chung Lick, Mr Jose Yu, Mr Chow Yun Sheung, Mr Joseph Sin, Mr So Hin Leung, Mr Chan Fook Hing, Mr Ma Kai Cheung, Mr Lam Hok Po, Mr Chiu Chun Bong, Dr Yung Yau, Mr Lai Wing Tim, Mr Lee Hung Tong, Mr Lee Chung Chiu, Mr Christopher Suck, Mr Paul Chu, Mr Chau Chiu Shui, Mr Steve Lau, Mr Chow Lam Boon, Mr Cheng Man Piu, Mr David Wong & Dr Liu Han Qin

7. Eastern China Committee
Convener: Mr Lin Fai Shat
Members: Mr Herbert Liang, Mr Lo Chin, Mr Yuong Mok Shing, Mr Jose Yu, Mr Chow Yun Sheung, Mr Joseph Sin, Mr James Cheng, Mr Lam Hok Po, Mr Lee Hung Tong, Mr Christopher Suck, Mr Chau Chiu Shui, Mr Steve Lau & Dr Liu Han Qin
8. Northern China Committee
Convener: Mr Graham Cheng
Members: Mr Herbert Liang, Mr Yip Hing Chung, Mr Peter Hung, Mr Paul Yin, Mr Lo Chin, Mr Yuong Mok Shing, Dr Lui Ming Wah, Mr Liu Yu Ting, Mr Lin Fai Shat, Mr Chan Kim Sing, Mr Chow Yun Sheung, Mr Edward Wong, Mr Vitus Szeto, Mr Joseph Sin, Mr James Cheng, Mr Michael Sun, Mr Robert Ku, Mr Lam Hok Po, Mr Lee Hung Tong, Mr Christopher Suck, Mr Chau Chiu Shui, Mr Steve Lau & Mr Kenneth Ting

CMA Annals Committee

The Association has formed the CMA Annals Committee to supervise the production of a video tape introducing CMA's history, its past performance, present activities and services and future development. The committees would also see to the publication of CMA's 60th Anniversary Annals to be issued in 1994.

President Mr Herbert Liang and Vice-President Mr Leung Nai Wing is the

Chairman and Vice-Chairman of the Committee respectively. Members include Vice-Presidents Mr Yip Hing Chung, Mr Chan Wing Kee, Mr Tony Chau and Mr Tommy Zau; Executive Committee members Mr Alexander Lo, Mr Lo Chin, Mr Yuong Mok Shing and Mr Lin Fai Shat; and General Committee members Mr Wong Kwai, Mr Leung Chung Lick, Mr Lau Chi Yuen and Mr Fung Yuen Hon.

Under the Committee, a special working group has been set up to administer all matters related to the publication of the Annals. Members of the special working group include Mr Herbert Liang, Mr Leung Nai Wing, Mr Lo Chin and Mr Yuong Mok Shing, with Mr Lo Chin as the Convener.

CO & TCL Services Promotion Committee

The Association is authorized by the Government to issue all kinds of certificates of origin (CO) under the provisions of the International Convention for Simplification of Customs Formalities. Furthermore, the CMA Testing and Certification Laboratories (TCL) provides product testing and inspection services to the trade. These services are patronized by members of trade and industry.

In order to further expand clientele for these services, the Association has set up the CO and TCL Services Promotion Committee. The Committee is jointly chaired by Executive Committee member Mr Choi Hin To and General Committee member Mr Lam Hok Po. Members include General Committee members Mr Fok Wah Pun, Mr Michael Chan, Mr Jose Yu, Mr Chow Yun Sheung, Mr Edward Wong, Mr Joseph Sin, Mr Lee Hung Tong, Mr Steve Lau and Mr Daniel Chiu; Sub-Committee Chairmen Mr Yim Chan Chee and Mr Tse Lup Kee; and members Mr Cheng Man Piu and Mr Eddie Lu.

CMA Delegation to Zhuhai

A 17-member delegation of the Association visited Zhuhai from April 17 to 19 upon the invitation of the Zhuhai Chinese Overseas Friendship Association. The delegation was led by CMA Vice-President Mr Yip Hing Chung while Honorary President Mr Seto Fai served as the advisor. Other delegates included Executive

Committee members Mr Alexander Lo, Mr Lo Chin, Mr Wong Ping Sai, Mr Choi Hin To, Mr Lee Sai Yick and Mr Chu Poon Shin; General Committee members Mr Michael Chan, Mr Vitus Szeto and Mr Chan Fook Hing; Sub-Committees Chairmen Mr Yim Chan Chee and Mr Patrick Cheng; members Mr Cheung Lok Yin and Mr Francis Chu; and two staff from the Secretariat.

The delegation attended the foundation stone laying ceremony of the Gaolan Port and visited the construction sites of two 20,000 tonnage-grade berths and a 1.6 million-ton giant water supply project on April 18. The Port has abundant resources of land and stone material. Many infrastructural projects such as water supply, electricity supply and communication devices are in progress and are expected to be completed in 1993. Besides, the building of highway network and railway system has also started.

The delegation also joined the inauguration ceremony of the second Board of Directors of the Zhuhai Chinese Overseas Friendship Association on April 19. Mr Yip has been invited to address the gathering. He praised the economic achievements of Zhuhai in recent years and be-

lieved that Hong Kong manufacturers would continue to be engaged in long-term and hi-tech investments. Mr Yip also urged to develop a closer liaison between the two associations to assist more investment and trading contacts which would benefit the economic development of both areas.

Delegation from Shandong

A five-member delegation from Shandong Provincial Federation of Industry and Commerce, led by its Vice-Chairman Mr Liu Zhi Min, visited the Association on April 2 and was received by CMA President Mr Herbert Liang; Executive Committee members Mr Lo Chin, Mr Graham Cheng, Mr Yuong Mok Shing, Mr Liu Yu Ting and Mr Lin Fai Shat; and General Committee members Mr Chow Yun Sheung and Mr Michael Sun.

Mr Liu Zhi Min remarked that the reinforcement of the open-door policy and economic reform have led to many investment opportunities in Shandong Province. Mr Herbert Liang also revealed


that the Association is making preparations to sign a memorandum of co-operation with the All-China Federation of Industry and Commerce, and he anticipated that closer working relations with organizations in China will be established in future.


Delegation from Guangxi

A three-member delegation from Guangxi Zhuang Autonomous Region, led by Mr Xu Zu Hong, Director Member of the Industrial and Commercial Commission of Guangxi Zhuang Autonomous Region, was received by CMA President Mr Herbert Liang, Executive Committee member Mr Lee Sai Yick and General Committee member Mr Fung Yuen Hon on March 9.

During the meeting, the delegation introduced the latest economic conditions in Guangxi. The mission intended to establish contacts with Hong Kong manufacturers so as to enhance economic co-operation between Hong Kong and Guangxi.

3rd Hong Kong International Stationery & Premium Fair Award

Organizer  Headway Trade Fairs Ltd.

Co-organizer  The Chinese Manufacturers' Association of Hong Kong

Objective: To encourage creative, cost-effective and appealing stationery and premium design

Eligibility: The Competition is open to manufacturers, dealers, agents, designers and students

Product type: All kinds of stationery and premium items

Criteria for Judging: Originality, Aesthetics, Practicability, Promotional value

Awards:

1. BEST MASS PREMIUM AWARD will be presented to one of the most cost-effective and high impact premium for mass distribution
2. BEST VIP PREMIUM AWARD will be presented to one of the most elegant and attractive premium for restricted distribution
3. BEST ORIGINALITY OF THOUGHT AWARD will be presented to one of the most creative and memorable premium
4. CERTIFICATE OF MERIT will go to the three pieces with outstanding design and good promotional value

Deadline of application: 1992 June 1

Deadline of submitting finished product: 1992 June 25

For enquiries and application form, please contact Ms June Cheng of Headway Trade Fairs Ltd at tel: 827 5121 or Ms Natalie Keung of CMA at tel: 542 8619.

Delegation from Guangdong

A five-member delegation led by Mr Lin Jun Rui, Deputy Director of the Commission of Foreign Economic Relations and Trade of Guangdong Province, visited the Association on March 5 and was received by CMA President Mr Herbert Liang.

The delegation introduced the trade fair on Foreign Economic Relations and Trade of Guangdong Province which was held from 1992 March 31 to April 6 in Hong Kong. The delegates also exchanged views with the CMA President on the recent business and economic development between Guangdong and Hong Kong.



Guangdong delegation introduces the trade fair on Foreign Economic Relations & Trade of Guangdong Province.

Delegation from Liaoning Provincial People's Government

A 28-member delegation from Liaoning, led by Mr Yue Qi Feng, Governor of Liaoning Provincial People's Government, visited the Association on March 17. The delegation was received by CMA President Mr Herbert Liang; Vice-President Mr Yip Hing Chung; Executive Committee members Mr Lo Chin, Mr Joseph Lau, Mr Liu Yu Ting and Mr Chu

Poon Shin; and General Committee members Mr James Cheng, Mr Michael Sun and Mr Lam Hok Po.

At the meeting, Mr Yue introduced the economic situation in Liaoning. He pointed out that Liaoning, with its abundant natural resources and open policy adopted to attract foreign investors, is a potential market for Hong Kong manufacturers. He invited CMA members to visit Liaoning to enhance economic cooperation between the two places.

Delegation from Liaoning

A five-member delegation from Jinxi of Liaoning, led by Ms Chi Li Qun, Vice-Mayor of Jinxi Municipal People's Government, Liaoning, called upon the Association on March 2. The delegation was met by CMA President Mr Herbert Liang; Honorary President Mr Seto Fai; Executive Committee members Mr Wong Ping Sai, Mr Yuong Mok Shing, Mr Liu Yu Ting, Mr Lee Sai Yick, Mr Chu Poon Shin and Mr Lin Fai Shat; and General Committee members Mr Wong Kwai, Mr Chan Kim Sing, Mr Lam Hok Po, Mr Chiu Chun Bong and Mr Paul Chu.

At the meeting, Ms Chi introduced the recent economic situation in Jinxi. Both parties also exchanged views on ways to further develop industrial development in Liaoning.

Subsequent to the visit on March 2, Mr Zhao Xiang, Mayor of Jinxi Municipal People's Government, Liaoning, led a four-member delegation to call upon the Association on March 16. The delegation was received by Mr Herbert Liang and Mr Chu Poon Shin.

Mr Zhao said that the mission aimed at establishing closer ties with Hong Kong manufacturers and fostering trade opportunities between Hong Kong and Liaoning. Mr Liang introduced the functions and activities organized by the Association, and assured that it would help to disseminate information to CMA members.



Delegation from Liaoning Provincial People's Government visits CMA.

Delegation from Zhuhai

A 12-member delegation from Zhuhai, led by Mr Li Gen Shen, President of Zhuhai Chinese Overseas Friendship Association, visited the Association on March 20 and was received by CMA President Mr Herbert Liang; Executive Committee member Mr Lee Sai Yick; and General Committee members Mr Chan Fook Hing, Mr Chau Chiu Shui and Mr Chow Lam Boon.

Mr Li revealed that in the next decade, many projects would be initialized in the western part of Zhuhai and the development of infrastructures like transportation network and power supply is in progress. Mr Liang believed that the future development of Zhuhai would provide good investment opportunities for Hong Kong manufacturers.



President of Zhuhai Chinese Overseas Friendship Association Mr Li Gen Shen (5th from front right) presents a souvenir to CMA President Mr Herbert Liang (4th from front right).

Delegation from Wuzhou

An eight-member delegation from Wuzhou, led by Mr Peng Wei Zong, Secretary of Wuzhou Municipal Committee of CPC, visited the Association on March 7, and was received by CMA Honorary President Mr Seto Fai; Executive Committee members Mr Lo Chin, Mr Wong Ping Sai, Mr Choi Hin To and Mr Lee Sai

Yick together with General Committee members Mr Lau Chi Yuen and Mr Paul Chu.

Mr Peng Wei Zong introduced the investment environment in Wuzhou and invited CMA members to consider the city for investment and economic cooperation. Both parties also exchanged views on Wuzhou's economic situation as well as labour and transportation issues.

Delegation from Beijing

A five-member delegation, led by Mr Fu Zhen Yue, Deputy-Director of the United Front Department of the Beijing Committee of China Communist Party Liaison Department, visited the Association on March 30. Mr Fu stated that the Chinese government would adhere to its open-door policy and economic reform. More market mechanism would be introduced into different sectors of the economy, and additional efforts would be made to enhance the industrial productivity in China.

The delegation was received by CMA President Mr Herbert Liang; Executive Committee members Mr Paul Yin, Mr Alexander Lo, Mr Graham Cheng, Mr Liu Yu Ting and Mr Lin Fai Shat; and General Committee members Mr Michael Sun and Mr Lam Hok Po.

Huizhou City Delegation

A 16-member Guangdong Huizhou City delegation, led by Mr Li Xi Peng, Director of the City District, called upon the Association on February 29. The delegation was met by CMA Vice-President Mr Yip Hing Chung; Executive Committee member Mr Lee Sai Yick; and General Committee members Mr Chan Kim Sing, Mr Lam Hok Po and Mr Chow Lam Boon.



Honorary President Mr Seto Fai (2nd from front right) receives the delegation from Wuzhou.

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

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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)
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EXHIBITION
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Huizhou City, according to Mr Li, has nourished a favourable investment atmosphere for foreign investors due to the efficient management of infrastructure. Furthermore, it also enjoys comparatively competitive investment incentives among cities in China. Mr Yip appreciated the rapid development in Huizhou City and the Association was invited to visit Huizhou City to observe recent developments.

The seminar was well-attended and there were enthusiastic discussions among participants and speakers.

Egyptian Week

CMA President Mr Herbert Liang attended the opening ceremony and officiated at the ribbon-cutting ceremony of the Egyptian Week on March 23.

Seminar on Canada-US Free Trade Agreement

The Association and the Canadian Chamber of Commerce in Hong Kong jointly organized the seminar on Canada-US Free Trade Agreement on March 23. CMA President Mr Herbert Liang officiated and addressed at the opening of the seminar. He urged local manufacturers to upgrade the quality of their products and to increase the value-added content by conducting more research and development work, so as to enhance the competitiveness of Hong Kong products in the international market, particularly in the US and Canada.

Speakers of the seminar included Mr Chisholm Lyons, QC, founding partner of Smith Lyons Torrance Steveson & Mayer; Mr Paul Hughes, President of LEP International Inc; Mr Harash Buxani, Managing Director of President Stone Clothing Co; and Mr Barry Macdonald, Principal - Canadian Tax, Coopers & Lybrand. The closing remarks was made by Mr Art McInnis, President of Canadian Chamber of Commerce.

An exhibition of Egyptian products and Egyptian Cultural Promotion were also held during the week.

Visit by Scarborough Delegation

Ms Joyce Trimmer, Mayoress of the City of Scarborough, led a delegation to visit the Association on March 31. Ms Trimmer introduced the investment environment of Scarborough and indicated that half a million of Chinese had already migrated there and established their own

businesses.

The delegation was received by CMA President Mr Herbert Liang, Vice-Presidents Mr Tony Chau and Mr Tommy Zau, Executive Committee member Dr M W Lui, and General Committee member Mr Chiu Chun Bong. Both parties agreed that a regular flow of information on investment and trading opportunities between the two places is essential.

Taiwan Investment & Trading Seminar

To present the latest economic and trading development in Taiwan and promote investment between Hong Kong and Taiwan, the Association and Far East Trade Service, Inc., Hong Kong Branch jointly organized the Taiwan Investment and Trading Seminar on March 27.

CMA Vice-President Mr Tony Chau opened the seminar. Guest speakers then introduced the "Six-Year National Development Plan" of the Taiwan government; Taiwan-Hong Kong bilateral trade; the progress of Taiwan's indirect trade with China; Taiwan's trade-related regulations, investment incentives and their application, and tax concessions available. The seminar was concluded by a closing remark given by Mr CS Huang, Director of Far East Trade Service, Inc., Hong Kong Branch.

The attendance was encouraging with some 60 participants.

Certificate Course on Trade Financing & I/E Procedures

To promote better understanding among members of the business community on the handling of documentary credits, relevant insurances and documentation, the Association organized the Certificate Course on Trade Financing and Import/Export Procedures from April 13 to May 6. Experienced executives from the Hong Kong Export Credit Insurance Corporation, banks and shipping agencies were invited to speak in sessions on inward and outward bills, shipping documentation, marine cargo insurance, export credit insurance, etc.

The training program attracted full attendance.



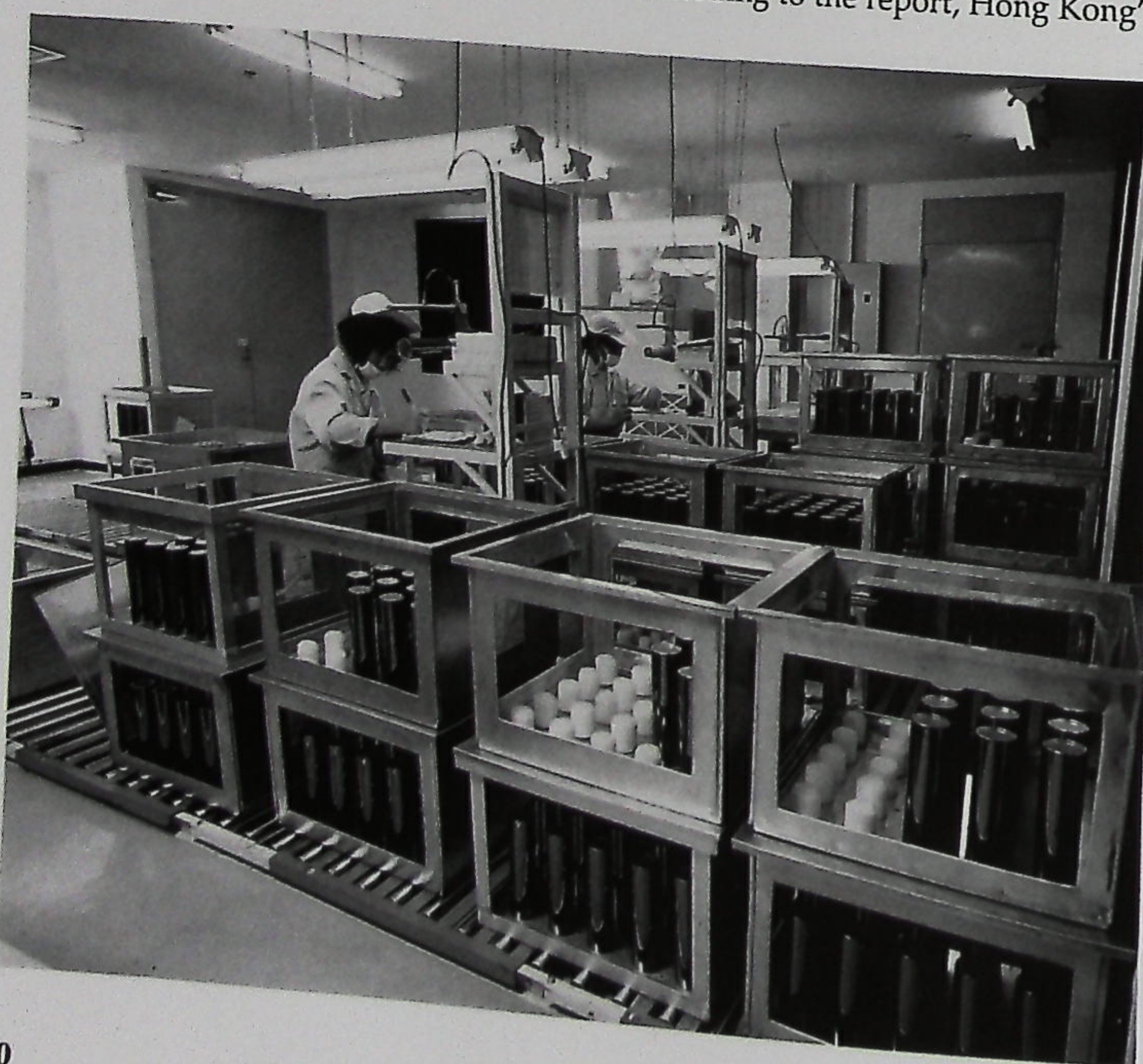
CMA coorganizes the seminar on Canada-US Free Trade Agreement with the Canadian Chamber of Commerce.

Industry Affairs

Chemical Processing Industry Study

A study on the chemical processing industry was commissioned by the Industry Department in January 1991. The study is the first of its kind to be carried out in Hong Kong in relation to the chemical storage, distribution and processing industry. The purposes of the study are to assess the current state of Hong Kong's chemical processing industry and the industry's potential for growth, as well as to identify the factors of production which may constitute determinants of and constraints on growth and to make corresponding recommendations.

The study is divided into four parts. The first part includes industry analysis and market assessment for Hong Kong and Far East region, as well as sources of supply analysis. The second part focuses on the recycling of chemicals and chemical wastes analysis, identification of developmental constraints and recommendations on potential industries. The third part delineates a site search for potential sites, environmental impact and risk assessment, financial assessment and recommendation on site development priority. The fourth part covers occupational health and safety legislation review, manpower training requirements assessment and investment promotion targeting.



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High-value-added (HVA) chemicals industry is the major focus of the study. The HVA chemicals include electronic chemicals, adhesives and sealants, construction chemicals, surfactants/cleaning chemicals, water effluent treatments, textile chemicals, metal finishing chemicals, paints/coatings additives, plastics additives and photographic chemicals.

The report reveals that the total gross output for the local chemical industry in 1989 was HK\$6.5 billion. The major chemical categories manufactured were plastics (polystyrene and polyvinyl chloride), basic industrial chemicals (gases, etc.), paints, herbal medicines and cosmetics. The study estimates the value of production of the HVA chemical categories in 1989 to be approximately HK\$0.92 billion. The number of producers in Hong Kong is correspondingly small, with less than 20 companies actually producing in the territory. Moreover, a total of HK\$47.8 billion chemicals were imported in 1990, and on average, 59% of all chemicals imported into Hong Kong are re-exported.

Generally, local HVA chemical products are seen as "nice to have" but not essential. Importers of HVA chemicals concurred with this view, whilst producers feel that they have an edge over importers in terms of providing reliable supply, and better technical service to their customers.

According to the report, Hong Kong's

HVA chemical facilities are faced with regional competition from Japan, Singapore and Taiwan, while China and Thailand are behind us in terms of HVA chemical production, but they are still better established than Hong Kong in terms of a petrochemical base. Furthermore, the report indicates that Hong Kong is also behind on the development of occupational health and safety legislation. Nevertheless, increasing attention has been paid to related issues, as shown by the creation of the Occupational Safety and Health Council in 1989.

The report studies and analyzes the HVA industry potential for growth. The value of the HVA chemical sector in Hong Kong and South China is estimated to be approximately HK\$3.3 billion in the coming years. Potential growth in most sectors is viewed to be low for Hong Kong (less than 2%) and low to medium (2% to 5%) in South China.

The report indicates that there is considerable potential for the establishment of a bulk chemical storage facilities in Hong Kong and there are niche market opportunities for the recycling of certain types of chemical wastes. The prospective chemical wastes that could be recycled include waste oils and printed circuit board etchants. With the development of the Chemical Waste Treatment Facility and the enactment of tight chemical waste disposal legislation, the potential for recycling is likely to increase.

The study, on the other hand, identifies a number of constraints to the development of HVA chemical industry in Hong Kong. Manpower, which covers the rising costs of labour, high turnover of skilled staff, the brain-drain and the lack of experienced chemical engineers, has been cited as one of the major constraints. Other unfavourable factors include the high land cost, the proposed fiscal legislation associated with the Chemical Waste Treatment Facility, the dependence on imported raw materials, the absence of a local market, and the fact that Hong Kong has no independent facilities for the bulk storage of chemicals. These constraints, together with regional competition for investment, appear to have had a significant effect on the present state of the HVA chemical processing industry in Hong Kong.

Favourable factors of production which support potential HVA development are also identified in the report. It considers a total of ten potential sites suitable for the development of HVA chemical industry and concludes that the HVA chemical processing industry is unlikely to experi-

ence a shortage of skilled workers under the current provision of manpower. Moreover, Hong Kong's relationship with South China is considered important and favourable for the HVA chemical industry. On the other hand, Hong Kong could function as a distribution centre and the base for business in China.

A comparison with Singapore with respect to the development of chemical processing industry is made in the report. It shows that Hong Kong is not, at present, seen as a site of choice for local production of HVA chemicals. This is because of the small size and expected low growth of local markets, existing constraints on development, and competition from other countries in the region. Nevertheless, the study recommends the development of a chemical estate to provide an infrastructure which suits the HVA chemical industry; provision of incentives to the HVA chemical industry; development of bulk

chemical storage facility; assessment of the effects of potential fiscal legislation on the production and distribution of HVA chemicals in Hong Kong; improvement to Hong Kong's occupational health and safety legislation by adopting a number of initiatives relating to the chemical industry; collection of statistics to enable spin-off effects of new industrial developments to be quantified; regular monitoring of the HVA chemical industry, as well as considerations for introducing voluntary or mandatory auditing for chemical industry in Hong Kong.

Unemployment Statistics

The latest labour force statistics released by the Census and Statistics Department indicated that the seasonally adjusted

unemployment rate remained stable at a relatively low level.

The seasonally adjusted unemployment rate for 1991 November to 1992 January was 1.9%, compared with 2.0% for the three months ending 1991 October and 1.4% for the same period a year earlier.

The seasonally adjusted number of unemployed persons in 1991 November to 1992 January was estimated at 53,700, compared with 54,900 in the three months ending 1991 October and 38,000 in the corresponding period a year earlier.

	1991 Nov - 1992 Jan	1991 Aug - Oct	1990 Nov - 1991 Jan
Unemployment rate	1.9%	2.0%	1.4%
Unemployed persons	53,700	54,900	38,000

Economy

Business Survey for 1991 4th Quarter

According to the recent *Report on Quarterly Business Survey* released by the Census and Statistics Department, business situation in the manufacturing sector in the fourth quarter of 1991 was in general similar to that in the third quarter of 1991. Looking ahead, manufacturers generally expect the business situation to

be less favourable in the first quarter of 1992 as compared with the fourth quarter of 1991, since usually there are less new orders after the Christmas and New Year deliveries.

Industries which experienced an improvement in business in the fourth quarter of 1991 over the preceding quarter included the wearing apparel, printing, and watches and clocks industries. On the other hand, a deterioration in business was experienced in the textiles, plastics, and food, beverage and tobacco in-

dustries. As for industries other than those mentioned above, business remained similar in the fourth quarter of 1991 over the preceding quarter.

As to the utilization of capacity, firms in the printing and wearing apparel industries experienced a higher level of capacity utilization in the fourth quarter of 1991, while firms in the textiles and watches and clocks industries recorded a lower level of capacity utilization.

In the fourth quarter of 1991, firms generally encountered the problems of price competition (particularly from local firms), insufficient business orders or contracts, high wage rates, high material prices and shortage of labour. Those problems are expected to continue in the first quarter of 1992. During the past few quarters, price competition, particularly from local firms, had emerged as the most widely reported problem in the sector.

In addition, some industries, such as the wearing apparel and textiles industries, were faced with quota and other trade restrictions. High labour turnover was still prevalent in the food, beverage and tobacco, printing, and electrical machinery and appliances industries. Some firms in the plastics and fabricated metal products industries were worried by unsatisfactory labour productivity. On the other hand, the printing, fabricated metal products, and watches and clocks industries were faced with uncertainties arising from exchange rate fluctuations.



廠商專訊一九九二年五月號 The Business Journal May 1992

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As regards the business prospects for the first quarter of 1992, firms in most manufacturing industries surveyed expect the business situation to be less favourable compared with the fourth quarter of 1991. However, firms in the electronics industry expect a mild improvement in business.

Firms in most manufacturing industries surveyed expect a decrease in capacity utilization for the first quarter of 1992. Different views are however held by firms in the electrical machinery and appliances and electronics industries. In the former, capacity utilization is expected to remain similar in the first quarter of 1992; in the latter, a mild improvement in capacity utilization is anticipated.

Orders-on-Hand in 1991 4th Quarter

The survey results released by the Census and Statistics Department showed that the average volume of orders-on-hand in the fourth quarter of 1991 remained the same when compared with the previous quarter.

It increased by 3.8% over the same quarter in 1990. The results were obtained from a survey on 200 largest manufacturing companies, selected on the basis of their employment.

Compared with the preceding quarter, the average volume of orders-on-hand decreases significantly by 6.8% in the plastic products industry. However, the textiles, fabricated metal products, and electrical and electronic products industries showed slight increase by 0.9%, 1.0% and 0.7% respectively.

When compared with the same quarter of 1990, orders-on-hand of most manufacturing industries showed better performance in the fourth quarter of 1991. Significantly, the textiles industry increased by 15.6%, followed by the plastic products industry which increased by 13.9%.

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

Industry	914th quarter (in terms of months)	% change over 91 3rd quarter	% change over 90 4th quarter
All manufacturing industries	4.37	-	+3.8
Wearing apparel	4.79	-	+4.4
Textiles	2.37	+0.9	+15.6
Plastic products	2.62	-6.8	+13.9
Fabricated metal products	4.23	+1.0	+3.7
Electrical & electronic products	5.38	+0.7	+2.3
Others	3.98	-2.5	-2.5

Orders-on-hand in 1991 4th quarter

聘用畢業生及暑期工 Graduate and Summer Employment

香港城市理工學院設有十六個學系，分隸三個學院：
The City Polytechnic of Hong Kong has 16 academic departments:

商學院 Faculty of Business

會計學系
Accountancy
應用統計及運籌學系
Applied Statistics and Operational Research
商業及管理學系
Business and Management
經濟及財務學系
Economics and Finance
資訊系統學系
Information Systems

人文及社會科學學院 Faculty of Humanities & Social Sciences

應用社會科學系
Applied Social Studies
中文、翻譯及語言學系
Chinese, Translation and Linguistics
英文學系
English
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Public and Social Administration

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Computer Science
電子工程學系
Electronic Engineering
製造工程學系
Manufacturing Engineering
數學系
Mathematics

本年七月，本院將有二千三百名畢業生及四千五百名在校學生可應聘全職及暑期職位空缺。
In July 1992, some 2,300 graduates and 4,500 undergraduates will be available for full-time and summer employment respectively.
學生事務處樂於向僱主提供有關城市理工學院各項課程的資料，並協助進行徵聘活動，包括刊佈職位空缺、安排徵聘講座及甄選面試。詳情歡迎與下列輔導主任接洽：
The Student Affairs Office will be happy to provide prospective employers with information on Polytechnic courses, and help in the recruitment process such as posting up of job advertisements, arrangement of recruitment talks and selection interviews. For further information, please contact one of the following counsellors:
王潔玲女士 788 8151 鍾寶儀小姐 788 8148 黃美微女士 788 8153 張錦嫻女士 788 8101 陳倩嫻小姐 788 8096 陳林淑華女士 788 8032
Ms Holly Wong Miss Chung Po Yi Ms Emily Wong Ms Elizabeth Cheung Miss Gloria Chan Mrs Grace Chan

Environment

A Guide to Pollution Control Legislation

The Industry Department has prepared a bilingual booklet entitled *A Guide to Pollution Control Legislation Affecting Manufacturing Industries* for local manufacturers. The objective of the Guide is to provide a summary of the major environmental legislation which may affect manufacturers, and the necessary technical advice.

In addition, two supplementary information sheets, on "Montreal Protocol on Substances that Deplete the Ozone Layer" and "Chemical Waste Treatment Facilities", are also provided.

According to the Guide, there are four main pollution control ordinances which affect manufacturing industries in Hong Kong. They are the Water Pollution Control Ordinance, Waste Disposal Ordinance, Air Pollution Control Ordinance, and Noise Control Ordinance.



A list of organizations from which technical advice on various pollution problems may be obtained is also provided for information. Some of them are the Hong Kong Productivity Council, the Centre of Environmental Technology, the University of Hong Kong, The Chinese University of Hong Kong, The Hong Kong University of Science

and Technology (Research Centre), the Hong Kong Polytechnic and the City Polytechnic of Hong Kong.

Members who are interested in obtaining the Guide may contact CMA Assistant Secretary Ms Wendy So at tel no. 542 8600 ext 632.

Business Management

MDC Management Case Study

The management case study in this issue concerns the managerial relationship in a company. Focuses were directed to what a senior staff should do in response to criticism of himself. Readers are welcome to submit their views and ideas to the Association with respect to the questions raised at the end of this article. Readers whose answers are selected for publication will be awarded a souvenir. This case is written by Mr A N Welsh who is the senior advisor of The Management Development Centre of Hong Kong (MDC).

The case

Mr Tsang was the manager of the Accounts Department of Kam Tin Industries (HK) Ltd., a large industrial and commercial group. He supervised 21 staff and reported to the Finance Director Mr W S Chan.

The Accounts Department was computerized, and apart from a small inputting section, most of the staff were on special tasks, credit control,

debt recovery, financial accounts, nominal ledger reconciliation, management accounts and budgeting, cost investigations, tax, etc. Mr Tsang's main job responsibility was to comment on capital project proposals and forecasts. He held a weekly meeting as a means of control over his department.

At the meeting, all senior staff reported their work and internal matters such as recruitment, resignation, equipment, purchase proposal, etc. The meeting was controlled to an agenda, and minutes were approved and circulated to those present and to Mr Chan. This enabled the busy Mr Chan to know what was going on and kept everyone aware of the progress and problems of the Department.

One day, Mr Tsang was sitting in the toilet and heard the cloakroom door burst open. He recognized from the voices that his staff had come in.

"It's the meeting again this morning - another waste of time as usual."

"Never mind, the Finance Director's running dog needs to have his little report to prove his management of the Department."

"He can spend the rest of the week shining Chan's shoes with the minutes, for all I care, roll on lunch time, I'm hungry already."

There were other insulting remarks. Mr Tsang was very hurt to be described as the Finance Director's "running dog". He found the meeting minutes a convenient way of keeping the Finance Director informed, but he felt that in no way was he a "running dog". Part of the purpose of the meetings was to keep everyone informed and to foster some departmental morale and co-operation. The meetings were properly and efficiently conducted and many useful things were discussed.

Duly at 9:30 am the meeting started ...

Questions for discussion

1. Mr Tsang overheard the comments by chance. Should he ignore them, burst out of the cubicle, or listen again another day? Should managers attempt to overhear staff discussions?
2. Should Mr Tsang behave in the meeting as if nothing had happened?
3. What did the staff's comments indicate?

Investment Profile

Johor

Johor is the second largest state in peninsular Malaysia occupying an area of 18,986 sq km. It is one of the most well-developed state in Malaysia with well-endowed natural resources. It has a very young population, of which 37% are below the age of 14 and 48% between the age of 15 and 44. The population stands at 2.2 million in 1990 with an average annual growth rate of around 3.5%. The racial composition is 56% Malays, 38% Chinese and the remaining 6% other minority races.

Economic performance

The Malaysian Institute of Economic Research has projected the Johor economy to grow at an average rate of 6.96% towards the year 2000. This represents a doubling in GDP from M\$7.91 billion (about HK\$23.7 billion) in 1990 to M\$15.86 billion (about HK\$47.6 billion) in the year 2000.

Although agriculture has traditionally been the main contributor to GDP, whereby 35% of the land area in Johor is under agriculture; this sector is expected to play a lesser role in the modernization of Johor in the years to come. The manufacturing sector will be the growth sector in the next decade. This transformation is due to the attractiveness of Johor as an investment haven for foreign investors. The number of foreign project approvals has increased over the past years and positive signs are seen for the years to come.

In 1989 and 1990, the growth in Johor's manufacturing sector surpassed that of

other sectors, registering an expansion rate of 13.8% and 14.5% respectively. Johor's industrial success within Malaysia's political and economic context has largely been contributed by the following factors:

1. Political stability, the same government has been at the helm since independence;
2. Sound infrastructural base;
3. Strong economic track record with historically low inflation rate;
4. Stable and harmonious employer-employee relationship;
5. Geographical and locational advantage "The Best of Both Malaysia and Singapore in Johor"; and
6. A very strong pro-enterprise policy both at the federal and state levels.

Infrastructure

Johor currently has 14 industrial estates and one free trade zone under the administration of Johor State Economic Development Corporation. These estates have been developed complete with infrastructural facilities. These estates are located in strategic areas to capture the availability of good infrastructural facilities and labour supply. The largest industrial estate is the Pasir Gudang Township located just 38 km east of Johor Bahru.

To meet the ever-increasing demand for industrial land for industries of vary-

ing sizes and operations, the Johor State government through its development arm — Johor State Economic Development Corporation — will be opening new land either as a new industrial location or an expansion over existing ones. A total of 12 new estates will be opened comprising of 2,665 hectares of land within the next five years. The largest is the Tanjung Langsat Industrial Complex with an area of 1,618 hectares. This new complex is designed to handle heavy industries such as steel, petrochemical and metal fabrication for the oil and gas industries.

Developed land is offered to investors on lease basis. In Johor Bahru district, the land is leased for 30 years with an option for another 30 years. Outside Johor Bahru, land is generally offered on 60 years' lease. Apart from land, ready-built factories are also available for rent or sale. Built-up areas range from 250 to 2,000 sq m, with prices ranging from M\$300,000 to 1,200,000 (about HK\$900,000 to 3,600,000).

The road network in Johor is excellent and well-maintained to provide an efficient communication and transport network. The North-South Highway runs all the way from Kuala Lumpur in the north to Johor Bahru in the south.

Johor boasts of having excellent airports and sea ports for manufacturers and exporters to choose from. The deep-water Johor port is dynamic and modern. Since it started operations, its strategic location initiated impressive annual growth due to the fact that the port is navigable throughout the year. Johor's Sultan Ismail Airport provides links to Kuala Lumpur International Airport and other parts of Malaysia. Plans are underway to upgrade the airport to be an important air cargo centre in the south.

Incentives to investors

To encourage the flow of foreign investment into the country, the government has provided the following incentives for foreign manufacturers:

Pioneer status

The period of tax relief under this incentive is five years commencing from the production date as determined by the Ministry of International Trade and Industry. The tax relief period may be extended for a further five years for a company which fulfils certain criteria. The taxes applied to companies in Malaysia are in the form of income tax of 35% and development tax of 5% which is going to be gradually disposed of by 1% per year

starting from 1989.

Investment Tax Allowance

The Investment Tax Allowance (ITA) is an alternative of the pioneer status. The rate of ITA given would be up to 100% of qualifying capital expenditure incurred during the first five years of the basic period in which the project is approved.

Double deduction on tax

Double deduction is granted in respect of specified expenses incurred in the promotion of exports, expenditure on research and development, operational expenses on training and insurance premium for export credit.

Industrial Building Allowance

The Industrial Building Allowance consists of an initial allowance of 10% and an annual allowance of 2% and is given in respect of buildings used for warehouses and bulk storage installations, and those used for research and development and training, etc.

Exemption on duties for imported production machinery & raw materials

The level of exemption from customs duty granted on raw materials depends on whether the finished products are sold in the domestic market or are exported. For companies manufacturing finished goods for export, full exemption from import duty is granted on imported raw materials not available locally. Where the company manufactures products for the domestic market, it must first comply with the equity condition as stipulated in the manufacturing licence before exemption is granted. Either full or partial exemption is granted depending on circumstances.

Nearly all machinery and equipment



There is an abundant supply of labour in Johor, and many of them possess the basic skills required by industries.

which are not produced locally and used directly in the manufacturing process are not subject to import duty, surtax and sales tax. Machinery and equipment still subject to import duty can be considered for tax exemption provided that certain conditions and criteria are met.

Expatriate positions & time posts

Any manufacturing company with foreign paid-up capital of US\$2 million (about HK\$15.6 million) and above will automatically be allowed five expatriate posts including at least one key post which can be held indefinitely by a foreigner. Additional expatriate posts will be given when necessary on request.

Where the foreign paid-up capital is less than US\$2 million (about HK\$15.6 million), for any M\$500,000 (about HK\$1.5 million) equivalent of foreign capital one key post is granted or allowed. The figure is only a guideline and approval is given on the merits of each case.

Foreign equity ownership

The extent of foreign equity ownership in new investment will depend on the nature of the product, location, level of

technology, size of investment, value-added on the utilization of local raw materials and content and market orientation.

Manufacturing companies which export at least 80% of their production are permitted to hold a level of equity up to 100%. For those exporting less than 80%, the extent of foreign ownership will be reduced accordingly.

Licensed Manufacturing Warehouses

Where the establishment of a manufacturing plant in free trade zone is not possible, free trade zone type of facilities in the form of Licensed Manufacturing Warehouses (LMW) or bonded factories are available to export industries. These LMW are accorded the same facilities as factories operating in the free trade zones.

Members who would like to obtain further information on the investment environment of Johor, may contact Johor State Economic Development Corporation at 9/F, KOMTAR, Jalan Wong Ah Fook, 80000 Johor Bahru, Johor, Malaysia [tel: (60) 226 922; fax: (60) 242 221].

(Source: Johor State Economic Development Corporation)

Trade News

US: Anti-Dumping Investigation on Sulfanilic Acid from China

The US Department of Commerce (DOC) announced its affirmative preliminary determination on 1992 March 18 that sulfanilic acid from China are being, or is likely to be sold in the US at less than fair value. An estimated dumping mar-

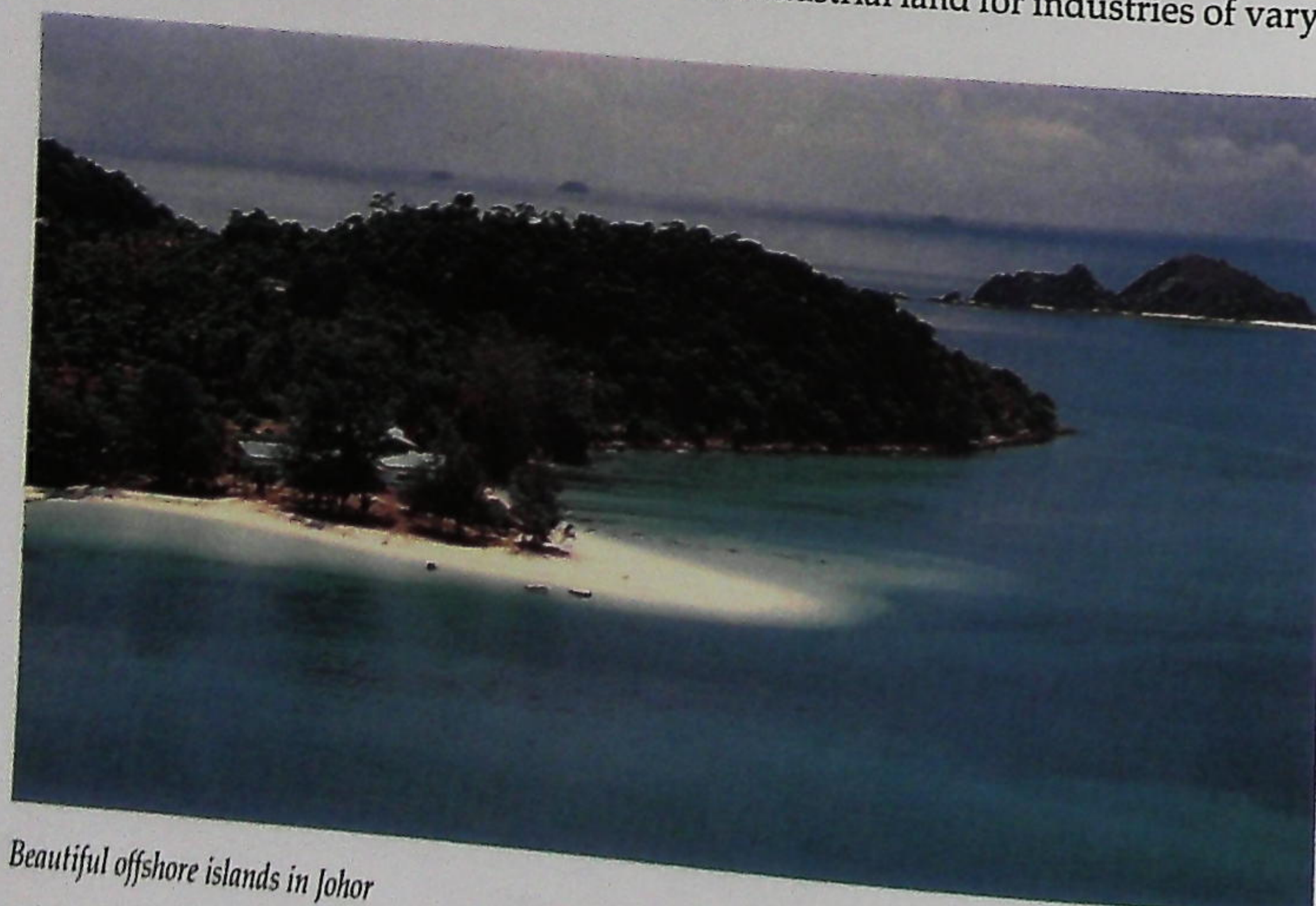
gin of 85.29% is imposed on the company investigated by the DOC. Companies not individually investigated are also subject to an "all others rate" of 85.29%.

According to the US anti-dumping legislation, the DOC will direct the US Customs Service to suspend liquidation of all entries of sulfanilic acid from China that are entered or withdrawn from warehouse, for consumption on or after 1992 March 18. The US Customs Service will require a cash deposit or posting of a bond equal to 85.29% of all entries of

sulfanilic acid from China.

The DOC will continue with its dumping investigation, if the final determination is affirmative, the US International Trade Commission will make a final determination on whether imports of sulfanilic acid from China have materially injured, or threaten material injury to the relevant US industry.

For enquiries, please contact Mr Godfrey Leung, Trade Department at tel no. 398 5401.



Beautiful offshore islands in Johor

Market Report

Mexico as a Market & Springboard to North America

In the early 1980s, Mexico was saddled with a host of economic problems. Inflation was rampant, the country was weighed down by debts, and production stagnated. The crisis provoked a strategic rethink that led to the subsequent stabilization and structural reform program.

When the Salinas government took office in 1988, more aggressive market-oriented policies were adopted. The series of stabilization measures succeeded in arresting Mexico's economic decline. Since 1989, the economy has been on an upward trend. The GDP grew 4.8% in the first half of 1991 and the economy is projected to grow 7% to 8% annually over the next few years.

In the meantime, Mexico is negotiating a North American Free Trade Agreement (NAFTA) with the US and Canada. The pact will remove all trade barriers in the region and lead to the largest free trade

area in the world with more than 362 million inhabitants and a combined GDP of US\$6,000 billion (about HK\$46,800 billion). Not only is a free trade agreement expected to stimulate economic growth in the region, this enormous market is likely to induce foreign investors to use Mexico as a base for manufacturing products for sale to North America.

Aside from market access to the US, Mexico's pool of semi-skilled labour is an added attraction for foreign investors. Wages are relatively low [US\$200 (about HK\$1,560) per month], labour productivity has improved steadily, and Mexican workers are familiar with the operations of foreign companies through their exposure to the labour-intensive processing plants (maquiladoras) established in the US and Mexican border areas. A further incentive from the point of view of investors is the liberal rules governing foreign investment in the country, including provisions for up to 100% foreign ownership and profit repatriation as well as minimal red tape in the investment application and approval process. To date, three Hong Kong companies are known to have invested in Mexico, specializing in aircraft accessories, auto parts and tex-

tiles.

Actually, Mexico is also a large market with a population of 88 million producing a GDP of US\$230 billion (about HK\$1,794 billion). Since Mexico joined GATT (The General Agreement on Tariffs and Trade) in 1986, measures have been taken to remove import restrictions and lower tariffs. Presently over 95% of imports into Mexico do not require import licences, including Hong Kong's major products such as textiles, garments, footwear, watches, electronics, computers, toys and household products. The maximum tariff is 20%, and most Hong Kong consumer products are subject to 15% to 20% tariff.

Since local production cannot fully meet the substantial consumer demand in terms of variety and quality, sales of Hong Kong's price-competitive consumer goods should continue to perform well. Besides, imports of capital goods like moulding boxes and electronic parts and components to support its developing industries are also needed.

Trade with HK

Hong Kong's total exports (including domestic exports and re-exports) to



Mexico has a population of 88 million with a GDP of US\$230 billion.

Mexico rose 26% to HK\$2,541 million in the first eleven months of 1991, after increasing 21% to HK\$2,141 million in 1990. This performance has made Mexico Hong Kong's second largest market in Latin America after Panama.

Domestic exports grew 10% in 1990 but dropped 3% in the first eleven months of 1991. In contrast, re-exports to Mexico (about 85% of China origin) performed well, rising 26% in 1990 and further by 37% in 1991 January to November. This is mainly because products manufactured under outward processing arrangements in China enjoy a competitive edge in terms of price.

Textiles (mainly cotton fabrics) are the best domestic export item, followed by quartz analogue watches, knitted outer garments, moulding boxes, cassette radios and plastic toys. Major re-exports include knitted undergarments, non-knit outer garments, man-made fibres and plastic toys.

Import & retail channels

Mexico's retail system is marked by a large number of sole proprietors, but also playing an important role are the large department stores, discount stores and regional chains which have grown in sophistication. The department stores are the most important retail outlets selling high-priced domestic and imported merchandise. Many of these not only are financially sound but have built up extensive networks enabling them to import directly from suppliers. Apart from the department and chain stores, most importers are relatively small in size, sourcing a mix of different products. There are also open markets selling lower-priced Asian consumer products purchased from US trading companies. Some Hong Kong companies with offices in the US also use their American operations to explore the Mexican market.

Recommendations

Given the potential of the market, Hong Kong exporters are advised to devote more efforts to promoting their products in Mexico. For companies without the time or resources to sell directly, one possibility is to work through Mexican sales agents, though particular care should be taken to ensure that the agency has sufficient knowledge and financial ability to offer adequate representation and services. Another avenue is for exporters to sell to US trading companies which specialize in Mexico and other Latin American markets. These traders, many of



HK goods for sale in a Mexican department store

whom are based in Los Angeles, have extensive business connections with Mexico and the advantage of knowing the culture and speaking fluent Spanish. Hong Kong companies already with subsidiaries in the US, particularly those with offices in Los Angeles and Miami, can also consider the possibility of exploring the Mexican market from their US bases.

While the opening of Mexico's import sector has made the market more accessible, foreign suppliers must keep in mind that price competitiveness is of paramount importance in selling to the country, as most Mexican consumers are price-conscious. Hong Kong exporters should also visit the country to collect first-hand information. Personal contacts are very important for selling to Mexican importers. The development of a close working relationship between the local sales representative and the exporter is critical.

There are still many imponderables in the NAFTA as the precise terms are being thrashed out, but the rough outline that has emerged so far does not suggest a protectionist trade bloc in the making. NAFTA negotiations have focused on the phasing out of barriers to goods and services between the three parties, but there has been no talk of erecting barriers to protect the region from external competition. That being the case, Mexican-produced goods would have only a slight edge over products from outside North America insofar as US import duties are concerned.

With respect to investing in Mexico, the "domestic content" regulations being

drafted may have certain implications for investors. The North American parties are presently seeking to impose rules which would require a certain percentage of the content of a product to come from the free trade area. If the item does not meet this domestic content requirement, exports from Mexico to North America will be subject to ordinary tariffs.

It is hence reasonably clear that Mexico is not meant to be a haven for foreign investors hoping to cash in on duty-free imports into the US by setting up Mexican operations consisting of simple processing of materials from outside the region. To be successful, prospective investment in Mexico must mesh with local competitive advantage. Probably the ideal combination would be an operation that can competitively incorporate North American materials or parts while taking advantage of Mexico's semi-skilled labour for production aimed at the regional market. Sectorally, textiles/clothing, electronics, telecommunications equipment, and auto parts and accessories are the industries with better development potential.

In other areas, semi-manufacturing and raw material processing, such as plastic moulding, could prove promising as these industries fall far short of meeting domestic demand. Service companies may also explore the possibility of a venture in tourism as the Mexican government places a great deal of emphasis on developing this industry.

(Source: Hong Kong Trade Development Council)

Development of Jinxi

Jinxi has one city, two counties and three districts under its jurisdiction, with a total area of 10,382 sq km and a population of 2.5 million including 320,000 city residents. It is located in the southwest of Liaoning Province and in the middle of the Liaoxi Corridor. In 1989, with approval of the State Council, it was upgraded from a county-scaled city to a city under the jurisdiction of the provincial government for the acceleration of economic prosperity. It has then become one of the open areas of Liaodong Peninsula as the key junction linking inside Shanhaiguan and outside Shanhaiguan with convenient transportation. Jingshen, Weita, Jinhu, Jinnan Railways form a crisscross network of land traffic.

Jinxi has a solid industrial base comprising of petrochemical and metallurgical, machinery, building material, coal, ship manufacturing, etc. as key projects. There are 26 large-and-medium-sized enterprises run by the state, province and the city, with advanced equipment and strong technical force. Moreover, it possesses over 30 kinds of mineral resources.

In addition, the economic relations and trade between Jinxi and foreign countries have developed rapidly. It has attracted foreigners and signed 55 items of contracts on using foreign capitals, introducing technology and equipment, and exporting labour. Furthermore, it has adopted preferential policy to encourage foreign dealers and compatriots from Hong Kong, Macao and Taiwan to invest in the area.

In recent years, many products and technology have taken up leading positions in China, and some of them have entered the international market.

For further information, please contact Mr Yuan Zhong Rui of Jinxi Foreign Economic Relations and Trade Commission at Xinggong Street, Jinxi, Liaoning, China.

Fashion Paradoxes for Summer Kiddie Wear

The Parisian fashion for children's summer wear this year is one of paradoxes: lively, colourful, invigorating, and at the same time, romantic, naturalist and ecological.

Designs are inspired as much by traditional American sportswear of the washed-out, faded nautical style, along

with country looks and Sixties style.

With the sporty and classic theme, one is likely to find washed-out, faded colours like indigo, red, green, sky blue, grey, ochre and ecru evoking the simple, comfortable nautical fashions favoured by the American college population.

The basics are good - crisp cotton softened by finishings, and jersey, nylon and coated materials for protection. Bi-coloured stripes, in all sizes, are the stronger design. Other patterns are likewise simple, such as polka-dots, flags, letters or numbers.

The range develops into parkas, shirts, straight trousers and bermuda shorts, adapted to go with hooded sweatshirts and bowling shirts.

Under the ethnic and exotic are African-inspired natural dyes and neutrals - tobacco, saffron, olive, off-white - alongside a range of brilliant colours from the South Seas like orange, fuchsia, emerald, lime, etc.

Summery cottons intermingled with washed or faded pigmented fabrics, in figurative or primitive prints. Batiks are strongly represented.

Sportswear, safari suits, blouses, army overalls mix with mini T-shirts, pareos and bloomers.

Soft jeans

The simplicity of country life, evocative of the "early American" lifestyle, is

brought back by old, worn-out jeans, tiny flowers in patchwork and tea-towel checks, for close-to-nature fashions.

They come in a soft and faded range of colours, like almond, corn, old rose, lavender, hay, faded blue, etc. The "aged" look is essential in denims, chambrays and for striped railroad denims.

Sturdy and practical children's clothes are overstitched and applied with cut-outs. Fun dungarees with work jackets for boys are the exact opposites of the feminine styles of pinafores and skirts.

From country freshness to city sophisticates, suburban styles are inspired strongly by Sixties fashions where fantasy reigns.

There is also a kind of freshness brought about by vivid, acid colours like mint green, bright pink, orange or basics like red, blue and green combined with a base of white.

For more graphic designs, there are the black and white combinations. And for more Sixties Pop Art, there is gingham vichy with fruit and vegetable prints on white, as well as the appeal of giant flowers and multi-coloured prints.

Stretch is everywhere - in light cottons, piques, poplin and thin jerseys.

To round off this summer's fashions are mini skirts, breeches, sundresses, romper suits and combi-shorts.

(Source: Hong Kong Trade Development Council)



President Mr Herbert Liang (centre) officiates at the opening ceremony of HK Linkage Industry - Int'l Machine Tool Exhibition '92.

Exhibition News

Date	Event	Venue	Exhibits	Organizer
1992				
May 20 - 23	South African Computer Fair & Business Equipment Exhibition	National Exhibition Centre, Johannesburg, South Africa	Computers & business equipment	SA Computer Faire Tel: (011) 882 6547 Fax: (011) 882 8223
May 20 - 24	KEPES '92	Korea Exhibition Centre	Electronic parts & equipment	Korea Trade Promotion Corporation Tel: (02) 551 4412 Fax: (02) 557 5784
May 22 - 26	Asian Ind'l Expo '92	HK Convention & Exhibition Centre		Business & Industrial Trade Fair Ltd Tel: 865 2633 Fax: 865 5513
	MEX '92		Machinery & materials	
	PLASTICS ASIA '92		Plastics processing machinery, materials, ancillary equipment	
	PACK & PRINT ASIA '92		Packaging machinery & materials, converting machinery, printing machinery, print-related equipment, materials & supplies	
	EIE '92		Electronic products & testing equipments	
	ECA '92	HK Convention & Exhibition Centre	Electronic components	Business & Industrial Trade Fair Ltd Tel: 865 2633 Fax: 865 5513
	SMT '92		Surface mount technology	

Training Calendar

Date	Event	Venue	Organizer	Contact person/Tel no.
1992				
May 12-13	HK Computer Conference '92	Grand Hyatt Hotel & HK Convention & Exhibition Centre	BDG Management Ltd.	BDG Management Ltd. 528 6136
May 20-22	HK Taxation Training Course	Conference Hall, CMA Bldg	CMA	Ms Wendy So, CMA 542 8600 ext 632

新會員 New Members

永遠會員

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港台製鞋有限公司
董事長: 鄧劍群
出品: 製造名牌運動鞋
Kong Tai Shoes Mfg Co. Ltd.
Managing Director: Tang Kim Kwan,
Patrick
Products: Branded athletic footwear

普通會員

Ordinary Members

美利嘉(香港)有限公司
董事: 陳焜鏞
出品: 成衣
A M Int'l Mfg Co. Ltd.
Director: Chan Kwan Yung
Products: Garments

德利邦織造廠有限公司
董事長: 曾昭勳
出品: 成衣
Doug Nippon Knitting Fty Ltd.
Director: Tsang Chiu Fun
Products: Garments

建豐針織廠
董事: 梁新葉
出品: 成衣
Kin Fung Knitting Fty
Director: Leung Sun Yip
Products: Garments

藝林公司
東主: 林文焱
出品: 塑膠製品、日用品
Ngai Lam Co.
Director: Danny Lam
Products: Plastic products,
daily necessities

香港南華製藥公司
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出品: 藥品
Nam Hua Pharmaceutical Co. HK
Manager: Gan Yuk Hung
Products: Medicines

聯福製品公司
董事長: 黃松根
出品: 行針錶
Luen Fook Mfg Co.
Director: Wong Chung Kan
Products: Analog watches

冠華錶業製品廠
東主: 區冠成
出品: 錶壳
Koon Wah Watch Case Mfy
Director: Au Koon Shing
Products: Watch cases

雅基製衣有限公司
執行董事: 李文豪
出品: 成衣
Apparel Creation Ltd.
Managing Director: Lee Man Ho
Products: Garments

利華印刷廠有限公司
董事經理: 黎森源
出品: 印刷品
Lever Printing Fty Ltd.
Managing Director: Lai Sum Yuen
Products: Printed matters

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董事: 黃美慧
業務: 出入口
Topsia Ltd.
Director: Wong May Wai
Nature of business: Import & export

景運有限公司
董事總經理: 方奕慧
業務: 化工原料及出入口
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Managing Director: Fong Yik Wai, David
Nature of business: Chemical materials,
import & export

McKenzie Ltd.
董事: Karam Azad
業務: 出入口
McKenzie Ltd.
Director: Karam Azad
Nature of business: Trading

威卡斯有限公司
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Director: Leung Kar Man
Nature of business: Import & export,
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業務: 中國法律、會計、稅務顧問
K W Wong & Co. (Chinese Law
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Director: Wong Kwan Wah
Nature of business: Consultant of Chinese law,
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Wai J Enterprises
Director: Kwok Chin Wai, Edmond
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本會可提供有關會員產品之諮詢服
務, 專線電話: 542 8622。

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

B/W



總督工業獎
GOVERNOR'S
AWARD FOR
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1992

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。

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參賽產品可分為五個組別:

1. 生產機器及設備
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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

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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



香港中華廠商聯合會
THE CHINESE
MANUFACTURERS'
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