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# 本會赴上海市湖北省訪問團

本會應上海市政治協商委員會和湖北省政府之邀請，於九二年十一月一日至八日組成25人訪問團赴上海市及湖北省訪問。在八天的行程中，代表團分別到訪上海、武漢、鄂州、沙市及宜昌等城市，與各政府部門官員及多位工商企業的高級行政人員會晤，從中獲得最新之經濟改革及發展的第一手資料。

訪問團由會長梁欽榮任團長，副會長葉慶忠及常務會董兼中國華東、華中地區委員會主席林輝實任副團長；團員包括梁李鳳清（梁欽榮夫人）、葉曹素華、（葉慶忠夫人）、雷謝秀姿（名譽會長雷康侯夫人）；常務會董羅展、楊木盛、蔡衍濤、黃慶苗、洪儒、洗漢鎮、鄭學禮、孫佐民、周林邦、洪儒；鞋業小組主席嚴燦枝；會員雷聲偉、鄭文彪、黃崇聖、劉漢欽、陳大河；執行幹事徐佩琴及秘書劉麗斯。

儘管行程緊密，訪問團此行可說收穫甚豐。團員到訪各處均受到



本會代表團與上海市市長黃菊（中）合攝。

熱烈歡迎，並與當地官員討論一些重要問題。此外，團員更應邀往當地的工廠及新建立的經濟及技術發展區參觀。

## 訪問上海市

### 晚宴

訪問團於十一月一日到達上海，隨

即獲得上海市政治協商委員會設晚宴款待。上海市政治協商委員會主席謝希德教授及副主席毛經權教授均有出席晚宴；並向訪問團保證，上海會進一步開放，又表示歡迎海外投資者參與其發展計劃。

梁欽榮在會上強調，香港與中國的經濟連繫比前密切，並預料將會增強。

香港投資者在中國建立業務實有着長遠利益。事實上，中國國內的海外投資主要來自香港，佔總投資額四成。香港在國內的投資以往集中在勞工密集的製造業及來料加工行業，但目前已擴展至零售、地產發展、金融、保險運輸及資訊等行業。投資的規模以及地點的選擇亦已擴闊，熱門投資地點已不再局限於南中國沿海地區。投資者現已計劃到內陸地區如沿河區域、邊境及內陸交通要點等設立新企業。

梁欽榮肯定地表示：「上海與香港企業合作發展業務及合資計劃的機會非常多。本會很樂意協助會員和公眾人士到上海發展業務。」

## 上海物業市場及浦東發展最新狀況

訪問上海的行程於十一月二日正式



會長梁欽榮（左）致送紀念品予上海市工商業聯合會常務副主委郭秀珍（右）。

展開。訪問團首先出席一個簡報會，內容計有浦東發展區的最新發展、政府用以吸引外資的鼓勵措施及備受關注的上海物業市場。上海市浦東發展區辦公廳副主任華國萬及上海市土地批租處處長嚴夢英均親臨主講有關題目。

### 浦東新區的發展

華氏說：「上海浦東發展計劃是全國享有最優先地位的其中一項發展計劃，並為長江一帶發展經濟特區的一個藍本。它旨在發展上海為亞太區的經濟及金融中心。」

華氏又指出，浦東新區的發展集中於四個重要區域，分別是陸家嘴金融貿易區、金橋出口加工區、外高橋保稅區及張江高科技園。

為了加快經濟發展，市區的基建工程計劃已進行得如火如荼。

在過去兩年間，該區共計劃發展十項基本建設。估計中國政府需在這些計劃上投資170億人民幣；工程包括興建楊浦大橋、南浦大橋、外高橋四個10,000噸深水碼頭及一所發電量達360萬千瓦的發電廠。其他計劃包括興建污水處理及排放設施，修改長江河道，發展通訊設備，進行浦東氣體工程，貫通浦東區與市內的環迴公路及擴闊楊高路等。華氏表示，大部份工程預計將於九三年年底完成及啟用。

華氏說：「浦東新區的發展吸引了很多本地及外國投資。直至九二年九月底為止，浦東已有533項外資計劃，投資額超過26億美元，本地投資企業亦逾830

嚴氏說，浦西一帶的地價最高，價錢由每平方米750至800美元不等；中山路一帶則為每平方米350至400美元。然而，浦東新區的地價受政府管制，並非由自由市場決定；因此，地價能夠保持在合理水平，為海外投資者提供一個有利的投資環境。此外，外高橋保稅區的地價大約為每平方米120美元，金橋出口加工區為100美元，陸家嘴金融貿易區則為200美元（以樓面面積計）。

講者與訪問團團員進行了建設性的討論，雙方並交換意見。會眾均對香港在上海舊工業區重新發展的計劃上所扮演的角色感到興趣。

## 與上海市政治協商委員會簽署合作備忘錄

為加強本會與上海市政治協商委員會的合作，兩方代表於十一月三日簽署合作備忘錄。是次簽署標誌着上海與香港的緊密關係；本會更會積極促進兩地的貿易及投資。

訪問團亦於十一月三日拜會上海市市長黃菊，並交換有關上海近期的經濟發展，尤其是浦東發展計劃的意見。

在訪問上海的三天行程中，團員參觀了兩個發展區，以了解新近命名的浦東區外高橋保稅區及於八十年代建立的閔行經濟技術發展區的不同之處。團員亦曾到上海寶山鋼鐵總廠參觀，並對該廠留下深刻印象。



代表團成員參觀上海寶山鋼鐵總廠。



## 訪問湖北省

訪問團於十一月四日抵達湖北省省府，便隨即與湖北省政府及武漢市政府官員會晤，從而全面了解湖北省的經濟發展及投資機會。

湖北省副省長韓宏樹表示，湖北現時的經濟發展步伐加快了；蓋因中央政府給予內陸地區優先發展的機會，以拉近繁榮的沿岸地區與發展較緩慢的內陸地區日益嚴重的差距。

省經委副主任鄂萬友指出，政府計



劃鼓勵投資，尤其是汽車業、地產發展及舊工業。政府將興建17個經濟發展區，以吸引外資。此外，當地政府及經濟發展區的行政辦事處將有較大的自主權，可批准少於5,000萬人民幣的外資計劃。

鄂氏強調：「沿岸經濟地區的優惠政策亦會在湖北省實施。某些地區甚至給予外商更有利的待遇。」

## 總結

訪問團是次行程十分成功，團員均對上海及湖北的最新經濟發展及投資環境有全新及全面的瞭解；這有助進一步促進業務合作，並鼓勵投資者在充滿發展潛質的中國內陸地區開拓業務，不必局限於鄰近的南中國一帶。

本會代表團與武漢市總商會會面。

## 廠商會動態

### 一九九二年會員聯歡大會

本會於九二年十二月三日假銅鑼灣美心皇宮大酒樓舉行會員聯歡大會。本會會長梁欽榮；副會長梁

乃榮、葉慶忠、陳永棋、周敏、邵炎忠；名譽會長雷康侯及常務會董和會董等均在場接待嘉賓。

出席的嘉賓包括新華社香港分社副社長朱育誠、勞工處處長霍羅兆貞太平紳士、海關署理總監唐鏡陞太平紳士、環境保護署署長葛德太平紳士、貿易署副署長黎年、職業訓練局執行幹事黎澤

鑾太平紳士、貿易發展局行政總裁羅永燦、香港生產力促進局總幹事陳少感太平紳士、新華社協調部部長林克平、勞工處副處長姚欣能太平紳士、環境保護署副署長羅樂秉太平紳士、廠商會法律顧問徐慶全、新華社香港分社協調部副部長黃智超、經濟部副部長李明昌、秘書牛長義及會員聯歡之贊助機構代表。

會長梁欽榮在晚會中致辭時表示，會員聯歡大會旨在促進會員間的情誼，並為會員提供一個與友好及同業共聚的好機會。

梁欽榮說：「本會在一九三四年創立，一向以協助本港工業發展及推廣貿易為目標，迄今擁有各行各業廠商會員3,600多家，為本港主要工商團體之一。本會在過去多年均積極參與香港工商業的發展，致力溝通國際間的瞭解和鼓勵本港廠商與海外廠商進行投資合作，並代表工業界就政府政策的訂定及施行表達意見。有關本港製造業的未來發展，本會再次促請本港廠商致力改良生產技術，提高生產力及產品質素；同時希望政府繼續加強支援工業，並扶助廠家邁向自動化及高科技化生產，將本港工業帶進新紀元。」

梁欽榮在會上向會員聯歡籌備工作委員會主席梁乃榮副會長及各委員致以衷心感謝，多謝他們在籌備工作上所付出的努力。梁欽榮亦感謝各位嘉賓多年來對廠商會的協助和支持，並希望各會員繼續支持本會的工作，使本港工業能進一步發展，以確保香港繼續繁榮安定。

宴會上，會長梁欽榮致送紀念金牌予副會長兼會員聯歡籌備工作委員會主席梁乃榮，以謝籌備會員聯歡各項工作；並頒發銀碟予常務會董呂明華及小組主席曹金霖，祝賀兩位在九二年七月升任為非官守太平紳士。梁欽榮隨後亦頒發紀念獎座予各參加「愛心滿東華展銷會」的會員，以致謝意。

聯歡大會當晚節目豐富，並有歌星表演助興，參加者每人除有抽獎一份外，幸運兒更在抽獎環節中獲得巨獎。

## 本會會員年會

本會於九二年十二月十日舉行會員年會，出席人士計有會長梁欽榮；副會長梁乃榮、周敏及邵炎忠；名譽會長雷康侯；常務會董及會董等。列席者有馬炎璋會計師行代表高慧明、法律顧問周近智、黃天榮、徐慶全及陳頌祥。年會上，

## 鳴謝

香港中華廠商聯合會一九九二年會員聯歡大會，席上設有抽獎節目助興，承蒙以下各會董及機構鼎力支持，贊助獎品或獎品代金，本會謹此致謝。

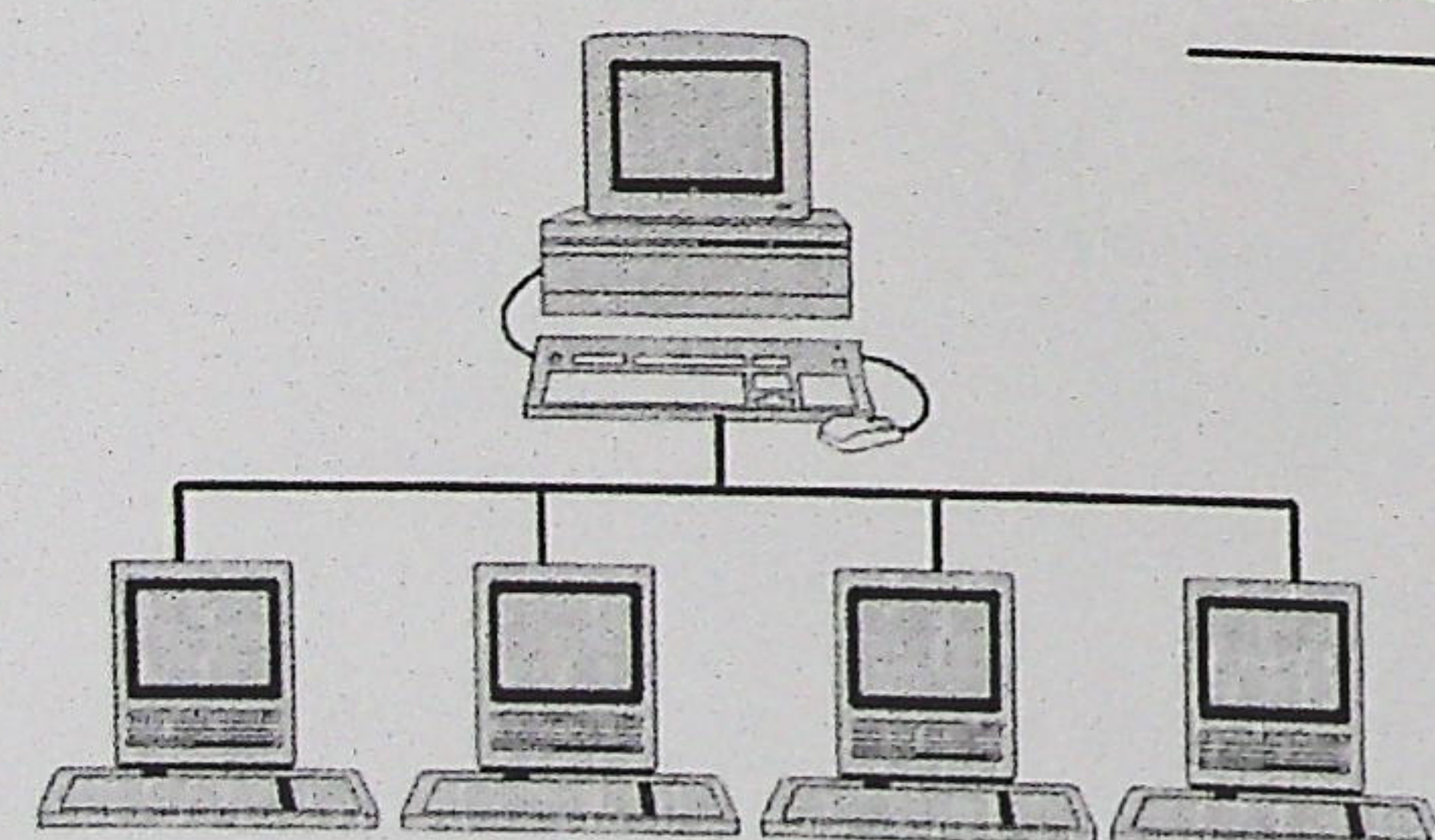
梁欽榮會長	贊助獎品代金	\$30,000
梁乃榮副會長	贊助獎品代金	\$10,000
葉慶忠副會長	贊助獎品代金	\$10,000
陳永棋副會長	贊助獎品代金	\$10,000
周敏副會長	贊助獎品代金	\$10,000
邵炎忠副會長	贊助獎品代金	\$10,000
黃克競名譽會長	贊助獎品	資源出品：全自動相機兩部、望遠鏡兩部
胡文瀚名譽會長	贊助獎品代金	\$ 4,000
洪祥佩名譽會長	贊助獎品代金	\$ 5,000
朱祖源名譽會長	贊助獎品代金	\$ 5,000
洪克協常務會董	贊助獎品	10箱(150樽)新鮮裝獅球嘜粟米油
蔡宏豪常務會董	贊助獎品	名貴廚具乙套
魯廣雄常務會董	贊助獎品代金	\$ 2,000
羅展常務會董	贊助獎品	名貴手錶 10 隻
黃丙西常務會董	贊助獎品代金	\$ 1,000
楊木盛常務會董	贊助獎品代金	\$ 1,000
呂明華常務會董	贊助獎品代金	\$ 1,000
蔡衍濤常務會董	贊助獎品代金	\$ 2,000
李世奕常務會董	贊助獎品代金	\$ 2,000
朱本善常務會董	贊助獎品代金	\$ 2,000
蔡德河會董	贊助獎品代金	\$ 2,000
霍華彬會董	贊助獎品代金	\$ 1,000
陳鴻基會董	贊助獎品	實用旅行袋20 個
楊孫西會董	贊助獎品代金	\$ 2,000
周潤賢會董	贊助獎品	JVC 攝錄機乙部
柳子元會董	贊助獎品代金	\$ 1,000
黃慶苗會董	贊助獎品	名貴手錶 12 隻
司徒健會董	贊助獎品代金	\$ 2,000
黃可嘉會董	贊助獎品代金	\$ 500
沈漢鎮會董	贊助獎品代金	\$ 1,350
林學甫會董	贊助獎品	名貴石英行針錶 140隻
翁 祐會董	贊助獎品	SMC牌豪華裝飾吊扇連燈乙套、SMC牌新款多功能微波爐乙部、SMC牌美觀盒扇乙部
馮元侃會董	贊助獎品代金	\$ 500
韓振東會董	贊助獎品代金	\$ 2,000
李漢忠會董	贊助獎品代金	\$ 500
梅應春會董	贊助獎品代金	\$ 2,000
丁午壽會董	贊助獎品代金	\$ 1,000
李明生會董	贊助獎品代金	\$ 500
何煜榮會董	贊助獎品代金	\$ 1,000
鄭文彪先生	贊助獎品代金	\$ 1,000
劉漢欽博士	贊助獎品	一安士楓葉金幣乙枚
英國航空公司		贊助雙人來回香港、倫敦商務客位機票
迅平空運有限公司		贊助雙人來回香港、台北經濟客位機票
意大利航空公司		贊助雙人來回香港、馬尼拉經濟客位機票
德國航空公司		贊助單人來回香港、日本(名古屋或大阪)經濟客位機票
愛高電業有限公司		贊助手提收音錄音連鐘射唱碟機
惠而浦(香港)有限公司		贊助抽油煙機乙部
太平洋行商業機器		贊助名貴高仕筆乙對
永安百貨有限公司		贊助名貴毛氈乙張
Estee Lauder		贊助化妝禮盒乙份
國泰航空公司		贊助國際時間鬧鐘連計算機乙部、名貴皮製證件套乙個
加拿大航空公司		贊助實用旅行袋5個



## Multiable Company

A PROFESSIONAL SERVICES ORGANIZATION

### 萬達寶 多用戶多功能電腦網絡系統



會計系統	生產系統	銷售管理
—總賬	—產品結構	—報價單
—應收賬	—物料需求	—銷售合約
—應付賬	—物料訂購	—銷售分析
—工程成本	—存貨賬	

- 多種貨幣
- 自動過賬
- 密碼保安
- 中/英文輸入

\* 另有電腦條碼打卡系統 \*

\* 專業程式設計員更能為貴公司度身訂造，編寫獨有電腦程式。 \*

歡迎致電垂詢：



548 3908



548 3995





會長梁欽榮（右）於會員年會上致辭。

會員通過本會九一至九二年度會董會財務報告及核數師報告，聘請馬炎璋會計師行為九三至九四年度核數師，並通過本會九三至九四年度經常費收支預算。

會長梁欽榮在會員年會上的演辭摘錄如下：

一九九二年本港經濟表現平穩。根據最近發表的十月份臨時貿易數字顯示，九二年首十個月之本地產品出口總值達1,921億港元，較九一年同期輕微上升2%。美國仍是本港最大的出口市場，九二年首九個月輸往美國的本地產品總值為464億港元，較九一年同期上升6%，而佔本產出口總值27.3%。中國緊隨美國之後，成為本港第二大出口市場，今年首九個月輸往中國之貨品總值達449億港元，較去年同期大幅增加15%，而佔本產出口總值26.4%。其他出口市場依次為德國、英國、日本、新加坡及台灣等。進口方面，今年首十個月進口總值為7,799億港元，較九一年同期躍升23.5%。轉口方面，今年首十個月之總值為5,632億港元，較去年同期激升31%，中國仍高踞本港轉口市場首位，佔今年首九個月之三成轉口貨品總值，這些數據反映本港廠商在國內進行加工活動持續頻繁，轉口貿易在本港經濟活動上所佔的地位亦日益重要。

展望今年，美國雖然仍為本港主要市場之一，但經濟表現繼續疲弱，失業率高企而削弱國內消費力，故預期表現祇是平穩。歐洲方面，今年歐洲各國的經濟增長緩慢，反映出歐洲共市經濟停滯不前。反觀亞洲的經濟表現則仍然強勁，現時亞洲已成為港貨出口最大的地區市場。轉口方面，今年首九個月佔本港轉口市場頭三位的分別是中國、日本及台灣，而南韓及新加坡則分別佔據第五及第七位。在西方國家貿易保護主義影響下，亞洲各國將發奮開拓新市場，以尋求經濟發展的機會。根據國際貨幣基金會最近完成的一份統計報告顯示，

出口貿易形勢以亞洲地區的出口增長最為蓬勃；在八六至九一年期間共增加了1.26倍，佔世界出口比重由11%增至15%，其中香港、中國、南韓、馬來西亞、新加坡及泰國的出口增幅均超過一倍。此外，中國和香港合共的世界出口比重已由八六年的3.3%增至去年的4.9%。在這五年間，在亞洲地區的出口金額增長當中，35.8%來自中國和香港；而全世界的出口金額增長中則有7.1%來自中國和香港。這些數據充分顯示，由中國出口和中港合作所產生的經濟力量在整體世界貿易中發揮了非常重要的作用。

今年美國繼續無條件延續中國最惠國待遇一年，而中美就三〇一條款的貿易糾紛亦獲圓滿解決；這對本港廠商繼續在中國投資產生很大的鼓舞作用。隨着日後中美貿易的增長，香港既作為中國主要的轉口貿易伙伴，將擔當一個更為重要的角色，為國內提供融資、保險、會計及電訊等多項輔助性服務。這發展趨勢將有助本港加強其作為整個亞太地區的轉口港及金融中心的地位。

另一方面，地區貿易發展已成為新的經濟發展趨勢，本港廠商須密切注視有關形勢。今年美、加、墨三國簽署北美自由貿易協議，加上近年歐洲共同體實行經濟一體化，以及最近倡議成立的亞洲自由貿易區，均顯示地區集團貿易的增長將更為迅速。本港廠商須密切注視歐美地區的貿易發展會否演變成另一類貿易保護主義，因而威脅亞洲產品輸往該些市場的發展。此外，廠商亦須積極加強與亞洲國家及地區的貿易關係。由於亞洲區內各國工業發展進度不同、資源有別，互補長短的相互經濟合作將有助促進區內的整體貿易增長。

在海外貿易保護主義及其他國家的激烈競爭下，本港工業除轉移勞工密集的生產業基地外，必須進行產品及市場多元化，並致力提高本港產品的質素。此外，本會促請政府繼續積極協助本港廠

商發展高科技工業；並制訂一套長遠的培訓計劃，以解決本港嚴重缺乏高技術勞工的問題；同時就勞工訓練、土地供應及科研資助等各方面制訂全面的工業政策。本會年中曾向會員進行一項有關勞工短缺的問卷調查，調查結果顯示本會會員均面對着持續性勞工短缺問題，而會員亦支持政府推行擴大輸入外地勞工計劃。本會支持政府成立僱員再培訓委員會，協助式微行業的工人學習新的謀生技能；更希望有關之再培訓課程能迎合市場的實際需求；該委員會並應與各行業的僱主保持緊密聯繫，搜集準確的資料，以設計適當的課程。眾所周知，香港的製造業已踏進轉型期；香港的工業能否順利轉型，實有賴政府和廠商的相互合作。雖然本會不斷鼓勵廠商進行產品發展和研究，但單靠私人機構自發性地進行科研工作是不足夠的；因此，本會促請政府在制訂長遠政策的同時，應創造和諧的投資環境，例如推行各種稅務優惠，以扶助本港廠商開發和應用新科技。

本會未來的工作計劃主要仍為加強本港與中國及世界各國的經貿聯繫。年中，本會曾組織多個海外考察團，計有澳洲、加拿大、台灣、菲律賓、上海、湖北省及南中國沿海多個城市。此外，本會已於六月與中華全國工商業聯合會簽署合作備忘錄，以加強兩會的聯繫及促進中港業界之交流。本會是工商業組織，亦是功能團體；今後定必繼續竭盡所能，致力令本港政制得到適當發展，以確保社會繁榮安定。

## 一九九二年度廠商會獎學金頒獎典禮

第29屆香港中華廠商聯合會獎學金頒獎典禮已於九二年十二月一日舉行，並由教育署署長黃星華太平紳士及本會會長梁欽榮主禮。

黃星華在頒獎典禮上指出，本港的工業及職業先修教育已踏進新里程。黃氏透露，一群有志投身職業先修教育的文法中學一年級學生經成功修畢精心設計的銜接課程後，已在新學年轉讀職業先修中學二年級。

他又指出，14間職業先修中學已於九二年九月開設兩年制預科課程，學生將參加「香港高級程度會考」。其他職業先修學校也將在一九九五年前相繼開辦預科課程。

黃星華說：「職業先修中學開辦預

科課程除了為畢業生提供進升高等院校的機會外，亦使他們具備預科學歷，以投身工商界。」

他強調，職業先修中學開辦預科課程不獨為文法中學的中五畢業生提供更多選擇，更有助職業先修中學預科生培養良好的語文能力及溝通技巧。

本會會長梁欽榮在頒獎典禮上表示，多才多藝的人才及幹勁十足和不斷創新的管理階層是香港得以成為一個具競爭力的經濟體系的主要動力。

梁氏指出，「亞洲四小龍」及日本經濟發展迅速，完善的教育是成功的重要因素。鑑於香港近年在提高教育質素的投資上較其他三小龍及日本遜色，梁氏促請港府加倍關注人力資源發展，以維持本港在國際市場上的競爭力。

梁氏稱，本會對於九二年六月發表的「教育統籌委員會第五號報告書」有關撥款235億港元作改善本地教學環境用途，以及港督在十月發表的施政報告中



教育署署長黃星華（中）於廠商會獎學金頒獎典禮上頒贈獎學金予一名得獎學生（右）。左為本會會長梁欽榮。

提出增加15.8%教育經費，以大幅擴展高等教育等建議表示贊成及支持。

此外，對於政府擬直接撥款資助再培訓計劃，以配合本港製造業轉型的需要，梁氏表示歡迎。他並促請政府盡早成立「課程發展委員會」，以適當審查本港各行各業工人的需要，務使培訓課程的設計能符合市場的需求。

香港中華廠商聯合會獎學金計劃已

經舉辦了29年。在一九九二年，來自27間院校的307名傑出學生共獲逾36萬港元獎學金。在頒獎典禮上，捐贈獎學金的熱心人士亦獲贈紀念品，以多謝他們的慷慨支持。

出席頒獎典禮的嘉賓包括本會副會長葉慶忠、周敏；常務會董兼工業教育委員會主席鄭正訓；其他常務會董和會董及教育界人士等。

### 廠商會向以下獎學金捐贈人士致謝：

一德貿易有限公司	50,000	奪綵製衣廠有限公司	2,600
梁欽榮會長	20,000	安泰有限公司	2,500
周忠繼名譽會長	20,000	興利五金塑膠有限公司	2,500
葉慶忠副會長	20,000	步陞鞋業有限公司	2,500
周潤貴會董	13,000	海威東南亞時裝廠有限公司	2,500
英輝修船廠有限公司	10,000	偉健彈性織物有限公司	2,500
益電半導體有限公司	10,000	菲仕蘭（香港）有限公司	2,500
豐盛紗廠（香港）有限公司	10,000	捷迅貿易公司	2,500
永和實業有限公司	10,000	倪少傑名譽會長	2,000
正大製衣有限公司	10,000	立基搪瓷廠有限公司	2,000
獅球教育基金	10,000	利家安投資有限公司	2,000
名譽會長雷康侯博士	10,000	中大印刷有限公司	2,000
恆力時裝製衣廠有限公司	10,000	傑克金屬製品廠有限公司	1,500
茂豐有限公司	10,000	嘉美毛織廠有限公司	1,500
環城有限公司	10,000	霍華彬會董	1,500
百達製衣有限公司	9,000	嘉年布廠有限公司	1,000
豐利洋行	5,100	黎明金屬製品廠有限公司	1,000
周朝瑞會董	5,000	李琳明金屬製品廠有限公司	1,000
光遠實業有限公司	5,000	善美製品公司	1,000
蜆壳電器工業（集團）有限公司	5,000	大華紙品印刷廠有限公司	1,000
雅士織造廠有限公司	5,000	民眾布廠有限公司	1,000
企達鐘錶有限公司	5,000	天工橡根帶織造廠	1,000
美羅針織廠（香港）有限公司	5,000	綜合製衣廠有限公司	1,000
信達製衣廠	5,000	大中實業股份有限公司	1,000
仁興礦務有限公司	5,000	德成印刷有限公司	1,000
康豪皮具製品有限公司	5,000	香港三鳳織造廠有限公司	1,000
勤發紡織有限公司	5,000	達明公司	1,000
文明電子有限公司	3,500	高斯電子有限公司	500
新電電機有限公司	3,000	中立包裝文具有限公司	500
美輝製帽有限公司	3,000	三中實業公司	500
柏記五金塑膠製品廠有限公司	3,000	立達繡花製衣廠	500
成功製衣廠有限公司	3,000	德鴻公司	500
美樂家香港有限公司	3,000	德信校服公司	500
大慶石油有限公司	3,000	泰林貿易有限公司	500
宏發五金製品廠有限公司	3,000	特士泰有限公司	500
立信玩具有限公司	3,000	邦利興業有限公司	500
黃世洪先生	3,000	快怡電子公司	200
華盛頓塑膠製品廠有限公司	2,800		



# 一九九二年度廠商會獎金獲獎學校名單：

學校	名額	總金額
香港大學	8	HK\$30,000
香港中文大學	7	27,500
香港科技大學	7	27,500
香港理工學院	18	52,500
香港城市理工學院	9	27,500
香港浸會學院	6	15,000
香港摩利臣山工業學院	12	10,000
觀塘工業學院	9	8,500
葵涌工業學院	12	8,500
黃克競工業學院	6	7,500
李惠利工業學院	6	12,000
沙田工業學院	9	8,500
屯門工業學院	12	8,500
鄧肇堅維多利亞工業學院	7	5,500
何東官立工業女子中學	6	4,500
香港仔工業學院	6	4,500
荃灣官立工業中學	6	4,500
龍翔官立工業中學	6	4,500
鄧鏡波學校	7	5,500
九龍工業中學	6	5,000
基協工業中學	6	4,500
基新工業中學	6	4,500
筲箕灣工業中學	7	7,600
廠商會蔡章閣職業先修中學	48	29,000
香港中華廠商聯合會職業先修中學	62	34,000
中華基督教會扶輪職業先修學校	8	5,000
香港布廠商會朱石麟職業先修中學	7	4,500

## 一九九二年總督工業獎 —機器及設備設計頒獎 典禮

一九九二年總督工業獎頒獎典禮已於九二年十二月九日假港督府舉行，由港督彭定康主持；其他嘉賓包括評審委員會主席羅保、工商司周德熙及本會會長梁欽榮。

港督彭定康在頒獎典禮上指出，一家公司如要獲得傑出成就，必須具備三種特質：第一，渴望達到成功的決心；第二，發掘新產品、嶄新而又良好的解決問題方法和新客戶的獨創性；第三，實行以上計劃的專業知識。對於香港的製造業，彭定康感到十分自豪；因為香港的製造業具備上述各項條件，令香港這塊彈丸之地成為世界上生產密度最高的地方之一。

港督強調，總督工業獎並非單單嘉許幾家得獎公司的成就。該獎項是為鼓勵所有參賽公司努力尋求突破，以保持日後的競爭力；並直接確保香港繼續成為一個具有吸引力和受投資者歡迎的城市。

他續稱：「我在此謹希望小型公司

不要因為公司之規模太小，而拒絕參加此項比賽；此項比賽不是為已具規模的公司而設。新成立的公司可能有新的概念。評審標準並非在於這些公司之規模大小或過往業績，而是它們的成就。」

彭定康於頒獎禮上頒發總督工業獎一機器及設備設計予電腦通訊控制有限公司。本會會長梁欽榮則頒發廠商會獎予振華科技有限公司、立信染整機械有限公司及寶源（陶氏）機械廠有限公司。

總督工業獎得獎產品展覽及招待酒會於頒獎典禮後舉行。

## 澳洲駐港總領事談論 澳洲製造業

本會最近邀得澳洲駐港總領事梅卓琳博士為會董會晚宴嘉賓，就「製造業在澳洲：香港廠商的發展機會」發表演說。

梅卓琳稱，澳洲在本世紀初是全球數一數二的富有國家；不但物產豐饒，礦產和農產也很豐富。這些有利條件大力推動了歐洲的工業發展，並為日本和中國的新興工業提供原材料；故澳洲曾被稱為「幸運之國」。然而，由於商品

價格下降，澳洲已不再得天獨厚。澳洲為維持一貫偏高的生活水準，不得不到處舉債，以維持既有的福利制度和服務。澳洲是個大島，人口散佈於沿岸各地，故福利服務的成本尤其高昂。然而，澳洲的運氣儘管大不如前，經濟力量仍然強大，是全球的第十三位；而且是亞太區的第三大經濟強國，國民生產總值相當於東南亞國家聯盟各國生產值的總和。

梅博士指出，澳洲社會在最近十年發生巨大變化，然而知道的人卻不多。澳洲已經認識到，亞太區才是她的立足點。澳洲社會的種族組成已經有所轉變；在一九九〇至九一年度遷往澳洲的移民中，香港人比英國人多。當地的教育制度也有相應的轉變；目前在澳洲學習日語的學生有十萬名，選修中文為外語的學生人數也比任何國家為多。此外，澳洲對內對外的聯繫已顯著增加。目前，澳洲每個省份均有國際航機直達亞洲各地；以往對於電訊的限制已經解除，從澳洲致電亞洲地區，收費大致跟香港一樣便宜。隨着以上種種轉變，經濟體系也起了變化。在八十年代，財政制度逐漸放寬，投資熱潮興起；到現在又陷入衰退，而且比其他國家的衰退期更長，影響更深。目前澳洲的條件十分有利：地價和租金低得令人難以置信；而且工資廉宜，即使與其他亞洲地區比較也屬偏低。

梅博士續稱，在種種變化之中，最重要的還是營商態度的轉變。澳洲政府推行的十年減關稅計劃已經大致完成，澳洲工業在國際間的競爭力得以增強，並且開始着眼於海外市場。從保護主義過渡到引進競爭是個痛苦的過程。但實力欠佳的公司被淘汰出局後，世界經濟便會好轉，從而建立良好的發展基礎。澳洲目前的出口貨品已佔國內生產總值的四分之一，出口品種範圍也較前廣泛；輸往北亞和東亞的工業製品量之增幅尤其顯著。

梅博士續稱，澳洲政府現正積極鼓勵海外投資。他們認識到不斷進步的唯一方法是靈活地運用海外資金和市場推廣技巧。可是，他們並非來者不拒，因為不一定每家公司都適宜在澳洲投資。亞太區某些國家向外國投資者提供大量優惠；但澳洲卻只選擇適當的公司，務求本地和海外機構都能成為精銳份子。海外公司若非以精益求精為念，或不能達到最高標準，便不應考慮在澳洲發展。

關於澳洲的政策，梅博士指出，澳洲政府對國內和國外生產均一視同仁，

國家政府和各省政府都全力支持廠商發展亞太區業務。澳洲在香港設有領事館，各省政府大都有代表派駐香港。廣州的新領事館將於九二年十二月設立，以協助廠商開拓當地的貿易發展機會。

此外，梅博士續稱，澳洲公司目前在亞太區的發展仍然有限；她希望藉著澳洲、香港和南中國三地公司的合作，可擴充這方面的發展。三地可以互相補足：澳洲的廠房設備、原材料和加工材料，配合香港的管理技術、資金和市場推廣技巧，加上中國南部的土地、工人和鼓勵投資的條件，可成為極強大的力量。香港最熟悉市場的情況，因此必會在這項合作中擔當主要的角色。

梅博士在談及投資澳洲製造業時表示，澳洲商務專員公署將於九二年十二月委任一名派駐香港的投資專員，專責介紹澳洲的投資機會。梅博士並介紹了在澳洲投資的優點。在生活方式方面，澳洲風景優美，消閒節目豐富，加上環境安定，大學及醫院等設施齊全，即使在目前經濟不景的情況下也是極具吸引力的居住地點。在基本設施方面，澳洲通訊設備先進，交通方便，工商業樓宇質素優良，技術支援服務完善，最適宜設立新廠。在財富方面，儘管澳洲人口只有1,700萬，但相當富裕；當地的市場潛力實在不應忽視。在教育程度方面，全國各地廣設大學和工業學院，故澳洲擁有大量受過良好教育的技術人員和管理人才。學生最少要有十五歲才可離開學校，因此澳洲工人都受過基本教育。工資方面，澳洲的工資與新加坡等地相比可算低廉；近半工人的工資和工作條件由僱主與有關工會商討後決定，不再由中央機構統一釐定。此外，澳洲不存在通脹問題，每年的通脹率不超過2%，故投資成本在數年內大致維持不變。然而，梅博士稱，澳洲的經濟並非全無問題。當局正廣泛推行改革，各項改革政策也會維持一段日子；但工會和工作方式仍有問題尚待解決。然而，值得注意的是各界人士都認識到有需要改變；工會也正與政府當局緊密合作，以改善以往的不良現象。

澳洲的製造業已到了投資和發展的適當時機。近五年來，製造業產品出口倍增，每年增長率達15%，比經濟合作及發展組織國家的平均增長率高出一倍，在經合組織國家中一枝獨秀。工業產品如科學設備、汽車及零件、化學品及藥物、時裝及紡織品等佔出口物品總額的14%，輸往香港的數量在近五年內以三成的速度增長，輸往台灣的产品更增加六成。

最後，梅博士稱，中國在未來十年

內將逐步開放，以上產品的市場將繼續擴大。日趨富裕的東南亞國家也會增加輸入這類產品。美國候任總統克林頓上台後，新政府將銳意處理當前的經濟問題；因此，美國市場可以逐漸恢復過來。

陪同梅卓琳博士出席晚宴的嘉賓尚有梅卓琳博士夫婿齊夢麟、澳洲駐港副總領事韓德伉儷、高級商務專員湛寧思伉儷，以及澳洲維多利亞政府駐港辦事處行政總裁吳國祥。

本會除會長梁欽榮外，出席晚宴者尚有副會長梁乃榮、葉慶忠、周敏；名譽會長雷康侯伉儷；常務會董魯廣雄、羅展、黃丙西、呂明華、劉文煒、劉雨亭、蔡衍濤、李世奕、朱本善、林輝實；會董蔡德河、霍華彬、黃桂、梁中力、周潤貴、柳子元、司徒健、沈漢鎮、蘇衍樑、鄭學禮、陳福慶、林學甫、趙振邦、鄭帝倫、馮元侃、黎永添、李漢忠、梅應春、李仲潮、趙耀祖、劉漢華、周林邦、何煥榮及小組主席曹金霖。

## 廠商會檢定中心許士芬 科學堂揭幕儀式

為感謝許士芬博士生前對本會檢定中心的慷慨支持，檢定中心現另命名為「許士芬科學堂」，藉茲紀念。許士芬科學堂揭幕儀式於九二年十一月二十一日假本會檢定中心舉行，由許士芬博士夫人主禮。

本會會長梁欽榮在揭幕儀式上致辭時指出，由於香港製造業以出口為主導，外

銷產品須沿用及符合進口國家對產品的特定標準；故為增加本港產品在國際市場上的競爭力，廠商必須維持產品的品質。梁欽榮稱，許博士生前不遺餘力地支持及鼓勵本會設立獨立及非牟利的檢定機構，為工商界提供技術支援服務。自一九八六年一月起，許博士更慷慨地將其位於沙田火炭仁興中心之物業的其中三個單位（即檢定中心現址），以每年象徵式的一元租金租予本會檢定中心。

梁欽榮表示，許博士的熱心捐助大大紓緩了檢定中心的經濟負擔，使該中心有更多資金擴充各樣設施。在過去數年，檢定中心不斷添置各類型先進檢定儀器。現時，檢定中心所提供之檢定服務範圍包括紡織品及成衣、電器製品、物料及產品、玩具及兒童用品、水樣本及工業廢水、食品及藥物等；並提供付貨前檢查服務及技術顧問服務。檢定中心亦獲國際羊毛局授權檢驗「純羊毛標認」及「羊毛混紡標認」之產品；並與多個海外機構達成提供測試服務之合作協議，包括日本玩具協會之ST（玩具安全）標誌和德國TUV之GS標誌等。

梁欽榮透露，檢定中心成立於一九七九年，乃香港政府認可之獨立與非牟利機構，並獲香港實驗所認可計劃正式承認，目前已成為香港主要測試機構之一，為工商界提供公平而保密之產品檢定、檢查及技術顧問諮詢服務。梁欽榮指出，檢定中心今後將不斷提高服務質素和添置各類型先進儀器，以配合工商界的需求。

除會長梁欽榮外，出席揭幕儀式者尚有常務會董兼本會檢定中心委員會主席洪克協；常務會董蔡衍濤；會董黃慶苗；小組主席曹金霖；許士芬博士夫人、許晉義伉儷及嘉賓數十人。



許士芬博士夫人（左）與本會會長梁欽榮（右）攝於廠商會檢定中心許士芬科學堂揭幕儀式上。



## 埃及商會代表團

埃及商會(Egyptian Business Association)主席Said El Tawil率領來自埃及不同行業的14人代表團，於九二年十一月十二日訪問本會。代表團由會長梁欽榮；副會長陳永棋；常務會董尹德勝；會董黃慶苗、何煜榮及14名各業會員接待。

代表團介紹了埃及製造業的最新發展；這行業佔埃及國民生產總值53%，其中65%由私人擁有，逾5,000項合資計劃正在進行中。埃及的投資者在投產後能享有長達十年的免稅期。出口往歐洲市場的貨品也不受配額限制。新近建立的自由貿易區對於欲作多元化發展的港商來說，確實是一處非常吸引的地方。

經過一輪正式介紹，代表團成員與本會會員繼續進行個別討論。

## 陝西省代表團

陝西省副省長鄭斯林率領四人代表團，於九二年十一月十一日訪問本會，由本會會長梁欽榮；副會長梁乃榮；常務會董李世奕；會董林學甫及何煜榮接待。

鄭斯林在會上指出，中國政府已開始改善陝西省的基礎建設，旨在提供有利環境，以建設高科技工業。梁欽榮表示，產品研究對加強中國的工業發展非常重要。

代表團此行旨在向香港介紹陝西之中部地理位置及其最新之經濟發展計劃。「香港中國陝西省出口商品展銷會」亦已於去年十一月十二日舉行，會長梁欽榮更被邀請為出席嘉賓。



會長梁欽榮(左二)代表本會出席「香港中國陝西省出口商品展銷會」。

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北京市常務副市長張健民(左二)向本會代表介紹北京之最新投資環境。

## 北京市投資貿易代表團

由北京市常務副市長張健民率領的北京市投資貿易代表團一行十二人，於九二年十一月二十七日到訪本會；由本會會長梁欽榮；副會長葉慶忠、陳永棋；名譽會長胡文瀚、倪少傑；常務會董洪克協、尹德勝、羅展、黃丙西、呂明華、劉雨亭、林輝實；會董梁中力、曾金城、孫佐民、陳福慶、林學甫、趙耀祖及何煜榮接待。

會上，雙方互就京港兩地之經貿合作及北京之最新投資環境進行討論。

## 安徽省考察團

安徽省考察團一行六人於九二年十

一月二十七日訪問本會，受到本會常務會董兼華東、華中地區委員會主席林輝實；常務會董洪克協；會董黃慶苗、趙振邦及執行幹事徐佩琴親切接待。

代表團向本會代表簡介安徽省的業務機會及工業生產。本會代表對該省的天然資源尤感興趣。

## 河南省政府代表團

河南省副省長秦科才率領一行八人代表團，於九二年十一月二十七日到訪本會；由本會會長梁欽榮；常務會董黃丙西、呂明華、劉雨亭、李世奕；會董曾金城、陳福慶、林學甫、李雨川、何煜榮及四位會員接待。

秦科才在會上介紹河南省現時的經濟及投資情況，並指出代表團此行目的乃為加強豫港兩地的經濟關係。

## 巴巴多斯投資研討會

在本會贊助下，巴巴多斯工業投資局於九二年十一月二十四日舉辦「巴巴多斯製造業」研討會，以介紹該國之投資及貿易環境。本會常務會董呂明華應邀為研討會致開幕辭。呂明華指出，地區專門化是一項世界趨勢。巴巴多斯不但地理位置優越，更擁有良好的基本設施、教育水平良好及操英語的勞工和免稅及不受配額限制之輪美通道，為港商提供了開拓其潛能的好機會。

## 尼日利亞訪問團

由尼日利亞名譽工業及技術部長(Honorary Minister of Industry and Technology) Major Gen (Dr) A B Mamman率領的尼日利亞六人訪問團，於九二年十一月十七日訪問本會。訪問團由本會常務會董朱本善、會董何煜榮及執行幹事徐佩琴接待。

Dr Mamman在會上介紹了尼日利亞政府最近實施以鼓勵貿易投資的措施。雙方更就如何增進香港與尼日利亞間的業務合作交換意見。

## 菲律賓代表團

菲律賓甲美地省(Cavite)省督Gov Juanito Remulla率領15人代表團，於九二年十一月九日到訪本會。省督介紹了菲律賓的投資環境及菲國自由貿易區的優惠措施。他更表示菲律賓擁有學識水平高的勞動力，有利於發展科技密集工業。

代表團由本會副會長周敏；常務會董黃丙西；會董林學甫、趙振邦及何煜榮接待。

## 納米比亞代表團

納米比亞七人代表團於九二年十一月十一日到訪本會。代表團由工貿部長The Hon Ben Amathila率領，並由本會會長梁欽榮、常務會董李世奕及會董何煜



黑龍江省七台河市委書記羅樹清(中)向本會代表介紹該市的投資環境。

廠商專訊一九九三年一月號 The Business Journal January 1993



本會常務會董兼中國東北、西北地區委員會主席劉雨亭(右五)致送紀念錦旗予黑龍江省人民政府副秘書長盧景泰(左四)。

榮接待。

Amathila表示，納米比亞正極力爭取成為該地區的分銷中心。為了達到此目的，Amathila歡迎港商往當地投資，尤其是以出口為主的生產行業。

## 黑龍江省七台河市代表團

黑龍江省七台河市代表團一行六人，在該市市委書記羅樹清的率領下，於九二年十二月四日到訪本會；由本會常務會董兼中國東北、西北地區委員會主席劉雨亭及常務會董李世奕接待。

羅樹清在會議上介紹七台河市的投資環境。他指出，該市天然資源豐富，交通方便，故歡迎港商到當地投資。

## 黑龍江省政府代表團

黑龍江省人民政府副秘書長盧景泰率領一行六人代表團，於九二年十二月七日蒞會訪問；由本會常務會董兼中國東北、西北地區委員會主席劉雨亭；常務會董羅展；會董周潤貴及黃慶苗接待。

會上，雙方互就黑港兩地之經濟發展交換意見。

## 香港稅務訓練課程

本會於九二年十一月十六日、十八日及二十日舉辦一項分為三個內容組別的香港稅務夜間訓練課程，講者為容永道會計師事務所的高級稅務經理鍾維國、沈稚波及稅務經理胡慶坤。儘管本會第二次舉辦此項訓練課程，反應仍然非常熱烈。

是項訓練課程旨在提供機會予商家或管理人員，以明白香港的稅收制度及原則，特別是有關利得稅、薪俸稅，以及中國的稅制等問題。

課稅分為三個組別。課程甲由鍾維國主講，內容主要集中在廠商之稅務責任，討論範圍包括利得稅、財務管理及稅務計劃，以及有關申報海外收益的案例。課稅乙的內容集中在僱員的稅務計劃；講者胡慶坤集中介紹薪俸稅及有關僱員福利、公積金及退休金計劃的稅務問題。課程丙由沈稚波主講，內容著重於申報海外收益及中國稅制；沈氏並指導出席者有關在中國投資所涉及的稅務問題。由於中國已成為港商的熱門投資地方，課程丙的出席人數最多。

每一個課程組別均設有討論環節。出席者和講者均熱烈地討論所提出的問題。

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## 經濟消息

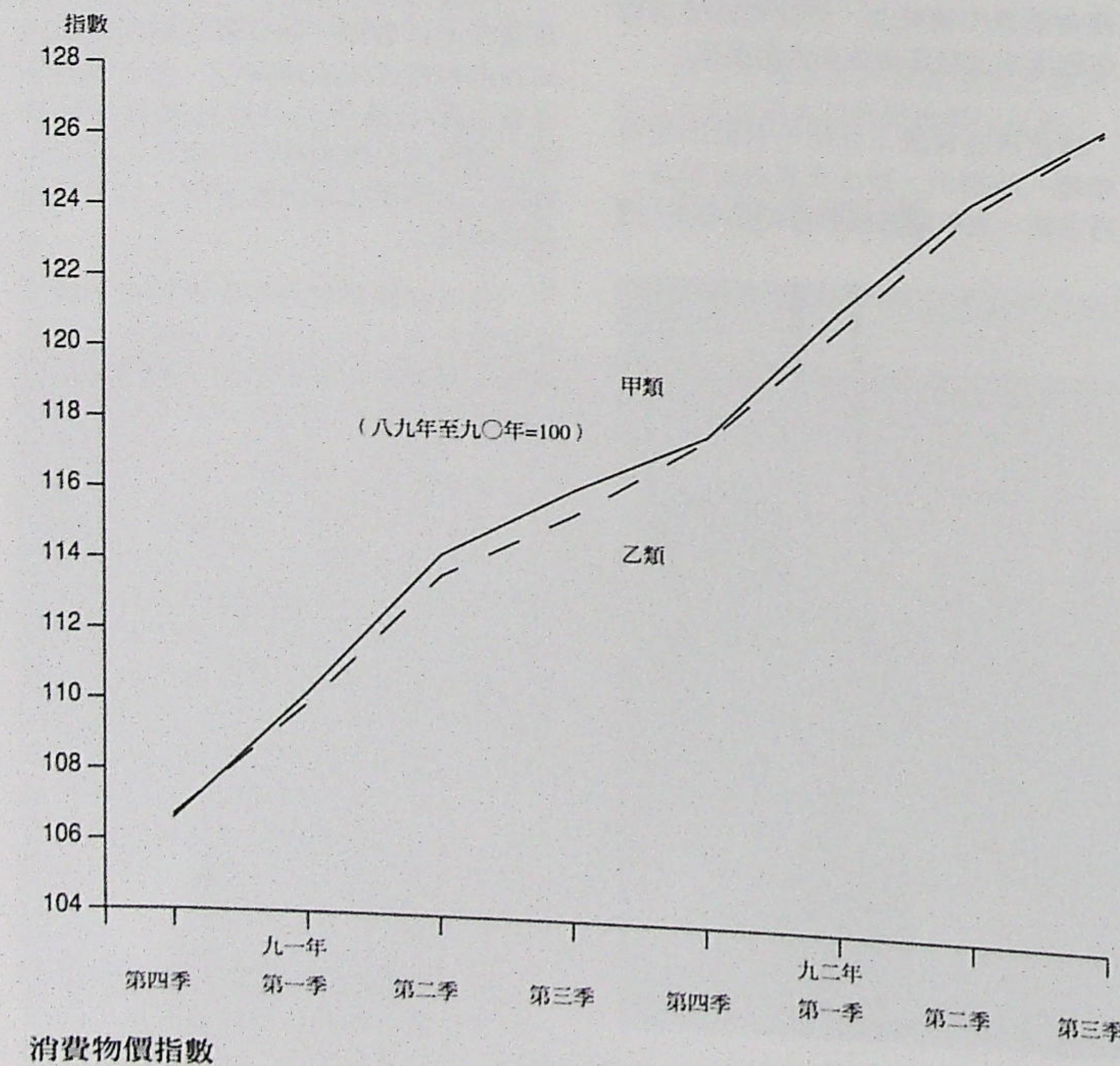
### 九二年第二季工業生產

根據政府統計處最新發表的《工業生產按季指數報告》顯示，一九九二年第二季工業生產指數為126；與九一年同期比較高出3.3%，與上一季比較則上升18.9%。然而，這顯著的增幅祇是季節性因素所致，皆因每年首季的工業生產通常會因農曆新年假期而紓緩下來。

與上一季比較，所有工業組別的產量均明顯增加。主要工業組別中的紡織品（包括針織品）的產量上升47.7%，紙類製品和印刷上升22.8%，而電器及電子產品、機械、專業儀器及光學產品則上升21.8%。

與九一年第二季比較，主要工業組別中的紙類製品和印刷的產量大幅上升17.8%。這增幅反映了印刷業不斷蓬勃。此外，主要生产組別中的紡織品（包括針織品）產量亦明顯上升11.1%。電器及電子產品、機械、專業儀器及光學產品的產量則溫和上升3.8%。在這個組別中，機械、設備、儀器、零件及組件的增幅為12.2%。

然而，一些工業組別與去年同期比較，生產指數下降了。衣着工業的產量



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## 投資國家

### 波特蘭

波特蘭位於美國俄勒岡州西北部，是一個離太平洋176公里的內陸深水港市，旁為哥倫比亞河。波特蘭是俄勒岡州最大城市，亦是全美第27位大都會；其人口接近150萬，增長速度較美國其他城市為快。

波特蘭市其中一項吸引人的地方在於其作為貿易及分銷中心的地位。其海外及本地海路航運、貨倉服務及分銷系統均為經濟發展的重要元素。而運輸及分銷行業更佔該市總收入接近五分之一。

### 波特蘭港

波特蘭港(Port of Portland)是由俄勒岡州立法機構創立的一所公共企業，旨在推動及服務波特蘭大都會及整個俄勒岡州地區的海空運輸業及工商業。該公司擁有及經營五個海運碼頭、波特蘭國際機場及三個普通航運機場、一項主要船隻修理設施、一項大型河床挖泥工程及該大都會地區之最大工業園。

### 船務

以海外業務之總量計，波特蘭港是美國西岸的第三大港口，僅次於加州的長堤及洛杉磯。波特蘭港的五個碼頭可處理貨櫃、麥及其他大型貨物、汽車、鋼、木材及圓木、機械及廣泛種類的普通貨物。除了定期的汽船服務外，該港口更經常為包船和渡河及越洋駁船服務。

### 航運

大約有30家商業航空公司在波特蘭國際機場(PDX)運作，逾半提供各類型貨物運載服務。波特蘭國際機場每日大約處理500班編定飛往120個內陸或國際目的地的不停站或直通航機服務。作為美國西岸的主要機場，波特蘭國際機場的乘客及貨物量正不斷增加。在一九九一年，近700萬人次旅客曾使用該機場。至於航空貨物的增長速度則更高，在過去三年增加了三成，使波特蘭機場進升為美國第26大貨物機場。

### 工商物業

波特蘭港負責推廣及管理多個商業

區（辦公室、貨倉及工業用途）接近三十年之久。該公司在發展房地產方面所得的經驗為鄰近的公司建立了一個計劃完善、高質素及高度協調的商業環境。該公司所管理的工商區物業佔地近3,000英畝（1,200公頃），容納超過200間租戶公司，僱用大約16,000員工。

波特蘭港與其他美國海港不同；它擁有廣闊的地區以供發展，且鄰近主要的海空運輸及船隻維修地區。該公司之Rivergate工業區適合各類工業用途；鄰近海運碼頭，佔地2,000英畝（809公頃）。其他波特蘭港的業務及工業園計有Airtrans Center、Portland International Center、Mocks Landing、Port Center及Brookwood Corporate Park。



波特蘭是西北太平洋的運輸中心。

### 波特蘭船塢

波特蘭船塢(The Portland Ship Repair Yard)是美國西岸最大的船塢，且被認為是全美最好的船塢之一，擁有全美最大的浮動乾塢。除了修理油輪和巡洋艦等多類型船隻外，波特蘭船塢更在一九八五年開始，參與阿拉斯加石油工業的興建油輪工程。

### 分銷網絡

波特蘭是西北太平洋的運輸中心。完善的汽船、駁船、鐵路、貨車及航空服務直接促使波特蘭成為重要的製造業中心，並有助其成為美國其中一個主要的批發貿易及分銷總部。

以批發貿易的價值計，波特蘭在美國西岸是繼洛杉磯後位居第二的城市，在全美則排行第六。除了有七間貨櫃航運公司的船隻每週一次駛進波特蘭港

外，當地還獲得30間航空公司，三條橫貫大陸的鐵路及超過100家地區及國營貨車公司提供服務。

### 勞動力

波特蘭的勞工可靠信實，工作道德上佳。當地的停工率及工會會員人數均較國家平均水平為低，勞工以極高的生產力及低轉工率見稱。一本近期的商業刊物指出，俄勒岡州的勞工生產力比國家平均水平高出24%，在全國各省中位居第二。波特蘭的勞工亦被認為是全美受教育最高及訓練最好的一群。該市的勞工教育水平在全國位列第五：87.6%波特蘭人高中畢業，20.3%擁有專上學歷。即使職位空缺增加，不斷遷入的新移民仍能確保波特蘭地區的勞工市場繼續增長。在一九八七至一九九〇年間，當地勞工市場的增長率是全國平均水平的兩倍半。

### 商業氣候

俄勒岡州的稅制較其他省份優勝。該州不設銷售稅，大大減低公司興建新設備的成本。俄勒岡州與其他省份不同，廠商只按照其純利交稅，卻不是按照其總收入交稅。近年，俄勒岡州在減低公司稅務負擔方面邁進了一大步；公司執照稅率由7.5%降至6.6%。

### 公用事業

### 電力及煤氣

波特蘭地區水源充足，帶來了額外優勢。當地提供的低成本水力能源，滿足了區內部份能源需求。除了水力發電廠外，波特蘭還有核能及煤設施，形成一個多元化的發電基地。西北太平洋地區亦擁有大量天然氣，足夠應付現在及未來多年的需要。

### 水源

為廣大的波特蘭大都會地區提供水源的是喀斯喀特山脈的清泉 Bull Run Reserve。該泉由波特蘭市管理，目前的食水系統供應量少於其總容量的五成，每日供應一億2,000萬加侖食水（四億5,400萬升）。該系統每日能夠輸出三億1,000萬加侖（11億7,300萬升）食水。

如欲獲得更詳細資料，請致電823 5888，與波特蘭港駐香港代理公司新興船務公司鍾來德聯絡。

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## 工業概況

### 香港科技學院

爲了培訓更多技術熟練的人才，港府決定擴大專上教育，而由職業訓練局管理的兩所新科技學院亦將於一九九三／九四學年起招收新生。該兩所學院分別位於柴灣及青衣。

兩所學院將在職業項目方面提供高級文憑及高級證書課程。這些項目以往只由理工學院提供。兩所學院除了提供高質素專上教育及訓練外，更致力與工商界建立緊密的工作關係。

### 表面處理與環境技術展覽及研討會

鑑於香港表面處理工業正面對某些問題，香港生產力促進局將於一九九三年三月二十五日至二十七日假生產力大樓舉辦「表面處理與環境技術」展覽會及一連串有關研討會。是項活動旨在介紹更多有關生產過程自動化及環境污染控制的訊息，並推廣這方面之最先進產

品。本會是該項活動的贊助機構之一。

在三天的活動中，政府官員代表將應邀介紹環保法例；而工業安全亦是介紹重點之一。

展覽會的展品計有表面處理化學品及物料、先進電鍍設備、品質控制儀器、廢水處理系統、通風系統及自動加藥器等。研討會題目則包括環保及工業安全法例、無污染表面處理技術和環保技術等。

### 聚合體處理課程

香港科技大學將於一九九三年三月二十二至二十六日舉辦一項有關聚合體處理(Polymer Processing)的短期專業課程。

該項課程將介紹塑膠製品設計及製造熱塑塑料和熱固性物質的最新發展，特別強調電腦輔助工程(CAE)在處理過程中的用途。課程將涉及廣泛種類的聚合體處理方法，包括聚合體注射製造法。課程除了由世界知名的專家講授外，更採用最新之工場和電腦輔助軟件作教授

實驗。講者更會利用案例來解說如何應用最新之科技發展。課程並會包括實驗室示範及參觀本港一些聚合體處理公司。

課程費用爲港幣4,000元，有興趣人士可致電358 6956，與香港科技大學工程系主任辦公室職員喻德衛聯絡。

### 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，近幾個月的失業率及就業不足率大致穩定。

一九九二年七月至九月經季節性調整的失業率爲1.9%，九一年同期爲2.1%，而九二年四月至六月則爲2.3%。九二年七月至九月經季節性調整的失業人數估計爲51,400人，九一年同期爲57,700人，而九二年四月至六月則爲65,800人。

	九二年 七月至九月	九二年 四月至六月	九一年 七月至九月
失業率	1.9%	2.3%	2.1%
失業人數	51,400	65,800	57,700

## 環境問題

### 免費化學廢物登記服務

有關化學廢物管制的新法例最近已實施。在新法例下，所有製造化學廢物的廠商都必須在一九九二年十一月十七日前向環境保護署登記。環境技術中心

鑑於一些中小型廠商可能在填寫登記表格時遇上困難，以及一些公司尚未登記，故向他們提供免費化學廢物登記服務。環境技術中心將爲廠商提供化學廢物類別的資料，以協助他們填寫登記表格；並輔助他們分辨他們的工廠所製造的廢物類別。此外，該中心更會提供簡單的建議及諮詢服務，以協助廠商處理

廢水問題。

有興趣獲得上述免費服務的廠商請致電788 7097，與環境技術中心技術服務經理譚世華聯絡。

### 就環境事宜向香港工業提供支援

工業署爲向本港製造業提供支援，讓其能遵守環境保護法例，故委託志益治基有限公司及環境科學顧問(亞洲)有限公司進行一項研究。顧問公司的研究小組現正向160間公司進行廢水抽驗調查；抽驗及分析費用全免，結果亦會送交各有關公司。搜集所得資料祇會以綜合形式發表，任何個別結果將會絕對保密。顧問公司會將不同行業所產生的廢水種類和份量的資料，送交工業署。

此項分析服務若由商業機構提供，每間公司所要繳付的費用可高達2,000元。任何公司如欲免費獲得其排出廢水的抽驗及分析保密報告，請致電893 1551，與環境科學顧問(亞洲)有限公司潘國良或黃學典聯絡。



## 香港中華廠商聯合會

### 對港督施政報告中政制方案的意見

鑑於本港政制的發展對社會穩定及經濟繁榮具深遠的影響，本會認爲有必要對港督施政報告中政制方案提出意見。

本會認爲，功能組別選舉在代議政制中的進一步發展，將有賴於我們繼續堅持一九八四年及一九八八年有關本港代議政制的兩份白皮書之中，對設立功能組別所奠定的原則及精神。惟港督近期發表之施政報告所建議的功能組別的界定及選舉辦法，並未能符合上述文件的指引。

本會相信，中英雙方已於一九九零年就本港政制發展交換七份外交函件，進行討論，並在政制銜接問題上達致共識。本會贊同一九九五年選舉委員會的產生方法及成員組合應符合中英雙方已認同的原則與共識。

本會重申政制發展應循序漸進，並與基本法銜接，才能令社會的整體利益得到最大的保障。本會希望中英兩國政府繼續以友好合作態度就目前存在的問題進行磋商，盡早達成協議，使本港能平穩過渡，確保社會安定及經濟繁榮。



## 產品標準

### 玩具及兒童產品安全條例

香港政府最近制定一項「玩具及兒童產品安全條例」，詳列兒童玩具的安全標準及一些指明的兒童用品。

該項條例指明，任何人製造、進口或供應玩具（包括其包裝）均須符合以下安全標準中其中一套標準內所載的各項適用規定：

- 一、國際玩具自律安全標準；
- 二、歐洲標準71；
- 三、美國材料及試驗學會標準F963。

凡兒童產品製造商、進口商及供應商均須肯定該產品在每一方面均符合由英國標準協會就該產品訂立的規格。

## 貿易概況

### 中國內地進口規定及程序

中國政府在一九九一年底加快改革外貿體制，宣佈連串政策改革措施，以開放進口市場。

中國內地的進出口貿易傳統上按國家經濟計劃進行。然而，政府於八十年代推行經濟改革；到了九二年初，於中央計劃範圍內的進出口貿易在國內經濟中所佔的比重已降至三至四成左右。負責制訂外貿政策的機構主要包括國務院、國家計劃委員會、對外經濟貿易部、其他各部（特別是各工業部）、中國海關以及各省、市政府。

中央政府在八十年代初將外貿權力下放。現時，中國的進出口貿易主要由約40家大型外貿公司進行，這些外貿公司的總部大多設在北京，屬下則設有多個地方分公司。目前全國約有4,000家貿易機構，其中包括多家大型工業企業。至於沒有外貿權的企業，則須委聘外貿公司代理進出口業務。

大部份進口都需要經過多重審批，審批機構主要為對外經濟貿易部或其屬下地方經貿廳，負責監管有關產品生產的工業部門和地方政府等。實際的審批程序視乎多個因素而定，如外匯來源、進口產品是否納入國家經濟計劃範圍等。

目前必須領取進口許可證方可進口

條例亦說明一般安全規定。在下列的情況下，製造商、進口商及供應商有責任確保某玩具或兒童產品在合理範圍內符合安全標準：

- 一、該玩具或兒童產品推出市場的目的及推出時所採用或將採用的形式，就該玩具或兒童產品所採用的任何標記，及就該玩具或兒童產品的存放或使用所給予或將給予的任何指示或警告；及
- 二、在顧及改良的費用、可能性及程度後，是否有合理方法使該玩具或兒童產品更為安全。

該條例的生效日期為一九九三年七月。有關方面提醒玩具及兒童用品製造商、進口商或供應商，他們的產品須遵守條例裏所訂定的規則。

如欲查詢，請致電810 2689，與布政

司署工商科楊錚強聯絡。

（資料：布政司署工商科）

### 中國出口玩具質量許可證

為加強出口玩具的安全標準管制，中華人民共和國進出口商品檢驗局在一九九二年九月起對中國出口玩具實施新規例。

出口玩具製造商必須採納ISO 9000質量體系，並取得由認可實驗室所頒發的測試證書，方可出口產品。有關工廠只要通過質量體系的檢查測試，而產品又能符合標準規格，便能獲得出口玩具質量許可證。此證有效期為五年，有效期內可能要接受質量體系的臨時抽查。如欲獲得新法例的詳細資料，請致電398 5447，與貿易署鄧月容聯絡。

### 西班牙家庭電器消費情況

西班牙政府實施貨幣緊縮政策，導致國內整體購買力疲弱；然而西班牙人對家庭電器的需求卻不受影響。事實上，西班牙家庭電器製造商協會(Spanish Association of Home Appliance Manufacturers)表示，一九九一年之國內家庭電器銷量相對強勁，增幅為9%。儘管來自替換舊品的銷量現正上升，再度蓬勃的房屋市場仍是支持家庭電器行業的主要動力。

帶動一九九一年西班牙家庭電器銷量明顯上升的產品是乾衣機，增幅為53%。西班牙家庭電器製造商協會的資料顯示，在過去數年間，乾衣機在西班牙的銷量急劇上升；九一年的總銷量達85,900部，比八八年高出逾三倍。

另一種在這數年間促進家庭電器行業增長的重要產品是微波爐。這產品在西班牙市場上已建立了穩固的地位。在一九九一年，微波爐在當地的銷量上升28%，全年總銷量達521,000部，比起八八年高出逾兩倍半。

去年，洗碗碟機及冷凍箱的銷量亦有實質增長，普通的焗爐、雪櫃、洗衣機及氣體熱水爐（儘管電熱水爐的銷量下降）的增幅則較溫和。

〔資料：《西班牙業務通訊》(Business Newsletter from Spain)，九二年九月號第四卷第八項〕

## 中美港貿易

### 中美港貿易事項

#### 三〇一問題解決

美國貿易代表辦事處向中國進行的三〇一調查行動獲解決

美國和中國在十月十日達成協議，解決了美國有關開拓中國市場的疑慮。美國貿易代表Carla Hills表示：「這項歷史性協議為我們打開了進入龐大而又不斷增長的中國市場的重要通路，這是我們長期以來所希望的。至於中國致力配合國際的做法；亦將有助於達致目標，成為國際貿易系統的成員。這是一個雙雙勝利的情況。」中國同意根據調查中所指出的四個主要方面作出重要改變，分別是：法例的透明度、入口代用品、標準及測試規定以及關稅等。此外，兩國亦會成立工作小組，負責督導協議的推行。

#### 中美協議的影響

首先，協議避免了美國向大部份入口的中國貨品大幅度提高關稅的報復行動。該項報復行動一旦實施，將無可避免地危害香港的利益。然而，這項報復性貿易恐嚇已是第二次被成功地運用；它將繼續成為有力的武器，並有可能再次施展威力。

## 市場報告

### 共市貿易制度回顧

#### 共市一體化計劃

不受一般內部邊界管制的共市單一市場概念可望能如期落實。然而，很多內部障礙仍然存在，使會員國間的貨物、服務、資金及人口不能完全自由流動。

#### 內部邊界管制

有關方面建議由一九九三年一月一日起，廢除所有貨物及人口的例行清關及入境檢查。然而，針對欺詐及走私的防範性管制仍會繼續執行，海關並會繼續於邊界執行是項任務。

#### 共市對外邊界

共市對外邊界的管制將大致維持不

變；然而，由於貨物及人口在共市單一市場內無須接受檢查而可自由流動，一些對外的防範性管制將會增加，以作補償。或許在五年內，輸往共市的貨物之清關手續將不會在海港及機場進行，而會在出入口商的辦公室內，根據其紀錄而作出監察及說明。

一、公佈所有有關出入口系統運作的方法、規則、措施及指導；

二、在嚴格的時間表規定下，除去大部份配額、入口限制、入口證規定及入口管制；

三、大幅減低美國出口往中國的廣泛系列貨品的關稅，包括電器零件、機器、攝影及菲林產品、即影即有相機、鋼鐵產品及化學產品；及

四、取消入口代用品措施和以交換技術或到本地投資作為獲取入口證的條件的做法。

香港廠商必須考慮這協議可會對他們的國內企業有利或為他們帶來新機會。

第三，這協議促使美國堅定地支持中國，在關貿總協定更獲取締約國的地位。這能鞏固中國在世界貿易上的基礎，並確保了某些貿易利益。關貿總協定章程 I 的條款列明，締約國需要賦與其他締約國最惠國地位，這是關貿總協定成員國所享有的一項特別利益。表面看來，中國一旦成為關貿總協定的成員，便可終止每年與美國就其輸美貨品的最惠國地位延續問題引起的政治糾紛。

製衣、電器及電子產品、玩具和皮革及皮革。

紡織及製衣

在「多種纖維協定下」，出口往共市之紡織品受到限制，因此進口數量不可超越某個限額。

在未來，新的多種纖維協定制度將有兩大主要特色。首先，越來越多紡織品將免受任何限制；第二，多種纖維協定將會在十年內逐漸失去效力。

由於貿易將進入更為自由、甚至去

除多種纖維協定的時期，共市已敦請關貿總協定對反傾銷及反資助規則採取更強硬的態度。此外，東歐紡織品限制的放寬速度比香港及其他生產國迅速。

#### 不同行業的主要發展

以下將討論香港出口商特別關注的行業之主要問題。這些行業包括紡織及

紛。

然而，這並不絕對表明關貿總協定內的最惠國條款能控制美國的政策。美國在一九七四年頒佈的貿易法案四〇二條款列明，非市場經濟國家出產的產品只能每年由總統發表聲明而又不被國會推翻的情況下才有資格享有最惠國待遇。這項法規在表面上並不承認關貿總協定成員國可以例外。

中國能否成為關貿總協定的成員，和其對每年延續中國最惠國地位的決定之影響，目前尚未有定案。在一九九三年中期，美國很可能會以每年重新釐定的政策行事，蓋因候任總統克林頓及其國會均傾向貿易保護主義，並會採用貿易抑制作為達致人權目標的工具。這在克林頓進行參選活動時，一再批評布殊總統支持重新賦予中國最惠國地位的行動可以看到。他甚至贊同訂立有條件延續中國最惠國地位的法例，以換取中國在人權、售賣軍備及貿易方面作出改善。

#### 美國國會

美國參議院和眾議院分別在十月八日及九日休會。兩會將於一九九三年一月五日復會。

（資料：本會顧問——百德與馬田律師行）

此外，共市決定在五年內花五億歐

洲共同貨幣（港幣50億元），以輔助共市內一些有發展潛力的紡織品生產商。



這個名為「RETEX」的計劃，將無可避免地使香港出口商面對更劇烈的競爭。

儘管東歐面對重重困難，其紡織品將成為業內一股需要注意的力量。

#### 電器及電子產品

在一九九〇年十一月，工業局(Industry Council)就電子、資訊及通訊方面所採納的議案已列明共市對電器及電子產品行業所採取的主要方針。這議案強調共市有需要採取快捷而有效的行動，以對抗不公平的競爭及行為。香港公司不但在使用本地原料生產製成品上受到影響，採用非港製組件，尤其是日本製組件也受影響。

整體來說，電器及電子產品工業須不斷監察有關反傾銷行動、入口稅率及標準等問題的轉變情況。這是一門改變迅速的行業，保護主義的制度、觀點及有關問題改變得同樣地快。

儘管Cocom工業清單已放寬大部份電子產品進口某些國家（如東歐國家）的限制，Cocom清單仍然管制大量電子設備的出口，尤其是電腦產品。因此，由西方國家生產而轉口至中國的電子產品須加倍留意。

香港出口商或會察覺到貨物的課稅額以至進口後價格之競爭力在某些情況下會有所不同。有時，適當的計劃可以改善情況；例如付貨人可將貨物以另一種形式付運，使貨物可被納入入口稅率較低的關稅類目內。

#### 玩具業

去年，某些關於玩具應課關稅分類的事例顯示，付貨人大可減低甚至推卸進付入口稅的責任。

付貨人現在仍可將貨物運往某個採取較有利應課關稅分類之會員國，在清付關稅後再將貨物轉運另一個會員國——其目的地。

#### 玩具安全

明顯地，確保貨品遵守玩具安全規則對香港出口商來說極為有利，蓋因大部份著名的入口商及零售商均要確保他們不是在冒險的情況下銷售這些產品。因此，有關方面建議出口商在共市或來源地測試貨物。

特別值得港商加倍留意的是貨品無



須指明為玩具，以符合共市管制玩具安全法例的範圍，因為共市的指示範圍是清晰地依據一項範圍廣泛的玩具定義。

#### CE標誌

貨品蓋上CE標誌表示該貨品已達到共市指示的要求，因而避免再接受其他會員國的多重測試及證明。該項標記應由製造商、代理商或向共市介紹該產品的入口商蓋上；有關人士或公司並有責任確保其貨品遵守規定。

香港公司應密切留意這項正在發展及極為敏感的情況。他們須由九三年一月起遵守是項規定，並確保其貨品符合所有其他現有的有關標誌。

#### 皮草及皮革

受到人道主義者反對的影響，人們對皮草及皮革製品在一些國家例如英國被接受的程度是否正在減弱抱有不同意見；但一些共市國家仍然接受這類產品。

儘管共市通過執行一項主要的國際協定——華盛頓協定(Washington Convention)——已達十年之久，但對幾種皮草及皮革製品實施法例管制措施才剛剛開始。

大致上，香港的皮草及皮革製品出口商已注意到這項貿易的有關管制及一些規例，這些管制及規例反映出人道主義及人們對動物的關注正日漸提高。

#### 有關貿易措施

##### 反傾銷稅之趨向

對於紡織及電子業的反傾銷稅事宜，有關方面已清楚表示要採取強硬態度，並要尋求資料作出行動。最近一些案例顯示，反傾銷稅實際上已由出口商繳付，並包括在出口價格內。

#### 來源的規例

非優惠規例所指的是在生產計劃內進行最後實質程序或運作的國家之質素標準；而是項程序或運作在經濟上必須合理，並須由有關行業的企業進行，而又能製成新產品，或代表一項重要的生產程序。另一方面，來源的優惠規例則通常要求產品直接由來源國托運。

#### ——五條款之趨向

實施這項羅馬條約(Treaty of Rome)之條款，旨在准許獨立會員國在某一段指定時間內可限制某類貨品進口；即使該類貨品是來自其他會員國，並已繳交關稅。

#### 技術標準和諧化之進展

工業團體在這一方面正加緊採取實用的方法，例如集中在一些有明顯市場需求的地方發展，避免手續重覆及縮短有關的步驟。

#### 共市對香港競爭者的技術資助

這些技術資助必須被視為共市鼓勵發展中國家進入共市的措施之一，其他還包括免稅制度及在很多情況下免受配額限制等。

#### 總括

共市制度對一些香港出口商極有興趣開拓的地方影響甚大；因此，出口商不單要與共市制度之發展並進，更要計劃怎樣對其作出商業性的回應。

歐洲現正面臨劇烈及急進的轉變，影響到所有進口的貨品。了解是項轉變，並能作出回應是成功的香港出口商的生存之道。

(資料：香港貿易發展局)

## 展覽概要

日期	展覽會	地點	展品	主辦機構
一九九三年 二月十日至十四日	中東國際消費電子產品展	杜拜世界貿易中心	電子產品	杜拜世界貿易中心 電話：971 4 306 4048 圖文傳真：971 4 306 4089
二月十一日至十五日	台灣國際優良食品暨設備展'93	台北世界貿易中心	食品、飲品、設備及設施	訊通展覽公司轉交 展昭國際企業股份有限公司 電話：763 9012 圖文傳真：341 0379
二月十四日至廿一日	印度工程貿易展	新德里 Maidan Pragati	機器及設備	印度工業聯盟貿易展覽組 電話：91 462 9994 圖文傳真：91 694 298
二月廿八日至三日三日	香港國際毛皮、皮革展覽	香港會議及展覽中心	毛皮及皮革成衣、飾物、機器	香港毛皮廠商聯合有限公司 電話：367 4646 圖文傳真：739 0799
三月十一日至十四日	香港連繫工業國際機械展覽'93	香港會議及展覽中心	鑄模及工具製造、表面處理、塑膠、冷熱加工、金屬機械、機器維修及保養	訊通展覽公司 電話：763 9012 圖文傳真：341 0379
	現代科技儀儀展覽會'93	香港會議及展覽中心	分析儀器、電子秤、量度儀器、實驗室供應品及附件、通用測試機器及實驗室服務	訊通展覽公司 電話：763 9012 圖文傳真：341 0379

## 訓練概覽

日期	項目	地點	主辦機構	聯絡人 / 電話
一九九三年 一月廿九日至四月廿七日	秘書管理技巧證書課程	德昌電機管理發展中心	香港管理專業協會	574 9346
一月三十日至六月十九日	財務及會計遙距課程	南聯實業管理發展中心	香港管理專業協會	766 3303
二月一日至廿五日	創業課程	職業訓練局大樓	香港管理專業發展中心	該中心邢宏彬先生 836 1826
二月三日至廿七日	小型企業研習班	職業訓練局大樓	香港管理專業發展中心	該中心邢宏彬先生 836 1826
二月九日	個案研究小組週年研討會	職業訓練局大樓	香港管理專業發展中心	該中心甄敏儀小姐 836 1822
	公司組織發展小組研討會	職業訓練局大樓	香港管理專業發展中心	該中心黎景培先生 836 1827



# 本會赴上海市湖北省訪問團 CMA Delegation to Shanghai and Hubei





# 本會一九九二年會員聯歡大會 CMA 1992 Members' Dinner Party





## CMA Delegation to Shanghai and Hubei

Upon the invitation by the Shanghai Committee of Chinese People's Political Consultative Conference (CPPCC) and the Hubei Provincial Government, the Association organized a study mission comprising 25 delegates to Shanghai and the Province of Hubei from 1992 November 1 to 8. During the eight-day visit, the delegates met with various government officials and senior executives of a number of commercial and industrial enterprises, and were able to acquire first-hand information on the latest economic reform and development of the visited cities, namely Shanghai, Wuhan, Ezhou, Sashi and Yichang.



Mr Han Hong Shu (right), Deputy Governor of Hubei Provincial People's Government, receives the CMA delegation.

Led by CMA President Mr Herbert Liang, and with Vice-President Mr Yip Hing Chung and Executive Committee member cum Chairman of the Central and Eastern China Area Committee Mr Lin Fai Shat as deputy leaders, the 25-member delegation comprised of Mrs Leung Lee Fung Ching (spouse of Mr Herbert Liang), Mrs Yip Chao So Wah (spouse of Mr Yip Hing Chung), Mrs Vilma Lai (spouse of the Honorary President Dr Philip Lai); Executive Committee members Mr Lo Chin, Mr Yeung Mok Shing, Mr and Mrs Choi Hin To; General Committee members Mr Edward Wong and his wife Mrs Yolanda Wong, Mr Joseph Sin, Mr James Cheng, Mr Michael Sun, Mr and Mrs Chow Lam Boon; Chairman of Footwear Sub-committee Mr Yim Chan Chee; Members Mr Paul Lai, Mr Cheng Man Piu, Mr Stephen Wong, Dr Liu Han Qin, Mr Chan Tai Ho; CMA Executive Secretary Miss Rita Tsui and Secretary Miss Maria Lau.

Though tightly scheduled, the mission was considered a fruitful one. The delegates were warmly received and held useful discussions

with local government officials. Besides, factory visits and tours to the newly established economic and technical development zones were organized.

### Visits at Shanghai

#### Dinner Reception at Shanghai

A dinner reception was hosted by the Shanghai Committee of Chinese People's Political Consultative Conference upon the arrival of the delegates on November 1. Dr Xie Xide, Chairman of the Shanghai Committee of CPPCC and Prof Mao Qingquan, Vice-Chairman, both attended the reception and assured the delegates that Shanghai was going to open up further and welcomed overseas investors to participate in the developmental projects.

At the occasion, Mr Herbert Liang stressed that the economic ties between Hong Kong and China were much closer than before and were expected to grow even stronger.

It is a long term interest for Hong Kong investors to establish their offshore businesses in China. In fact, Hong Kong is the major source of China's overseas invest-

ment — constituting 40% of the total; previously concentrating in areas specialized in labour-intensive manufacturing and OEM processing. At present, Hong Kong investments are involved in areas like retailing, property development, finance, insurance, transport and communication, etc. The scope of interests has also extended in terms of scale and location. The favoured destinations of Hong Kong investment are no longer confined to coastal areas in South China. Investors are now seeking new ventures in inland regions, like areas along the rivers, border zones and inland transportation nodes.

"The opportunities for business co-operation and joint-venture projects between Shanghai and Hong Kong enterprises are plentiful. The Association is glad to assist our members and the public to develop their businesses in Shanghai," Mr Liang affirmed.

### Updates on the Pudong Development and Property Market in Shanghai

The visit to Shanghai started off on November 2 with a briefing seminar on the latest development in the Pudong Development Area, the government incentive programs in attracting foreign

investors, and on the much-talked-about property market in Shanghai. Mr Hua Guo Wan, Vice-President of the Pudong Development Office of Shanghai Municipality and Ms Yan Meng Ying, Director of the Property Administration Department of the Shanghai Municipal Land Administration Bureau, were invited to speak on their respective topics.

#### Development of the Pudong New Area

"The Pudong Development Plan of Shanghai is one of the development projects which enjoys top-priority in China and a blue-print for the development of an economic zone alongside the Yangtze River. It aims to develop Shanghai into an economic and financial centre in the Asia Pacific Region," said Mr Hua.

Mr Hua also elaborated that efforts to develop the Pudong New Area were concentrated on the development of four key zones, namely the Lujiazui Financial and Trade Zone, Jinqiao Export Processing Zone, Waigaoqiao Free Trade Zone and Zhuangjiang Hi-Tech Park.

The urban infrastructure construction projects to facilitate the economic progress are now in full swing.

There are altogether ten basic infrastructural projects to be developed in the Area as planned in the past two years. It is estimated that the Chinese government has to invest RMB 17 billion for these projects, including the construction of the Yangpu Bridge and the Nanpu Bridge, four 10,000-tonne deep-water piers at Waigaoqiao, a power plant with a capacity of 3.6 million kilowatt; other projects include the construction of sew-



CMA President Mr Herbert Liang (left) presents a souvenir to Mr Luo Qing Quan (right), Mayor of the City of Yichang.

age treatment and discharge facilities and the diversion of the Yangtze River, the development of communication equipment, Pudong Gas Works, connecting the Inner-Ring Road with the Pudong section as well as the enlargement of the Yanggao Road, etc. According to Mr Hua, most of these projects are expected to complete and open for use by the end of 1993.

"The development of the Pudong New Area has attracted both domestic and foreign investments. Up to 1992 end-September, there are 533 foreign-funded projects in Pudong, investing more than US\$2.6 billion. There are also more than 830 locally-funded enterprises, with total investment amounting to RMB 7 billion. About 80% of the foreign investment in Pudong are engaged in manufacturing,

in sharp contrast to less than 20% of the domestic investment involving in the same sector. Most of the domestic investment are in fact engaged in tertiary industries," Mr Hua commented.

#### Land Reform and Property Development in Shanghai

Ms Yan, Director of Property Administration Department of the Shanghai Municipal Land Administration Bureau, stated that similar to the case in Hong Kong, all land in Shanghai was owned by the government and land could be leased to the land developers who possessed only the right to use the land. The period of the lease varies according to different land uses. Generally speaking, land for industrial and integrated buildings is leased for 50 years; while that for entertainment and cultural purposes is leased for 40 years. Land lots are sold with specification of land use which is subject to the city planning and construction.

"Land price is highest in the Puxi area, ranging from US\$750 to 800 per sq m while that along Zhongshan Road is US\$350 to 400. However, land price in the Pudong New Area is regulated by the government, not determined by the free market. This is so in order to keep the land price at a reasonable level thereby providing a favourable investment environment to overseas investors. Land price in the Waigaoqiao Free Trade Zone is approximately US\$120 per sq m while that in Jinqiao Export Processing Zone is US\$100. The land price in Lujiazui, calculated in floor space, is US\$200 per sq m," Ms Yan quoted.

Useful discussion and exchange of opin-



CMA delegates visit the Minhang Economic and Technological Development Zone in Shanghai.



ion were conducted between the speakers and the delegates. There was also a general interest in Hong Kong's role on the redevelopment of the old industrial districts in Shanghai.

### Signing of MOU with the Shanghai CPPCC

In order to strengthen the co-operation between the Association and the Shanghai Committee of the CPPCC, a Memorandum of Understanding was inked by representatives from both parties on November 3. The signing marked a closer relation between Shanghai and Hong Kong and the Association would play an active role to promote trade and investment between the two places.

A meeting with Mr Huang Ju, Mayor of Shanghai, was also arranged on November 3. Valuable views and opinion on the recent economic development in Shanghai, in particular the Pudong Development Plan, were exchanged.

During the three-day visit in Shanghai, the delegates toured two development zones to check out the difference between the newly designated Waigaoqiao Free Trade Zone in the Pudong area and the Minhang Economic and Technological Development Zone established since the 80s. A factory visit to the famous Shanghai Baoshan Iron and Steel Complex gave quite an experience to the delegates as well.

### Visits in Hubei Province

Upon arrival at the provincial capital on November 4, the delegates immedi-



CMA President Mr Herbert Liang (left) and Mr Chen Fu Gen (right), Secretary-General of the Chinese People's Political Consultative Conference (CPPCC) Shanghai Committee sign a Memorandum of Understanding which signifies further co-operation between the two organizations.



CMA Vice-President Mr Yip Hing Chung (right) and Executive Committee member cum Chairman of the Central and Eastern China Area Committee Mr Lin Fai Shat (left) present a souvenir to Mr Ruan Yan Hua (middle), President Director of the Waigaoqiao Free Trade Zone Development Co Ltd.

ately met with the officials from the Hubei provincial government and the Wuhan municipal government. Comprehensive introduction to the economic development and investment opportunities in Hubei was given.

"The pace of economic progress in Hubei is much faster now, as the Central government has given priority to develop the inland region in order to reduce the growing disparity between the less dynamic inland provinces and the thriving coastal area," said Mr Han Hong Shu, Deputy Governor of Hubei Provincial People's Government.

According to Mr E Wan You, Vice Director of Hubei Economic Commission, the government planned to encourage investments particularly in the field of automobile industry, property development and the old industries. Altogether 17 economic development zones are going to be established to attract foreign investors. Moreover, the local government and the administration office of the

economic development zones will be granted with greater autonomy and the power to approve foreign investment projects (under RMB 50 million).

"Preferential policies similar to those in the coastal economic zones apply as well in Hubei. In some areas, even more favourable treatments are offered to overseas investors," Mr E emphasized.

Mr Herbert Liang agreed that Hubei, rich in resources and of central location in the vast land mass of China, had much to offer to investors. With the commencement of the huge construction project of the Three Gorges of Yangtze, Hubei will become another major attraction for overseas investment and its significance in China's overall economic development will be more prominent.

### Finding New Investment Opportunities in Hubei

The mission to Hubei enabled delegates to know more about the different investment opportunities available in a number of economic and technical development zones currently set up in Hubei. These include the economic and technological development zones of Gedian located not far away from Wuhan, of Yuqiao and Jingzhou Chengnan - both under the jurisdiction of the City of Sashi, and of Dongshan in Yichang.

### Conclusion

The mission was regarded as an effective way to acquire update and comprehensive understanding of the latest economic progress and investment environment in Shanghai and Hubei. It leads the way to further business co-operation and ventures in regions with development potentials in China other than those right at our doorstep in Southern China.

## CMA Activities

### 1992 Members' Dinner Party

The 1992 Members' Dinner Party was held at Maxim's Palace Restaurant on 1992 December 3. CMA President Mr Herbert Liang; Vice-Presidents Mr Leung Nai Wing, Mr Yip Hing Chung, Mr Chan Wing Kee, Mr Tony Chau, Mr Tommy Zau; Honorary President Dr Philip Lai; CMA's Executive and General Committees members attended the party.



CMA President Mr Herbert Liang addresses at the 1992 Members' Dinner Party.

Guests attending the function included Mr Zhu Yu Cheng, Deputy Director of Xinhua News Agency Hong Kong Branch; Ms Katherine Fok, JP, Commissioner for Labour; Mr KS Tong, JP, Acting Commissioner of Customs & Excise; Dr S B Reed, OBE, JP, Director of Environmental Protection Department; Mr A N Lai, Deputy Director-General of Trade; Mr HR Knight, MBE, JP, Executive Director of Vocational Training Council; Mr Francis Lo, Executive Director of Hong Kong Trade Department Council; Mr S K Chan, JP, Ex-

ecutive Director of Hong Kong Productivity Council; Mr Lin Ke Ping, Head of Co-ordination Department of Xinhua News Agency Hong Kong Branch; Mr Yiu Yan Nang, JP, Deputy Commissioner for Labour; Mr Robert Law, JP, Deputy Director of Environmental Protection Department; Mr William Tsui, CMA Legal Advisor; Mr Wong Chi Chiu, Deputy Head of Co-ordination Department of

Xinhua News Agency Hong Kong Branch; Mr Li Ming Chang, Deputy Head of Economic Affairs Department of Xinhua News Agency Hong Kong Branch; Mr Niu Chang Yi, Secretary of Xinhua News Agency Hong Kong Branch; and representatives from sponsors of the dinner party.

CMA President Mr Herbert Liang ad-

### Acknowledgements

A lucky draw was held at the CMA 1992 Members' Dinner Party. The Association wishes to express its heartfelt gratitude to the following CMA office-bearers, members and organizations for their donations.

Mr Herbert Liang, President	\$30,000	Mr Lam Hok Po, General Committee member	140 watches
Mr Leung Nai Wing, Vice-President	\$10,000	Dr Yung Yau, General Committee member	SMC Brand: a decorative fan with lamp, a multi-functional microwave oven, a box fan
Mr Yip Hing Chung, Vice-President	\$10,000		
Mr Chan Wing Kee, Vice-President	\$10,000		
Mr Tony Chau, Vice-President	\$10,000		
Mr Tommy Zau, Vice-President	\$10,000		
Dr Haking Wong, Honorary President	\$10,000		
Dr James Wu, Honorary President	\$4,000	Mr Fung Yuen Hon, General Committee member	\$ 500
Mr Hung Cheung Pui, Honorary President	\$2,000	Mr Han Chin Tong, General Committee member	\$ 2,000
Mr Lawrence Chu, Honorary President	\$5,000	Mr Lee Hung Tong, General Committee member	\$ 500
Mr Peter Hung, Executive Committee member	10 cartons L & Q corn oil (fresher pack)	Mr Robert Mui, General Committee member	\$ 2,000
	a set of cookware	Mr Kenneth Ting, General Committee member	\$ 1,000
Mr Patrick Choi, Executive Committee member	\$ 2,000	Mr Lee Ming Sang, General Committee member	\$ 500
Mr Alexander Lo, Executive Committee member	10 watches	Mr Ho Yuk Wing, General Committee member	\$ 1,000
Mr Lo Chin, Executive Committee member	\$ 1,000	Dr Francis Cheng, member	\$ 1,000
Mr Wong Ping Sai, Executive Committee member	\$ 1,000	Dr Liu Han Qin, member	1 oz gold coin
Mr Yuong Mok Shing, Executive Committee member	\$ 1,000		
Dr Lui Ming Wah, Executive Committee member	\$ 2,000	British Airways	2 Club World (Business Class) Hong Kong/London round-trip air tickets
Mr Choi Hin To, Executive Committee member	\$ 2,000	Supreme Airfreight Co Ltd	2 round-trip air tickets economy class (Japan Asia Airways), Hong Kong/Taipei/Hong Kong
Mr Lee Sai Yick, Executive Committee member	\$ 2,000	Alitalia	2 Hong Kong/Manila/Hong Kong round-trip air tickets (economy class)
Mr Chu Poon Shin, Executive Committee member	\$ 2,000	Lufthansa German Airlines	1M-class round-trip air ticket, between Hong Kong and Japan (Osaka or Nagoya)
Mr Choy Tak Ho, General Committee member	\$ 1,000	Alco Electronics Ltd	a CD portable with radio cassette recorder
Mr Fok Wah Pun, General Committee member	20 travelling bags	Whirlpool (Hong Kong) Ltd	a Cookerhood Model AKG1000W
Mr Michael Chan, General Committee member	\$ 2,000	Gilman Office Machines	a Cross pen set
Mr Jose Yu, General Committee member	a JVC Camcorder	Wing On Department Stores	a blanket
Mr Chow Yun Sheung, General Committee member	\$ 1,000	Estee Lauder	a set of cosmetics
Mr Lau Chi Yuen, General Committee member	12 watches	Cathay Pacific	a world time clock with calculator, a leather passport holder
Mr Edward Wong, General Committee member	\$ 2,000		5 first-class cabin bags
Mr Vitus Szeto, General Committee member	\$ 500		
Mr Daniel Wong, General Committee member	\$ 1,350	Canadian Airlines Int'l	
Mr Joseph Sin, General Committee member			



dressed the gathering. He said that the Party was organized to foster members' acquaintance and to provide an opportunity for members to meet friends and counterparts.

"Incorporated in 1934, the Association aims to promote Hong Kong's trade and industrial development. Currently, the Association has become one of the leading trade and industrial associations with over 3,600 members coming from a wide cross-section of our industrial sectors. In the past, the Association has participated actively in promoting Hong Kong's trade and industrial development, fostering international understanding and encouraging investment co-operation between Hong Kong and overseas organizations. The Association also represents industry in the government's formulation and implementation of public policies. Regarding the growth of our industries, the Association once again urges Hong Kong industrialists to upgrade production technology and productivity, and to enhance product quality. The government should also continue to render additional support to industrialists and to assist them to shift towards automation and hi-tech applications. This will help creating a new era of our industries," he said.

Mr Liang also expressed his deepest gratitude to Mr Leung Nai Wing, CMA Vice-President and Chairman of 1992 Members' Dinner Party Organizing Committee, as well as members of the Committee, for all their preparation work for the party. He also thanked all the guests for their assistance and support to the Association in past years, and hoped that members would continue to support the Association's activities. Through their support, the manufacturing industry



Members attend the CMA Annual General Meeting.

could be led forward to sustain Hong Kong's prosperity and stability.

At the occasion, Mr Liang presented a gold plate to Mr Leung Nai Wing, Vice-President and Chairman of the Dinner Party Organizing Committee, for his leadership in organizing the function. Mr Liang also presented plaques to Executive Committee member Dr Lui Ming Wah, and Sub-committee Chairman Mr Chao King Lin, who were appointed non-official JPs in 1992 July. Plaques were also presented to members who participated in the "CMA-TWGH Charitable Bazaar" in last summer.

The party had a full programme that evening, including a singing performance. A table prize was given to each participant and lucky ones were awarded grand prizes at the Lucky Draw.

## CMA Annual General Meeting

The Association held its Annual General Meeting (AGM) on 1992 December 10. Those attending the meeting included CMA President Mr Herbert Liang; Vice-Presidents Mr Leung Nai Wing, Mr Tony Chau and Mr Tommy Zau; Honorary President Dr Philip Lai; and members of both the Executive and General Committees. Other attendants included auditor Ms Brenda Ko of Charles Mar Fan & Co; and legal advisers Mr Roland Chow of P C Woo & Co, Solicitors & Notaries; Mr Wellington Wong of Ho & Wong, Solicitors & Notaries; Mr William Tsui of Lo,

## Wong & Tsui, Solicitors & Notaries; and Mr Edward Chan of Lo & Lo, Solicitors & Notaries Public.

At the meeting, members received and endorsed the statement of accounts, reports of the General Committee and auditors for the year ended 1992 March 31, and the budget for 1993 to 94. The meeting also passed the motion to appoint auditors for the year of 1993 to 94.

The following is the speech presented by CMA President Mr Herbert Liang at the AGM:

Hong Kong's economy has shown steady performance in 1992. According to the provisional trade statistics up to October this year, Hong Kong domestic exports reached HK\$192.1 billion, a modest increase of 2% over the same period in 1991. The US is still Hong Kong's biggest domestic export market. In the first nine months of 1992, Hong Kong's domestic exports to the US amounted to HK\$46.4 billion, an increase of 6% over the same period in 1991 and registering a share of 27.3%. Closely following the US, China still ranks as Hong Kong's second largest export market. In the first nine months of 1992, Hong Kong's domestic exports to China reached HK\$44.9 billion, registering a sharp increase of 15% over that in 1991 and a share of 26.4%. Other major markets included Germany, the UK, Japan, Singapore and Taiwan, etc. For the first ten months of 1992, imports to Hong Kong amounted to HK\$779.9 billion, a remarkable growth of 23.5% over the previous year. Re-exports in the first ten months of 1992 reached HK\$563.2 billion, a surge of 31% growth over the same period in 1991. China still remains the largest market for Hong Kong's re-exports, registering a share of 30%. These figures reflect the ever-increasing outward processing activities across the border and the important role of Hong Kong as an entrepot in the region.

Looking into the coming year, the US is expected to continue as one of Hong Kong's major markets. However, as a result of its persistent slackened economy and high unemployment rate greatly weakening its consuming power, its overall performance is forecasted to remain stable. In Europe, the pace of economic development has slowed down which reflects the slackened economy of the European Economic Community (EEC). On the other hand, the performance of our Asian partners has been most encouraging. Asia has become Hong Kong's largest regional market for its products. In the first nine months of 1992, the top three markets for Hong Kong's re-exports are

China, Japan and Taiwan respectively; while South Korea and Singapore rank the fifth and seventh respectively. Asian countries will direct more efforts to diversify their markets and to explore new opportunities for economic development under the threat of protectionism in Western countries. Moreover, according to a statistical report recently compiled by the International Monetary Fund, Asian countries have shown outstanding economic performance. Between the years of 1986 and 1991, exports of Asian countries have increased by 126%, registering a share up from 11% to 15% in the world's total exports. Among these Asian countries, exports of Hong Kong, China, South Korea, Malaysia, Singapore and Thailand have increased by over 100%. In addition, the total share of Hong Kong and China in the world's exports has increased from 3.3% in 1986 to 4.9% in 1991. During the past five years, both China and Hong Kong register a share of 35.8% in Asia's exports, and equivalently a share of 7.1% in the world's exports. These figures show that the economic power resulted from China's exports as well as Sino-Hong Kong co-operation has played a very important role in world trade.

The unconditional extension of China's Most-Favoured-Nation (MFN) status by the US, and the amicable solution reached by the US and China over the 301 Clause, have encouraged Hong Kong manufacturers to continue to invest in China. With further expansion of Sino-US trade, Hong Kong, being China's major re-export partner, will play a more and more important role in providing China with servicing facilities such as capital, insurance, accounting and telecommunications. This development trend will help Hong Kong strengthen its position as an entrepot and financial centre for the entire Asian-Pacific region.

Regional trade has developed into a new economic trend. Hong Kong manufacturers are urged to keep close watch on its development. The signing of the North American Free Trade Agreement by the US, Canada and Mexico this year, together with the implementation of a single market in the EC, and the recently proposed Asian free trade zone, clearly demonstrate the rapid expansion of regional trade. Hong Kong manufacturers should watch the US and European markets closely, to ensure whether the development of regional trade would transform into another kind of protectionism, thereby threatening Asian exports to these markets. On the other hand, Hong Kong manufacturers should also foster economic links with other Asian countries and regions. With different paces of industrial development and dif-

ferent resources among the Asian countries, mutual co-operation on a complementary basis is vital for boosting economic growth in the entire Asian region.

Facing with trade protectionism and keen international competition, Hong Kong's industry, apart from shifting away its labour-intensive industries, should diversify its products and markets, and improve product quality. The Association urges the government to assist Hong Kong manufacturers to develop hi-tech industries, and to map out long-term strategy to train skilled labour for Hong Kong's industry. Moreover, the government should stipulate policies on manpower training, land supply and research projects. The Association has conducted a survey on labour shortage among our members in 1992. The findings revealed that our members are still facing the labour shortage problem and they are in support of the government to continue to import foreign labour. The Association supports the setting up of the Employees Retraining Board by the government to help workers from old-fashioned industries to equip themselves with new techniques. The Association hopes that these retraining courses should meet market demands, and that the Board should keep close contact with employers to collect accurate information for the design of appropriate courses. As everyone knows, Hong Kong's industry has now entered into a phase of transition. The key for Hong Kong's industry to transform successfully rests on the co-operation between the government and manufacturers. The Association has always encouraged manufacturers to conduct research projects. However, the conduction of research studies cannot solely rely on private organizations. The Association therefore urges the government again to formulate effective measures and to create a harmonious investment environment, such as implementing tax concessions etc, in order to assist Hong Kong manufacturers to explore and apply new technology.

Concerning the Association's work in 1993, major efforts will be made to strengthen economic ties between Hong Kong and China, and countries throughout the world. In the past year, the Association has organized a number of delegations to various places including Australia, Canada, Taiwan, the Philippines, Shanghai, Hubei Province and other coastal cities of Southern China. Moreover, the Association and the All China Federation of Industry and Commerce (ACFIC) have signed a Memorandum of Understanding in 1992 June, to strengthen ties between the two organizations and to foster economic relationship between manufacturers of

the two places. The Association, being a chamber of commerce and industry, is also one of the functional constituencies. We will continue to devote our efforts towards achieving appropriate political developments in Hong Kong and to make contributions to ensure Hong Kong's stability and prosperity.

## CMA & Donors Scholarship Presentation Ceremony

The 29th CMA and Donors Scholarship presentation ceremony, held on 1992 December 1, was officiated by Mr Dominic S W Wong, Director of Education, and CMA President Mr Herbert Liang.

At the ceremony, Mr Wong said that the prevocational education has entered a new era of development. He revealed that a group of Form I students in grammar schools, who have strong desire to receive prevocational education, are now studying Form II in prevocational schools after they have completed a well-designed conversion course.

He further said that 14 prevocational schools have started offering a two-year matriculation course in 1992 September, which is designed for students to sit in the Hong Kong Advanced Level Examinations. According to Mr Wong, other prevocational schools would follow suit and offer the course sooner or later before 1995.

"The offering of matriculation course by prevocational schools provides their graduates with an opportunity to further study in tertiary institutes on one hand and, on the other, equips them with matriculated qualification for future career development in industrial and commercial sectors," said Mr Wong.

He emphasized that the offering of matriculation course by prevocational schools would provide Form V graduates of grammar schools with more choices, and help cultivate a better language and communication ability for Form VI and Form VII students studying in the prevocational schools.

At the occasion, Mr Herbert Liang also pointed out that versatile talents as well as vigorous and creative entrepreneurship are major factors contributing to the development of a competitive economy in Hong Kong.



He opined that the rapid economic development in the "four little dragons in Asia" and Japan were resulted from good education. The investment made by Hong Kong in enhancing the quality of education in recent years, however, was less than the other three dragons and Japan. He urged the Hong Kong government to pay more attention to human resources development so as to maintain its com-

petitiveness in the international market.

As regards to the suggestion stated in the No. 5 Education Commission Report released in 1992 June to allocate HK\$23.5 billion for the improvement of the local educational environment, as well as the suggestion put forward by the Governor in his policy speech regarding the increment of educational expenses by 15.8% to

improve higher education, Mr Liang said that the Association would endorse and support.

Moreover, Mr Liang welcomed the government's plan to directly subsidize the re-training scheme so as to cope with the industrial transformation. He called upon the government to set up the "Training Programme Development Commit-

The Association extends its sincere appreciation to the following donors for their generous support towards the 1992 CMA and Donors Scholarship:

Etta Trading Co Ltd	50,000.00	Top Choice Garment Pty Ltd	2,600.00
Mr Herbert Liang	20,000.00	Edward Wong & Co Ltd	2,500.00
Mr Chow Chung Kai, OBE, JP	20,000.00	Herald Metal & Plastic Works Ltd	2,500.00
Mr Yip Hing Chung, MBE, JP	20,000.00	Po Shing Shoe Co Ltd	2,500.00
Mr Chow Yun Sheung	13,000.00	Sea Wave S E A Fashion Pty Ltd	2,500.00
A Fai Engineers & Shiprepairers Ltd	10,000.00	Hong Kong Elastic Ltd	2,500.00
Electronic Devices Ltd	10,000.00	Friesland Foods Ltd	2,500.00
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Hong Kong Garment Mfg Co Ltd	9,000.00	Goodyear Weaving Factory Ltd	1,000.00
Funny Corporation	5,100.00	Lai Ming Metal Mfy Ltd	1,000.00
Mr Chau Chiu Shui	5,000.00	Lee Lim Ming Metal Works Ltd	1,000.00
Kwong Yarn Manufacturing Co Ltd	5,000.00	Perfect Products Mfy	1,000.00
Shell Electric Mfg (Holdings) Co Ltd	5,000.00	Tai Wah Paper Products & Printing Press Ltd	1,000.00
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Ka Da Watch Co Ltd	5,000.00	Ten Gun Elastic Tape Manufacturer	1,000.00
HK Milo's Knitwear Pty Ltd/Milo's Knitwear (HK) Ltd	5,000.00	Associated Garment Mfg Co Ltd	1,000.00
Shun Tat Manufacture Pty	5,000.00	Dah Chung Ind Co Ltd	1,000.00
Yan Hing Mining Co Ltd	5,000.00	Dashing Press Ltd	1,000.00
Ronald Leather Mfg Ltd	5,000.00	HK Sam Fung Knitting Pty Ltd	1,000.00
Kan Fat Cotton Co Ltd	5,000.00	Tat Ming Co	1,000.00
Keystone Electronics Co Ltd	3,500.00	Gauss Electronics Co Ltd	500.00
Sanden Electronic Equipment Ltd	3,000.00	Chung Lup Packing & Stationery Co Ltd	500.00
Mei Fai Hats Mfg Co Ltd	3,000.00	Delta Industrial Co	500.00
Pak Kee Metal & Plastic Mfy Ltd	3,000.00	Leader Emb'd & Garment Pty	500.00
Cheng Kung Garments Pty Ltd	3,000.00	Tak Hung Co	500.00
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Lup Shun Industrial Co/Lup Shun Tops Ltd	3,000.00	Bonit & Co Ltd	500.00
Mr Benny Wong Sai Hung	3,000.00	Fidelity Electronics Co	200.00
Washington Plastic Products Mfy Ltd	2,800.00		

Recipient Schools of the 1992 CMA and Donors Scholarship were:

Name of school	Total no. of awards	Total amount	Name of school	Total no. of awards	Total amount
University of Hong Kong	8	HK\$30,000.00	Ho Tung Technical School for Girls	6	HK\$4,500.00
The Chinese University of HK	7	27,500.00	Aberdeen Technical School	6	4,500.00
The HK University of Science & Technology	7	27,500.00	Tsuen Wan Government Technical School	6	4,500.00
The Hong Kong Polytechnic	18	52,500.00	Lung Cheung Government Technical School	6	5,500.00
City Polytechnic of HK	9	27,500.00	Tang King Po School	6	5,000.00
Hong Kong Baptist College	6	15,000.00	Kowloon Technical School	6	4,500.00
Morrison Hill Technical Institute	12	10,000.00	Kei Heep Secondary Technical School	6	4,500.00
Kwun Tong Technical Institute	9	8,500.00	Kei San Secondary Technical School	6	4,500.00
Kwai Chung Technical Institute	12	8,500.00	Shau Kei Wan Government Secondary Technical School	7	7,600.00
Haking Wong Technical Institute	6	7,500.00	CMA Choi Cheung Kok Prevocational School	48	29,000.00
Lee Wai Lee Technical Institute	6	12,000.00	CMA Prevocational School	62	34,000.00
Sha Tin Technical Institute	9	8,500.00	CCC Rotary Prevocational School	8	5,000.00
Tuen Mun Technical Institute	12	8,500.00	HK Weaving Mills Association Chu Shek Lun Prevocational School	7	4,500.00
Tang Shiu Kin Victoria Technical Institute	7	5,500.00			

tee" as soon as possible and to examine the needs of workers in different industries properly, so that the training courses could be properly designed to meet the market demands.

The CMA and Donors Scholarship Program has been running for 29 years. In 1992, the program presented scholarships at a total amount of more than HK\$360,000 to 309 outstanding students from 27 educational institutes. At the ceremony, souvenirs were also presented to donors in appreciation of their generosity and support.

Among those attending the ceremony were CMA Vice-Presidents Mr Yip Hing Chung, Mr Tony Chau; Executive Committee member and Chairman of Technical Education Standing Committee Mr Graham Cheng; members of the Executive and General Committees and guests from the academia.

## Presentation Ceremony of the Governor's Award for Industry 1992 — Machinery & Equipment Design

The presentation ceremony of the Governor's Award for Industry 1992 was held on 1992 December 9 at the Government House. The Right Honourable Christopher Patten, His Excellency the Governor, officiated at the ceremony. Other guests of honour included Sir Roger Lobo, Chairman of the Judging Panel; Mr T H Chau, Secretary for Trade and Industry; and Mr Herbert Liang, President of the Association.

At the occasion, the Right Honourable Christopher Patten said that there were three essential qualities which made a company outstanding: firstly, the will and drive to succeed; secondly, ingenuity in searching for new products, new and better ways of tackling problems and new approaches to finding customers; and thirdly, the professionalism to carry these ideas through. Mr Patten was proud of Hong Kong's manufacturing sector as it possessed the above qualities to make this tiny territory one of the most intensely productive areas in the world.

He emphasized that the Governor's Award for Industry was not just about awarding a few companies for their performance. It was to encourage and stimu-



The Governor Mr Christopher Patten (left) presents the Governor's Award for Industry 1992 — Machinery and Equipment Design to the winner Mr James Wang (right), Managing Director of 3C Ltd.

late all companies to push even harder for the breakthroughs and the success which would ensure their competitive position in the years ahead and as a direct result, ensured that Hong Kong continued to be one of the most attractive and user-friendly places to do business.

"And I would like to encourage companies which, perhaps, fear that they are either too new or too small, to enter the Governor's Award for Industry. This competition is not just for those with established names in manufacturing. Fresh ventures can come up with fresh ideas. Companies will be judged on their achievements, not their size or track record," he said.

The Right Honourable Christopher Patten presented the Governor's Award for Industry — Machinery and Equipment Design to 3C Ltd. Mr Herbert Liang presented the CMA Design Awards to Concord Technology Ltd, Fong's National Engineering Co Ltd and Po Yuen (To's) Machine Factory Ltd.

A display of the winning entries of the Governor's Award and a cocktail reception were arranged after the ceremony.

## Consul General of Australia Talks on Australia's Manufacturing

Dr Jocelyn Chey, Consul General of Australia, was invited by the CMA General Committee to speak on

## "Manufacturing in Australia: Opportunities for Hong Kong" at a dinner gathering held recently.

According to Dr Chey, at the beginning of this century, Australia was one of the wealthiest countries in the world. Its fortunes were founded on its rich natural resources of minerals and agricultural products which drove a large part of the industries of Europe and supported newly developed industries in Japan and China. Australia was known as "The Lucky Country". Unfortunately the luck ran out as commodity prices declined. Used to high living standards, Australia borrowed extensively overseas to maintain its welfare system and services which were made more costly by the scattered population along the coasts of the vast island continent. In spite of running out of luck, Australia is still the 13th largest economy in the world and the third largest economy in the Asia-Pacific region. Australia's GDP is about the same as that of all the Association of Southeast Asian Nations (ASEAN) countries combined.

Dr Jocelyn pointed out that dramatic sea-change has taken place in Australia's society in the last ten years which is less well known. Australia now firmly realizes that its rightful place is in the Asia-Pacific region. The racial composition of Australia has changed. In 1990/91, Australia had more immigrants from Hong Kong as Australia has had from the United Kingdom. Education system is also adjusting to these changes. There are 100,000 students in Australia studying Japanese. More people in Australia study Chinese as a foreign language than in any other country in the world. Moreover, communications with and in Australia have



changed remarkably. Every state in Australia is now linked with Asia by direct international flights. Telecommunications have been deregulated. It is as cheap to call most places in Asia from Australia as it is from Hong Kong. In parallel with these changes have come changes in the economic infrastructure. In the 80s, there was a period of extensive financial deregulation followed by an investment boom. This in turn was followed by the present recession, which probably lasted longer and deeper in Australia than in any other country. Right now Australia is full of bargains. Land prices and rents are incredibly cheap. Wages are competitive, even by Asian standards.

Dr Jocelyn stated that among these changes, the change in the business mentality is the most important. The Australian government has almost completed a ten-year program of tariff reduction which has forced Australian industries to become internationally competitive and to look overseas for markets. This change in business orientation from protectionism to competition has been painful but has pruned out most of the weaker companies and resulted in a good basis for growth as the world economy improves. Exports account for 25% of Australia's GDP and have a broader base than in the past. There has been a particularly strong growth in the exports of manufactured products to North and East Asia.

Dr Jocelyn said that the Australian Government now actively encourages overseas investment. It recognizes that the only way forward is to use creatively overseas finance and marketing skills. However, Australia is not indiscriminating in that aspect. Not every company should consider investing in Australia. Australia does not offer wide incentives for new foreign investment as some countries in the region do. Australian policy is that companies in Australia, whether local or overseas-managed, should be the best in the world. If they do not have that aim or cannot achieve that standard, they should not think about a future in Australia.

As far as relevant Australian policy is concerned, Dr Jocelyn opined that there is no discrimination between manufacturing activities overseas or on-shore. The Australian Government and the various state governments fully support companies moving into the region of dynamic growth. Australia has set up consulate in Hong Kong where most of the state governments have set up representative office. Australia would open a new consulate in Guangzhou in 1992 December to assist companies to expand their trade



Dr Jocelyn Chey, Consul General of Australia, speaks on "Manufacturing in Australia: Opportunities for Hong Kong" at a dinner gathering of the CMA General Committee.

prospects there. Dr Jocelyn pointed out that the Australian presence in the Asia-Pacific region is still relatively small. She hoped that it can be expanded by companies in Australia, Hong Kong and southern China co-operating to develop a triangular partnership. They can complement each other. A combination of Australian plants and raw and semi-processed materials, Hong Kong's management, capital and marketing, and southern China's land, labour and incentives, would be powerful indeed. Hong Kong companies must play the key role in such a partnership because they know the market better than anyone else.

Talking about investing in the manufacturing industry in Australia, Dr Jocelyn revealed that Austrade, the Australian Trade Commission, would appoint an investment commissioner in Hong Kong in 1992 December. The commissioner's main duties will be to introduce investment opportunities in Australia. Dr Jocelyn also made a few general remarks on the reason for investing in Australia. First is lifestyle. Australia with its beautiful scenery and unequalled leisure facilities, plus a secure environment and good public facilities such as universities and hospitals, is certainly an attractive place to live, even during the current recession. Second is infrastructure. Australia can offer advanced communications, easy transport, first-class commercial and industrial property and all the technical support needed to establish new industries. Third is wealth. Although the Australian population is only 17 million, they are relatively affluent and represent in themselves a local market which should not be overlooked. Fourth is educated workforce. The national system of universities and technical colleges provides

an abundance of well-educated technical and managerial staff. The minimum leaving age for school is 15, so industrial workers also have a good basic education level. Fifth is labour costs. Average wages in Australia are lower now when compared with say Singapore. Nearly half of the workforce is employed under "enterprise bargaining" — the level of wages and work conditions is determined by the employer in discussion with the relevant trade unions, and no longer determined by a central wage-fixing body. Sixth is the absence of inflation. Costs established now can expect to be maintained for the next few years as inflation is being kept to less than 2% per annum. However, Dr Jocelyn admitted that there are problems left in the Australian economy. Although reforms have been extensive and will continue, there are still some problems with unions and work practices. Nevertheless, it should be noted that the need to change is accepted universally and that unions are working closely with the government to remedy past anomalies.

Dr Jocelyn opined that it was now timely to invest in and develop Australia's manufacturing. Australian exports increased substantially in the past five years. The annual growth rate of 15% was the fastest in all OECD (Organization for Economic Co-operation and Development) countries and twice the OECD average rate. Elaborately transformed manufacturers such as scientific equipments, motor vehicles and parts, chemicals and pharmaceuticals, fashion goods and fabrics account for 14% of total exports and their export to Hong Kong has grown at 30% and to Taiwan at 60% in the past five years.

Lastly, Dr Jocelyn stated that in the next

decade, the market for all these goods would grow subsequent to the further opening up in China. The opportunities in China would be mirrored in the countries of South East Asia as they became more affluent. She was also confident that the US market would take steps to deal with some of their problems.

Dr Jocelyn was accompanied by Mr Hans Chey; Mr and Mrs Garth Hunt, Deputy Consul General of Australia; Mr and Mrs Robert Jennings, Senior Trade Commissioner; and Mr Anthony Go, Executive Director, Victorian Government Business Office.

Attending the dinner were CMA President Mr Herbert Liang; Vice-Presidents Mr Leung Nai Wing, Mr Yip Hing Chung and Mr Tony Chau; Honorary President Dr Philip Lai and Mrs Lai; Executive Committee members Mr Alexander Lo, Mr Lo Chin, Mr Wong Ping Sai, Dr Lui Ming Wah, Mr Joseph Lau, Mr Liu Yu Ting, Mr Choi Hin To, Mr Lee Sai Yick, Mr Chu Poon Shin and Mr Lin Fai Shat; General Committee members Mr Milano Choy, Mr Fok Wah Pun, Mr Wong Kwai, Mr Leung Chung Lick, Mr Chow Yun Sheung, Mr Lau Chi Yuen, Mr Vitus Szeto, Mr Sin Hon Pun, Mr So Hin Leung, Mr James Cheng, Mr Chan Fook Hing, Mr Lam Hok Po, Mr Chiu Chun Bong, Mr Jan Thai Lun, Mr Fung Yuen Hon, Mr Lai Wing Tim, Mr Lee Hung Tong, Mr Robert Mui, Mr Lee Chung Chiu, Mr Paul Chu, Mr Steve Lau, Mr Chow Lam Boon, Mr Ho Yuk Wing; and Sub-committee Chairman Mr Chao King Lin.

## Unveiling Ceremony of TCL Dr Stephen S F Hui Science Centre

To commemorate the late Dr Stephen S F Hui and his contributions rendered to the CMA Testing & Certification Laboratories (TCL), the TCL is now also named as Dr Stephen S F Hui Science Centre. The unveiling ceremony of Dr Stephen S F Hui Science Centre was held on 1992 November 21 at the TCL. Mrs Anna Hui, wife of the late Dr Hui, officiated at the ceremony.

CMA President Mr Herbert Liang also spoke at the unveiling ceremony. He pointed out that as Hong Kong's manufacturing industries were export-oriented, Hong Kong exports should follow and meet specific product standards adopted by the importing countries. He further said that good product quality should be

maintained to enhance the competitiveness of Hong Kong products in the international market. He opined that the late Dr Hui had devoted enormous efforts in supporting and encouraging the Association to establish an independent and non-profit making testing and certification centre, so as to provide technical support services to the industries. Starting from 1986 January, Dr Hui generously leased to the TCL three units of his property at Yan Hing Centre, Fo Tan, Shatin which is the current address of TCL, at an annual rate of HK\$1.

Mr Liang stated that through generous donations by Dr Hui, TCL's financial situation was greatly improved. More capital could be allocated for the installation of various facilities. In the past few years, the TCL has continuously installed advanced testing equipments of various kinds. Currently, TCL's testing services cover textiles and garments, electrical products, raw materials and products, toys and children products, water samples and industrial effluent, food and medicine etc. It also provides pre-shipment and technical consultancy services. In addition, the TCL has been appointed by the International Wool Secretariat as a qualified laboratory to carry out testing for all Woolmark and Woolblend-mark products. It has also entered agreements with many overseas organizations to provide relevant testing services for certain standards, such as the ST (Safe Toy) Mark of the Japan Toy Association and the GS Mark of TUV Corporation, Germany.

Mr Liang said that the TCL, established in 1979, is an independent and non-profit making organization. It has been accredited by the Hong Kong Laboratory Accreditation Scheme to provide product testing, inspection and technical back-up and consultancy services, and is now one of the major testing organizations in Hong Kong.

Attending the ceremony were CMA President Mr Herbert Liang; Executive Committee member and Chairman of the Committee on CMA Testing & Certification Laboratories Mr Peter Hung; Executive Committee member Mr Choi Hin To; General Committee member Mr Edward Wong; Sub-committee chairman Mr Chao King Lin; Mrs Anna Hui, Mr and Mrs Richard Hui, and other guests.

## Delegation from Anhui

A six-member delegation from Anhui province visited CMA on 1992 November 27. The delegation was warmly re-

ceived by Executive Committee member and Chairman of the Central and Eastern China Area Committee Mr Lin Fai Shat; Executive Committee member Mr Peter Hung; General Committee members Mr Edward Wong, Mr Chiu Chun Bong and Executive Secretary Miss Rita Tsui.

The delegates briefly introduced the business opportunities and industrial production in Anhui. CMA representatives were very interested in Anhui's natural resources.

## Delegation from Shaanxi Province

A four-member delegation from Shaanxi Province, led by Mr Zheng Si Lin, Vice-Governor of the People's Government of Shaanxi Province, visited the Association on 1992 November 11. The delegation was received by CMA President Mr Herbert Liang; Vice-President Mr Leung Nai Wing; Executive Committee member Mr Lee Sai Yick; General Committee member Mr Lam Hok Po and Mr Ho Yuk Wing.

At the meeting, Mr Zheng Si Lin pointed out that the government has started improving the infrastructure in Shaanxi so as to provide a favourable environment for the establishment of hi-tech industries. Mr Herbert Liang remarked that product research was also important to strengthen the industrial development in China.

The delegation aimed to introduce the central geographic location and the latest economic development plans in Shaanxi to Hong Kong. On 1992 November 12, a "Shaanxi Export Merchandise Trade Fair" was held and Mr Herbert Liang was invited to attend as a guest of honour.

## Delegation from Nigeria

A six-member delegation from Nigeria, led by Major Gen (Dr) A B Mamman, Honorary Minister of Industry and Technology, visited the Association on 1992 November 17. The delegation was warmly received by Executive Committee member Mr Chu Poon Shin, General Committee member Mr Ho Yuk Wing, and Executive Secretary Miss Rita Tsui.

At the meeting, Dr Mamman introduced the incentives currently offered by the Nigeria government. Both parties exchanged ideas on ways to enhance business co-operation between Hong Kong and Nigeria.



## Delegation from the Philippines

A 15-member delegation, led by the Governor of Cavite, the Gov Juanito Remulla, visited the Association on 1992 November 9. The Governor introduced the investment environment and the incentives offered in the free processing zones in the Philippines. He also stated that the well-educated labour force in the Philippines favoured the development of technology-intensive industries.

The delegation was received by CMA Vice-President Mr Tony Chau; Executive Committee member Mr Wong Ping Sai; General Committee members Mr Lam Hok Po, Mr Chiu Chun Bong and Mr Ho Yuk Wing.



CMA Vice-President Mr Tony Chau (front, 2nd from right) presents a souvenir to the Governor of Cavite, the Gov Juanito Remulla, the Philippines (front, 4th from left).

## Meeting with Egyptian Businessmen

Led by Mr Said El Tawil, President of the Egyptian Business Association, a 14-member delegation from various businesses in Egypt visited the Association on 1992 November 12. The delegation was received by CMA President Mr Herbert Liang; Vice-President Mr Chan Wing Kee; Executive Committee member Mr Paul Yin; General Committee members Mr Edward Wong, Mr Ho Yuk Wing and 14 members from different industrial sectors.

The delegation introduced the current development of manufacturing industries in Egypt which contribute 53% of the country's GDP. Within the manufacturing sector, 65% are under private control and more than 5,000 joint-venture projects are in operation. Investors in Egypt can enjoy tax holidays for as long as ten-year after they start production. There is also no quota restriction for exporting to the European market. The recently-established free trade zones are indeed very attractive location for Hong Kong manufacturers to diversify their businesses.

The formal introduction was followed by individual discussions between the delegates and the CMA members.

## Delegation from the Republic of Namibia

A seven-member delegation from the Republic of Namibia called upon the Association on 1992 November 11. The delegation was led by The Hon Ben Amathila, Minister of Trade and Industry, and was received by CMA President Mr Herbert Liang; Executive Committee member Mr Lee Sai Yick; and General Committee member Mr Ho Yuk Wing.

The Hon Ben Amathila stated that Namibia strived to develop as a distribution centre of its region. For this purpose, Mr Amathila welcomed investment from Hong Kong, especially export-oriented production.

## Delegation from Beijing

A 12-member delegation from Beijing visited the Association on 1992 November 27. The delegation, led by Mr Zhang Jian Min, Vice-Mayor of Beijing, was received by CMA President Mr Herbert Liang; Vice-Presidents Mr Yip Hing Chung and Mr Chan Wing Kee; Honorary Presidents Dr James Wu and the Hon Ngai Shiu Kit; Executive Committee



CMA President Mr Herbert Liang (3rd from right) presents a souvenir to Mr Said El Tawil, President of the Egyptian Business Association (3rd from left).



Mr Qin Ke Cai, Vice-Mayor of the Henan Province (2nd from left) introduces the current economic and investment conditions in Henan.

members Mr Peter Hung, Mr Paul Yin, Mr Lo Chin, Mr Wong Ping Sai, Dr Lui Ming Wah, Mr Liu Yu Ting, Mr Lin Fai Shat; General Committee members Mr Leung Chung Lick, Mr Chan Kim Sing, Mr Michael Sun, Mr Chan Fook Hing, Mr Lam Hok Po, Mr Paul Chu and Mr Ho Yuk Wing.

At the meeting, both parties exchanged views on the economic co-operation between Beijing and Hong Kong and the latest investment environment of Beijing.

## Delegation from Qi Tai He City, Heilongjiang

A six-member delegation from Qi Tai He City, Heilongjiang Province, visited the Association on 1992 December 4. Led by Mr Luo Shu Qing, Secretary of Qi Tai He City Municipal Committee, the delegation was received by CMA Executive Committee member cum Chairman of North-Eastern and North-Western China Area Committee Mr Liu Yu Ting and Executive Committee member Mr Lee Sai Yick.

At the meeting, Mr Luo introduced the investment environment in Qi Tai He City. He pointed out that Qi Tai He City, with its abundant natural resources and convenient transportation, welcomed Hong Kong investments.

## Delegation from Henan

An eight-member delegation, led by Mr Qin Ke Cai, Vice-Mayor of the Henan Province, visited the Association on 1992

November 27. The delegation was received by CMA President Mr Herbert Liang; Executive Committee members Mr Wong Ping Sai, Dr Lui Ming Wah, Mr Liu Yu Ting, Mr Lee Sai Yick; General Committee members Mr Chan Kim Sing, Mr Chan Fook Hing, Mr Lam Hok Po, Mr Peter Lee, Mr Ho Yuk Wing and four CMA member representatives.

During the meeting, Mr Qin introduced the current economic and investment conditions in the Henan Province. He also pointed out that the delegation aimed to foster economic relationship between Hong Kong and the province.

## Delegation from Heilongjiang

A six-member delegation from the Heilongjiang Province visited the Association on 1992 December 7. The delegation, led by Mr Lu Jing Tai, Deputy Secretary of Heilongjiang Provincial People's Government, was received by CMA Executive Committee member cum North-Eastern and North-Western China Area Committee Chairman Mr Liu Yu Ting; Executive Committee member Mr Lo Chin; General Committee members Mr Chow Yun Sheung and Mr Edward Wong.

At the meeting, both parties exchanged views on the economic co-operation between the Heilongjiang Province and Hong Kong.

## Barbados Seminar

With sponsorship from the Association,

the Barbados Industrial Development Corporation organized a seminar on "Manufacturing in Barbados" on 1992 November 24 to introduce the investment and trading environment of the country. CMA Executive Committee member Dr Lui Ming Wah addressed at the opening of the seminar. Dr Lui pointed out that regional specialization is a global trend. Barbados, with its good geographical location and infrastructure, well-educated and English-speaking labour, and the duty free and quota free access to the US, offers a good opportunity for Hong Kong businessmen to explore its potentials.

## Hong Kong Taxation Training Course

A three-module evening training course on Hong Kong taxation was organized by the Association on 1992 November 16, 18 and 20. Two senior tax managers Mr Jimmy Chung and Mr Edward Shum, and a group tax manager Mr Victor Woo from Coopers and Lybrand were invited as speakers. Although it was the second time the Association organized such kind of training course, the response was very encouraging.

The aim of the training course was to offer businessmen or managers an opportunity to understand taxation system and its principles in Hong Kong, especially in relation to profit tax, salary tax, and the PRC taxation system.

The course was divided into three modules. Module A, conducted by Mr Jimmy Chung, mainly concerned about taxation liability of businessmen. Covered topics included introduction of the principles of profit tax, financial management and tax planning, and off-shore claims (case study). Module B focused on taxation planning for employees. Speaker Mr Victor Woo concentrated on salary tax and tax considerations in offering employee welfare, provident fund and retirement scheme. In the last module, Mr Edward Shum emphasised on off-shore claims and China taxation. He gave a guideline to participants about the tax efficiency adoption in relation to investment in China. As China had become more popular for investment to Hong Kong businessmen, this module attracted the largest number of participants.

At the end of each module, there was a discussion session. Many of the questions raised by participants were discussed enthusiastically among speakers and participants themselves.



# 世界先端科技薈萃，盛況空前，不容錯過。

科藝儀器有限公司  
偉翰貿易有限公司  
雅雲行/ 司馬電機影刻器材有限公司  
安達電機有限公司  
旭昇洋行  
亞洲超聲波工程公司  
基托代理(香港)有限公司  
區強記機械集團有限公司  
百美貿易公司  
美國必能信超聲波(亞太)有限公司  
香港加德士有限公司  
凱基機械有限公司  
精品機械有限公司  
香港科學儀器社有限公司  
志偉彈簧五金製品廠  
高科化工有限公司  
盛家金屬製品公司  
昌錦磅廠  
祥源(興業)有限公司  
先達科技系統  
壯邦機器製造廠  
基業公司  
中建洋行  
大同機械國際有限公司  
D-M-E (H.K.) LTD.  
大偉機械有限公司  
杜芬工程有限公司  
正昌石油化工有限公司  
威力鐸接器材有限公司  
《電鍍與環保》雜誌  
義利工業機械有限公司  
恆暉氣動工程有限公司  
精藝洋行  
發格自動化(亞洲)有限公司  
泛思達(香港)有限公司  
香港工業總會  
祺泰洋行  
富源機械貿易有限公司  
富美樂發展有限公司  
金豐機械有限公司  
歌華國際貿易公司  
高威牌機有限公司  
浩金國際(香港)有限公司

恒和化工有限公司  
運通機器工程  
港九塑膠製造商聯合會  
香港壓鑄學會  
香港金屬表面處理學會  
香港五金商業總會  
香港模具協會  
香港氧氣有限公司  
香港塑膠科技中心  
香港生產力促進局  
香港優質產品標誌局  
香港品質保證局  
合發工業製品公司  
工業自動化  
國際中心有限公司  
勤泰科技(香港)有限公司  
佳利來洋行有限公司  
堅毅工程有限公司  
建生溶接器材有限公司  
建亞機械有限公司  
聖太油田五金工程有限公司  
九龍機械有限公司  
九龍五金彈弓廠有限公司  
力勁機械廠有限公司  
力豐機械有限公司  
利威工程貿易有限公司  
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利發機械(香港)有限公司  
雅各臣(中國)有限公司  
聯達科技公司  
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金科工程設備有限公司  
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毅成氣動機械公司  
東源機械有限公司  
鵬大溶接器材行有限公司  
訊通展覽公司  
寶源(陶氏)機械廠有限公司  
寶麗瑪國際有限公司  
波記電機公司

寶力機械公司  
快捷機械有限公司  
快捷包裝有限公司  
利可保工業公司  
三興製磅廠有限公司  
三達精細彈簧製造廠有限公司  
三和超聲波工程有限公司  
興華科儀有限公司  
深圳機械行業協會  
兆祥五金機械行  
順情實業有限公司  
時茂企業有限公司  
宏達電機公司  
世峰企業有限公司  
嘉信機械有限公司  
新科技技術有限公司  
台灣技術工業雜誌社  
德基洋行  
科技工程(香港)有限公司  
香港中華廠商聯合會  
添輝機械顧問工程公司  
東發精密工業有限公司  
鉅昇機械有限公司  
開原通貿有限公司  
全美科技有限公司  
旋怡有限公司  
東興電子儀器公司  
僑星機械公司  
超聲波工程有限公司  
聯合注塑機廠有限公司  
新華機械有限公司  
上村旭光有限公司  
VIP CO.  
威霸機械工程有限公司  
威信超音波工程公司  
永祥機械公司  
永信行  
誼康機械股份有限公司  
源發鋼牙公司  
北京分析測試學術報告會及展覽會組織委員會  
中國電子顯微鏡學會  
中國科學院北京電子顯微鏡實驗中心

## 香港連繫工業·國際機械展覽會'93

## 連繫工業展—塑膠館

## 現代科儀技術展覽會'93

日期：九三年三月十一日至十四日

地點：香港會議展覽中心

第六屆國際製造工程會議配合同期舉行



訊通展覽公司

九龍官塘成業街11號華成工商中心12字樓16室 電話：7639012 傳真：(852) 3410379

## Industry Affairs

### Hong Kong Technical Colleges

To provide Hong Kong with a new pool of highly-trained talents, the government has decided to expand the tertiary education. In this connection, two new technical colleges to be operated by the Vocational Training Council (VTC) will recruit students in the 1993/94 academic year. The two technical colleges are located at Chai Wan and Tsing Yi respectively.

The colleges will offer Higher Diploma and Higher Certificate courses in vocational fields which have previously been provided only at the Polytechnics. In addition to delivering high quality tertiary education and training, the colleges also work towards establishing close working relationships with the commerce and industrial sectors.

### Course on Polymer Processing

The Hong Kong University of Science and Technology will organize a professional short course — Polymer Processing from 1993 March 22 to 26.

The course will present the latest developments in plastic product design and manufacture of thermoplastics and thermosets, emphasizing computer aided engineering (CAE) for process development. Presentations will consider a wide

range of available polymer processes including polymer injection manufacturing. Lectures by world-renowned experts will be supplemented with hands-on experience using state-of-the-art engineering workstations and CAE software tools. Case studies will also show how the latest technological developments can be put to practical use. Laboratory demonstrations and visits to Hong Kong polymer processing companies are also included.

The course fee is HK\$4,000.00. Interested parties please contact Mr David Yu, Office of the Dean of Engineering, Hong Kong University of Science and Technology at tel no. 358 6956.

### Exhibition & Seminars on Surface Finishing & Environmental Technology

In view of the problems faced by the Hong Kong surface finishing industry, the Hong Kong Productivity Council will organize an exhibition and a series of seminars on "Surface Finishing & Environmental Technology" from 1993 March 25 to 27 at the HKPC Building. The objectives of the function are to introduce more about process automation and pollution control and to promote the products which demonstrate the latest technology in this field. The Association is one of the supporting organizations to sponsor the function.

In the three-days event, representatives from the government will be invited to address on the legislation on environmental control, and industrial safety will also be highlighted.

Exhibits include surface finishing chemicals and materials, advanced plating equipment, instruments for quality control, waste water treatment systems, ventilation systems and autodosing systems. Seminars' topics include legislation on environmental control and industrial safety, pollution free surface finishing technology and environmental technology.

### Unemployment Statistics

The latest labour force statistics released by the Census and Statistics Department indicated that both the unemployment rate and underemployment rate remained generally stable in recent months.

The seasonally adjusted unemployment rate for 1992 July to September was 1.9%, compared with 2.3% for the three months ending 1992 June and 2.1% for the same period in 1991. The number of unemployed persons in 1992 July to September was estimated at 51,400, compared with 65,800 in the three months ending 1992 June and 57,700 in the corresponding period in 1991.

	92 Jul-Sept	92 Apr-Jun	91 Jul-Sept
Unemployment rate	1.9%	2.3%	2.1%
Unemployed persons	51,400	65,800	57,700

## Environment

### Support to Industry on Environmental Matters

Responsible for a study commissioned by the Industry Department in support of Hong Kong's manufacturing industry in compliance with environmental legislation, the study team GHK-CES [Gilmore Hankey Kirke Ltd — Consultants in Environmental Sciences (Asia) Ltd] are undertaking an effluent sampling survey of 160 firms. The sampling and analysis will be conducted free of charge and the results will be sent to the firms. The results will be published only in aggregate form and any individual results will be kept strictly confidential. The data on the type and volume of effluent produced by different sectors will be given to the Industry Department.

This analysis service may cost a firm up to HK\$2,000 if conducted by commercial body. If any firms would like a free and confidential effluent sample of their final discharge, please contact Mr K L Pun or Mr E Huang of GHK-CES at tel no. 893 1551.

### Free Service on Chemical Waste Registration

New legislation to control chemical wastes has recently brought into force, under which all producers of such waste should have registered with the Environmental Protection Department by 1992

November 17. In the view that some owners and managers of small- and medium-sized factories might have experienced difficulties in filling out the forms, and that some companies were still not registered, the Centre of Environmental Technology (CET) is to offer a chemical waste registration service free of charge. CET will assist factory owners/managers to complete the registration forms by providing information on chemical waste types and help identify which of these are produced by their factories' operations. Moreover, it will provide a simple advisory and consultation service in tackling wastewater treatment problems.

Members who are interested in the above free service, please contact Mr S W Tam, Technical Services Manager of CET, at tel no. 788 7097.



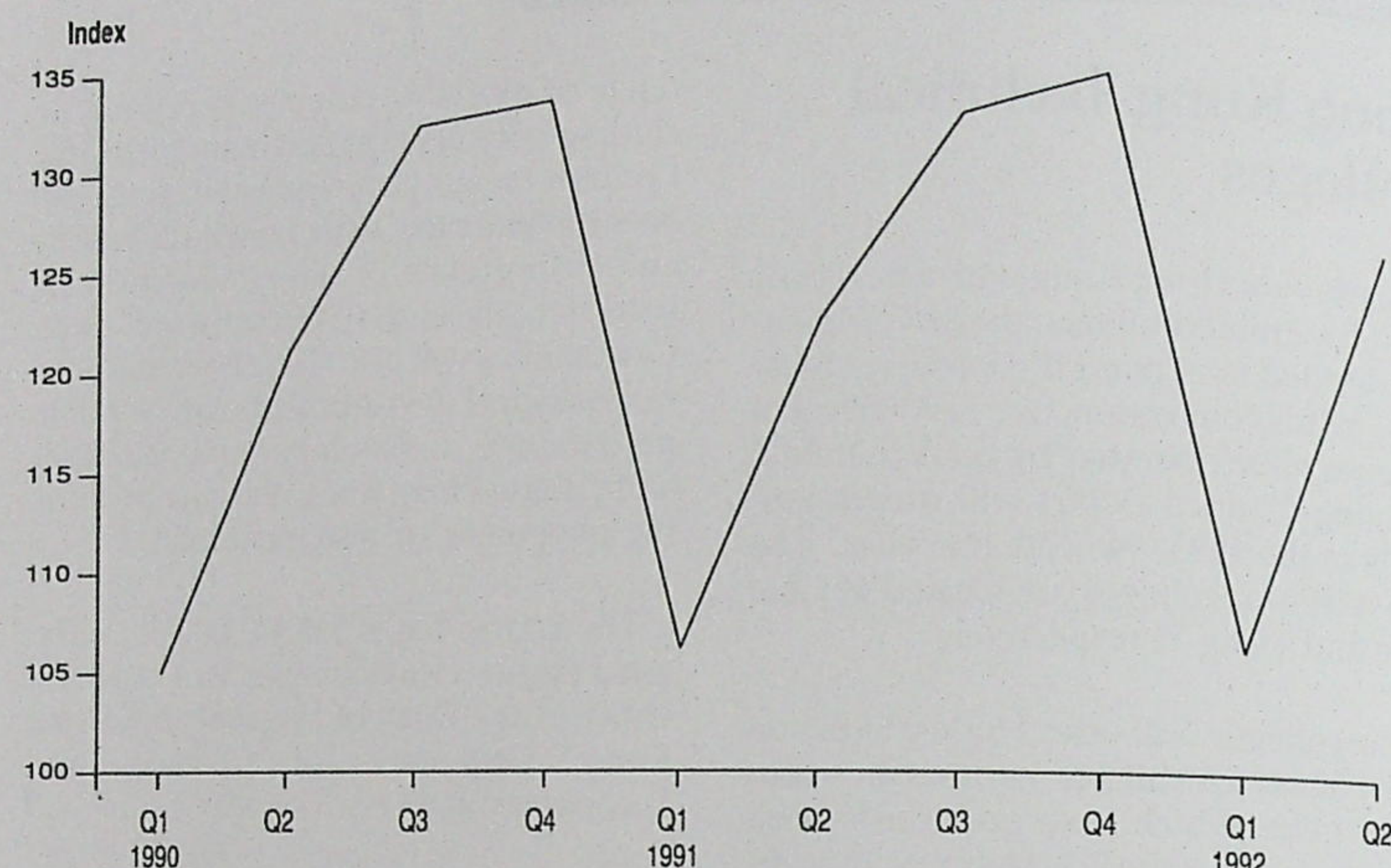
## Economy

### Industrial Production for 1992 2nd Quarter

According to the latest issue of the *Report on the Quarterly Index of Industrial Production* released by the Census and Statistics Department, the index of industrial production for the second quarter of 1992 was 126, 3.3% higher than that for the second quarter of 1991. Compared with the preceding quarter, the index showed an increase of 18.9%. This marked increase was, however, largely seasonal as production in the first quarter of a year is usually lower because of the Lunar New Year holidays.

When compared with the preceding quarter, all industry groups showed significant increases. An increase of 47.7% in production was recorded in the broad industry group of textiles (including knitting). Paper products and printing industry group showed an increase of 22.8% which was closely followed by the electrical and electronic products and machinery, professional equipment and optical goods industry group with an increase of 21.8%.

A significant increase of 17.8% in production was recorded in the broad industry group of paper products and printing when it was compared with the second quarter of 1991. The increase reflected the continued booming of the printing industry. Moreover, the output of the broad industry group of textiles (including knitting) also showed a notable increase of 11.1%. The output of the broad industry group of electrical and electronic prod-



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

ucts, machinery, professional equipment and optical goods increased modestly by 3.8%. Within this group, the production of machinery, equipment, apparatus, parts and components increased by 12.2%.

However, some industry groups showed decreases in production index when compared with the same quarter of 1991. The production of wearing apparel decreased slightly by 1.9%. The broad industry group of chemicals, rubber, plastic and non-metallic mineral products also showed a slight decrease of 2.4%. This was mainly due to a drop in the production of plastic products.

The index of industrial production is primarily set to reflect the changes over time of local manufacturing output in real terms.

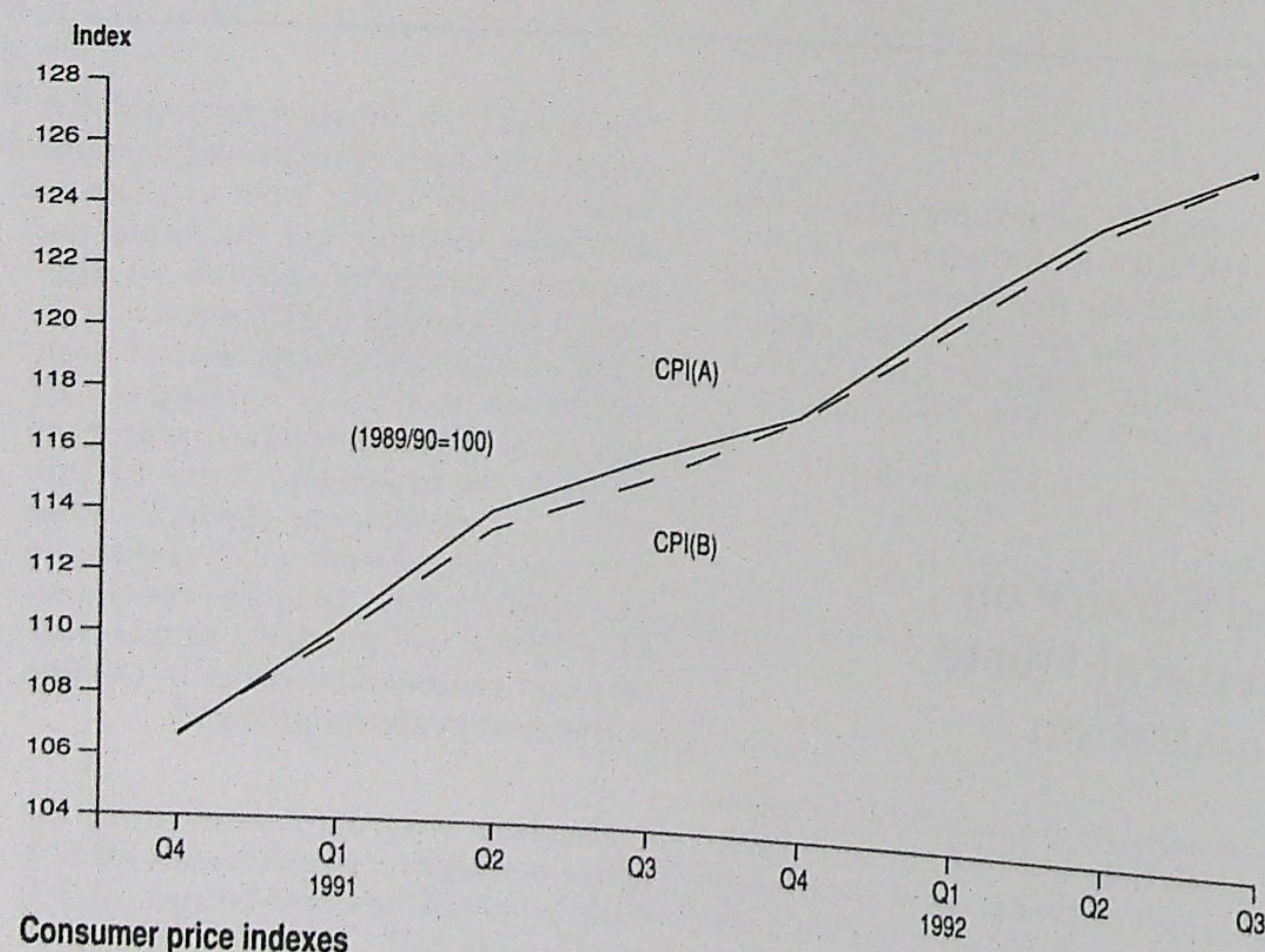
### CPI in the 3rd Quarter

The averages of CPI(A) and CPI(B) for the third quarter of 1992 were 126.5 and 126.4 respectively, showing increases of 1.7% in CPI(A) and 1.9% in CPI(B) over the second quarter of 1992.

When compared the Consumer Price Index (CPI) in the third quarter of 1992 to the previous quarter, moderate increases in CPIs over the second quarter of 1992 were recorded in housing category, with 3.4% in CPI(A) and 4.1% in CPI(B). This was due to higher rent for some private housing units and Housing Authority estates. Besides, services category showed increases of 3.9% in CPI(A) and 3.3% in CPI(B). The main reasons were higher charges for electronic games and medical services, as well as the annual increase in school fees and higher prices of textbooks. Moreover, other items showing mild increases included foodstuffs, fuel and light, alcoholic drinks and tobacco, transport and vehicles and miscellaneous goods.

On the other hand, clothing and footwear category showed slight decreases of 1.5% in both CPI(A) and CPI(B). This was due to lower prices of outer clothing as some department stores were on sale. Durable goods also showed little decreases of 0.5% in CPI(A) and 0.8% in CPI(B). This was the result of lower prices of electrical appliances, video and sound equipment, and travel and sporting goods.

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



Consumer price indexes

## The Chinese Manufacturers' Association of Hong Kong Comments on Political Reform Proposals made by H.E. the Governor in his Policy Address

Since political development would have significant impact on Hong Kong's social and economic stability, the Association believes that it is necessary to state its opinions on the political reform proposals made by H.E. the Governor.

We feel that the election in the functional constituencies and the future development of representative government in Hong Kong should be in conformance with the principles and spirit as laid down in the two white papers on Further Development of Representative Government published in 1984 and 1988 respectively. However, the delineation and election methods of the functional constituencies recently proposed by H.E. the Governor did not comply with those set out in the aforementioned white papers.

Through the seven ministerial letters exchanged between the Chinese and British governments in 1990, the Association believes that both governments had already established mutual understanding on the convergence of Hong Kong's political system. We endorse that the formation of the 1995 electoral college and its membership should comply with the agreed principles and consensus.

The Association stresses that political development should be gradual and progressive, and in compliance with the Basic Law so as to ensure the overall benefits to our society. The Association hopes that the Chinese and British governments will continue their consultation and discussion with friendly and cooperative attitudes. We believe that an early settlement will facilitate a smooth transition which will ensure social stability and economic prosperity in Hong Kong.



## Investment Profile

### Portland

Portland, located in the northwest portion of Oregon, USA, is a deep-water port city 176 km inland from the Pacific Ocean, along the Columbia River. As Oregon's largest city and the 27th largest metropolitan centre in the US, Portland's population is nearly 1.5 million and grows in a faster pace than most other US cities.

One of Portland's attractions lies in its development as a centre for trade and distribution. Foreign and domestic shipping lines, together with warehousing and distribution operations, are important elements of the economy. The transportation and distribution sectors contribute nearly one-fifth of Portland's gross income.

#### Port of Portland

The Port of Portland is a public corporation created by the Oregon Legislature to promote and serve the maritime, aviation, industrial and commercial interests of the Portland metropolitan area and the state of Oregon. The Port owns and operates five marine terminals, the city's international airport plus three general aviation airports, a major ship repair facility, a substantial river dredging operation and the largest industrial park in the metropolitan area.

#### Ocean shipping

The Port of Portland is the third largest West Coast port in terms of total foreign waterborne commerce, behind Long Beach and Los Angeles in California. The Port of Portland's five marine terminals in the Portland harbour handle containers, wheat and other bulk commodities, automobiles, steel, lumber and logs, machinery, and a wide variety of general cargo. In addition to regularly scheduled steamship service, the Port also receives frequent calls from charter vessels as well as river and ocean-going barges.

#### Aviation

Portland International Airport (PDX) is served by some 30 commercial airlines, over half of which are all-cargo carriers. PDX has roughly 500 scheduled daily operations and nonstop or same-plane service to 120 domestic and international destinations. As a major US West Coast

airport, PDX is experiencing rapid growth in both air passengers and cargo. In 1991, nearly seven million airline passengers used PDX. Growth in air cargo has been even more rapid, with an increase of 30% in the past three years, making PDX the 26th largest cargo airport in the US.

#### Office/industrial property

The Port of Portland has been marketing and managing a variety of business parks (office, warehousing and manufacturing operations) for nearly 30 years. The experience gained in real estate development ensures a well-planned, high quality business environment with excellent compatibility among neighbouring firms. Port-managed office/industrial park properties encompass nearly 3,000 acres (1,200 hectares) and are home to over 200 tenant firms, employing some 16,000 workers.

Unlike most other US ports, the Port of Portland has large tracts of developable land which is near or adjacent to major marine, aviation and ship repair operating areas. The Port's Rivergate Industrial District, zoned for a full range of industrial uses, contains 2,000 acres (809 hectares) of land adjacent to a marine terminal. Other Port of Portland businesses and industrial parks include Airtrans Center, Portland International Center, Mocks Landing, Port Center and Brookwood Corporate Park.

#### Portland ship repair yard

The Portland Ship Repair Yard (PSRY) is the biggest shipyard on the US West Coast. It is also recognized as one of the best in the country, and includes the largest floating dry dock in the US. In addition to repairing a variety of vessels ranging from tankers to cruise ships, PSRY has also engaged in constructing oil modules for the Alaskan petroleum industry since 1985.

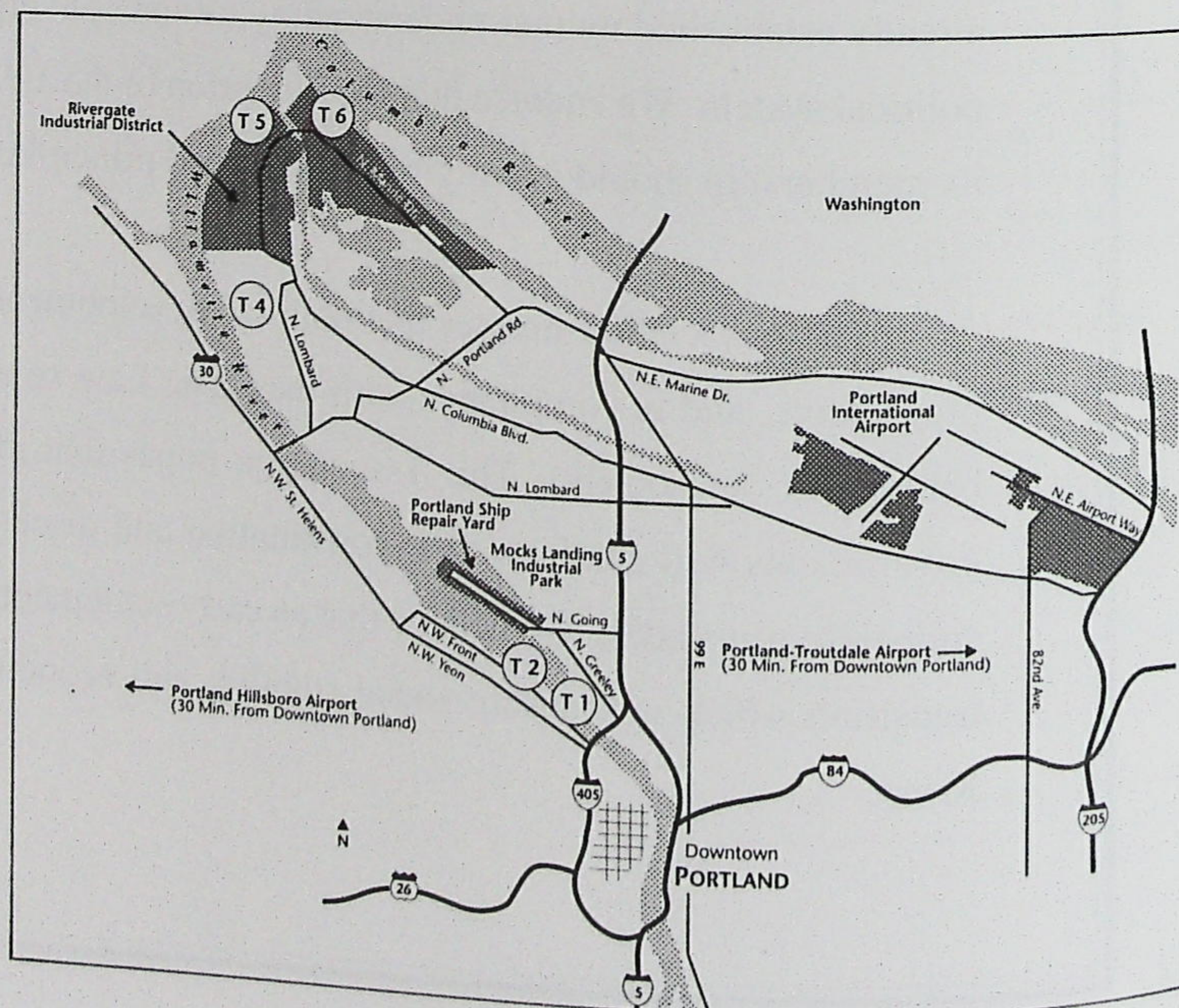
#### Distribution network

Portland is the transportation hub of the Pacific Northwest. A comprehensive network of steamship, barge, rail, truck and air service has contributed directly to Portland's importance as a manufacturing centre and has helped to make it one of the nation's leading wholesale trade and distribution headquarters.

As a city, Portland is ranked second on the US West Coast (behind Los Angeles) and sixth in the nation in the value of wholesale trade. In addition to seven container lines calling Portland with weekly service, Portland is also served by 30 airlines, three transcontinental railroads and over 100 regional and national trucking firms.

#### Labour force

Portland offers dependable work force with strong work ethic. Work stoppage



rates and union membership are well below the national average. The local labour force is characterized by very high productivity and low turnover rates. A recent business publication noted that Oregon's labour productivity is nearly 24% above the national average, second highest of any states. Portland's labour force is considered to be among the most highly educated and best trained in the US. Portland has the fifth best educated workers in the nation: 87.6% of Portland adults are high school graduates; 20.3% have completed college.

Continued in-migration to the Portland area ensures that the labour market continues to grow even as employment increases. Between 1987 and 1990, the local labour market grew at a rate of two and one-half times of the national average.

#### Business climate

Oregon's tax structure is competitive with other states. Oregon levies no sales tax — a major cost saving to companies constructing new facilities. Unlike other states, Oregon businesses pay taxes only

on net profits and not gross receipts. In recent years, Oregon has made great strides in reducing its corporate tax burden, dropping its corporate excise tax rate from 7.5% to 6.6%.

#### Utilities

##### Electricity and gas

Low-cost hydroelectric power — an added advantage of the area's abundant water resources — provides a substantial portion of the area's energy requirements. In addition to hydroelectric plants, nuclear and coal facilities are in place providing a diversified power generation base. There is also an abundance of natural gas available in the Pacific Northwest in sufficient volume to meet both present and future needs for many years to come.

##### Water

The source of water for the bulk of the Portland metropolitan area is the crystal clear Bull Run Reserve in the Cascade mountain range. Bull Run is managed by the City of Portland. The city's water



Mr George Nakata, General Manager of International Business Development of the Port of Portland, introduces the corporation's business on marine, aviation and ship repairing, etc.

system is now operating at less than 50% of its total capacity, supplying 120 million gallons (454 million litres) per day. The system is capable of delivering 310 million gallons (1,173 million litres) each day.

For further information, please contact Mr L T Chung of Sun Hing Shipping Company, the representing company of the Port of Portland in Hong Kong, at tel no. 823 5888.

(Source: The Port of Portland)

## Product Standards

### Toys and Children's Products Safety Ordinance

The Hong Kong Government has recently enacted the "Toys and Children's Products Safety Ordinance" which spells out the safety standards for children's toys and specified chattels used in association with children.

The Ordinance specifies that persons who manufacture, import or supply toys, including its packaging, is required to comply with each and every applicable requirement contained in one of the following sets of safety standards for toys:

1. International Voluntary Toy Safety Standard;
2. European Standard EN71
3. ASTM F963

For children's products, the manufacturers, importers or suppliers should also meet all respects of the specification established by the British Standards Institution.

The general safety requirement is also stated in the Ordinance and it is the duty of the manufacturers, importers or suppliers to ensure a toy or children's product is reasonably safe having regard to all the circumstances, including:

1. the manner in which, and the purposes for which, the toy or children's product is being or would be marketed, the use of any mark in relation to it and any instructions or warnings which are given or would be given with respect to the keeping, use or consumption of it; and
2. the existence of any means by which it would have been reasonable, taking into account the cost, likelihood and extent of any improvement, for it to have been made safer.

The commencement date of the Ordinance is scheduled for 1993 July. Manufacturers, importers or suppliers of toys and children's products are advised to supply their products in conformity with the requirements stipulated upon the Ordinance.

For further information, please contact Mr Patrick Yeung of Trade and Industry Branch, Government Secretariat at tel no.

810 2689.

(Source: Trade and Industry Branch, Government Secretariat)

### China: Quality Approval Licence for Exports of Toys

In order to adopt a more stringent control on the safety standards of toy exports, the National Export and Import Bureau of the People's Republic of China introduced a new regulation on the export of toys from China in 1992 September.

Toys manufacturers are requested to adopt the ISO 9000 quality system and get a product testing certificate from recognized laboratories before they are permitted to export the products. Only when the factory passes the audit testing of the quality system and the products meet the requirements of the standards set forth, the factory will receive a quality approval licence for export of toys which is valid for five years and subjected to interim auditing to the quality system. Details of the new legislation can be obtained from Mr Alfred Y Y Tang of Trade Department at tel no. 398 5447.

(Source: Trade Department)



# 誠意獻上.....



一套您不可缺少  
的記事好幫手

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

## 訂購表格

本公司欲訂購

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

公司名稱：

地址：

聯絡人：

電話：

現附上劃線支票（抬頭為「香港中華廠商聯合會」）\*港幣

元作為訂購費用。

公司圖章及簽署：

日期：

\*所訂購之物品不設送貨服務。如有垂詢，請致電本會會員聯絡部楊子權先生，電話542 8600。  
\*(廠商會會員可獲九折優惠，會員編號)

## Market Report

### A Review of EC's Trade Regime

#### The EC's integration programme

The concept of the EC as a single marketplace without routine internal frontier controls looks like it will be accomplished by its target date. However, many internal barriers remain inhibiting the totally free movement of goods, services, capital and people between the Member States.

#### Internal frontier controls

From 1993 January 1, all routine customs clearance and immigration checks on all goods and people are proposed to be abolished. However, the preventive controls against fraud and smuggling will continue unabated and customs will continue to be present at the borders for this purpose.

#### EC's external frontiers

Controls at the EC's external frontiers will remain much as they are today. Yet, the preventive controls are expected to be stepped up, so as to compensate for the fact that, once within the external walls, goods and people are freer to move without further check. Perhaps within five years, customs clearance for goods going to the EC will no longer take place at ports and airports, but be monitored at, and accounted for, from the exporters' and importers' premises on the basis of their records.

#### The business environment

The outcome in 1993 will change the business atmosphere and perception — a realization that the 12 countries are in reality a home market for sales and sourcing. Hence, Hong Kong companies have to treat the EC as a single market area for technical and distribution purposes, although tastes and market preferences will in many cases remain regional.

#### Key developments by sectors

Key issues relevant to selected sectors of particular interest to Hong Kong exporters are discussed in the following. These sectors are textiles and clothing, electrical and electronic goods, toys, and furs and leather.

#### Textiles and clothing

Exports of textiles to the EC are limited and controlled under Multi-fibre Arrange-

ment (MFA) so that no more than a certain amount can enter.

In future, the new MFA regime could be of two main features. First, a gradual increase in percentage of textile goods no longer subject to any restriction. Second, the MFA would be progressively dismantled in 10 years' time.

As a trade-off to moves to a more liberal or dismantled MFA regime, the EC has argued in the General Agreement on Tariffs and Trade (GATT) for a harder line on anti-dumping and anti-subsidy rules. Moreover, restrictions on east European textiles are being liberalized faster than those for Hong Kong and other producer countries.

Also, EC has decided to spend a reported ECU 500 million (HK\$5 billion) over five years to assist the viable EC textile producers under the 'RETEX' programme which inevitably institute a more active competition to Hong Kong exports.

Despite the difficulties, eastern Europe is going to be a force to be reckoned within textiles.

#### Electrical and electronic goods

In 1990 November, a resolution adopted by the Industry Council concerning electronics, information and communications technologies set out the major lines of EC policy in the sector. It underlined the perceived need for the EC to be in a position to take rapid and effective action against unfair competition and practices. Hong Kong companies are not only affected where they produce finished goods from local materials, but also where they use non-Hong Kong components, especially those of Japanese origin, in their products.

All in all, the electrical and electronic goods sector is one where a constant watch needs to be kept on the changing situation regarding anti-dumping actions, rates of import duty and standards. It is a fast-changing industry. The regimes and the attitude of protectionism or otherwise can change equally fast.

Although liberalization of the CoCom industrial list has freed most exports of electronic goods to previously restricted countries such as eastern Europe, export controls under CoCom apply to significant quantities of electronic equipment and especially to computers. Therefore, the re-exports of western originating electronic products to China, should be particularly carefully considered.

The Hong Kong exporters can note that the duty, and so the competitiveness of the landed price, can vary in certain circumstances. Sometimes it is possible to improve things with proper planning by, for instance, shipping the goods in a different form which will place them within tariff headings which attract lower rates of import duty.

#### Toys

Some interesting cases occurred during the past year in relation to tariff classification of certain toys in a way reduces or eliminates the import duty liability.

It remains possible to import goods into a member state which rules on the more favourable classification for duty purposes, and then transfer these goods after the duty has been paid to the member state for which they were intended.

#### Toy safety

It is obviously in the best interests of Hong Kong exporters to ensure compliance with the toy safety regulations, since most reputable importers and retailers will want to be sure that they are not at risk in selling the goods. Testing of the goods in the EC or at source is therefore advisable.

There is a particular point of concern which Hong Kong producers should note very carefully. Goods need not be described as toys to fall within the scope of EC legislation governing toy safety, because the scope of the EC Directive is quite clearly based on "a sufficiently broad definition of toys".

#### The CE mark

The CE mark is a way of acknowledging that the products meet the requirements of EC Directives, whereby the products can avoid the need to undergo multiple testing and certification in each member state. The mark is to be affixed by the manufacturers or the agent or importer who introduces the product into the EC countries and this person or company can be held responsible for ensuring the product's compliance with the requirements.

Hong Kong companies should watch this developing and very sensitive situation closely. They will need to comply from 1993 January, and will need to ensure that their products continue to comply with all the other existing relevant marks.

#### Fur and leather

Opinions differ as to whether fur and leather goods, having been in some cir-



cles discouraged by humanitarian trends, are now becoming less acceptable in countries such as the UK. In some EC countries they were never unacceptable.

However, legislation is beginning to apply to a number of types of fur and leather, while a major international convention, known as the Washington Convention has applied in the EC for ten years.

In general terms, Hong Kong exporters of fur and leather goods have already been aware of the controls over parts of trade, and the appearance of regulations which mirrors the increased humanitarian and animal welfare concern.

#### A short-list of relevant trade measures

##### Anti-dumping duty trends

Regarding textiles and electronics, there are clear intentions to press for a hard line and to seek resources to pursue Anti-Dumping Duty (ADD) matters. Recently, there have been occasions where the ADD is actually funded by the exporter and absorbed into the export price.

## Trade News

### Purchases of Home Appliances in Spain

Spanish purchases of home appliances have not been hurt much by the weakness in overall domestic demand resulting from the tightening of monetary policy by the Spanish authorities. Indeed, the Spanish Association of Home Appliance Manufacturers (ANFEL) stated that domestic consumption of these products was relatively strong in 1991, expanding by about 9% in volume. The still brisk housing market continues to be the main impetus behind the sector's health, although replacement purchases are gaining importance.

Leading the 1991 rise in Spanish apparent consumption of home appliances were clothes dryers, with a 53% increase. According to ANFEL, Spanish consumption of dryers has been robust over the past several years, with the 1991 total of 85,900 units that were more than three times as high as in 1988.

Another important contributor to the sector's growth over the past few years is the microwave oven, a product which has become well-established in the Spanish

#### Rules of origin

The non-preferential rules refer to qualitative criteria regarding the country in which the last substantial process or operation that is economically justified was performed, in an undertaking equipped for the purpose, and resulting in the manufacture of a new product or representing an important stage of manufacture. On the other hand, the preferential rules of origin usually require the goods to be directly consigned from the country of origin.

#### Article 115 trends

This Article of the Treaty of Rome may be invoked in order to allow an individual member state to restrict the import of a product for a limited time, even where that product is being imported (duty paid) from another member state.

#### Progress on harmonization of technical standards

Industrial bodies are pressing for more pragmatic approaches to be adopted in this area such as concentrating on areas for which there is a clear market demand,

avoiding duplication and shortening the procedures.

#### EC-funded technical assistance to Hong Kong competitors

It should be noted that the technical assistance must be seen alongside measures granting improved access to the EC for developing countries, through the duty-free regimes and the absence in many cases of quotas.

#### Conclusions

EC regimes impact hard on some of the areas which Hong Kong exporters would very much like to exploit more, therefore exporters will need not only to keep abreast of developments but also plan how to respond commercially to them.

Europe is facing a time of radical and rapid change which affects all those selling into the market; understanding and responding to this change are vital for the successful Hong Kong exporter.

(Source: Hong Kong Trade Development Council)

market. Domestic consumption of microwave ovens rose about 28% in 1991, with 521,000 units purchased during the year which represented more than two and a half times of those bought in 1988.

Last year also saw substantial increases in the consumption of dishwashers and freezers, as well as more moderate growth in purchases of conventional ovens, refrigerators, washing machines, and gas water heaters (though consumption of electric ones declined).

(Source: *Business Newsletter from Spain*, Volume 4, Number 8, 1992 September)

### China's Import Regulations and Procedures

China's reform of its foreign trade system has accelerated since the late 1991 when the Chinese government announced a series of policy change to liberalize its import market.

China's exports and imports are traditionally conducted according to a national plan. However, reform programs introduced in the last decade lowered the share of central planning sector in the

economy to 30 to 40% by early 1992. Major organizations responsible for devising trade policy include State Council, State Planning Commission, Ministry of Foreign Economic Relations and Trade (MOFERT), other ministries (particularly the industrial ministries), Chinese Customs, and sometimes provincial and municipal governments.

The central government has devolved many trade decisions on the regions since the early 80s. A significant proportion of China's exports and imports is handled by about 40 major specialized foreign trade corporations (FTCs); most FTCs have headquarters in Beijing and many regional branches. There are now around 4,000 entities in China, including certain large industrial enterprises which have the right to conduct trade. An enterprise without the right to trade must appoint an FTC to be its agent.

Most imports are subject to a series of approvals, usually by MOFERT or its regional branches, the ministry responsible for overseeing the manufacture of the product under consideration, and a regional government. The exact sequence of approval procedures may depend on the source of foreign exchange, and whether the import falls under the nation's economic plan, etc.

Import licenses are required for 53 product categories, with roughly one-third of them requiring approval by MOFERT in Beijing and the remainder approval by MOFERT's representative offices in the major cities. Imports subject to licensing now represents around 50% of the nation's import value. MOFERT planned to rescind the licence requirement on 16 import items in 1992.

China has a two-column tariff: a minimum rate and a general rate. The minimum tariff applies to products from Hong Kong, Taiwan, and countries that have concluded trade treaties or reciprocal favourable tariff treatment agreements with China; in other cases, the general tariff would apply. The tariff rates on raw materials (less than 20% in most cases)

and industrial supplies needed by China are relatively low and those on consumer goods are high, sometimes over 100%. Since 1992 January, China has lowered duties on over 200 import items, comprising mainly raw materials and agricultural products.

Materials and equipment imported by companies with foreign interest for manufacturing export goods or high-technology products, as well as supplies imported by representative offices of foreign companies are exempt from customs duties.

Chinese customs regulations provide for suspension of duties on imported goods stored in bonded warehouses. Goods may remain in bond for one year; application may be made to extend this

period by another year, at the end of which the goods must be either re-exported or licensed for import and import duties paid.

All import and export commodities are subject to inspection. Nine categories of commodities are subject to mandatory inspection by the State Administration of Import and Export Commodity Inspection. Applicable standards for inspection are those specified in the contract of sale, including standards for quality, weight, quantity, packing and inspection methods. Such standards must not be lower than the corresponding Chinese national standards.

(Source: The Hong Kong Trade Development Council)

## China / US / HK Trade Relations

### China/US/HK Trade Issues

#### Section 301 Settlement

##### Settlement of USTR Section 301 Investigation on PRC

The United States and the People's Republic of China reached an agreement on 1992 October 10 thereby resolving US concerns regarding access to markets in China. US Trade Representative Carla Hills said, "This historic agreement will provide the significant access that we have long sought to China's large and growing market. In bringing its practices in line with the international practice, China will help achieve its own goal of becoming a full member of the international trading system. It's a win-win situation." China agreed to significant changes in the four major areas identified in the investigation: transparency of rules and regulations, import substitution, standards and testing requirements, and tariffs. A working group will also be established to monitor compliance with this agreement.

#### Impact of the Sino-US agreement

Firstly, the agreement avoids the US threat of retaliation through substantial tariff increases on a major portion of PRC exports to the US. Such retaliation would have unavoidably injured Hong Kong. On the other hand, having been utilized a second time with success, the trade retaliation threat continues to be a powerful weapon and could well be used again.

Secondly, the agreement requires steps which will make the PRC market more open to imports. Under the agreement, the PRC promises to do the following:

1. Publish all laws, regulations, policies, and guidance on the operation of its import and export systems;
2. Remove most quotas, import restrictions, import licensing requirements, and import controls according to a strict timetable;
3. Significantly reduce tariffs on a wide range of products exported by US firms, including electrical parts, machinery, photo film products, instant cameras, iron and steel products, and chemical products; and
4. Does not apply import substitution measures nor require transfer of technology or local investment as a condition for granting import licenses.

Hong Kong businesses should consider whether these agreements may benefit their operations in the PRC or open new opportunities for them.

Thirdly, the agreement urges the US to "staunchly support" the PRC's achievement of contracting party status to the General Agreement on Trade and Tariffs (GATT). Such an achievement would regularize the basis for the PRC's world trade and assure certain trade benefits. One particular benefit of GATT membership is the provision in Article I of the ship is the provision in the contracting party to GATT requiring the contracting party to extend Most-Favored-Nation (MFN) treatment to the other contracting parties. On its face, PRC membership in GATT

would end the annual US political dispute over extension of MFN status for PRC imports.

However, it is not absolutely clear that GATT's MFN provision would control US policy. Section 402 of the US Trade Act of 1974 provides that products of a non-market economy country are eligible to receive MFN treatment only if the President grants annual waivers not overridden by the Congress. The statute does not on its face recognize an exception for GATT members.

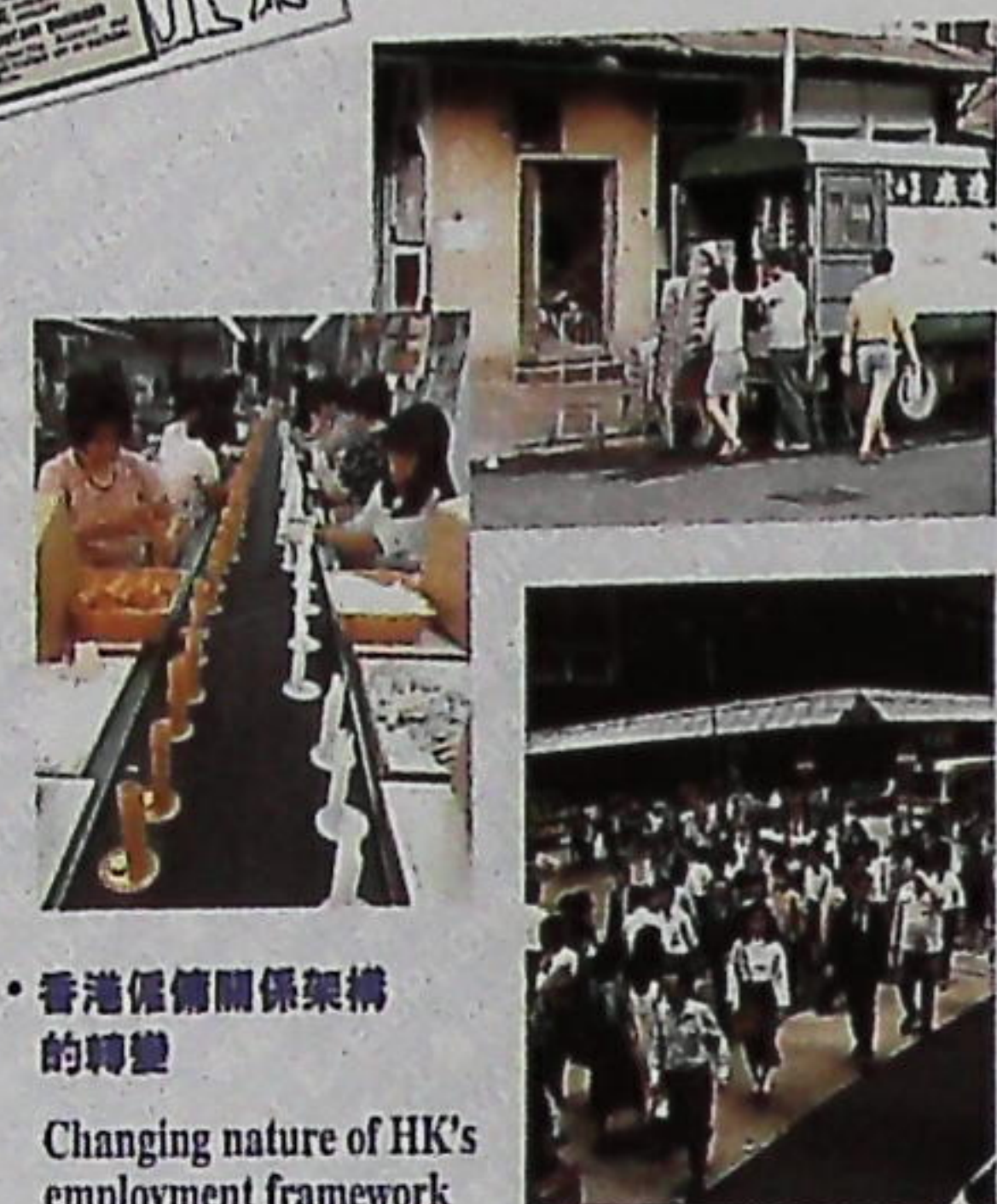
Decisions regarding GATT membership for the PRC and its effect on the need for annual renewal of the PRC's MFN status will not be concluded for some time. It is likely that in mid-1993 the US will still be operating under the annual-renewal regime, as the new President Bill Clinton and his Congress are more inclined to be protectionist and to use trade restraints as a tool to achieve human rights goals. This is made evident that during election campaign, Governor Bill Clinton once and again criticized President Bush's support for the renewal of the PRC's MFN status. He even endorsed legislation which would condition MFN renewal on modifications of Chinese behaviour on human rights, arms sales and trade.

#### US Congress

The US Senate officially adjourned on 1992 October 8 and the US House of Representatives on October 9 and will both reconvene on 1993 January 5.

(Source: Pettit & Martin - Consultant to the CMA)





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## Exhibition News

Date	Event	Venue	Exhibits	Organizer
1993 Feb 10-14	Middle East Int'l Consumer Electronics Show	Dubai World Trade Centre	Electronic products	Dubai World Trade Centre Tel: 971 4 306 4049 Fax: 971 4 306 4069
Feb 11-15	Taiwan Int'l Best Food Products & Equipment Fair '93	World Trade Centre, Taipei	Food, beverage, equipment & facility	Chan Chao Int'l Co Ltd c/o Paper Communication Exhibition Services in HK Tel: 763 9012 Fax: 341 0379
Feb 14-21	Indian Engineering Trade Fair	Pragati Maidan, New Delhi	Machinery & equipment	The Trade Fair Team, Confederation of Indian Industry, India Tel: 91 462 9994 Fax: 91 694 239
Feb 28-Mar 3	HK Int'l Fur & Leather Fair	HK Convention & Exhibition Centre	Fur & leather garments, accessories, machinery	Federation of Fur Manufacturers & Dealers (HK) Ltd Tel: 367 4646 Fax: 739 0799
Mar 11-14	HK Linkage Industry Int'l Machine Tool Exhibition '93	HK Convention & Exhibition Centre	Mould & tool making, surface finishing, plastics, hot & cold working, metal machining, machinery repair & maintenance	Paper Communication Exhibition Services Tel: 763 9012 Fax: 341 0379
	Exhibition of Modern Laboratory Equipment, Supplies & Services '93	HK Convention & Exhibition Centre	Analytical instrumentation, electronic balance, measuring instrument, laboratory supplies & accessories, universal testing machine & laboratory services	Paper Communication Exhibition Services Tel: 763 9012 Fax: 341 0379

## Training Calendar

Date	Event	Venue	Organizer	Contact person/Tel no.
1993 Jan 29-Apr 27	Certificate Programme on Executive Management Skills Development	Johnson Electric Management Development Centre, HKMA	The HK Management Association	574 9346
Jan 30-June 19	Distance Learning Programme on Finance & Accounting Made Simple	Winsor Industrial Management Development Centre, HKMA	The HK Management Association	766 3303
Feb 1-25	Business Starter Programme	11/F, VTC Tower, 27 Wood Road, Wanchai	The Management Development Centre of HK	Mr Sam Ying, MDC 836 1826
Feb 3-27	Small Business Counselling Workshop	11/F, VTC Tower, 27 Wood Road, Wanchai	The Management Development Centre of HK	Mr Sam Ying, MDC 836 1826
Feb 9	Case Study Group Annual Conference	11/F, VTC Tower, 27 Wood Road, Wanchai	The Management Development Centre of HK	Ms Madeline Yan, MDC 836 1822
	Organization Development Group Talk	11/F, VTC Tower, 27 Wood Road, Wanchai	The Management Development Centre of HK	Mr Lucius Lai, MDC 836 1827



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### 永遠會員

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Director:Leung Fook Sing  
Products:Shoes

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出品:成衣  
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Director:Windy Lam  
Products:Garments

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Sun Ngai Knitting & Gmt Fty Ltd  
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Products:Yarn & fabric, garments

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Products:Sweaters

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Campell Timer Ltd  
Managing Director:Eddy Li  
Products:Watch products

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出品:印刷品  
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Products:Printed matters

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Products:Sundries trading

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Nature of business: Advertising material & paper products

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Incolmann Industries Ltd  
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Nature of business:Porcelain decorative items

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Dixton Int'l Co Ltd  
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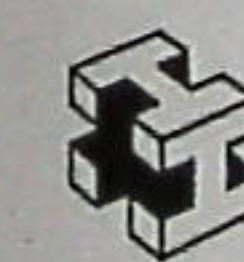
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業務:玩具、運動用品及雜項  
Betterprice Export Ltd  
Manageress:Cheung Man Han  
Nature of business: Toys, sporting items & sundries

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