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本會會員在國內投資概況

Survey on CMA Members' Investment in China

敬啓者：

港、粵通訊暢順，自然生意興隆

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本會會員在國內投資概況

調查目的

本會最近就會員在中國投資的狀況進行一項調查，旨在評估投資現況，並搜集會員的意見及尋求協助會員的可行方法。

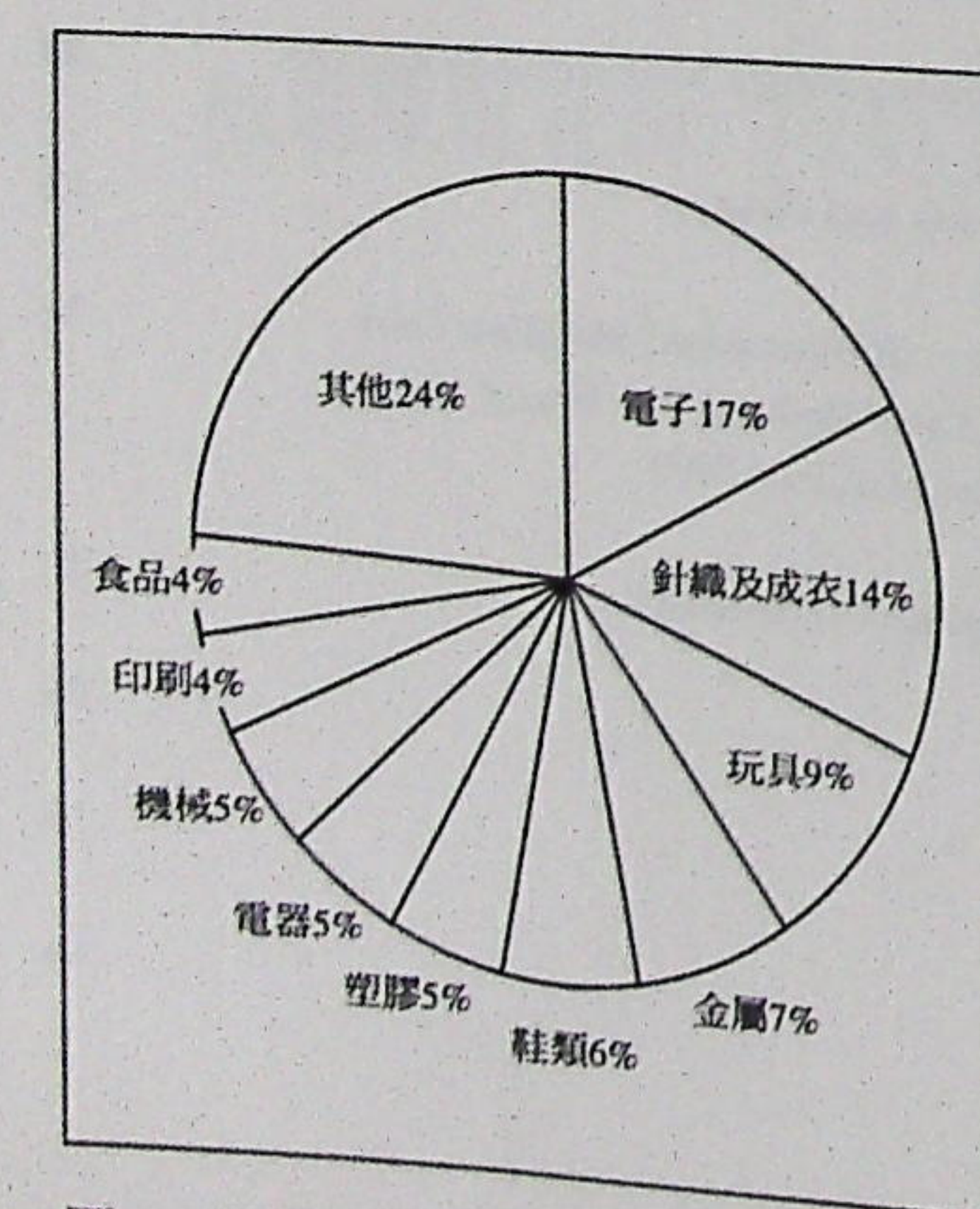
反應

調查對象為本會3,600位會員。回應者共180位，佔本會總會員數目的5%。

儘管回應率未如理想，但所收集的資料仍足以反映香港製造商的現況；即使有更多的回應，誤差亦不會太大。

工業

180位回應者來自工業界各業：17%來自電子業，14%來自針織及成衣業，接着是玩具業(9%)、金屬業(7%)、鞋業(6%)、塑膠業(5%)、電器業(5%)、機械業(5%)、食品業(4%)及印刷業(4%)。其他少數的工業如傢俬、床褥、獎品及文具和化學品等佔其餘24%。



圖一：回應者所屬工業



深圳鄰近香港，是本港廠商在內地的投資重點之一。

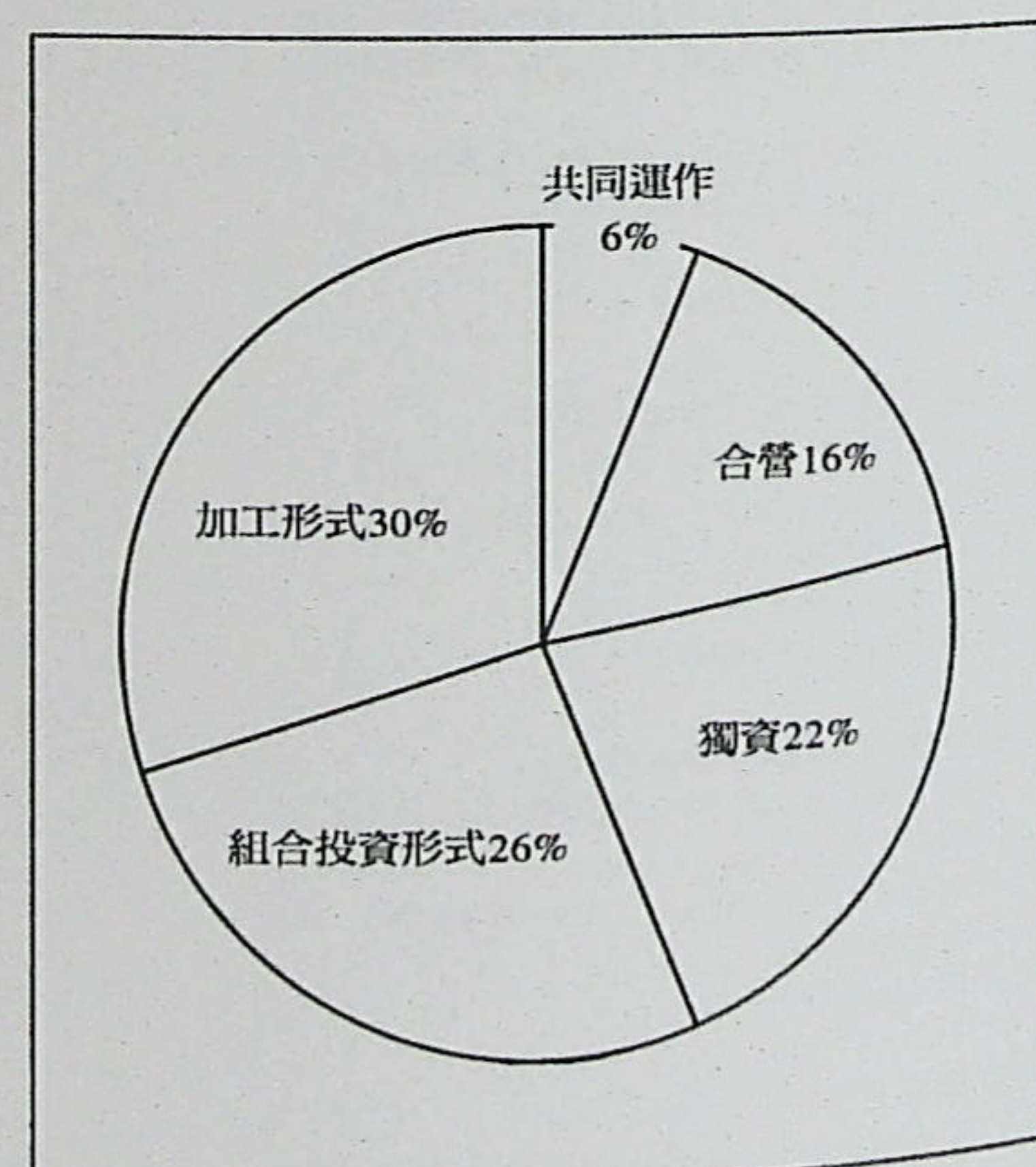
在回應者當中，有155位(86.1%)表示他們在中國至少有一所生產企業；其餘25位到現時為止仍沒有在內地設廠。然而，其中11位表示他們計劃在未來三年內到中國設廠；其餘14位卻沒有這樣的計劃，他們分別來自織造業、成衣業、印刷業、電子業、食品業及藥品業。

這些織造業及成衣業製造商不在內地設廠是由於香港政府的配額及產地來源證限制。食品及藥品製造商則需要衛生的環境，並可能要遵守嚴格的國際品質標準。電子業則需要高水平技術、技術熟練的工人及較先進的設備。

投資種類

在155位在中國有生產設備的回應者當中，有22%設立獨資私人企業，16%與中國伙伴合資經營，6%採用共同運作形式。

26%回應者所參與的投資形式多於一項，以分化風險；他們通常於不同地點擁有兩至三間工廠，以盡量利用各處的可利條件。



圖二：回應者的投資種類

工人數量

由於回應者代表工業的不同界別，故比較他們所聘用的中國工人數目不盡公平。然而，有趣的是回應者當中有28%僱用了101至200名工人，18%僱用了逾1,000名工人。其中一位回應者表示，他們設在廣州及深圳的工廠共僱用了12,000名工人。然而，只有少數回應者

(少於5%)僱用了600至1,000名工人。

僱用超過1,000名工人的回應者分別生產玩具、電子製品、電訊設備、私人電腦及外圍設備、電器、成衣及飾物、塑膠、獎品及文具、相機及雙筒望遠鏡、藤傢俬、鞋類、打火機、時裝飾物、迷你汽車及印刷品。

廠房地點

正如預料所及，投資集中於珠江三角洲鄰近城市，儘管某些投資項目已擴展到北部及內陸地區，如北京、天津、四川、西安、蘇州、寧波、山東及內蒙。

除了容易聘用勞工及地理位置接近外，原料供應對投資者來說亦是一個決定性因素。例如，一位從事絲綢生意的回應者在蘇州設廠，另一位生產紡織品及化學品的回應者則以聯營方式在寧波及山東設廠。

中國工人的工資

46%回應者表示，中國工人的平均工資(包括額外工資及津貼)大約為每月人民幣501至750元，36%表示他們每月以少於人民幣500元僱用一名工人，23%則表示他們每月以人民幣751至1,000元僱用一名工人。

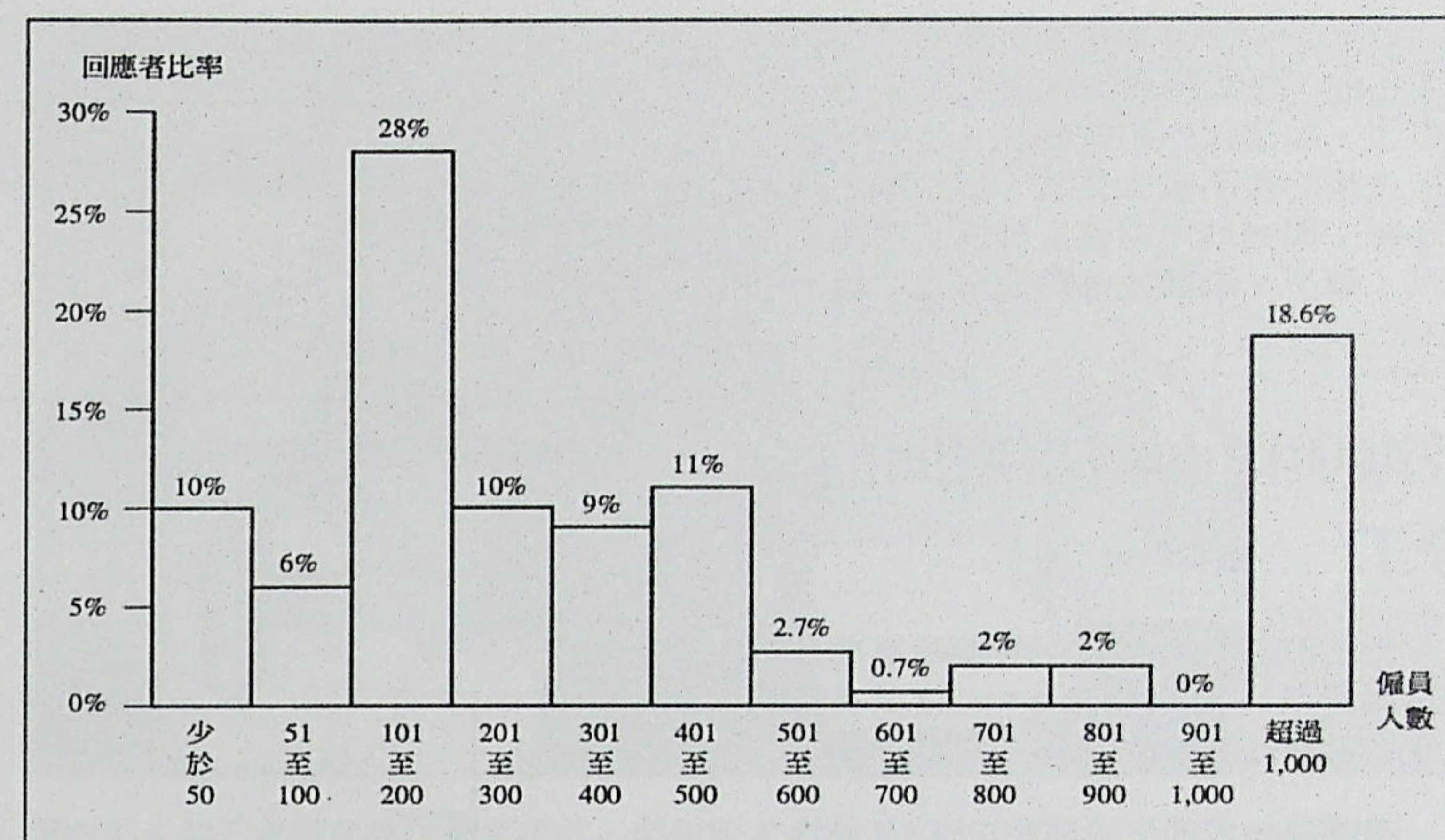
回應者表示，深圳地區的工人工資一般比內地及新發展城市為高。

熟練工人通常要求較高工資。一位在深圳及廣州生產塑膠及電子玩具的回應者表示，生手工人所需工資少於人民幣500元，普通熟練工人則為人民幣750至1,000元，技工則為人民幣1,251至1,500元，而經理則須人民幣1,750至2,000元。

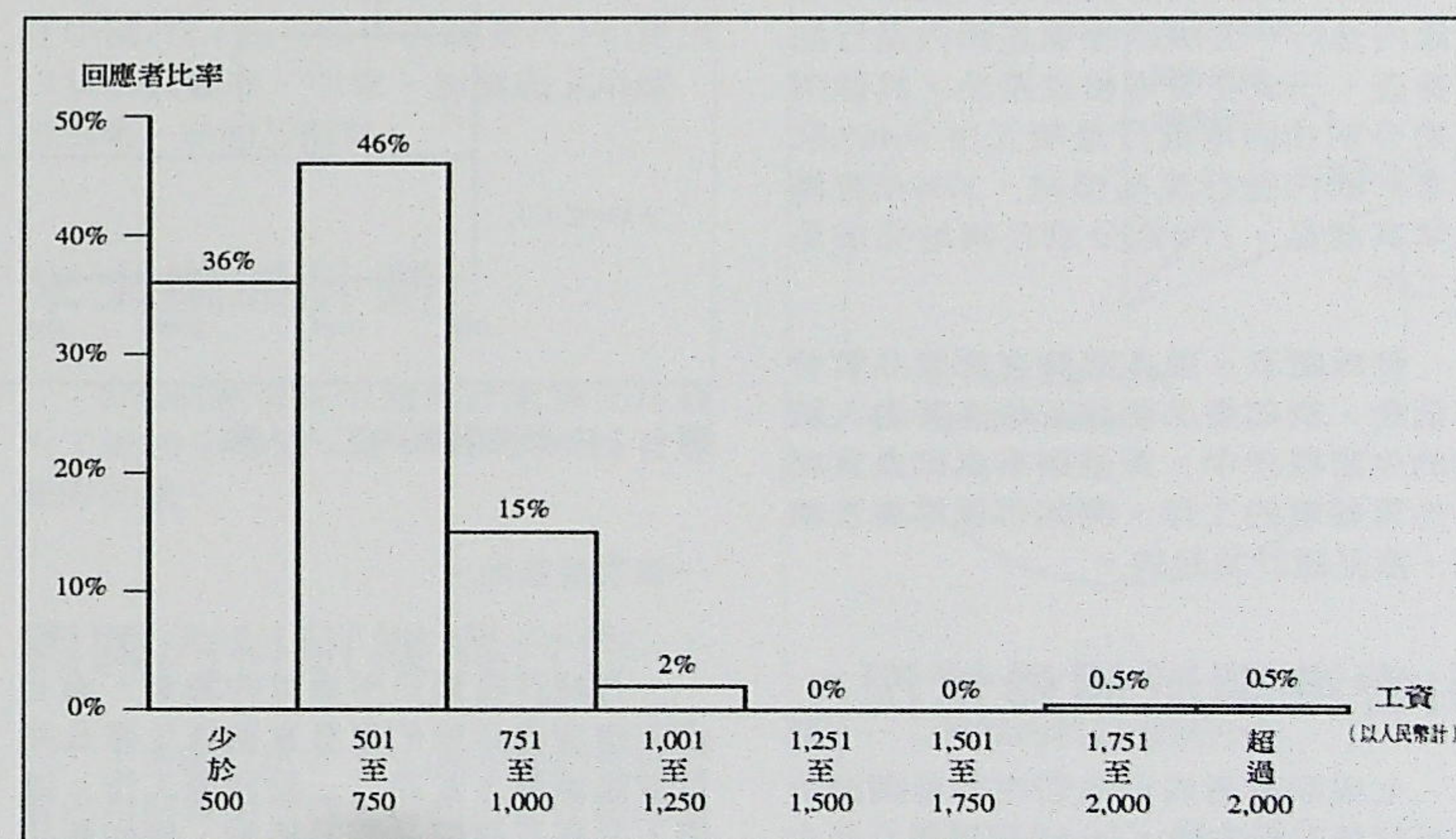
個別工業如電子業須要僱用技術知識水平較高的工人，故所付工資亦較高。

一位生產金銀珠寶的回應者則論件計酬；他表示，其工人之每月收入大約為人民幣1,751至2,000元。

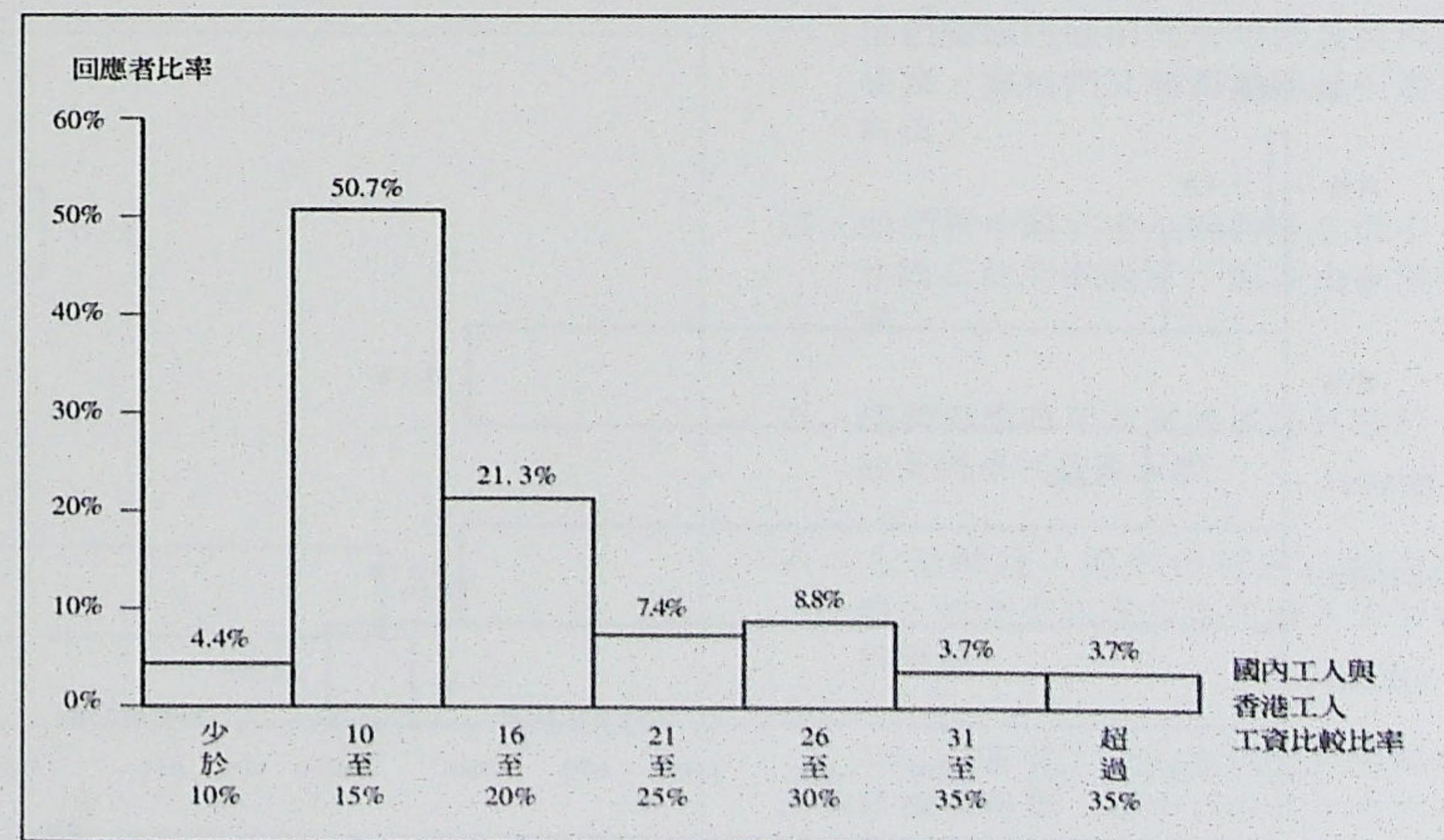
與香港工人的一般工資比較，50.7%的回應者表示中國工人的工資只是香港工人的10至15%，亦即以香港工人的一個月工資，製造商可以在中國僱用七至十名工人。



圖三：回應者的僱員人數



圖四：中國工人的平均工資



圖五：國內工人與香港工人工資比較比率

只有7.4%的回應者表示他們給予中國工人的工資為香港工人每月工資的三成以上，這個比例相對較高。這些回應者所生產的產品較為先進，例如電子防盜系統；閃光燈、相機及雙筒望遠鏡；玩具；電子、視聽及電訊產品及文儀用品。

香港與國內辦事處間的分工

大部份回應者(93.8%)在香港推廣及銷售其產品，只有少數(4.8%)分別在香港及中國設有辦事處。

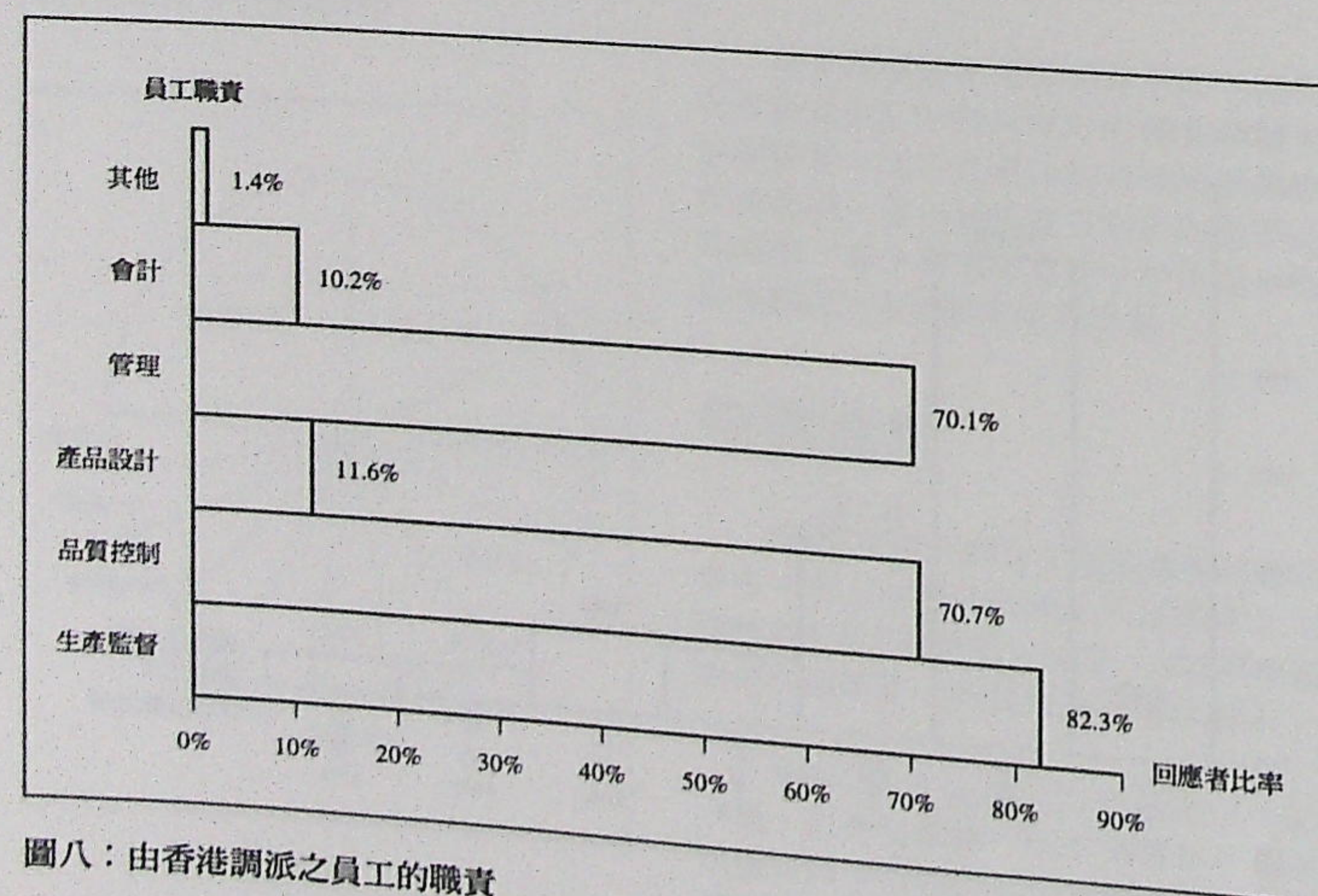
同樣地，大部份回應者(88%)在香港進行產品設計，6%分別在香港及中國進行是項工作，6%在國內設計其產品。

然而，品質檢查及產品測試則較多在國內進行。五成回應者在國內進行品質檢查，三成在香港檢查產品，其餘兩成則分別在兩地進行是項工序。46%回應者於國內進行產品測試，37%在香港測試其產品，17%則分別在兩地完成是項工序。

資料顯示，很多回應者都將品質管制活動，例如產品測試及檢查等融入國內的生產程序中。香港辦事處則負責服務性質較重的工作，例如市場推廣及銷售、產品設計及包裝。

由香港調派僱員情況

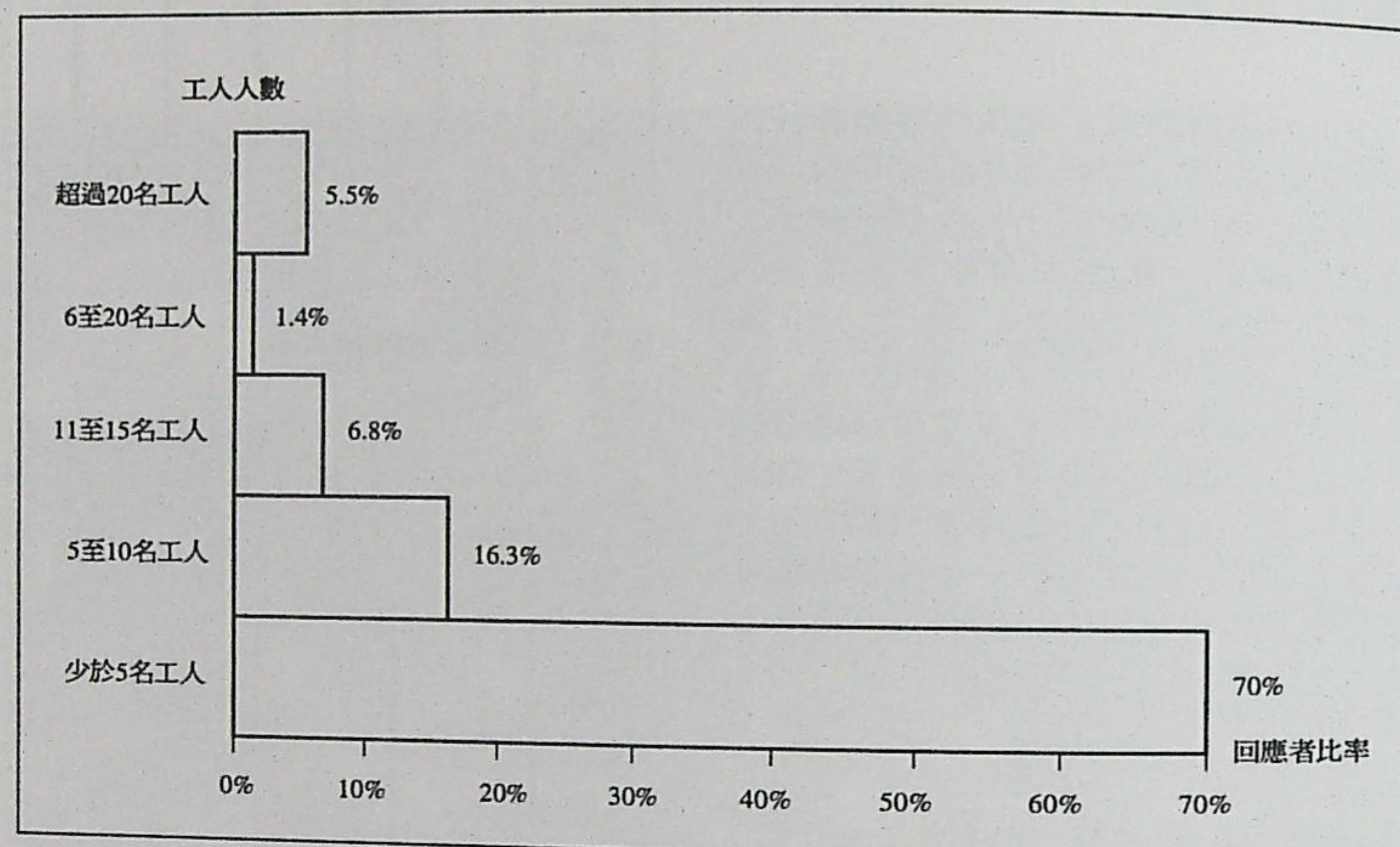
七成回應者表示他們由香港調派少於五位員工到中國，16.3%則調派五至十位僱員，5.5%調派逾20位僱員。他們全部均僱用上千工人，並在國內建立多於



圖八：由香港調派之員工的職責

| 工作 | 回應者比率 | | |
|---------|-------|-----|-----|
| | 香港 | 中國 | 兩地 |
| 銷售及市場推廣 | 93.8 | 1.4 | 4.8 |
| 產品設計 | 88 | 6 | 6 |
| 品質檢查 | 30 | 50 | 20 |
| 產品測試 | 37 | 46 | 17 |

圖六：香港與國內辦事處間的分工



圖七：由香港調派的工人人數

一個生產基地。

有關該等僱員所負責的職責，逾七成回應者表示他們須負責監督生產及品質管制過程，並履行一般管理工作。這與上文提及有關品質等活動，例如產品檢查及測試已融入國內的生產過程之現象吻合。

保留在港進行的生產活動

逾半數(53.7%)回應者表示他們已將所有生產活動移往國內進行，46.3%表示他們仍保留部份生產活動在港進行。

香港作為轉口港

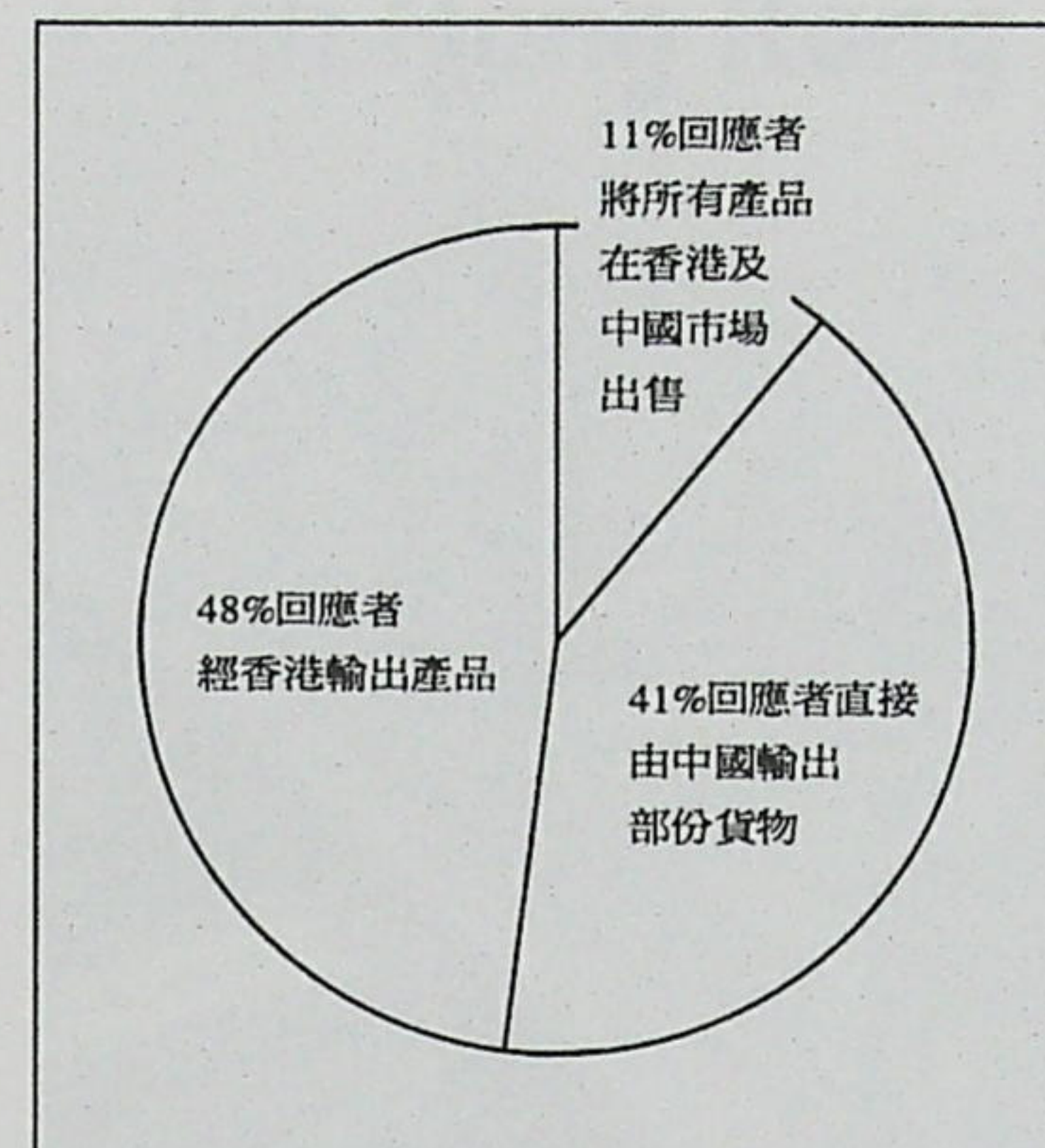
48%回應者表示，他們在國內製造的所有產品均經由香港運往海外市場。

41%回應者由中國直接出口部份產品，剩餘的部份則經香港轉運其他地方，或留在香港或國內市場出售。

11%回應者表示他們所有產品均被香港或國內市場所吸納。

回應者選擇香港作為轉口港，原因如下：

- 一、負責海外市場推廣、船務安排及出入口文件的總辦事處均設在香港；
- 二、他們的產品必須在香港作最後檢查



圖九：香港作為轉口港

及測試，以確保其品質水準；

三、國內的工廠只完成部份生產程序，半製成品將運到香港作最後加工、裝配及包裝；

四、香港之貨運較有效率及可靠；

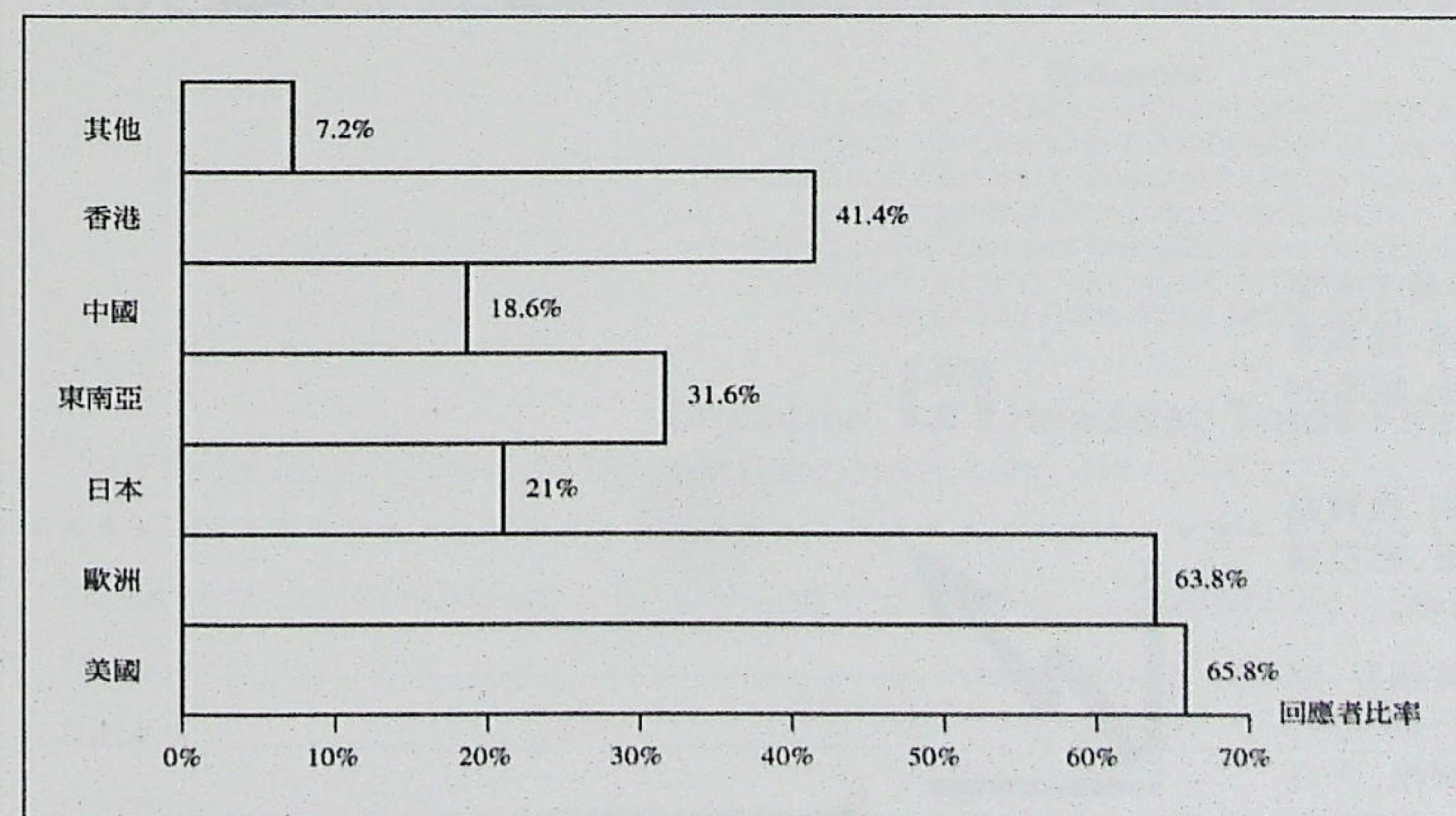
五、若產品需要採用航空運輸，香港擁有最近、最方便快捷的機場；

六、買賣合約往往以大部份海外顧客接受的香港離岸價形式簽訂；

七、國內（尤其是內陸地區）沒有運輸代理或船運服務可直接將貨物運往海外；及

八、若產品直接由國內港口輸出，送貨可能會受所需清關手續延誤。

超過六成回應者表示其主要市場為



圖十：回應者的主要市場



國內工人的工資近年雖然有所提昇，但與香港一般工人的工資比較，仍然相距甚遠。

美國及歐洲，41.4%認為香港是一個重要市場，接着是東南亞(31.6%)、日本(21%)及中國(18.4%)。部份回應者(7.2%)更出口貨品到澳洲、中東、加拿大、東歐、新西蘭、非洲及南美。

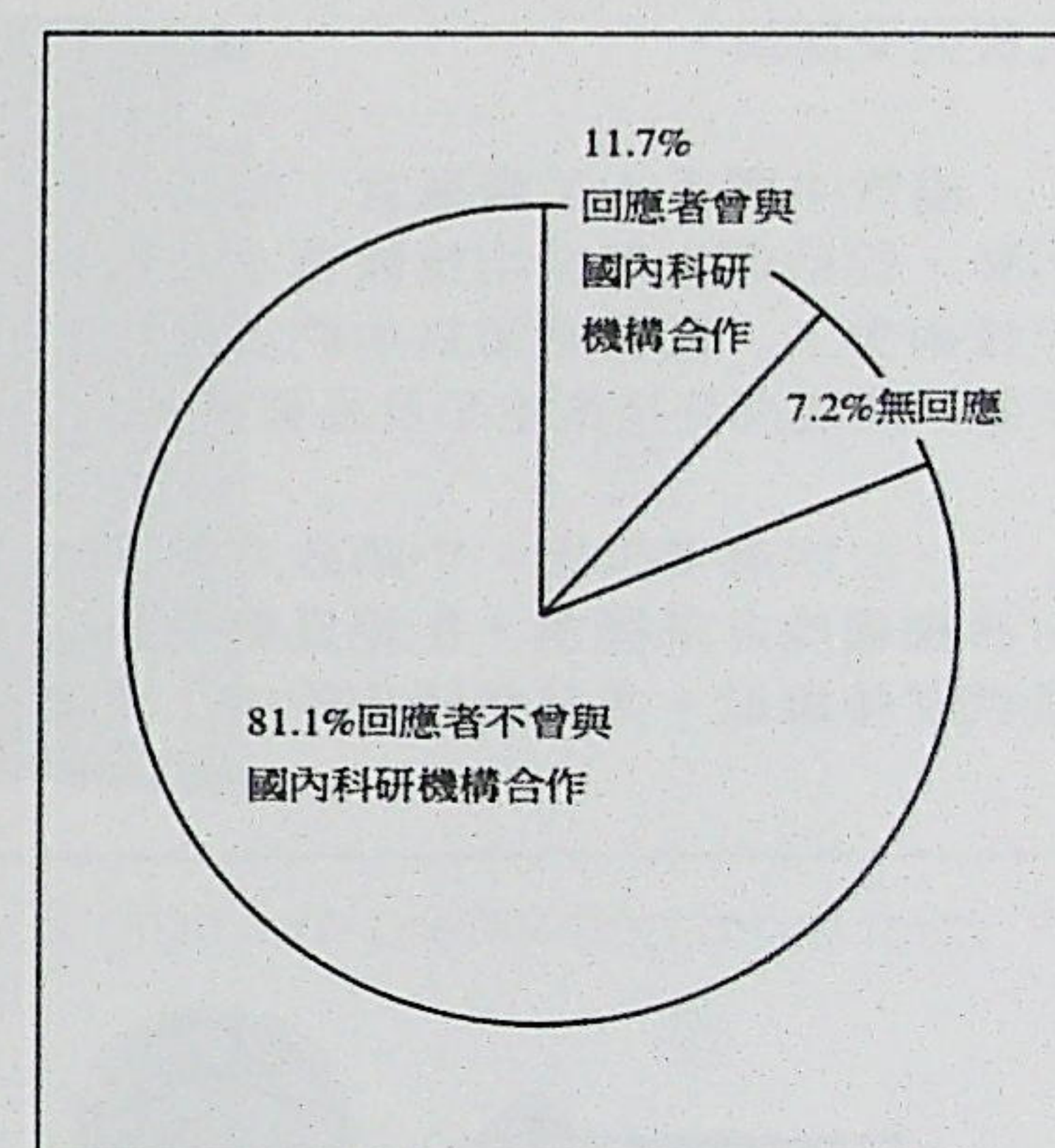
未來擴展計劃

83%回應者表示他們計劃擴充其國內工廠的生產量，而17%則表示沒有這樣的計劃。

與國內科研機構合作

大多數回應者(87%)表示他們沒有和國內科研機構合作，以利用其技術成果營商；原因如下：

一、他們不清楚有關機構的所在、任務



圖十一：與國內科研機構合作

及所提供的服務；

二、他們認為沒有什麼合作機會；

三、他們認為這些研究所均涉及高科技發展，而他們又無需為產品引進高科技；

四、他們對中國式產品設計缺乏信心，並擔心他們的設計不能迎合市場要求；

五、他們的產品是在香港或海外設計，故受到專利註冊保護；

六、在現階段，他們仍可自己解決問題，故不欲在這方面投資人力及物料資源。

21位回應者(11.7%)表示他們曾與國內科研機構聯繫；其中11位表示合作成功，八位表示合作協議正在商討中，只有兩位表示其合作計劃失敗。

在中國投資的評論

很多回應者指出中國沒有足夠的工業基本建設，例如道路系統及電訊網絡不便、運輸設施不足和水電缺乏等。這些因素可能會妨礙生產，有時甚至延誤送貨。他們希望中國政府能盡快改善這些基本建設。

回應者又指出，他們對於各政府部門複雜的關係、工作程序及限制措施感到疑惑。他們希望中國政府能明確地對投資者解釋有關法例及工作程序，使經濟活動能在官僚作風最淡薄的環境下進行。

回應者亦促請中國政府加快清關服務，使他們能迅速接收及處理物料，使送貨免受延誤。

儘管中國工人工資廉宜，而且容易招聘，但他們大部份均為教育水平低的非技術勞工。僱主必須為他們安排特別訓練，以提高其技術水平及品質概念。

一位回應者指出，中國政府與香港財務機構均非常謹慎，拒絕為聯營公司提供財務協助，尤其是國內的中小型企業。

業。投資者在面對困難時顯得無助。

一些回應者認為，在中國進行投資之前，投資者必須評估其財政及管理能力、與中國同業的關係及手頭上的訂單數目。他們建議在運作方面必須取得全部的管理自主權，尤其是經營合營企業。

很多回應者明白到中國擁有龐大的消費市場，並希望尋求進軍國內零售市場的可行途徑。然而，他們經常對有關規例及申請程序不熟悉。

雖然中國政府向香港投資者提供很多有利措施，一位生產電子產品的回應者卻列出中國投資環境的五項缺點：

- 一、運輸費及來往中國所需時間均會增加成本及延誤送貨；
- 二、中國的基本建設如水電供應及電訊設備等不足；
- 三、多種附加費令投資者難以計算成本；
- 四、中國工人沒有全面的品質概念，生產次等產品將會增加成本及降低生產能力；及
- 五、國內沒有知識產權保障，故投資者設計的新產品往往要冒遭抄襲的危險。



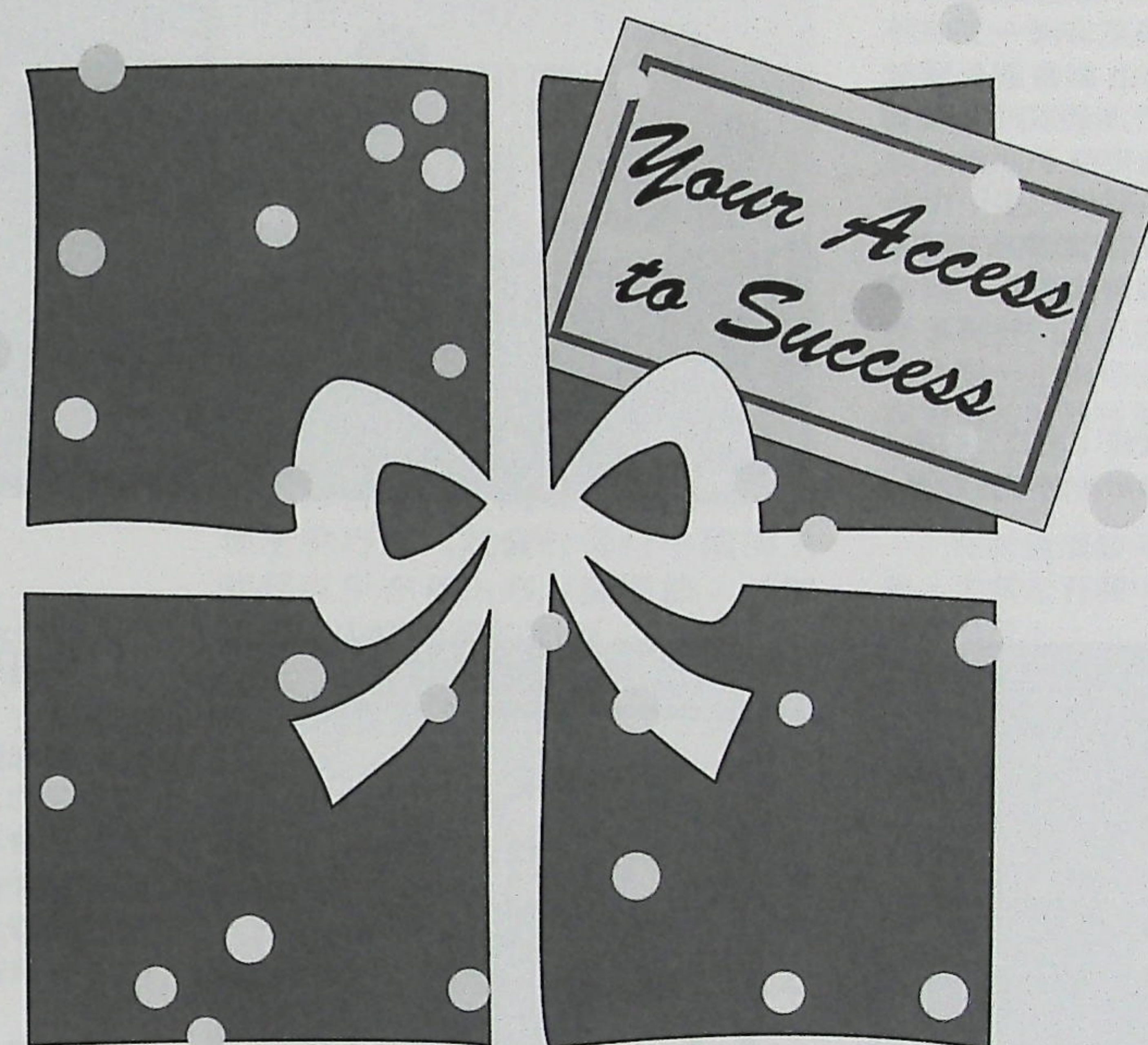
中國有需要加快基本設施例如交通運輸網絡等的建設，進一步改善投資環境。

產次等產品將會增加成本及降低生產能力；及

五、國內沒有知識產權保障，故投資者設計的新產品往往要冒遭抄襲的危險。

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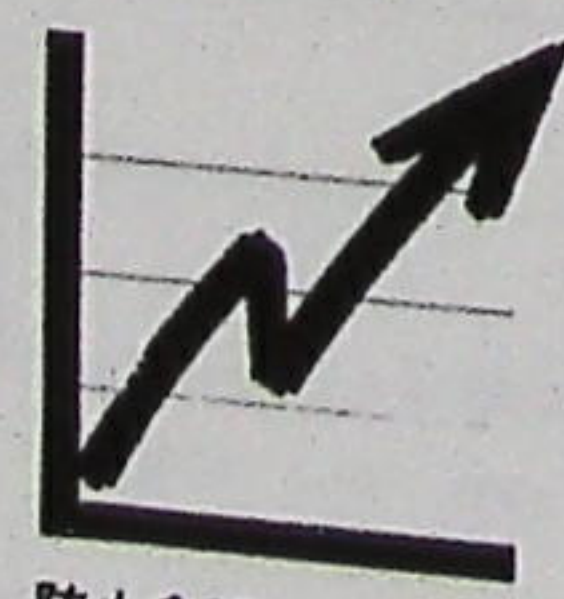
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湖北省沙市市代表團

湖北省沙市市13人代表團在該市市長張道恆率領下，於九二年十一月三十日到訪本會。代表團由本會會長梁欽榮；常務會董蔡衍濤、李世奕；會董鄭學禮、趙振邦及趙耀祖接待。

會上，雙方就如何鞏固沙市市和香港間的貿易及工業發展交換意見。

湖北省沙市市市長張道恆（左二）在會上介紹沙市市的工貿發展。



常務會董蔡華東、華中地區委員會主席林輝實（右二）代表本會接受上海市南匯縣代表團送贈的紀念品。

上海市奉賢縣及南匯縣代表團

由上海市奉賢縣工商業聯合會主任委員殷作彬率領的29人代表團，於九二年十二月十五日蒞會訪問，由常務會董李世奕；會董沈漢鏞、何煜榮及有關行業之會員接待。

代表團成員在會上介紹奉賢及南匯縣現時的投資環境。會後，代表團團員並與本會會員進行個別業務討論。

本會會董沈漢鏞（右二）致送紀念錦旗予上海市奉賢縣工商業聯合會主任委員殷作彬（左二）。



上海市南匯縣代表團

由南匯縣工商業聯合會副主委吳根官率領的23人代表團，於九二年十二月七日蒞會訪問，由常務會董蔡華東、華中地區委員會主席林輝實；常務會董洪克協；會董孫佐民、何煜榮及有關行業之會員接待。

吳根官指出，南匯縣毗鄰上海最新發展區——浦東。他表示，南匯縣政府為外商提供了很多鼓勵投資措施，以加快該地區的發展；並歡迎投資者往當地設立合資企業或以任何合作形式，協助技術轉移及增加當地工業的產量。

會晤埃及代表

在埃及駐港總領事Farouk Helmy 陪同下，埃及投資及自由貿易區管理局行政總裁艾嘉利博士(Dr Elghareeb)和當地麥堅時律師事務所合夥人Dr Taher Helmy於九二年十二月七日到訪本會，與會長梁欽榮會晤。

艾嘉利博士介紹了埃及吸引外資之處及當地政府推行的投資優惠政策。梁欽榮則表示希望兩地在未來能夠發展更密切的經貿關係。

德薩斯州聖安東尼奧市代表團

美國德薩斯州聖安東尼奧市六人代表團由該市市長Nelson W Wolff率領，於九二年十二月七日到訪本會；由本會會員劉漢欽、黃有嘉及執行幹事徐佩琴接待。

會上，Wolff市長介紹了聖安東尼奧市及其發展潛力，而本會執行幹事亦向代表團簡介本會的工作及服務。

會晤上海官員

本會於九二年十二月六日舉辦早餐會議，款待到訪之上海官員。該代表團一行14人，由上海市市長黃菊率領，並由本會會長梁欽榮；副會長葉慶忠、陳永棋、邵炎忠；名譽會長胡文瀚、黃保欣、雷謝秀姿（代表雷康侯）；常務會董洪克協、魯廣雄、林輝實；會董周潤

貴、黃慶苗、林學甫伉儷、劉漢華及會董黃崇聖接待。

香港稅務研討會之「應課稅利潤來源及利潤分攤」

本會於九二年十二月十一日舉辦了一個為期半日的香港稅務研討會，以「應課稅利潤來源及利潤分攤」為題；並邀得畢馬域會計師行的稅務專家主講，他們分別是該會計師行合夥人曾耀強及高級稅務經理王尹巧儀。該會計師行中國部主管邱以平亦有出席討論環節，並解答有關中國稅務的問題。

香港稅務局（稅局）於九二年十一月二十三日公佈「應課稅利潤來源及利潤分攤」實施守則，列出了製造業、貿易業、房地產及服務行業之銷售及租賃的各項應課稅利潤評估原則。是項新指引極受關注，皆因大部份廠商均關注該項新指引會否影響其海外業務及生產活動，尤其是設於中國的業務。本會遂舉辦該項香港稅務研討會，以協助會員了解新稅務指引對商業利益的影響。

曾耀強在研討會上介紹該指引的背景。王尹巧儀則詳細解釋實施守則的內容；該守則重申稅務條例的條款，列明必須繳交利得稅的三大情況。根據樞密院裁定恆生銀行及電視廣播（國際）有限公司兩宗案例的裁判論據，稅局表示，確定商品買賣所得的溢利來源所在

地之取決因素在於買賣合約生效的地點。

在製造生產溢利方面，王尹巧儀表示，守則同意在某些情況下分攤溢利，例如在中國從事商品製造所產生的有關溢利可獲免稅。若購買原料、產品設計及研究發展等工作均在香港進行，而培訓及指導勞工等工作則在中國執行，則其中一半的利潤必須繳納利得稅。守則顯示，倘若香港公司委託獨立承造商承辦國內的生產項目，則該公司將被視作從事經營商品買賣業務，故不能享有稅務分攤。王尹巧儀更介紹有關應課稅利潤來源及利潤分攤的其他溢利及買賣佣金資料。

在討論環節中，會眾均提出很多問題，尤其是有關中國稅務的事宜，反應非常熱烈。

管理專題講座

由本會與Altos電腦系統及集信有限公司聯合主辦的兩個管理專題講座，分別於九二年十二月八日及九日舉行。該講座旨在通過一些重要的資料和現場示範，向製造業的管理階層，尤其是所屬公司在中國擁有生產設施者，介紹如何融合各項生產設施，從而採納優良的電腦通訊設備；並改善產品質素，以提高生產效率及減低成本。

講題一為「管理中國的生產設施」，由梁峻邦博士主講。他詳細介紹聯繫網絡、電訊技術、數據處理須知及管理工具等，並即場示範如何操作管理資訊系統（Management Information System）。講題二由黃遠鏡先生主講，透過實例講述全面質素管理（Total Quality Management）的概念、優點、自我評估及推行是項概念的步驟。郭文玉博士更詳細闡述全面質素管理概念的主要元素——創造力。

是次專題講座出席者眾。



本會會長梁欽榮（右二）、副會長葉慶忠（左）及陳永棋（右）與上海市市長黃菊（左二）合照。

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經濟消息

第三季業務表現

根據政府統計處發表的《業務按季調查報告》顯示，一九九二年第三季的製造業業務狀況及生產能力用度均有所改善。這個趨勢主要是聖誕節的消費潮導至季節性訂單增加。

與上一季比較，成衣業的業務狀況有輕微改善，生產能力用度則保持穩定。雖然紡織業內廣泛出現訂單不足及價格競爭劇烈等問題，但該行業的業務狀況仍有輕微改善。

電子業的業務狀況及生產能力用度在第三季中亦有所改善，但不及預期般理想。

此外，印刷業、塑膠業及鐘錶業的第三季業務狀況及生產能力用度均有所改善。

儘管製造商的業務普遍有所改善，並預期向好，但製造業仍受問題困擾。本地價格競爭仍是製造商最關心的業務問題。勞工短缺及工資高漲等問題亦廣泛出現。這情況顯示，製造業在九二年第三季仍需要大量工人。由於以上問題已困擾製造業達幾季之久，製造商一般均預期這些主要業務問題仍會在九二年第四季出現。與此同時，幾種主要歐洲貨幣的匯率近日出現波動，儘管情況並非十分嚴重，製造商已日漸關注有關問題。

展望將來，報告顯示製造商預期下一季的業務狀況將有輕微改善，儘管三〇一條款談判結果在調查期間仍未明朗。由於接近年尾，製造商均會好好利用手頭上的配額，故成衣業預期在第四季的業務狀況及生產能力用度均會有所改善。然而，來自南中國及東南亞國家的價格競爭仍然強烈。紡織業的製造商預期第四季的業務狀況將保持不變；電子業製造商則預期第四季的業務狀況及生產能力用度將會有輕微改善。由於激烈的價格競爭仍是最常見的問題，製造商亦日益關注不斷上升的本地勞工成本。塑膠製品業的業務狀況亦預期有所改善。

而，與九一年同期比較則增加1.1%。這項統計結果來自製造業200間規模最大的機構及建造業暨選定服務行業50間規模最大的機構。

首先，與九二年第二季比較，只有金屬製品業和電機及電子製品業的訂單增加，兩者的增幅均為1.8%。其他接受調查的工業組別則呈現下降，情況尤為明顯的是塑膠製品業及紡織業，跌幅分別為29.2%及9.3%。

與九一年同季比較，調查結果相若；只有金屬製品業和電機及電子製品業分別上升8.4%及6.0%。除此之外，其他工業組別均呈現輕微下降，包括紡織業及塑膠製品業，跌幅分別為8.9%及3.6%。

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

第三季訂單情況

根據政府統計處發表的按月調查結果顯示，一九九二年第三季的手頭訂單數量平均較九二年第二季減少1.8%；然

| 工業 | 九二年第三季 (以月份計) | 九二年第二季 增減% | 九一年第三季 增減% |
|----------|------------------|---------------|---------------|
| 所有製造業 | 4.42 | -1.8 | +1.1 |
| 成衣業 | 4.77 | -1.6 | -0.4 |
| 紡織業 | 2.14 | -9.3 | -8.9 |
| 塑膠製品業 | 2.71 | -29.2 | -3.6 |
| 金屬製品業 | 4.54 | +1.8 | +8.4 |
| 電機及電子製品業 | 5.66 | +1.8 | +6.0 |
| 其他 | 3.95 | -0.3 | -3.2 |

製造業手頭訂單

工業概況

職業安全及健康會議

一項為期兩天的職業安全及健康會議將於一九九三年八月十九至二十日在新加坡舉行。是項會議由新加坡全國僱主聯合會(SNEF)主辦，並得到國際勞工辦事處(International Labour Office)、新加坡勞工部、新加坡國家貿易聯合會、新加坡國立大學(COTM)及新加坡安全協會的支持。該會議旨在為亞太地區國家提供一次討論機會，就有效管理工業安全及健康交換意見和分享經驗。來自美國、澳洲、日本、馬來西亞、新加坡、泰國及國際勞工組織(ILO)的安全及健康專家將就七種主要工業發表意見，並分享經驗；這些工業包括農業、建造業、電子業、金屬製品業、礦業、造船及維修業和木製品業。討論主要針對三個普遍問題，分別是噪音管理、可視顯示單

位的安全使用方法及主要危險管制。

該會議是為那些擔任安全及健康管理工作者或對其有影響人士而設。如欲查詢或報名，請聯絡新加坡全國僱主聯合會；地址為19 Tanglin Road, #10-01/#10-04, Tanglin Shopping Centre, Singapore 1024;電話及圖文傳真號碼分別為65 235 8911及65 235 3904。

海外投資於香港製造業調查報告

工業署最近發表一份一九九二年海外投資於香港製造業調查報告。報告抽樣調查九一年內獲海外投資者注資的536家公司。以原始成本計，九一年底前的總外資額達港幣343.99億元，比九〇年高出11%。是項增加是由於流動資本及

固定資產存量增加所致。這些公司在九一年的產品銷售額達港幣851.08億元，其中64%為外銷，36%為本銷。他們在九一年的外銷量約佔本地出口的四分之一。

日本繼續成為主要的投資來源國，佔總外資額32%。美國(28%)是第二大投資國家，隨後的依次為中國(11%)和澳洲(6%)。超過六成的總外資集中於五項工業：電子(32%)、電器產品(13%)、紡織及成衣(9%)、煙草(5%)及化工產品(5%)。

該536家公司共聘用80,736名員工，約佔本港製造業總就業人數13%。在這群勞動人口中，77,933名(93%)為本地僱員，大部分為工人及技工。紀錄顯示，該等公司透過一般輸入外地勞工計劃僱用的875名外地工人當中，大部份(69%)為工人及技工。由公司調派來港工作的

海外僱員人數非常少，大部份出任管理及技術性職位。由其他地點而非母公司調派來港工作的海外僱員人數則更少。

共有90家公司，尤其是經營電子及電器行業的公司透露，海外投資者曾參與一種或多種先進技術轉移。最常見的一般應用技術轉移是管理資訊系統(Management information systems)、電腦輔助設計系統(Computer aided design systems)、整體品質管理系統(Total quality management system)、電腦化製作過程(Computerized production process)、計劃及控制系統(Planning and control systems)、物料規格計劃系統(Material requirement planning systems)及電腦輔助機械系統(Computer aided engineering systems)。在專為工業而設的先進技術方面，海外投資者曾參與轉移電子業的表面裝配技術，將機械塑膠應用技術引入電器製品業，及於化工業內使用程序控制系統的可編程序控制器。

共有526家公司就香港整體的製造業

投資環境發表意見，其中314家表示投資環境理想。大部份公司均對香港的基本設施、銀行及金融設備、地區位置、連繫工業的支援及管理、專業及技術人才等有良好的評價。然而，勞工價格以及廠房和寫字樓租用成本卻被視為整體投資環境中的不利因素。

(資料：工業署)

如何培訓員工課程

香港管理專業發展中心現正提供一套培訓課程套件—「如何培訓員工」，旨在協助訓練管理人員。

該課程套件包括一部培訓指引及兩套長約25分鐘的粵語錄影帶—「指導有方」及「上司密語」；是一項自學課程。香港管理專業發展中心顧問黃昭欽指出，完成整項課程所需時間少於十小時。完成課程後，管理人員將可增加工作能力，改進表現，為員工設計合適的訓練，評估培訓的效益；並針對不同目

的，使用適當的培訓方法。

對是項培訓課程套件有興趣的僱主可向香港管理專業發展中心要求參觀試影，並歡迎訂購。如欲查詢，請致電836 1930，與該中心顧問黃昭欽聯絡。

失業統計數字

根據政府統計處最新發表的勞動人口統計數字顯示，失業率保持穩定。

九二年八月至十月經季節性調整的失業率為2.0%，九一年同期亦為2.0%，而九二年五月至七月為2.1%。九二年八月至十月經季節性調整的失業人數估計為56,700人，九一年同期為54,900人，而九二年五月至七月則為59,600人。

| | 九二年 八月至十月 | 九二年 五月至七月 | 九一年 八月至十月 |
|------|--------------|--------------|--------------|
| 失業率 | 2.0% | 2.1% | 2.0% |
| 失業人數 | 56,700 | 59,600 | 54,900 |

區市鎮中，以提供理想的投資環境；

二、提供優惠條件，以吸引外國投資者；

三、優先批准外商投資計劃；

四、於廣東省受限制的發展計劃在山區會得到適當的放寬；

五、於山區發展的優先及中央分派計劃將獲優惠；

六、對於全面發展本地資源的外國投資計劃，內銷的產品比率將被提升，並會利用全面賠償的途徑來解決平衡外匯問題；

七、在山區中，從事加工、裝配及補償貿易的外資企業之勞工、加工費用及土地運用限制將予放寬；

八、省外貿易所管理的配額及牌照將分配予各山區，以方便他們出口獨特的新鮮土產及農業副產品；

九、廠商在山區建立以出口為主的生產基地將會受到大力支持；及

十、對於不受配額及牌照限制的生產計

劃，優先權將給予山區。

有關方面鼓勵外資以全資企業、聯營、合作管理、加工、裝配及補償貿易的形式設立業務。

在一九九二年，省政府已加速發展山區的建設工程，例如改善運輸網絡及通訊服務，以提供圖文傳真、電訊、收音傳呼及無線電話服務。

山區城市及縣市的優點在於勞工、土地、廠房租賃及食水費用廉宜，電力供應亦較可靠。山區的勞工成本較珠江三角洲地區低約兩三成。此外，山區的森林及礦物資源能為當地企業及香港和海外公司提供合作機會。

在九二年首半年，實際外資總額為五億3,500萬美元（41億7,300萬港元）；與九一年同期比較增加54%。總工業生產上升21.3%，而總農業生產則上升8.6%。整體而言，廣東省山區的發展潛能是不容忽視的。

肇慶市

肇慶市坐落於廣東省中西部，人口553萬，佔地22,300平方公里，轄下有九個山縣。該市擁有豐富的礦物、林木、農業副產品及旅遊資源。

在過去數年間，肇慶市的基本建設及投資環境均大大改善。海關檢查站於一九八四年成立，直接處理人口及貨物的進出。該市設有定期巴士服務直達香港九龍，並有鐵路連接廣州及深圳，更擁有一個客貨碼頭，可處理直達港澳之1,000噸級郵輪。

現在，肇慶市已建立了多個工業發展區，提供多項優惠政策及待遇。除了輕工業計劃外，肇慶市更歡迎外商到當地投資開發礦物及森林資源，與及利用這些資源以發展農業土產、林木產品及加工產品。

韶關市

韶關市位於廣東省北部，轄下有八個山縣，人口279萬，佔地18,594平方公里，農業用地佔207萬5,000畝，森林面積為2,048萬畝。

韶關市擁有廣闊的鐵路、道路、水路及航空網絡。郵務及電訊設備相對來說均發展得很好。由於有大量河流及煤，日用及工業用水以及能源供應均充足。

重工業為韶關市工業發展的支柱。該市是廣東省電力及原料工業的重要基地，並歡迎外商在以下幾個範圍作投資：工業、運輸、加工業、林業、種植園及水產養殖、旅遊業、飲食服務、科技發展及其他。韶關市政府已為外國投資者訂立很多優惠，例如免除本地入息稅及土地使用費，以特惠價供應水電、煤及石油等。

清遠市

清遠市是經國務院批准，於一九八八年建立的新城市，位於廣東省中部，轄下有七個山縣，總面積達19,002平方公里，人口338萬。

清遠市擁有廣泛而緊密的鐵路、道路及水路網絡，貨運航線緊接北方各個省份及南方的廣州、深圳及香港。該市亦提供直達香港之鐵路、水路及陸路運輸，更有全面的出入口服務。

該市亦實行多項優待政策，包括適用於沿岸經濟開放區、少數民族區及山區的政策。

採用本地資源進行製造成為清遠市的主要工業，產品包括化學品及新鮮的木薯粉。有關與外國伙伴合作，清遠市所依循的最新方向包括致力發展加工、

裝配、補償貿易及外資企業；並着重發展農業、林業及漁業。

梅州市

梅州市過去稱為嘉應州，是客家人的家鄉；轄下有七個山縣，佔地15,800平方公里，人口440萬。

在近幾年，該市的投資環境明顯改善：不單電力足夠，郵務、電訊服務及海陸空運輸亦較方便。此外，該市更建了一個海港，故開關事宜可直接在該市進行。目前，梅州市江南工業區建築工程正在進行中。

梅州市所蘊藏的天然礦物約有48種，較強的傳統工業包括瓷器、紡織及土產，新興工業則有電子、玩具及皮具。該市在外資運用、技術引進及外貿方面均享有優待。外資計劃如能開發及利用本地資源，其產品的內銷比率將可提高，而外匯平衡問題則可通過全面補償途徑解決。外商在山區投資及引進技術，可獲優先安排及供應資金、貸款、原料、燃料、配額、出入口證及直接付運運輸工具。

河源市

河源市位於廣東省北部，人口276萬，佔地15,800平方公里，轄下有四個山縣。

河源市現有足夠的電力及食水供應。該市天然資源豐富，是竹、木、藤及其他林木副產品的主要供應來源。該市擁有約600公里新建或重建高速公路及14條大中型橋樑。連接京港鐵路之廣州—梅州—汕頭鐵路正在興建中，河源市將是其中一個中途站。

河源市訂立了一系列鼓勵外資的優惠政策，例如簡化及加速計劃審批手續、優先分配土地、以優惠價出售土地及租借廠房等。

目前，河源市市區已設立了三個發展區；分屬八項工業的75項計劃正接受外商投資。該等工業項目分別是機械、礦業及冶金、輕工業、食品業、電子及塑膠、建造物料、藥物及化學品、種植及飼養和運輸及其他。

惠州市

惠州市位於分隔深圳及香港之東江中游，轄下有四個縣及一個區，人口262萬，佔地11,200平方公里，耕地222萬

8,000畝。該市之存水量足以供工農業及日常應用。

在過去數年，惠州市致力改善投資環境及基本設施，冀能使連接廣州、深圳及香港的運輸幹線更為方便。除了在市內建設海關檢查站外，奧頭另設有三個港口。

惠州市吸引外資的計劃包括技術發展、電子、紡織、輕工業、化學品、林木及農業產品加工和旅遊業等。投資額低於1,500萬美元（一億1,700萬港元）的項目將獲市對外經濟貿易委員會（Municipal Foreign Economic Relations and Trade Commission）直接批准。

茂名市

茂名市包括了平地及山區，轄下的兩個山縣分別是高州及信宜，佔地6,356平方公里，人口228萬。自開放政策及改革實行後，茂名市的投資環境大大改善；農業亦發展良好，尤其是穀物及水果生產。

為了吸引港澳及外國投資者到該市投資及建立合作計劃，茂名市採納了一系列優惠政策及靈活措施。現時，鼓勵外商參與的計劃超過30項，包括30,000噸漂白木漿及紙張工程、氫化松香、麻紡、玻璃、中密度纖維版等。這些計劃由縣對外經濟工作委員會（County Foreign Economic Affairs Committee）批准。

陽江市

國務院於一九八八年批准陽江市成為沿岸經濟開放區。該市轄下有兩個沿岸平原縣—轄江城和陽東及兩個山縣—陽春和陽西，人口224萬。

在過去數年，陽江市致力發展能源、運輸及通訊設備。該市市區擁有一所能輸出22萬伏特電量的變壓所及水力發電廠，故能確保有足夠的電力及存水供生產及日常用途。陽江民航機場每日均能提供到廣州、珠海及深圳的航機服務，而東平港則是處理進出口貨物的基地。陽江市的兩個山縣不單享有沿岸經濟開放區及工業衛星城市的優惠，更享有山區及與台貿易的優惠。

陽江市歡迎外資的計劃項目計有：建造材料、冶金、紡織、微型電機業、旅遊業、創匯農業、食品業及沿岸水產養殖等。

(資料：香港貿易發展局)

投資國家

廣東省山區之投資環境

自從中國採取開放政策後，很多香港廠商到中國投資；熱門地點為珠江三角洲地區。然而，很少香港投資者對廣東省山區感興趣。事實上，這些地區能向從事勞工密集生產活動及其他工業的外國投資者提供一系列優惠條件。

廣東省山區之輪廓

廣東省共有49個山縣，佔地115,000平方公里，為廣東省總面積的65%。這些縣市的管轄權直接遞屬肇慶市、韶關市、清遠市、梅州市、河源市、茂名市、惠州市、陽江市及汕尾市。山區的人口為2,442萬，佔廣東省總人口的四成，其中1,000萬為勞動人口。

廣東省山區資源豐富，包括逾100種礦物、充裕的水力資源、二億立方米的森林及大量農產品。

在一九九〇年，廣東省政府決定加快山區的經濟發展步伐，包括的範圍有以下幾方面：

一、「經濟發展區」可設於較偏遠的山

A

Meet the people who move your goods from here to there

Container operators

Freight forwarders

Intermodal operators

Trucking companies

Distribution centres

Port authorities

Shipping managers

Shipping agents

Railway companies

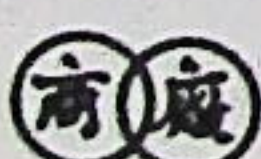
Shipping owners

Shipping lines

Airlines



EA



HAFFAC



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In today's competitive marketplace getting your goods to the right place at the right time and at the right price involves some key decision making. So spend a little time at World Freight 93 and ICIE 93 and make sure your transport decisions get the results you're looking for.

B

產品標準

新ISO標準 — 包裝及塑膠

包裝

國際標準組織(ISO)技術委員會ISO/TC 122 — 包裝最近頒佈了兩項新標準，內容如下：

名稱

ISO 7174-2

傢俬 — 椅子 — 穩定性規定第二部份：設有傾側或躺臥裝置的椅子及搖擺椅子（九二年第一版）

範圍

此項ISO 7174標準闡述如何確定設有傾側、躺臥或調較椅背裝置的椅子或搖擺椅子，在充分向後傾側或躺臥時的穩定性。

確定這些椅子的向前、向側及直立之穩定性的方法則列於ISO 7174-1標準中。而此項ISO 7174標準所闡述的測試方法只適用於椅子在充分向後傾側或躺臥時的穩定性，不應視作直立椅子的另一種測試。

測試結果只對接受測試的物件有效。若有意使測試結果亦適用於其他類似物件，則測試樣本必須為所有有關產品的代表型號。

對於測試程序沒有顧及的產品設計，將會盡量根據描述進行測試；而與測試程序偏離的紀錄將列於測試報告中。

名稱

ISO 10531

包裝 — 完全滿載的運輸包裝 — 貨物的穩定性測試

範圍

國際標準列明測試集裝貨物之穩定性的方法。這些測試用以評估完全滿載的集裝貨物，在曝現於環境、儲藏、處理及運送等情況下遇上危險時的表現。這些測試可能是整個檢驗過程的一部分。

所述的危險情況只涉及地面環境。然而，類似的危險及一些國際標準以外的危險情況亦會在海上環境發生。因此，我們不能假定在國際標準中合格的集裝貨物在海上環境中同樣穩固。

是項國際標準所包括的集裝貨物並非局限於用板台包裝，也包括其他裝置如集裝箱或襯紙。

塑膠

國際標準組織技術委員會ISO/TC 61 — 塑膠最近頒佈了一項新標準，內容如下：

名稱

ISO 10119

碳纖維 — 確定密度（九二年第一版）

範圍

此項國際標準列出了確定脫漿碳纖維之密度的三種方法。

方法一：液體移置方法

方法二：沉／浮方法

方法三：縱行密度梯度方法（只供參考）

在客戶與供應商同意下，這種密度確定方法亦可用於上漿纖維中。倘若上漿之份量少（少於1%），上漿纖維之密度可視作與未上漿纖維一致。

如欲諮詢最新國際標準的資料，請致電829 4806，與工業署產品標準資料組黃淑嫻小姐聯絡。

（資料：工業署）

貿易概況

加拿大削減紡織品關稅

加拿大財政部部長於九二年十二月二日宣佈，由九三年一月一日起削減加拿大紡織品關稅。

由九三年一月一日起，削減百分率將會以每年1.5%遞進。當關稅削減措施全面實施，紡織纖維、紗線及布疋的關稅將會分別削減至最高的5%，10%及16%。現時紡織纖維、紗線及布疋的加拿大關稅率平均分別為8%，13%及18%至25%。關稅項目編號及關稅削減時間表詳載於加拿大當局發出的新聞公告內，公眾人士可前往貿易署參閱有關文件。有興趣人士請聯絡彌敦道700號貿易署大樓18字樓北美（對外貿易關係）科。

此項削減措施將使加拿大的紡織品關稅更接近其他工業國家（特別是美國）的稅率。加拿大政府希望此舉可使加拿大的服裝及其他運用紡織品的工業更具競爭力，從而令加拿大經濟得益。

削減紡織品關稅亦可降低成衣及其他製成品的成本，使消費者得益。

如欲查詢，請致電398 5403，與貿易署黎瑞瑛小姐聯絡。

香港連繫工業 — 國際機械展覽會

香港連繫工業 — 國際機械展覽會將於九三年三月十一至十四日在香港會議及展覽中心舉行。展出的項目包括由日本、台灣、中國、德國、奧地利、美國、新加坡、瑞士、意大利、西班牙、瑞典、南韓及香港等300家機器製造商生產的最新設備及技術。

大會除了設立連繫工業廣場和表面處理館外，更會舉行二手塑膠機大展銷、超聲波塑膠焊接機大匯展及塑膠回收展覽。

為配合該展覽會，主辦機構將同期舉行第二屆現代科技儀器技術展覽會。如欲查詢詳情，請致電763 9012，與訊通展覽公司陸雪蓮小姐聯絡。

牌子及標籤

凡港製貨品申請產地來源證，如有關貨品的標籤只註有地名（例如國家名稱、國家首都名稱、州名、省名或郡縣名稱、任何國際知名城市或港口名稱、或任何著名地方的名稱），其申請通常不會獲得接納，除非：

一、在地名標註之上、旁邊或任何同樣能夠讓購物者容易看見的顯眼位置，註明「香港製造」或含有相同意思的字樣；或

二、申請人能夠出示證據，證明有關的地名已經在本港或任何遵守一八八三年保障工業產權巴黎公約（不時修訂）的國家註冊成為商標，以及證明申請來源證的出口貨品只運予該商標的持有人或其授權的代理，或證明已獲得商標的持有人授權使用有關商標。

此外，凡就港製貨品申請產地來源證，而有關貨品的牌子或標籤本身為著

名的註冊商標，如申請人能夠提交證據，證明該等出口貨品只運予該商標的持有人或其授權的代理，或證明已獲得商標的持有人授權使用有關商標，則通常會獲發來源證。

必須強調的是：簽發產地來源證並不表示批准採用該等領有來源證的貨物上的任何牌子或商標。根據商品說明條例，標籤如只註有地名而無註明貨品的真正產地來源，將被視作引導有意購買的人士誤會該等貨品的真正產地來源。根據商品說明條款，採用此類標籤的人士可能受到檢控。

市場報告

在共市進行直銷

背景

直銷服務近年在共市發展得非常迅速；該種銷售方式延攬一系列廣告媒介，以便與客戶建立相互作用關係。這些媒介包括目錄、直接郵遞、報紙、雜誌、電視、電台、電話及其他電子系統。從顧客的觀點出發，尤其是對事業女性、年幼孩子的母親和住在郊區或不喜歡上街購物的人士而言，方便相信是直銷最有價值的優點。這些年來，直銷服務在一些不必只靠傳統零售商店才能進行的購物活動方面，確能滿足顧客的需要。

共市的發展

直銷是共市其中一種發展得最快的商品銷售工具，它在共市公司的整體銷售形式中佔據日益重要的位置。公司與顧客發展直接關係，是由於市場不斷分層和競爭加劇，尋求目標清晰的銷售方法遂成了新趨勢。單一歐洲市場預期會在一九九三年成立。隨着共市內部貿易障礙的消除，銷售機會將會增加；然而，會員國間的文化與顧客之喜好仍然存在有差距。加上現代電腦科技的出現，直銷成了很多公司較可行而又具成本效益的銷售工具。這種銷售方法對那些沒有能力在不同地點開設零售店，但仍希望在共市內直接與顧客接觸的公司尤為有用。倘若即將頒行的資料保護法案(Data Protection Act)在管理個人資料運用方面並非過份嚴厲，直銷在共市內將大有發展。

如欲查詢，請與貿易署葉家俊先生、梁偉雄先生或劉悅光先生聯絡，電話號碼分別為398 5544、398 5545及398 5549。

九三馬來西亞國際展覽會

由馬來西亞廠商聯盟(Federation of Malaysian Manufacturers)舉辦的一九九三年度馬來西亞國際展覽會將於九三年十月五日至十日，在吉隆坡Putra世界貿易中心舉行。

該展覽會旨在促進雙邊及國際經濟合作，並造就貿易機會。展品包括種類廣泛的技術、機械、儀器及貨品。

會場攤位租金為每平方米650馬來西亞元(1,911港元)。最小的標準攤位面積為12平方米。有興趣參與展覽會的會員，請直接與主辦機構聯絡：

馬來西亞吉隆坡郵箱12194號
馬來西亞廠商聯盟
電話：03 293 1244
圖文傳真：03 293 5105
電訊：MA 32437 FMM

正當直銷方式的範圍廣泛擴大之際，郵寄訂貨估計仍是直銷的主要購物方式，估計共市內的營業額每年大約為440億美元(3,432億港元)。德國在共市之郵寄訂貨市場上佔據領先位置，英國及法國緊隨其後，但仍有一段距離。「三大市場」合共的郵寄訂貨量佔共市總銷量的八成。相對來說，其他共市成員國的郵寄訂貨市場仍然狹小，故仍有可觀的空間以待發展。

德國

直銷在德國扮演著很重要的角色。由於顧客的要求改變了，細市場成了推銷目標，連帶促進了使用目錄作為推銷工具。最近，德國採用了一套名為Bildhirmtext (Btx)的互動錄影帶系統，以電視取代目錄；顧客可在電視錄影帶中挑選所需貨品。另一方面，德國統一對直銷商人來說是一項恩賜，皆因德東缺乏有效的分銷設施，他們的競爭者（如百貨公司）正受障礙。

英國

歷史上，英國的郵寄訂貨一向都承受着低檔市場形象和與高價零售商競爭之累。但直至最近，郵寄訂貨店的生產進展得較好。他們在新技術上進行投資（較明顯的有Keyline錄影帶系統），並開始售賣一些傳統被認為是高價商店專有的產品。

法國

最近，直銷在法國吸引了很多人的興趣；現時當地最主要的直銷工具是「Minitel」——一套由法國郵政局提供，用作傳播資料及處理訂單的系統。增加使用Minitel系統與及利用電視作為介紹

貨品的途徑預計能繼續推動直銷行業。

直銷的一般做法

事實上，直銷貨品的種類不受任何限制。除現成服裝外，流行的直銷項目包括家用紡織品、傢俬、家庭用品、化妝品及浴室用品、鞋、書籍、唱片及錄音帶、電器用品、消費電子產品、攝影器材、鐘錶、珠寶、玩具及體育用品和皮具及旅遊用品。直銷行業要取得成功，所提供的產品必須獨特和鮮有在傳統零售店中出售。儘管顧客日漸要求高質素及多元化的產品，直銷貨品的價錢卻不能過於昂貴。

目錄銷售基本上分兩個購買季節：秋冬及春夏。為配合季節性銷售，秋冬目錄通常會在七月或八月推出，而春夏目錄則在一月或二月推出。顧客通常會利用郵寄方式訂貨，但利用圖文傳真、電訊、電話及其他互動錄影帶系統訂貨亦會被接納。在送貨方面，直銷商主要利用郵寄或速遞服務。

香港公司的發展機會

事實上，大部份經由直銷方式出售的貨品均為香港的專長產品，故共市對香港來說是一個前景美好的市場；香港公司可用直銷方法，將貨物售予直銷商或共市顧客。然而，考慮在共市內採用直銷方式的公司必須注意各國間主要的地理及文化差距，這可能影響銷售工具之設計。他們還須監察法例的發展，尤其是建議中的歐洲資料保護法案(Euro-pean Data Protection Act)。

(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 |
|--------------|--------------------------|------------|---------------------------|-----------------------------------------------------------------------|
| 一九九三年三月二日至四日 | 環球運輸展覽及研討會 | 香港會議及展覽中心 | 國際貨運、分銷及後勤服務 | 環球會展有限公司 電話：527 2601 圖文傳真：865 1709 |
| 三月四日至八日 | 華南地區國際建築及室內裝飾展覽會 | 廣州中國對外貿易中心 | 建築、實地測量、工程服務及顧問、建築材料及生產機械 | 雅式展覽服務有限公司 電話：511 0511 圖文傳真：507 5014 |
| 三月六日至十日 | 中國國際塑膠工業展覽會 | 廣州中國對外貿易中心 | 塑膠加工機械、輔助設備及附件、材料及服務 | 工商業展覽有限公司 電話：865 2633 圖文傳真：865 5513 |
| 三月十一日至十五日 | Foodmac/Hotel & Food '93 | 馬來西亞吉隆坡 | 衛生、安全及品質控制、包裝及加工機械 | EXCEL Exhibitions (M) Sdn Bhd 電話：603 244 0669 圖文傳真：603 244 0670 |
| 三月十八日至廿一日 | 香港國際珠寶展覽會'93 | 香港會議及展覽中心 | 真珠寶 | 香港貿易發展局 電話：584 4333 圖文傳真：824 0249 |
| | 西貢鞋業及皮革工業展覽會'93 | 越南胡志明市 | 鞋類及皮革產品 | 華進國際展覽公司 電話：511 7427 圖文傳真：511 9692 |

訓練概覽

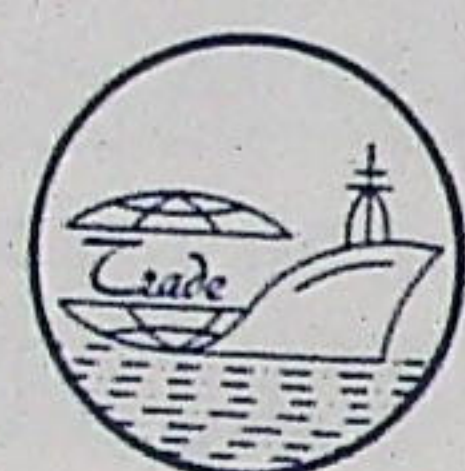
| 日期 | 項目 | 地點 | 主辦機構 | 聯絡人／電話 |
|------------------|------------------------|------------|-----------------|----------------------|
| 一九九三年二月廿二日至四月廿九日 | 秘書個人電腦證書課程 | 德昌電機管理發展中心 | 香港管理專業協會 | 574 9346 |
| 二月廿六日至四月廿七日 | 秘書普通話初、中班證書課程 | 德昌電機管理發展中心 | 香港管理專業協會 | 574 9346 |
| 三月四日及十一日 | 創業課程 | 職業訓練局大樓 | 香港管理專業發展中心 | 該中心邢宏彬先生 836 1826 |
| 三月八日至九日 | 開拓中國市場要訣：製造及零售業投資策略研討會 | 香港會議及展覽中心 | 香港理工學院管理系畢業生聯合會 | 827 6766 |
| 三月十二日 | 小型企業管理研討會 | 職業訓練局大樓 | 香港管理專業發展中心 | 該中心邢宏彬先生 836 1826 |
| 三月廿九日 | 香港中小型企業經營管理協會研習班 | 職業訓練局大樓 | 香港管理專業發展中心 | 該中心邢宏彬先生 836 1826 |



香港中華廠商聯合會

The Chinese Manufacturers' Association of Hong Kong

We promote trade & industrial development and foster international understanding & cooperation



Our services include:

- Trade enquiries service to introduce manufacturers/suppliers
- Authorized by Government to issue all kinds of Certificates of Origin
- Organize & sponsor trade missions, fairs & exhibitions

- Encourage investment cooperation & technology transfer
- Organize seminars & training courses
- Operate two prevocational schools
- Encourage technical education through the CMA Scholarships Program



- Organize Governor's Award for Industry - Machinery & Equipment Design
- Provide technical back-up services to assist manufacturers in upgrading product quality standard

- CMA Testing and Certification Laboratories provide testing, inspection & technical consultancy services for:
 - toys • materials & commodities • electrical products • textile & garment • food & pharmaceutical products etc.



- Promote employment relations
- Offer preferential insurance schemes, namely Employees' Compensation, Fire & Extended Perils, Product Liability & Marine Cargo, as well as CMA Provident Fund Scheme for members



CMA Building, 64 Connaught Road, Central, Hong Kong Tel 545 6166 Fax 541 4541



Room 1401-3 Yan Hing Centre, 9-13 Wong Chuk Yeung Street, Fo Tan, Shatin, N.T. Tel 698 8198 Fax 695 4177

Special Feature

Survey on CMA Members' Investments in China

Objectives of the Survey

The Association has conducted a survey on the investment situation of CMA members in China. The survey aims to assess the current situation, solicit members' comments and see into ways of offering possible assistance.

Responses

All the 3,600 members of the Association are the targets of the survey. The number of respondents is 180, accounting for 5% of the Association's full membership.

Though the response rate is not high, the data collected can still adequately reflect the current phenomenon of Hong Kong manufacturers. Little deviation is expected even with more responses.

Industries

The 180 respondents come from various

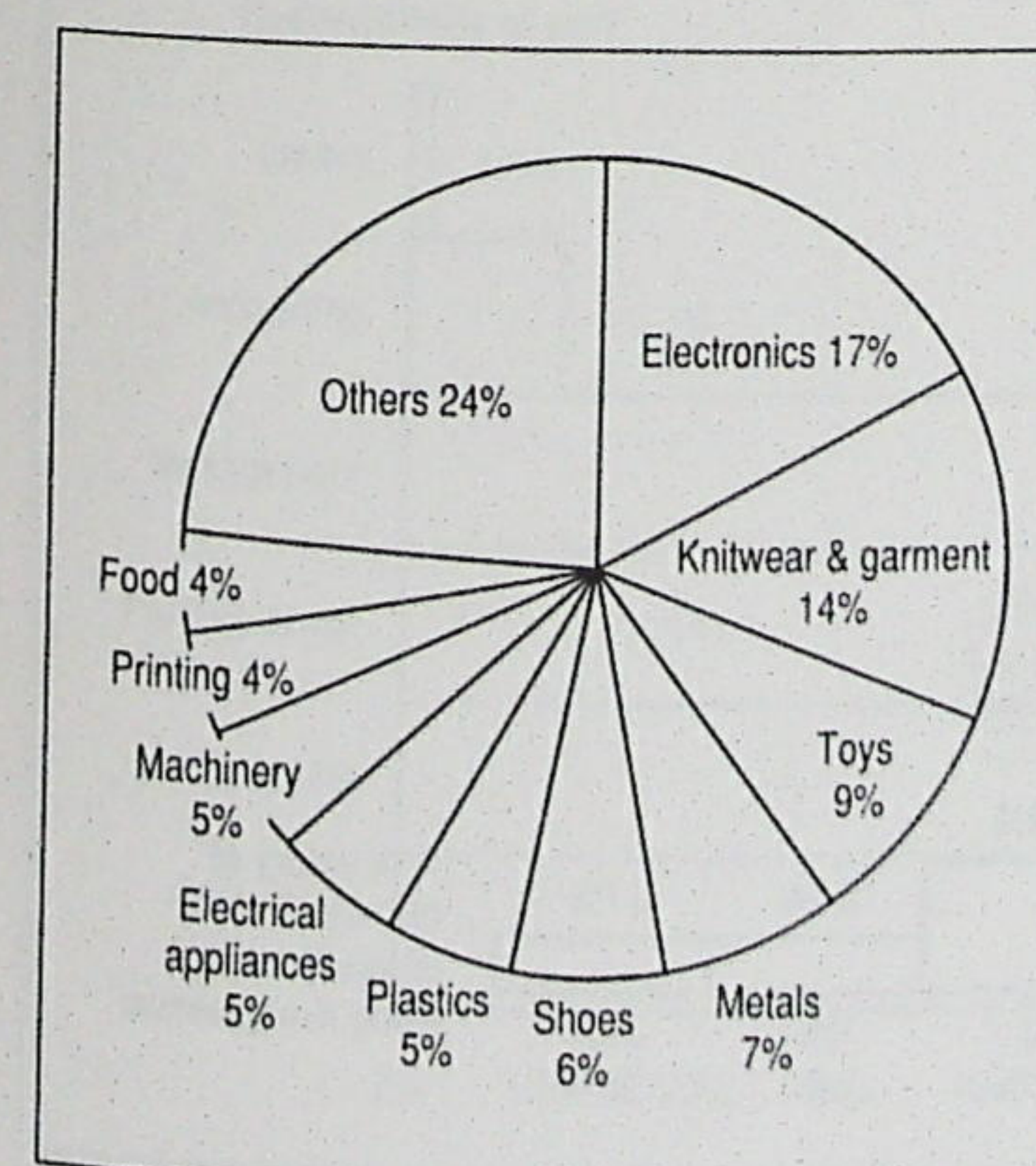


Figure 1: Respective industries of respondents

ous industrial sectors: 17% from the electronics industry, 14% from knitwear and garment, followed by toys (9%), metals (7%), shoes (6%), plastics (5%), electrical appliances (5%), machinery (5%), food (4%) and printing (4%). Other minor industries such as furniture, mattress, premium and stationery, chemicals, etc. compose the remaining 24%.

Among these respondents, 155 of them (86.1%) claim that they have at least one production operation in China. The remaining 25 respondents (13.9%) do not have any operations in China at the moment. However, 11 of them claim that they plan to establish production operations in China in the coming three years. Yet, 14 of them do not have such a plan, which include manufacturers in the knitwear, garment, printing, electronics, food and medicine industries.

These knitwear and garment manufacturers do not establish production operations in China because of the quota and CO restrictions of the Hong Kong government. Food and medicine manufacturing requires hygienic environment and may have to comply with stringent international quality standards. Electronics industry, however, needs higher level of technology, more technically skilled labour and sophisticated equipments.

Type of Investment

Among the 155 respondents who have production facilities in China, 30% of them engage their Chinese counterparts under processing arrangements. 22% of them establish private enterprises with sole ownership. 16% of them operate in the form of joint-venture with Chinese partners and 6% of them under joint-operation arrangements.

26% of the respondents diversify their risk by involving in more than one type of investment arrangements. Usually, they have two to three factories in different locations to take full advantage of the favourable conditions there.

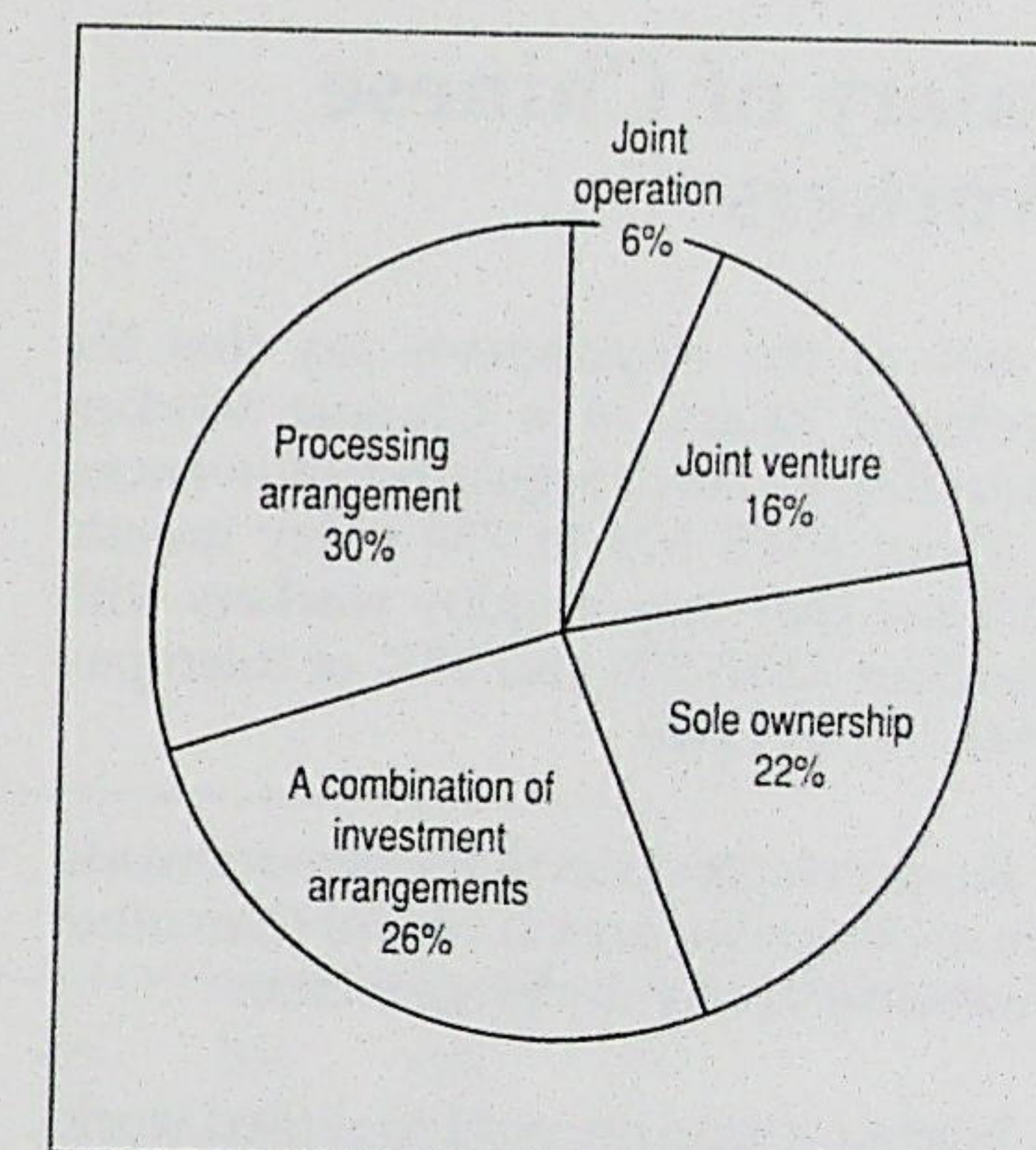


Figure 2: Types of investment of respondents

Number of Workers Engaged

As respondents are representing different industrial sectors, it is in no way impartial to compare the size of the workforce they engaged in China. However, it is interesting to note that 28% of the respondents are employing 101 to 200 workers in their factories. 18% of them are employing over 1,000 workers. One respondent claims that they employ 12,000 workers in their factories in Guangzhou and Shenzhen. However, only a few respondents (less than 5%) employ 600 to 1,000 workers in their factories.

Respondents who engage more than 1,000 workers are manufacturing toys, electronic products, telecommunication equipment, personal computers and peripherals, electrical appliances, garment and its accessories, plastics, premium and stationery, cameras and binoculars, rattan furniture, footwear, lighters, fashion accessories, mini motors and printing.

Location of Plants

As anticipated, investments concentrate

in cities near the Pearl River delta, though some of them extend to the north and inland regions, like Beijing, Tianjian, Sichuan, Xian, Suzhou, Lingpo, Shantong and Inner Mongolia.

Besides labour and geographic proximity, supply of raw material is also a decisive factor for investors. For example, a respondent who is in silk business is operating a plant in Suzhou; another respondent who manufactures textiles and chemicals has joint-venture arrangements in Lingpo and Shantong.

Salary of Chinese Workers

46% of the respondents say that the averaged salary of a Chinese worker, including all surcharges and allowances, is about RMB 501 to 750 every month. 36% say that they employ workers with less than RMB 500 and 23% of them pay RMB 751 to 1,000.

Respondents claim that wages for workers in Shenzhen area is higher than other inner and newly developed cities.

Higher wages are paid to skilled workers. A respondent who produces plastic and electronic toys in Shenzhen and Guangzhou says that non-skilled workers are available at less than RMB 500, ordinary skilled workers at RMB 751 to 1,000, technical workers at RMB 1,251 to 1,500, and managers at RMB 1,750 to 2,000.

Particular industry such as electronics which requires workers to acquire higher level of technical knowledge also pays more.

A respondent who produces gold and silver jewelry pays his workers on piece-work basis. He claims that his workers receive RMB 1,751 to 2,000 per month.

Comparing the wages with an ordinary Hong Kong worker, 50.7% of the respondents say that the wages in China is 10 to 15% of that in Hong Kong, ie with one month salary of one Hong Kong workers, manufacturers can employ seven to ten workers in China.

Only 7.4% of the respondents claim that their Chinese workers are paid more than 30% of a Hong Kong worker every month which is relatively high. These respondents are producing more sophisticated products such as electronic security systems; flashes, cameras and binoculars; toys; electronics, audio, video

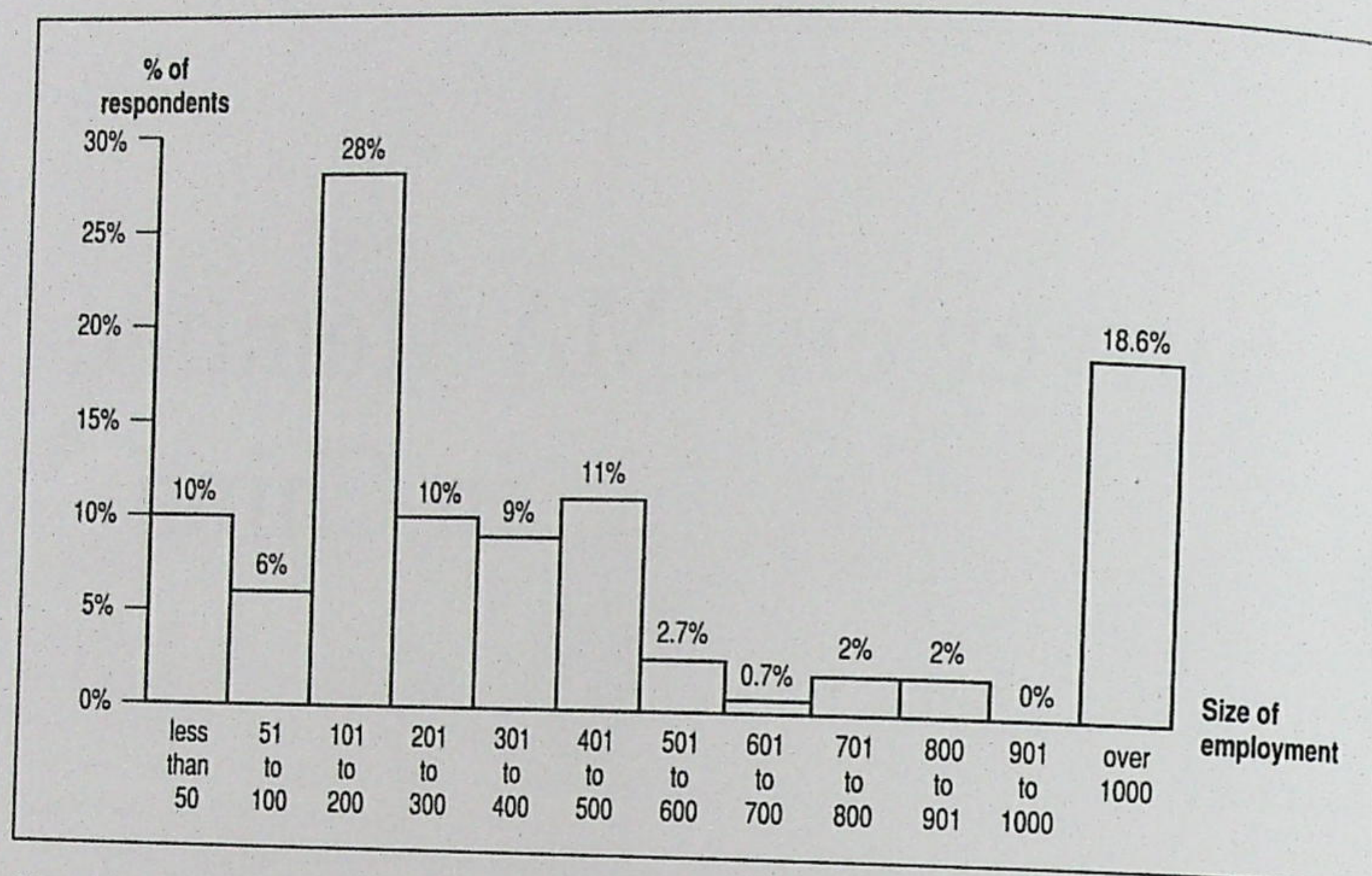


Figure 3: Size of employment of respondents

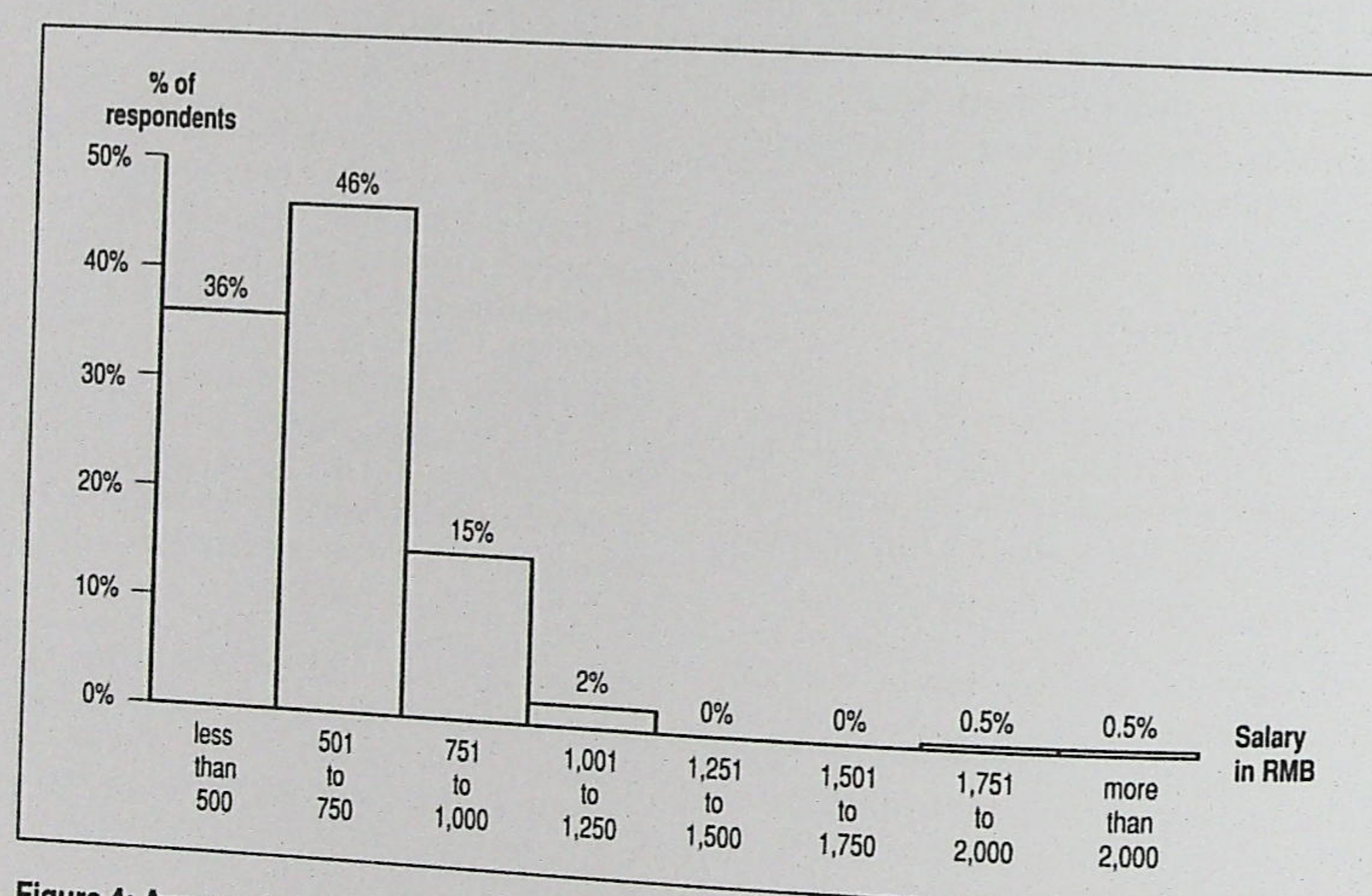


Figure 4: Averaged salary of Chinese workers

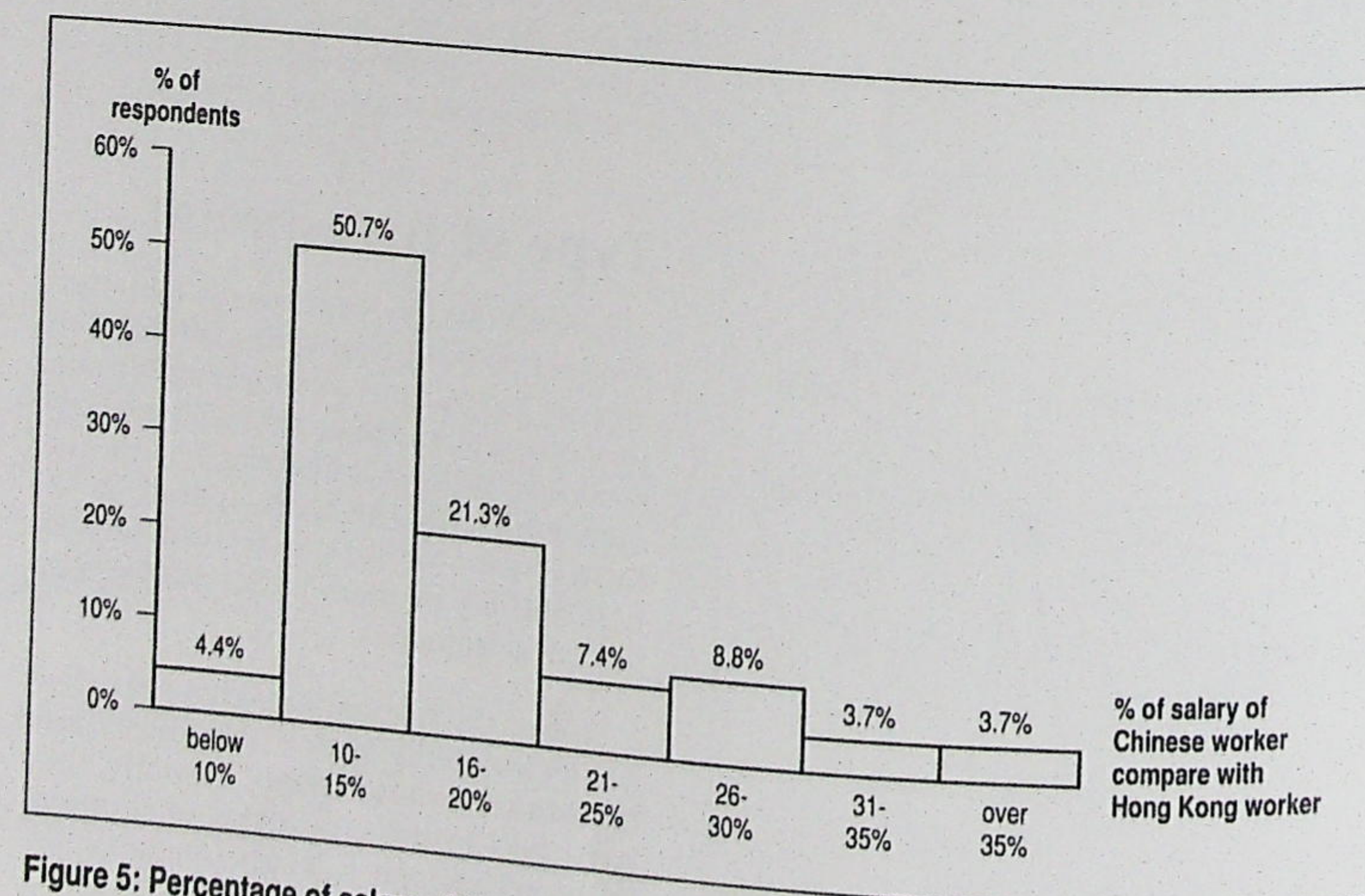


Figure 5: Percentage of salary of Chinese workers to Hong Kong workers

and telecommunication products and stationeries.

Division of Labour between Offices in Hong Kong and China

Most respondents (93.8%) handle sales and marketing of their products in Hong Kong. Only a few of them (4.8%) have their offices both in Hong Kong and China.

Similarly, most respondents (88%) carry out product design in Hong Kong. 6% of them handle the work both in Hong Kong and China and 6% of them design their products in China.

However, in the cases of quality inspection and product testing, more Chinese involvement occur. 50% of the respondents carry out quality inspection in China. 30% of them inspect the goods in Hong Kong and 20% of them share the work in both places. 46% of the respondents carry out product testing in China. 37% of them test their products in Hong Kong and 17% of them have the work done in both places.

It is noted that many respondents have integrated quality control related activities, such as product testing and inspection into the production processes in China. Offices in Hong Kong are taking up more service-related functions such as marketing and sales, product design and packaging.

Transfer of Staff from Hong Kong

70% of the respondents say that they

| Work handled | % of respondents | | |
|---------------------|------------------|-------|------|
| | HK | China | both |
| Sales and marketing | 93.8 | 1.4 | 4.8 |
| Product design | 88 | 6 | 6 |
| Quality inspection | 30 | 50 | 20 |
| Product testing | 37 | 46 | 17 |

Figure 6: Division of labour between offices in Hong Kong and China

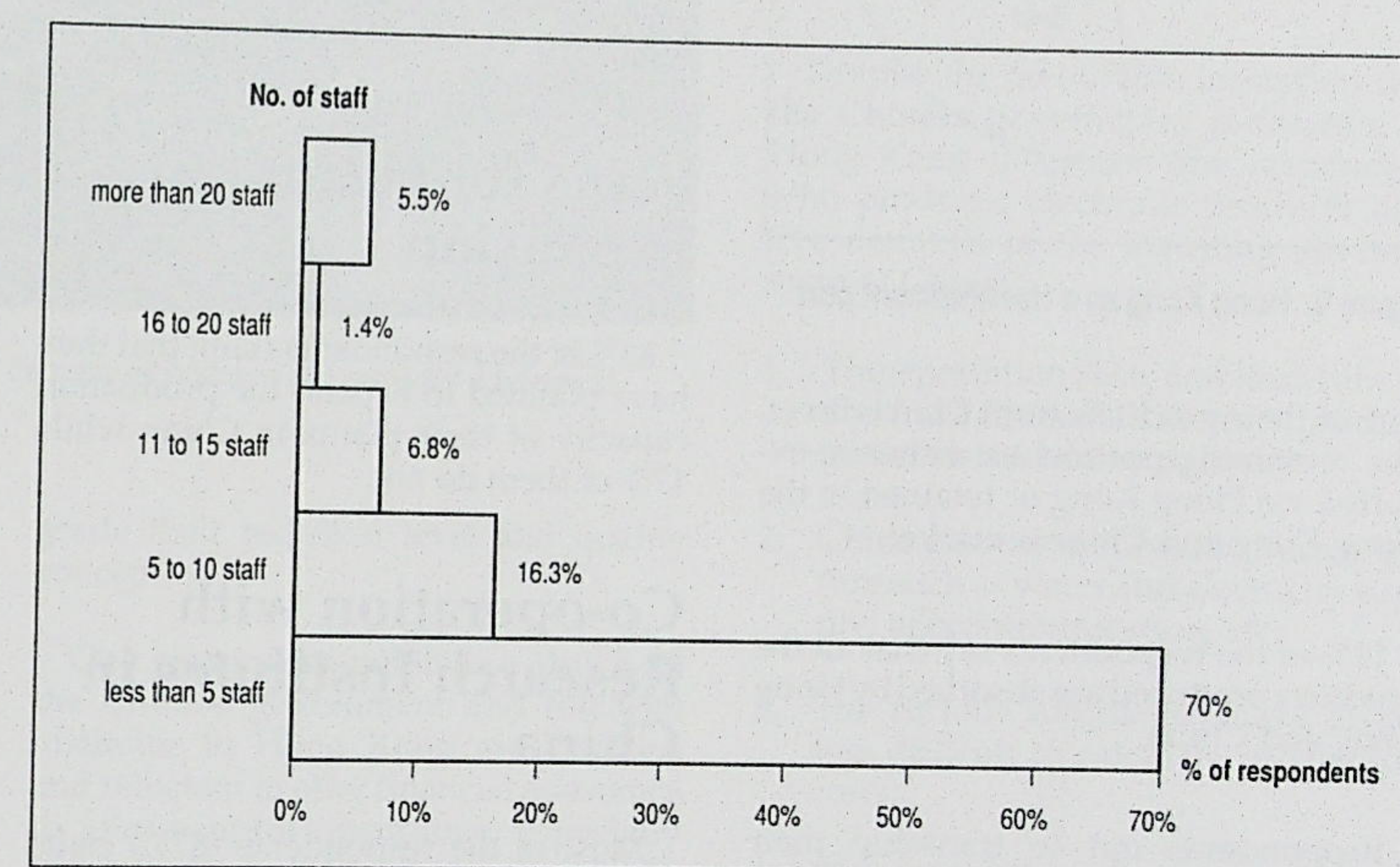


Figure 7: Number of staff transferred from Hong Kong

transfer less than five staff from Hong Kong to China. 16.3% of them transfer five to ten staff. 5.5% of the respondents despatch more than 20 staff. All of them are employing thousands of workers and have established more than one production bases in China.

staff, more than 70% of the respondent require them to supervise production, quality control and general management. This matches with the situation stated earlier that certain quality related activities such as product inspection and testing have been integrated in the production processes in China.

Remaining Activities in Hong Kong

More than half of the respondents (53.7%) claim that they have shifted all their production activities to China. 46.3% of the respondents still retain certain percentage of production activities in Hong Kong.

Hong Kong as a Transshipment Port

48% of the respondents claim that all of the products manufactured in China are shipped to overseas markets via Hong Kong.

41% of the respondents export only

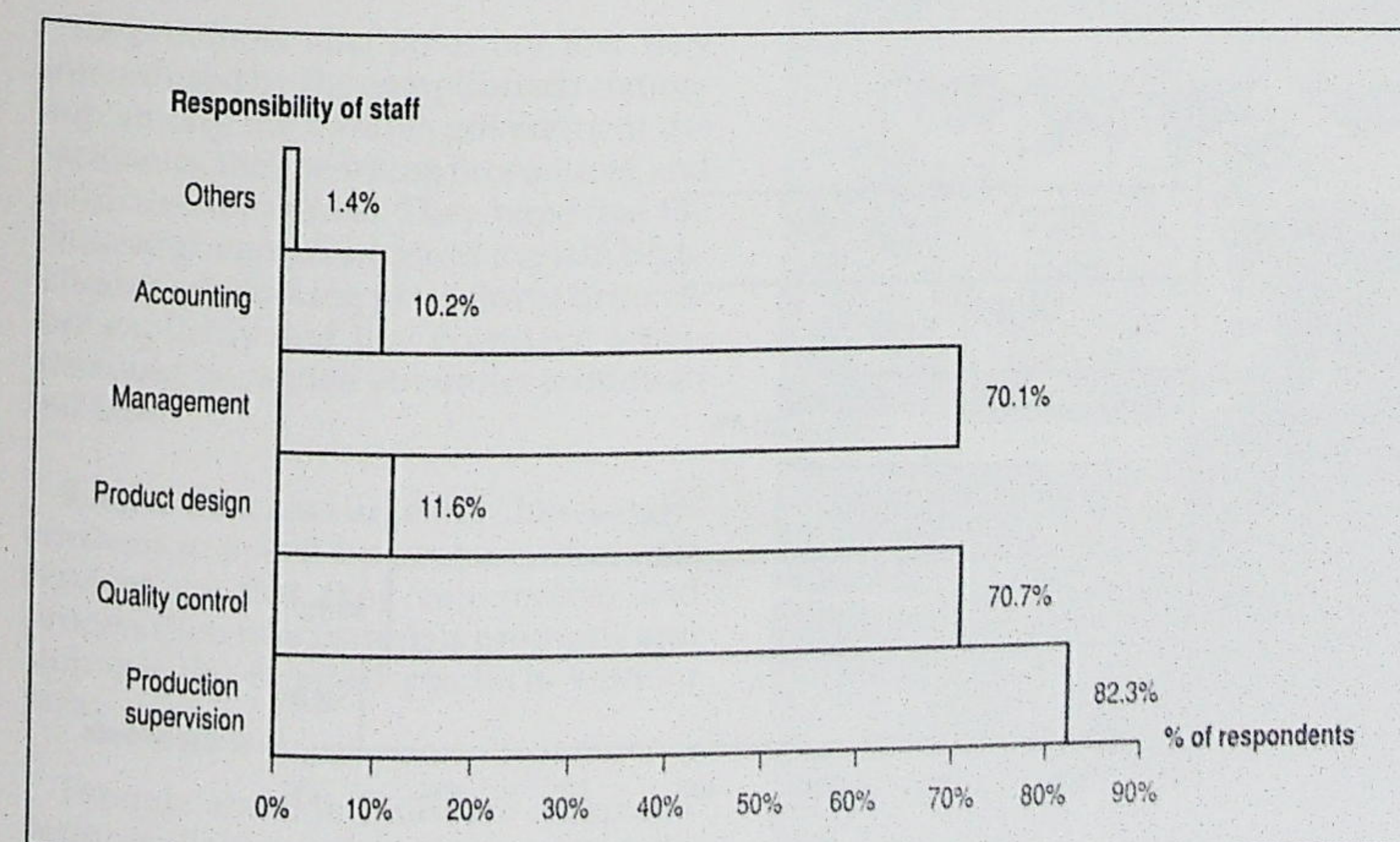


Figure 8: Responsibility of staff from Hong Kong

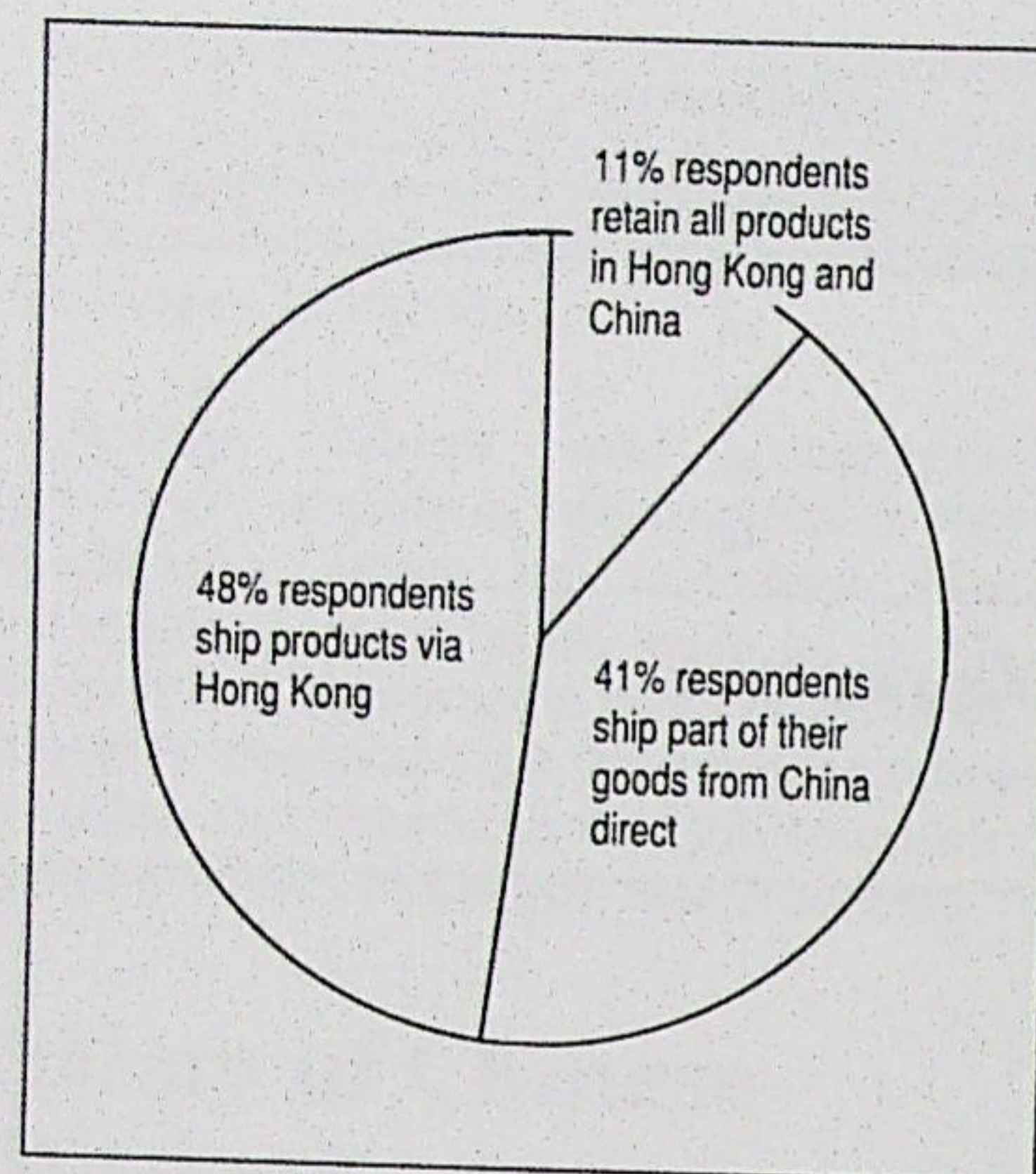


Figure 9: Hong Kong as a transshipment port

part of their products from China direct. The remaining portion are either re-exported via Hong Kong or retained in the Hong Kong and Chinese market.

11% of the respondents say that all the products produced are absorbed by Hong Kong and China.

Respondents opt to transship their products via Hong Kong because:

1. Their headquarters locate in Hong Kong which are responsible for overseas marketing, shipping arrangement, import and export documentation;
2. Their products must stop over Hong Kong for final inspection and testing to ensure their quality standard;
3. Factories in China carry out part of the processing procedure only. Semi-finished products are transferred back to Hong Kong for final processing, assembling and packaging;
4. Cargo freight in Hong Kong is more efficient and reliable;
5. Products are to be delivered by air freight. Hong Kong is the nearest, most convenient and efficient port;
6. Sales contracts are commonly on FOB (free on board) Hong Kong terms which are acceptable by most overseas customers;
7. No forwarding agent and/or shipment available from China to overseas direct, especially in inner parts of the mainland; and

8. Customs clearance may delay delivery should products be shipped from Chinese ports direct.

The US and Europe are the major markets for more than 60% of the respondents. 41.4% of them also consider Hong Kong as an important market, followed by Southeast Asia (31.6%), Japan (21%), and China (18.4%). Some of the respondents (7.2%) also export their products to Australia, Middle East, Canada, Eastern Europe, New Zealand, Africa and South America.

Plans for Future Expansion

83% of the respondents claim that they have planned to expand the production capacity of their plants in China while 17% of them do not.

Co-operation with Research Institutes in China

Most of the respondents (87%) claim that they have not collaborated with any research institutes in China to commercialize their technical achievements because:

1. They have no ideas as for where these research institutes are, what they are doing and what sorts of opportunities are available;
2. They do not see any co-operation opportunities for their products;

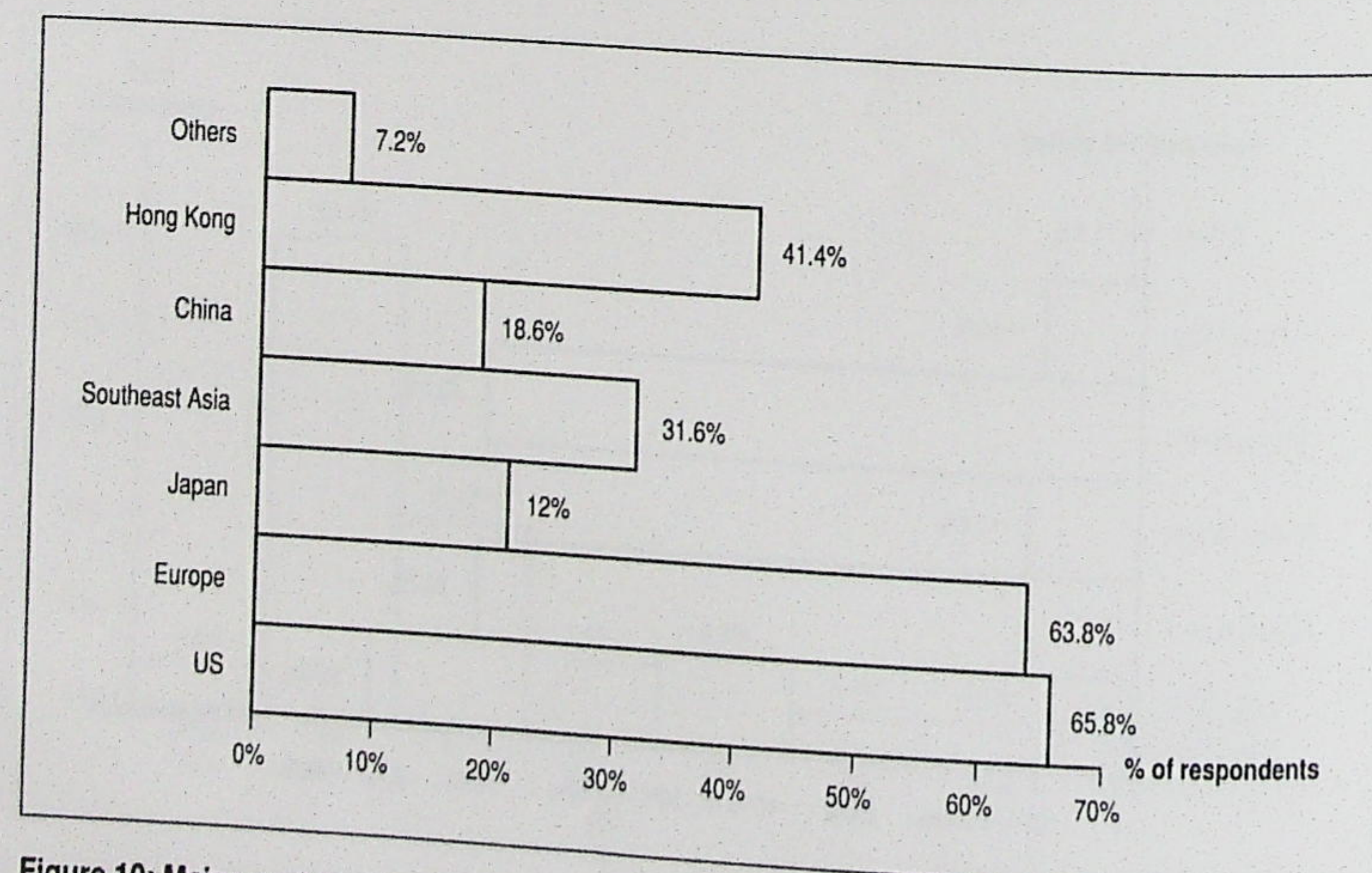


Figure 10: Major markets of respondents

3. They relate those research institutes to high-technology development and do not see the need to apply high-technology in their products;
4. They lack confidence in Chinese style product design and fear that their design would not be able to meet with market demand;
5. Their products are designed in Hong Kong or overseas and are protected under patent registration; and
6. At the moment, they can still solve problems on their own and do not want to invest human and material resources in this aspect.

21 respondent (11.7%) claim that they have engaged with Chinese research institutes before. 11 of them respond that

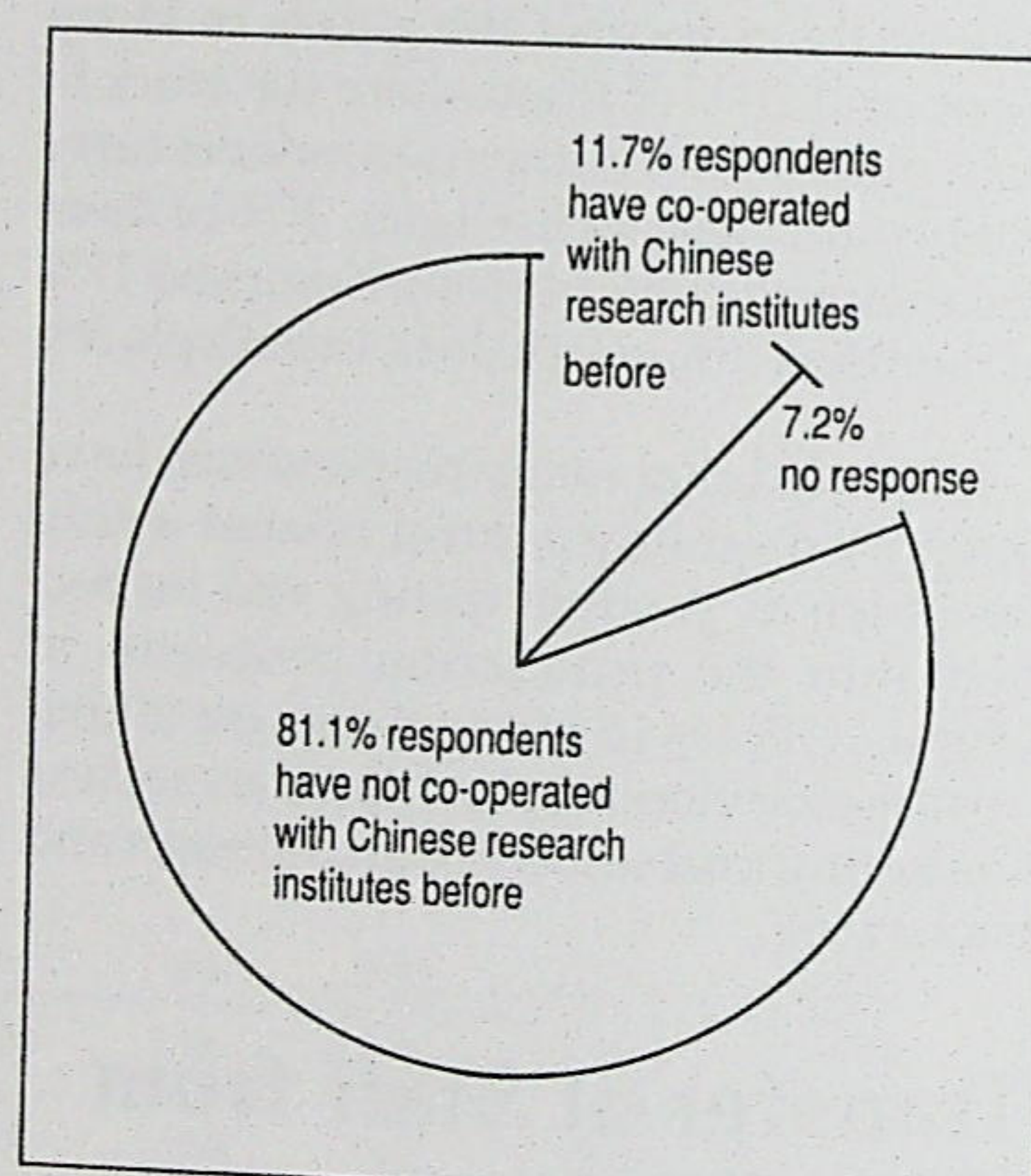


Figure 11: Co-operation with Chinese research institutes



The Shanghai New Technology Development Zone, one of the many establishments for industrial development in China.

the collaboration was successful. Eight of them say that co-operation agreements are under negotiation. Only two respondents claim that their projects failed.

Comments on Investing in China

Many respondents opine that China does not possess adequate industrial infrastructure, such as inconvenient road system and telecommunication, inadequate transport facilities, electricity and water shortage. These factors may hinder their production, and sometimes, delay delivery. They hope that the Chinese government could improve these infrastructural support as soon as possible.

Respondents also point out that they are confused by the complicated relationship among the various government departments, their working procedures, and restrictive measures. They hope that the Chinese government could explain regulations and working procedures to investors explicitly and that economic activities could be carried out under minimum red tape.

Respondent also urge the Chinese government to speed up customs clearance services so that they can receive and process their raw materials promptly and ship out the finished products without delay.

Though labour in China are cheap and easily available, the labour force is mostly unskilled with low educational level. Special training must be arranged to up-

amount of orders in hand. They suggest to acquire total management autonomy in the operations, especially in the case of joint-venture.

Many respondents also see the huge consumption market in China and express that they would like to investigate the possibility of entering into the retail business. However, they are quite often unfamiliar with the regulations and application procedures.

Despite the favourable incentives that the Chinese government is offering to Hong Kong investors, one respondent who produces electronic products lists five demerits of the investing environment of China:

1. Transportation costs and lead-time to and from China will increase production costs and delay delivery;
2. China possess inadequate infrastructure such as water and electricity supply, telecommunication, etc;
3. The various surcharges make investors difficult to calculate production costs;
4. Chinese workers do not have complete quality concept. Producing sub-standard products will increase production costs and reduce productivity; and
5. There is no intellectual property protection in China and new products designed by investors are exposed to risk at all times.



There is great potential for Hong Kong manufacturers to commercialize China's technical achievements.

CMA Activities

Delegation from Shashi City, Hubei Province

A 13-member delegation from Shashi City, Hubei Province, led by Mayor Zhang Dao Heng, called upon the Association on 1992 November 30. The delegation was received by CMA President Mr Herbert Liang; Executive Committee members Mr Choi Hin To, Mr Lee Sai Yick; General Committee members Mr James Cheng, Mr Chiu Chun Bong and Mr Paul Chu.

At the meeting, both parties shared their views on ways to foster trade and industrial development between Shashi City and Hong Kong.



The Association warmly receives the delegation from Shashi City, Hubei Province.

Delegation from Nanhui, Shanghai

A 23-member delegation from Nanhui Federation of Industry and Commerce in Shanghai, led by Vice Chairman Mr Wu Gen Guan, called upon the Association on 1992 December 7 and was received by CMA Executive Committee member cum Chairman of the Central and Eastern China Area Committee Mr Lin Fai Shat; Executive Committee member Mr Peter Hung; General Committee members Mr Michael Sun, Mr Ho Yuk Wing and members from relevant sectors.

Mr Wu Gen Guan pointed out that Nanhui was located near Pudong, the

newly developed region of Shanghai. He said that the Nanhui government had offered numerous investment incentives for foreign investors so as to expedite the development of the area, and welcomed investments in the form of joint venture or any other kinds of co-operation which can help foster technology transfer and increase the productivity of the existing industries in Nanhui.

Delegation from Fengxian and Nanhui, Shanghai

A 29-member delegation from Fengxian and Nanhui, Shanghai, led by Mr Yin Zuo

Bin, Chairman of the Fengxian Federation of Industry and Commerce, visited the Association on 1992 December 15 and was received by CMA Executive Committee member Mr Lee Sai Yick; General Committee members Mr Joseph Sin, Mr Ho Yuk Wing and members from relevant sectors.

At the meeting, members of the delegation introduced the current investment environment in Fengxian and Nanhui. Individual business meetings between the delegates and CMA members were also arranged afterwards.

Delegation from San Antonio, Texas

A six-member delegation from San Antonio, Texas, USA, led by Mayor Nelson W Wolff, visited the Association on 1992 December 7, and was received by CMA members Dr Liu Han Qin, Mr David Wong and CMA Executive Secretary Ms Rita Tsui.

At the meeting, Mayor Wolff introduced San Antonio and its development potentials. Ms Tsui also briefed the delegates on CMA's functions and services.

Meeting with Representatives from Egypt

Accompanied by Mr Farouk Helmy, Consul General of Egypt in Hong Kong, two representatives from Egypt, Dr M

Elghareeb, Executive President of the Investment Authority, and Dr Taher Helmy, Partner of Baker & McKenzie, met CMA President Mr Herbert Liang on 1992 December 7.

Dr Elghareeb introduced the attractiveness for foreign investment in Egypt and the favourable investment policies of the Egyptian government. Mr Liang expressed his expectation of a much closer trade and economic relationship between the two areas in the future.

Management Seminar

The Association in collaboration with Altos Computer Systems and Integrated Solutions Ltd organized a two-module management seminar on 1992 December 8 and 9. The seminar aimed to provide the managerial personnel in the manufacturing industry, especially those with production facilities in China, with critical information and live demonstration on the way of adopting better computer communication through total integration of production facilities and improving quality standards to increase efficiency and reduce costs.

Dr Ricky Leung spoke on "Managing Production Facilities in China" in Module One, covering areas on communication, telecom technologies, data processing requirements and tools in management with practical hands-on demonstrations on the Management Information System (MIS). In Module Two, Mr Godfrey Wong delineated the concept of Total Quality Management (TQM), its benefits, self



Dr M Elghareeb (2nd from right), Executive President of the Egyptian Investment Authority, introduces Egypt's environment for foreign investment.

assessments, the steps for implementing the concept with the help of case studies. Dr Caroline Kwok also elaborated on creativity which was the main ingredient of TQM.

The seminar was well-attended.

Meeting with Shanghai Officials

A breakfast meeting with Shanghai government officials was organized by the Association on 1992 December 6. The 14-member delegation was led by the Mayor of Shanghai, Mr Huang Ju, and was warmly received by CMA President

Mr Herbert Liang; Vice-Presidents Mr Yip Hing Chung, Mr Chan Wing Kee, Mr Tommy Zau; Honorary Presidents Dr James Wu, Mr Wong Po Yan, Mrs Vilma Lai on behalf of Dr Philip Lai; Executive Committee members Mr Peter Hung, Mr Alexander Lo, Mr Lin Fai Shat; General Committee members Mr Chow Yun Sheung, Mr Edward Wong, Mr and Mrs Lam Hok Po, Mr Steve Lau; and member Mr Stephen Wong.

Seminar on "Hong Kong Taxation: Locality and Apportionment of Profits"

A half-day seminar on "Hong Kong Taxation: Locality and Apportionment of Profits" was organized by the Association on 1992 December 11. Tax experts from KPMG Peat Marwick Certified Public Accountants were invited as speakers. They were Mr Paul Tsang, Partner, and Mrs Jennifer Wong, Senior Tax Manager. Mr Davie Yau, Director of Peat Marwick, China, also attended the panel discussion session and answered questions on taxation in China.

On 1992 November 23, the Inland Revenue Department (IRD) released a Practice Note on "Locality and Apportionment of Profits" which set out various principles of assessment of taxable incomes from manufacturing, trading, sale and leasing of real-property and services.



Mr Yin Zuo Bin (3rd from left), Chairman of the Fengxian Federation of Industry and Commerce, introduces the current investment environment in Fengxian and Nanhui, Shanghai.



Mr Huang Ju, Mayor of Shanghai, addresses at the breakfast meeting with CMA representatives.

The new guidelines attracted a lot of attention as most businessmen were concerned with the effect of the new guidelines on overseas businesses and manufacturing activities, especially those in Mainland China. The seminar thus aimed to offer CMA members an opportunity to understand the implications of the new taxation guidelines on business profits.

During the seminar, Mr Paul Tsang introduced the background of the guidelines. Mrs Jennifer Wong then gave a detailed explanation on the Practice Note which reiterated the provisions of the Inland Revenue Ordinance by stating the three conditions that needed to be satisfied in order for a person to be chargeable to Profits Tax. Adopting the principles arising from the Privy Council decisions in the Hang Seng Bank case and the HK-TVB International case, the IRD stated that the determining factor in locating the source of trading profits was the place where the contracts for purchase and sale were effected.

With reference to manufacturing profits, Mrs Jennifer Wong said that the Practice Note accepted profits to be apportioned such that, for example, part of the profits which related to the manufacture of the goods in China would be



Mr Paul Tsang, Partner (right); Ms Jennifer Wong, Senior Tax Manager (centre) and Mr Davie Yau, Director, China Division (left) of KPMG Peat Marwick Certified Public Accountants speak at the seminar on "Hong Kong Taxation: Locality and Apportionment of Profits" organized by the Association.

non-taxable. In situations where the purchase of raw materials, design and technical know-how development were carried out in Hong Kong whilst the training and supervision of labour were done in China, the profits should be apportioned with 50% chargeable to Profits Tax. If the manufacture in China was contracted to an independent sub-contractor, the Practice Note indicated that the Hong Kong business would be regarded as being in

the commodities trading business with the result that no apportionment would be made. Mrs Jennifer Wong also introduced other profits and sale or purchase commissions related to the locality and apportionment of profits.

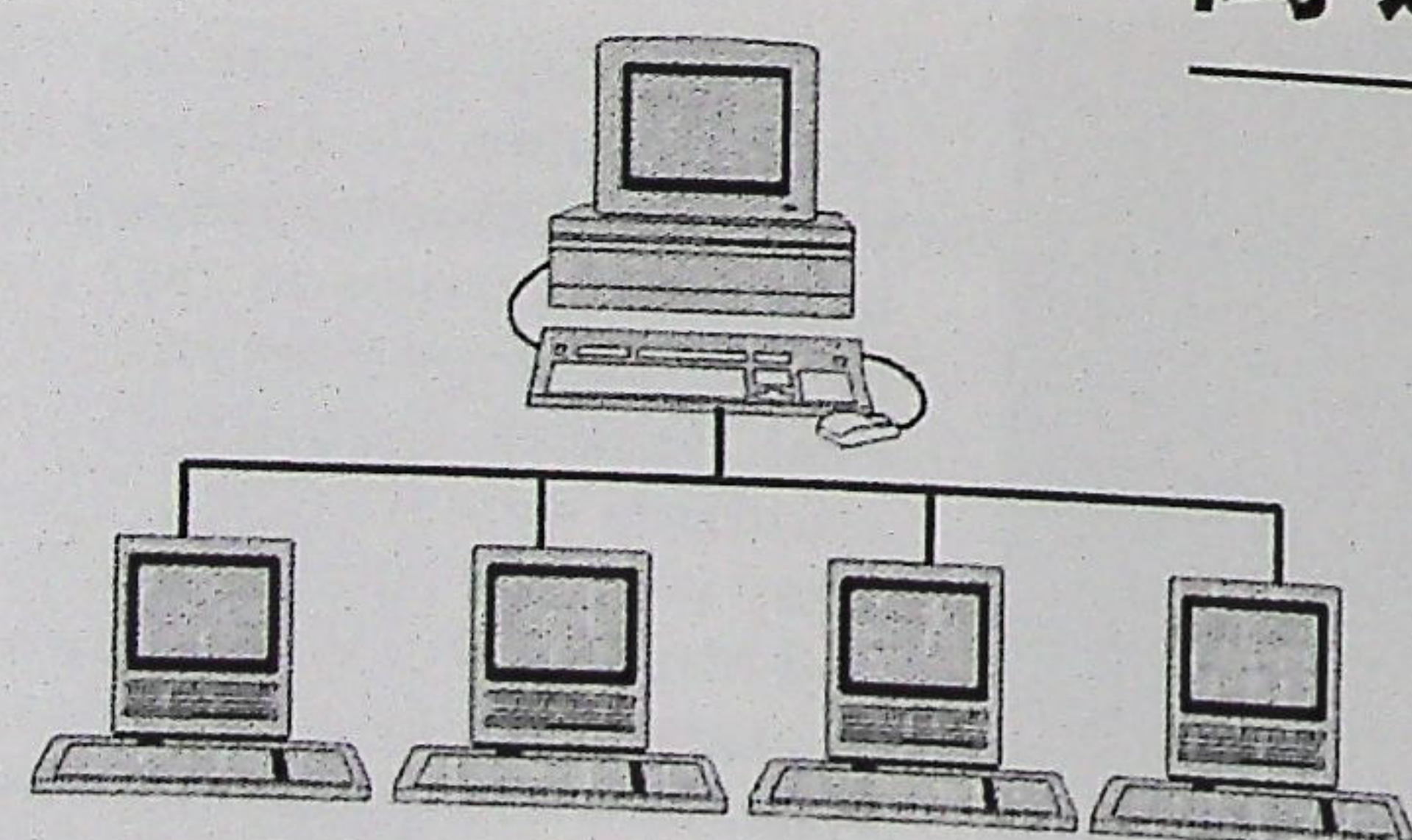
Many questions were raised in the panel discussion session, especially those related to taxation in China. The response was very encouraging.



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- 物料需求
- 物料訂購
- 存貨賬

銷售管理

- 報價單
- 銷售合約
- 銷售分析

- 多種貨幣

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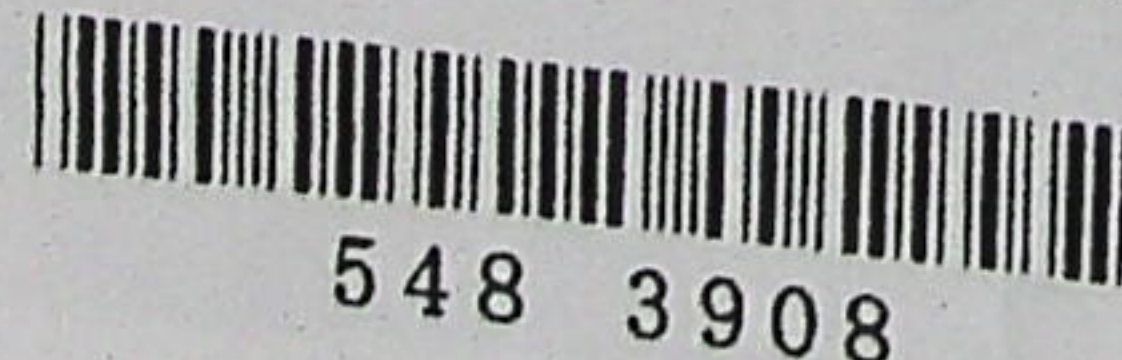
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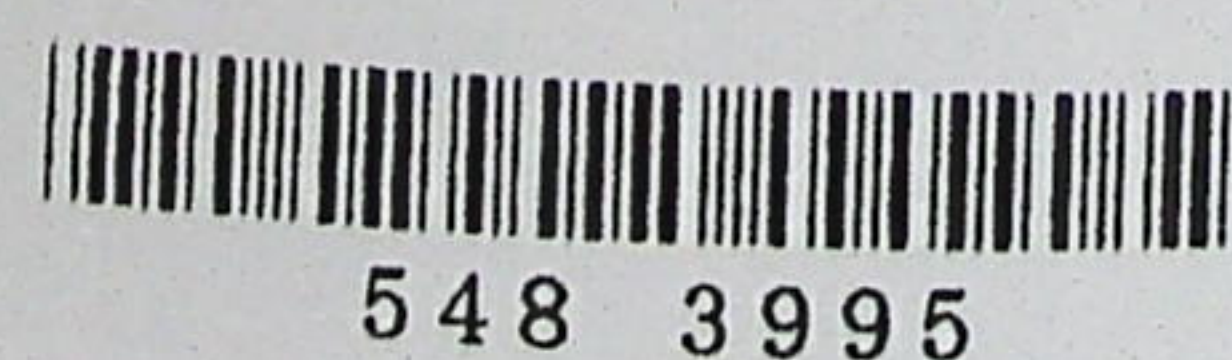
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Industry Affairs

Occupational Safety and Health Congress

A two-day Occupational Safety and Health Congress will be held from 1993 August 19 to 20 in Singapore. The Congress is organized by the Singapore National Employers Federation (SNEF) with the support of International Labour Office (ILO); Ministry of Labour, Singapore; National Trades Union Congress Singapore, Singapore; National University of Singapore (COFM) and National Safety Council, Singapore. The Congress aims to provide a forum for countries in the Asian and Pacific region to exchange information and share experiences on the effective management of industrial safety and health. Safety and Health specialists from America, Australia, Japan, Malaysia, Singapore, Thailand and the International Labour Organization (ILO) would give and share their views on seven major industries, namely agriculture, construction, electronics, metalworking, mining, shipbuilding and repairing, and wood-working in respect of three common issues of noise management, safe use of visual display units and major hazard control.

The Congress is open to individuals who are involved in or have an influence on safety and health management. For further information or registration, please contact the OSH Secretariat, Singapore National Employers Federation (SNEF). The address is 19 Tanglin road, #10-01/10-04, Tanglin Shopping Centre, Singapore 1024 and the tel no. and fax no. are 65 235 8911 and 65 235 3904 respectively.

Managers as Trainers

The Management Development Centre of Hong Kong (MDC) now offers a training package - "Managers as Trainers" - which can assist all businesses to better train their managers.

The package consists of a training guide and two 25-minute video tapes (in Cantonese) - "Coaching Skill" and "On the Job Training". This is a self-study program and as suggested by Mr C Y Wong of MDC, it should take less than ten hours to complete the whole program. Upon completion of the program, managers should be able to expand their capabilities, improve their performance, design appropriate training for their staff, assess the effectiveness of training, and apply appropriate training methods for different purposes.

Employers who are interested in the training package can arrange for a preview in MDC and are welcome to purchase the package. For further information, please contact Mr C Y Wong, Management Adviser of MDC at tel no. 836 1930.

Survey of Overseas Investment in Hong Kong's Manufacturing Industries

The Industry Department has recently published a report on the 1992 Survey of Overseas Investment in Hong Kong's Manufacturing Industries. The survey identified 536 companies in Hong Kong with investments from overseas in 1991. The total value of overseas investment at original cost at the end of 1991 was HK\$34.399 billion, 11% higher than that in 1990. The increase was caused by the rises in working capital and stock of fixed assets. The sales value of the products of these companies in 1991 was HK\$85.108 billion, comprising 64% export sales and 36% local sales. Their export sales accounted for almost one-fourth of Hong Kong's domestic exports in 1991.

Japan continues to be the leading source country of overseas investment, contributing 32% of the total value of investment. The US (28%) is the second largest investor, followed by China (11%) and Australia (6%). More than 60% of total overseas investment concentrated in five industries: electronics (32%), electrical products (13%), textiles and clothing (9%), tobacco (5%) and chemical products (5%).

The 536 companies employed 80,736 persons, or about 13% of total employment in Hong Kong's manufacturing industries. Of this workforce, 77,933 (93%) were local staff, a large proportion of them worked as operatives and craftsmen. The number of employees imported under the general labour importation scheme was recorded as 875 and most of them (69%) also worked as operatives and craftsmen. The number of expatriates deployed from overseas parent companies was very small; and most occupied management and technical positions.

The number of expatriates from sources other than the parent company was negligible.

A total of 90 companies, particularly companies in the electronics and electrical products industries, reported that overseas investors had been involved in the transfer of one or more types of advanced technology. The most common types of advanced technology of general application transferred were management information systems, computer aided design systems, total quality management systems, computerized production process, planning and control systems, material requirement planning systems and computer aided engineering systems. In industry-specific advanced technologies, overseas investors had been involved in the transfer of surface mount technology in the electronics industry; the use of engineering plastic applications in the electrical products industry; and programmable controllers in process control systems in chemical products industry.

Altogether 526 companies gave their opinions on the overall manufacturing investment environment in Hong Kong and 314 companies considered it favourable. Most companies commented favourably on Hong Kong's infrastructure, banking and financial facilities, regional location, support of linkage industries, and the availability of managerial, professional and technical skill. The cost of labour and the cost of factory and office space were felt as unfavourable factors in the overall investment environment.

(Source: Industry Department)

Unemployment Statistics

The latest labour force statistics released by the Census and Statistics Department indicated that the unemployment rate had remained stable.

The seasonally adjusted unemployment rate for 1992 August to October was 2.0%, compared with 2.1% from May to July in 1992 and 2.0% for the same period in 1991. The number of unemployed persons during 1992 August to October was estimated at 56,700, compared with 59,600 for the three months ending 1992 July and 54,900 for the corresponding period in 1991.

| | 92 Aug-Oct | 92 May-Jul | 91 Aug-Oct |
|--------------------|---------------|---------------|---------------|
| Unemployment rate | 2.0% | 2.1% | 2.0% |
| Unemployed persons | 56,700 | 59,600 | 54,900 |

Economy

Business Performance in the 3rd Quarter

According to the *Report on Quarterly Business Survey* released by the Census and Statistics Department, manufacturers generally experienced an improved general business situation and capacity utilization in the third quarter of 1992. The trend was mainly due to a seasonal increase in orders for Christmas sales.

As compared with the previous quarter, the wearing apparel industry experienced slight improvement in the general business situation and remained stable in capacity utilization. While the problem of insufficient orders and keen price competition were widely reported in the textiles industry, manufacturers in this industry experienced a marginally improved general business situation.

The general business situation and capacity utilization for the electronics industry also improved in the third quarter, though not as significant as previously expected.

Moreover, the general business situation and capacity utilization for the printing industry, plastics industry, and the watches and clocks industry all showed improvement in the third quarter.

Although manufacturers generally experienced and would expect improvement in the general business situation, there were still problems bothering the manufacturing sector. Local price competition remained the most cited business problem by manufacturers. Shortage of skilled labour and high wage rates were also widely reported. The situation implied that excess demand for labour still existed in the manufacturing sector in the third quarter of 1992. As the aforesaid problems have been bothering the sector for several quarters, manufacturers generally expected these major business problems to remain in the fourth quarter of 1992. Meanwhile, the recent fluctuations in the exchange rates of several major European currencies have led to increasing concern, though not very serious, among manufacturers.

Looking ahead, the report showed that manufacturers expected slight improvement in the following quarter, despite uncertainties surrounding the Section 301 negotiation at the time of the survey. For the wearing apparel industry, an improvement in the general business situation and capacity utilization was expected in



the fourth quarter, as it was most likely that manufacturers would make use of the quota in hand by the end of the year. Nevertheless, price competition from Southern China and South-eastern Asian countries would still be keen. Manufacturers in the textiles industry expected the business situation to remain the same in the following quarter. Manufacturers in the electronics industry expected a further slight improvement in the business situation and capacity utilization in the fourth quarter. While keen price competition remained the most frequently quoted problem, there was also an increasing concern over the rising local labour cost among manufacturers. An improved situation was also predicted in the plastics industry.

Orders Position in the 3rd Quarter

According to the *Monthly Survey of Employment, Payroll and Orders-on-hand* released by the Census and Statistics Department, the average volume of orders-on-hand in the third quarter of 1992 decreased by 1.8% when compared with the previous quarter. However, it increased by 1.1% while compared with the same

quarter of 1991. The results were obtained from 200 substantial manufacturing companies as well as 50 substantial companies in the construction and selected service sectors.

First of all, when compared with the previous quarter, only fabricated metal products industry and electrical and electronic products industry showed increment. Both of them increased by 1.8%. The remaining industry categories surveyed showed decreases in the orders position. These were especially significant in the plastic products industry which decreased by 29.2%, and the textiles industry which decreased by 9.3%.

When compared with the same quarter in 1991, similar results were obtained. Only fabricated metal products industry and electrical and electronic products industry increased by 8.4% and 6.0% respectively. Except these, all other industry categories showed moderate decreases. They were the textiles industry which decreased by 8.9%, and the plastic products industry which decreased by 3.6%.

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

| Industry | 92 3rd quarter (in terms of months) | % change over 92 2nd quarter | % change over 91 3rd quarter |
|----------------------------------|----------------------------------------|---------------------------------|---------------------------------|
| All manufacturing industries | 4.42 | -1.8 | +1.1 |
| Wearing apparel | 4.77 | -1.6 | -0.4 |
| Textiles | 2.14 | -9.3 | -8.9 |
| Plastic products | 2.71 | -29.2 | -3.6 |
| Fabricated metal products | 4.54 | +1.8 | +8.4 |
| Electrical & electronic products | 5.66 | +1.8 | +6.0 |
| Others | 3.95 | -0.3 | -3.2 |

Orders-on-hand of manufacturing industries

Investment Profile

Investment Environment of Guangdong's Mountainous Regions

Since China adopted the open-door policy, many Hong Kong businessmen have been investing in the Mainland. Their favourite spot is the Pearl River delta region. However, few Hong Kong investors have taken an interest in Guangdong's mountainous regions. In fact, these regions offer to foreign investors a range of preferential treatments with regard to the development of labour-intensive production activities and other industries.

Profile of Guangdong's mountainous regions

There are 49 mountainous counties in Guangdong Province, covering an area of 115,000 sq km or 65% of the total area of Guangdong. These counties are directly under the jurisdiction of the cities of Zhaoqing, Shaoguan, Qingyuan, Meizhou, Heyuan, Maoming, Huizhou, Yangjiang and Shanwei. The population of the mountainous regions is 24.42 million, representing 40% of Guangdong's total, with 10 million being workforce.

The mountainous regions of Guangdong are rich in resources, including more than 100 kinds of minerals, substantial hydropower resources, 200 million cu m volume of forests, and an abundance of agricultural products.

In 1990, decision was made by the Guangdong Provincial Government to speed up the pace of economic development in the mountainous regions in the following aspects:

1. "Economic development zones" can be established in the remote mountainous townships, in order to provide an ideal investment environment;
2. Preferential treatment is offered to attract foreign investors;
3. Priority is given to the approval of foreign-invested projects;
4. Development projects restricted in Guangdong Province will be relaxed appropriately in the mountainous re-

gions;

5. For priority and centrally allocated projects, preference will be given to the mountainous regions;
6. For foreign-invested projects developing local resources comprehensively, the ratio of products for domestic sales can be raised and the problem of balancing foreign exchange can be solved by means of comprehensive compensation;
7. Restrictions on labour, processing fee and land use will be relaxed for foreign-invested enterprises engaged in processing, assembly and compensation trade in the mountainous regions;
8. Quotas and licences administered by the provincial foreign trade authorities will be allocated to the mountainous regions for their export of special native fresh produce and agricultural by-products;
9. Great support will be given to the mountainous regions in establishing export-oriented production bases; and
10. For production projects not restricted by quotas and licences, priority will be granted to the mountainous regions.

Foreign investments are encouraged to take the forms of wholly-owned enterprises, joint ventures, co-operative management, processing, assembly, and compensation trade.

In 1992, the provincial government has expedited construction work in the mountainous regions, such as improving transport network and communication services so that facsimile, telex, radio paging and mobile telephone services are available.

The advantages of the cities and counties in Guangdong's mountainous regions lie in low labour and land costs, factory rentals and water charges. Electricity supply is also more reliable. Compared with the Pearl River delta region, labour cost in the mountainous regions is about 20 to 30% lower. Moreover, the availability of forest and mineral resources in the mountainous regions also offers opportunities for co-operation between local enterprises and Hong Kong and overseas companies.

In the first half of 1992, the actual amount of foreign capital utilized

totalled US\$535 million (HK\$4.173 billion), an increase of 54% over the same period in 1991. Total industrial output grew by 21.3%, total agricultural output was up 8.6%. All in all, the development potential of Guangdong's mountainous regions should not be overlooked.

Zhaoqing

The city of Zhaoqing is situated in the mid-west of Guangdong Province. With a population of 5.53 million and covering an area of 22,300 sq km, the city has under its jurisdiction nine mountainous counties. It is rich in mineral reserves, forest products, agricultural by-products and tourist resources.

In the last few years, great improvements have been made in Zhaoqing's infrastructure and investment environment. A customs checkpoint was set up in 1984 to handle directly the exit and entry of people, and the import and export of goods. There is a regular bus service direct to Kowloon, Hong Kong. Zhaoqing is also linked to Guangzhou and Shenzhen by rail. The city has a passenger/cargo wharf capable of handling 1,000-ton class liners sailing direct to Hong Kong and Macau.

At present, a number of industrial development zones have been built in Zhaoqing. Many kinds of preferential policies and treatments are offered by the development zones. Apart from light industrial projects, Zhaoqing also welcomes foreign businessmen to invest in exploring the city's rich mineral and forest resources, as well as in developing native agricultural and forest products and processing products using these resources.

Shaoguan

Shaoguan is situated in the north of Guangdong Province. It has eight mountainous counties under its jurisdiction. With a population of 2.79 million, the city covers an area of 18,594 sq km, of which arable land accounts for 2,075 million acres and forest area 20.48 million acres.

Shaoguan has an extensive network of railways, roads, waterways and air routes. Postal and telecommunications facilities are also relatively well-developed. With an abundance in rivers and coal reserves, both water and power supplies for daily and industrial use are sufficient.

Heavy industry is the pillar of Shaoguan's industrial development. The city is an important base for Guangdong's power industry and raw materials indus-

try. Foreign investments are welcome in the following areas: industry, transportation, processing industries, forestry, plantation and aquaculture, tourism, catering services, technological development and others. The municipal government of Shaoguan has already formulated many preferential treatments to foreign investors; such as exemption from local income tax and land use charge, special rates for water, electricity, coal and petrol supplies, etc.

Qingyuan

Qingyuan is a new city set up in 1988 upon approval granted by the State Council. It is situated in the centre of Guangdong Province. Under the jurisdiction of the city are seven mountainous counties. With a total area of 19,002 sq km, the city has a population of 3.38 million.

Qingyuan has an extensive network of interlocking railways, roads and waterways. Cargo freight is connected to various provinces in the north and to Guangzhou, Shenzhen and Hong Kong in the south. Direct transport to Hong Kong by railway, water and land is available and a full range of import and export services are also offered.

Various preferential policies, including policies for coastal open economic zones, minority tribe regions and mountainous regions, also apply to the city.

Manufacturing activities using local resources form the major industries in Qingyuan, such as chemicals and fresh cassava powder. The latest directions pursued by Qingyuan in relation to co-operations with foreign partners include great efforts to be made in developing processing, assembly, compensation trade and foreign-invested enterprises; and emphasis will be placed on the development of agriculture, forestry and fishery.

Meizhou

Meizhou is formerly known as Jiayingzhou. It is the home of the Hakkas. Under the city are seven counties all in the mountainous regions. The city of Meizhou covers an area of 15,800 sq km and has a population of 4.4 million.

The investment environment has improved significantly in recent years. Not only is electricity supply sufficient, postal and telecommunications services as well as transport by road, water and air are also convenient. In addition, a port has been built. For customs clearance, it can be handled directly in the city. Currently, construction work for the Jiangnan In-

dustrial Zone in Meizhou is underway.

Meizhou is endowed with about 48 kinds of mineral reserves. It is strong in traditional industries such as porcelain, textiles and native products as well as in new industries

such as electronics, toys and leather. It enjoys preferential treatment in foreign funds utilization, technology import and foreign trade. For foreign-invested projects exploiting and utilizing local resources, the proportion of domestic sales of the products can be increased and the problem of foreign exchange balance can be solved by means of comprehensive compensation. Projects involving investment and technology import in the mountainous regions by foreign investors will be given priority in the arrangement and supply of funds, loans, raw materials, fuel, quotas, import and export licences, and vehicles for direct transport of cargoes.

Heyuan

Heyuan is situated in the northern part of Guangdong Province. With a population of 2.76 million, the city covers a total area of 15,800 sq km with four mountainous counties.

Heyuan now has sufficient supply of power and water. It is rich in natural resources and is a major supplier of bamboo, wood, rattan and other forest by-products. The city has some 600 km of newly built or reconstructed highways and 14 large and medium bridges. The Guangzhou-Meizhou-Shantou railway line connecting with the Beijing-Kowloon line under construction will also be passing through Heyuan.

Heyuan has formulated a range of preferential policies encouraging foreign investment; for instance, simplified and expedited project approval procedures, preferential allocation of land, and preferential rate of land price as well as rate of factory rental.

Currently, three development zones have been established in the urban area of Heyuan. At present, 75 projects in eight

industries are available for foreign investment, namely machinery, mining and metallurgy; light industry; food industry; electronics and plastics; building materials; pharmaceuticals, chemicals; planting and breeding; and transport and others.

Huizhou

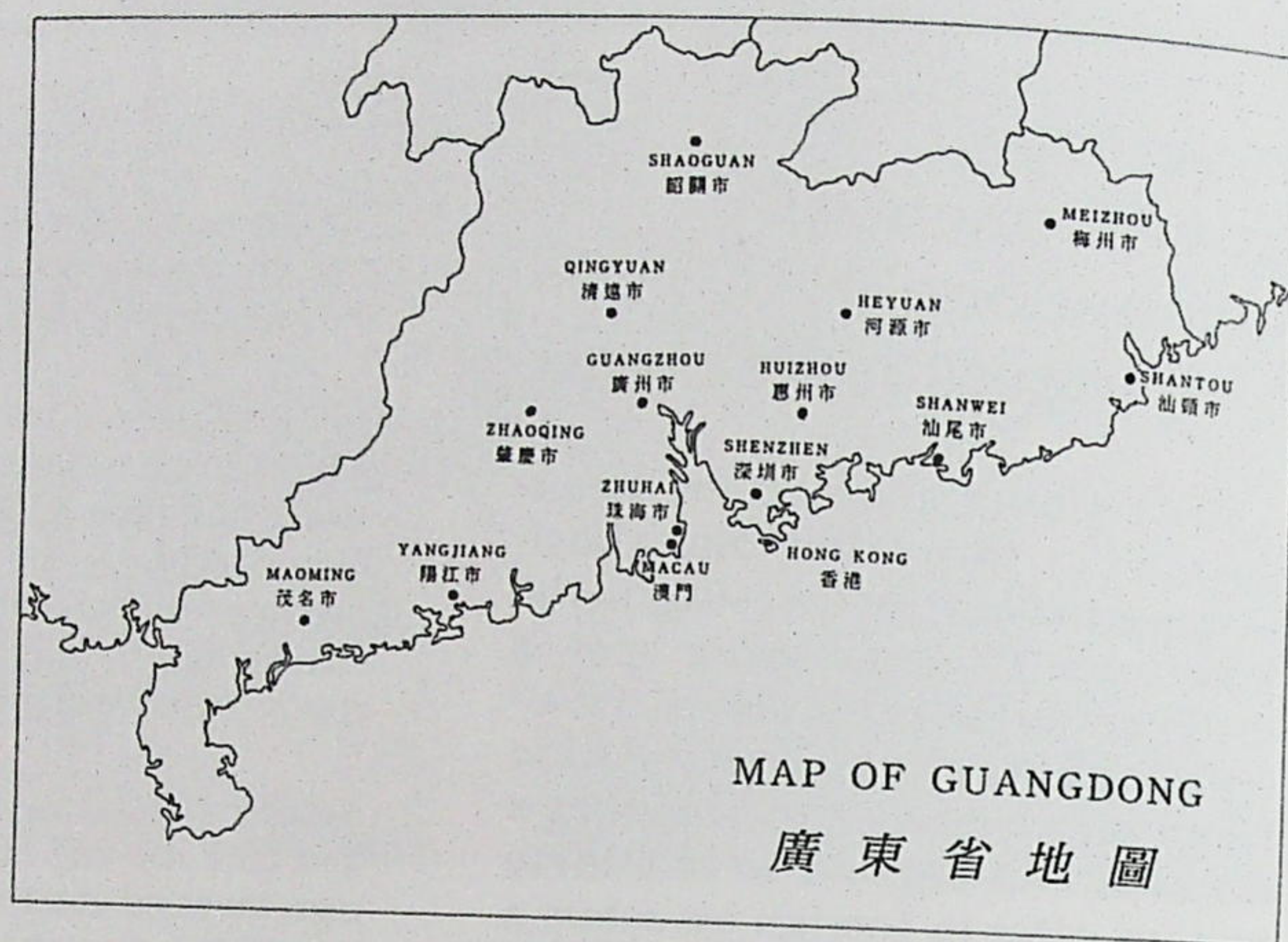
The city of Huizhou is located in the middle reaches of the Dongjiang River bordering Shenzhen and Hong Kong. Huizhou has four counties and one district under its jurisdiction. The city has a population of 2.26 million covering a total area of 11,200 sq km, with arable land accounting for 2.228 million acres. The city has sufficient supply of water for industrial, agricultural and daily use.

In the past few years, Huizhou has been making efforts to improve its investment environment and infrastructural facilities so that transportation link with Guangzhou, Shenzhen and Hong Kong can be made more convenient. Apart from a customs checkpoint in the city, three ports have been set up at Aotou.

Projects in Huizhou attracting foreign investment include technology development, electronics, textiles, light industry, chemicals, forest and agricultural products processing, tourism etc. If the investment amount is under US\$15 million (HK\$117 million), direct approval can be granted by the municipal foreign economic relations and trade commission.

Maoming

The city of Maoming comprises plains and mountainous regions. It has two mountainous counties of Gaozhou and Xinjin under its jurisdiction, covering an area of 6,356 sq km and with a population of 2.28 million. Since the implementation of the open-door policy and reforms, the investment environment of Maoming has undergone great improvements. Agri-



culture is well-developed, especially the production of grains and fruits.

In a bid to attract Hong Kong, Macau and foreign investors to invest and set up co-operation projects in the city, Maoming has adopted a number of preferential policies and flexible measures. At present, foreign investment is encouraged in over 30 projects which include 30,000-ton wood-pulp and paper bleaching, rosin hydride, linen spinning, glass, medium-density fibre board, etc. Project approval is granted by the county foreign economic affairs committee.

Yangjiang

Yangjiang was approved by the State

Council to become an open coastal economic zone in 1988. Under the jurisdiction of the city are two coastal plain counties of Jiangcheng and Yangdong, and two mountainous counties of Yangchun and Yangxi. The city has a population of 2.24 million.

In the past few years, Yangjiang has placed much efforts in the development of energy, transport and communications. There are a 220,000-volt transmission substation in the urban area and a water plant, which guarantee power and water supply for production and people's livelihood. The domestic airport at Yangjiang offers daily flights to Guangzhou, Zhuhai and Shenzhen, whilst Dongping port serves as the handling basin for import

and export goods.

The two mountainous counties not only enjoy the preferential treatments given to open coastal economic zones and industrial satellite towns, they also enjoy the preferential policies on mountainous regions and regions trading with Taiwan.

Projects welcoming foreign investment in Yangjiang include the following: building materials, metallurgy, textiles, micro electromechanical industry, tourism, foreign-exchange generating agriculture, food industry, and coastal aquaculture etc.

(Source: Hong Kong Trade Development Council)

Product Standards

New ISO Standard in Packaging and Plastics

Packaging

The Technical Committee ISO/TC 122, Packaging, of the International Organization for Standardization (ISO) has recently enacted two new standards. The contents are as follows:

Title

ISO 7174-2

Furniture — Chairs — Determination of stability — Part 2: Chairs with tilting or reclining mechanisms when fully reclined, and rocking chairs (first edition, 1992)

Scope

This part of ISO 7174 describes methods for determining the rearward stability of chairs with tilting, reclining and adjustable back angle mechanisms when they are fully tilted or reclined, and of rocking chairs.

Forward and sideward stability of these chairs and of upright chairs is determined by methods described in ISO 7174-1. This part of ISO 7174 describes test methods only for the rearward stability of chairs when fully tilted or reclined, and should not be considered as an alternative test for upright chairs.

The test results are only valid for the article tested. When the test results are

intended to be applied to other similar articles, the test specimen should be representative of the production model.

In the case of designs not catered for in the test procedures, the test is to be carried out as far as possible as described, and deviations from the test procedure recorded in the test report.

Title

ISO 10531

Packaging — Complete, filled transport packages — Stability testing of unit loads

Scope

The International Standard specifies methods of testing for the stability of unit loads. These tests are intended to assess the performance of completely formed unit loads as they are subject to the hazards of environmental exposure, storage, handling and transportation. These tests may be performed as part of a sequence.

The considered hazards relate to land environment only. Similar hazards, however, may be expected in a marine environment and some additional hazards not covered by this International Standard may also occur in a marine environment. Therefore, it should not be assumed that unit loads which satisfactorily pass the tests of this International Standard will be stable in a marine environment.

The unit loads covered in this International Standard are not restricted to those incorporating a pallet platform, but may

include other devices such as pallet boxes or slipsheets.

Plastics

The Technical Committee ISO/TC 61, Plastics, of the International Organization for Standardization (ISO) has recently enacted a new standard. The contents are as follows:

Title

ISO 10119

Carbon fibre — Determination of density (first edition, 1992)

Scope

This International Standard specifies three methods for the determination of the density of desized carbon fibre yarn:

Method A: Liquid-displacement method

Method B: Sink/float method

Method C: Density-gradient column method (reference only)

The determination of density may also be carried out on sized fibre by agreement between customer and supplier. At low levels of size (less than 1%), the density obtained with sized fibre may be taken to be identical to that of unsized fibre.

For further consultation of new ISO Standards, please contact Ms Alicia Wong of the Product Standards Information Bureau (PSIB) of Industry Department at tel no. 829 4806.

(Source: Industry Department)

Trade News

Hong Kong Linkage Industry — International Machine Tool Exhibition '93

The Hong Kong Linkage Industry — International Machine Tool Exhibition '93 will be held from 1993 March 11 to 14 at the Hong Kong Convention and Exhibition Centre. The fair will display the latest equipment and technology manufactured by 300 machine builders from Japan, Taiwan, China, Germany, Austria, USA, Singapore, Switzerland, Italy, Spain, Sweden, South Korea and Hong Kong.

In addition to a Linkage Square and a Square Finishing Pavilion, visitors will be refreshed by seeing a second hand plastic injection moulding machine mart, an ultrasonic plastic welder focus and an exhibition on plastic material recycling displayed in the Plastic Pavilion.

In conjunction with the show, the 2nd Exhibition of Modern Laboratory Equipment, Supplies and Services '93 will be held concurrently. For enquiries, please contact Ms Shirley Lok of Paper Communication Exhibition Services at tel no. 763 9012.

Canada: Textile Tariff Reduction

On 1992 December 2, the Minister of Finance of Canada announced reductions in Canadian textile tariffs with effect from 1993 January 1.

The reductions will be phased in at a rate of 1.5% per year, beginning 1993 January 1.



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January 1. Once fully implemented, the reductions will lower tariffs on textile fibres, yarns and fabrics to maximum rates of 5%, 10% and 16% respectively. Current Canadian rates are, on average, 8%, 13% and from 18% to 25% respectively. Detailed tariff item numbers and tariff reduction phasing-in schedule are contained in the News Release issued by the Canadian authorities. Copy of the News Release is available for public reference in the Trade Department. Interested parties please contact the North America (Commercial Relations) Branch on 18/F, Trade Department Tower, 700 Nathan Road.

This reduction will bring the Canadian textile tariffs more into line with textile tariffs in other industrialized economies, particularly the US. The Canadian government expects that it will benefit the Canadian economy by making Canada's apparel and other textile-using industries more competitive. The tariff changes will also benefit consumers by lowering costs of clothing and other finished products.

For enquiries, please contact Ms Grace Lai of the Trade Department at tel no. 398 5403.

Brand Names and Labels

Certificate of Origin applications covering goods of Hong Kong origin marked or labelled with geographical references, such as those containing the name of the capital of a country, the name of a state, province or county, the name of any internationally famous city or port, or any other well-known geographical names, would normally be refused unless:

1. The words "made in Hong Kong" or words having the same meaning appear on, or adjacent to, the geographical marking, or in any other equally conspicuous position where it could be readily seen by a prospective purchaser; or
2. Evidence is produced to substantiate that the geographical marking is in fact registered as a trademark in Hong Kong, or in any country adhering to the Paris Convention for the Protection of Industrial Property 1883 (as revised from time to time) and that the goods to be certified are intended solely for export to the trade mark owner or its authorized agent, or authorization for the use of the trade mark has been given by the trade mark owner.

Separately, certificate applications covering goods of Hong Kong origin bearing brand names or labels which are well known registered trade marks would normally be issued only if evidence is produced that the goods are intended for export to the trade mark owner or its authorized agent, or authorization for the use of the trade mark has been given by the trade mark owner.

It should be emphasized that the issue of a certificate does not in any way represent approval for the use of whatever brand name or label appearing on the goods covered by the certificate. Under the Trade Descriptions Ordinance, goods bearing a geographical name without an indication of the true origin of the goods may be regarded as misleading an intending purchaser as to the actual origin of the goods; the use of such labels may render the user liable to prosecution under the terms of the Trade Descriptions Ordinance.

For enquiries, please contact Mr K C Ip, Mr W H Leung or Mr Y K Lau of the Trade Department at tel no. 398 5544, 398 5545 or 398 5549 respectively.

Malaysia International Fair 1993

Organized by Federation of Malaysian Manufacturers (FMM), the 1993 Malaysia International Fair will be held from 1993 October 5 to 10 at Putra World Trade Centre, Kuala Lumpur.

The objective of the fair is to promote bilateral and international economic co-operation and to foster trade opportunities. Exhibits will include a wide spectrum of technology, machinery and equipment and general consumer goods.

Participation fee is M\$650 (HK\$1,911) per sq m. The minimum size of the standard shell scheme booth is 12 sq m. Members who are interested to participate at the fair, please contact the organizer direct for details:

Mr M K Chen, JP
Director of Operations — MIF'93
Federation of Malaysian Manufacturers (FMM)
17/F, Wisma Sime Darby
Jalan Raja Laut
P O Box 12194
50770 Kuala Lumpur
Malaysia
Tel: 03 293 1244
Fax: 03 293 5105
Telex: MA 32437 FMM

廠商專訊一九九三年二月號 The Business Journal February 1993

Market Report

Direct Marketing in the European Community

General background

Direct marketing, which has been growing rapidly in the European Community (EC) in recent years, encompasses a range of advertising media to establish an interactive relationship with consumers. These cover catalogue, direct mail, newspaper, magazine, TV, radio, telephone as well as other electronic systems. From the consumer point of view, convenience is perceived to be the most valuable benefit of direct marketing, particularly for working women, mothers of young children and people who live in rural areas or dislike conventional shopping. For years, direct marketing has been able to satisfy consumer needs which need not be fully met by traditional retail outlets.

Developments in the EC

Direct marketing is one of the fastest growing marketing tools in the Community, and one which has occupied an increasingly important position in the overall marketing mix of EC companies. The trend towards direct relationships between companies and their customers is due to continued market fragmentation and intensified competition which call for a more targeted marketing approach. While a Single European Market is expected to be formed by 1993 and sales opportunities will likely increase along the removal of internal trade barriers, differences in culture and consumer preferences among member states remain. These, coupled with the advent of modern computer technology, have made direct marketing a more viable and cost-effective tool for many companies. This marketing approach is particularly useful to companies which cannot afford the setting up of retail outlets in different locations but still want to market directly to consumers across the EC. Providing that the forthcoming Data Protection Act is not excessively stringent in governing the use of personal data, direct marketing is likely to continue its growth in the Community.

While the scope of direct marketing has expanded significantly, mail order, with

an estimated annual turnover of some US\$44 billion (HK\$343.2 billion) in the EC, remains a major direct marketing approach. Germany is the leading mail order market in the EC, followed remotely by the UK and France. These 'Top Three' combined take up more than 80% of total mail order sales in the Community; whilst in other EC countries, mail order market is relatively small, indicating that there exists considerable room for expansion.

Germany

Direct marketing plays a very important role in Germany. As consumer demands change, small market niches have been targeted, which in turn enhances the use of catalogues. Recently, an interactive videotext system, Bildhirmtext (Btx), has been established in the country with the TV replacing the catalogue and the consumers selecting products from a range presented on the TV Videotext aside. German unification, on the other hand, has been a boon to direct marketers, when their competitors (eg department stores) are handicapped by the absence of an efficient distribution infrastructure in eastern Germany.

United Kingdom

Historically, mail order in UK has suffered from a downmarket image as well as competition from high street retailing. But until recently, mail order houses have fared better. They have invested in new technology (notably the videotext system of Keyline), and even started to encroach on product areas traditionally regarded as the preserve of the high street stores.

France

Direct marketing has attracted a lot of interest in France recently. Now, the major vehicle for direct marketing is the Minitel, which is a videotext system provided by the French post office for information dissemination and order processing. The increasing use of Minitel, coupled with the offtake of employing TV as a means for describing products, is expected to boost direct marketing further.

General practices of direct marketing

There is virtually no limitation on what can be sold through direct marketing. Besides ready-to-wear, popular items sold by direct marketing include household textiles, furniture, household articles, cosmetics and toiletries, footwear, books, records and tapes, electrical appliances,



consumer electronics, photographic goods, watches and clocks, jewellery, toys and sports items and leather and travel goods. To be successful, products on offer should be unique and unobtainable from traditional retail outlets. But high prices should be avoided, although there is a growing demand for higher quality and more diversified products.

For catalogue selling, there are basically two buying seasons: autumn/winter and spring/summer. To match such seasonal sales, the autumn/winter catalogues generally appear in July/August, and the spring/summer catalogues in January/February. For customers, orders are usually placed by mail, but orders by fax, telex, phone calls, as well as other interactive video ordering systems, are also accepted. In dispatching goods, direct marketers mainly rely on post or courier service.

Opportunities for Hong Kong companies

Given the potential and the fact that most products sold via direct marketing channels are products in which Hong Kong specializes, the EC is a promising market for Hong Kong companies to sell to direct marketers or to EC consumers using direct marketing techniques. Yet, companies that are considering the use of direct marketing in the Community should be aware of the significant geographical and cultural differences among countries, which may affect their design of marketing tools. They should also monitor legal developments closely, especially the proposed European Data Protection Act.

(Source: Hong Kong Trade Development Council)

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

香港中華廠商聯合會經
香港政府授權簽發各類
產地來源證
*CMA is authorized
by the Hong Kong
Government to
issue all kinds of
CERTIFICATES
OF ORIGIN*

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1/F, CMA Building, 64 Connaught Road Central, H.K.
電話 / Tels : 545 6166, 542 8600
圖文傳真 / Fax : 544 2406

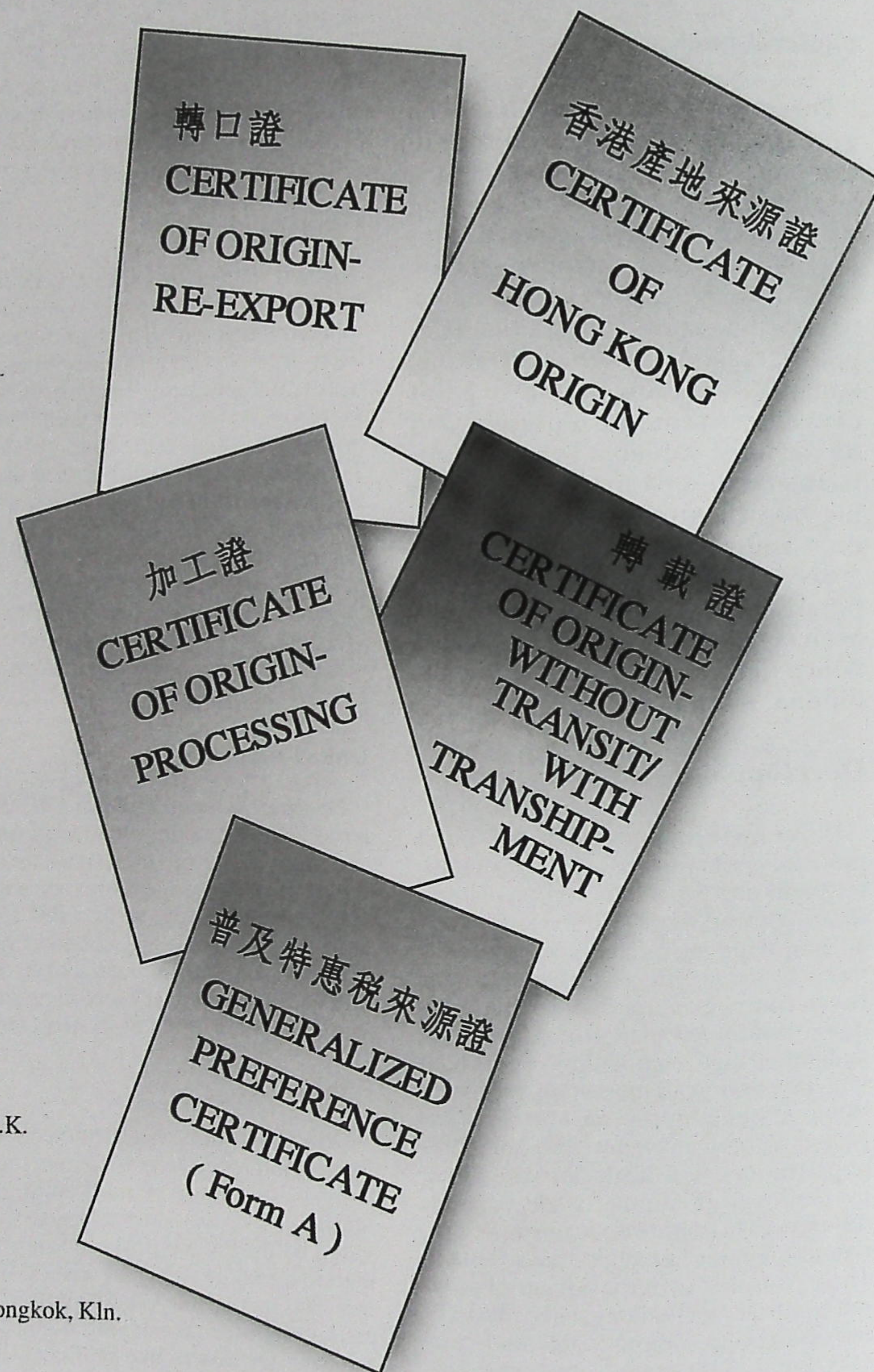
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Unit A, 10/F, JCG Building, 16 Mongkok Road, Mongkok, Kln.
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電話 / Tel : 736 0288
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新界荃灣青山道264-298號南豐中心1922C室
Room 1922C, Nan Fung Centre, 264-298 Castle Peak Road,
Tsuen Wan, N.T.
電話 / Tel : 493 8434
圖文傳真 / Fax : 412 1329



Exhibition News

| Date | Event | Venue | Exhibits | Organizer |
|-----------------|-----------------------------------------------------------------------------------------|--------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------|
| 1993 Mar 2-4 | World Freight '93 | HK Convention & Exhibition Centre | International freight transport, distribution and logistics services | Cathay Int'l Trade Fairs Ltd Tel: 527 2601 Fax: 865 1709 |
| Mar 4-8 | South China Int'l Exhibition on Construction, Building Services and Interior Decoration | China Foreign Trade Centre, Guangzhou, P R China | Architecture, site surveying, engineering services & consultancy, building materials and their production machine | Adsale Exhibition Services Ltd Tel: 511 0511 Fax: 507 5014 |
| Mar 6-10 | Plastics China '93 | China Foreign Trade Centre, Guangzhou, P R China | Plastics processing machinery, ancillary equipment & accessories, materials & services | Business & Industrial Trade Fairs Ltd Tel: 865 2633 Fax: 865 5513 |
| Mar 11-15 | Foodmac/Hotel & Food '93 | Kuala Lumpur, Malaysia | Hygiene, safety and quality control, packaging and processing machinery | EXCEL Exhibitions (M) Sdn BHD Tel: 603 244 0669 Fax: 603 244 0670 |
| Mar 18-21 | HK Int'l Jewellery Show '93 | HK Convention & Exhibition Centre | Genuine jewellery | HK Trade Development Council Tel: 584 4333 Fax: 824 0249 |
| | Saigon Shoes and Leather Expo '93 | Hochiminh City, Vietnam | Footwear and leather products | C P Exhibition Tel: 511 7427 Fax: 511 9692 |

Training Calendar

| Date | Event | Venue | Organizer | Contact person/Tel no. |
|-----------------------|-------------------------------------------------------------------------------------------|------------------------------------------------------|-------------------------------------------------|------------------------------|
| 1993 Feb 22-Apr 29 | Certificate Programme on Personal Computer for Secretaries | Johnson Electric Management Development Centre, HKMA | The HK Management Association | 574 9346 |
| Feb 26-Apr 27 | Certificate Programme on Primary & Intermediate Mandarin for Secretaries | Johnson Electric Management Development Centre, HKMA | The HK Management Association | 574 9346 |
| Mar 4, 11 | Business Starter Programme | 11/F, VTC Tower, 27 Wood Road, Wanchai | The Management Development Centre of HK | Mr Sam Ying, MDC 836 1826 |
| Mar 8-9 | HKPMGA Int'l Conference: Strategies to Succeed in PRC's Manufacturing and Consumer Market | HK Convention & Exhibition Centre | HK Polytechnic Management Graduates Association | 827 6766 |
| Mar 12 | Conference on Small Business Management | 11/F, VTC Tower, 27 Wood Road, Wanchai | The Management Development Centre of HK | Mr Sam Ying, MDC 836 1826 |
| Mar 29 | HK Owner Manager Association Workshop | 11/F, VTC Tower, 27 Wood Road, Wanchai | The Management Development Centre of HK | Mr Sam Ying, MDC 836 1826 |

新會員 New Members

永遠會員 Permanent Member

Kai Fu Electronic Ltd
執行董事:黃國賢
出品:電腦零件、主板等
Kai Fu Electronic Ltd
Director:Andy Wong
Products:Computer parts, motherboard, etc

普通會員 Ordinary Members

雅麗織藝公司
合夥人:劉玉衡
出品:針織衫
Artknit Knitwear Co
Partner:Lau Yuk Hang
Products:Knitting sweater

寶利製衣廠有限公司
董事總經理:周星錦
出品:時裝
Bonaventure Textiles Ltd
Managing Director:Chow Sing Kam
Products:Apparel

品泰織業有限公司
總董事:張家棟
出品:針織品
Ching Tai Knitting Ltd
Managing Director:Cheung Ka Tung
Products:Knitted products

嘉聯塑膠廠
代表:陳彩蓉
出品:塑膠產品
Ka Luen Plastic Fty
Representative:Chan Choi Yung
Products:Plastic products

新豐珠寶有限公司
董事長:鄧麗明
出品:珠寶、玉石、珍珠
Sunny Creations Ltd
Director:Tang Lai Ming
Products:Jewellery, gem stones, pearl

新宇實業
董事總經理:胡炳慶
出品:單車、望遠鏡、電風扇、顯微鏡
Sunco Industries
Managing Director:Henry Wu
Products:Bicycle, binoculars, electrical fans & microscope

興成針織廠
東主:張靜
出品:男女裝針織衫
Hing Shing Looping & Knitting Fty
Sole Proprietor:Cheung Ching
Products:Men's & ladies' knitwear

榮利錄音錄影帶製造廠有限公司
董事長:盧文端
出品:錄音帶及錄像帶
Wing Li Cassette & Video Tapes
Mfg Co Ltd
Director:Lo Man Tuen
Products:Video & cassette tapes

寶鋒精密製造廠有限公司
東主:伍佰陽
出品:錄音錄影帶配件
Po Fung Precision Mfy Ltd
Managing Director:Ng Pat Yeung
Products:Video & cassette tape spare parts

瑞盈實業有限公司
東主:許仁瑞
出品:錄音帶
Yat Lung Ind'l Ltd
Director:William Hui
Products:Cassette tapes

偉基磁帶有限公司
董事總經理:施能智
出品:錄影帶
Wai Kei Video Cassette Ltd
Managing Director:Sy Nang Chi
Products:Video tapes

金焰有限公司
董事長:李祥
出品:錄影帶
Golden Weal Ltd
Managing Director:Li Cheung
Products:Video tapes

恆業印刷有限公司
董事:蕭澤森
出品:柯式印刷
Perfect Printings Ltd
Director:Siu Chak Sum
Products:Offset printing

寶力電子視聽有限公司
董事:吳為烈
出品:電子產品
Pony Electronic (Audio Visual) Ltd
Director:Wu Wei Lieh
Products:Electronic products

海龍金屬製品廠有限公司
董事:張家龍
出品:五金配件
Hoi Lung Metal Products Fty Ltd
Managing Director:Cheung Ka Lung
Products:Metal parts

偉成盒帶廠有限公司
董事總經理:黃梓欽
出品:錄影帶
Wai Shing Cassette Tape Mfy Ltd
Managing Director:Wong Tse Yam
Products:Video cassette tapes

贊助會員 Associate Members

豫港企業有限公司
董事長:謝世安
業務:旅遊、房地產及貿易
Henan HK Enterprises Ltd
Chairman:Xie Shi An
Nature of business:Travel, real estate & trading

興普洋行有限公司
董事:蕭素霞
業務:成衣
Benson & Brothers Mfg Co Ltd
Director:Siu So Ha
Nature of business:Garments

新大興製衣有限公司
董事:蕭素霞
業務:成衣
Sun Tai Hing Gmt Making Co Ltd
Director:Siu So Ha
Nature of business:Garments

機構發展顧問有限公司
顧問:雲大耀
業務:人力資源顧問
Organisation Development Ltd
Consultant:Daniel Wan
Nature of business: Human resources consultancy services

北美有限公司
董事總經理:周星錦
業務:時裝
Canasal Ltd
Managing Director:Chow Sing Kam
Nature of business:Apparel

香港華成公司
總經理:黃華心
業務:梭織成衣
Hong Kong Hwa Seng Co
General Manager:Wong Wah Sum
Nature of business:Woven garments

I.M.G. Ltd
董事:范偉明
業務:出入口
I.M.G. Ltd
Director:Fan Wai Ming
Nature of business:I/E


美奇塑膠廠有限公司
董事經理:譚志成
業務:玩具
Mei Kee Plastic Fty Ltd
Managing Director:Tam Chi Shing
Nature of business:Toys


產品責任無限遠 優惠保險見週全

“產品責任保險計劃” 特為廠商會會員而設


- 銷售產品往海外市場,製造商要面對什麼風險?
- 閣下是否知道在美國由產品責任引起之訴訟賠償平均高達一百萬美元?
- 閣下是否知道由一九八八年起,歐洲經濟共同體各會員國須嚴厲執行產品責任法例?
- 產品責任保險計劃對製造商有什麼保障?保費若干?
- 承保範圍如何?

如欲查詢詳情,請聯絡:

 喜齡有限公司 楊國文先生 5712018

 香港中華廠商聯合會 劉尉倫小姐 5456166

承保:

 美亞保險有限公司

請寄回:喜齡有限公司 香港英皇道260號怡安中心17樓

本公司對產品責任保險計劃深感興趣,
☐請寄上計劃詳情 ☐請派專人洽商。

公司名稱: _____

公司地址: _____

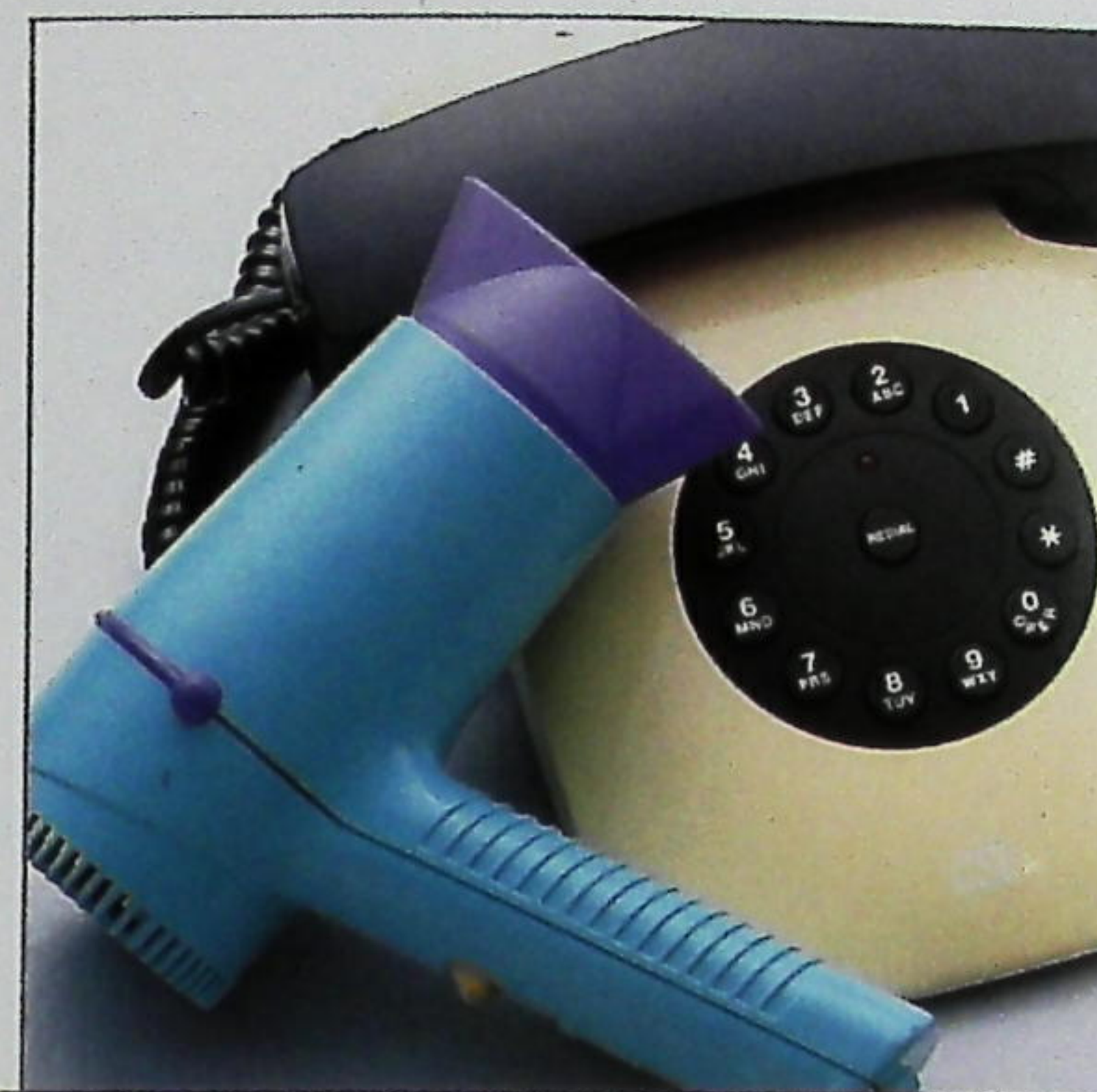
聯絡人: _____ 職位: _____

電話: _____ 圖文傳真: _____

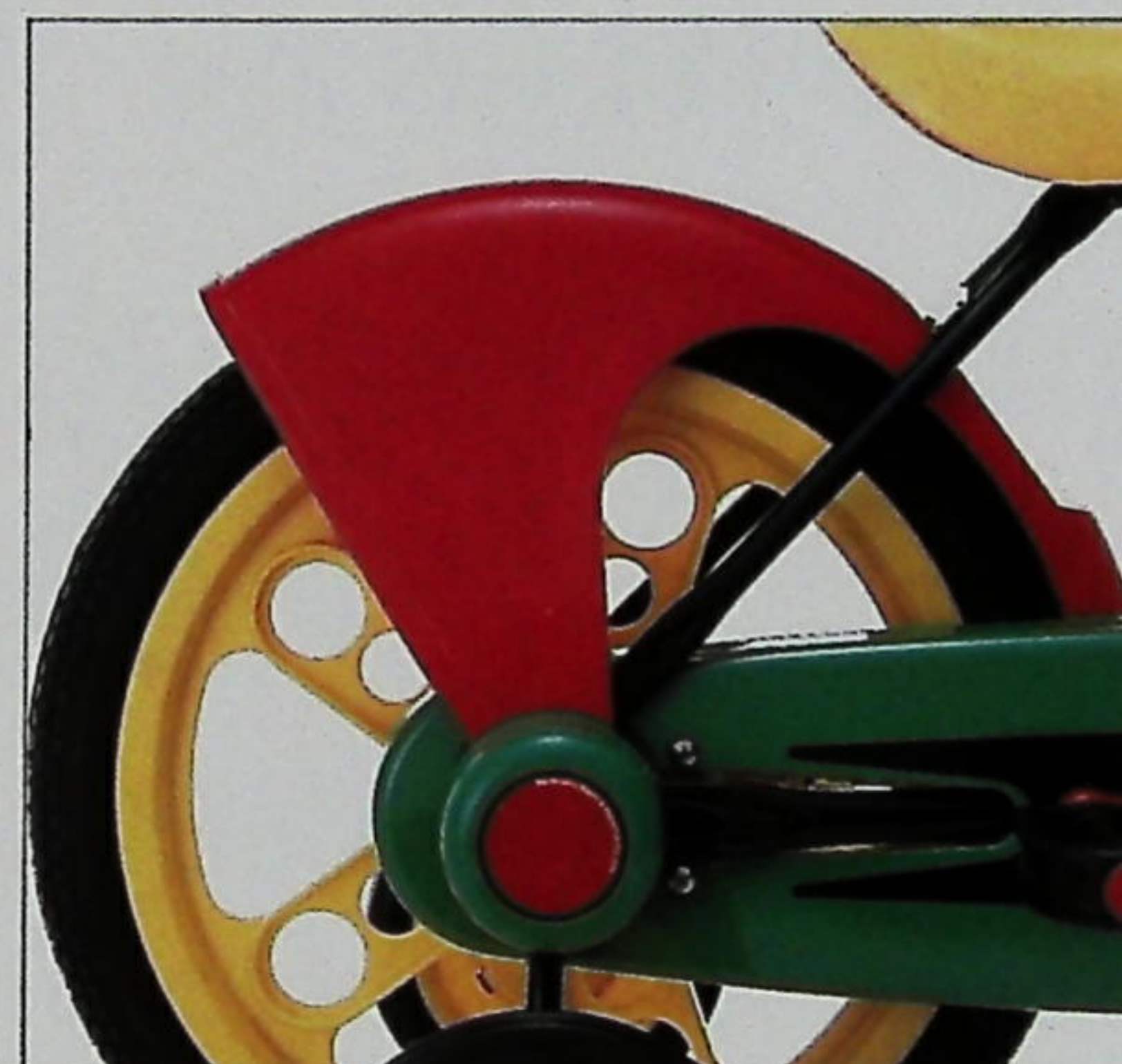
萬能達色彩測量計 各行各業 ——賞「色」

萬能達各式色彩測量計，精密準確，色彩上最微細差異，亦能即時辨別，高度提高產品與原料之色彩控制，絕無偏差。

萬能達 CM-2002分光測色計，輕巧便捷，能準確測定物體的光譜反射率，最適合色彩分析及顏料配色之用。萬能達 CR-300色彩色差計，攜帶方便，用途廣泛，能瞬間提供準確色彩數據，萬無一失。萬能達 CM-2002及 CR-300，同具電腦接駁功能，可將測量資料直接輸入電腦內，進行分析處理，令效能大大增強，色彩檢定，可說無出其右！



▲家庭用品之外層色彩控制

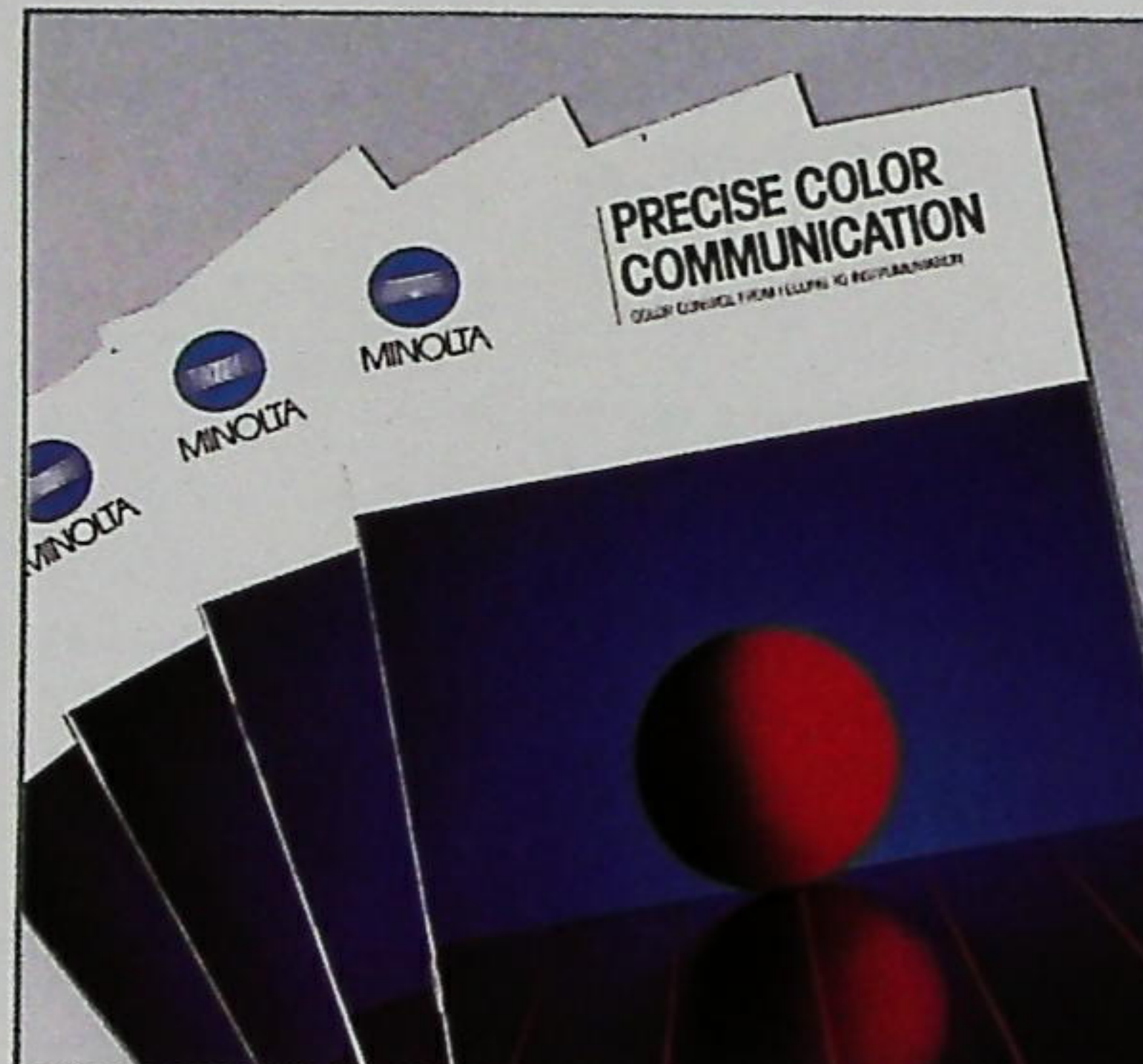


▲塑膠業中原料與製品之色彩檢定

▼製衣業中布疋與輔料之色彩控制



◀印刷業中油墨與紙品材料之色彩檢定



CM-2002分光測色計

- 漫射/8°(d/8)標準照明及觀察條件
- 雙光束自動補償系統
- 含鏡面光/除鏡面光(SCI/SCE)選擇
- 4 × AA乾電池操作，重1.6公斤
- 多種測試條件選擇
- CM-1應用軟件

CR-300色彩色差計

- 設計採用d/0°幾何位置
- 漫射照明，投射光線更均勻
- 直徑8毫米之測試口徑
- 備配 DP301數據處理器及打印機



▲油漆與塗料之色彩控制

CR-300



CM-2002



萬能達香港有限公司：
香港鰂魚涌英皇道1065號東達中心二樓208室 電話：5658181
傳真機：5655601 (垂詢請電：工業儀器部 電話：5652173)

歡迎索取工業儀器說明書。請將 閣下名片及此格，寄回萬能達香港有限公司工業儀器部。

CR-300/CM-2002/BJ/93