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廠商會與菲律賓工商業總會 簽訂合作備忘錄

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製造業商會聯名致函美國總統克林頓 要求無條件延續中國最惠國地位

本會一向積極參與要求美國無條件延續中國最惠國地位的各項游說工作。本會曾聯同本港其他主要工商機構，邀請美國參議員幕僚訪問香港及廣東，亦參與了各項赴美游說行動。四月下旬，本會發起另一項游說行動，促成本港十四家製造業商會聯署致函美國總統克林頓，要求無條件延續中國最惠國地位。

聯署函件的十四位人士包括香港中華廠商聯合會會長梁欽榮、香港製衣業總商會會長關文錦、香港錶廠商會會長李秀恆、香港電子協會前任主席李樹強、香港橡膠鞋業廠商會會長鄧劍群、香港塑膠業廠商會會長丁午壽、香港觀塘工商業聯合會會長胡國祥、東區工業聯合會會長盧文端、香港布廠商會會長沈漢鏞、香港毛織出口廠商會會長陸增鏞、香港毛皮廠商會會長 O Borresen、香港食品委員會會長葉若林、香港漂染印整理業總會會長容可尊及新界廠商會會長柳子元。

聯署行動

十四家參予聯署行動的商會於四月二十九日在廠商會大廈召開聯合記者招待會，公佈函件內容重點。各商會均派有代表出席，包括香港中華廠商聯合會會長梁欽榮；廠商會副會長兼香港製衣業總商會副會長陳永棋；廠商會副會長兼香港橡膠鞋業廠商會主席周敏；香港製衣業總商會副會長蔡衍濤；香港錶廠商會會長李秀恆；香港電子協會前任主席李樹強；香港食品委員會會長葉若林；香港橡膠鞋業廠商會會長鄧劍群；香港觀塘工商業聯合會會長胡國祥；東區工業聯合會會長盧文端；香港布廠商會會長沈漢鏞；香港毛織出口廠商會會長陸增鏞；香港漂染印整理業總會副會長劉文煒；新界廠商會會長柳子元及該會秘書葉健榮。



本會會長梁欽榮（前排中）在記者招待會上闡述十四家製造業商會的聯合行動。

出席記者招待會的本會代表尚包括名譽會長倪少傑；常務會董李世奕；會董蔡德河、周潤賢及趙耀祖。

十四家商會聯署的函件內容撮要如下：

現時香港廠商分別在內地及香港聘用三百多萬和六十多萬工人。代表着大部份這些廠商的本港十四家商會促請美國總統克林頓無條件延續中國明年的最惠國地位，並反對任何附加條件的法案。函件指出，這十四家商會的會員，均為最先在大陸設廠的一群，他們熟悉中國近年推行的經濟開放政策，包括近期重新肯定有利中國企業及自由市場發展的政策。

無條件延續中國最惠國地位有利美國的商業發展，使美國輸往中國的出口得以持續增長。現時，美國輸往中國的出口每年約值八十億美元（港幣六百二十二億元），在美國造就了十五萬個就業機會。

隨着中國不斷發展，中國輸入美國的資本貨物、零件、原料和其他產品及服務的潛力不斷提昇。中國近期同意向美國購入全新的飛機和汽車，便足以證明其發展迅速。然而，商會表示倘若美國在延續中國最惠國地位時附加條件，美國飛機工業在中國市場的利益便會大打折扣。保守估計，未來十年美國飛機工業在中國的得益將達一百一十億至一百五十億美元（港幣八千五百五十八億至一萬一千六百六十七億元）。此外，商會相信迫使中國採取報復行動將導致美國喪失在中國這個不斷增長的市場上之競爭地位。

倘中國最惠國地位附加條件，美國直接在地投資總值約七十億美元（港幣五百四十六億六千萬）的四千三百個工程項目亦將受到負面影響。

以撤銷中國最惠國地位為手段，致令中國達到美國的要求，是錯誤的策略，並會對各方面造成損害。這實是一種不全則無的制裁行動，嚴重影響美國

利益及美國支持的利益。美國應採取解決「特別三零一」（知識產權）及「三零一」（開放市場）法案的相同形式，與中國進行磋商。這種方法較為有效及可減少對美國、香港和中國自由市場運作的損害。

由於香港製造業倚賴中國進行生產工序，有條件延續中國最惠國地位將對香港造成嚴重損害，並將嚴重打擊香港廠商在內地的投資、業務及合作機會。目前一個穩定的前景對鞏固港人的信心尤其重要；香港和華南的經濟已達唇齒相依的地步，一旦有條件延續中國最惠國地位，影響尤其嚴重。

美國政策支持香港，因為香港是美國良好的貿易伙伴，更是推動中國自由市場企業的原動力。同時，香港輸入大量美國貨品；相對於其他亞洲地區，香港及中國（透過香港）無論在入口限制或現行的分銷政策上，對美國產品和投資皆採取較開放的措施，使美國不致像在其他亞洲地區般處於不利的貿易環境。

香港是推動華南地區改革的動力，香港廠商在內地設廠投資生產，造就了大量的就業機會，並引入自由市場的概念和影響，進而鼓勵中國人民爭取富強，改善生活質素。

若中國失去最惠國地位，將受到負面影響。它會導致南中國達三百萬名工人失業，並對南中國發展自由市場經濟造成破壞，及會終止南中國的經濟發展向北伸展。中國實施開放政策，已使人民的生活水平得以提高。這是一種長期的趨勢，並會隨着時間過去進一步獲得改善。而中國的經濟發展亦會導致政治層面上的改革。

曾經訪問中國的美國政界領袖，見證到中國強大的經濟發展，均對無條件延續中國最惠國地位表示支持。而本港商會促請克林頓總統及其高級官員將來訪問中國及香港，並邀請中國政界及商

界領袖訪問美國，加強溝通。相信此舉將驅使美國無條件延續中國最惠國地位。

此外，商會表示希望美國可以撤銷每年延續中國最惠國地位的規定，使美國及香港商界對未來貿易環境有信心，從而進行長遠的計劃，並希望美國繼續支持中國重返關貿的申請。

（編者按：美國總統克林頓已於五月廿八日簽署行政指令，無條件延續中國明年的最惠國地位。但九四年六月後會否再續，則須視乎中國的人權紀錄而定。）



十四家製造業商會召開聯合記者招待會，宣佈致函美國總統克林頓，要求美國無條件延續中國最惠國地位。

這廣告位置可以是屬於您的。

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

廠商會與菲律賓工商業總會 簽訂合作備忘錄

為加強港菲的商業聯繫和發展互惠關係，本會與菲律賓工商業總會於一九九三年四月三十日簽訂合作備忘錄。

合作備忘錄訂明，兩會將盡力促進及加強港菲雙邊貿易關係，以及兩地工商界在貿易、經濟、科技等方面的合作。兩會並將交換兩地有關經濟、外貿、海關法例、貿易條例修訂、及保障工業資產的訊息。此外，雙方並互為兩地舉辦之工商展覽會、研討會和講座等活動提供協助。

廠商會會長梁欽榮在代表本會簽署合作備忘錄前致辭時指出，亞太經濟已起了重要的結構性轉變，並高速而持續地增長。他稱本港出口表現良好，對世界各地出口的增長令人鼓舞，形成普遍的貿易盈餘，而在長期信貸方面，亦能引進海外資金。

梁會長說：「亞太區內的貿易增長，正好反映區內各國的工業合作日漸增多。由於各國處於不同發展階段，使它們可進行縱向的工業合作，讓各自的

獨特優勢得以盡量發揮。與此同時，香港廠商亦正逐漸擴展其生產基地，分別在國內及其他海外國家設廠，並正將生產設備遷往這些廠房。」

梁會長表示，菲律賓近年放寬貿易和投資政策，為海外投資者包括本港廠商提供不少良機。一九九二年港菲兩地的貿易額高達港幣一百二十億元，較九一年增長百分之十九。此外，香港是菲律賓第四大投資地區，相信菲律賓政府推行的支援措施，及當地完備的基礎設備，將可進一步促進兩地的經濟關係。

在回應梁會長講話時，菲律賓工商業總會會長Jose T Pardo謂港菲兩地貿易在八七至九一年間平均增長百分之十三，而港商在菲律賓的投資最近更大幅增加；雖然香港一貫出現貿易順差，但菲律賓的出口表現正日漸改善。九一年，兩地的貿易差額已較九零年調減不少。

Pardo希望兩地經貿關係能蓬勃發展，並謂是次簽署合作備忘錄有助加強

兩地的聯繫。

Pardo說：「我們相信兩會建立緊密關係，有助兩地人民明白彼此不同的文化和思想，從而加強兩地的經濟關係，實現合資企業、技術交流和增加投資等活動。」

工商司周德熙應邀為合作備忘錄簽署儀式作主禮嘉賓，並發表講話。他說：「香港經濟完全開放，是全球最貫徹奉行關貿總協定的原則和自由貿易政策的地區。在香港內部，我們容許市場動力自由運作，除非它們不能運作如常，又或者須要保障消費者的權益，否則政府將不會干預本港經濟，商家大可全權作出商務決策。」

「在這種環境和政策基礎上，香港政府並不會與其他政府達成任何雙邊經貿協議。本港的經貿政策一向積極鼓勵香港商家與外國伙伴發展經貿關係，我們亦樂於讓私人機構發展及推廣海外雙邊業務及經濟合作。廠商會與菲律賓工商業總會簽訂合作備忘錄正好是這種極

有價值的私人合作的一個典型例子。」

周司憲指出，港菲兩地政府亦有着良好的關係。在國際貿易方面，港菲和東合國家在關貿總協定的多纖協議上長期保持合作。此外，香港和菲律賓更是國際紡織及成衣管理局的創辦會員，該局是發展中國家唯一的官方組織，專門負責協調與已發展進口國家的有關談判。港菲兩地亦同是亞太經濟合作組織的會員，該組織的成員包括了全球發展最迅速的經濟體系。

周德熙在總結時指出，菲律賓總統拉莫斯推行改革措施，加上本地企業家大多喜愛到海外投資，以及香港作為現時全球經濟增長率最高的中國的門檻，兼且佔據着戰略性位置，相信港菲的經貿關係在未來幾年將大幅度加強；而兩會簽署的合作備忘錄將為此奠定良好基礎。

廠商會副會長周敏曾於九二年率領考察團前往菲律賓。他在簽署儀式上表示對菲律賓近年推行的自由化政策留下深刻印象。

周敏說：「港菲兩地雙邊貿易的前



本會會長梁欽榮在合作備忘錄簽署儀式上致辭時稱，菲律賓近年放寬貿易和投資政策，為海外投資者，包括本港廠商，提供不少良機。

景一片光明。眾所週知，香港是通往擁有十一億人口的中國市場的門檻。對於菲律賓總統拉莫斯宣佈正式解除對華貿易平衡的管制，我們感到高興，並深信中菲之間及港菲之間的貿易將會因而激增。」

出席備忘錄簽署儀式的嘉賓尚包括工業署長俞宗怡、副工商司葉劉淑儀、

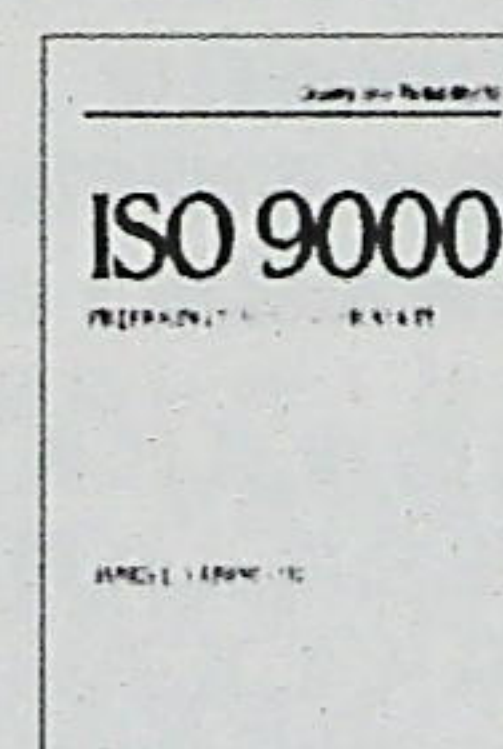
香港電子協會前任主席李樹強、香港觀塘工商業聯合會會長胡國祥及東區工業聯合會會長盧文端。

本會會長梁欽榮和菲律賓工商業總會會長Jose T Pardo分別代表兩會簽訂合作備忘錄，並由本會副會長周敏和菲律賓工商業總會副會長Atty Miguel B Varela簽署作證。

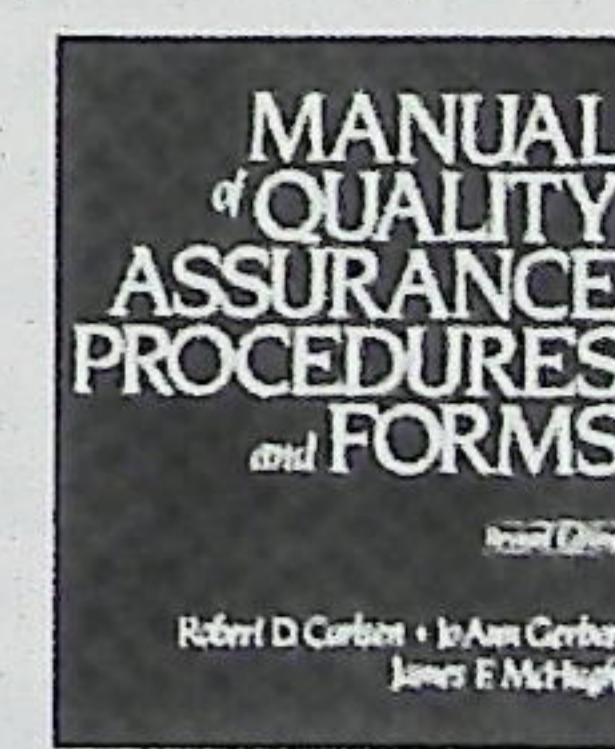


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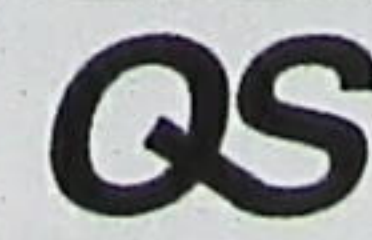
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廠商會動態

爭取中國最惠國地位 赴美游說團

為爭取美國無條件延續中國最惠國地位，本會聯同六個貿易及工業組織於三月廿九日至四月一日期間，組團前赴美國首都華盛頓進行游說工作。游說團一行九人；代表本會參與是項游說行動的是副會長邵炎忠。

在首都華盛頓，游說團成員與州政府及貿易部的高級官員會晤，並特別拜會新任眾議院籌款委員會成員，包括MacCallins、Albert Wynn、Nathan Deal及Russ Feingold。他們向克林頓政府清楚表明，不應把延續中國最惠國地位問題與非貿易事項扯上關係，並陳述不延續中國最惠國地位及增設任何有關人權及售賣武器的附帶條件所帶來的負面影響。

美國參議員幕僚訪問 香港及華南地區

讓美國參議員幕僚訪問香港及廣東省，以體驗及視察兩地間的經驗整合，是爭取美國政府無條件延續中國最惠國地位既必要而有效的游說方法。本會聯同本港其他五個主要貿易及工業組織，於四月五日至十二日期間邀請五名美國參議員幕僚到香港及華南地區訪問。

訪港期間，議員幕僚與港府高級官員及本港工商界代表會面。負責接待的



就中國最惠國地位問題，副會長邵炎忠（左）代表本會參與本港七大商會赴美游說團。

機構及港府官員分別向他們闡述本港港口發展、中美貿易關係、新機場計劃及香港與華南地區的工業連繫等情況。五位參議員幕僚並參觀了葵涌貨櫃碼頭、大埔工業邨、長華邨，及拜訪香港貿易發展局。

是次訪問行程亦包括到廣東省進行為期三天的考察。議員幕僚先到訪廣州黃埔新港經濟技術開發區，參觀廣州寶發有限公司及廣州美特容器有限公司設於區內的廠房。他們亦參觀了東莞市偉易達電子廠及冠亞企業，及深圳市廣達玩具廠。此外，訪問團亦與一些中國政府官員會晤，包括廣東省處事辦公室副主任張清平、東莞市副市長袁李松、深圳市副市長李廣鎮、及深圳外商投資企業協會秘書長王丹亞。

透過親身視察及體驗華南地區的經



美國參議員幕僚會晤深圳市副市長李廣鎮（左六）。

濟脈膊及人民的生活水平，五位議員幕僚對中國的經濟及香港在中國進一步對外開放所能扮演的角色更為了解。他們亦領悟到美國延續中國最惠國地位將有助中國繼續發展其對外開放政策。

本會會員參觀檢定中心

為使會員對本會檢定中心之服務有更深入的認識，檢定中心及產地來源證業務推廣小組於四月二十日安排玩具業及塑膠業會員參觀檢定中心。

是次參觀由該小組聯合主席蔡衍濤及委員嚴燦枝接待。蔡主席在致辭時表示，工商界對檢定服務之需求日增；而本會檢定中心乃非牟利機構，正好為會員提供完善及優良的產品檢定服務。

出席是項參觀活動的會員代表包括：簡偉雄先生及黎明生先生（祥興塑膠廠有限公司）、鍾泓長先生及張同安先生（田氏化工廠有限公司）、陳愛娟小姐及陳月娟小姐【得美（楊氏）實業有限公司】、王德生先生（新麗塑膠廠）、陳慧敏小姐（精美工業有限公司）、區翔先生【永翔（區氏）塑膠五金製品廠有限公司】、高松根先生及馮青雲先生（顏色專業有限公司）、朱應東先生（飛龍玩具促進有限公司）、黎國威先生（德益塑膠廠有限公司）、黎兆輝先生及楊桂蓮小姐（偉導實業有限公司）、溫永明先生（大明實業有限公司）及鄭耀華先生（雅田實業國際服務有限公司）。各會員對檢定中心的設施和服務均甚感興趣，並踴躍提問及參與討論，場面融洽。

由於是次活動反應熱烈，蔡主席表示將繼續安排其他行業的會員參觀檢定中心，藉以向更多有需要的會員推廣有關服務。

甘肅省對外經濟貿易 洽談會政府代表團

甘肅省對外經濟貿易洽談會政府代表團一行九人，在該省常務副省長張吾樂率領下，於四月八日訪問本會；由本會會長梁欽榮；會董楊孫西、冼漢鏞及孫佐民接待。雙方在會上就香港及甘肅兩地的業務合作交換意見。

甘肅省蘭州市赴港招商 代表團

蘭州市副市長張玉舜於四月一日率領代表團一行四人蒞會訪問；由會長梁欽榮；常務會董李世奕、林輝實；會董周潤賢及林學甫接待。

會上，張玉舜介紹了蘭州市的投資環境及經濟發展現況，並邀請本會會員到該市投資。

澳洲貿易訪問團

由澳洲政府舉辦、澳洲製造業商會管理的「出口推廣計劃」(The Export Access Program)，旨在資助澳洲中小型企業拓展海外市場。

五間參與該計劃的公司於三月組團訪問香港及廣東省。本會亦有提供協助，向訪問團成員介紹了具潛力的香港業務伙伴，並安排他們與有興趣人士舉行了業務洽談會議。是項計劃為一長期貿易推廣活動，有意尋求澳洲業務伙伴的本會會員，可致電542 8621與本會助理秘書李思行小姐聯絡。



本會會長梁欽榮（中）；副會長周敏（左）及常務會董蔡衍濤（右）在新會員座談會上代表本會歡迎各新會員。



甘肅省常務副省長張吾樂（左一）率領該省對外經濟貿易洽談會代表團訪會。



會長梁欽榮（右四）代表本會致送紀念錦旗予蘭州市副市長張玉舜（左四）。

新會員座談會

為加深各新會員對本會的認識，及增進其對本會之歸屬感，本會於四月二十七日舉行新會員座談會。本會會長梁欽榮；副會長周敏；常務會董兼檢定中心及產地來源證業務推廣小組聯合主席蔡衍濤；會董周潤賢、劉漢華及何煜榮在場接待。

梁欽榮會長在座談會上致辭時表示，廠商會現正考慮與中國的產品檢定機構合作，在國內提供產品檢定服務，以迎合在國內投資設廠者的需求，從而擴展本會檢定中心之服務範圍。本會副會長周敏及常務會董蔡衍濤亦有在會上發言。

出席的新會員公司代表計有李秀恆先生（香港錶廠商會有限公司）、吳淑儀小姐（正利企業公司）、陳立明先生（香港甘吉有限公司）、郭榮城先生及鄧佩然小姐（麥興昌行有限公司）、李春霖先生（凸版摩亞資訊卡片有限公司）、梁偉立先生（澳洲維多利亞省政府商務辦事處）、龐樹娟小姐（Litmond Ltd）、楊華就先生（楊華就會計師行）、孫觀先生（孫何玉鏐會計師事務所）、龔敏康先生及 Mr Graham Roger Dove（中華財會服務有限公司）、莊瑞瓊小姐及劉玉貞小姐（近代時裝有限公司）、李滿鴻先生（鴻大製衣公司）、麥偉民先生（確好實業有限公司）、梁麗瑛小姐（世錦實業有限公司）、鄧國祥先生（鄧嚴金屬製品廠有限公司）、洪金火先生及郭雲先生（美嘉印刷企業有限公司）。

環境問題

空氣污染管制（修訂）條例1993石棉管制法第四節 — 禁止輸入或售賣鐵石棉及青石棉

空氣污染管制（修訂）條例1993石棉管制法第四節 — 禁止輸入或售賣鐵石棉及青石棉已於本年二月十一日生效。條例闡明了港府對禁止輸入或售賣鐵石棉及青石棉（亦稱灰石棉及藍石棉）的政策。

根據新頒佈條例的第八十章，任何人士均不得進口或售賣任何石棉類中的鐵石棉或青石棉，與及任何含有鐵石棉及青石棉的物品或項目。然而，有關人士若以書面申請豁免，而又能保證輸入或售賣此類物品並不會對公眾健康構成危險，當局或會按已列明的情況授予豁免許可證，但有可能隨時撤銷其豁免權。

然而，「路貨」或「轉運貨物」並不在被禁之列。根據修訂條例第八十章，「路貨」指被運抵本港祇為等候被運離本港的貨物。這些貨品並須全時間存放於原本用來運載到港的船隻、車輛或飛機上。而「轉運」則指由香港以外地區進口附有聯運提單或空運直達提單的貨物，並移離或將移離原本用來運載到港的船隻、車輛或飛機，然後在出口前再搬回原來的船隻、車輛或飛機，或搬運至其他船隻、車輛或飛機。無論是直接從原本的船隻、車輛或飛機搬運或

將搬運至其他船隻、車輛或飛機的貨物，抑或在進口後在港登陸寄存等候出口的貨物，均在「轉運貨物」之列。

除此之外，條例亦不適用於因需要維修或拆毀而駛入本港，而其結構及配件的主要部份是由含有鐵石棉或青石棉的物料組成的船隻。

任何人士如觸犯上述條例第八十章，均屬違法，可被罰款港幣二十萬元及入獄六個月。

污染配額制度

近年來，歐洲國家已開始實施污染配額制度，以管制其類污染物的排放。其適用性現時在本港引起廣泛討論。

污染配額制度的特點

污染配額制度法例列明在指定地區內污染物的排放質量限額。一間工廠若引入污染控制系統，並將其污染物排放量減至低於獲核準限額的話，則廠戶可將剩餘的配額售予同一區域內的工廠。這樣，制度提供了財政上的鼓勵，同時又能管制該地區的污染物排放量。

制度亦包含改善環境質素的機制。廠戶獲分配的污染配額會隨着時間的過去逐漸減少。如欲拓展業務，有關工業必須確保每種污染物的排放量不超過配額。此外，制度的質素標準可以經常檢討，以保證其符合國際法規及公約。

該制度能為工業家提供機會，決定

其是否有能力在一定程度上減少污染，並鼓勵工業家創新及善用現有的尖端科技。

實行該制度的其中一項主要難題是配額的釐定。假若配額太少，工業家便難以達到制度的要求；相反，若配額太多，制度便會喪失其效用。

污染配額制度的另一難題，是在設計時必須評定科技發展的水平。由於科技發展一日千里，要評估其進度不易，從而對規劃長遠配額構成困難。

污染配額制度在香港的適用性

儘管多項研究顯示污染配額制度是最具成本效益的管制污染方法，但香港本土的情況大大局限該制度的適用性及減低其效用。

首先，配額制度可能對本港經濟構成不良影響。本港很多廠商已把生產線北移到中國以享用內地低廉的租金及工資；該制度會鼓勵更多廠商到中國設廠，以利用其不同的配額制度。

此外，由於本港的工業基礎組合獨特，制度的效用可能會大大減低。歐洲的工廠規模比香港大得多，配額分配予個別工廠不會對監察工廠有否遵守標準造成困難。然而，本港的小型工廠數目超過五萬，其中造成污染及產生廢物者僅為數千間，加上廠址遷移率高，令該制度難以執行。最後，制度亦難以控制造成本港空氣污染的其中一個主要原因——汽車廢氣污染。

色。透過這些公司出售貨品固然可獲得即時優勢，例如隨時可打入市場，但由於這些分銷商會大幅提高產品的價格，出口商的邊際利潤會因而減少。此外，出口商亦難以監管一些重要事項，如公司形像、客戶服務、市場定位及商標保護等。

明顯地，要成立一個分銷中心必須具備足夠的地區分銷設施，但中心亦要鄰近共市各主要市場。這意味着較為可能設立分銷中心的地點是荷蘭、比利時、法國、德國及英國。無論如何，要制訂一套共市市場分銷策略絕非容易，除了努力對各種方式作出評估外，別無他法。本港公司可利用管理及後勤顧問公司所提供的服務，亦可向政府機構、港口管理區、商業總會、專業機構等，以輕微成本或免費索取有關的參考資料。

投資國家

埃及

埃及位於非洲東北部，總面積達一百萬零二千平方千米，鄰近歐洲、亞洲及中東，以其戰略性地位而聞名於世。埃及擁有大量的天然及人力資源。該國人口超過五千八百萬，勞動力充裕，教育水平高，而且工資相對低廉。埃及蘊藏大量珍貴的天然資源，加上該國致力支持由市場主導的私營工商業，並提供有利可圖的投資機會，故此對海外投資者來說是一處具吸引力的地方。

經濟狀況

為革新及重組國內經濟，埃及政府自一九八七年起推行一項全面改革計劃，目標在於穩定國家經濟，並根據打擊通脹及收窄預算赤字和國際收支逆差的策略，逐漸把經濟轉移至以市場為主導的制度。計劃的基本元素包括：

- 一、開放對外貿易；
- 二、開放價格及確保競爭；
- 三、自由兌換外幣；
- 四、反通脹貨幣及財務政策；
- 五、實行經濟自由化、私有化及現代化，以增進效率及競爭力；
- 六、進行稅制改革，引入銷售稅；及
- 七、政府不得向中央銀行貸款。



雖然埃及推行自由市場經濟，但該國的紡織業及成衣業仍受政府保護。



埃及首都開羅是全中東及非洲最大的城市，人口多達一千四百萬。

埃及的經濟改革已獲得一定成效。近年來，埃及國內產值有所增加，通脹率由35%銳減至9%，借貸利率下降，匯率穩定，財政赤字亦由20%降至3.5%，而國家收支在九二年更錄得高達三十五億美元（港幣二百七十二億元）的順差。

與此同時，埃及國外及國內資金充裕，其在九二年的硬貨幣盈餘高達一百四十億美元（港幣一千零八十九億元）。

投資政策

為實施經濟自由化及向一般私營工商業提供更多援助，埃及政府已對投資法律作出重大修改，以提高投資管理局（General Authority for Investment）的效率。

投資管理局是一個半獨立的政府機構，扮演著唯一中介店的角色；並集合眾多投資者需要接觸的代理機構於一處地方。管理局的官員及工作人員均作好準備，隨時解答投資者的問題，並協助他們解決疑難、拓展機會及為其安排會面和參觀。有一點需要特別強調的，是七十年代末期及八十年代初期的投資官僚時期已經過去。

埃及政府近期推行了影響深遠的改革，盡量減少申請牌照的各項要求，以撤銷對投資及生產的控制。由於埃及的經濟自由化程度不斷提高，該國經濟正逐漸變得相對地開放，故篩選外資的需要大減。除了在一份禁制清單上列明的少數裝配工業外，各行業的投資申請會自動獲得批准。投資管理局不再對建議中投資項目的優劣，例如規模、產品／市場混合策略的生產水平、進口要求及出口目的地等作出任何審議，故除被列入禁制清單內的項目外，各類牌照申請手續的效率得以大大提高，並已有效地演變成爲一項註冊程序。

一般優惠

在投資管理局全權管理下，埃及的投資按投資法例分為兩類。「自由貿易區」投資指在埃及八個指定的自由貿易區內的投資計劃；而「內陸」投資則包括所有在其他地區內的投資計劃。

外商可全資擁有或與該國私人或公營機構合營內陸投資項目。內陸投資項目可享有的優惠包括：

- 一、工業及旅遊業項目可獲免稅五年；如投資在任何一個新設的工業城

貿易概況

歐共市的分銷機制

歐洲發展單一市場體制對香港商人的共市策略造成重大影響。自本年一月起，共市成員國紛紛清除地理障礙，以方便彼此間的交通運輸，使共市內的人貨流動更為容易。而先進的資訊科技亦改善了國界間的溝通。由於競爭漸趨激烈，香港公司或需擴闊其顧客基礎。開拓整個歐共市市場的公司，視共市為一出口地區，而非一群獨立國家的趨勢已日漸普遍。

儘管共市國家的地理距離仍然巨大，但地理障礙的清除，加上運輸成本減少，使長途運輸產品更為經濟。部份公司亦察覺到在歐洲中部設立分銷中心可能是接觸共市客戶最有效的方法。除

自行開設分銷中心外，商戶亦可透過中介合約承辦商聯絡共市的客戶。

合約分銷制在歐洲迅速擴展；由於競爭激烈，收費不斷向下調整。為配合客戶的要求，合約分銷商最近亦擴展其在共市的業務。除了不斷擴張地理上的覆蓋範圍外，很多合約分銷商亦紛紛推出一系列完備的售前服務。這包括管理及控制存放於一所中央倉庫或少數貨倉內的貨物；直接接駁客戶的電腦系統，以提高商店補倉的效率；把貨物由不同來源地轉送至各市場的集散服務；及有關採購的所有管理事宜。

甚少中介合約承辦商會為供應商提供實貨分銷的管理服務，更沒有承辦商真正願意從事市場及促銷推廣活動。然而，大多數實際上是入口商／批發商而擁有貨物的公司，正扮演著分銷商的角色。

市、工業邨或偏遠地區，免稅期更可長達十年之久；

二、開墾土地及有關農作業的投資項目可獲免稅十年至十五年；

三、作出租用用途的住宅投資項目，除可獲免稅十五年外，亦不受租務條例所管制；

四、埃及歡迎任何推廣出口、製造就業機會或促進科技轉移的投資活動，在該國政府內閣的批准下，投資者更可享受各項優惠；

五、投資項目的進口關稅一律規定為5%；

六、所有投資項目均可免繳埃及的一般入息稅；

七、投資項目不受現行的強逼性價格規定或最高利潤所管制；及

八、投資項目所需的進口機械及儀器，無論是作為擴展業務或開拓新投資項目之用，投資者亦祇須繳納5%的關稅。

埃及的投資優惠與其他國家所提供的比較，實屬相若而已；然而，埃及在其他方面具備很多吸引投資者的地方：

一、該國擁有充裕而工資低廉的熟練勞工，他們容易適應工業紀律，並可在短期內受訓完畢以符合要求；

二、該國的房地產，無論是房屋或土地，均價格廉宜（外國人可以每平方米15.30美元的價錢購置新建城市內的房地產）；

三、擁有大量原料及天然資源；

四、擁有現代化及完善的基建設備、良好的交通運輸網絡和通訊系統，及充裕的能源供應；

產品標準

新ISO標準

ISO 182-3及ISO 182-4

塑膠 — 釐定由氯乙烯均聚物及異分子聚合物組成的化合物及產品，在高溫下排放氯化氫及其他酸性物質的程度 —



港商在埃及投資的製衣廠。

五、設有具備完善基本建設和房屋的新建工業城市，使工業項目可即時投產；

六、鄰近東西歐洲、中東及非洲等重要市場；

七、埃及人口眾多，本地市場龐大；及

八、國家安全穩定。

自由貿易區內的優惠

埃及現時設有八個自由貿易區，分別位於奈斯(Nasr City)、亞歷山大(Alexandria)、塞得港(Port Said)、蘇彝士(Suez)、伊斯梅利(Ismailia)、達米埃塔(Damietta)、開羅機場(Cairo Airport)及紅海的塞法杰島(Safaga)。此外，投資者在埃及任何地方投資內陸項目，均可要求以自由貿易區項目看待，享有一切自由貿易區內的優惠。

埃及政府歡迎投資者在自由貿易區內進行各項投資活動。禁制清單在自由貿易區內不會生效；投資者可投資於區內的裝配工業，而不受任何先決條件限制。區內的投資項目亦無須繳稅。這些

項目被括入離岸項目之列，非國家所擁有，故此不受任何有關出入口的條例所限制。此外，自由貿易區內的投資項目享有投資的絕對自由，可隨意生產及出口任何產品。區內的投資者自然可將產品輪回埃及，但他們進口埃及的原料及元件必需繳付正常的入口關稅。

埃及自由貿易區內的投資項目可隨意從本土或外國市場進口中介用品及其他必需品，並可免受國內實施的進口規例所限制。投資者進口資本資產及生產必需品更可享受有關稅全免優惠。

投資者不能購買自由貿易區內的土地，但可以極優惠的價錢租借用地。由一九九三年一月開始，製造業用地每平方米的每年租金祇為2.5美元（港幣19.5元），而用作儲存或貨倉用途的用地，每平方米的每年租金則為六美元（港幣46.8元）。

除上述種種優惠外，投資者亦須知道，埃及產品輸往美國及歐洲是不受配額限制的，而所有輸往歐洲的工業產品亦無需繳付關稅。

有興趣到埃及投資的人士可致電827 0668，或圖文傳真827 2100，與埃及駐港領事館聯絡。

合物時的品質控制測試，亦可作為PVC化合物及產品尤其在耐熱系統效能方面的特性鑒定。

至於ISO 182-3標準列明的方法，亦適用於在以有關規格規定或在各有關方面同意的情況下，受熱而排放氯化氫及其他氫鹽化物的塑膠原料。

ISO 182-4標準列明在沒有其他離子

存在的情況下，決定在吸濕劑內氯離子(Cl-)濃度(pcl)的電勢滴定方法。這個方法特別適用於塑煉的聚氯乙烯化合物及異分子聚合物。

ISO/TR 9372（技術報告）

塑膠 — 聚氨基甲酸(乙)酯的基本原料 — 用紅外分光學決定甲苯二異氰酸鹽2、4-及2、6-的異構體之蘊藏量。

這份技術報告載述甲苯二異氰酸鹽內甲苯-2、4-二異氰酸鹽(2、4-異構體)及甲苯-2、6-二異氰酸鹽(2、6-異構體)的鑒定方法。

這方法適用於含有百分之五至百分之九十五2、4異構體的混合劑。

查詢請致電827 4821，與工業署沈梅弟小姐聯絡。

塑膠新ISO標準

國際標準組織(ISO)技術委員會ISO/TC61 — 塑膠類，最近頒佈了一項新標準，內容如下：

ISO 9665

膠合劑 — 動物膠粘物 — 抽樣及測試法（九三年三月第一版）

範圍

這項國際標準列明抽樣及測試粉狀、粒狀、珠狀、立方體狀骨類膠粘物及皮類膠粘物的方法。

註一

如能適當計算同等份量的乾性膠粘物，這些方法亦適用於測試其他類形的動物膠粘物。

由於欠缺化驗室間數據，故無從知道這項國際標準列出的測試方法之精確性。一旦數據公佈後，有關精確性的陳述便會在下次標準修訂時附加於相應的測試方法。

註二

有關精確性陳述的詳細內容，可查

閱ISO 5725:1986，測試方法的精確性 — 透過化驗室間的測試決定一項標準測試的重覆及再現能力。

欲索取上述新ISO標準的進一步資料，請與工業署產品標準資料組劉鳳儀小姐聯絡，電話：829 4806。

玩具及兒童產品安全條例

玩具及兒童產品安全條例已於一九九二年十一月通過，並將於本年七月生效。

該條例規定，任何製造、進口或供應予本地使用的玩具或兒童產品，必須安全，否則即屬違法。條例亦禁止為不安全玩具或兒童產品作宣傳。

安全標準

條例第3(1)條規定，任何人不得製造、進口或供應本地使用的玩具，除非該玩具包括其包裝符合以下三套玩具安全標準其中一套標準內所載各項適用的規定 — 國際玩具工業委員會所訂立的國際玩具自律安全標準；歐洲標準委員會所訂立的歐洲標準71；及美國材料及試驗學會所訂立的美國材料及試驗學會標準F963。

條例第5(1)條規定，任何人不得製造、進口或供應兒童產品供本地使用，除非該產品在每一方面均符合由英國標準協會就該產品訂立的規格。

化驗所測試

任何人均可自付費用，要求一間認可的化驗所測試任何玩具或兒童產品。認可化驗所應先獲得「香港實驗所認可計劃」的認可資格。該計劃亦與海外的實驗所訂有互相承認對方資格的安排。

執行

該項法例由香港海關總監執行。該總監會根據投訴而採取行動，並進行抽樣調查。

上訴途徑

任何人如反對香港海關總監作出的決定或採取的行動，可向上訴委員會提

出上訴。上訴人須在總監作出決定或採取行動後的十四天內，向香港海關總監遞交一份上訴通知書，述明事項要旨及上訴理由。

提出已盡應盡的努力為免責辯護

在檢控任何人觸犯有關規例所訂罪行的訴訟中，該人可指出他已採取一切合理措施及已盡應盡的努力以避免犯該罪行，作為免責辯護。

執行開支的追討

在法庭命令下經定罪的人，須償還政府化驗師所有與測試貨物有關的費用，及償還香港海關總監所招致的開支。

罰則

條例規定，玩具及兒童產品的供應商有法定責任確保其供應的產品安全，並遵守香港海關總監發出的通知書的規定。

查詢請致電829 4800，與工業署產品標準資料組聯絡。玩具及兒童產品安全條例在政府刊物銷售處有售。

（編者按：廠商會檢定中心為「香港實驗所認可計劃」正式認可，提供一系列產品測試，包括玩具及幼兒玩物、物料及其他產品、水質樣本及工業排放物、電子產品、紡織及成衣、食品及藥物等。有興趣測試其產品的玩具業人士可與該中心經理（玩具部）林俊康先生聯絡，電話：698 8198。）

丹麥關於禁止使用氯氟碳化合物、四氯化碳、三氯乙烷及哈龍的法令

丹麥政府最近經已修訂關於禁止使用氯氟碳化合物、四氯化碳、三氯乙烷及哈龍的法令。與原先的法令比較，新修訂條例將容許氯氟碳化合物(CFCs)用於電子業清理、硬質聚氨酯（整體泡沫體）、新的大規模熱傳輸工廠及現有熱傳輸工廠的日期推前。此外，將哈龍用作再裝滿現存固定滅火用具的日期，亦已予以推前。

如欲索取法令的詳細資料，可致電829 4807，與工業署袁偉芳小姐聯絡。

共市檢查從第三國家輸入的產品以確保其符合產品安全規則的有關規例

共市最近採用一套檢查規例，訂明如果有關產品在正常及可預知的情況下使用，會對衛生及安全造成即時的危險，或該產品並未附上有關文件，或未按照適用於正在申請批准自由流通的成員國內有關該產品安全的共市或國家規則銷售，海關當局可停止產品在共市內自由流通。

有關規例的其他要點包括：

- 一、列明當產品被禁止在共市內自由流通後，國家當局將會採取的行動。
- 二、共市將會在這條規例實施後三個月內擬好一份清單，列明一些產品特別須要符合有關的共市或國家產品安全規則，才可獲准自由流通。
- 三、該規例已於一九九三年三月十七日在成員國實施。每個成員國須在條例實施後兩個月內，通知共市委員會有關其在實施方面所採取的規定。

查詢詳情請致電827 4807，與工業署袁偉芳小姐聯絡。

新加坡一九九三年毒藥（修訂）規則

新加坡當局由本年二月一日起實施一九九三年毒藥（修訂）規則，規定顏料的含鉛量如佔顏料重量的0.25%或更高百分率，必須附上指定的警告標籤。該項新的標籤規定，將會向公眾提供有關顏料含鉛量的資料及使用這些顏料的預防措施。

查詢請致電829 4807，與工業署產品標準資料組袁偉芳小姐聯絡。有關條例及規則的小冊子，現於產品標準資料組派發。

市場報告

海運費率資料

（資料：香港付貨人委員會 — 《一九九三年四月份運輸統計概要》）

一、香港歐洲貨運船會（上次修訂：九二年四月一日）		
商品	每個二十英尺貨櫃的關稅（美元）	
人造花	\$2,120	
電子儀器	\$2,420	
鞋襪	\$2,320	
手袋	\$2,220	
紡織品及成衣	\$2,343	
玩具	\$2,220	
二、亞洲北美東向運費協會（上次修訂：九二年五月一日）		
商品	每個四十英尺貨櫃的關稅（美元）	
	西岸	東岸
人造花	\$2,440	\$3,155
鞋襪	\$2,400	\$4,760
手袋	\$2,740	\$3,845
收音機	\$3,130	\$4,545
紡織品及成衣	\$3,975	\$4,925
玩具	\$2,235	\$3,665

註：運送至西岸指定目的地收費：六百四十美元（包括四十英尺貨櫃）
運送至東岸指定目的地收費：九百七十美元（包括四十英尺貨櫃）

香港關稅率

船會	每個二十英尺貨櫃收費（港元）	每個四十英尺貨櫃收費（港元）
亞洲北美東向運費協會	\$1,125	\$1,500
澳洲及紐西蘭／東方船會	\$1,000	\$1,500
遠東／南亞 — 中東船會	\$1,140	\$1,605
香港歐洲貨運船會	\$1,250	\$1,760
亞洲區內討論協議	\$ 600	\$ 900

碼頭裝卸處理收費

船會	燃料調整因素 (BAF)	幣值調整因素 (CAF)
亞洲北美東向運費協會	每四十英尺貨櫃82.5美元	0.00%
香港歐洲貨運船會	0.00%	1.50%
香港／阿丁灣及紅海港口船會	0.00%	1.50%
澳洲及紐西蘭／東方船會		
往澳洲	每二十英尺貨櫃55美元	9.11%
往紐西蘭	每公噸未滿貨櫃5美元	-19.91%
遠東／南亞 — 中東船會		
往印度	18.80%	55.00%
往巴基斯坦	18.70%	55.00%
往中東	18.40%	55.00%
遠東／東非船會	14.27%	0.00%
東亞／西非船會	31.25%	每二十英尺貨櫃150美元
日本及香港／南非船會	16.20%	0.00%
孟加拉灣／日本／孟加拉灣船會		
往緬甸	15.30%	0.00%
往孟加拉	14.50%	0.00%
往印度	13.50%	0.00%

燃料調整因素(BAF)及幣值調整因素(CAF)

船會	港口	附加費(%)
香港歐洲貨運船會	亞丁	5%
	阿爾及爾	5%
	阿薩布	15%
	班加西	5%
	荷台達	10%
	伊斯坦布爾	10%
	拉塔基亞	10%
香港／阿丁灣及紅海港口船會	米蘇拉塔	5%
	的黎波里	5%
	蘇丹	10%

港口擠塞附加費

九二年中國城市消費品市場

一九九二年中國城市消費品市場繁榮活躍，城市市場主要呈現以下特點：

各類商品銷售均有所增長

據全國35個大型百貨商店統計，由九二年一月至十月累計，純銷售額達96.3億元人民幣（港幣130.6億元，以一港幣兌0.737人民幣計算），比上年同期增長26.7%。各類商品銷售中，增幅最大的是服裝(44.1%)、首飾(40.7%)、家庭電器(36.2%)、鞋類(33.9%)、化妝品(33%)、不銹鋼製品(31.9%)、搪瓷製品(27%)。增幅較小的是紡織品(1.5%)、洗滌用品(6.2%)、家具(7.3%)。

消費檔次明顯提高

在居民追求高中檔商品中，名牌效應明顯，一些聲譽好、質量高的名牌優新產品貨源偏緊，供不應求，有些甚至脫銷斷檔；而一些質量較差的產品則無人問津，嚴重滯銷積壓。

消費者挑選性增強。他們對商品的質量、款式、價格更為挑剔。

商業競爭更加激烈

各大中城市商店採取了各種擴銷促銷措施，在產品的質量、價格、功能、款式、服務上下功夫，並致力改善購物環境，裝修門面。

有關部門認為，根據市場走勢及相關因素分析，一九九三年中國城市市場將持續穩步增長，商戰可能逐步降溫，而轉向以價格、服務、宣傳方面的競爭。

城市居民消費將更趨多樣化、個性化、高檔化，居民購買力將繼續向債券、股票等投資方向分流。

九十年代中國消費品市場需求趨向預測

中國輕工業部門預測，今後幾年中國消費品市場的需求模式總體上是由溫飽型向小康型過渡，城鎮居民消費需求的特點是：



一、對日用品的需求是多元化的，並向中高檔、新興商品發展；耐用消費品向高檔次方向發展；食品向營養的方向發展；衣着講究美觀、舒適、大方；住宅要滿足要求；

二、消費行為改變過去那種攀比、趨同的特點，而向消費個性化、多樣化發展；

三、消費領域進一步擴大，對日用品的需求將進一步分流，除保持日用必需品的需求外，還將向娛樂、健身用品和工藝品、禮品、旅遊用品方面發展；及

四、消費習慣將從以往要求產品堅固、耐用、功能單一轉向要求產品造型新、多功能的電子產品和自動化產品方面發展。

今後十年市場發展趨向

一、時裝市場：衣着鮮明個性化，服裝款式多樣化；

二、化妝品市場：市場需求日益增長，化妝品消費的季節性將日漸打破，化妝品使用將衝破年齡、性別、地區的界限，消費者對化妝品需求更高，保養肌膚追求一物多效；

三、兒童用品市場：兒童食品、童裝、玩具等兒童用品需求繼續保持旺勢，各類兒童用品的需求不斷上升，兒童玩具特別是電動玩具、聲控玩具、電控玩具品種將大大增加，玩具市場將更加豐富多彩；

四、老年人用品市場：隨著健康長壽的人越來越多，老年人需要的用品將

日漸增多，市場潛力不小；

五、結婚用品市場：廣大消費者對結婚用品的需求在數量、質量、花色品種上都將表現出越來越高的要求，對所購商品普遍求新、求美，並朝着配套商品的需求趨向新、優、美和舒適、大方；及

六、耐用消費品市場：彩色電視機、錄影機、小型冷氣機等中高檔電子產品因更新換代的需要，今後十年家庭電器銷售將進入一個新的消費周期，需求將有較大幅度的增長。

（資料：香港貿易發展局）

轉變中的共市成衣市場

香港出口成衣往共市

共市總人口達三億四千五百萬，合併生產總值高達六萬五千億美元（港幣五十萬二千一百二十五億元），為本港成衣出口商及製造商提供極佳的市場機會。共市繼美國之後成為香港第二大成衣出口市場；其五大主要國家 — 德國、意大利、法國、英國及西班牙，無論在人口及經濟規模方面，都為共市市場造就美好前景。一九九一年，本港輸往共市的成衣出口比對上一年增長百分之十三，在九二年卻下跌了百分之六，總值達港幣二百三十六億二千九百萬元；然而，本年一月一日成立的歐洲單一市場將刺激本港成衣出口重新增長。

歐洲單一市場對本地成衣出口的影響

取消共市成員國間的海關檢查是歐

洲單一市場成立後其中一項重要的發展。這意味着在香港與共市紡織協定下訂定的本港出口往共市的地區性配額亦相繼消除，導致原來出口往共市的配額現可用作向任何一個成員國付貨。預期這使配額更有效地被運用，並加強市場的滲透力。除了德國和英國這兩個傳統市場外，香港出口商亦可打開法國、意大利及西班牙的市場。香港過往獲這些國家分配的配額有限，加上配額使用率低，故不利於開拓市場。另一方面，由於香港的競爭對手享有同樣的自由程度，故競爭可能轉趨激烈。消除國界管制亦有利商品在共市內進行分銷，讓共市製造商可縮短交貨所需時間，加強其與入口貨物競爭的能力。

共市成衣業的發展

受到歐洲單一市場的刺激，加上來自工資低廉供應商的競爭日趨劇烈，共市製造商已不斷將產品推向着重時尚、靈巧性及服務的高收入人士。為了緩和日益嚴重的生產成本高漲問題，共市製造商已把部份生產工序給予鄰近的低成本國家承包進行。但這種安排需要嚴格控制品質及準時交貨問題。此外，共市製造商亦可透過擴大生產規模及揀選戰略性廠址來重組工業，以提高生產效率。要應付日漸激烈的競爭，共市製造商另一種策略性反應是引進新科技以提高生產水平，並針對時間上的競爭。為了達致這些目的，共市已作出各種支援當地紡織及成衣業的努力，計有提供津貼以改良設計、品質和市場推廣，及引入電腦輔助技術等。

共市與其他歐洲國家的新關係

香港公司應了解到歐洲其他發展亦可能影響其成衣出口。雖然受到瑞士反對，歐洲現正計劃成立歐洲經濟區(European Economic Area)，以撤除在共市與歐洲自由貿易區(European Free Trade Area)間對貨物、人民、服務及資金流通的障礙。此舉將令歐洲單一市場範圍擴大至歐洲自由貿易區七個成員國的其中六個。現有跡象顯示，歐洲自由貿易區成員國針對香港貨徵收的進口關稅及其與香港簽訂的紡織品協定不會因而受到影響，但本港成衣出口商及製造商或仍可受惠於一種更有效率的分銷制度。與此同時，東歐國家正開始打開共市市場。由於東歐與共市簽訂特惠貿易協定，故其成衣製造商在配額不斷放寬及入口關稅降低的情況下，可能會增加出口。面對來自東歐日益嚴重的競爭威脅，香港

	一九九一年			一九九二年		
	百萬 (港元)	市場百分比 (%)	增長率 (±%)	百萬 (港元)	市場百分比 (%)	增長率 (±%)
共市總額	25,099	100.0	13	23,629	100.0	-6
德國	11,666	46.5	14	10,247	43.4	-12
英國	8,023	32.0	11	7,872	33.3	-2
荷蘭	1,855	7.4	5	1,982	8.4	7
法國	1,319	5.3	15	1,320	5.6	*
意大利	758	3.0	46	783	3.3	3
丹麥	773	3.1	14	690	2.9	-11
西班牙	312	1.2	91	376	1.6	20
比利時/盧森堡	273	1.1	11	217	0.9	-20
愛爾蘭	56	0.2	9	64	0.3	14
希臘	59	0.2	-12	63	0.3	6
葡萄牙	4	*	112	14	0.1	263

* 不顯著

(來源：《香港貿易統計》— 香港政府統計處)

香港輸往共市的成衣出口

公司或可讓東歐國家承包生產工序，以便取得進入共市市場的更佳渠道。在這方面，作為共市聯營國的土耳其既是香港的競爭對手，亦是香港在共市成衣市場上具潛力的業務伙伴。

面對共市市場環境的急劇轉變，香港成衣出口商及製造商應密切留意事態發展，並盡快作出相應行動，尤其應採取主動，以深入因撤除地區性配額而開放的具潛力新市場，如法國、意大利或西班牙。重要的是，成衣製造商應盡量使產品配合潮流，甚或創立自己商品的牌子。此外，製造商亦應靈活處理買家的各種要求，及縮短交貨所需時間。在這方面，添置新科技不單有利快速反應系統的發展，更有助提高產品質素。同樣重要的是，香港公司亦應維持其價格競爭力；除了在遠東地區投資海外生產外，他們大可考慮在歐洲具戰略性位置

地區設立生產設備。

(資料：香港貿易發展局)

失業統計數字

政府統計處發表的最新勞動人口統計數字顯示，本港的勞工市場保持穩定。

九二年十二月至九三年二月經季節性調整的失業率為2.2%，對上一季則為2.0%，而九一年十二月至九二年二月則為2.1%。

經季節性調整後，九二年十二月至九三年二月的失業人數估計為62,500人，對上一季為55,700人，而九一年十二月至九二年二月則為57,600人。

	九二年十二月至 九三年二月	九二年 九月至十一月	九一年十二月至 九二年二月
失業率	2.2%	2.0%	2.1%
失業人數	62,500	55,700	57,600



廠商專訊一九九三年六月號 The Business Journal June 1993

展覽概要

日期	展覽會	地點	展品	主辦機構
一九九三年 六月十六日至十九日	第十屆國際建築業展覽會	香港會議展覽中心	建築材料、用品及用具、 保養及服務	勵展博覽集團有限公司 電話：824 0330 圖文傳真：824 0246
- 同上 -	第四屆香港國際文具贈品 展覽會	香港會議展覽中心	文具及辦公室用品、贈品、 禮品包裝及裝飾品、 消費品、電子產品、玩具及 遊戲、物料及配件	精英國際展覽有限公司 電話：827 5121 圖文傳真：827 7064
- 同上 -	第七屆香港國際流行飾物 展覽會	- 同上 -	流行珠寶和首飾、飾物、 有關物料及裝飾產品	- 同上 -
- 同上 -	第七屆香港國際成衣 展覽會	- 同上 -	成衣、服飾、物料及機械	- 同上 -
六月廿三日至廿五日	亞洲電器產品與線圈 博覽會	香港會議展覽中心	電器產品及線圈、裝嵌技術 及質量	香港交易會集團 電話：827 6211 圖文傳真：827 7831
六月廿七日至三十日	美容、美髮、化妝展'93	香港會議展覽中心	原料、化妝品及香水、 護膚用品、髮飾及用具、 包括機器、美容院用檢查 身體器具	香港交易會集團 電話：827 6211 圖文傳真：827 7831
七月一日至十日	中國東北地區暨內蒙古 出口商品交易會	大連市	中國東北地區及內蒙古 出口商品	大連市 電話：0411-2806858 圖文傳真：411-2649369
七月七日至十一日	中外房地產展'93	香港會議展覽中心	中國及海外房地產	東偉業務促進有限公司 電話：807 7633 圖文傳真：570 5903
七月八日至十日	第二屆香港國際廣播展覽	香港會議展覽中心	電台及電視室內及室外 廣播設備、高解像電視機 組合等	香港展覽服務有限公司 電話：804 1500 圖文傳真：528 3103
七月廿二日至廿六日	香港書展'93	香港會議展覽中心	印刷材料包括目錄、教科書及 參考書、出版物及刊物、 雜誌、日曆咭及印刷品等、 辦公室用品、文具及工藝品	香港貿易發展局 電話：584 4333 圖文傳真：824 0249

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- 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？

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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

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公司地址：_____
聯絡人：_____
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職位：_____
圖文傳真：_____

訓練概覽

日期	項目	地點	主辦機構	聯絡人 / 電話
一九九三年 七月一日及 廿三日	例須呈報工場之防火措施 及設備課程（一天課程， 七月內舉辦兩次）	工業安全訓練中心	職業安全健康局及勞工處	職業安全健康局 739 9377
七月二日、 六日及九日	督導管理培訓導師課程	職業訓練局大樓	香港管理專業發展中心	該中心黎景培先生 836 1827
七月五日至七日、 十九日至廿一日及 廿六日至廿八日	防止工業意外與安全法例 （三天課程，七月內 舉辦三次）	工業安全訓練中心	職業安全健康局及勞工處	職業安全健康局 739 9377
七月六日及廿九日	東主及僱員的一般性責任 （半天課程，七月內 舉辦兩次）	- 同上 -	- 同上 -	- 同上 -
七月七日、十四日、 廿一日及廿六日	電器安全及有關法例 （半天課程，七月內 舉辦四次）	- 同上 -	- 同上 -	- 同上 -
七月八日及廿二日	機械安全及法例 （一天課程，七月內 舉辦兩次）	- 同上 -	- 同上 -	- 同上 -
七月九日及廿九日	化學品標籤及安全處理 （一天課程，七月內 舉辦兩次）	- 同上 -	- 同上 -	- 同上 -
七月十二日	電器安全之嚴重意外個案 分析及研討課程（半天）	- 同上 -	- 同上 -	- 同上 -
七月十二日至十六日	安全督導員課程（五天）	- 同上 -	- 同上 -	- 同上 -
七月廿二日	「如何培訓員工」研討會	職業訓練局大樓	香港管理專業發展中心	該中心黃昭欽先生 836 1930
七月廿八日至三十日	安全督導員課程（三天）	工業安全訓練中心	職業安全健康局及勞工處	職業安全健康局 739 9377
七月廿八日	中小型企業經營管理協會 研習班——「人事管理」	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
八月二日至九月十五日	塑膠科技課程	香港理工學院	香港塑膠科技中心	主辦機構 766 5577

新會員 New Members

永遠會員

Permanent Members

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

王氏仁森有限公司
董事：王仁森
出品：各類打火機
Wang Jen Sen Co Ltd
Director : Wang Jen Sen
Products : Various kinds of lighter

普通會員

Ordinary Members

新利織造廠有限公司
經理：吳佩琮
出品：成衣
Sunrays Knitting Factory Ltd
Shipping Manageress : Ng Pui King
Products : Garments

志嘉實業有限公司
董事：許秀珍
出品：毛衣
Jaga Industries Limited
Director : Hui Sau Chun
Products : Woven garments

瑞龍實業有限公司
董事：張賢琮
出品：成衣
Shui Lung Industrial Co Ltd
Director : Kenneth Chang
Products : Garments

愛麗公司
董事：翁添福
出品：女裝恤、褲、裙、襖、套裝等刺繡、梭織或針織
Alice Fashion Co
O/B Aukluen Development Ltd
Director : Ong Thiam Hock
Products : Weaving & knitting ladies' clothing

鴻泰製衣廠
助理經理：林愛惜
出品：梳織牛仔衫褲
Hung Tai Garment Factory
Assistant Manager : Lam Oi Sik
Products : Knitting jeans

德輝國際有限公司
董事：王德進
出品：成衣
Tecford International Ltd
Director : Derek Wong
Products : Garments

雅士製衣有限公司
經理：張雅麗
出品：成衣
Acer Garments Ltd
Manager : Cheung Ngar Lai
Products : Garments

英發行
東主：劉華山
出品：PVC 粒
Ying Fat Hong
Owner : Lau Wah Shan
Products : PVC plastic materials

先基實業有限公司
市場部經理：馮達偉
出品：機械臂
Sinbase Industries Limited
Marketing Manager : Fung Tat Wai
Products : Industrial robot arm

超恆織造有限公司
董事：李耀星
出品：男女針織成衣
Miles Strong Co Ltd
Managing Director : Li Yiu Sing
Products : Ladies' & men's knitwear

樂亨工程有限公司
執行董事：馮怡
出品：不銹鋼超聲波產品及大酒樓餐廳廚房不銹鋼設備
Lok Han Engineering Ltd
Executive Director : Henry Fung
Products : Stainless steel ultrasonics product and fabrication specialist refrigeration & catering equipment

萊州市天龍造型藝術有限公司
董事：莊振昌
出品：藝術精品
Pilot Profit Development Ltd
Director : Chong Chun Cheong
Products : Art craft

東偉業務促進有限公司
董事總經理：蔡素玉
出品：投資
Oriental-Western Promotions Ltd
Managing Director : Choy So Yuk
Products : Investment

晉安(國際)鑽石珠寶有限公司
董事長：王則翠
出品：鑽石珠寶
Thing On (Int'l) Jewellery Co Ltd HK
Director : Wong Chak Chui
Products : Diamond & jewellery

萬里製衣有限公司
董事：譚志華
出品：針織成衣
Mansway Textile & Clothing Ltd
Managing Director : Tam Chi Wah, Terry
Products : All kinds of knitted and woven garments

信威機械製模廠
全東：吳燦偉
出品：錄影帶模及塑膠零件
Shun Wai Machinery & Moulding Fty
General Manager : Ng Chan Wai
Products : VHS video tape moulding & plastic parts

贊助會員

Associate Members

香港健康藥業貿易有限公司
總經理：趙國琳
業務：陳上玄再造丹、心腦丹及止咳丹
Hong Kong Health Medicine Trading Co Ltd
General Manager : Stanley Chiu
Nature of business : Chan Sheung Yuen Zai Zuo Dan, Xin Nao Dan, and Zhi Ke Dan

David & David Fashion Wholesale & Retail Limited
董事：袁志明
業務：零售、批發及出口女裝成衣
David & David Fashion Wholesale & Retail Limited
Director : Yuen Che Ming
Nature of business : Retail, wholesale and export of ladies' garments

合誠(集團)有限公司
董事：趙國輝
業務：成衣貿易
Conway Group Ltd
Director : Chiu Kwok Fai, Frank
Nature of business : Finished apparel

直昌企業有限公司
經理：沈榮發
業務：燈飾
Strength Grand Enterprise Ltd
Manager : Shen Rong Fa
Nature of business : Light fittings

家華利時裝有限公司
船務部主管：張淑嫻
業務：成衣
Kavalle Fashion Co Ltd
Shipping Dept Head : Cheung Shuk Han, Mariana
Nature of business : Garments

瑞福企業有限公司
董事：梁德安
業務：酒店供應商
Sapphire Trading Company Limited
Director : Anthony Leung
Nature of business : Hotel supplier

博允洋行有限公司
董事：張美文
業務：出口成衣
Baldwin Exporter Ltd
Director : Cheung May Man
Nature of business : Garments export

藝正有限公司
船務部主管：張兆俊
業務：出口成衣
Supreme Choice Ltd
Shipping Supervisor : David Cheung
Nature of business : Import & export garments

Beauty Work Ltd
執行董事：陳勇成
業務：製造及出入口貿易禮品、美容用品及手袋

Beauty Work Ltd
Managing Director : Chan Yung Shing, Edmund
Nature of business : Manufacturing & I/E trading fabric gifts items, cosmetic items, fabric bag

Madif And Co Ltd
船務主管：張兆俊
業務：出入口成衣
Madif And Co Ltd
Shipping Supervisor : David Cheung
Nature of business : Import and export garments

科貝爾國際(集團)有限公司
董事長：陳開聰
業務：出入口電子、製造化工及生物工程
Cobell Int'l (Holdings) Ltd
President : Chen Kai Chung, Harry
Nature of business : I/E electronic, manufacturing biotechnological products and chemicals

億裕製衣配料有限公司
董事：李敏妍
業務：貿易及投資
Acme Fortune Limited
Director : Li Man Yin
Nature of business : General trading and investment holding

達成電業公司
O/B 榮榮實業有限公司
秘書：李芷苓
業務：電話線、電話插座及各類電源線
Tat Shing Electrical Company
O/B Same Best Industries Ltd
Secretary : Lilian Lee
Nature of business : Electronic component, telephone wire, telephone jack & plug

本會可提供有關會員產品之諮詢服務，專線電話：542 8622。
For enquiry on CMA members' products, please contact Trade Enquiries Section at tel no. 542 8622.

The CMA Testing and Certification Laboratories is ready to provide professional services as follows:

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- ☒ Follow-up Programs
- ☒ Inspection Agency
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For details, please contact the CMA-TCL Marketing/Promotion Officer at tel 698 8198.



廠商會與菲律賓工商業總會 簽訂合作備忘錄 CMA & PCCI Signing MOU



Joint Associations' Letter to US President Clinton for Unconditional Renewal of China's MFN Status

The Association actively devotes its efforts in lobbying the US for unconditional renewal of China's most-favoured-nation (MFN) status. The CMA, together with other local major trade and industrial associations, has invited US Congressional staffers to visit Hong Kong and Guangdong, and participated in various lobbying missions to the US. In late April, the Association has initiated another lobbying exercise, through which the CMA and 13 other major associations of Hong Kong manufacturers jointly signed a letter addressed to President Clinton, calling for unconditional renewal of MFN status for China.

The 14 signatories were Mr Herbert Liang, President of The Chinese Manufacturers' Association of Hong Kong; Mr Ernest Kwan, President of The Federation of Hong Kong Garment Manufacturers; Mr Eddy Li, President of Hong Kong Watch Manufacturers Association Ltd; Mr Robert Li, then Chairman of The Hong Kong Electronics Association Ltd; Mr Tang Kim Kwan, President of Hong Kong Rubber and Footwear Manufacturers' Association Ltd; Mr Kenneth Ting, Chairman of Hong Kong Plastics Manufacturers Association Ltd; Mr Wu Kwok Cheung, President of Hong Kong Kwun Tong Industries & Commerce Association Ltd; Mr Lo Man Tuen, Chairman of Eastern District Industrialists Association; Mr Sin Hon Pun, President of The Hong Kong Weaving Mills Association; Mr Eddie Lu,



Representatives from the 14 industrial associations which jointly sign a letter addressed to US President Clinton regarding China's MFN status, disclose main points of the letter at a press conference.

Chairman of Hong Kong Knitwear Exporters and Manufacturers Association; Mr O Borresen, Chairman of Federation of Fur Manufacturers and Dealers (HK) Ltd; Mr Ip Yuek Lam, President of The Hong Kong Food Council; Mr John Yung, Chairman of The Hong Kong Association of Textile Bleachers, Dyers, Printers and Finishers Ltd; and Mr Lau Chi Yuen, Chairman of New Territories Manufacturers Association.

Joint Associations' Letter

On April 29, the 14 signatory associations jointly organized a press conference at the CMA Building to disclose the main points raised in the letter.

Representatives from these associations on stage at the press conference included Mr Herbert Liang, President of The Chinese Manufacturers' Association of Hong Kong; Mr Chan Wing Kee, CMA Vice-President and Vice-President of The Federation of Hong Kong Garment Manufacturers; Mr Tony Chau, CMA Vice-President and Chairman of Hong Kong Rubber & Footwear Manufacturers' Association

Ltd; Mr Choi Hin To, Vice-President of The Federation of Hong Kong Garment Manufacturers; Mr Eddy Li, President of Hong Kong Watch Manufacturers Association Ltd; Mr Robert Li, then Chairman of The Hong Kong Electronics Association Ltd; Mr Ip Yuek Lam, President of The Hong Kong Food Council; Mr Tang Kim Kwan, President of Hong Kong Rubber and

Footwear Manufacturers' Association Ltd; Mr Wu Kwok Cheung, President of Hong Kong Kwun Tong Industries & Commerce Association Ltd; Mr Lo Man Tuen, Chairman of Eastern District Industrialists Association; Mr Sin Hon Pun, President of The Hong Kong Weaving Mills Association; Mr Eddie Lu, Chairman of Hong Kong Knitwear Exporters and Manufacturers Association Ltd; Mr Joseph Lau, Vice Chairman of The Hong Kong Association of Textile Bleachers, Dyers, Printers and Finishers Ltd; Mr Lau Chi Yuen, Chairman of New Territories Manufacturers Association and its Secretary, Mr K W Yip.

Other CMA representatives attending the press conference were Honorary President The Hon Ngai Shiu Kit; Executive Committee member Mr Lee Sai Yick; General Committee members Mr Choy Tak Ho, Mr Chow Yun Sheung and Mr Paul Chu.

Summary of the joint associations' letter is as follows:

Fourteen major associations of Hong Kong manufacturers, representing the majority of Hong Kong's manufacturers

which employ about three million workers in China and another 600,000 employees in Hong Kong, urge US President Clinton to extend China's MFN status for the next year without any conditions, and oppose any legislation which would attach conditions to the renewal of China's MFN status. The letter stated that members of these Hong Kong industrial associations, who were the first to set up factories in China, are familiar with the recent economic policies of China, including its recent reaffirmation of its policy favouring entrepreneurial and free market developments.

Renewal of China's MFN status without conditions would greatly benefit US businesses and allow continuous expansion of US exports to China, currently running at approximately US\$8 billion (HK\$62.2 billion) annually, involving approximately 150,000 US jobs.

As China continues to develop, there is an increasing potential for US sales of capital goods, components, raw materials and other products and services to China. The recent agreements by China to purchase new aircraft and motor vehicles exemplify these developments. The US aircraft industry's share of China's aircraft market, conservatively estimated at US\$10-15 billion (HK\$77.8 - 116.6 billion) over the next ten years, could be jeopardized by conditional renewal of China's MFN status. Furthermore, China has the ability to pay for such purchases, which presents great opportunities for US businesses. Pushing China into retaliation would result in the US losing competitive position in this emerging Chinese market.

Besides, US direct investment in China is estimated at US\$7 billion (HK\$54.46 billion) in more than 4,300 projects and future earnings from them could be compromised if China's MFN status is renewed with conditions.

Using the threat of cutting off China's MFN status as a sanction for failure to comply with a list of US positions is harmful because it is an all-or-nothing sanction that would greatly harm US interests and interests that the US supports. A more effective approach is negotiating discrete arrangements, as the US has done under Special 301 (intellectual property rights) and Section 301 (US access to China's market) proceedings. This allows targeted negotiations designed to minimize collateral harm to the US, Hong Kong, and free market developments in China.

Conditioning renewal of China's MFN status would harm Hong Kong seriously



CMA President Mr Herbert Liang (front row, middle) answers press enquiries.

because of its dependence on manufacturing operations in China. This would severely damage the investments, business and jobs of Hong Kong companies producing goods in China and shake business confidence in Hong Kong at a time when its survival requires confidence in a stable future. Hong Kong's economy is inextricably linked with Southern China.

US policy has supported Hong Kong because it is a good trading partner and the engine for free market enterprise in China. Hong Kong imports a huge amount from the US. Hong Kong, and through it, China, are more open to sales of American products and to American investments than other areas in Asia, where import barriers, or existing distribution systems established by America's competitors, put the US in a disadvantaged trade situation.

Hong Kong has been the engine that has created the transformation in Southern China. It has invested in, and controlled, numerous manufacturing facilities in China that have provided numerous jobs and introduced people in Southern China to free market concepts and influences. This has encouraged Chinese citizens to strive for more prosperity and a better standard of living.

The loss of MFN status could put up to three million workers in Southern China out of work. In addition, terminating MFN status would undermine the development of a free market economy in Southern China. Also, this would curtail the northward spread of economic developments that have occurred in Southern China. The opening of China has resulted

in raising living standards. This is a long term trend that will yield further improvements over time. In China, economic development will precede, and will lead to, political changes.

US political and business leaders who have visited China and witnessed the strong economic development there have expressed their support for unconditional renewal of MFN status for China after their visits. The Hong Kong industrial associations urge President Clinton and his senior staff to visit China and Hong Kong in the near future and/or invite senior Chinese political and business leaders to visit the US to open direct channels of communication. Visits to China and Hong Kong and discussions with Chinese Government and business leaders would lead the US Administration to conclude China's MFN status should be renewed without conditions.

The Hong Kong industrial associations also hope that the requirement for the annual renewal of China's MFN status could be eliminated, so that US and Hong Kong businesses could engage in long term planning with some confidence what the future trade environment will be, and that the US would continue to support China's bid for reentry into the General Agreement on Tariffs and Trade.

(Editor's note: On May 28, US President Clinton signed an executive order renewing China's MFN status for another year, but saying that extension beyond 1994 June would depend on progress in China's human rights record.)



香港中華廠商聯合會

The Chinese Manufacturers' Association of Hong Kong



CMA Head Office: CMA Building, 64 Connaught Road Central, Hong Kong
總辦事處：香港干諾道中64號廠商會大廈
Telephone 電話：545 6166 Fax 圖文傳真：541 4541

CMA & PCCI Signing MOU

To strengthen business co-operation between Hong Kong and the Philippines and to formalize working relationships, the Association and the Philippine Chamber of Commerce and Industry (PCCI) signed a Memorandum of Understanding (MOU) on 1993 April 30.

As agreed in the MOU, both parties will explore opportunities within their competence to promote, strengthen and expand trade, economic, scientific, technological co-operation and other business relations between Hong Kong and Philippine companies. The two organizations will exchange information on economy, foreign trade, trade rules and customs, as well as on amendments regarding trade legislation and protection of industrial property. The CMA and the PCCI will also render assistance to each other in organizing commerce- and industry-related exhibitions, seminars, symposia, etc both in the Philippines and Hong Kong.

Addressing the gathering before signing the MOU on behalf of the Association, CMA President Mr Herbert Liang pointed out that the Asia-Pacific economies have undergone major structural changes, and enjoyed rapid and sustained growth. Healthy export performance, encouraging increases in the share of world exports, overall surplus in the current account of the balance of payments, and high access to long-term credit from overseas sources were some of the examples he mentioned.

"Of significance is the increase in intra-regional trade, which is in fact a reflection of the growing industrial co-operation within the region. The different stages of development of these countries enable vertical co-operation among themselves, each maximizing its own specific advantages. Hong Kong manufacturers are also expanding their production bases, moving and establishing production facilities across the border to China as well as other overseas countries," said Mr Liang.

He remarked that the recent liberaliza-

CMA President Mr Herbert Liang (2nd from left) and PCCI President Mr Jose T Pardo (right) exchange the Memorandum of Understanding. Also present are Secretary for Trade and Industry Mr Brian Chau (2nd from right) and CMA Vice-President Mr Tony Chau (left).



tion of trade and investment policies in the Philippines has provided a good opportunity for overseas traders and investors including those from Hong Kong. In 1992, Hong Kong's trade value with the Philippines reached HK\$12 billion, an increase of 19% when compared with 1991. Besides, Hong Kong is also the fourth largest source of investment in the Philippines. Supportive measures provided by the Philippines Government and continuous improvement in infrastructure will enhance economic relationships between the two territories.

In response to Mr Liang's address, Mr Jose T Pardo, President of the PCCI, revealed that trade between the Philippines and Hong Kong has been growing at an average rate of 13% from 1987 to 1991 and there was a surge of Hong Kong investment in the Philippines recently. Although the balance of trade has always been in favour of Hong Kong, there has been an improvement in the performance of Philippine exports so that the trade gap in 1991 was not as much as in the previous year.

Mr Pardo hoped that the trade and economic relationship between the two

places could flourish and the signing of the MOU could help further cement the ties.

"We believe that forging this special relationship between our two chambers could also contribute to a better understanding of our cultural differences and the way of thinking between our people. This could help translate our common aspirations for a strengthened economic relationship into reality as joint ventures, exchange of technology and enhanced investments come to fruition," said Mr Pardo.

As the Guest of Honour at the MOU signing ceremony, Mr Brian Chau, Secretary for Trade and Industry, also addressed the gathering. He said, "Hong Kong is the world's purest practitioner of the principles of the GATT and of policies of free trade, and a totally open economy. Within Hong Kong itself, we are committed to allowing the free play of market forces. We leave business decisions to businessmen and do not intervene in the workings of the economy except when it is necessary to protect the interest of consumers or when market forces are not operating in a normal way."

"Within such an environment and on the basis of such policies, it is not the Hong Kong Government's practice to conclude bilateral trade or economic agreements with other governments. While our trade and economic policies are designed to give maximum encouragement to the development of Hong Kong's trade and economic relations with our foreign partners, we are happy to leave the promotion and development of bilateral business and economic co-operation to our private sector organizations. The MOU between the CMA and the PCCI is an excellent example of this type of very valuable private sector co-operation."

"At a government-to-government level, relations between Hong Kong and the Philippines are excellent. In the international trade arena, we, together with our ASEAN partners, have had a long history of co-operation in negotiations on the Multi-Fibre Arrangement under the GATT. We were both founder members of the International Textiles and Clothing Bureau, the only inter-governmental organization among developing countries that has succeeded in effectively co-ordinating their negotiating positions vis-à-vis the developed importing countries. Hong Kong and the Philippines are both also members of the Asia Pacific Economic Co-operation, known for short as APEC, which embraces the most dynamic economies in the region - the fastest growing region in the world."

Mr Chau concluded that with the improvements which the Philippines President Ramos had brought about, and given local entrepreneurs' propensity to invest outside Hong Kong and the strategic location as the gateway to China which was the fastest growing economy in the world



Mr Jose T Pardo, President of the Philippine Chamber of Commerce & Industry, addresses the gathering at the MOU Signing Ceremony.

today, the economic and trade relations between Hong Kong and the Philippines looked set to grow substantially in the coming years. The MOU, in this aspect, would provide a new foundation for that growth.

At the same occasion, CMA Vice-President Mr Tony Chau who led a fact-finding mission to the Philippines in 1992 remarked that he was highly impressed by the liberalization policies adopted by the Philippines in recent years.

"As regards to the bilateral trade between Hong Kong and the Philippines, a rosy future of continuous growth lies ahead. As we all know, Hong Kong is the gateway to China, a huge market of over 1.1 billion population. We are pleased to learn that His Excellency President Fidel Ramos has announced the abolishment of the trade balance restriction with China. I

am confident that such abolishment will stimulate Sino-Filipino trade as well as trade between the Philippines and Hong Kong," said Mr Chau.

Also attending the ceremony were Ms Denise Yue, Director-General of Industry; Mrs Regina Yip, Deputy Secretary for Trade and Industry; Mr Robert Li, then Chairman of The Hong Kong Electronics Association Ltd; Mr Wu Kwok Cheung, President of Hong Kong Kwun Tong Industries and Commerce Association Ltd; and Mr Lo Man Tuen, Chairman of Eastern District Industrialists Association.

The MOU was signed by Mr Herbert Liang, President of the CMA and Mr Jose T Pardo, President of the PCCI. Mr Tony Chau, Vice-President of the Association and Atty Miguel B Varela, Vice-President of the PCCI, also signed as witnesses of the MOU.

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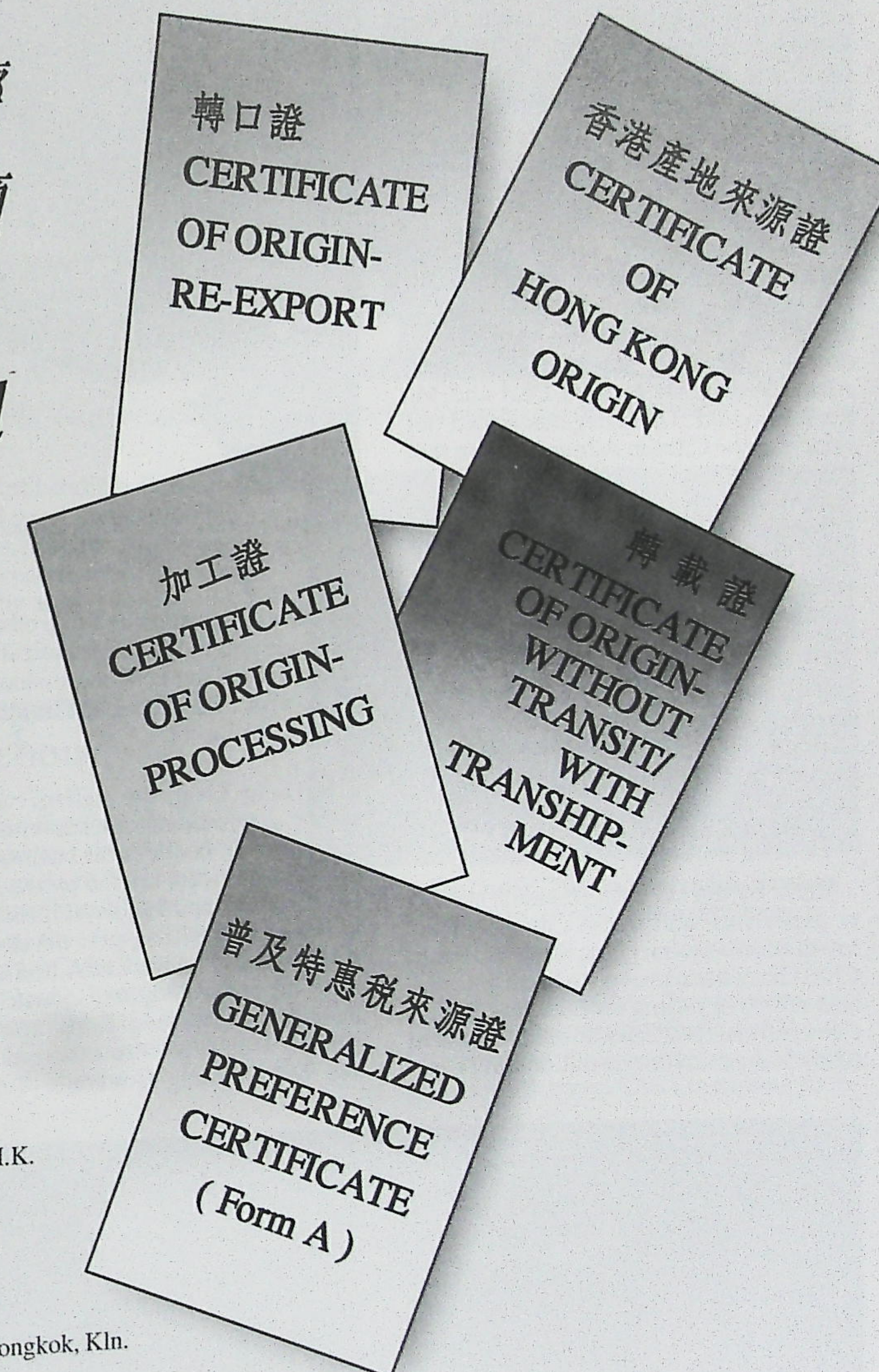


香港中華廠商聯合會

The Chinese Manufacturers' Association of Hong Kong

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CMA Activities

MFN Lobbying Mission to the US

The Association, together with six trade and industrial organizations, organized a lobbying mission to Washington DC from March 29 to April 1 for unconditional renewal of China's most-favoured-nation (MFN) status. CMA Vice-President Mr Tommy Zau represented the Association and joined the nine-member delegation.

In Washington D C, the delegates met with senior officials of the State and trade offices. They especially met new members of the House Ways and Means Committee, including Mr MacCollins, Mr Albert Wynn, Mr Nathan Deal and Mr Russ Feingold. The delegates voiced out clearly to the Clinton Administration that renewal of China's MFN status should not be linked with non-trade issues. They presented clearly the negative implications of non-renewal or renewal with the attachment of conditions in relation to human rights or weapon sales.



Seven local trade and industrial organizations organize a lobbying mission to Washington DC for unconditional renewal of China's MFN status.

Visit to Hong Kong & South China by the US Congressional Staffers

Visits by the US Congressional staffers to experience and inspect the economic integration between Hong Kong and South China have been proven to be an essential and effective means for lobbying the US Government for unconditional renewal of China's most-favoured-nation (MFN) sta-

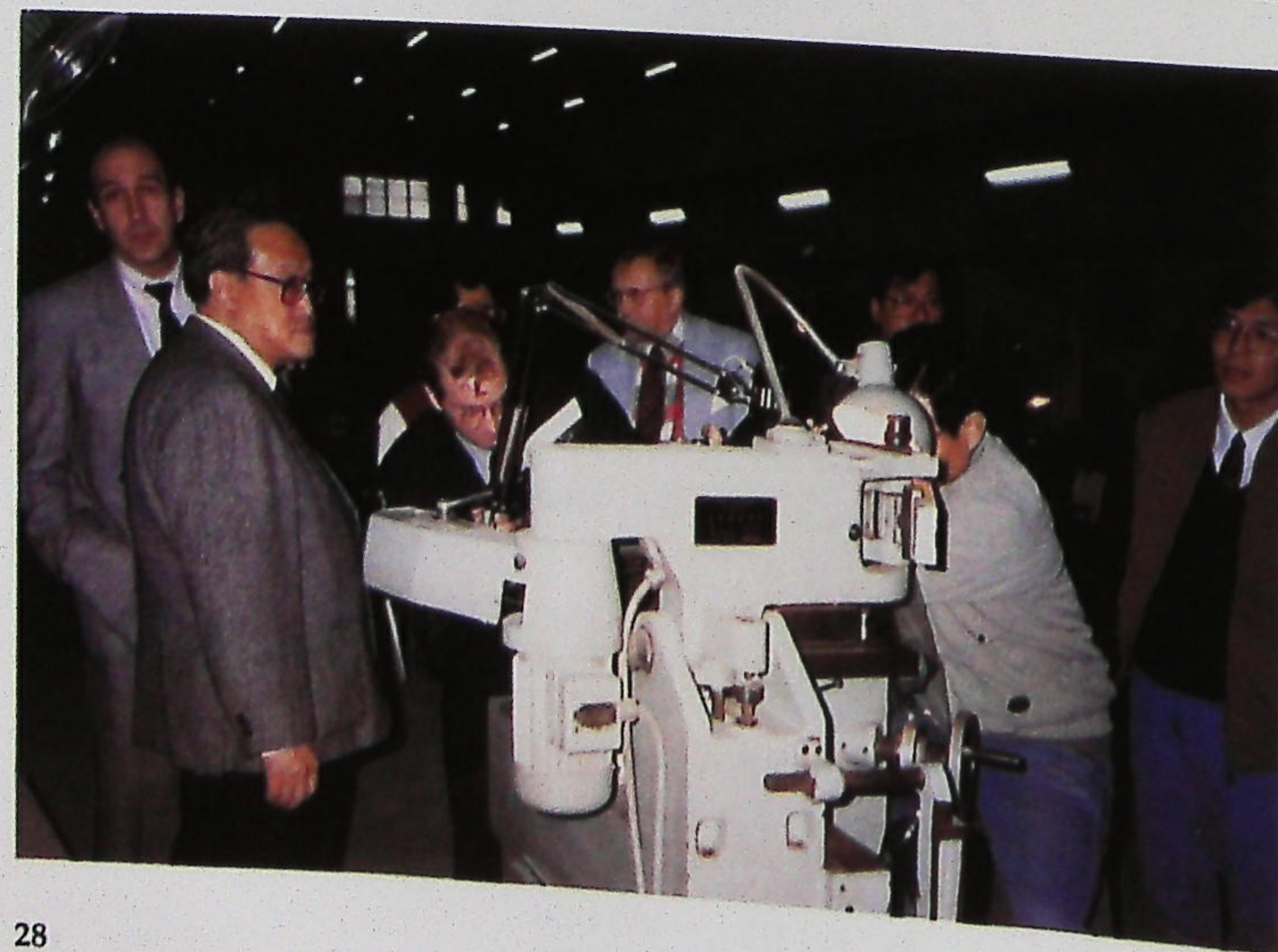
tus. The Association and five other leading trade and industrial organizations recently invited five US Congressional staffers to visit Hong Kong and South China from April 5 to 12.

In Hong Kong, the staffers met with senior government officials and representatives from the local business community, and were briefed by the hosting organizations and the government on such issues as Hong Kong port development, trade relations with China and the US, new airport project, and industrial linkages between Hong Kong and South China. They were also arranged to visit the Kwai Chung Container Terminal,

Hong Kong Trade Development Council, Tai Po Industrial Estate and Cheung Wah Housing Estate.

A three-day inspection tour to the Guangdong Province was also included in the itinerary. The group visited the Whampao Industrial Zone in Guangzhou, where they inspected the plants of Proctor and Gamble and Guangzhou M.C. Packaging Ltd. They were also arranged to visit the V-Tech Electronics Ltd and Asia Commercial in Dongguan, and the Qualidux Industrial Co Ltd in Shenzhen. In addition, the group met with Chinese government officials including Mr Zhang Qing Ping, Deputy Director of the Office of Foreign Affairs of the People's Government of Guangdong Province; Mr Yuan Li Song, Vice-Mayor of Dongguan, Mr Li Guang Zhen, Vice-Mayor of Shenzhen; and Mr Wang Dan Ya, Secretary-General of the Shenzhen Foreign Investment Enterprises Association.

By personally inspecting and experiencing the economic vitality and people's living standard in South China, the delegates have acquired a better understanding on China's economy and the part Hong Kong could play in the further opening-up of China to the outside world. They also realized that the extension of China's MFN status would facilitate continuous development of China's open-door policy.



Congressional staffers visit a factory at Shenzhen.

Visit to CMA TCL

On April 20, the CMA Testing and Certification Laboratories (TCL) and Certificate of Origin (CO) Services Promotion Committee organized a visit to the TCL for members in the toy and plastic industries. The visit aimed at enhancing members' understanding on TCL's services. Mr Choi Hin To, Co-Chairman of the TCL and CO Promotion Committee, and Mr Yim Chan Chee, member of the Promotion Committee, received the visitors at TCL.

When addressing the gathering, Mr Choi stressed the growing importance of testing services in the industrial and commercial sectors. He said TCL, a non-profit making laboratory, could provide comprehensive and high quality services. Mr Choi also remarked that a series of visits specially tailored for members from specific industries would be organized in the near future.

Representatives of member-companies participating in the visit included Mr W H Kan and Mr M S Lai (Cheung Hing Electronic and Plastic Products Ltd), Mr Dennis Chung and Mr Cheung Tung On (Tin's Chemical Industrial Co Ltd), Ms Chan Oi Kuen and Ms Chan Yuet Kuen (Tak Mei Yeung's Ind'l Co Ltd), Mr Wong Tak Sang (Sun Li Plastic Factory), Ms Angela Chan (Jing Mei Industrial Ltd), Mr C Au (Alps The Long Life Plastic and Metal Mfg Ltd), Mr Lip Chung Kan and Mr Foong Ching Wan (Hong Kong Colour Technology Ltd), Mr Chu Ying Tung (Fu Lung Plastic Manufacture Ltd), Mr Lau Kwok Wai (Dickie Plastic Pty Ltd), Mr Ken Lai and Ms Daisy Yeung (Well Best Ind Ltd), Mr Alvin Wan (Tai Ming Ind Co Ltd), Mr Gary Kwong



CMA members from the toy and plastic industries visit the CMA Testing & Certification Laboratories.

(Artin Int'l Ind Co Ltd). They showed great interest in TCL's facilities, raised many questions and discussed with TCL staff in a friendly atmosphere.

Delegation from Lanzhou

A four-member delegation from Lanzhou visited the Association on April 1. Led by Mr Zhang Juk Shun, Vice-Mayor of Lanzhou, the delegation was received by CMA President Mr Herbert Liang; Executive Committee members Mr Lee Sai Yick, Mr Lin Fai Shat; General Committee members Mr Chow Yun Sheung and Mr Lam Hok Po.



Mr Zhang Juk Shun (middle), Vice-Mayor of Lanzhou, introduced the investment environment and latest economic development in Lanzhou.

At the meeting, Mr Zhang introduced the investment environment and the latest economic development in Lanzhou. He also welcomed CMA members to invest in the city.

Delegation from Gansu

Led by Mr Zhang Wu Hok, Executive Vice Governor of the Gansu Province, a nine-member delegation visited the Association on April 8. The delegation was warmly received by CMA President Mr Herbert Liang; General Committee members Mr Jose Yu, Mr Joseph Sin and Mr Michael Sun. Both parties exchanged views on business co-operation between Gansu and Hong Kong.



The Association receives a delegation from Gansu.

New Members Briefing Meeting

To enhance new members' understanding on the Association, a briefing meeting was held on April 27. New members were received by CMA President Mr Herbert Liang; Vice President Mr Tony Chau; Executive Committee member and Co-Chairman of the Testing and Certification Laboratories (TCL) and Certificate of Origin (CO) Services Promotion Committee Mr Choi Hin To; General Committee members Mr Chow Yun Sheung, Mr Steve Lau and Mr Ho Yuk Wing.

At the meeting, Mr Herbert Liang disclosed that the Association intended to extend the product testing services of the TCL to mainland China through co-operation with counterpart organizations in China. Through such co-operation, the Association can better serve members, especially those who have moved their production lines across the border. Mr Tony Chau and Mr Choi Hin To also ad-

ressed the gathering at the occasion.

Representatives of new member-companies attending the meeting included Mr Eddy Li (Hong Kong Watch Manufacturers' Association Ltd); Ms Ng Suk Yee, Frankie (Zheng Li Enterprise); Mr Chan Lap Ming (Recreation House Ltd); Mr Kwee Wing Shing and Ms Tang Pui Yin, Detvex (Mak Hing Cheong Hon Co Ltd); Mr John Lee (DataCard Toppan Moore Ltd); Mr Ernest Leung (Victorian Government Business Office, Hong Kong); Ms Pong Shu Kuen (Litmond Ltd); Mr Charles Yeung (Charles Yeung & Co); Mr Sung Nee (A Ho Sung & Co); Mr Daniel Kung and Mr Graham Roger Dove (Chinese Financial Management Co Ltd); Ms Lucia Chong and Ms Patricia Lau (Neo-Fantastic Fashions Ltd); Mr Vincent Lee (Hung Tai Gmt Co); Mr Raymond Mak (Coral Industrial Ltd); Ms Leung Lai King (Saicome Industries Ltd); Mr Tang Kwok Cheung (Tang Yim Kee Metal Mfg Co Ltd); Mr Hong Chin Huo and Mr Kwok Wan (Mei Ka Printing & Publishing Enterprise Ltd).



The Association organizes a briefing meeting for new members.

Trade Mission from Australia

Organized by the Australian Government and administered by the Australian Chamber of Manufactures, the Export Access Program aims to sponsor small-to medium-sized Australian enterprises in exploring overseas market potential.

A trade mission, composed of five par-

ticipating companies under the Program, visited Hong Kong and Guangdong in March. The Association rendered assistance by introducing potential Hong Kong business partners to the mission members. Business appointments were arranged between interested parties. The Program is meant to be a long-term trade promotion event. Members looking for Australian business partners are welcome to contact Miss Evita Lee of the CMA at telephone no. 542 8621.

CMA

services

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

JOIN THE CMA NOW!

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

Investment Profile

Egypt

Egypt, located in Northeast Africa, has a total area of 1,002,000 sq km. It is noted for its strategic location worldwide and its close proximity to Europe, Asia, the Middle East and Africa. Egypt is well endowed with natural and human resources. With a population of over 58 million, there is a plentiful supply of highly-educated labour with a relatively low wage rate. With numerous valuable natural resources and commitment to supporting a market-oriented private sector and providing opportunity for profitable investment, Egypt is an attractive place for overseas investors.

Economic situation

Since 1987, the Egyptian Government has launched a comprehensive program aimed at reforming and restructuring the Egyptian economy. The reform program is targetted towards stabilization of the national economy with gradual shift to market-oriented system, based on the strategy of containing inflation and narrowing budgetary and balance of payments deficits. Basic elements of the program are:

1. Deregulation of foreign trade;
2. Deregulation of prices and ensuring competition;
3. Free access to foreign exchange;
4. Anti-inflationary monetary fiscal policies;
5. Liberalization, privatization and modernization of the Egyptian economy to increase its efficiency and competitiveness;
6. Tax system reform with introduction of sales tax; and
7. No government borrowing from the Central Bank.

The economic reform has achieved remarkable results for the Egyptian economy which could be evidenced by increased local production, a sharp reduction in the inflation rate from 35% to 9%, a decrease in interest rates for bank loan, stability in the currency exchange rate, a decrease in the budget deficit from 20% to 3.5% of the domestic production, and the improvement in balance of payments with a US\$3.5 billion (HK\$27.2 billion) surplus in 1992.

Meanwhile, there has been a flood of capital from both Egyptian and foreign investors which helped increase Egypt's surplus of hard currency to reach US\$14 billion (HK\$108.9 billion) in 1992.

Investment policy

To carry out economic liberalization and to give more support to the private sector in general, important changes to the investment law have been introduced to increase the effectiveness of the General Authority for Investment (GAFI). GAFI is a semi-independent government body which acts as a one-stop shop. It houses many agencies that investors need to deal with for investment in one place. Officials and staff are ready to answer questions, help solving problems, identify opportunities and arrange meetings and visits. It should be strongly emphasized that the days of investment red-tape of the late 70s and early 80s are over.

The Egyptian Government recently adopted far-reaching reforms to abolish investment and production controls by minimizing licensing requirements. While the degree of economic liberalization in Egypt is increasing, the need to screen incoming investment is getting less as the economy is gradually becoming a relatively deregulated economy. Applications for investment in all sectors and activities are automatically approved except for a number of assembly industries listed on a negative list. Licensing applications for activities not on the negative list have been significantly streamlined and have effectively become a registration process only, since GAFI no longer makes any judgements about the merits of the proposed venture, say its size, product/market mix production levels, import requirements or export targets.

General incentives

Administered solely by GAFI, investment under the investment law falls into two categories. "Free Zone" investment refers to projects established in any one of the eight specially designated free zone areas in Egypt. "Inland" investment covers projects in all other locations.

For an inland project, which could be 100% owned by the foreign investor, or by a joint venture between him and a local private or public sector partner, the following incentives apply:

1. Industrial and tourism projects are granted five years tax exemption, to ten years if established in one of the

new industrial cities, as well as in industrial estates and remote areas;

2. Land reclamation and related agribusiness projects qualify for ten to 15 years tax exemption;
3. Housing projects for rental purposes are 15 years tax exempted and are not subject to rent control legislation;
4. Any other activities which promote exports, create job opportunities, or promote technology transfer are welcome and accorded various incentives subject to Cabinet approval;
5. Investment projects qualify for a flat 5% customs rate on import requirements;
6. All projects are exempted from the general income tax in Egypt;
7. Investment projects are not subject to prevailing compulsory pricing stipulations or profit ceilings; and
8. For the importation of machinery and equipment needed for any investment project, no matter whether it is an expansion or a new project, investors only have to pay a 5% custom duty.

These incentives are, however, similar to those offered by other countries. But there are numerous other factors which make Egypt a preferable place to invest, such as:

1. Abundance of skilled, educated workforce at a very low cost, their readiness to adapt easily to industrial disciplines, and to be speedily trained to meet the requirements;
2. Inexpensive property, whether buildings or land (free hold ownership is allowed for foreigners at a price ranging between US\$15-30 (HK\$117-234) per sq m in newly established cities).
3. Availability of many raw materials and natural resources;
4. Modern and expanded infrastructure, excellent transportation and communication systems, and plentiful power supply;
5. Existence of new industrial cities provided with all needed infrastructure and housing and ready for more projects to start production immediately;
6. Closeness and accessibility to impor-

tant markets in Eastern and Western Europe, the Middle East, and Africa;

7. Huge consuming domestic market due to large population; and
8. Safety, security, and stability of the country.

Incentives in free zones

There are currently eight public free zones in Egypt, namely at Nasr City, Alexandria, Port Said, Suez, Ismailia, Damietta, Cairo Airport and Safage on the Red Sea.

In addition, any inland project established in any part of the country could be proclaimed a free zone upon the investor's request and be entitled to the same privileges enjoyed in the public free zones.

In the free zone areas, all investment activities are welcome. The negative list does not apply to the free zones. Assembly industries are welcome with no preconditions. Free zone projects are not subject to any taxation. They are considered to be offshore and do not belong to the country,

and therefore are not subject to any regulation concerning export and import. Free zone projects enjoy absolute freedom to invest and produce whatever they like or want to export. Naturally, they can export to Egypt as well and will then be subject to normal custom duties on imported materials and components.

Free zone projects are entitled to import intermediate and other requirements freely from the domestic or foreign markets, and such imports are exempted from import regulations applicable in the country. Complete customs exemption on capital assets and production requirements is offered.

In the free zone, land is not sold but rented at highly subsidized rates. Starting from 1993 January, a square meter per year for manufacturing industry costs US\$2.5 (HK\$19.5). For storage or warehouses, space is rented at US\$6 (HK\$46.8) per sq m per year.

Apart from all these incentives, inves-



Beautiful scenery can be found along both the Mediterranean and the Red Sea coasts of Egypt.

tors should also note that there are no quota restrictions on Egyptian exports to the US and Europe. Also all industrial products manufactured in Egypt are exempted from custom duties when exported to Europe.

Parties who are interested in investing in Egypt can contact the Consulate General of Egypt in Hong Kong at tel no. 827 0668 or fax no. 827 2100.

Trade News

Distribution Facilities in the EC

The development of the Single European Market has a significant impact on Hong Kong businessmen's approach to the European Community (EC) market. The removal of physical barriers to traffic flows from January 1993 has eased internal movements within the Community, and the advancement in information technology has improved the communications across national boundaries. Hong Kong companies may have to broaden their customer base as competition intensifies. Exporting to the EC as a region rather than as a group of individual countries has become a common approach adopted by companies to exploit the entire EC market.

Although the geographical distances within the EC are significant, the removal of physical barriers, together with reduced transportation costs, has made distribution of products across long distances more economical. Some firms have realized that central European distribution may be the most effective way of reaching their EC clients. Aside from establishing self-owned

distribution centres, companies may employ third party contractors to achieve this.

Contract distribution is expanding rapidly in Europe, along with the downward trend in charges due to increased competition. To cope with customer requirements, contract distributors are currently expanding their capacity in the Community. In addition to an expanding geographical coverage, many of them now offer a full range of comprehensive pre-retailing services. These include the management and control of stock either at a centralized warehouse or reduced number of stock locations, direct linkages to customers' computer systems to streamline shop replenishment, a consolidation and de-consolidation service to take goods from a number of diverse sources and re-direct them to different markets, and the entire administration of the procurement and sourcing functions.

Few third party contractors offer anything more than the management of the physical distribution of goods on behalf of the suppliers. None is really keen to embark on marketing and sales activities as well. But there is a large number of com-

panies acting as 'distributors' who are actually importers/wholesalers taking ownership of the goods. While selling through them offers some immediate advantages such as ready access to the market, these distributors do expect a high mark-up on the products thus reducing profit margins of exporters. Exporters also have little control over such important issues as corporate image, customer service, market positioning and trademark protection.

Apparently, if a distribution centre is to be set up, the availability of adequate regional distribution facilities will be essential. But the centre also needs to be close to the main markets of the Community, suggesting that the likely locations are the Netherlands, Belgium, France, Germany and the UK. In any event, to develop a distribution strategy for the EC market is not an easy task. There is no substitution for a rigorous evaluation of alternatives, and Hong Kong companies may use the services provided by the management and logistics consultants. Information is also available, often at nominal or zero cost, from government bodies, port authorities, chambers of commerce, professional organizations, etc.

(Source: Hong Kong Trade Development Council)

Environment

Air Pollution Control (Amendment) Ordinance 1993 Part IX "Asbestos Control Work" - Ban on Import and Sale of Amosite and Crocidolite

The Air Pollution Control (Amendment) Ordinance 1993 Part IX "Asbestos Control Work" - Ban on Import and Sale of Amosite and Crocidolite was enacted on 1993 February 11. It outlines the government's policy on banning the import and sale of amosite and crocidolite (also known as brown asbestos and blue asbestos respectively).

Under Section 80 of the new ordinance, a person shall not import into Hong Kong or sell any quantity of asbestos known as amosite or crocidolite, or any substance or item made with or containing amosite and crocidolite. However, the Authority may on application in writing grant an exemption to a person subject to such conditions as the Authority may specify, if he is of the opinion that such an exemption is warranted and that it would be unlikely to lead to a health risk to the community. The Authority may also withdraw an exemption at any time.

However, the ban does not apply to "goods in transit" or "transshipment goods". According to Section 80 of the amended ordinance, "goods in transit" means goods that are brought into Hong Kong solely for the purpose of taking them out of Hong Kong and that remain at all times on the vessel, vehicle or aircraft that brought them into Hong Kong. "Transshipment" means the importation of an article that is consigned on a through bill of lading or a through air waybill from a place outside Hong Kong and is or is to be removed from the vessel, vehicle or aircraft in which it was imported and either returned to the same vessel, vehicle or aircraft or transferred to another vessel, vehicle or aircraft before being exported, whether it is or is to be transferred directly between such vessel, vehicle or aircraft or whether it is to be landed in Hong Kong after its importation and stored, pending exportation. In addition to these, it also does not apply to the case where the substances containing amosite or crocidolite form an integral part of the structure or fittings of a ship brought into Hong Kong for repair or breaking up.

Any person who fails to comply with this Section 80 commits an offence and is liable to a fine of HK\$200,000 and to imprisonment for six months.

Pollution Quota System

Recently, the European countries have practised the pollution quota system which imposes control on the release of certain pollutants. Its applicability is now being widely discussed in Hong Kong.

Characteristics of the pollution quota system

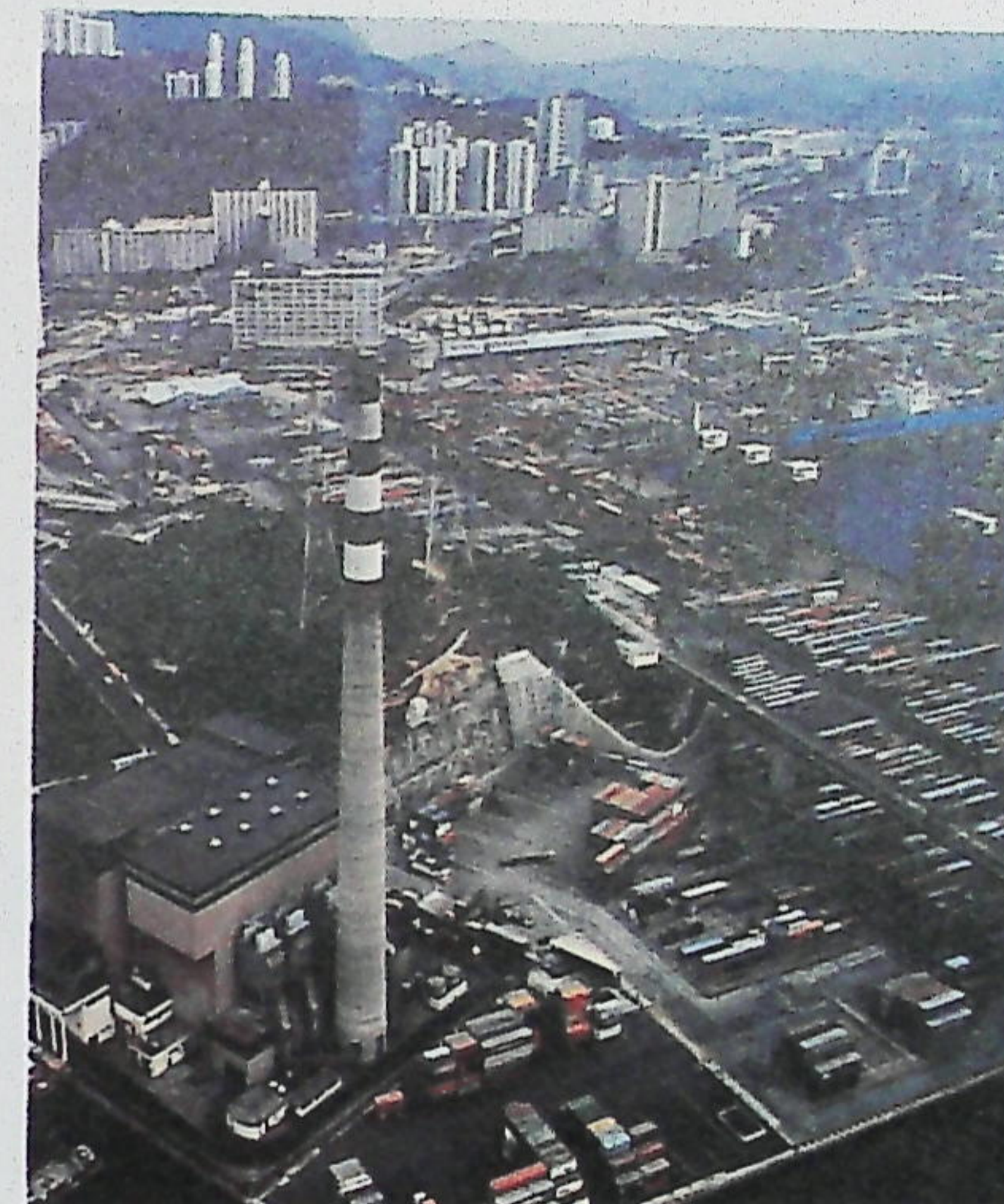
The legislation of the pollution quota system specifies certain limits on the quality and the level of pollutants that can be emitted from a given region. If a factory introduces a pollution control system that reduces its emissions to below its permitted quota, it can sell the remainder quota to another factory in the same region. In this way, a financial incentive scheme can operate within the system, and the region's output of pollutants would remain controlled.

The system also has the mechanism of improving the quality of the environment. Over time, the pollution quotas allocated are gradually reduced. If an industry wishes to expand its operations, it has to ensure that its emissions do not exceed its quotas for each type of pollutant. Moreover, the quality standard of the system can be reviewed from time to time in order to keep in line with the international legislation and conventions.

As a result, the system will give industrialists an opportunity to decide if they have the capability to enforce certain pollution abatements. It will also provide an incentive for industrialists to be innovative and to make use of the best technology available.

One of the major problems in the implementation of the system is the setting of quota. If the quota is too low, it may cause difficulties for industrialists to achieve it. However, the system would lose its effectiveness if the quota is too high.

Another problem of the system is that in designing the quota system, the level of



technological development should be assessed. Technology is developing rapidly. It is difficult to estimate its progress, which in turn would create difficulty in working out the long-term quotas.

Applicability of pollution quota system in Hong Kong

Although the pollution quota system is regarded by many studies as the most cost-effective way of controlling pollution, the local conditions of Hong Kong may greatly limit its applicability and reduce its effectiveness.

First, a quota system may adversely affect Hong Kong's economy. Many local manufacturers have already moved their production lines northward to China to capture the lower land and labour costs. The system may produce additional incentive of taking advantage of the different quota system in China.

Besides, the effectiveness of the system may be greatly reduced because of the special composition of Hong Kong's industrial base. In Europe, where the factories are much larger, quotas can be granted to individual factories without making it difficult to monitor the compliance with standards. However, in Hong Kong, there are more than 50,000 small factories and only a few thousand of which contribute to pollution and waste production. Together with their frequent moving of plant locations, it would make the system much harder to implement. Finally, it is difficult for the system to control the pollution caused by vehicle exhaust fumes, one of the main contributors to air pollution in Hong Kong.

Product Standards

Toys & Children's Products Safety Ordinance

The Toys & Children's Products Safety Ordinance, enacted in 1992 November, will be brought into effect in 1993 July.

Under this Ordinance, there is a requirement that any toy or children's product manufactured, imported or supplied for local consumption must be safe. It is an offence to manufacture, to import or to supply for local consumption unsafe toys or children's products. Advertising of unsafe toys and children's products is also prohibited.

Safety standards

Under Section 3(1) of the Ordinance, no person shall manufacture, import or supply for local consumption a toy unless the toy, including its packaging, complies with each and every applicable requirement included in one of the following sets of safety standards for toys - International Voluntary Toy Safety Standard established by the International Committee of Toy Industries (ICTI); European Standard EN71 established by the European Committee for Standardization; and ASTM F963 established by the American Society for Testing and Materials.

Under Section 5(1) of the Ordinance, no person shall manufacture, import or supply for local consumption a children's product unless the product complies in all respects with the corresponding specification established by the British Standards Institution (BSI).

Laboratory testing

A person may, at his own expense, have a toy or a children's product tested by an approved laboratory. The approved laboratories should first be accredited under HOKLAS (Hong Kong Laboratories Accreditation Scheme). HOKLAS also has reciprocal arrangements with laboratories accreditation schemes overseas.

Enforcement

The Commissioner of Customs and Excise (CCE) will enforce the legislation. He will act on complaint and conduct spot checks.

Channel of appeal

A person who is aggrieved by a decision



or action of CCE may appeal to an Appeal Board. Within 14 days after the decision or action of the Commissioner, the appellant shall deliver to CCE a notice of appeal stating the substance of the matter and reasons for the appeal.

Defence of due diligence

In any related proceedings, it shall be a defence for that person to show that he took all reasonable steps and exercised all due diligence to avoid committing the offence.

Recovery of expenses of enforcement

A person, once convicted, may be ordered by the court to reimburse the Government Chemist for any costs associated with testing the goods and CCE for any expenditure which has been or may be incurred by him.

Penalties

The Ordinance imposes a statutory duty on suppliers of toys and children's products to ensure that the products they supply are safe, and to comply with the notices issued by the Commissioner of Customs and Excise that presents a stated breach for convictions.

For enquiries, please contact the Product Standards Information Bureau of the Industry Department at tel no. 829 4800. Copies of the Toys and Children's Products Safety Ordinance can be purchased from the Government Publications Centre.

(Editor's note: The CMA Testing and Certification Laboratories (TCL) is one of the HOKLAS accredited laboratories, providing testing services on a large range of items covering toys and children's playthings; materials and other commodities; water samples and industrial effluents; electrical products; textiles and garments; and food and pharmaceuticals. Toy manufacturers or traders who would like to have their products tested can contact Mr Dominic Lam, TCL Manager (Toy Division), at tel no. 698 8198.)

Denmark's Order on Prohibiting the Use of Chlorofluorocarbons, Tetrachloromethane, Trichloroethane and Halons

The Danish Government has recently amended the Order No. 53 on prohibiting the use of chlorofluorocarbons (CFCs), tetrachloromethane, trichloroethane and halons. In comparison with the original order, the revised order advances the dates before which the use of CFCs for cleaning in electronics, for rigid polyurethane integral foam, for new large-scale plants for thermal transmission and for existing thermal transmission plants are still permitted. The date for the use of halons for the refilling of existing stationary fire-fighting appliances has also been advanced.

For further information, please contact Ms Vien Yuen of the Industry Department at tel no. 829 4807.

New ISO Standards

ISO 182-3 & ISO 182-4

Plastics - Determination of the tendency of compounds and products based on vinyl chloride homopolymers and copolymers to evolve hydrogen chloride and any other acidic products at elevated temperatures - Part 3: Conductometric method, Part 4: Potentiometric method.

These two parts of ISO 182 specify a method for the determination of the thermal stability at elevated temperature of compounds and products based on vinyl chloride homopolymers and copolymers (PVC) which undergo dehydrochlorination (the evolution of hydrogen chloride).

The method may be used as a quality control test during manufacture and conversion of PVC compounds. It may also be used for the characterization of PVC compounds and products, especially with regard to the effectiveness of their heat-stabilizing systems.

For ISO 182-3, the method may also be applied to other plastic materials which can evolve hydrogen chloride or other hydrogen halides when heated under the conditions prescribed by the relevant specifications, or as agreed upon between the interested parties.

For ISO 182-4, this part of ISO 182 specifies a potentiometric method for the determination of chloride ion (Cl-) concentration (expressed as pCl) in an absorbing solution, independent of the presence of other ions. This method is particularly recommended for plasticized PVC compounds and copolymers.

ISO/TR 9372 (Technical Report)

Plastics - Basic materials for polyurethanes - Determination of the amounts of 2, 4- and 2, 6-isomers in toluenediisocyanate by infrared spectroscopy.

This Technical Report describes the determination of toluene-2, 4-diisocyanate (2, 4-isomer) and toluene-2, 6-diisocyanate (2, 6-isomer) in toluene-diisocyanate.

This method is applicable to mixtures containing 5% to 95% of the 2, 4-isomer.

For enquiries, please contact Ms Mandy Shum of the Industry Department at tel no. 829 4821.

New ISO Standard in 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:

ISO 9665

Adhesives - Animal glues - Methods for sampling and testing (first edition, 1993 March)

Scope

This International Standard specifies the methods to be used for sampling and testing bone and skin glues in the form of powder, granules, pearls or cubes.

Note 1

The methods may be extended to the testing of other forms of animal glues by suitable calculation of the equivalent dry glue content.

The precision of the test methods included in this International Standard is not known because inter-laboratory data are not available. When inter-laboratory data are obtained, precision statements will be added to the corresponding test methods at the next revision.

Note 2

For details of precision statements, refer to ISO 5725:1986, Precision of test methods - Determination of repeatability and reproducibility for a standard test method by inter-laboratory tests.

For further information on the above new ISO Standard, please contact Ms Lucilla Lau of the Product Standards Information Bureau (PSIB) of Industry Department at tel no. 829 4806.

Singapore's Poisons (Amendment) Rules 1993

The Singapore authority has enacted, from 1993 February 1, the Poisons (Amendment) Rules 1993 which require paints containing lead content of 0.25% or more by weight of the paint to carry a specified by weight of the paint to carry a specified caution label. The new labelling requirement will provide the public with information about the lead content in the paints and the precautions to be taken in using such paints.

For enquiries, please contact Ms Vien Yuen of the Products Standard Information Bureau (PSIB) of the Industry Department at tel no. 829 4807. Copies of the Regulation and Rules are available at the PSIB.

EC's Council Regulation on Checks for Conformity with the Rules on Product Safety in the Case of Products Imported from Third Countries

The European Community (EC) has recently adopted a Council Regulation which stipulated that customs authorities are allowed to suspend the release of a product into free circulation in the Community, if the authorities find that a serious immediate risk to health or safety would exist if the product is used under normal and foreseeable conditions or if the product is not accompanied by a document or market in accordance with the EC or national rules on product safety applicable in the member state in which release for free circulation is being sought.

Other salient features of the regulation include:

1. Actions to be taken by national authorities following the suspension of the product into free circulation in the Community are also laid down.
2. A list of products which are particularly required to conform to the Community or national rules on product safety before being released for free circulation will be drawn up within three months of entry into force of this regulation.
3. The regulation will enter into force in the member states on 1993 March 17. Each member state shall, within two months of the entry into force of this regulation, notify the Commission of the provisions it has adopted with a view to its implementation.

For further information, please contact Ms Vien Yuen of the Industry Department at tel no. 829 4807.

Market Report

The Changing EC Garment Market

Hong Kong's garment exports to the EC

With a total population of 345 million and a combined gross domestic product of US\$6.5 trillion (HK\$50.2125 trillion), the European Community (EC) provides excellent market opportunities for Hong Kong's garment exporters and manufacturers. It is the second largest market for Hong Kong garments after the US. Germany, Italy, France, the UK and Spain, the top five countries in the Community both in terms of population and size of the economy, hold out particularly good prospects. Although Hong Kong's domestic exports of clothing to the EC fell by 6% to HK\$23,629 million in 1992 following a 13% increase in the preceding year, the formation of the Single European Market on 1993 January 1 is expected to impart a stimulus to renewed growth.

Impact of the Single European Market on HK garment exports

One of the major developments following the formation of the Single European Market is the abolition of customs checks between member states. This means that regional quotas for garment products under the Hong Kong/EC Textiles Agreement have been abolished. As a result, quotas for exports to the EC can now be used for shipment to any member country. This is expected to lead to a more efficient quota utilization and deeper market penetration. Beyond the traditional markets of Germany and the UK, Hong Kong exporters can make inroads into France, Italy and Spain where Hong Kong was disadvantaged by the previous limited quota allocation and quota under-utilization. On the other hand, competition is likely to intensify as Hong Kong's competitors enjoy the same liberalization. The removal of border controls also facilitates distribution within the EC, allowing EC manufacturers to shorten delivery lead time to compete against imports.

Developments in the EC clothing industry

Spurred by the Single European Market as well as the growing competition from low wage suppliers, EC manufacturers have continued to diversify their products into the high income segment where fashion, flexibility and service are critical. To mitigate the growing problem of high production costs, they have subcontracted

part of their production to neighbouring low cost countries. But this arrangement entails tight control on quality and on-time delivery. An alternate way of enhancing the efficiency of EC manufacturers is industrial restructuring through an expansion in size and strategic location. Another strategic response to stronger competition is the introduction of new technologies to upgrade production and to focus on time-based competition. Towards these ends, the Community has made various efforts to support the local textiles and clothing industry, such as providing subsidies for improving design, quality and marketing, and implementing computer-aided techniques.

New relations between the EC and other European countries

Hong Kong companies should note that other ongoing developments in Europe may also have an impact on their garment exports. Despite the objection of Switzerland, there is currently a plan to establish an European Economic Area (EEA) to dismantle barriers to the flows of goods, people, services and capital between the Community and the European Free Trade Area (EFTA), thus extending the Single European Market to cover six out of seven EFTA countries. According to existing indications, neither the EFTA countries' import tariffs against products from Hong Kong nor their textiles agreements with Hong Kong will be affected. However, Hong Kong garment exporters and manufacturers may still be able to benefit from a more efficient distribution system. In the meantime, the East European coun-

tries are making inroads into the market, and given their preferential trade agreements with the EC, their garment manufacturers are likely to expand exports under increasingly liberalized quotas and falling import tariffs. As the competitive threat from Eastern Europe is growing, Hong Kong companies may explore the potential of subcontracting production to the region in order to gain better access to the EC. As an associate member of the EC, Turkey, in this regard, is also a competitor as well as a potential business partner to Hong Kong in the EC garment market.

In reaction to the rapidly changing EC market environment, Hong Kong garment exporters and manufacturers should monitor the development closely and respond quickly. In particular, they should adopt a proactive approach to penetrate new potential markets such as France, Italy or Spain, opened up by the removal of regional quotas. It is important for garment manufacturers to increase the fashion content of their products and even to establish their own brands. They should also increase the flexibility in meeting buyers' requirements and reduce delivery lead time. In this regard, the installation of new technologies not only facilitates the development of Quick Response System, but also helps upgrade product quality. Of equal importance, Hong Kong companies should strive to maintain their price competitiveness. Apart from having offshore production in the Far East, the setting up of manufacturing facilities in strategic locations in Europe may also be considered.

(Source: Hong Kong Trade Development Council)

	HK\$Mn	1991 % Share	% Growth	HK\$Mn	1992 % Share	% Growth
EC Total	25,099	100.0	13	23,629	100.0	-6
Germany	11,666	46.5	14	10,247	43.4	-12
United Kingdom	8,023	32.0	11	7,872	33.3	-2
Netherlands	1,855	7.4	5	1,982	8.4	7
France	1,319	5.3	15	1,320	5.6	•
Italy	758	3.0	46	783	3.3	3
Denmark	773	3.1	14	690	2.9	-11
Spain	312	1.2	91	376	1.6	20
Belgium/Luxembourg	273	1.1	11	217	0.9	-20
Ireland	56	0.2	9	64	0.3	14
Greece	59	0.2	-12	63	0.3	6
Portugal	4	•	112	14	0.1	263

* Insignificant (Source: Hong Kong Trade Statistics - Census and Statistics Department)

Hong Kong's Domestic Exports of Clothing to the EC

China's Consumer Market in 1992

In 1992, the consumer market in Chinese cities bristled up. Several major phenomena were observed:

A growth in sales rates was recorded for different types of commodities

According to the figures provided by 35 major department stores in China, from 1992 January to October, the accumulative total net sales were RMB9.63 billion (HK\$13.06 billion, @0.737), representing an increase of 26.7% over the same period in 1991. Among all commodities, those recorded the highest sales growth were clothing (44.1%), jewellery (40.7%), household electrical appliances (36.2%), shoes (33.9%), cosmetics (33%), stainless steel products (31.9%) and enamel products (27%). Commodities with low sales growth included textiles (1.5%), detergents (6.2%) and furniture (7.3%).

The demand for better quality products was high

Medium- to high-end products, particularly branded goods, were in great demand. The supply of certain new branded products was not enough to meet the increasing demand. On the other hand, products of low quality were left on the shelves, creating a serious overstock.

Consumers were becoming more selective in their purchases. They were more interested in goods of high quality, fashionable style and at reasonable prices.

Market competition intensified

Stores in medium- to large-sized cities adopted various kinds of marketing strategies to promote and expand sales. In addition to better services, efforts were made in improving the quality, pricing, function and design of the products. Store renovation was also carried out to create a better shopping environment.

The authorities concerned indicated that according to analysis of market trends and other related factors, the market of China's urban cities will continue to grow steadily in 1993. Competition among retailers may gradually turn mild as they shift their focus to pricing, service and publicity.

The consumption pattern of city dwellers will be more diversified, and will move towards higher-end products. The pur-

chasing power of the people will extend to investment in bonds and stocks.

Forecast of China's consumer demand in the 90s

The Ministry of Light Industries predicted that in the next few years, the demand of China's consumer market will move from quantity to quality. The consumption trend in the urban areas can be characterized as follows:

1. The demand for daily necessities will be more diversified, with a preference for trendy, medium- to high-end merchandise; durable consumer goods will move towards higher grade; food with higher nutrition content will be in favour; good-looking, comfortable and elegant clothes will become popular; the supply of housing will increase to meet demand.
2. Consumer behaviour will move from trend-following to trend-setting.
3. The range of consumer goods will be further expanded. The demand for daily necessities will be extended to include leisure goods, physical fitness equipment, arts and crafts items, gifts and travelling goods.
4. Consumption pattern, which used to focus on sturdy and durable products with single function, will shift towards stylish and multi-function electronic goods.

Moreover, the following market trends in the next decade are expected:

1. Fashion - highly individualized clothing of various styles will be in great demand.
2. Cosmetics - Cosmetics will be more widely used, regardless of age, sex and geographical boundaries, creating a higher demand in the market. Skin care products with multi functions will become popular.
3. Children's goods - demand for children's food, children's wear and toys will remain robust. There will be a sharp increase in sales in battery-operated, sound-controlled and remote-controlled toys.
4. Products for the elderly - higher life expectancy nowadays means more products are needed by the elderly. The market potential in this area is substantial.
5. Wedding goods - consumers are continuously looking for more, better and



newer products. Packages of good quality, beautifully designed and fashionable trousseau are particularly popular.

6. Durable consumer goods - as new generations of medium- to high-end electronic products such as colour TV sets, video recorders and small-sized air conditioners continue to emerge, the next decade will see a new consumption cycle of household electrical appliances.

(Source: Hong Kong Trade Development Council)

Unemployment Statistics

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

The seasonally adjusted unemployment rate for 1992 December to 1993 February was 2.2%, compared with 2.0% for the three months ending 1992 November and 2.1% for the same period a year earlier.

The seasonally adjusted number of unemployed persons in 1992 December to 1993 February was estimated at 62,500, compared with 55,700 in the three months ending 1992 November and 57,600 in the corresponding period a year earlier.

	92 Dec -93 Feb	92 Sept - Nov	91 Dec -92 Feb
Unemployment rate	2.2%	2.0%	2.1%
Unemployed persons	62,500	55,700	57,600

Information on Sea Freight Rates (Source: The Hong Kong Shippers' Council - Monthly Summary of Transport Statistics 1993 April)

1. Hong Kong/Europe Freight Conference (Last revision 1992 April 1)		
Commodity	US\$ per TEU (20' Container)	
Artificial flowers	\$2,120	
Electrical equipment	\$2,420	
Footwear	\$2,320	
Handbags	\$2,220	
Textiles and garments	\$2,343	
Toys	\$2,220	
2. Asia North America Eastbound Rate Agreement (Last revision 1992 May 1)		
Commodity	US\$ per FEU (40' Container)	
	West Coast	East Coast
Artificial flowers	\$2,440	\$3,155
Footwear	\$2,400	\$4,760
Handbags	\$2,740	\$3,845
Radios	\$3,130	\$4,545
Textiles and garments	\$3,975	\$4,925
Toys	\$2,235	\$3,665
Note : Destination delivery charge for West Coast : US\$640/FEU included Destination delivery charge for East Coast : US\$970/FEU included		

Tariff rates from Hong Kong



Conference	Port	
Hong Kong/Europe Freight Conference	Aden	5%
	Algiers	5%
	Assab	15%
	Benghazi	5%
	Hodeidah	10%
	Istanbul	10%
	Lattakia	10%
	Misurata	5%
Hong Kong/Gulf of Aden and Red Sea Ports Conference	Tripoli	5%
	Sudan	10%

Port congestion surcharges

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Conference	HK\$ per TEU	HK\$ per FEU
Asia North America Eastbound Rate Agreement	\$1,125	\$1,500
Australia & New Zealand/Eastern Shipping Conference	\$1,000	\$1,500
Far East/South Asia - Middle East Conference	\$1,140	\$1,605
Hong Kong/Europe Freight Conference	\$1,250	\$1,760
Intra-Asia Discussion Agreement	\$ 600	\$ 900

Terminal handling charges (THCs)



Conference	BAF	CAF
Asia North America Eastbound Rate Agreement	US\$82.5/FEU	0.00%
Hong Kong/Europe Freight Conference	0.00%	1.50%
Hong Kong/Gulf of Aden and Red Sea Ports Conference	0.00%	1.50%
Australian and New Zealand/Eastern Shipping Conference:		
	to Australia	US\$55/TEU 9.11%
	to New Zealand	US\$5/RT -19.91%
Far East/South Asia - Middle East Conference		
	to India	18.80% 55.00%
	to Pakistan	18.70% 55.00%
	to Middle East	18.40% 55.00%
		0.00%
Far East/East Africa Freight Conference	14.27%	
East Asia/West Africa Freight Conference	31.25%	US\$150/TEU 0.00%
Japan and Hong Kong/South Africa Shipping Conference	16.20%	
Bay of Bengal/Japan/Bay of Bengal Conference		
	to Myanmar	15.30% 0.00%
	to Bangladesh	14.50% 0.00%
	to India	13.50% 0.00%

Bunker adjustment factor (BAF) and currency adjustment factor (CAF)

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Exhibition News

Date	Event	Venue	Exhibits	Organizer
1993 June 16-19	10th Int'l Building Exhibition '93	HK Convention & Exhibition Centre	Building materials, supplies & equipment, maintenance & services	Reed Exhibitions Ltd Tel: 824 0330 Fax: 824 0246
- ditto -	4th HK Int'l Stationery & Premium Fair	HK Convention & Exhibition Centre	Stationery & office supplies, premiums, gift wrap & accessories, vanity products, consumer electronics, toys & games, materials & parts	Headway Trade Fairs Ltd Tel: 827 5121 Fax: 827 7064
- ditto -	7th HK Int'l Fashion Jewelry & Accessories Fair	- ditto -	Fashion jewelry & ornaments, accessories, related materials & beauty products	- ditto -
- ditto -	7th HK Int'l Apparel Fair	- ditto -	Ready-to-wear, clothing accessories, material & machinery	- ditto -
June 23-25	Asia Pacific Manufacturing Technology Fair	HK Convention & Exhibition Centre	Electrical manufacturing & coil winding, assembly technology & quality	HK Trade Fair Group Tel: 827 6211 Fax: 827 7831
June 27-30	Cosmetics Hair & Beauty '93	HK Convention & Exhibition Centre	Raw materials, cosmetics & perfumes, skincare products, hair accessories & equipment, packaging machinery, equipment for beauty salon to examine bodies	HK Trade Fair Group Tel: 827 6211 Fax: 827 7831
July 1-10	China Northeast Areas & Inner Mongolia Export Commodities Fair	Dalian City	China Northeast Area & Inner Mongolia export commodities	Dalian City Tel: 0411-280 6858 Fax: 411-264 9369
July 7-11	China and Overseas Properties Exhibition '93	HK Convention & Exhibition Centre	China & overseas properties	Oriental Wesley Promotions Ltd Tel: 807 7633 Fax: 570 5903
July 8-10	The 2nd HK Int'l Broadcasting Sound, Film & Video Exhibition	HK Convention & Exhibition Centre	Radio & television studio and outside broadcast equipment, higher definition television systems, etc	HK Exhibition Services Ltd Tel: 804 1500 Fax: 528 3103
July 22-26	Hong Kong Book Fair '93	HK Convention & Exhibition Centre	Printed materials, including catalogs, text & reference books, publications & journals, magazines, calendar cards and prints, etc, office supplies, stationery & art items	HK Trade Development Council Tel: 584 4333 Fax: 824 0249

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Training Calendar

Date	Event	Venue	Organizer	Contact person/Tel no.
1993 July 1, 23	Fire Prevention and Precaution in Notifiable Workplace (1-day course, run twice in July)	Industrial Safety Training Centre	Occupational Safety and Health Council & Labour Department	Occupational Safety and Health Council 739 9377
July 2, 6, 9	Supervisory Management Trainer Programme	VTC Tower	The Management Development Centre of HK (MDC)	Mr Lucius Lai, MDC 836 1827
July 5-7 19-21 26-28	Accident Prevention and Safety Law (3-day course, run three times in July)	Industrial Safety Training Centre	Occupational Safety and Health Council & Labour Department	Occupational Safety and Health Council 739 9377
July 6, 29	General Duties of Proprietors and Employees at Work (1/2-day course, run twice in July)	- ditto -	- ditto -	- ditto -
July 7, 14, 21, 26	Electrical Safety and Legislation (1/2-day course, run four times in July)	- ditto -	- ditto -	- ditto -
July 8, 22	Machinery Safety Legislation (1-day course, run twice in July)	- ditto -	- ditto -	- ditto -
July 9, 29	Labelling & Safe Handling of Chemicals (1-day course, run twice in July)	- ditto -	- ditto -	- ditto -
July 12	Electrical Safety - Serious Accidents Analysis & Case Study (1/2-day course)	- ditto -	- ditto -	- ditto -
July 12-16	Safety Supervisor Course (5 days)	- ditto -	- ditto -	- ditto -
July 22	Managers as Trainers	VTC Tower	The Management Development Centre of HK (MDC)	Mr C Y Wong, MDC 836 1930
July 28-30	Safety Supervisor Course (3 days)	Industrial Safety Training Centre	Occupational Safety and Health Council & Labour Department	Occupational Safety and Health Council 739 9377
July 28	Hong Kong Owner-Manager Association Workshop - "Personnel Management"	VTC Tower	The Management Development Centre of HK (MDC)	Mr Sam Ying, MDC 836 1826
August 2- September 15	Plastics Technology	Hong Kong Polytechnic	Hong Kong Plastics Technology Centre Ltd	Hong Kong Plastics Technology Centre Ltd 766 5577

會員名錄

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倘有查詢，請致電本會會員聯絡部，電話：542 8654。

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