商廠

廠商專訊

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CMA Delegation to Hangzhou of Zhejiang Province and Huangshan

本會赴浙江省杭州及黃山訪問團



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廠商會獎學金計劃

支持工業教育
請捐助廠商會獎學金

廠商會獎學金計劃創立於一九六四年，目的爲鼓勵在學青年投身工業，以增加發展工業的人力資源。每年籌集所得獎學金，均以捐款人或廠商會名義，頒贈各專上學院及工業學校成績優異學生。近年本港工業教育不斷擴展，工業學校及學生人數年有遞增，因此本會須不斷擴大獎學金計劃，以增加受獎名額，並惠及新開辦的工業院校。爲貫徹支持工業教育的精神，獎學金計劃極需要你的捐款，敬請將下列捐款表格填妥，連同支票寄回本會（地址：香港中環干諾道中64號廠商會大廈三樓香港中華廠商聯合會）。如有查詢，請聯絡本會助理秘書劉尉倫小姐542 8600內線633。

一九九三年獎學金受獎學校如下：

香港大學	觀塘工業學院	鄧肇堅維多利亞工業學校	基新工業中學
香港中文大學	葵涌工業學院	何東官立工業女中學	筲箕灣工業中學
香港科技大學	黃克競工業學院	香港仔工業學校	中華基督教會扶輪職業先修學校
香港理工學院	李惠利工業學院	荃灣官立工業中學	香港中華廠商聯合會職業先修中學
香港城市理工學院	沙田工業學院	龍翔官立工業中學	廠商會蔡章閣職業先修中學
香港浸會學院	屯門工業學院	鄧鏡波學校	香港布廠商會朱石麟職業先修中學
摩利臣山工業學院	基協工業中學	九龍工業中學	

AIM

一九九三年廠商會獎學金認捐表格

公司名稱：（中文）_____

（英文）_____

地址：（英文）_____

電話：_____

本公司捐贈獎學金詳情如下：

☐ 由會方代爲分配捐款
港幣_____（元）

☐ 指定受獎學校捐款
（請參閱上列學校名表）

受獎學校名稱*	獎學金名稱*	獎學金名額	每名金額	合共港幣（元）

* 捐款金額最低爲HK$500。
* 指定捐贈專上學院每名獎金不少於HK$2,500，其他學校每名不少於HK$500。
* 如無指定獎學金名稱者，將統一以「廠商會獎學金」名義頒發。

捐款請以劃線支票支付「廠商會工業發展信託基金」(Chinese Manufacturers' Association Industrial Development Trust)。根據稅務條例，捐贈本會工業發展信託基金之款項可憑收條申請免稅，本會收到認捐款項後，即發出收據。

該收據抬頭應爲_____

負責人簽署：_____

（姓名）：_____

日期：_____

據編號及日期_____（本會填寫）

專稿

本會赴浙江省杭州及黃山訪問團



本會會長梁欽榮（左四）致送紀念品予浙江省副省長許運鴻（右四）。

本會應浙江省省長萬學遠、浙江省工商業聯合會、浙江省海外聯誼會及安徽省人民政府的邀請，於五月九日至十三日組團訪問浙江省杭州市及遊覽安徽省旅遊勝地黃山。此行旨在考察浙江省近期的經貿發展，並開拓兩地間的業務合作機會。

訪問團一行十六人，由會長梁欽榮任團長，副會長邵炎忠任副團長。其他團員包括謝雷秀姿（名譽會長雷康侯夫人）；常務會董羅展、蔡衍濤夫婦、李世奕夫婦；會董曾金城、陳福慶夫婦、何煜榮夫婦；會員李嘉惠及秘書處兩名工作人員。

訪問

訪問團甫於五月九日抵達杭州，即獲浙江省工商業聯合會及浙江省海外聯誼會熱烈歡迎，並設晚宴款待。

訪問團成員於五月十日會晤浙江省副省長許運鴻、浙江省政協副主席兼該省工商業聯合會主委詹少文、浙江省政協副主席兼該省海外聯誼會部長耿典華、浙江省海外聯誼會副部長黃祖文、及浙江省工商業聯合會副主委紐守章。

會上，許運鴻介紹了浙江省的基建發展，例如興建杭州國際機場和連接溫州至寧波的高速公路，以及把現時的鐵路系統擴建至雙軌行車等。許副省長亦透露，省內沿海地區將興建多座發電廠，以改善該省的電力供應。本會會長梁欽榮指出，由於中港貿易關係日益密切，除了珠江三角洲外，國內其他地區，尤其是長江流域一帶，亦爲港商提供大量貿易和投資機會。梁會長又稱，爲拉近沿海及內陸地區的貧富懸殊和發展差異，及改善國內人民的整體生活水平，投資者應到一些較落後但資源豐富的地區投資。會後，浙江省政府設晚宴款待訪問團。

訪問團成員亦於同日拜訪浙江省對外經濟貿易委員會及計劃經濟委員會，並取得該省貿易及經濟發展的最新資料。

浙江省有利投資的環境

一、 浙江省爲沿海省份，擁有多個港口城市，如寧波、溫州、普陀及海門等。該省優越的地理環境，有助促進出入口業務。浙江省現有的主要工業大部份爲輕工業，如紡織、機械、化工、食品及建築材料。這些工業較有彈性，容易適應工業轉型及改組。

二、 九二年，浙江省的經濟表現令人鼓舞。該省的國民生產總值達一千一百七十億元人民幣（港幣一千五百八十億元，以港幣一元兌0.74元人民幣計算（下同）），較九一年增長17%；工業總產值爲二千五百六十億元人民幣（港幣三千四百五十億元），增長35%；而出口總值則爲三十六億美元（港幣二百八十億元），激增27%。

三、 浙江省的外資亦逐年遞增。九二年，該省的外資總額高達三十二億美元（港幣二百四十九億元），較九一年增長四倍。此外，該省的外商直接投資企業在九二年達二千三百三十八家，較九一年增加四倍，總投資額爲廿九億美元（港幣二百二十六億元）。

四、 現時，浙江省設有二千零四家合資企業，七十家合作企業，及二百六十四家外商獨資企業；其中港澳商人的投資佔50%，台灣佔15%，日本佔5%，美國佔4%，新加坡及法國則各佔3%。估計浙江省的外資機構在九三年將增至六千家。

五、 浙江省政府根據各個城市的發展潛力，制訂不同的發展計劃，例如杭州側重高科技及旅遊事業，而寧波將會發展爲一主要出口集散中心。此外，省政府亦鼓勵投資者發展運輸、電力、資訊等工業。投資這些項目的外商可獲優惠和特別處理。

六、 浙江省將於六月及十月，分別在杭州及香港舉辦經濟及投資洽談會。兩個洽談會將爲外商介紹三百八十八個投資項目，總額達一百六十億美元（港幣一千二百四十五億元）。

浙江省外經委更設立了諮詢委員會，幫助外商尋找具潛力的合作伙伴和發展項目。

梁欽榮會長認爲，浙江省天然資源豐富，基礎建設完備，是發展大型工業項目的理想地點。他希望香港能在該省日後發展方面扮演更爲積極的角色。

雖然訪問團祇在浙江省逗留兩天，但收獲甚豐。訪問團成員在結束杭州訪問後，隨即於五月十一日到黃山遊覽。

本會宴請貿易署署長

貿易署署長苗學禮太平紳士應本會邀請出席於五月二十七日舉行的會董會晚宴，並在席上發表演說。

苗學禮認爲，亞洲太平洋經濟合作組織正逐漸脫離關稅同盟或自由貿易組織的角色，而走上成爲經濟合作及發展組織地區性部分的軌道。他說：「我會視亞洲太平洋經濟合作組織爲現今世界最具增長動力的區域內各經濟體系共同利益的一種表揚。它是會員在日內瓦談判桌以外可以非官方形式交換意見的論壇，而非另一個訂定合約的中心。香港在關稅及貿易總協定及亞洲太平洋經濟合作組織中均爲活躍份子，並決意確保在後者進行的討論可助前者的談判達致成功。」

對於烏拉奎回合談判事宜，苗學禮稱，談判已經歷了一段頗長時間，若大國之間的分歧不能解決而延續下去的話，將危害談判達致成功；談判在今年年底前如未能圓滿結束，將破壞談判過程的可靠性。他說：「對於最近有跡象顯示歐洲及美國明顯地願意尋求方法跨步向前，我感到欣慰。」

苗學禮指出，香港最關注的兩大事項是對多纖協定建議逐步撤銷的時間及反傾銷守則。對於許多國際傳媒報導，某些關貿成員希望多纖協定有較長的緩衝期，並謂他們極受保護的工業不能同時面對減低關稅及逐步撤銷多纖協定的壓力，苗學禮形容爲「無稽之談」。他指出，多纖協定乃關貿總協定一種自由貿易制度的倒退，其早於於十九年前擬定，乃爲容許這些工業能有足夠時間適應。他們肯定已獲足夠的適應時間。對於香港來說，在十年內逐步撤銷多纖協定已感太長。香港本身的紡織業欲仿傚工業界其他行業，作出調整以利用國內提供的發展機會，但多纖協定狹隘的觀念卻否定了這種機會。

苗學禮續稱：「同樣地，在反傾銷方面，有需要加緊紀律而不應放寬。反傾銷是保護主義中最危險及最具破壞力的武器之一。現時有某些受高關稅和出口管制保護的工業家，仍向世上最開放自由的經濟市場提出反傾銷指控。根據現時的守則，被指控傾銷的人在無法證明清白前是被假定爲有罪，調查期間亦要繳付附加的懲罰性稅項，很多買家因而另覓供應商。這些守則、及支配其之原則和解決糾紛的方法等，必須加强管制，以防止被濫用。我看過一些背道而馳的非正式建議，它們是完全不能接受的。」

苗學禮對於香港及其商界人士繼續向世界各地樹立開放的榜樣感到欣慰。他說：「十五年前，香港經濟以製造業爲主。當時適值中國向外資推行開放政策。若在世界其他地方，可能會對突如其來的大量土地和人力供應視爲傷害，同時引發多方團體不安及擺出政治姿態；但在香港卻相反，港商首先察覺到這新機會的良好一面。今日，香港經濟以服務業爲主，就業率保持高企，本地人均生產總值更由三千二百六十一美元（港幣二萬五千三百七十元）上升至一萬六千五百零七美元（港幣十二萬八千四百二十四元）。」

苗署長表示，香港迅速成爲中國的門檻，並成爲大型及多元化離岸生產活動的服務中心。他說：「香港並沒有停止內部生產，其生產工序並非如一般人所相信的已完全遷往中國。事實上，香港的生產量在過去十多年有所增加。以實質計算，本地出口總值上升了百分之七；無論在華南或較遠地區的離岸生產活動均代表香港公司正邁進跨國營運的年代。」

苗學禮在總結演說時稱，香港能夠締造良好成績，全賴本港各方面，無論是官方及私營機構，均深明自由市場、自由貿易、自由兌換貨幣的好處，並反對各種形式的保護及資助，因爲他們知道這些最終是不可行的。

陪同苗學禮出席晚宴的尚有助理貿易署長（制度部）唐海怡小姐及助理貿易署長（其他地區部）曾俊華先生。

本會除會長梁欽榮外，出席晚宴的尚有副會長梁乃榮、周敏；名譽會長胡文瀚；常務會董羅展、黃丙西、鄭正訓、呂明華、劉文煒、劉雨亭、蔡衍濤、李世奕、朱本善、林輝實；會董曾金城、陳鴻基、周潤賞、黃慶苗、蘇衍樑、孫佐民、陳福慶、李雨川、黎永添、李漢忠、李仲潮、劉謙齋、趙耀祖、鄧易行、劉漢華、郭應道、李明生、周林邦、何煜榮；小組主席張海鵬、嚴燦枝；會員曾民裕、潘澤生及劉漢欽。



（右起）本會會長梁欽榮、貿易署署長苗學禮及本會副會長梁乃榮攝於席間。

宴請各獲委任人大、政協或港事顧問之會董

本會設宴恭賀各獲委任全國人大、政協或港事顧問的會董，並邀得新華社香港分社副社長烏蘭木倫蒞臨出席。烏蘭木倫副社長、本會會長梁欽榮及第一副會長梁乃榮均在席上致辭。

烏蘭木倫在致辭時表示，七十年代末內地實行改革開放政策以來，內地與香港的經濟聯繫迅速增强，內地與香港已互爲最大的貿易伙伴和外來投資伙伴。他稱，按中國海關統計，一九九二年內地與香港間的貿易總值達580.5億美元（港幣四千五百一十億六千三百萬元）；按港府統計，兩地貿易額達806億美元（港幣六千二百二十億八千七百萬元），分別佔內地和香港貿易總值的三分之一以上。

他指出，十多年來，港商在內地的投資累計額約佔內地實際利用外資總額的三分之二以上。這包含着廠商會所作出的努力，其中不少會員這些年來在內地的大量投資設廠，既獲取了較好的經濟利益，壯大了自身的實力，發展了本身的企業，也爲增强兩地的經濟聯繫，爲香港的繁榮穩定和內地的現代化建設作出了積極的貢獻。

烏蘭木倫說：「十多年來，中國經濟一直保持較高的增長，今年的經濟增長率很可能比年初預計的8%爲高。中國經濟的高速發展，改革的進一步深化，對外開放的進一步擴大，不僅爲香港工商界人士及外商到內地投資創造了有利條件；同時也爲香港的經濟發展帶來新的機遇。」他相信，有遠見，有膽色的企業家和香港工商界朋友都會把握有利時機，在中國改革開放、經濟高速增長的大潮中，開創自己新的業績。

烏蘭木倫總結時，對廠商會聯同本港其他十三家製造業商會聯名致函美國總統克林頓，爭取美國無條件延續中國最惠國地位，表示衷心感謝。

會長梁欽榮在致辭時表示，爲進一步加强了解國內近年的經濟發展和改革情況，本會經常組織考察團到國內各省市訪問。去年十一月，本會代表團曾到上海和湖北省訪問，另剛於五月上旬到杭州和黃山等地訪問，同時亦計劃於本年十月到山東省訪問。他稱這些訪問活動能加深本會會員認識國內最新的經貿發展情況，促進雙方的合作。



本會設晚宴恭賀各身兼人大、政協或港事顧問的會董。新華社香港分社副社長烏蘭木倫應邀出席，並在席上致辭。

本會第一副會長梁乃榮在致辭時指出，一直以來，本會各會董均爲促進本港工商業發展而不斷努力，現在，各身兼國內職務的會董更成爲港人與中方之間的橋樑，增進彼此的了解和溝通，從而促進中港兩地的工貿發展，確保香港的經濟得以繼續繁榮。

出席晚宴的本會會董身兼全國人大、政協或港事顧問者包括：會長梁欽榮（全國政協委員、北京市政協常務委員）；副會長葉慶忠（廣東省政協委員）、邵炎忠（浙江省政協委員）；名譽會長黃保欣（港事顧問）及夫人；常務會董劉雨亭（山東省政協委員）、林輝實（上海市政協常務委員）；會董蔡德河（全國政協委員）、黃宜弘（港事顧問）及楊孫西（全國政協委員、福建省政協常務委員）。當晚未能出席的包括：副會長陳永棋（全國人大代表、港事顧問）；名譽會長司徒輝（全國政協委員）、倪少傑（港事顧問）；會董霍震霆（全國政協委員）及孫佐民（河北省政協委員）。

當晚出席的嘉賓除烏蘭木倫副社長外，尚有新華社香港分社協調部部長林克平；經濟部部長陳克强；協調部副部長田進；經濟部副部長趙雲山、朱小華；協調部處長黃錫祺、陳孝琪；經濟部處長李寶年、張松濤；協調部副處長羅朝明及經濟部副處長黃學毅。其他嘉賓尚包括深圳市總商會會長馬福元；副會長郭賢國；副會長兼秘書長張世忠；副秘書長高峰、郭啓富及會長秘書湖潔。

此外，當晚晚宴的主人包括本會第一副會長梁乃榮；名譽會長胡文瀚、洪祥佩；常務會董洪克協、羅展、黃丙西、楊木盛、呂明華、蔡衍濤、李世奕、朱本善、林輝實；會董曾金城、陳鴻基、周潤賞、柳子元、黃慶苗、冼漢鎮、翁祐、馮繼海、李漢忠、李仲潮、薛濟傑、趙耀祖、周朝瑞、劉漢華、李明生；小組主席張海鵬及會員劉漢欽等。

上海市靜安區工商聯代表團

上海市靜安區工商聯副主委蔡志毅率領代表團一行四十一人，於五月十四日訪問本會；由本會會董周潤賞主持接待。出席接待者尚有常務會董黃丙西、楊木盛；會董陳福慶及各業會員。

代表團成員在會上介紹了靜安區的最新投資環境，隨後並與本會會員進行個別業務洽談，商討日後合作事宜。



會董周潤賞（左）代表本會致送紀念錦旗予上海市靜安區工商聯副主委蔡志毅（右）。

深圳市總商會代表團

爲加强港深兩地的業務資訊交流，深圳市總商會會長馬福元率領七人代表團於五月廿一日蒞會訪問；由本會副會長葉慶忠主持接待。出席接待者尚有會長梁欽榮；常務會董李世奕；會董李仲潮、趙耀祖及何煜榮。

馬福元在會上指出，深圳已成爲一個重要的內地產品收發中心，而深圳市總商會將可成爲促進中港貿易的橋樑。梁欽榮會長則表示，深圳與香港的貿易聯繫迅速加强，兩會大可合作爲中國的外貿開拓更多業務機會。雙方並就解決深港邊境區的交通擠塞問題交換意見。



會長梁欽榮（右七）代表本會致送紀念錦旗予深圳市總商會會長馬福元（左六）。



會長梁欽榮（右三）代表本會接受西安市政府代表團送贈的紀念品。

廣東省對外經濟貿易委員會訪問團

廣東省對外經濟貿易委員會副主任伍明光率領訪問團一行五人，於五月六日訪問本會；由本會副會長葉慶忠主持接待。出席接待者尚包括會董林學甫、趙耀祖及何煜榮。

雙方就穗港兩地的業務發展機會交換意見，並對兩地間日後的業務合作表示樂觀。

九江市副市長蒞會訪問

九江市副市長周仰文，在兩名九江市官員陪同下，於五月廿一日訪問本會；由本會副會長葉慶忠主持接待。出席接待者尚有常務會董李世奕及會董何煜榮。

周仰文稱，九江蘊藏多種天然資源，有利工業發展，歡迎香港廠商到當地投資。葉慶忠亦表示，希望九江工業家能多到香港訪問，進一步發展合作機會。

西安市政府代表團

西安市市長崔林濤率領該市政府代表團一行五人，於五月廿八日蒞會訪問；由本會會長梁欽榮主持接待。出席接待者尚有常務會董洪克協、李世奕；會董蔡德河、楊孫西、黃慶苗及何煜榮。

崔林濤在會上指出，西安市去年的經濟發展迅速，該市的裝配工業，尤其是電子業，發展十分蓬勃。崔市長又稱，市政府將致力發展技術密集工業，歡迎香港廠商到西安開辦合資企業。



廣東省對外經濟貿易委員會副主任伍明光（中）就穗港兩地的合作機會提出意見。



會長梁欽榮（右五）代表本會接受珠海市總商會會長羅忠福（左六）送贈的紀念品。

珠海市總商會代表團

珠海市總商會會長羅忠福率領六人代表團於五月十四日蒞會訪問；由本會副會長梁乃榮主持接待。出席接待者尚有會長梁欽榮；常務會董楊木盛、李世奕；會董陳福慶及趙耀祖。

會上，羅忠福指出珠海廠商與香港同業合作，有助提高該市工業生產的專門技術。代表團成員並介紹了珠海市機場和港口建設的最新發展。

港加商會代表團

由港加商會會長Philip Allanson率領的十一人代表團於五月十一日訪問本會；由本會常務會董呂明華主持接待。出席接待者尚有會長梁欽榮；常務會董徐秀夫；會董蔡德河及小組主席曹金霖。

會上，代表團成員表示希望能找到香港商人爲業務伙伴，共同打進中國市場。呂明華認爲加拿大商人可與香港合作，開拓中國市場。梁欽榮會長則表示，本會可在這方面提供協助。

有興趣與加拿大商人合作發展業務的會員可直接聯絡港加商會的有關分會，詳情請翻閱32頁。



本會接待港加商會代表團。

香港稅務訓練課程

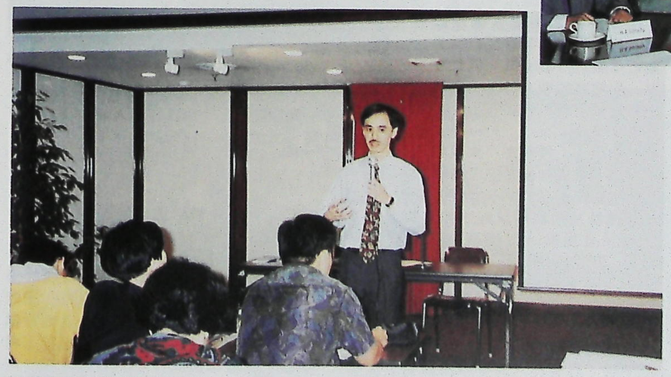
本會於五月廿四、廿五及廿六日舉辦一項香港稅務夜間訓練課程。該課程包括三個內容組別，講者爲容永道會計師事務所高級稅務經理鍾維國、沈稚波及稅務經理胡慶坤。是項課程旨在向商家或管理階層提供了解香港稅制及其原則的機會。課程側重探討利得稅、薪俸稅及中國稅制等問題。雖然這已是本會第三次舉辦此項課程，但反應仍然非常熱烈。

整項訓練課程分爲三課。第一課由鍾維國主講，內容以商人的稅務責任爲主，討論範圍包括利得稅、財務管理和稅務計劃、及申報海外收益的案例。

第二課的內容爲與僱員有關的稅務計劃。講者胡慶坤集中介紹薪俸稅及有關僱員福利、公積金及退休金計劃的稅務問題。

第三課由沈稚波主講，內容着重於申報海外收益和中國稅制。沈氏指導學員如何妥善處理在中國投資的稅務問題。由於中國已成爲港商的主要投資地點，這一課的出席人數最多。

每一課均以討論環節作結。學員與講者均熱烈地討論所提出的問題。



本會舉辦香港稅務訓練課程。

中東訪問團

由利雅得、巴林、卡塔爾、迪拜、阿曼、達曼及舍爾杰七個中東國家的工商業總會高級人員組成之代表團，於五月六日訪問本會；由本會會長梁欽榮主持接待。常務會董尹德勝亦在場接待。

會上，代表團成員介紹了中東近期的經濟發展，並歡迎本會會員到當地投資。



七個中東國家工商總會的高級人員組織代表團蒞會訪問。

江蘇省工貿促銷考察團

江蘇省工貿促銷考察團一行二十一人，在華潤貿易諮詢有限公司副總經理蔡述理率領下，於五月廿四日蒞會訪問；由本會常務會董兼華東、華中地區委員會主席林輝實主持接待。出席接待者尚有會董冼漢鎮、趙耀祖；及十二名會員機構的代表。

訪問團成員介紹了該省各個城市的最新經濟發展狀況。雙方並就兩地合作機會交換意見。

亞洲國際包裝及印刷器材展暨國際塑膠工業展

由本會贊助的第七屆亞洲國際包裝及印刷器材展覽會'93及第十屆亞洲國際塑膠工業展覽會'93於五月廿一日至廿五日假香港會議展覽中心舉行。本會會長梁欽榮應邀爲展覽會主持開幕儀式。本會在展覽會亦設有攤位介紹所提供的服務。



本會會長梁欽榮（右三）應邀爲第七屆亞洲國際包裝及印刷器材展覽會'93及第十屆亞洲國際塑膠工業展覽會'93主持剪綵儀式。



副會長葉慶忠（中）代表本會出席第八屆亞洲國際裝衣機械物料及配件生產技術展覽會'93及第四屆亞洲國際紡織機械器材與生產技術展覽會'93，並主持剪綵儀式。

亞洲國際裝衣機械物料及配件生產技術展暨國際紡織機械器材與生產技術展

由本會贊助的第八屆亞洲國際裝衣機械物料及配件生產技術展覽會及第四屆亞洲國際紡織機械器材與生產技術展覽會於五月十九日至廿二日假香港展覽中心舉行。本會副會長葉慶忠應邀主持開幕儀式。本會在展覽會亦設有攤位介紹所提供的服務。

亞洲國際工業器材展暨國際電子工業展

由本會贊助的第十四屆亞洲國際工業器材展覽會及第十屆亞洲國際電子工業展覽會已於六月九日至十二日舉行。本會會長梁欽榮應邀出席開幕典禮爲主禮嘉賓，並發表演說及主持剪綵儀式。

梁會長在致辭時指出，本港的工業器材及電子業在促進香港外貿方面擔當着重要的角色。他說：「本港工業器材製造業的發展歷史可追溯至三十年代。初期，該行業祇生產非常簡單的機械及器具，並爲本地市場提供維修保養等支援服務。及後本港工業爲解決生產成本上升及勞工供應不足等問題而在科技及自動化方面不斷改良，故對先進機械、精密器具、零件及附件的需求大增。」

統計數字顯示，今年首季本地出口機械及器具總值達港幣一百一十億元，比去年同期增長百分之十三點七；而九三年首季的本地出口總值達港幣四百八十億元，與去年同期比較大致相若，轉口則比九二年同期上升百分之二十四，達港幣一千七百四十億元。

統計數字亦顯示，本港電子出口總值在九零年及九一年分別增長百分之十五及百分之十四。去年，電子業出口達港幣二千一百一十億元，比九一年增長百分之十三，令人鼓舞。然而，梁欽榮會長謂電子業近年雖然持續增長，但有待進一步發展的地方仍多，尤其是與電腦及電訊有關的項目。

他說：「特殊應用集成電路及表面裝嵌技術必須不斷改良，以提高產品質素。此外，品質控制及最終測試程序亦必須定期予以檢討及加强，以提高準確性及生產力。」

梁會長指出，廠商會在一九七九年成立檢定中心，向廠商提供技術支援及諮詢服務，協助他們提高產品的質素。他又稱，該會自八九年舉辦總督工業獎—機器及設備設計比賽，由於參賽作品中的電腦軟件數目逐年增加，故將於今年另設「工業用電腦軟件」參賽類別。

梁欽榮又對是次兩項展覽會能展出各種工具、材料、大型生產機械及應用製造技術表示讚賞。他說：「展覽會讓本地及海外工業家有機會交換最新市場訊息，並分享彼此在產品發展方面的經驗。」



本會會長梁欽榮在第十四屆亞洲國際工業器材展覽會及第十屆亞洲國際電子工業展覽會開幕典禮上致辭時稱，工業器材及電子業對本港外貿發展具重要性。

勞資消息

照顧肺塵埃沉着病患者新計劃

根據一九八一年制定的肺塵埃沉着病（補償）條例，肺塵埃沉着病患者可領取一筆過或分兩期發放的補償金。鑑於患者健康逐漸惡化，有需要獲進一步的照顧，政府遂於四月廿三日在憲報刊登一九九三年肺塵埃沉着病（補償）（修訂）條例草案，旨在爲肺塵病患者提供更完善的補償計劃，其中包括一個爲一九八一年以後斷定患上肺塵病的病人而設的補償計劃。

新計劃作出多項改善，其中最重要的是以按月支付形式發放補償金，直至患者去世爲止。爲推行新補償計劃，政府向建造業價值超過港幣一百萬元的建築合約和石礦業所有產品徵收的款項將會增加。一九九三年的徵款率將由0.02%提高至0.3%。至於九四年的徵款率，將視乎新計劃的實際收支情況考慮需否調高至0.4%或0.5%。

若立法局財務委員會通過撥款，在一九八一年前被診斷染上肺塵病的人士將獲特惠補償金。該項特惠金計劃有別於在肺塵埃沉着病（補償）條例下向建造業和石礦業徵收款項而成立的肺塵病補償計劃。根據新肺塵病補償計劃，喪失工作能力的肺塵病患者，有資格領取按月支付的補償金，直至去世爲止。這些按月支付的補償金，將會每年按通脹調整。肺塵病患者亦可要求每兩年接受一次身體檢查。

新計劃的另一重點，是曾經獲得補償的肺塵病患者，如經證實進一步喪失工作能力，亦有資格申領額外補償金。這些肺塵病患者可於任何時間申請加入新計劃。祇要申請人是在一九九三年肺塵埃沉着病（補償）（修訂）條例開始生效六個月內提出申請，他便可由法例生效日起獲發額外補償金。

若果肺塵病患者喪失工作能力的程度證實比對上一次接受醫療評估時加深一倍的話，他可獲取的按月支付金額將介乎港幣一千三百七十二元與二千七百四十四元之間。特惠補償金則會按季支付予肺塵病患者，數額將爲每月港幣二千二百元。

在一九八一年以前被診斷染上肺塵病的患者，若因肺塵病去世，他的家人可獲最高達港幣一萬元的殮葬費用。特惠補償金和殮葬費的金額均會每年按通脹調整。

查詢肺塵埃沉着病事宜，可致電852 4034，與勞工處肺塵病賠償辦事處聯絡。

提高最高工傷補償額

勞工處建議將最高工傷補償額提高，以增加對因工受傷僱員的補償。該項建議已獲港督會同行政局通過，並已被納入一九九三年僱員補償（修訂）條例草案，在今年五月十四日出版的憲報上刊登。

現時法例規定，因工傷導致永久完全喪失工作能力或死亡的僱員可獲補償，金額則按其年齡及月薪計算，最高可獲港幣六十二萬元及五十四萬元不等。

爲增加對受傷僱員的補償金額，並維持僱主在無過錯補償制度下承擔有限責任的精神，勞工處建議以月薪比率計算補償金額，並將僱員每月最高收入定爲港幣一萬五千元，使之與在僱傭條例下計算遣散費及長期服務金的方法一致。

根據這項建議，因工傷而導致永久完全喪失工作能力或死亡的補償金額最高可達港幣一百四十四萬元及港幣一百二十六萬元。

由於涉及支付較高補償金額問題，勞工處建議將現時的補償額維持至本年年底，好讓保險業人士有足夠時間與再投保者商議再投保合約。新補償額將於一九九四年一月一日起生效。

該條例草案亦對申領補償金的程序和永遠喪失工作能力的評估作出修訂。政府建議修訂僱員補償條例，使僱員在若干情況下，可超越其僱主而直接向承保人提出訴訟。

修訂亦使有意向承保人提出訴訟的僱員，可向其僱主獲取有關承保人及承保僱主的名字、保單號碼及有效承保日期等資料。該修訂草案亦建議澄清承保人在所發出保險單上載列應負的責任，以改善僱員補償條例第四部份。

關於評估永久完全喪失工作能力方面，政府將改善僱員補償條例第一附表，使之與鄰近國家所採納的標準一致，包括調整某些工傷導致喪失謀生能力的百分比，及擴大附表範圍以括入更多工傷個案。僱員慣用的手因工受傷，及喪失兩隻或更多手指者，其喪失謀生能力的百分比將會提高。

在行使權力方面，該修訂草案建議授權勞工處處長而非港督會同行政局，修訂職業病第二附表，並就呈交表格及其它運作上的技術問題訂定規則。

失業統計數字

政府統計處最新發表的勞動人口統計數字顯示，近月的勞動市場大致保持穩定。

一九九三年一月至三月經季節性調整的失業率爲2.3%，九二年同期爲2.4%，而九二年十月至十二月則爲2.1%。

九三年一月至三月經季節性調整的失業人數估計爲66,600人，九二年同期爲65,700人，而九二年十月至十二月則爲58,700人。



	九三年 一月至三月	九二年 十月至十二月	九二年 一月至三月
失業率	2.3%	2.1%	2.4%
失業人數	66,600	58,700	65,700

香港工業邨公司審核批地準則

香港工業邨公司在一九七七年成立，是一個發展和管理香港工業邨的法定機構。現時，該公司轄下的兩個工業邨分別座落於大埔及元朗，而位於將軍澳的第三個工業邨則正在興建中。

最近，該公司擬修訂審核批地申請的準則，以確保工業邨內的土地能有效地被運用。

現時審核批地申請的準則

工業邨公司以成本價供應工業邨內已發展土地作工業及生產用途，有助擴闊工業基礎和提高技術水平，從而惠及香港整體經濟發展。工業邨公司制訂採用的審核批地申請準則，亦以此爲目的。

申請者必須符合以下條件：

一、 投資項目的性質，必須爲不能在本港公開市場提供的一般多層工業大廈內進行者；

二、 投資項目不能爲政府界定的厭惡性行業；及

三、 投資項目不能以儲存或倉庫業務爲主。

最受歡迎的投資項目爲：

一、 製造新型及經改良產品者；

二、 引進最新及經改良科技者；

三、 採用本地原料及人力製造高增值產品者；

四、 製造本地工業需求極大產品者；

五、 對香港出口有重大貢獻者；

六、 大量投資者，特別是在新型機械及用具方面；及

七、 僱用高技術水平勞工者。

除製造業外，工業邨公司亦鼓勵其他類型的工業活動，包括支援工業生產的專門及先進服務，如研究及發展、技術中心、樣板設計等。然而，這些活動必須是無法在一般多層工業大廈內進行者。所有申請者必須遞交附加資料，以協助審核。

本會意見

本會歡迎香港工業邨公司在擴展本港工業基礎上所扮演的角色，但希望批地申請準則能加以放寬。由於中小型工廠是香港工業基礎的主要組成部份，故本會建議應優先處理這些廠號的批地申請。工業邨公司亦應提供足夠的廉價工業用地，以照顧中小型廠家的需要。

爲配合香港工業發展的變化步伐，本會亦提出下列意見供工業邨公司參考。

首先，本會認爲工業邨內各類型工業所佔比例須細心考慮。工業邨公司應把性質類似的工業聚集一起，使一般基建設施得以充份被利用，並盡量減少建築和運作成本。



其次，本會認爲，工業邨用地應優先批予需要大量土地的工業。這一類工業能否生存，端視乎廉價工業用地的供應情況。

最後，工業邨公司亦應考慮批地予污染性或大量用水工業。這些工業需要大量土地及有關的支援設施。香港在確保此類工業的生存和發展能力之餘，亦須同時保持良好的環境質素。

職業健康及安全刊物

統計數字顯示，工業意外導致大量人力損失。意外亦阻礙正常工作程序，在賠償和生產損失方面，浪費數以十億計的金錢。在促進職業健康及安全方面，工業界勞資雙方其實都扮演着極爲重要的角色。

爲向工業界人士廣泛宣傳職業健康及安全訊息，勞工處已不斷印製各種安全指南，免費派發予有關機構及工業組織。以下是勞工處最近印製的刊物：

工廠暨工業經營（貨物及貨櫃搬運）規例指南 — 這份規例指南提供各項措施，使受僱於船塢、輪船停泊處及碼頭內從事起卸及搬運貨物等工業活動的工人，和受僱從事起卸、搬運、堆放、搬移、儲存、保養或維修等工業活動的工人，獲得安全保障。指南簡要闡明該等條例的條款，並以淺白文字加以解釋。

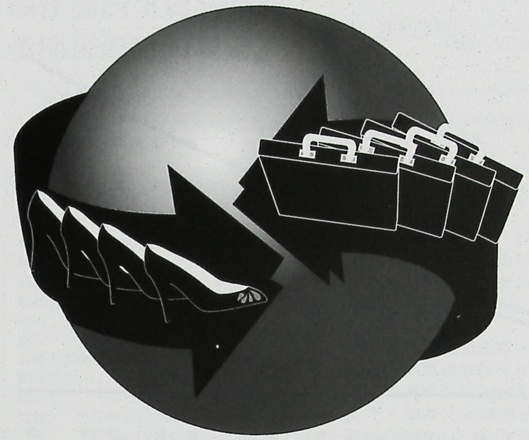
急救指南（適用於：例須呈報工場、石礦場、貨物及貨箱經營、建築地盤） — 這份指南載列一些迅速急救方法，以處理輕微損傷、刮傷、骨折、休克、眼部受傷、燒傷、觸電及吸入有毒氣體等情況。

工作環境內化學品的「職業衛生標準」參考資料 — 這份刊物的目的是以「職業衛生標準」的形式提供一些參考資料，以衡量對工業常用化學品所採取的管制措施是否足夠。

管制工業用石棉參考資料 (A Reference Note on the Control of Asbestos at Work) — 這份參考資料說明如何透過限制工人接觸石棉，從而保障他們的健康。資料亦包括預防染上與石棉有關的疾病之基本措施。

查詢請與勞工處工廠督察科各分區辦事處聯絡，或致電852 3559工業安全訓練中心。

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Product Line _____

CMABT-HK

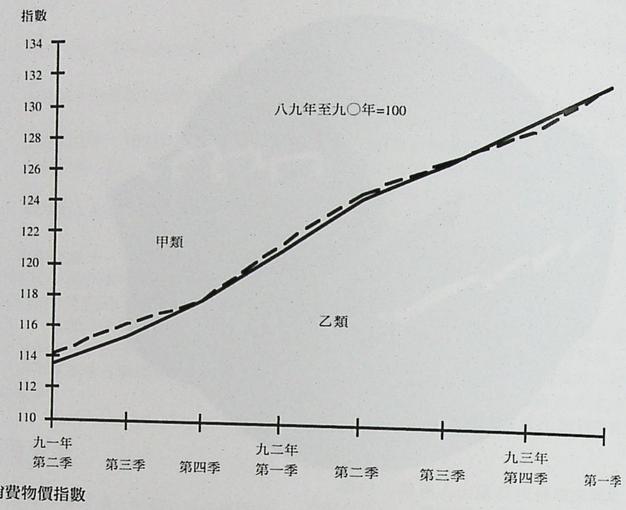
第一季消費物價指數

九三年第一季的甲類及乙類消費物價指數皆爲132，較九二年第四季分別上升2.6%及2.3%。

與九二年第四季比較，糧食價格在九三年第一季有所上升，其甲類及乙類消費物價指數分別上升4.2%及4.1%。這是由於在農曆新年期間，新鮮蔬果、生家禽、豬肉、淡水魚、蝦、蟹的價格上升，而食肆亦增加收費所致。此外，樓宇項目的甲類及乙類消費物價指數亦分別上升2.7%及2.8%。這是由於部份私人樓宇及公共屋邨租金上升所致。其他呈現升幅的項目包括燃油及電力、煙酒、交通及車輛、雜項貨品及服務。

另一方面，衣履及鞋類項目的甲類及乙類物價指數分別下降2.8%及3.5%。這是由於一些百貨公司舉行大減價，以較低價錢銷售外衣所致。耐用貨品的乙類消費物價指數微跌0.06%，蓋因電器用品、傢具、旅行及體育用品價格向下調整。

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



消費物價指數

九二年第四季工業生產

根據政府統計處最新發表的《工業生產按季指數報告》，一九九二年第四季工業生產指數爲136，與九一年同期比較微升1.5%，與九二年第三季比較則維持不變。

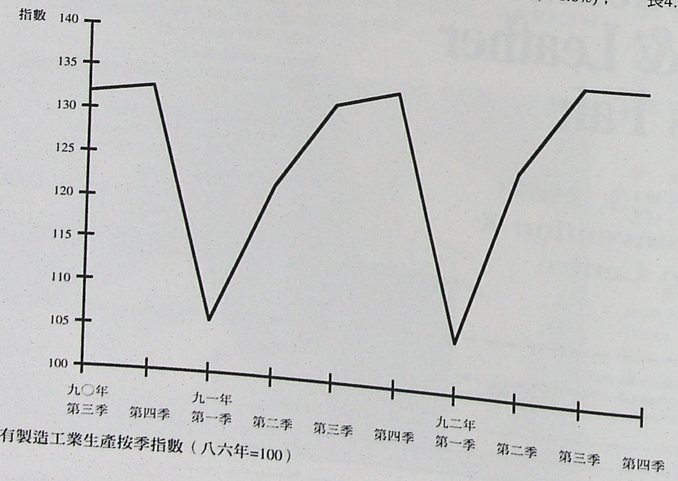
與上一季比較，部份工業組別在第四季的產量有所增加，其中電器及電子產品、機械、專業儀器及光學用具的增幅爲9.6%；食品、飲品及煙草增加7.5%；而衣着（鞋類除外）則微升1.7%。

與九一年同期比較，八個主要工業組別的其中四個在九二年第四季的產量有所增長。這些工業組別包括：紙類產品和印刷(+17.1%)；食品、飲品及煙草(+11.6%)；電器及電子產品、機械、專業儀器及光學用具(+6.2%)；以及衣着（鞋類除外）(+4.2%)。而產量下降的工業組別則包括：化學製品、橡膠製品、塑膠製品及非金屬礦產製品(-12.8%)；雜項製造業(-10.0%)；主要金屬及合成金屬產品(-7.0%)；以及紡織（包括針織）(-2.8%)。

與九一年全年平均指數比較，紙類製品及印刷在九二年的產量持續以兩位數字上升，增幅達16.9%；而紡織（包括針織品）與食品、飲品及煙草的產量則分別增長4.2%及5.4%。電器及電子產品、機械、專業儀器及光學用具在九二年的總產量則輕微上升2%，但不同行業的表現卻相距甚遠；機械工具、儀器、零件及元件的升幅高達15.2%，而電器及電子消費產品則下跌3.8%。

成衣生產似乎已從九一年的跌勢扭轉過來，在九二年輕微反彈0.9%。另一方面，化學製品、橡膠製品、塑膠製品及非金屬礦產製品的產量則持續下跌，比九一年減少4.7%；此跌幅主要是由於塑膠製品產量下降所致。礦產製品和主要金屬製品的產量亦同樣錄得4.5%的跌幅。

制訂工業生產指數的主要目的，是反映本地製造業的實際產量隨着時間變動的情況。



所有製造工業生產按季指數（八六年=100）

輸往墨西哥貨品領取產地來源證的規定

墨西哥政府在一九九三年四月十四日公佈，對一系列中國製造的貨品進行反傾銷程序，詳情如下：

產品	墨西哥協制編號	稅率
玩具	9501至9508	351%
鞋服	6401至6406	1,105%
紡織品	52/53	331%
紡織品	54/55	501%
紡織品	5803/3005/5911	54%
成衣	6101至6117/6201至6217	533%
成衣	6301至6310	379%
有機化學產品	2901至2942	673%
腳踏車輪胎	4011/4013	594%
腳踏車	8721	144%
電器	8501至8548	129%
工具	8201/8203/8204	
	8205/8206	312%
鐵的裝設	7307.1902/7307.1903	
	7307.1999/7307.9999	33%
氟石	2592.22.01	16%

墨西哥政府亦在一九九三年四月十五日的官方通報宣佈：進口商從其他國家或地區輸入的貨品，種類倘若屬受上述墨西哥反傾銷程序影響的中國貨品其中一種，則可能須提交產地來源證，以證明貨品的產地來源。墨西哥海關當局會接納由出口國政府發出，或出口國按照當地法律授權的製造商、出口商、商會、工業聯會發出的產地來源證。

查詢請與貿易署吳國基先生（電話：398 5544）或梁偉雄先生（電話：398 5545）聯絡。

北美自由貿易協議最新資料

北美自由貿易協議的原產地規則

在北美自由貿易協議下，加拿大、美國及墨西哥將被視爲同一自由貿易區。在這三個國家內製造的所有貨品將享有關稅優惠，而所有源自其他國家的產品則不會獲得優惠。換句話說，產地來源規則斷定貨品是否源自這三個國家，從而決定它們能否獲得優惠。

要決定於北美洲製造但含有北美自由貿易區以外地區入口零件的產品是否源自該自由貿易區，目前仍經常出現困難。故此，北美自由貿易協議原產地規則的着眼點，是製成品有否足夠的本地成份被審定爲本地製品。

「交易價值法」(transaction value method) 的計算程式爲：

$$\frac{\text{賣價（經調整）} - \text{非原產地物料的價值}}{\text{賣價（經調整）}} = \text{不能少於60%，以保障北美自由貿易協議的利益}$$

「淨價法」(net cost method) 的計算程式爲：

$$\frac{\text{淨價} - \text{非原產地物料的價值}}{\text{淨價}} = \text{不能少於50%，以保障北美自由貿易協議的利益}$$

表一：「交易價值法」和「淨價法」的計算程式

爲解決有關問題，除汽車用品、鞋類及文書處理器材等貨品外，北美自由貿易協議容許製造商在有限制條件的情況下，揀選「交易價值法」(transaction value method) 或「淨價法」(net cost method)，以計算貨品的價值成份。詳情請參閱表一。

在下列情況下，製造商必須使用淨價法：

一、 當交易價值被認爲不能接受時；

二、 當交易涉及多個有關機構時；及

三、 貨品爲汽車或所用配件爲追查名單所列明者；換言之，即製造商指定爲牛製成物料的有關產品。

北美自由貿易協議原產地規則對汽車有特別的規定。汽車裝嵌配件和零件製造商祇能使用淨價法。對於房車、輕型貨車和小型巴士，積存概念已完全被摒棄。至於特殊用途車輛、大型巴士及重型貨車，該概念的某些部份亦已被取消。然而，汽車產品及汽車製造商不必像其他製造商般在每次付運貨物時都必須符合價值成份規定，他們可以整個財政年度的平均值去計算貨品的價值成份。

汽車及貨車公司亦得遵守特別規例。房車、小型巴士及輕型貨車的成份規定，包括引擎及變速器，將於四年內由50%提高至56%，並於八年後增至62.5%。其他汽車及其引擎和變速器的成份規定，則將於四年內增至55%，並於八年後增至60%。

雖然北美自由貿易協議澄清了自由貿易協議對價值成份規定的疑惑，並簡化了交易價值，但要符合北美自由貿易協議原產地規則，仍將是一群不幸要面對該問題的生產商，尤其是汽車製造商的主要難題。

亞洲國家持謹慎態度

大部份亞洲國家對北美自由貿易協議的影響有所顧慮。這點不難理解，因日本、韓國、台灣及香港在北美皆有大量投資，而且有不少外來的資金源自該區。

亞洲國家擔心，墨西哥的工資與大部份亞洲地區相若，加上地理上接近龐大的北美市場，會使美國及部份加拿大投資者把投資從亞洲遷往墨西哥。有關人士擔心美國或會被墨西哥的發展潛力所吸引，正如香港被南中國鄰近的深圳和廣東省內數之不盡的發展機會所吸引一樣。

此外，墨西哥產品若成爲美國在中國出口貨品以外的另一選擇，可能使美國掌握穩固的後盾，讓克林頓政府日後在與中國政府進行貿易談判時，可採取更爲強硬的態度，例如堅持將九四年延續中國最惠國地位的決定與違反人權問題扯上關係。

另一方面，日本、台灣、韓國及香港的商家們質疑墨西哥勞工的質素及工資，是否眞的可與亞洲國家相提並論。日本工商業總會經已表明，由於對其南方鄰近國家的表現感到滿意，日本將繼續把注意力集中在東南亞。所以，在某程度上，相信南亞洲的投資將不會大量流失予墨西哥。

姑勿論亞洲對北美自由貿易協議的顧慮是否正確，該協議將改變亞洲地區對北美市場的觀感，並可能令投資及出口決定變得複雜。爲應付這種轉變，以低廉成本取勝的亞洲生產商正考慮應採取何種必要行動，以成功提高其競爭能力。

（資料：加拿大國際律師行 — Goodman Freeman Philips & Vineberg）

香港中華廠商聯合會　勞工處
合辦
勞工法例證書課程1993

課程	日期	時間	主題	講者	地點
1	10月5日（星期二）	下午六時三十分	a）香港的勞資關係 b）僱傭合約之法律理念及僱傭條例簡介	勞工處	中環干諾道中六十四號廠商會大廈二十七字樓會議廳
2	10月6日（星期三）		有關假日之規定：法定假日、休息日、有薪年假、分娩及病假		
3	10月12日（星期二）	至	解僱：有關法例、遣散費、長期服務金及退休計劃		
4	10月13日（星期三）	八時四十五分	a）僱用婦女、青年及兒童 b）如何編寫僱傭手冊		
5	10月19日（星期二）		工傷補償：條例及個案研習		

請填妥及剪下報名表格：傳眞（FAX: 541 4541）或寄回香港干諾道中64號廠商會大廈三字樓香港中華廠商聯合會。截止報名日期九月十五日。如有查詢請與本會劉尉倫小姐聯絡。

報名表格
XIM
勞工法例證書課程1993

公司名稱（中文）＿＿＿＿＿＿＿＿（英文）＿＿＿＿＿＿＿＿

地址（英文）＿＿＿＿＿＿＿＿

電話＿＿＿＿＿＿＿＿傳眞＿＿＿＿＿＿＿＿

推薦員工姓名（中文）＿＿＿＿＿＿＿＿（英文）＿＿＿＿＿＿＿＿職位＿＿＿＿＿＿＿＿

「茲附」劃線支票/本票＿＿＿＿＿＿＿＿元正，以繳交上述課程費用。

（支票/銀行本票請以「香港中華廠商聯合會」爲抬頭）

*會員每位$600元，非會員每位$750元。

本公司是/不是廠商會會員（請刪去不適用者）

收據編號及日期：＿＿＿＿＿＿＿＿（本會填寫）　負責人簽署：＿＿＿＿＿＿＿＿　日期：＿＿＿＿＿＿＿＿

入口共市的有效安排

一九九三年一月，歐洲市場一體化完成。歐洲單一市場的人口達三億二千萬，並佔世界貿易總額四成。一九九三年七月一日，包括歐洲共同體(EC)及歐洲自由貿易協會(EFTA)的歐洲經濟區(EAA)將會形成，其人口總數將增至四億。

香港出口商若想打進共市單一市場，就必須安排有效的貨物出口工作。所謂有效的出口安排，是指盡量減輕入口商的成本，這樣才可以留住客戶。如果出口商安排不善，貨物價錢過高，削弱競爭能力，客戶亦會隨之而流失。

關稅計劃可確保輸往共市的商品維持一定的競爭力，因爲此舉足以把貨品輸往共市的成本減至最低，從而使入口商受惠，而最終的受惠者始終是出口商。

安排關稅計劃可以有幾方面的做法。第一種方法是檢查報關貨物的分類是否正確。很多例子顯示，由於錯誤地把貨物分類，引致多繳關稅。被委托辦理貨物清關手續的公司，由於對貨物認識不深，又或者受了單據上錯誤的字眼誤導，以致經常錯將貨品分類。第二種方法可能更加重要，就是參照貨物的價值。

輸往共市的貨物，其價值以歐洲共同體1224/80條例規定所載之貿易及關稅協定的價值代碼爲準。該價值代碼已經多次修改及增訂，並容許從發票值上作多方面扣除。眾所周知，發票值只是一般的估值方法。就以紡織品配額爲例，如果能夠證明所花的紡織品配額費用可以從發票值扣除，那便無須繳付關稅。此外，合法回佣等費用也可獲得免稅。



然而，在芸芸關稅安排之中，最有用的便是「預早銷售」。該方法是以貨品輸往共市前所用的單據作爲計算關稅的準則。

這計算方法之所以可行，因爲共市對貿易及關稅協定估值協議第一條的解釋，跟其他國家頗有差異。共市認爲，所有輸往該地區的貨物必需先從其他國家出口，所以該類入口貨品銷售時涉及的支出費用，只要計清楚成本，包括利潤在內，並且是在正常情況下交易，該類單據均可接納爲計算關稅之用。

依照「預早銷售」方法，代理商或中間人從供應商或製造商購入貨品，可使用該供應商或製造商所簽發的單據作爲申報關稅之用。換言之，代理商或中間人無需自己開立發票，把其後交易所賺之利潤也計算在內。這方法明顯有助入口商減輕成本，但必須由熟悉這方面的稅務專家安排方可進行。

有些供應商可能不願洩露來貨的價格。但是，如果他們提供優良的服務，而貨物又的確物有所值，透露來價也不成問題。其實共市的入口商對行情也非常熟悉，如果供應商賺取5%至10%的利潤，入口商均會接納。

時移世易，國際貿易不再由一小撮商家所壟斷，反變爲平常而又必需的商業活動，參與者彼此都知道涉及的利潤和成本，最重要的還是買賣雙方要共同合作，需善用每一項合法的機會。由於關稅安排直接影響到商品的最終成本，因此更應善加利用，減輕成本，盡量爭取最大的利潤。

活躍的共市買家往往逼使香港的製造商將貨品成本減輕，甚至另覓其他供應商。爲了留住客戶，香港入口商除考慮客戶所負擔的成本外，便別無他法。

（資料：德勤國際會計師事務所）



紡織商登記方案

貿易處已自本年七月一日起實施「紡織商登記方案」，作爲紡織品簽證制度的一項補充措施，及取代以往轉運貨物豁免簽證方案中有關紡織品的措施。

按紡織商登記方案登記的紡織商，可獲豁免有關紡織品的所有進口、轉口及輸往不設限市場的出口簽證規定。紡織商在進口或出口該方案適用的貨物前可無須親自前往貿易署申領適用的進口或出口證。

已登記的紡織商祇須在付運貨物時，將載有該等貨物資料的通知書交給承運商，然後承運商在遞交艙單到貿易署時將通知書一同呈交該署。

與現行的簽證措施相比，紡織商登記方案祇是一項更爲方便的選擇，而並非用以替代簽證制度。業內人士並非硬性規定必須參加該方案。紡織商可繼續使用原有的簽證措施，在貨物付運前到貿易署申領有關的進出口簽證。至於將本地紡織品輸往設限市場的簽證措施，無論是否須憑配額出口，仍然維持不變。換言之，原有的紡織品管制登記及有關簽證程序一律不變。

爲使有興趣的紡織商能從於七月一日起生效的紡織商登記方案受惠，貿易署已自五月一日起接受遞交申請書。一經批准，紡織商登記有效期將爲十二個月，每年須續辦登記。現時的登記年費爲港幣二千元。

如欲索取更多有關資料，可向貿易署大樓詢問處查詢，地址：九龍旺角彌敦道700號地下。

哥倫比亞

哥倫比亞佔地一百一十四萬平方千米，是南美洲最大的國家之一。該國的總人口在一九九二年估計達三千三百四十萬人。雖然哥倫比亞的官方語言是西班牙語，但當地人在商業上普遍採用英語。

經濟

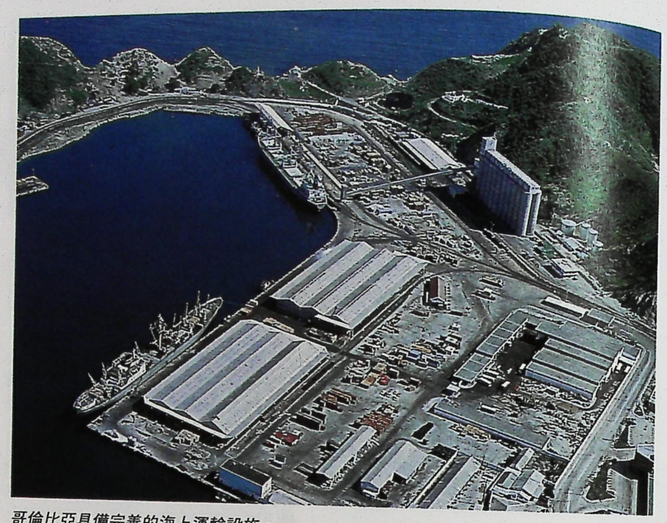
就整個拉丁美洲而言，哥倫比亞的經濟表現有別於其他國家。在過去二十年，該國經濟每年均有正面增長。現時，哥倫比亞的國民生產總值中22%來自製造業，差不多已超越農業。該國的紡織和成衣業因在設計和品質方面達致高技術水平而聞名於世，並已在國際市場上穩佔一席位。出口貨品和半製成品如皮革、印刷品及刊物、食物及飲品等的產量亦顯著增加。

哥倫比亞的通貨膨脹雖然高於發展快速的亞洲國家，但與大部份拉丁美洲國家比較卻屬溫和。一九七〇年至九一年期間，哥倫比亞的平均通脹率爲22.6%，顯示通脹率可維持在25%以下。

自八十年代中期，由於出口比入口的增長爲快，哥倫比亞的貿易持續出現盈餘。一九九一年，該國的貿易盈餘高達三十億美元（港幣二百三十三億元），差不多相等於國民生產總值的6%。與此同時，該國無型貿易的結算結果保持穩定，使往來帳目的結算保持良好情況，而資本帳目則錄得大量私人資本流入，估計九二年的數額超過五億美元（港幣三十九億元），其中大部份爲外資。哥倫比亞的外債逐漸減少，顯示其外貿正不斷增長。一九八五年，該國的外債相等於國民生產總值的44%，但過去數年，這百份比已穩定地下降至一九九一年的33.2%。

普遍來說，哥倫比亞沒有進口配額或牌照等貿易限制。該國的平均關稅率爲11.8%，並沒有任何附加費。至於原料及資本貨物的關稅率則爲9%。

哥倫比亞政府與多個海外市場簽訂協議。八成以上輸往歐共市的哥倫比亞產品可免繳關稅及不受配額限制。這些產品包括紡織品、農產品、鋼鐵產品、其他製成品及工業產品。美國政府亦向哥倫比亞提供一項關稅優惠 — 安特貿易優惠法案(Andean Trade Preference Act)，容許大部份哥倫比亞產品免稅輸往美國市場。此外，在一般特惠制度(General Scheme of Preference)下，輸往美國的哥倫比亞產品，除了食糖和某些紡織品外，並不受進口配額限制。



哥倫比亞具備完善的海上運輸設施。

基本建設

哥倫比亞政府正努力進行基建現代化，以促進出口主導的經濟及吸引私人投資。在航空運輸方面，當地和國際航空公司爲哥倫比亞的民航和國際機場提供航機服務，把哥倫比亞的主要城市和世界各地的工商業中心聯繫起來。至於海上運輸方面，四十一家外國船務公司及五家哥倫比亞的船務公司，開辦有海運航線，定期來往該國及貨櫃碼頭設施齊全的加勒比海和太平洋港口之間。

哥倫比亞的電訊設備比大部份拉丁美洲國家較爲完善。該國已安裝約三百萬條電話線，平均每一百人擁有十八條電話線，此外，衛星、光導纖維和海底電纜等數碼式設備亦將哥倫比亞與世界各地聯繫起來。電纜更可用於視象電話、電子郵務及其他商業服務。

外商投資

哥倫比亞全面開放經濟讓外資參與。該國對外資推行的新政策，是建基於普及化、自動化和以國民看待等基本原則。外國投資者有權匯走他們所有的純利，並可自由將投資分配、資本化，甚至再投資，或把投資撤回。

居住在哥倫比亞的外國人須繳付的入息稅率最高爲30%，而祇有入息超過三萬一千美元（港幣二十四萬一千一百八十元）的人才需繳稅。至於外國投資者的股份紅利入息稅率則爲30%。

參照其它國家的成功經驗，哥倫比亞政府及私人機構成立了一個協會，藉以提倡及鼓勵更多外商在哥倫比亞投資。該協會(COINVERTIR)爲一獨立的非牟利機構，主要活動如下：

一、 發掘投資機會、及有興趣與外資合作而具潛力的投資者和公司；

二、 出版外資在哥倫比亞的投資機會、條例、手續及其他有關資料；

三、 協調及支持外資；

四、 作爲哥倫比亞政府、國會及投資者間的橋樑；

五、 查察投資是否受到阻礙，或存有限制投資的程序和規定，並提出改善建議；及

六、 支持及鼓勵有關改善及推廣外商在哥倫比亞投資的研究。

自由貿易區

哥倫比亞設有六個自由貿易區。根據政府的發展計劃，自由貿易區將成爲工業、貿易、旅遊及科技的發展支柱。成立自由貿易區的目的主要爲促進出口貿易，其次才是服務本地市場。在自由貿易區內，投資者可獲特別的關稅、兌換、貿易和稅務優惠。

目前，自由貿易區內每平方米每月的租金約爲美金一元至一元五仙（港幣七元七角八分至八元一角七分）不等。透過哥倫比亞的自由貿易區，投資者可免稅把貨品輸往包括在安特法案(Andean Pact)內的國家、G-3國家（委內瑞拉、墨西哥及哥倫比亞）及美國。

經營自由貿易區或在區內投資的外商，皆可把收入悉數轉移回國及享有百份之百的擁有權。

投資者在自由貿易區內可享有的特別優惠如下：

一、入口貨品均可免稅；

二、產品銷往與哥倫比亞訂有自由貿易協定或對哥倫比亞出口產品給予特別待遇的國家，可獲簽發產地來源證；

三、出口貨品所獲利潤可免繳入息稅；及

四、資本及利潤均可自由轉移。

有興趣在哥倫比亞自由貿易區內投資的公司，可向哥倫比亞國際貿易部(Ministry of International Trade)申請。

會員欲索取進一步資料，可聯絡位於香港干諾道中六十四號廠商會大廈六樓的哥倫比亞駐港領事館，或致電545 8547。



哥倫比亞人口超過三千三百萬，勞動力充裕。

（資料：哥倫比亞國家策劃局 (National Planning Department of Colombia)）



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—物料訂購
—存貨賬
銷售管理 —報價單
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—銷售分析
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產品標準

紡織新ISO標準

國際標準組織(ISO)技術委員會ISO/TC38 — 紡織類，最近頒佈了一項新標準，內容如下：

ISO 10319:1993 (E)

土工布 — 闊度拉力測試

範圍

這項國際標準詳細列明利用闊條決定土工布及其有關產品的拉力特性之系數測試法。這方法亦適用於測試土工格子布，但樣本尺寸或需更改。

拉力測試法涉及量度負載伸延特性，並包括正割硬度、每闊度單位的最高負載量及在最高負載量下的拉力計算程序。該測試方法亦顯示負重伸延曲線上的個別數據，並列明經軟化及過水樣本的拉力特性。

查詢請致電829 4806，與工業署產品標準資料組劉鳳儀小姐聯絡。



市場報告

海運費率資料 （資料：香港付貨人委員會 —《一九九三年五月份運輸統計概要》）

一、香港歐洲貨運船會（上次修訂：九二月四月一日）

商品	每個二十英呎貨櫃的關稅（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：九三年五月一日）

商品	每個四十英呎貨櫃的關稅（美元）	
	西岸	東岸
人造花	$2,640	$3,355
鞋襪	$2,600	$4,960
手袋	$2,940	$4,045
收音機	$3,330	$4,745
紡織品及成衣	$4,175	$5,125
玩具	$2,435	$3,865

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

香港關稅率

船會	每個二十英呎貨櫃收費（港元）	每個四十英呎貨櫃收費（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	$ 800	$1,200

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	每四十英呎貨櫃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	–	-0.273%
往紐西蘭	每公噸未滿貨櫃5美元	-18.76%
遠東／南亞 — 中東船會		
往印度	21.50%	59.00%
往巴基斯坦	21.40%	59.00%
往中東	21.00%	59.00%
遠東／東非船會	14.27%	0.00%
東亞／西非船會	29.25%	每二十英呎貨櫃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	18.20%	10%
往孟加拉	17.20%	10%
往印度	16.00%	10%

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%
	米蘇拉塔	5%
	的黎波里	5%
香港／阿丁灣及紅海港口船會	蘇丹	10%

港口擠塞附加費

土耳其成衣市場的前景和機會

一般市場前景

貿易自由化，加上五千七百萬國民的生活水平獲得提高，提昇了土耳其的市場潛力。土耳其自一九八〇年起逐步開放本地市場；此舉除加强該國與外國的商業連繫外，亦改善了進入當地市場的途徑。現時，差不多所有貨品均可自由進口。以發展中國家的標準而言，經調低後的土耳其關稅稅率偏低。大部份進口的消費品祇需繳付10%至15%的關稅。

一九九一年，香港輸往土耳其的出口總值達一億七千三百萬美元（港幣十三億四千六百萬元），比九〇年減少7%；然而，九二年的出口總值卻銳升28%，增至二億二千三百萬美元（港幣十七億三千五百萬元）。本港輸往土耳其的主要出口貨品爲鐘錶、紡織製品和纖維、及通訊器材。而電子及電器用品、玩具、鐘錶、時飾及家庭用品的市場機會亦甚佳。由於土耳其革新及進一步發展其製造業，輸往該國的機械、原料及半製成品如紡紗、纖維及時裝配件、電子零件及元件等的出口量將有所增長。

投資機會

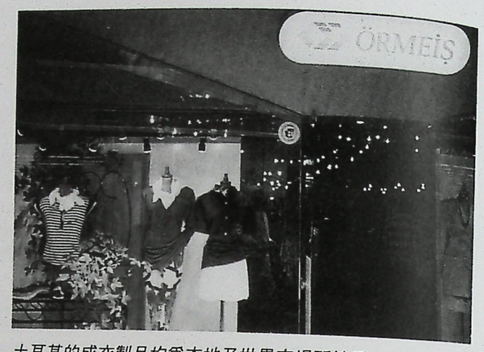
土耳其自八十年代開始推行開放政策，加上長期的政治穩定，故成爲廠商到海外設廠生產的熱門地點。土耳其位於亞洲和歐洲交界具策略性位置，亦是通往西歐和中亞洲的天然塞道。作爲共市成員國之一，土耳其大部份出口往共市的產品均可免稅。該國土地和勞工供應充裕，加上成本低廉，故現時已吸引超過二千間外國公司到當地經營業務。

爲鼓勵投資，土耳其政府實行了一系列投資優惠，包括減稅、制訂投資融資優惠利率，及豁免進口資本財貨的關稅。在自由貿易區和優先發展地區（即較落後地區）的投資者更可獲額外優惠。

成衣市場的機會

香港供應商將成衣銷往土耳其，或可在以少數高收入土耳其人爲目標的高價時款成衣市場找到活動空間。由於土耳其經已發展其成衣生產能力，爲其龐大的本地市場生產價格低廉的衣服，故向該國出口低檔成衣，或需面對激烈的競爭。此外，相比於土耳其出產的成衣，中國製的低檔成衣或會在出廠價方面較爲佔優，但額外的運輸和分銷費用大大削弱中國成衣的競爭優勢。

在國際市場上，香港和土耳其的紡織業各佔着獨特的地位。作爲成衣生產國，土耳其擁有多項優勢。輸往共市市場的土耳其貨品可免繳進口關稅。在進入市場方面，該國祇有少數的成衣類別仍受配額限制。一九九一年，土耳其爲共市第三大成衣供應商，佔共市成衣入口市場的5%（中國及香港在同期各佔共市成衣入口市場的7%，分別爲共市第一及第二大成衣供應商）。



土耳其的成衣製品均爲本地及世界市場所接受。

近年來，土耳其因向共市及美國市場出口成衣的配額大增而受惠；九二年，兩者的升幅均約爲6%。在產品類別方面，土耳其主要出口棉質梭織及針織衣服。土耳其的另一優點，是擁有大量小型承包生產商，故能適應短暫的產品週期，並在一年四季均可供應不同款式的衣服。由於鄰近歐洲，土耳其亦能順應時裝的最新潮流，並在短期內把貨物送到目的地。

另一方面，香港擅於大量製造多元化的產品，以應不同市場的需求。由於香港和土耳其的成衣業各具獨特的長處和經驗，雙方大可互相補足，以提高產量和市場滲透力。最近，土耳其出口往美國及共市的配額有所增加，這將爲港商提供一個新鮮的出口機會。有意利用土耳其作踏腳石出口至美國及共市市場的香港公司應密切留意事態發展。

被土耳其生產商忽略的美國市場，其實明顯是一個機會。由於對美國市場缺乏認識，土耳其的出口商一般祇使用四份之一的美國配額。港商大可憑藉經驗及與美國入口商的聯繫，利用土耳其剩餘的配額，輕易填補這方面的空間。

至於共市方面，雖然土耳其差不多用盡共市配額，但港商仍有發展機會。港商尤其可以協助土耳其增加出口貨品的價值，以充份利用配額。比方說，由於土耳其缺乏知名的專業時裝設計師，香港公司可負責設計，以增加成衣的價值。

香港出口商另一個機會，是向該國提供廉價的紡織原料和時裝配件。由於土耳其廠商須在本地生產成本不斷上漲的情況下，在歐洲市場保持競爭能力，故他們極有興趣在遠東地區尋找價廉物美的紡紗及梭織布，特別是製造梭織袖衫的優質梭織布、原紗布及牛仔布，以及時裝配件如設計精美的鈕扣、拉鍊和線紗等。

（資料：香港貿易發展局）

澳洲鞋類市場

隨着澳洲政府於一九九三年三月份取消鞋類的配額限制和削減進口關稅，當地鞋類市場對香港出口商的吸引力日益增强。現時香港產品所需繳付的關稅減至離岸價的37%，而中國產品則減至32%，有關稅率更會按年遞減3%，直至2000年爲止。

澳洲鞋類市場每年的需求量爲二千六百萬雙皮鞋和四千二百萬雙非皮製鞋類。該國女裝皮鞋的主要供應地爲意大利及巴西，男裝鞋多來自中國、韓國及台灣；童裝鞋主要由中國和台灣輸入；至於運動鞋則由中國、韓國及泰國供應。

澳洲鞋類的進口總額約3.65億澳元（港幣十八億八千八百萬元，以一澳元兌港幣5.174元計算）。在男裝鞋方面，最暢銷的是離岸價在10美元（港幣七十七元八角）以下的品種。中國產品在男裝鞋市場頗具競爭力。

在女裝鞋方面，由於澳洲人崇尚意大利鞋，削弱了其他國家在時款鞋市場的銷路。因此，外商最有機會發展的是便鞋及其他鞋類。

童裝鞋在澳洲市場的前景甚佳，其中以離岸價在5.2美元（港幣40.46元）以下的皮面嬰兒或幼兒鞋，銷路尤爲出色。

至於運動鞋方面，中下價跑步鞋進口前景較佳。部份零售連鎖店均發展本身牌子運動鞋，並有意自己安排生產。

澳洲進口商通常於十月至一月期間訂購夏季銷售的鞋類，夏季鞋一般於五月至七月運抵澳洲。至於冬季的訂單是於五月至七月落實，在十二月至一月交貨。

運動鞋在夏季（即十月至二月）的銷量增加約15%。男女裝斯文鞋一年四季皆有銷路，而在年中較涼的季節，銷量會稍增。

對於新的供應商，澳洲鞋類進口商通常下試單訂購約四千至五千雙，而一般訂單的數量是每款不同顏色的鞋類約一萬雙。

澳洲進口商在沙灘拖鞋方面的訂貨量十分龐大。比方說，一家大規模零售連鎖店訂購的流行款式沙灘拖鞋，每款同一顏色的訂貨量可以高達十二萬雙。另一方面，規模較小的進口商所訂購的較貴價款式，每款不同顏色的數量只爲二千至三千雙。

（資料：香港貿易發展局）

玩具廠商以成年人爲銷售對象

現時越來越多成年人以玩具來舒弛神經和保持心境年輕，一些孩子眼見父母購買玩具自娛，不免感到有點困惑。

曾有人說成年人及兒童的主要分別之一，是他們所擁有的玩具的價值和數量。這個說法越來越眞確，因爲購買玩具汽車、芭比洋娃娃、絨毛動物公仔及電子遊戲機給自己的成年男女正日漸增多。

一份雜誌最近進行的一項調查顯示，在全美國接受調查的兩萬名成年人中，有45%表示曾購買玩具或遊戲給自己或送贈成年朋友。該項調查又發現，年輕、富裕及受過教育的爲人父母者，較喜歡與玩具爲伴。有鑒於此，玩具商現正就這種趨勢調整宣傳策略。

心理學家認爲，屬於這個組別的人士都不願意承認自己年紀日長，對他們來說，玩具可以反映其年青朝氣。

購買玩具的人士中有九成是成年人，但並沒有數字顯示所購買的玩具有多少是供自娛的。不過，玩具商指出，有跡象顯示成年人購買的玩具越來越少是送給孩子的。一些消費者調查結果亦確定了這種現象。

此外，很多成年人亦會購買洋娃娃（如芭比洋娃娃）或模型車（如Hot Wheels），專作收藏用途，購買後原封不動放在盒中供賞玩。

一些玩具業專家表示，近年來可愛的長毛動物公仔日漸受歡迎，而且特別受年輕單身女士鍾愛。絨毛公仔亦是送禮佳品，很多男士在聖誕、生日及情人節都會購買毛公仔討女士歡心。

（資料：香港貿易發展局）

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展覽概要

日 期	展覽會	地 點	展 品	主辦機構
一九九三年 七月廿九日至 八月一日	國際防火安全及 保安會議展覽'93	馬來西亞吉隆坡	防火及安全用具、保安系統	Global Expositions (M) Sdn Bhd 電話:03-293 0905 圖文傳眞:03-293 0250
八月十一日至十五日	美食博覽'93	香港會議展覽中心	食品與飲品、美食攤位、 廚具及煮食器具	香港貿易發展局 電話:584 4333 圖文傳眞:824 0249
八月十九日至二十日	法國時裝展	九龍香格里拉酒店	高級時裝、成衣、皮具、皮裘及 男、女、童裝成衣配件	法國紡織商務署 電話:312 0331 圖文傳眞:739 8073
八月十九日至廿二日	第二屆國際科技新產品展覽會'93	香港會議展覽中心	電子消費產品、電腦軟件及硬件、 電器、保安系統、辦工室器材及 高級視聽器材	香港展覽製作有限公司 電話:833 0186 圖文傳眞:833 5445
八月十九日至廿二日	大馬國際商展'93	馬來西亞吉隆坡	各類消費品及器材	Global Expositions (M) Sdn Bhd 電話:03-293 0905 圖文傳眞:03-293 0250
八月廿四日至廿八日	SMI Expo '93	馬來西亞吉隆坡	電機及電子產品、木材、橡膠及 塑膠、食品、汽車零件及元件、 紡織品及成衣、模具、機械及工程	馬來西亞商務專員公署 轉馬來西亞國際工貿部 (Ministry of International Trade & Industry) 電話:527 0921 圖文傳眞:866 1148

訓練概覽

日 期	項 目	地 點	主辦機構	聯絡人／電 話
一九九三年 八月二日至四日、 十六日至十八日、 廿三日至廿五日	防止工業意外與安全法例 （三天課程，八月內舉辦三次）	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
八月二日至六日	安全督導員課程（五天）	- 同上 -	- 同上 -	- 同上 -
八月四日、十一日、 二十日、廿七日	電器安全及有關法例 （半天課程，八月內舉辦四次）	- 同上 -	- 同上 -	- 同上 -
八月六日	電器安全之嚴重意外個案分析及 研討課程	- 同上 -	- 同上 -	- 同上 -
八月十日	化學品標籤及安全處理	- 同上 -	- 同上 -	- 同上 -
八月十一日至十三日	安全督導員課程（三天）	- 同上 -	- 同上 -	- 同上 -
八月十二日、廿六日	例須呈報工場之防火措施及 設備課程 （一天課程，八月內舉辦兩次）	- 同上 -	- 同上 -	- 同上 -
八月十三日、廿六日	機械安全及法例 （一天課程，八月內舉辦兩次）	- 同上 -	- 同上 -	- 同上 -
八月十九日	東主及僱員的一般性責任	- 同上 -	- 同上 -	- 同上 -
八月廿七日	小型企業經營管理協會研習班 — 「處理顧客投訴」	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

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Products: Zipper

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經理：陳如英
出品：針織成衣
Richtech Knitting Fty Ltd
Manager: Chan Yu Ying
Products: Knitwear

明佳印染廠有限公司
經理：郭偉明
出品：布疋印染
Mingai Dyeing & Printing Fty Ltd
Manager: Kwok Wai Ming
Products: Dyeing & printing

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經理：蔡雲華
出品：蠟燭
No. 1 Chemical (Candle) Mfy
Manager: Tsoi Wan Wah
Products: Candle

賢德製衣廠有限公司
董事：鄭社傑
出品：內褲
Yintak Garment Mfg Ltd
Director: Cheng Sek Kit
Products: Knitted brief

鴻恆實業有限公司
董事：陳秀卿
出品：合金玩具公仔
Handway Industrial Limited
Director: Chan Sau Hing
Products: Mini die cast plastic toy car and plastic doll

金利沛製品實業有限公司
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出品：PVC 吸塑製品、精品包裝
Candidable Industrial Manufacturing Ltd
Director: Chan Lai Chun
Products: PVC blister and gifts packing

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出品：線業
Meta Thread Company
Manager: Lam Kwan Ying
Products: Thread

興泰製衣廠
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出品：紡織品成衣
Hintex Garment Factory
Proprietor: Yu Bing Fai
Products: Garments

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出品：成衣
A & E Fashion Limited
Director: Kong Shun Tim
Products: Garments

光南實業有限公司
經理：潘奕
出品：成衣
Kwong Nam Industries Ltd
Manager: Poon Yik
Products: Garments

永豐針織廠
東主：李光雄
出品：針織成衣
Treasure Fashion Knitters Factory
Proprietor: Lee Kwong Hung
Products: Knitted garments

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業務：成衣貿易
Hong Kong Mode Ltd
Director: Lee Hang Leung
Nature of business: Trading garments

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業務：進出口電子家庭用品
Trident International
Proprietor: Arjan S Lalwani
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President: Chu Tak Yin, Winston
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業務：進出口電腦產品
Sheen Dragon Enterprises Ltd
Manager: Choi Sai Ming
Nature of business: I/E computer

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總經理：李廣堅
業務：成衣貿易
Chung Ling (Knitwear) Ltd
Managing Director: Li Kwong Kin
Nature of business: Garments trading

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Dinner Reception to Congratulate GC Members Designated as NPC Deputies, CPPCC Delegates or HK Affairs Advisers

























CMA Delegation to Hangzhou of Zhejiang Province and Huangshan

The Delegation

At the invitation by Mr Wan Xue Yuan, Governor of Zhejiang Province; Zhejiang Federation of Industry & Commerce; Zhejiang Chinese Overseas Friendship Association and the Municipal People's Government of Anhui, a CMA delegation visited Hangzhou of Zhejiang Province and Huangshan of Anhui Province from May 9 to 13. The visit aimed to study the latest economic and trade development in Zhejiang and to explore business opportunities between Zhejiang and Hong Kong.

The delegation consisted of 16 members, with CMA President Mr Herbert Liang as the leader and Vice-President Mr Tommy Zau as the deputy leader. Other delegates included Mrs Vilma Lai (spouse of CMA Honorary President Dr Philip Lai); Executive Committee members Mr Lo Chin, Mr and Mrs Choi Hin To, Mr and Mrs Lee Sai Yick; General Committee members Mr Chan Kam Shing, Mr and Mrs Chan Fook Hing, Mr and Mrs Ho Yuk Wing; member Mr Li Ka Wai and two CMA secretariat staff.

Visits

The delegation arrived at Hangzhou on May 9 and was warmly received by Zhejiang Federation of Industry & Commerce and Zhejiang Chinese Overseas Friendship Association. The two organizations also hosted a dinner reception to welcome the delegation.

On May 10, CMA delegates met with Mr Xu Yun Hong, Vice-Governor of Zhejiang; Mr Zhan Shao Wen, Vice-Chairman of Zhejiang People's Political Consultative Conference and Chairman of Zhejiang Federation of Industry & Commerce; Mr Geng Dian Hua, Chairman of Zhejiang Chinese Overseas Friendship Association; Mr Huang Zu Wen, Vice-Chairman of Zhejiang Chinese Overseas Friendship Association; and Mr Niu Shou Zhang, Vice-Chairman of Zhejiang Federation of Industry & Commerce.



CMA delegates meet with representatives of Zhejiang Provincial Foreign Economic Relations and Trade Commission and Zhejiang Provincial Planning and Economic Commission.

At the meeting, Mr Xu Yung Hong introduced the infrastructural development in Zhejiang, eg the construction of an international airport in Hangzhou and a highway between Wenzhou and Ningbo, as well as the expansion of the present railroad system into double tracks. Moreover, in order to maintain a reliable and sufficient power supply, Mr Xu said that power plants would be built along the coastal areas. CMA President Mr Liang pointed out that as the trade relationship between China and Hong Kong became closer and closer, apart from the Pearl River delta region, tremendous trade and investment opportunities were also available elsewhere for Hong Kong investors, especially in areas along the Yangtze River. To alleviate the disparities in wealth and development between the inland and the coastal regions and to improve the overall living standards in China, Mr Liang opined that there was a need to divert investments to less developed areas where abundant resources were to be explored. The Zhejiang Provincial Government hosted a dinner reception for the delegation after the meeting.

The CMA delegates also met with representatives from Zhejiang Provincial Planning and Economic Commission and Zhejiang Provincial Foreign Economic Relations and Trade Commission (ZPPEC) on the same day, and obtained first-hand information on the recent trade and economic development in Zhejiang.

Favourable Investment Climate in Zhejiang

1. As a coastal province, Zhejiang possesses a number of port cities such as Ningbo, Wenzhou, Shenjiamen and Haimen. Its geographical advantage enables Zhejiang to promote import and export business. Existing major industries in Zhejiang are mostly light industries, such as textiles, machinery, chemical, food and construction materials. They are more flexible and adaptable to industrial transformation and restructuring.

2. In 1992, the economic performance was encouraging. The gross domestic product registered RMB 117 billion (HK$158 billion, @0.74), a growth of 17% over that in 1991. Industrial output reached RMB 256 billion (HK$345 billion, @0.74), an increase of 35%. Total exports also registered a remarkable growth of 27%, amounting to US$3.6 billion (HK$28 billion).

3. Foreign investments in Zhejiang were also boosting year by year. In 1992, total foreign investments reached US$3.2 billion (HK$24.9 billion), which is four times than that of 1991. Moreover, around 2,338 corporations partially or wholly financed by foreign investors were established, which was four times higher than 1991, amounting to a total sum of US$2.9 billion (HK$22.6 billion).

4. At present, there are 2,004 joint-venture corporations, 70 joint-co-operated corporations and 264 foreign-owned corporations in Zhejiang. 50% of these corporations are invested by Hong Kong and Macau businessmen; 15% receive their capital from Taiwan, 5% from Japan, 4% from the US and 3% each from Singapore and France. It is forecast that there will be about 6,000 foreign invested corporations in 1993.

5. The Zhejiang Government has set up different developmental programmes according to the potentials in different cities. For example, Hangzhou concentrates on the development of hi-tech and tourism industries, while Ningbo will be developed to become a major collection and distribution centre for export trade. Moreover, the government encouraged investors to develop in industries such as transportation, electricity and communication. Incentives and special treatments will be offered to foreign investors on these projects.

6. An economic and investment forum will be held in June and October in Hangzhou and Hong Kong respectively. These two forums will present about 388 projects, amounting to US$16 billion (HK$124.5 billion) and open for foreign participation.



CMA President Mr Herbert Liang (right) presents a souvenir to Mr Huang Zu Wen (left), Vice-Chairman of Zhejiang Chinese Overseas Friendship Association.

In addition, the ZPPEC operates a consultative unit, which assists foreign investors to identify potential business partners and development projects.

Mr Liang opined that as Zhejiang possessed rich natural resources and well-established infrastructure, it would be an ideal place for the development of large industrial projects. He hoped that Hong Kong would play a more active role in the future development of Zhejiang.

Although the delegates visited Zhejiang for only two days, they found the mission a fruitful one. The delegation left Hangzhou for Huangshan for sightseeing on May 11.



CMA delegation to Hangzhou of Zhejiang Province and Huangshan

CMA Hosts Dinner in Honour of Director-General of Trade

Mr J A Miller, JP, Director-General of Trade, addressed the gathering when attending a dinner reception hosted by the Association on May 27.

According to Mr Miller, Asia Pacific Economic Co-operation (APEC) is moving in the direction of a regional counterpart to the Organization for Economic Co-operation and Development (OECD) rather than some form of customs union or free trade association. He said, "I see it as a recognition of the common interest of economies in what has become the most dynamic growth area of the modern world; a forum in which members can exchange views, away from the negotiating tables in Geneva, in a more informal way, but not as an alternative negotiating centre for binding agreements. Hong Kong is an active player in both the General Agreement on Tariffs and Trade (GATT) and APEC and is determined to ensure that discussions in the latter help push negotiations in the former towards a successful conclusion."

As regards to the Uruguay Round issue, Mr Miller remarked that the talks have already gone on far too long. He said that any further delay in resolving disagreements between the majors would jeopardise a successful conclusion, and that failure to conclude the round by the end of this year would undermine the credibility of the process. "I am pleased at recent signs of an apparent willingness of Europe and America to find a way forward," he said.

Mr Miller pointed out that two particular areas of concern to Hong Kong are the length of the proposed phase-out of the Multi-Fibre Arrangement (MFA), and improvements to the anti-dumping code. There have been a number of reports in the international media which suggest certain players would like a longer phase-out of the MFA, that their heavily protected industries could not stand both a reduction in tariffs and a phase-out of the MFA. Mr Miller described it as 'nonsense'. He said, "The MFA, which is a derogation from the free trade system under the GATT, was introduced 19 years ago in order to allow these same industries time to adjust. Surely to goodness they have had enough time to do so. In Hong Kong circumstances, 10 years to phase-out the MFA is already far too long. Our own textiles and clothing industry would like to follow the example of other industrial sectors and adjust to opportunities available in China, but is denied this opportunity by the MFA strait-jacket.

"Similarly, there is a need to tighten not loosen discipline on anti-dumping. It has become one of the most dangerous and damaging weapons in the protectionist armoury. We have industrialists, already protected by both very high tariffs and by export restraint systems, filing anti-dumping suits against the most open economies in the world. Under the existing code, the accused is guilty until it proves its innocence. In the meantime, punitive additional duties must be paid, and buyers therefore look elsewhere. The code, the disciplines which govern it, and the settlement of disputes under it must be tightened to prevent abuse. I have seen informal proposals which go in entirely the opposite direction. They are totally unacceptable."

Mr Miller said he was delighted that Hong Kong and its businessmen continue to set an example of openness for the rest of the world to follow. Fifteen years ago Hong Kong was a predominantly manufacturing economy. Then China opened its doors to foreign investments. Elsewhere in the world the adjustment to the sudden availability of such a huge pool of land and labour would have been regarded as 'traumatic' and been accompanied by anxious working parties and much political posturing. Instead Hong Kong businessmen were, as one would expect, the first to see the positive side of this new opportunity. Today Hong Kong is a predominantly services economy and over the same period, employment has remained high and GDP per person has risen from US$3,261 (HK$25,370) to US$16,507 (HK$128,424).

Mr Miller noted that Hong Kong has quickly gone about the business of becoming the gate-way to China and the service centre for larger and more diversified offshore production. He said, "Not that we have stopped producing domestically. Contrary to popular belief, Hong Kong's production has not all migrated to China. Indeed over the last ten years its capacity has increased. The value of domestic exports has risen over 7% in real terms. The off-shore production, whether in southern China or further afield, represents Hong Kong companies coming of age as multi-national operations."

He concluded that all this has been achieved because the private and public sectors alike in Hong Kong recognize the virtues of a free market, free trade and the free exchange of currencies, and disapprove of all forms of protection and subsidy, because they recognize that ultimately they do not work.

Mr Miller was accompanied by Ms Annie Tang, Assistant Director-General of Trade (Systems) and Mr John Tsang, Assistant Director-General of Trade (Other Regions).



(From left) Director-General of Trade Mr J A Miller, CMA President Mr Herbert Liang, Assistant Director-General of Trade (Systems) Ms Annie Tang and CMA Vice-President Mr Tony Chau at the dinner reception



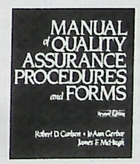
(From right) CMA Vice-President Mr Leung Nai Wing, Assistant Director-General of Trade (Other Regions) Mr John Tsang, CMA Executive Committee members Dr Lui Ming Wah and Mr Joseph Lau at the dinner reception

Those attending the dinner reception were CMA President Mr Herbert Liang; Vice-Presidents Mr Leung Nai Wing, Mr Tony Chau; Honorary President Dr James Wu; Executive Committee members Mr Lo Chin, Mr Wong Ping Sai, Mr Graham Cheng, Dr Lui Ming Wah, Mr Joseph Lau, Mr Liu Yu Ting, Mr Choi Hin To, Mr Lee Sai Yick, Mr Chu Poon Shin, Mr Lin Fai Shat; General Committee members Mr Chan Kim Sing, Mr Michael Chan, Mr Chow Yun Sheung, Mr Edward Wong, Mr So Hin Leung, Mr Michael Sun, Mr Chan Fook Hing, Mr Peter Lee, Mr Lai Wing Tim, Mr Lee Hung Tong, Mr Lee Chung Chiu, Mr Lau Him Chai, Mr Paul Chu, Mr Tang Yee Hang, Mr Steve Lau, Mr Kok Ying Dao, Mr Lee Ming Sang, Mr Chow Lam Boon, Mr Ho Yuk Wing; Sub-Committee Chairmen Mr Cheung Hoi Pang, Mr Yim Chan Chee; members Mr Kevin Chan, Mr Plato Poon and Dr Liu Han Qin.

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Dinner Reception to Congratulate GC Members Designated As NPC Deputies, CPPCC Delegates, or HK Affairs Advisers



A dinner reception to congratulate CMA General Committee members designated by the Chinese Government as NPC deputies, CPPCC delegates, or HK affairs advisers

Mr Ulan Mu Lun, Deputy Director of Xinhua News Agency Hong Kong Branch, was invited by the Association to a dinner reception held on May 21. The reception was held to congratulate some of the CMA General Committee members who have been designated by the Chinese Government to be the National People's Congress (NPC) deputies, the Chinese People's Political Consultative Conference (CPPCC) delegates, or Hong Kong affairs advisers. Mr Ulan Mu Lun, CMA President Mr Herbert Liang and CMA First Vice-President Mr Leung Nai Wing addressed the gathering.

In his speech, Mr Ulan said that since China introduced its economic reforms and open-door policy at the turn of 70s, Sino-Hong Kong economic ties have been rapidly strengthening. China and Hong Kong have become the largest trading partner as well as the largest foreign investor to each other. According to statistics released by the Chinese customs, the total trade value between Hong Kong and China in 1992 was US$58.05 billion (HK$451.63 billion). Statistics from the Hong Kong Government also showed that trade between the two places amounted to US$80.6 billion (HK$622.87 billion) in 1992, representing more than one-third of each of the total trade values of China and Hong Kong respectively.

Mr Ulan pointed out that over the past ten years, cumulative Hong Kong investments in China represented more than two-thirds of China's total utilized foreign investments. The CMA has also contributed its efforts in this regard. Many CMA members have made substantial investments in China in the past years. They not only achieved better economic benefits, enhanced their own strengths and developed their own enterprises, but also actively contributed in strengthening economic ties between the two places. This was conducive to Hong Kong's prosperity and stability as well as to China's modernization.

"For more than a decade, China's economy has been developing at a comparatively high rate. The economic growth rate this year will probably be over 8% which was estimated early this year. China's expansion of the open-door policy not only creates favourable conditions for Hong Kong and foreign investments in China, but also presents new opportunities in the course of economic development in Hong Kong," said Mr Ulan. He believed that those entrepreneurs as well as members of Hong Kong business and industrial sectors, being far-sighted and venturesome, would grasp the favourable opportunities to attain new business achievements, amidst the waves of China's reforms and rapid economic developments.

Mr Ulan concluded by extending his heartfelt gratitude to 14 Hong Kong industrial associations, including the CMA, which previously sent a joint associations' letter to US President Clinton to urge for unconditional renewal of China's most-favoured-nation status.

When addressing the gathering, CMA President Mr Herbert Liang said that in order to acquire a better understanding on China's economic development and reforms, the Association constantly organized fact-finding missions to various provinces or cities in China. A delegation was organized to visit Shanghai and Hubei Province last November. Another delegation has just returned from Hangzhou and Huangshan in early May. Furthermore, the Association has scheduled to visit Shandong Province in coming October. Mr Liang pointed out that these delegations could help CMA members acquire a deeper understanding on the latest economic development in China and facilitate further co-operation between the two places.

CMA First Vice-President Mr Leung Nai Wing also addressed the gathering. He said that the Association's General Committee members have long been devoting efforts in promoting Hong Kong's trade and industrial development. Some General Committee members who are also office bearers designated by Chinese Government can act as a bridge between Hong Kong and China, and help enhance mutual communication and understanding. They can contribute in promoting Sino-Hong Kong industrial and trade development and in ensuring continuous prosperity of Hong Kong's economy.

CMA General Committee members who are also NPC deputies, CPPCC delegates, or Hong Kong affairs advisers and attended the dinner included CMA President Mr Herbert Liang (member of the National Committee of the CPPCC and member of the Standing Committee of the CPPCC of Beijing); Vice-Presidents Mr Yip Hing Chung (CPPCC delegate in Guangdong Province) and Mr Tommy Zau (CPPCC delegate in Zhejiang Province); Honorary President Mr Wong Po Yan (Hong Kong affairs adviser) and Mrs Wong; Executive Committee members Mr Liu Yu Ting (CPPCC delegate in Shangdong Province) and Mr Lin Fai Shat (member of the Standing Committee of the CPPCC of Shanghai); General Committee members Mr Choy Tak Ho (member of the National Committee of the CPPCC), The Hon Dr Philip Wong (Hong Kong affairs adviser) and Mr Jose Yu (member of the National Committee of the CPPCC and member of the Standing Committee of the CPPCC of Fujian). Those who were not able to attend included Honorary Presidents Mr Seto Fai (member of the National Committee of the CPPCC) and The Hon Ngai Shiu Kit (Hong Kong affairs adviser); General Committee members Mr Timothy Fok (member of the National Committee of the CPPCC) and Mr Michael Sun (CPPCC delegate in Hebei Province).

Other than Mr Ulan Mu Lun, guests from Xinhua News Agency Hong Kong Branch also attending the dinner reception were Mr Lin Ke Ping, Head of Co-ordination Department; Mr Chen Ke Qiang, Head of Economic Affairs Department; Mr Tian Jin, Deputy Head of Co-ordination Department; Mr Zhao Yun Shan, Deputy Head of Economic Affairs Department; Mr Zhu Xiao Hua, Deputy Head of Economic Affairs Department; Mr Huang Xiqi, Division Chief of Co-ordination Department; Mr Chan Hau Kay, Division Chief of Co-ordination Department; Mr Li Baonian, Division Chief of Economic Affairs Department; Mr Zhang Song Tao, Division Chief of Economic Affairs Department; Mr Luo Chao Ming, Deputy Division Chief of Co-ordination Department; Mr Huang Xueyi, Deputy Division Chief of Economic Affairs Department. Guests from Shenzhen General Chamber of Commerce were Mr Ma Fu Yuan, Chairman; Mr Guo Xian Guo, Deputy Chairman; Mr Zhang Shi Zhong, Vice Chairman & General Secretary; Mr Gao Feng, Deputy General Secretary; Mr Guo Qi Fu, Deputy General Secretary and Ms Hu Jie, Executive Secretary to Chairman.

Hosts of the dinner reception were CMA First Vice-President Mr Leung Nai Wing; Honorary Presidents Dr James Wu and Mr Hung Cheung Pui; Executive Committee members Mr Peter Hung, Mr Lo Chin, Mr Wong Ping Sai, Mr Yuong Mok Shing, Dr Lui Ming Wah, Mr Choi Hin To, Mr Lee Sai Yick, Mr Chu Poon Shin, and Mr Lin Fai Shat; General Committee members Mr Chan Kim Shing, Mr Michael Chan, Mr Chow Yun Sheung, Mr Lau Chi Yuen, Mr Edward Wong, Mr Joseph Sin, Dr Yung Yau, Mr Fung Kai Hoi, Mr Lee Hung Tong, Mr Lee Chung Chiu, Mr Christopher Suek, Mr Paul Chu, Mr Chau Chiu Shui, Mr Steve Lau and Mr Lee Ming Sang; Sub-committee Chairman Mr Cheung Hoi Pang; and member Dr Liu Han Qyn.



CMA Vice-President Mr Yip Hing Chung (3rd from right) receives a souvenir from Mr Zhou Yaugwen (3rd from left), Vice Mayor of the Jiujiang Municipal People's Government.

Shanghai Mission Visits CMA

Led by Mr Cai Zhi Yi, Vice Chairman of Shanghai Federation of Industry and Commerce, Jing An District, a group of 41 manufacturers from Shanghai visited the Association on May 14. The meeting was chaired by CMA General Committee member Mr Chow Yun Sheung. Also present were CMA Executive Committee members Mr Wong Ping Sai, Mr Yuong Mok Shing; General Committee member Mr Chan Fook Hing and members from various industries.

At the meeting, delegates from Shanghai introduced the latest investment environment of Jing An District. Individual business discussions were also held between CMA members and delegates to explore future co-operation.



Mr Cai Zhi Yi (2nd from right), Vice Chairman of Shanghai Federation of Industry and Commerce, Jing An District, introduces the latest investment environment of the District.

Meeting with Vice Mayor of Jiujiang Municipality

Accompanied by two officials of the Jiujiang Municipality, Mr Zhou Yaugwen, Vice Mayor of the Jiujiang Municipal People's Government, visited the Association on May 21. The meeting was chaired by CMA Vice-President Mr Yip Hing Chung. Also present were Executive Committee member Mr Lee Sai Yick; and General Committee member Mr Ho Yuk Wing.

Mr Zhou said that Jiujiang was well endowed with various kinds of natural resources for industrial development. He invited Hong Kong manufacturers to invest in Jiujiang. In return, Mr Yip also invited more industrialists from Jiujiang to visit Hong Kong to further explore joint-venture opportunities.

Delegation from Shenzhen General Chamber of Commerce

To enhance the exchange of business information between Hong Kong and Shenzhen, a seven-member delegation from Shenzhen General Chamber of Commerce, led by its Chairman Mr Ma Fu Yuan, visited the Association on May 21. The meeting was chaired by CMA Vice-President Mr Yip Hing Chung. Also present were CMA President Mr Herbert Liang; Executive Committee member Mr Lee Sai Yick; General Committee members Mr Lee Chung Chiu, Mr Paul Chu and Mr Ho Yuk Wing.

Mr Ma said that Shenzhen has become an important collection and distribution centre for inland products and the

Shenzhen General Chamber of Commerce would act as a middleman to facilitate trade between China and Hong Kong. Mr Liang remarked that the business linkage between Shenzhen and Hong Kong has been strengthened tremendously and the two organizations could work together to explore more business opportunities in China's foreign trade. Both parties also exchanged views on how to alleviate the traffic congestion problems at the Shenzhen-Hong Kong border.

Visit by Zhuhai Chamber of Commerce

Led by Mr Lou Zhong Fu, President of Zhuhai Chamber of Commerce, a six-member delegation from the Chamber visited the Association on May 14. The meeting was chaired by CMA Vice-President Mr Leung Nai Wing. Also present were President Mr Herbert Liang; Executive Committee members Mr Yuong Mok Shing, Mr Lee Sai Yick; General Committee members Mr Chan Fook Hing and Mr Paul Chu.

At the meeting, Mr Lou pointed out that co-operation with Hong Kong manufacturers was essential for upgrading the technical know-how in Zhuhai's industrial production. The delegates also introduced Zhuhai's latest infrastructural projects on airport and harbour facilities.

Delegation from HKCBA

Led by Mr Philip Allanson, National Chairman of the Hong Kong-Canada Business Association (HKCBA), an 11-member delegation called upon the Association on May 11. The meeting was chaired by CMA Executive Committee member Dr Lui Ming Wah. HKCBA delegates were also warmly received by CMA President Mr Herbert Liang; Executive Committee members Mr Samuel Hsu; General Committee member Mr Choy Tak Ho; and Sub-committee Chairman Mr Chao King Lin.

At the meeting, delegates expressed their desire to gain access to the China market, with particular interest in seeking joint partnership with Hong Kong businessmen for doing business with China. Dr Lui remarked that to penetrate into the China market, Canadian businessmen were advised to go through Hong Kong. Mr Liang pointed out that the Association could offer assistance in this regard.

Members who are interested in getting touch with the relevant sections of HKCBA please note the following details:

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CMA President Mr Herbert Liang (left) presents a souvenir to Mr Philip Allanson (right), National Chairman of the Hong Kong-Canada Business Association.

Delegation from Guangdong

A five-member delegation from Guangdong Provincial Foreign Economic Relations and Trade Commission, led by its Deputy Director Mr Wu Ming Guang, visited the Association on May 6. The meeting was chaired by CMA Vice-President Mr Yip Hing Chung. Also present were General Committee members Mr Lam Hok Po, Mr Paul Chu and Mr Ho Yuk Wing.

At the meeting, both parties exchanged views on the business opportunities between Guangdong and Hong Kong, and were optimistic about the future business co-operation between the two places.

Hong Kong Taxation Training Course

The Association organized a three-module evening training course on Hong Kong taxation on May 24, 25 and 26. Two senior tax managers, Mr Jimmy Chung and Mr Edward Shum, and the group tax manager, Mr Victor Woo, from Coopers and Lybrand were invited as speakers. The aim of the training course was to offer businessmen or managers an opportunity to understand taxation system and its principles in Hong Kong, especially in relation to profit tax, salary tax, and the PRC taxation system. Although it was the third run of the same program, the response was still very encouraging.

The course consisted of three modules. Module A, which was delivered by Mr Jimmy Chung, mainly concerned the taxation liability of businessmen. Topics covered included introduction of the principles of profit tax, financial management and tax planning, and off-shore claims (a case study).

Mr Victor Woo, speaker of Module B, focused on taxation planning for employees. Topics concerning salary tax and tax considerations in offering employee welfare, provident fund and retirement scheme were covered.



CMA Vice-President Mr Yip Hing Chung (5th from right) presents a souvenir to Mr Wu Ming Guang (4th from left), Deputy Director of the Guangdong Provincial Foreign Economic Relations and Trade Commission.

In the last module, Mr Edward Shum spoke on off-shore claims and China taxation. He gave participants a guideline on tax efficiency adoption in relation to investment in China. As China has become the major attraction for investments from Hong Kong businessmen, this module drew the largest number of participants.

Each module was concluded by a discussion session. Questions raised by participants were discussed enthusiastically among speakers and participants.

Delegation from Xian

A five-member delegation from Xian Municipal People's Government, led by its Mayor Mr Cui Lin Tao, visited the Association on May 28. The meeting was chaired by CMA President Mr Herbert Liang. Also present were Executive Committee members Mr Peter Hung, Mr Lee Sai Yick; General Committee members Mr Choy Tak Ho, Mr Jose Yu, Mr Edward Wong and Mr Ho Yuk Wing.

At the meeting, Mr Cui said that the pace of economic development in Xian was rapid last year. The assembling industry, especially in the field of electronics, has already been well established. Mr Cui said that the Municipal Government would devote its efforts to develop technology-intensive industries and welcome Hong Kong manufacturers to establish joint-ventures in Xian.



A delegation comprising of senior officials from the chambers of commerce and industry of seven Middle East countries visits the Association.

Delegation from Jiangsu

Led by Mr Cai Shu Li, Director of China Resources Trade Consultancy Co Ltd, a 21-member delegation from Jiangsu called upon the Association on May 24. The meeting was chaired by CMA Executive Committee member and Chairman of the Eastern and Central China Area Committee Mr Lin Fai Shat. Also present were General Committee members Mr Joseph Sin, Mr Paul Chu; and representatives from 12 member companies.

The delegates introduced the latest economic development of various cities in Jiangsu. Both parties also exchanged views on co-operation opportunities between the two places.

Delegation from the Middle East

Senior officials from the chambers of commerce and industry of seven Middle East countries, namely Riyadh, Bahrain, Qatar, Dubai, Oman, Dammam and Sharjah, visited the Association on May 6. The meeting was chaired by CMA President Mr Herbert Liang. Also present was Executive Committee member Mr Paul Yin.

At the meeting, the delegates introduced the recent economic developments in the Middle East. They also invited CMA members to invest there.

Garmentec '93 and Textile Machine Expo '93

Sponsored by the Association, the Eighth International Garment Machinery, Materials and Accessories Exhibition for Asia (Garmentec '93) and the Fourth International Textile Machinery, Ancillary Equipment, Materials and Technology Exhibition for Asia (Textile Machine Expo '93) were staged from May 19 to 22 at the Hong Kong Exhibition Centre. CMA Vice-President Mr Yip Hing Chung was invited to officiate the opening ceremony. The Association also manned a booth to introduce its services.

Plastics Asia '93 and Pack & Print Asia '93

The Tenth International Plastics Machinery, Materials, Production Technology and Ancillary Equipment Exhibition for Asia (Plastic Asia '93) and the Seventh International Packaging & Printing Machinery & Materials Exhibition for Asia (Pack & Print '93) was held from May 21 to 25 at the Hong Kong Convention and Exhibition Centre. As the sponsor of the fairs, CMA President Mr Herbert Liang was invited to officiate the opening ceremony. The Association also manned a booth at the fairs to introduce its services.

MEX '93 and EIE '93

Sponsored by the Association, the Fourteenth International Machinery & Materials Exhibition for Asia (MEX '93) and the Tenth International Electronics Industry, Testing Equipment & Instrument Exhibition for Asia (EIE '93) were held from June 9 to 12. CMA President Mr Herbert Liang was invited to attend the opening ceremony as the Guest of Honour. At the occasion, Mr Liang addressed the gathering and performed the ribbon-cutting.



CMA Vice-President Mr Yip Hing Chung (middle) inspects the exhibits of the Garmentec '93 and Textile Machine Expo '93.

In his speech, Mr Liang pointed out that the local industrial machinery and electronics industries have played an important role in the development of Hong Kong's external trade. "Industrial machinery manufacturing has a long history in Hong Kong since the 30s. In the early years, the industry only produced very simple machinery and equipment, and provided supporting services such as repairing and maintenance for the local market. As Hong Kong industry moves upscale in terms of tuchnology and automation to overcome problems such as escalating production costs and tight labour supply, there is a growing demand for more sophisticated machinery, precision tools, parts and accessories," he said.

According to statistical figures, in the first quarter this year, domestic exports of machinery and equipment registered HK$11 billion, a growth of 13.7% over that in 1992. Statistical figures of the same period also show that total domestic exports registered HK$48 billion, more or less the same as last year's. Re-exports amounted to HK$174 billion, a remarkable increase of 24% over that in 1992.



CMA President Mr Herbert Liang (middle) performs the ribbon-cutting at the opening ceremony of the MEX '93 and EIE '93.

For the electronics industry, statistical figures indicate that Hong Kong's total exports of electronic products increased by 15% in 1990 and 14% in 1991. Last year, exports of this category reached HK$211 billion, an encouraging growth of 13% over that in 1991. Despite the constant growth the electronics industry has experienced in recent years, Mr Liang expressed that there was still much room for further development, especially with computer and telecommunication items.

"Application specific integrated circuits (ASIC) and surface mounting technology (SMT) should constantly be improved to upgrade the end products. On the other hand, quality control and final testing procedures should also be regularly reviewed and reinforced to enhance accuracy and productivity," he said.

Mr Liang remarked that the Association has established the CMA Testing and Certification Laboratories in 1979 to offer technical back-up and consultancy services to manufacturers in upgrading product quality standard.

He also disclosed that the Association, in view of an increasing number of entries in computer software in the Governor's Award for Industry - Machinery and Equipment Design Competition which the CMA has organized annually since 1989, would separate out a new category under 'Computer software for industrial applications' to cater for this group of entry products.

Mr Liang commended the MEX '93 and EIE '93 for exhibiting a wide range of advanced manufacturing technologies applied on machine tools, materials and large production machinery.

"This is a good opportunity where both local and overseas industrialists could interchange their latest market information and share their experience in product development," he said.

New Technology Training Scheme

The Vocational Training Council (VTC) is inviting employers to participate in the New Technology Training Scheme.

The Committee on Training of Technologists of the VTC is responsible for the administration of the training scheme. The object of the scheme is to provide assistance to companies in Hong Kong that wish to have their staff trained in a new technology that would be useful to their business. The support will be given in the form of a training grant to the company provided that the company matches it with a comparable sum.

In the context of this scheme, new technologies include those which are not widely applied in Hong Kong and the absorption and application of which will significantly benefit the local industries.

Training grants to be offered under the scheme are of two types:

(a) Type A- Overseas training courses or working attachments
(b) Type B- Local training courses or working attachments

The overseas training grant not exceeding HK$37,500 per trainee, will be paid to the sponsoring employer to cover in part, the cost of passage to an overseas facility and assistance towards living and training expenses. The local training grant not exceeding HK$15,000 per trainee will only cover course fee.

Employers participating in the scheme will be required to provide training programme, application for training grant and employer's undertaking.

Apart from administering the scheme, the VTC offers assistance to employers in identifying suitable overseas training opportunities. Recently, the VTC and the Centre on Education and Training for Employment (CETE) of Ohio State University, U.S.A. have agreed to collaborate in the New Technology Training Scheme overseas training placements and programme development in the United States. Any employers who require assistance in identifying suitable placements in the United States to acquire new technologies may use this service.

If you are interested to participate in the above scheme, please telephone 836 1702 or fax to 838 0667 for more details or complete and return the coupon below:

To: The Committee on Training of Technologists
c/o The Technologist Training Unit
Vocational Training Council
16th Floor, VTC Tower
27 Wood Road
Wanchai
Hong Kong

We are interested to participate in the New Technology Training Scheme. Please send us more details.

Name of Company: _____

Nature of Business: _____

Name of Person to Contact: _____

Position: _____

Address: _____

_____

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New Schemes to Benefit Pneumoconiotics

According to the Pneumoconiosis (Compensation) Ordinance (PCO) enacted in 1981, pneumoconiotics are entitled to receive compensation either in a lump sum or by two instalments. However, due to the subsequent deterioration of their health, pneumoconiosis sufferers need further relief. In this regard, the government gazetted the Pneumoconiosis (Compensation) (Amendment) Bill 1993 on April 23. The Bill aims to better protect pneumoconiosis sufferers by providing an improved compensation package. It also includes a proposed Pneumoconiosis Compensation Scheme (PCS) for the patients diagnosed after 1981.

The new scheme carries several improvements, and the most significant one is to introduce monthly compensation payments payable until the pneumoconiotic's death. To finance the new compensation package, the rate of levy on the building and construction, and quarrying industries would be raised from 0.02% to 0.3% of the value of construction contracts exceeding HK$1 million and of quarry products in 1993. A further increase to 0.4% or 0.5% might be required in 1994 depending on the actual pattern of income and expenditure.

With regard to pneumoconiotics diagnosed before 1981, a new ex-gratia scheme would be implemented subject to the approval of funds by the finance committee of the Legislative Council. The ex-gratia scheme is distinct from the PCS under the PCO which is funded by a levy on the construction and quarrying industries. Under the PCS, a pneumoconiotic who suffers incapacity would be eligible to receive a monthly payment until his death. The amount of monthly payment would be inflation-adjusted annually and a pneumoconiotic might ask to be re-examined every two years.

Another significant feature of the scheme is that it allows a pneumoconiotic who has already received compensation to claim further compensation for any additional incapacity he may have suffered. A pneumoconiotic could apply to join the new scheme at any time and his entitlement to additional compensation would commence on the date on which the amendment bill comes into effect, provided that the application is made within the first six months. If a pneumoconiotic's degree of incapacity has doubled since his last medical assessment, the amount of monthly payment payable to him will be in the range of HK$1,372 to HK$2,744. In the proposed ex-gratia scheme, the amount of ex-gratia payment will be HK$2,200 a month payable on a quarterly basis.

If a pre-1981 pneumoconiotic dies as a result of the disease, a sum not exceeding HK$10,000 will be payable for his funeral expenses. Both the amount of ex-gratia payment and the funeral expenses will be inflation-adjusted annually.

Enquiries on pneumoconiosis compensation can be made to the Labour Department's Pneumoconiosis Compensation Unit at tel no. 852 4034.

Maximum Compensation for Work Injuries Raised

The Labour Department has proposed to raise the maximum level of compensation for injuries resulting from employment-related accidents to increase the compensation payment to injured employees. The proposal, which is included in the Employees' Compensation (Amendment) Bill 1993 gazetted on 1993 May 14 has been endorsed by the Governor in the Executive Council.

At present, the amount of compensation payable varies with the age and the monthly earnings of the employees concerned. It is subject to a statutory maximum, which is HK$620,000 and HK$540,000 for permanent total incapacity and death respectively. To improve the compensation payment to injured employees and retain the spirit of limiting employers' liability in a no-fault compensation system, the Labour Department has proposed to introduce a rate of monthly earnings, with a ceiling set at HK$15,000, for the purpose of compensation calculation. The ceiling of HK$15,000 is in line with that used for calculating severance payment and long service payment under the Employment Ordinance. Under this proposal, the maximum level of compensation will be HK$1.44 million for permanent total incapacity and HK$1.26 million for death.

To allow sufficient lead time for the insurance industry to negotiate re-insurance contracts with re-insurers due to the potentially higher pay-out compensation rates, it is proposed not to change the level of compensation until 1994 January 1.

The Bill also includes amendments to the claim procedures and the assessment of permanent incapacity. It is proposed that the Employees' Compensation Ordinance (ECO) be amended so that an employee will be able to leapfrog his employer to sue the insurer direct under certain circumstances.

The amendment will also enable an employee who intends to take proceedings against the insurer to obtain from his employer information relating to the insured employer, the policy number and the effective period of insurance. Proposals are also made in the amendment bill to improve part IV of the ECO by clarifying an insurer's liability under a policy of insurance issued.

Regarding the assessment of permanent incapacity, the first schedule of the ECO will be improved to bring it in line with the standard adopted in the neighbouring countries. These improvements includes adjusting the percentage of loss of earning capacity specified for some injuries, expanding the scope of the schedule to cover more injuries. A higher percentage of loss of earning capacity will be provided for injury to the preferred hand and the loss of two or more fingers.

In relation to the delegation of the authority, the amendment bill also proposes that the Commissioner for Labour, instead of the Governor in the Executive Council, will be allowed to amend the second schedule on occupational diseases and make regulations relating to the submission of forms and other operational matters which are technical in nature.

Unemployment Statistics

The latest labour force statistics released by the Census and Statistics Department indicated that the labour market had been rather stable in the recent months.

The seasonally adjusted unemployment rate for 1993 January to March was 2.3%, compared with 2.1% for the three months ending 1992 December and 2.4% for the same period a year earlier.

The number of unemployed persons in 1993 January to March was 66,600, compared with 58,700 in the three months ending 1992 December and 65,700 in the corresponding period a year earlier.

	1993 Jan-Mar	1992 Oct-Dec	1992 Jan-Mar
Unemployment rate	2.3%	2.1%	2.4%
Unemployed persons	66,600	58,700	65,700

Occupational Health and Safety Publications

Statistics indicated that a huge number of man-days are lost through industrial accidents. Accidents also waste billions of dollars in terms of compensation and production losses when normal work processes are interrupted. Management as well as the workpeople in industrial sectors in fact play a vital part in promoting occupational health and safety.

To put the occupational health and safety message across in the industrial sector, the Labour Department has been publishing on a continuous basis various types of free safety guidebooks for relevant organizations and industrial undertakings. Below are some publications recently prepared by the department:

A Guide to the Factories and Industrial Undertakings (Cargo and Container Handling) Regulations — This guidebook provides for the requirements on safety of workers employed in industrial undertakings of loading, unloading, or handling of cargo and goods at docks, quays or wharves as well as those employed in industrial undertakings of loading, unloading, handling, stacking, unstacking, storing, keeping or maintaining of freight containers. This guide summarizes the provisions of these regulations, and explains the law in simple language.

Hints in First Aid (For: Notifiable Workplaces, Quarries, Cargo and Container Handling Undertakings, and Construction Sites) — Notes on the immediate first aid treatment of injuries like minor wounds and scratches, fractures, shocks, eye injuries, burns, electric shock and poisoning by gases or fumes are included.

A Reference Note on Occupational Exposure Limits for Chemical Substances in the Work Environment — The aim of this publication is to provide a reference in the form of Occupational Exposure Limits to determine the adequacy of the control measures taken for some chemical substances which are commonly found in industry.

A Reference Note on the Control of Asbestos at Work — The aim of this reference note is to protect the health of the people at work by controlling their exposure to asbestos. It also contains the fundamental requirements needed to prevent asbestos related diseases.

For enquiries, please contact the divisional offices of the Factory Inspectorate Division, or the Industrial Safety Training Centre of the Labour Department at tel no. 852 3559.

Review of Selection Criteria by The Hong Kong Industrial Estates Corporation

The Hong Kong Industrial Estates Corporation is a statutory body set up in 1977 to develop and manage industrial estates in Hong Kong. The Corporation now has two industrial estates at Tai Po and Yuen Long. A third one is being constructed at Tseung Kwan O.

Recently, the Corporation has decided to review the application selection criteria to ensure that the land within the estates can be efficiently used.

Details of the existing selection criteria

The Corporation offers developed land at cost in its estates for industrial and manufacturing processes which can help to broaden the base of industry and upgrade technological levels, thereby benefitting the overall economy of Hong Kong. The criteria used by the Corporation to assess applications for sites are designed to achieve this purpose.

Applicants should satisfy the following criteria:

1. The project must be of a nature which effectively prohibits it from being carried out in an ordinary multi-storey industrial building available on the open market in Hong Kong.
2. The project must not be classified as an offensive trade under Government regulations.
3. The primary activity must not be storage or warehousing.

Projects most welcome are those which involve:

1. new or improved products;
2. new or improved technology;
3. high value added products utilizing local material and manpower;
4. products for which there is strong demand from local industry;
5. substantial contribution to Hong Kong's exports;
6. significant investment particularly in new machinery and equipment; and
7. employment at a higher level of skill.

Apart from manufacturing processes, other types of industrial activities including specialized and sophisticated supporting services for manufacturing industry such as research and development, technical centres, prototype design etc, are also encouraged by the Corporation provided that they cannot be carried out in an ordinary multi-storey industrial building. All applicants are requested to furnish additional information to assist in the assessment of their applications.

CMA's views

The Association welcomes the role of the Corporation in broadening the industrial base of Hong Kong. However, the Association suggests that the selection criteria should be relaxed. Priority should be given to small- to medium-sized factories, which constitute the main component of Hong Kong's industrial base. The Association also suggests that the Corporation should look after the needs of these small- to medium-sized industries, the most important of which is an adequate supply of industrial land at low costs.

To keep pace with the changing industrial development in Hong Kong, the Association has also made the following comments for consideration by the Corporation.

First of all, the Association opined that in the process of selection, special attention should be placed on the composition of industries within the estates. Industries of similar nature should be grouped together so as to maximize the use of infrastructural facilities in common and to minimize the construction and operation costs involved.

Secondly, it is suggested that priority should be given to land-extensive industries. Their survival heavily relies on the supply of low-priced industrial land.

Finally, the industrial estates should try to cater for polluting or water-intensive industries which require massive land and relevant supporting facilities. Their capability to survive and develop should be ensured while the quality of our environment should be maintained at the same time.

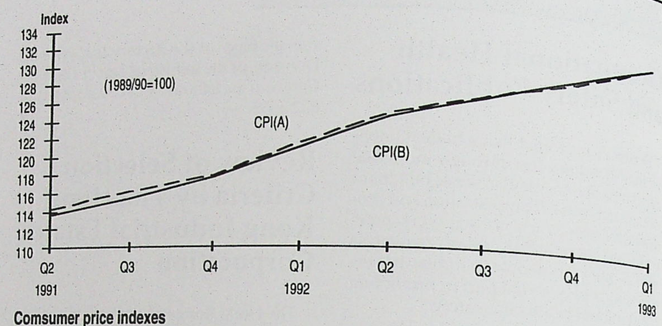
CPIs in the 1st Quarter

The averages of both the CPI(A) and CPI(B) for the first quarter of 1993 were 132.0, showing an increase of 2.6% in CPI(A) and 2.3% in CPI(B) over the fourth quarter of 1992 respectively.

Comparing the Consumer Price Indexes (CPIs) in the first quarter of 1993 to the previous quarter, moderate increases in CPIs over the fourth quarter of 1992 were recorded in foodstuffs category, with 4.2% in CPI(A) and 4.1% in CPI(B). This was mainly due to the higher prices of fresh vegetables, fresh fruit, live poultry, pork, fresh-water fish, shrimps and crabs around the Lunar New Year and higher charges for meals at restaurants. Besides, housing category increased by 2.7% in CPI(A) and 2.8% in CPI(B). This was resulted from the higher rent for some private housing units and Housing Authority estates. Moreover, other items showing increases included fuel and light, alcoholic drinks and tobacco, transport and vehicles, miscellaneous goods, and services.

On the other hand, clothing and footwear category showed decreases of 2.8% in CPI(A) and 3.5% in CPI(B). This was due to lower prices of outerclothing as some department stores were on sale. Durable goods showed a slight decrease of 0.06% in CPI(B). This was the result of lower prices of electrical appliances, furniture, travel and sporting goods.

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



Comsumer price indexes

Industrial Production for 1992 4th Quarter

According to the latest issue of the *Report on the Quarterly Index of Industrial Production* released by the Census and Statistics Department, the index of industrial production for the fourth quarter of 1992 was 136, increased slightly by 1.5% over the same quarter of 1991. Comparing with the preceding quarter, the index virtually remained unchanged.

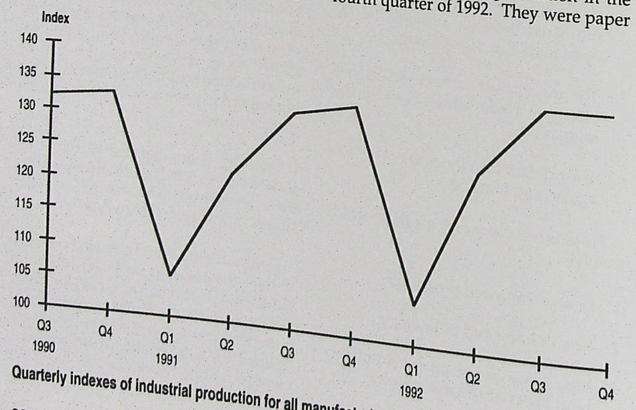
Compared with the preceding quarter, some of the industry groups showed slight increases. An increase of 9.6% in production was recorded in the broad industry group of electrical and electronic products, machinery, professional equipment and optical goods. Food, beverages and tobacco industry group showed an increase of 7.5% and the wearing apparel industry group, except footwear, showed a slight increase of 1.7%.

Compared with the same quarter of 1991, four of the eight broad industry groups recorded increases in production in the fourth quarter of 1992. They were paper products and printing (+17.1%), food, beverages and tobacco (+11.6%), electrical and electronic products, machinery, professional equipment and optical goods (+6.2%) and wearing apparel, except footwear (+4.2%). However, decreases were found in the chemicals, rubber, plastic and non-metallic mineral products (-12.8%), miscellaneous manufacturing industries (-10.0%), basic metals and fabricated metal products (-7.0%) and textiles (including knitting) (-2.8%).

For the comparison between the overall averages of 1991 & 1992, the paper products and printing industry continued to prosper with a double-digit growth of 16.9% in production. Moreover, the textile industry and the industry group of food, beverages and tobacco experienced a modest growth of 4.2% and 5.4% respectively in 1992. Overall production of the industry group of electrical and electronic products, machinery, professional equipment and optical goods increased slightly by 2%. But the performance of individual industries within this group varied greatly, with the production of machinery equipment, apparatus, parts and components rising markedly by 15.2%, while consumer electrical and electronic products dropped by 3.8%.

Production of the wearing apparel industry seemed to have arrested from the drop in 1991 and rebounded slightly by 0.9% in 1992. On the other hand, production of the industry group of chemicals, rubber, plastic and non-metallic mineral products continued to decline, by 4.7% over the preceding year. The decrease was mainly attributable to a fall in the production of plastic products. A similar decrease of 4.5% was also recorded in the basic metals and fabricated metal products industry.

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



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

Colombia

Colombia, with a total area of 1.14 million sq km, is one of the largest countries in South America. Its total population was estimated to be 33.4 million in 1992. Although the official language is Spanish, English is commonly used in business.

Economy

The performance of the Colombian economy, in the context of Latin America as a whole, has been exceptional with continuous positive economic growth every year for the last 20 years. About 22% of the gross national product (GNP) is generated by the manufacturing industry, which has almost overtaken agricultural industry. Textiles and clothing industry is notable for the high technical levels achieved in design and quality, and Colombia's textiles and apparel have gained a position in the international market. The production of export-oriented goods and intermediate products, such as leather, printing and publishing, food and beverages, has expanded impressively.

Inflation in Colombia is also mild in comparison with most of the Latin American countries, even though it is higher than those fast developing countries in Asia. From 1970 to 1991, the average inflation in Colombia was 22.6% and it is probable that the inflation rate could be maintained under 25%.

Regarding the trade sector, since the mid 80s, the country has experienced continuous commercial surplus, with exports growing faster than imports. In 1991, the commercial surplus reached US$3 billion (HK $23.3 billion), close to 6% of the gross domestic product (GDP). In the meantime, the result of the balance of non-visible goods remained stable, thereby maintaining the balance of the current account in a favourable condition. In the capital account, massive entry of private capital is recorded, mainly in the flow of foreign investments, which is estimated at over US$500 million (HK$3.9 billion) for 1992. The growing strength of the foreign sector is also manifest in a reduction of the foreign debt. In 1985, it was equivalent to 44% of the GDP, but this percentage has been decreasing steadily in the past years, reaching 33.2% in 1991.

In general, there are no trade restriction in Colombia, such as import quotas or advance licenses. The average tariff rate is 11.8% and there are no surcharges. The average tariff for raw materials and capital goods is 9%.

The Colombian Government has agreements with overseas markets. More than 80% of Colombian exports to the European Economic Community (EEC) countries are free of tariff duties and without restrictive quotas. Products covered by this measure include textiles, agricultural products, iron and steel products, and other manufactured and industrial products. The US Government has also offered an attractive program of tariff preferences, the Andean Trade Preference Act (ATPA), allowing most Colombian goods to enter the US market with no duty. Colombia has also benefitted from duty free entry under the General Scheme of Preference (GSP). There are also no import quotas to the US, except in the case of sugar and certain textile products.



The six free zones in Colombia are located at Barranguilla, Buenaventura, Cartagena, Cucuta, Palmaseca and Santa Marta.



An industrial free zone in Colombia.

Infrastructure

Efforts are being made to modernize the country's infrastructure to facilitate an export-led economy and attract private investment. There is domestic and international air transport, serviced by Colombian and foreign airlines, connecting worldwide industrial and trade centres with Colombia's major cities. For sea transport, there are 41 foreign and five Colombian shipping lines regularly calling at Caribbean and Pacific ports with container facilities.

Colombia's telecommunication infrastructure is better than most countries in Latin America, with three million telephone lines installed, representing a density of 18 lines per 100 inhabitants. Besides, there are digital links to other countries via satellite, fibre optics and undersea cable. The cable can be used for videophone connection, electronic mail and other commercial services.

Foreign investments

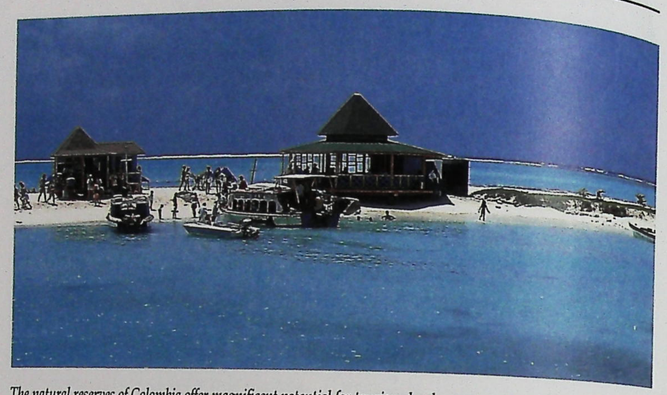
Colombia has unreservedly opened its

economy to foreign investments. Its new foreign investment policies are built upon the basic principles of universality, automaticity and national treatment. Foreign investors have the rights to remit all their net profits, as well as to reinvest, distribute, capitalize or withdraw their investments without any restrictions.

Maximum income tax for foreigners living in Colombia is 30%. Tax is charged only on income exceeding US$31,000 (HK$241,180) The income tax on dividends is 30% for foreign investors.

Based on successful experience in other countries, the Colombian Government and the private sector set up a corporation to promote and encourage the growth and consolidation of foreign investment in Colombia. The corporation, COINVERTIR, is an autonomous and non-profit making organization. The COINVERTIR engages in the following activities:

1. Identification of investment opportunities, potential investors and companies interested in foreign investments;
2. Publications on information of investment opportunities, regulations, procedures and other aspects of foreign investments;
3. Co-ordination and support for foreign investments;
4. Liaison between the Colombian Government, Congress and investors;
5. Identification of bottlenecks, procedures and requirements limiting investment, suggesting any changes which might be advisable; and
6. Support and encouragement for research designed to improve and promote foreign investments.



The natural reserves of Colombia offer magnificent potential for tourism development.

Free zones

There are six industrial free zones in Colombia. According to the development plan of the government, the free zones will become poles of development, based on industry, trade, tourism and technologies. Their purpose is to promote exports. The domestic market is only served secondarily. Within the zones, there are special customs, exchange, trade and tax privileges.

Currently, the rental of a square meter in a free zone costs approximately US$1.00-1.05 (HK$7.78-8.17) per month. In addition, through the Colombian free zones, investors can gain access, duty free, to the markets incorporated by the Andean Pact, the G-3 countries (Venezuela, Mexico and Colombia), the EEC and the US.

Foreign investors engaged in either the operation of a free zone or in activities within the zone are allowed a 100% income repatriation and ownership.

The following special incentives are available in the free zones:

1. Duties and taxes for importation are exempted;
2. Acquiring Certificate of Origin to sales in countries that have free trade agreements with Colombia or have given special commercial treatment to Colombian exports;
3. Sales to foreign markets are exempted from income tax; and
4. Free repatriation of capitals and profits;

Companies interested in operating within the free zones are requested to apply to the Ministry of International Trade in Colombia.

Members who wish to acquire more information please contact the Consulate General of Colombia in Hong Kong at 6/F, CMA Building, 64 Connaught Road, Central, or at tel no. 545 8547.

(Source: National Planning Department of Colombia)

Product Standards

New ISO Standard in Textiles

The Technical Committee ISO/TC 38, Textiles, of the International Organization for Standardization (ISO) has recently enacted a new standard. The contents are as follows:

ISO 10319: 1993 (E)

Geotextiles - Wide-width tensile test

Scope

This International Standard describes an index test method for determining the tensile properties of geotextiles and related products, using a wide-width strip. The method is applicable to geogrids, but specimen dimensions may need to be altered.

The tensile test method covers the measurement of load elongation characteristic and includes procedures for the calculation of secant stiffness, maximum load per unit width and strain at maximum load. Singular points on the load-extension curve are also indicated. Procedure for measuring the tensile properties of both conditioned and wet specimens are included.

For enquiries, please contact Ms Lucilla Lau of the Product Standards Information Bureau (PSIB) of Industry Department at tel no. 829 4806.

會員名錄 DIRECTORY OF MEMBERS 1993/94



已經出版
JUST PUBLISHED

香港中華廠商聯合會會員名錄詳列本會三千六百多家會員資料，包括廠商名稱、地址、產品、聯絡人、電話、電訊及傳眞號碼等。

每本名錄本地售價港幣三百元正，海外售價美金四十五元正（郵費另計）。會員可免費索取一本。

倘有查詢，請致電本會會員聯絡部，電話：542 8654。

The Members' Directory of the Chinese Manufacturers' Association of Hong Kong lists full details of over 3,600 members, including name of company, address, products, contact person, telephone number, fax number etc.

It costs only HK$300 per copy for local order and US$45 for overseas order (postage to be charged separately). Members are entitled to have a free copy.

For further details, please contact our Membership Division at tel no: 542 8654.

Effective Importing into EC

The single European market of 320 million people was unified on 1993 January 1 and accounts for almost 40% of the world trade. From 1993 July 1, the European Economic Area (EEA), comprising the European Community (EC) and the European Free Trade Association (EFTA), will become a reality and will enlarge the market to 400 million people.

To maintain market penetration into the single European market, Hong Kong exporters must be able to export efficiently. Efficient exporting means that importer's costs are reduced to the minimum, which in turn means the exporter will retain his customers. An inefficient exporter will quickly lose his customers if his products become uncompetitive.

Customs Planning ensures exports to the EC remain competitive because it optimizes the costs associated with importing into the EC to the benefit of the importer, and ultimately the exporter.

Customs Planning can be achieved in many ways. The first one is to ensure the tariff classification of goods is correct. There are many instances in which duty is being overpaid due to incorrect classification, usually by customs clearance agents because they are unfamiliar with the goods or are misled by an incorrectly worded invoice. Secondly, but perhaps more importantly, is to look at the value of goods.

The value of EC imports is based on the General Agreement of Trade and Tariffs (GATT) valuation code, which is contained in EC Regulation 1224/80. This has been amended and supplemented many times. It allows for many deductions from the invoice value, the usual method of value. For example textile quota costs, where they can be substantiated, may be omitted from the value for duty. Buying commission, if proved legitimate, may also be a non-dutiable element.

But perhaps the most useful tool in the Customs Planning in this area concerns the use of the 'earlier sales principle'. This entails the use of any invoice in any sales prior to importation into the EC as the basis of value for duty purposes.

This avenue is available because the EC interprets Article 1 of the GATT valuation agreement quite differently from all other trading nations. The EC accepts that an import into the EC must have been an export from somewhere, therefore, any invoice in the sale of that import - provided it is fully costed, including profit, and on an arm's length basis - may be accepted as the basis for value for customs duty purposes.



The 'earlier sales principle' thus allows the agent, or middleman, who has purchased goods from a supplier or manufacturer to use the invoice from that supplier or manufacturer as the value for duty purposes, rather than his own invoice. This takes out of the duty frame the profit made in the latter transaction. Clearly, a useful tool could reduce the importer's costs but it must be set up by experts in this field.

Some suppliers may be reluctant to divulge the price they have paid for goods. However, if the service they provide is good and the products themselves are of value, there should not be any problem. EC importers know the comparative costs of goods and will usually accept a reasonable mark-up of as much as 5% to 10%.

International trade is no longer the domain of the select few. It is commonplace and essential. Those involved know profits and costs. Co-operation between buyer and seller is essential. Utilization of every legal opportunity must be a priority. As Customs Planning adds directly to the bottom line, it must therefore be used to reduce costs and maximize profits.

All active EC buyers are hounding Hong Kong manufacturers to reduce costs. Sometimes they go elsewhere for suppliers. If Hong Kong exporters wish to retain their customers, perhaps it is time to consider looking at the costs of importing into the customer's country. Ultimately, this may be the only way to solve the problem.

(Source: Deloitte Touche Tohmatsu International)

Textiles Trader Registration Scheme (TTRS)

The Trade Department implements a Textiles Trader Registration Scheme (TTRS) with effect from 1993 July 1 to supplement the textile licensing arrangements and to replace the previous Transhipment Cargo Exemption Scheme (TCES) in respect of textiles.

Under TTRS, registered textile traders will be exempted from textiles licensing requirements in respect of all imports, re-exports and domestic exports to non-restrained markets. They are no longer required to go to the Trade Department in person to obtain the relevant licences before the importation or exportation of those textiles covered by the Scheme.

Instead, they will only have to submit to the carrier at the time of shipment a notification containing information on the consignment in question. The notification will then be returned to the Trade Department by the carrier, together with the manifest.

To be noted, the TTRS is not a replacement of the textiles licensing system and is also not compulsory. It is just a more convenient alternative to the existing system. Traders who prefer to apply for the relevant licenses from the Trade Department before shipment can still do so. The licensing arrangements in respect of domestic export of textile products, whether under quota or not, to restrained markets will also remain unchanged. In other words, the existing Textiles Control Registration and related licensing procedures will remain unchanged.

In order to allow interested traders to take advantage of the TTRS effective from July 1, the Trade Department has started to accept applications of registration from May 1. Upon approval, the registration will be valid for 12 months and subject to annual renewal. The current renewal registration fee is HK$2,000.

For enquiries, please contact the Trade Department Enquiry Counter on G/F, Trade Department Tower, 700 Nathan Road, Kowloon.

Updates on the North American Free Trade Agreement

The NAFTA Rules of Origin

Under the North American Free Trade Agreement (NAFTA), Canada, the US and Mexico are treated as one free trade zone. All goods 'originating' within these three nations are granted favourable duty treatments. Any goods which are considered as 'non-originating' from these three countries could not get preferential duties. Whether a product is originating or non-originating and therefore receives preferential treatment or not is determined by the Rules of Origin.

Yet very often, it is hard to determine whether the product should be defined as originating or non-originating when the product is manufactured in North America containing components imported from outside the free trade zone. Therefore, the main concern of NAFTA's Rule of Origin is whether there is sufficient local content in the end products to be considered 'local'.

To deal with the problem, except for automotive goods, footwear and word processing equipments, NAFTA allows a producer to choose between 'transaction value method' and 'net cost method' (figure 1), subject to some limitations, in measuring the value content.

The net cost method must be used under the following conditions:

1. The transaction value is considered as unacceptable;
2. There are certain related party transactions; and
3. The goods are motor vehicles or have parts included on tracing lists; in other words, the goods concerned is intermediate materials designated by a producer.

NAFTA's Rules of Origin have special provisions for automobiles. Motor vehicle assembles and parts producers may only use the net cost method. The roll up concept has been completely eliminated with passenger cars, light trucks and small buses; it is partially eliminated with special vehicles and larger trucks and buses. However, unlike other manufacturers of other products, who must meet value content rules with each shipment, manufacturers of auto products, including cars, may average their calculations over their entire fiscal year.

Car and truck companies are subject to some other special rules as well. The content requirement for passenger cars, small buses and light trucks, along with their engines and transmissions, will increase from 50% to 56% after four years and to 62.5% after eight years. Content requirements for other vehicles and their engines and transmissions, as well as most parts for all vehicles, jumps to 55% in four years and 60% after eight years.

Formula of transaction value method:

$$\frac{\text{Selling Price (Adjusted)} - \text{Value of Non-Originating Materials}}{\text{Selling Price (Adjusted)}} = \text{Must at least be 60\% for NAFTA benefits}$$

Formula of net cost method:

$$\frac{\text{Net Cost} - \text{Value of Non-Originating Materials}}{\text{Net Cost}} = \text{Must at least be 50\% for NAFTA benefits}$$

Figure 1: Formulas of transaction value method and net cost method

Though NAFTA cleans up ambiguities in Free Trade Agreement's value content requirement and introduces some streamlining with transaction value, meeting NAFTA's value content rule will still be a major problem for producers unfortunate to be subject to it, particularly for producers of automotive goods.

Asia casts a wary eye

Most Asian nations have worries about NAFTA's impact. It is understandable as Japan, Korea, Taiwan and Hong Kong have invested heavily in North America, and a significant portion of incoming capital originates in the region.

Asian nations worry that comparable Mexican wage rates to those in much of Asia, and proximity to the massive North American market, may cause the US, and to a lesser extent, Canada, to divert investment from Asia to Mexico. There is the concern that the US may become obsessed with the potential of Mexico in much the same way that Hong Kong is attracted to the almost-endless opportunities in the neighbouring Shenzhen and Guangdong in Southern China.

Further, a Mexican alternative to Chinese exports may provide the US a sufficiently secure fall-back position to permit the Clinton Administration to adopt a more aggressive approach in future trade discussions with the Chinese Government, such as the insistence in linking human rights infringements with renewal of China's most-favoured-nation (MFN) status in 1994.

On the other hand, Japanese, Taiwanese, Korean and Hong Kong businesses have questions about the quality and cost of Mexican labour compared with Asian alternatives. The Japan Chamber of Commerce and Industry has already stated that Japan will keep its attention focused on Southeast Asia as it is satisfied with performance of its southern neighbours. As a result, to a certain extent, Southern Asia is still buoyed by the hope that investment may not make a massive shift to Mexico.

Regardless of the accuracy of Asian fears, NAFTA will change the way in which the region looks at the North American market and will likely complicate investment and export decisions. To respond, low-cost producers in Asia are now considering what they must do to successfully enhance their competitiveness.

(Source: Goodman Freeman Phillips & Vineberg, Canada's International law firm)

Certificate of Origin Requirement for Export to Mexico

The Mexican Government announced on 1993 April 14 the institution of anti-dumping proceeding against a range of products manufactured in China. The list is as in figure 1.

The Mexican Government has announced in its Official Gazette on 1993 April 15 that traders who import Chinese goods of a type included in the list from any other country, area or may be required to produce a Certificate of Origin. The Mexican customs authority will accept the certificates issued by governments, manufacturers, exporters, chambers of commerce or industrial associations authorized by the governments of the export countries in accordance with that established by their law.

Product	Mexican HS code	Duty Rate
Toys	9501 to 9508	351%
Footware	6401 to 6406	1,105%
Textiles	52/53	331%
Textiles	54/55	501%
Textiles	5803/3005/5911	54%
Garments	6101 to 6117/6201 to 6217	533%
Garments	6301 to 6310	379%
Organic chemicals	2901 to 2942	673%
Bicycle tyres	4011/4013	594%
Bicycles	8712	144%
Electrical appliances	8501 to 8548	129%
Tools	8201/8203/8204/8205/8206	312%
Iron fittings	7307.1902/7307.1903 7307.1999/7307.9999	33% 16%
Fluorite	2592.22.01	

Figure 1: Chinese products subject to anti-dumping proceedings of the Mexican Government

For enquiries, please contact Mr K K Ng or Mr W H Leung of the Trade Department at tel no. 398 5544 or 398 5545.

Market Report

Toy Makers Target Adult Buyers

It must be frustrating for some of today's children to see their parents buying toys for themselves as more and more adults use toys to relieve stress and keep themselves young.

It was once said that one of the main differences between men and boys is the cost and number of their respective toys. This is becoming particularly true in view of the rising number of men and women who are buying toy cars, Barbie dolls, stuffed animals and electronic video games for themselves.

A recent magazine survey showed that 45% of 20,000 adults questioned across the US said they had bought a toy or a game for themselves or for an adult friend. The survey also found that young, affluent, educated adults who have children, are more likely to play with toys. Toy makers are now adjusting their advertisements accordingly.

In a psychologist's opinion, this age group is trying to deny they are getting older and to them, toys seem to project their image of youthful vigor.

90% of toy buyers are adults but there are no statistics on the percentage they buy for their own personal use. Toy makers say that the evidence seems to suggest that fewer are actually ending up in children's playrooms. Consumer surveys are said to confirm this finding.

But there are many adults who also buy dolls, such as Barbie, or miniature cars, like Hot Wheels, purely as collector items and hardly ever take them out of the box.

In recent years, cuddly plush animals have become more popular, especially among young single women, according to toy industry experts. Stuffed toys are popular gifts, especially from men to women for Christmas, birthdays and Valentine's Day.

(Source: Hong Kong Trade Development Council)

Australia's Footwear Market

The Australian market for footwear is becoming more and more attractive to Hong Kong exporters. This is due to the abolition of the footwear quota that took effect in 1993 March, along with reduction of import tariffs to 37% of the FOB price on Hong Kong-made products and 32% on China-made products, and with further reductions annually of 3% until the year 2000.

The Australian footwear market's annual demand is approximately 26 million pairs of leather footwear and 42 million pairs of non-leather footwear. Major overseas suppliers are Italy and Brazil for ladies' leather shoes; China, Korea, and Taiwan for men's shoes; China and Taiwan for children's shoes; and China, Korea, and Thailand for sports shoes.

Australia's total imports of footwear is about A$365 million (HK$1,888 million, @5.174). For men's footwear, the best segments are the low-end or products under US$10 (HK$77.8) FOB. China-made products are very competitive in this segment.

For ladies' footwear, the strong appeal of Italian shoes limits the potential in fashionable footwear, so the best prospects are in the casual category and certain niche markets.

There are good prospects in children's footwear, especially babies' or infants' shoes with leather uppers that are priced at under US$5.2 (HK$40.46) FOB per pair.

In sports footwear, better prospects for imports lie in the low and mid-range of the "jogger" segment. Some of the retail chains also develop their own brand sports shoes and may be disposed towards production arrangements.

Buying orders for summer are placed in October to January, for delivery to the Australian port between May and July. Winter orders are placed in May to July, for delivery to the Australian port in December to January.

Sales of sports shoes increase by around 15% in summer, that is, in October to February. Ladies' and men's formal shoes are sold year-round but sales volume increases slightly in winter.

For starters, Australian importers of footwear usually put in trial orders of about 4,000 to 5,000 pairs. But normal orders are likely to be about 10,000 pairs for each style, in two or three colours.

By Australian standards, the volume of orders for beach sandals is quite substantial. A large retail chain may import up to 120,000 pairs in one colour and style of a popular line. On the other hand, smaller importers may order only 2,000 to 3,000 pairs per style with varying colours for the more expensive styles.

(Source: Hong Kong Trade Development Council)

General Market Prospects & Opportunities in Garments of Turkey

General market prospects

Trade liberalization, together with upgraded living standards for its 57 million inhabitants, has improved Turkey's market potential. The progressive opening of the Turkish market since 1980 has also led to stronger commercial ties with foreign countries as well as improved market access. Nearly all goods can now be freely imported. Tariff reduction has resulted in low duty rates by developing countries' standards. Most imported consumer goods, for example, are subject to 10% to 15% tariffs.

Hong Kong's total exports to Turkey amounted to US$173 million (HK$1,346 million) in 1991, representing a 7% decline over the previous year. In 1992, total exports, however, rose 28% to US$223 million (HK$1,735 million). Major export items were watches & clocks, textile yarns and fabrics, and telecommunications equipments. Market opportunities are also good for electronic and electrical appliances, toys, watches and clocks, fashion jewelry and housewares. Exports of machinery, raw materials and semi-finished goods, such as yarns, fabrics and fashion accessories, and electronic parts and components should grow as Turkey renovates and further develops its manufacturing industries.

Investment opportunities

Given the deregulation and sustained political stability since the 1980s, Turkey has become a popular host country for offshore production. Located strategically at the crossroad between Asia and Europe, Turkey is also a natural springboard to Western Europe and Central Asia. As an associate member of the European Community (EC), Turkey can export most manufactured products duty-free to the EC. Drawn by the abundance of low-cost land and labour, over 2,000 foreign companies now operate in the country.

The Turkish Government has introduced a number of investment incentives, including tax deduction, favourable interest rates for investment financing, and exemption from customs duty for imported capital goods. More preferential treatments are granted to investments in free trade zones and priority development regions (which are some less developed areas).

Opportunities in garments

In selling garments to Turkey, Hong Kong suppliers may find a niche in well-designed apparel targetted at the relatively small population of high-income Turks. Exports of lower-end garments, however, may have to face keener competition as Turkey has developed a production capability in garments, producing cheap clothing for the local mass market. Furthermore, China-made low-end garments may compare favourably with Turkish clothing in ex-factory prices, while the extra costs of transport and distribution mark-ups might not give Chinese products a significant edge.

Hong Kong's and Turkey's textiles industries have both carved out distinct niches in the international marketplace. As a garment producer, Turkey enjoys several advantages. In the EC market, Turkish goods are not subject to import tariffs. In terms of market access, few garment categories are governed by quota constraints. The country was the third largest external garment supplier to the EC in 1991, and accounted for 5% of the EC's clothing imports. (This compares with the 7% share held by each of China and Hong Kong which ranked as the first and second largest suppliers during the same year).

Turkey has also benefitted from significant increases in export quotas for the EC and US markets in recent years, both by around 6% in 1992. In terms of product categories, Turkish exports' strength lies in cotton woven and knitted garments. An additional advantage enjoyed by Turkey is its ability to cope with short product cycles (due to the large number of small sub-contractors) and to offer a broad range of clothing for all seasons. Its proximity to Europe also ensures quick response to changes in fashion and quick delivery.

On the other hand, Hong Kong is strong in mass-produced merchandise with diversified products catering for different markets. Given their unique strengths and experience, Hong Kong and Turkey can complement each other in raising production and market penetration. In this respect, the recent increase in Turkey's export quotas to the US and EC deserves attention as they provide fresh export opportunities for Hong Kong companies willing to use Turkey as a stepping stone to export to the two markets.

The US market, which has been neglected by Turkish producers, presents the most obvious opportunity. Being unfamiliar with the market, Turkish exporters have commonly utilized only a quarter of the US quotas. With its experience and connections with US importers, Hong Kong investors can easily fill the vacuum in this area by taking advantage of Turkey's under-utilized quotas.

Despite the fact that Turkey's quotas for exports to the EC are almost fully utilized in quantity terms, opportunities in the market have not yet been fully explored. In particular, the added value in the export items can be increased to make full use of the quotas. Hong Kong companies, for example, can take on the design work given the dearth of well-known professional designers in Turkey.

To supply low-cost textile materials and fashion accessories to Turkey is another opportunity for Hong Kong exporters. As Turkish clothing manufacturers are trying to compete in the European market amid rising domestic production costs, they are keenly interested in sourcing good quality, price competitive yarns and woven fabrics from the Far East, especially fine quality yarns for woven shirts, cotton gray cloth and denim, as well as accessories like well-designed buttons, zippers and sewing threads.

(Source: Hong Kong Trade Development Council)

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

1. Hong Kong/Europe Freight Conference (Last revision 1992 April 1)

Commodity	US$ per TEU (20' Container)
Artificial flowers	$2,120
Electrical equipments	$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 1993 May 1)

Commodity	US$ per FEU (40' Container) West Coast	East Coast
Artificial flowers	$2,640	$3,355
Footwear	$2,600	$4,960
Handbags	$2,940	$4,045
Radios	$3,330	$4,745
Textiles and garments	$4,175	$5,125
Toys	$2,435	$3,865

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	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	$ 800	$1,200

Terminal handling charges (THCs)

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

Port congestion surcharges

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	—	- 0.273%
to New Zealand	US$5/RT	18.76%
Far East/South Asia - Middle East Conference		
to India	21.50%	59.00%
to Pakistan	21.40%	59.00%
to Middle East	21.00%	59.00%
Far East/East Africa Freight Conference	14.27%	0.00%
East Asia/West Africa Freight Conference	29.25%	US$150/TEU
Japan and Hong Kong/South Africa Shipping Conference	16.20%	0.00%
Bay of Bengal/Japan/Bay of Bengal Conference		
to Myanmar	18.20%	10.00%
to Bangladesh	17.20%	10.00%
to India	16.00%	10.00%

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

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

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Tsuen Wan, N.T.
電　話 / Tel　: 493 8434
圖文傳真 / Fax　: 412 1329

Exhibition News

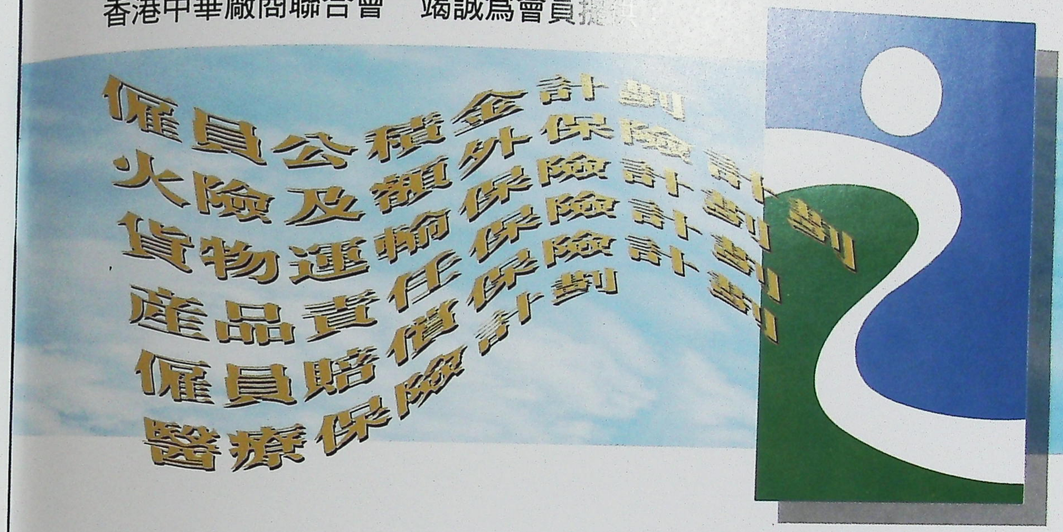
Date	Event	Venue	Exhibits	Organizer
1993 July 29- Aug 1	1993 Int'l Exhibition & Conference on Fire Protection Safety & Security	Kuala Lumpur, Malaysia	Fire protection, safety equipments and security	Global Expositions (M) Sdn Bhd Tel: 03-293 0905 Fax: 03-293 0250
Aug 11-15	Food Expo '93	HK Convention & Exhibition Centre	Food & beverage, restaurant & catering outlets, kitchen utensils & food preparation apparatus	Hong Kong Trade Development Council Tel: 584 4333 Fax: 824 0249
Aug 19-20	Apparel From France	Kowloon Shangri-la Hotel	High fashion, ready-to-wear, leather goods, furs, fashion accessories for ladies, men and children	French Textile Office Tel: 312 0331 Fax: 739 8073
Aug 19-22	The 2nd Int'l Hi-Tech Show '93	HK Convention & Exhibition Centre	Consumer electronics, computer hardware & software, electrical appliances, security systems, office automation, hi-end audio & visual equipments	Hong Kong Exhibition Production Ltd Tel: 833 0186 Fax: 833 5445
Aug 19-22	2nd Malaysia Int'l Trade Exhibition '93	Kuala Lumpur, Malaysia	Various kinds of consumer products & equipments	Global Expositions (M) Sdn Bhd Tel: 03-293 0905 Fax: 03-293 0250
Aug 24-28	SMI Expo'93	Kuala Lumpur, Malaysia	Electrical and electronic products, wood based, rubber and plastic, food products, automotive parts and components, textiles and apparels, mould & dies and machinery & engineering	Ministry of International Trade & Industry c/o Commission for Malaysia in Hong Kong Tel: 527 0921 Fax: 866 1148

Training Calendar

Date	Event	Venue	Organizer	Contact person/Tel no.
1993 Aug 2-4, 16-18, 23-25	Accident Prevention and Safety Law (3-day course, run three times in August)	Industrial Safety Training Centre	Occupational Safety and Health Council & Labour Department	Occupational Safety and Health Council 739 9377
Aug 2-6	Safety Supervisor Course (5-day course)	- ditto -	- ditto -	- ditto -
Aug 4, 11, 20, 27	Electrical Safety and Legislation (1/2 day course, run four times in August)	- ditto -	- ditto -	- ditto -
Aug 6	Electrical Safety — Serious Accidents Analysis & Case Study	- ditto -	- ditto -	- ditto -
Aug 10	Labelling & Safe Handling of Chemicals	- ditto -	- ditto -	- ditto -
Aug 11-13	Safety Supervisor Course (3-day course)	- ditto -	- ditto -	- ditto -
Aug 12, 26	Fire Prevention and Precaution in Notifiable Workplace (1-day course, run twice in August)	- ditto -	- ditto -	- ditto -
Aug 13, 26	Machinery Safety Legislation (1-day course, run twice in August)	- ditto -	- ditto -	- ditto -
Aug 19	General Duties of Proprietors and Employees at Work	- ditto -	- ditto -	- ditto -
Aug 27	Hong Kong Owner-Manager Association Workshop — "Handling Customer Complaint"	VTC Tower	The Management Development Centre of HK (MDC)	Mr Sam Ying, MDC 836 1826

及時行事 事半功倍

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查詢

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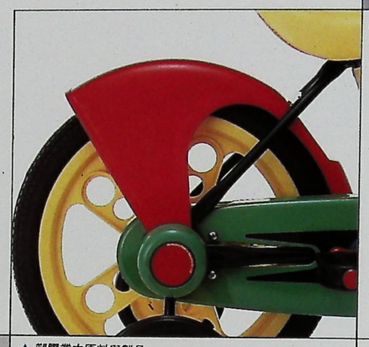
萬能達色彩測量計
各行各業 一一賞「色」



▲ 家庭用品之外層色彩控制

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

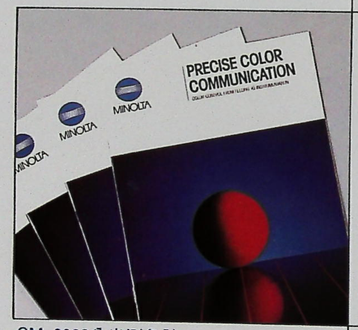
萬能達 CM-2002分光測色計，輕巧便捷，能準確測定物體的光譜反射率，最適合色彩分析及顏料配色之用。萬能達CR-300色彩色差計，携帶方便，用途廣泛，能瞬間提供準確色彩數據，萬無一失。萬能達 CM-2002及 CR-300，同具電腦接駁功能，可將測量資料直接輸入電腦內，進行分析處理，令效能大大增強，色彩檢定，可說無出其右！



▲ 塑膠業中原料與製品之色彩檢定



▼ 製衣業中布疋與輔料之色彩控制



◀ 印刷業中油墨與紙品材料之色彩檢定

CM-2002分光測色計

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

CR-300色彩色差計

- 設計採用d/0°幾何位置
- 漫射照明，投射光線更均勻
- 直徑8毫米之測試口徑
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▲ 油漆與塗料之色彩控制



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