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本會赴北京高層代表團

CMA High-Level Delegation to Beijing

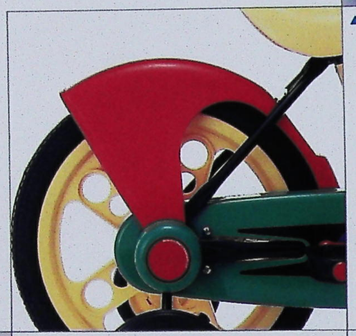
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香港中華廠商聯合會
The Chinese Manufacturers' Association of Hong Kong

會長 President:
梁欽榮 Herbert Liang, MBE

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執行幹事 Executive Secretary:
劉達明 Francis Lau

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

總辦事處 Head Office:
香港中環干諾道中64號廠商會大廈
CMA Building, 64 Connaught Road Central, Hong Kong.
電話 Tel: 545 6166 / 542 8600
圖文傳眞 Fax: 541 4541
電訊 Telex: 63526 MAFTS HX
電報 Cable: MAFTS Hong Kong

旺角辦事處 Mongkok Office:
九龍旺角彌敦道664號惠豐中心701-3室
Room 701-3, Wai Fung Plaza, 664 Nathan Road, Mongkok, Kowloon.
電話 Tel: 393 2189
圖文傳眞 Fax: 789 1869

尖沙咀辦事處 Tsimshatsui Office:
九龍尖沙咀廣東道5號海洋中心521室
Room 521, Ocean Centre, 5 Canton Road, Tsimshatsui, Kowloon.
電話 Tel: 736 0288
圖文傳眞 Fax: 730 3769

尖沙咀東部辦事處 Tsimshatsui East Office:
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電話 Tel: 366 6781
圖文傳眞 Fax: 366 0492

觀塘辦事處 Kwun Tong Office:
九龍觀塘觀塘道414A號中南工商中心地下
G/F, Chung Nam Centre, 414A Kwun Tong Road, Kwun Tong, Kowloon.
電話 Tel: 344 3380
圖文傳眞 Fax: 790 4850

荃灣辦事處 Tsuen Wan Office:
新界荃灣青山道264-298號南豐中心1922C室
Room 1922C, Nan Fung Centre, 264-298 Castle Peak Road, Tsuen Wan, NT.
電話 Tel: 493 8434
圖文傳眞 Fax: 412 1329

廠商會檢定中心
CMA Testing & Certification Laboratories:
新界沙田火炭黃竹洋街9-13號仁興中心1401-3室
Room 1401-3, Yan Hing Centre, 9-13 Wong Chuk Yeung Street, Fo Tan, Shatin, NT.
電話 Tel: 698 8198
圖文傳眞 Fax: 695 4177

北京辦事處 Beijing Representative Office:
北京東交民巷2號北京新橋飯店328房間
Rm 328 Beijing Xinqiao Hotel, 2 Dongjiaominxiang Street, Beijing, China.
電話 Tel: 513 3366-1328
圖文傳眞 Fax: 512 8905

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本會赴北京高層代表團

北京 高層代表團

本會應中華全國工商業聯合會之邀請，於六月十二日至十六日組織高層代表團赴北京訪問，團員人數達八十多人。此行爲慶祝本會成立六十周年暨北京辦事處開幕之大型慶祝活動。設於北京的辦事處已於六月一日正式啓用。

代表團由本會會長梁欽榮率領；副會長葉慶忠、陳永棋及周敏爲副團長；名譽會長胡文瀚、周忠繼、倪少傑及新華通訊社香港分社經濟部部長陳克強、協調部副部長田進、京泰有限公司副董事長兼總經理郭迎明爲顧問。特邀嘉賓包括香港工商司周德熙、震雄機器廠有限公司董事長蔣震博士、香港中文大學國際企業學系閔建蜀教授及恆生銀行常務董事兼行政總裁歐肇基。四位嘉賓均爲本會與中華全國工商業聯合會合辦之「香港與中國內陸及北部地區經貿合作」研討會之主講者。

其他團員包括常務會董洪克協、楊孫西、魯廣雄、羅展、呂明華、蔡衍濤、李世奕、林輝實、林學甫；會董蔡德河、盧文端、陸增鏞、陳鴻基、周克強、周潤賞、柳子元、黃慶苗、黃友嘉、冼漢鎮、鄭學禮、孫佐民、陳福慶、趙振邦、梅應春、麥雄、鄭文彪、趙耀祖、李嘉惠、嚴燦枝、鄔友德、郭應道、何煜榮、曹金霖；小組主席李秀恆；會員曾民德、馮國言、許榮茂；執行幹事劉達明；本會北京辦事處首席代表齊洪濤、副代表孫梅；團員家屬和四名秘書處職員。



北京高層代表團全體成員合照
Group photo of the delegates



國家主席江澤民（右）與本會會長梁欽榮（左）會晤時攝。
President Jiang Ze Min (right) receives the delegation led by CMA President Mr Herbert Liang (left).

代表團與中央領導人之會議

國家主席江澤民接見代表團團員

國家主席江澤民於六月十四日晚上在中南海會見代表團，並讚揚本會代表在鞏固中國市場經濟所作出的貢獻。在兩個小時的談話中，江主席表達了他對國際經濟及香港未來發展的遠見，並與在座各代表團成員討論本港多方面的問題，包括政改、土地政策、本地工業未來的發展路向等。

江主席說：「香港的繁榮穩定與香港各界人士有密切關係，對子孫後代也有好處。」他補充說，香港各界人士應加強團結，以創造更美好的香港。他更表示中國政府對保持香港的繁榮穩定充滿信心。

陪同出席接待者包括中央政治局委員兼書記處書記丁關根、中央統戰部部長王兆國、全國工商聯主席經叔平、國務院港澳辦公室主任魯平及新華通訊社香港分社副社長朱育誠等。



國家主席江澤民（前排中）與代表團團員合照。
Group photo of CMA delegates with President Jiang Ze Min (front row, middle).



全國政協主席李瑞環（右）與本會會長梁欽榮（左）會面。
Standing Committee Member of Political Bureau of CPC Central Committee and Chairman of CPPCC Mr Li Rui Huan (right) meets CMA President Mr Herbert Liang (left).

與李瑞環會面

中共中央政治局常委兼全國政協主席李瑞環於六月十五日早上接見代表團。

李主席在會面時呼籲港人作好「港人治港」的準備。他並謂港人應認眞考慮，團結處理一些九七前出現影響香港繁榮安定的問題。

李主席續說：「在九七年前，香港出現問題，中國政府會作出批評；但在九七後，中央會落實港人治港的政策，不會對特區有太多批評和干預」。

「『一國兩制』方針是鄧小平同志的偉大創造，符合包括香港同胞在內的全体中國人民的利益，具有重大而深遠的意義，我們將毫不動搖地貫徹實施。」他續稱：「實施『一國兩制』的方針，和保持香港的平穩過渡以及回歸後的穩定繁榮，是許多需要做的事情之一。」李主席強調港人不但要有信心和決心，還要有落實港人治港的能力和辦法。

是日的訪問活動還包括拜會國家体制改革委員會及國內貿易部。國家体制改革委員會副秘書長馮並與代表團會面，就中國新推行的增值稅事宜，尤其是土地價格增值稅，進行研討。代表團與國內貿易部副部長何濟海會面時，雙方的交流主要環繞國內的市場開放，外商的內銷權，以及新推出的企業法爲主題。



李瑞環主席（前排中）與代表團團員合照。
Mr Li Rui Huan (front row, middle) poses for a photo with the delegates.



國務院副總理李嵐清（前排左八）與代表團團員合照留念。
Mr Li Lan Qing (front row, 8th from left) poses for a photo with the delegates.

國務院副總理李嵐清接見代表團

國務院副總理李嵐清於六月十三日假人民大會堂接見本會代表團，並向團員介紹國內經濟改革近況。

李副總理表示雖然各地發展步伐有差距，但總括來說中國整體經濟向好。目前，內陸省份已採取更積極的態度培植工商業發展，中國政府亦以全方位的經濟開發爲主要的政策方針，將富區的經濟效益擴散至全國各地。

李副總理對本會積極促進香港與國內北部及內陸地區的經濟聯繫甚表贊同，並歡迎本會在北京設立辦事處。本會會長梁欽榮回應時謂，自八十年代初期中國進行經濟改革開放起，香港投資者已在華南地區建立起良好的商業連繫；正因如此，本會現時有責任協助香港廠商拓展與國內其他地區，尤其是內陸及北部區域的商貿合作。他解釋，很多沿海的工廠事實上已僱用大量的外省工人。梁會長說：「這些地區往往擁有豐富的天然及人力資源，而未被充份利用和開發；我們估計將有更多的香港投資者會進軍內陸地區，設立新的投資據點。」



國務院副總理李嵐清（右）與本會會長梁欽榮（左）會晤。
Vice-Premier of the State Council Mr Li Lan Qing (right) meets CMA President Mr Herbert Liang (left).



外經貿部副部長谷永江（右）向本會會長梁欽榮（左）闡述中國申請重返關貿總協定的最新情況。
Mr Gu Yong Jiang (right), Vice-Minister of the Ministry of Foreign Trade and Economic Cooperation introduces the latest situation of China's re-entry to GATT to CMA President Mr Herbert Liang (left).

對外經貿部副部長谷永江會見代表團

拜會李嵐清副總理後，代表團旋即到訪對外經濟貿易合作部，並與該部副部長谷永江會面。雙方就中港經濟結合及香港在中國外貿所擔當的角色等範疇上交換意見。

梁會長就歐共體對華之貿易政策及配額事宜表示密切關注；同時建議中國政府設立一個民間的經貿諮詢機構，以加強中港兩地的經貿訊息交流及作爲聽取本港商界人士意見的渠道。谷副部長回應時答允認眞考慮此事；他並向代表團團員提供有關重返關貿總協定及美國予華最惠國地位的最新情況。

谷副部長稱：「中國申請重返關貿已有八年，以前的主要障礙是有關法律體制。現時，中國政府確定發展市場經濟制度，外貿體制也在改革當中。中國已爲進入關貿總協定組織而制訂了一個時間表；國內的多項有關體制改革也陸續實施，例如，對外商及國內企業平等待遇、外匯併軌等。估計到2000年人民幣可走上自由兌換的階段。所有對外經濟貿易的法規均有文告可以查閱，達到外國所要求的貿易透明度。」

他續稱：「中國希望可以在世界貿易組織於九五年一月一日成立以前，成爲關貿總協定的成員；這樣，中國便可成爲世界貿易組織的始創成員國」。「但在入關的事情上，美國要求中國承擔過多的義務；並要求中國以發展國家，而非發展中國家的地位加入關貿，以致中國要在十分緊迫的時間內履行不同的義務，這是中國不能接受的。」

代表團拜會港澳辦主任魯平

六月十三日下午，代表團於港澳中心與國務院港澳辦公室主任魯平會面。出席之港澳辦官員尚有副主任陳滋英。

雙方在會上就本港九四/九五年度之選舉安排、基建、港粵配合發展、民生等問題，作出討論。

魯主任在談及遏制樓價問題時，表示樓價問題關係到九七以後香港能否保持繁榮穩定，最近港英政府推出的壓抑樓價措施，很大部份在九七後才能見效，因此希望地價樓價也能夠平穩過渡，到九七後不致出現大波動及大起大落的情況。他更指出高地價已提高了工業的生產成本，影響香港在國際市場的競爭力，希望港英政府正視這個問題，提出切實有效的辦法。

談到國內與香港九七後的經濟聯繫，魯主任強調香港將來對國家的貢獻在於成爲內地對外開放的窗口和橋樑。他說：「深圳是特區，九七後的香港是特特區；中央對待香港的政策是非常特殊的。」他續稱：「香港當前發展經濟的一個特有優勢在於背靠大陸；大陸經濟發展、改革開放，香港應有意識地充份利用這個因素。香港應保持經濟城市的地位，充份發揮經濟優勢，而不要成爲政治城市。」

魯主任重申，無論在九七前或後，保持香港的安定、繁榮，是同樣重要的；而在這三年的過渡期內，可能會出現一些阻滯，但香港人要團結一致，以保持香港的繁榮穩定。

本會會長梁欽榮（左）代表本會致送紀品予港澳辦公室主任魯平（右）。
Representing the Association, CMA President Mr Herbert Liang (left) presents a souvenir to Mr Lu Ping (right), Director of China's Hong Kong and Macau Affairs Office.



廠商會加強與北京之聯繫

中華全國工商聯設宴款接本會代表團

代表團於六月十二日抵京後，中華全國工商業聯合會隨即於當晚宴請全體代表團成員，共進晚膳，場面熱鬧。

全國工商聯主席經叔平致歡迎辭時首先祝賀本會成立六十周年。他表示自從兩會於兩年前簽訂合作備忘錄後，雙方均保持緊密合作；例如四月時，兩會於鄭州合辦了一個工商管理培訓班；又在六月十四日，於北京合辦一個大型的經貿研討會。經主席表示，目前的反應十分良好，研討會報名人數眾多。最後，他祝願今次廠商會代表團訪問成功。

本會會長梁欽榮代表廠商會多謝全國工商聯的支持和鼎力協助，使今次的北京訪問能夠順利成行；梁會長強調，一直以來兩會所建立的連繫十分良好，爲中港工商界發揮中介的作用，促成兩地的經貿交流、合作；本會更把香港與中國北部地區的連繫列爲首要目標之一。



本會會長梁欽榮（左）於全國工商聯款待本會之晚宴上致送紀念品予該會主席經叔平（右）。
CMA President Mr Herbert Liang (left) presents a souvenir to ACFIC Chairman Mr Jing Shu Ping (right) at the dinner reception hosted by ACFIC.

介紹北京經濟發展座談會

六月十三日，代表團與北京市政府、市政協、市委統戰部及市工商聯舉行會議，以進一步瞭解北京市之經濟發展情況。

座談會由北京市政協主席王大明及北京市委統戰部部長沈仁道聯合主持。其他出席之北京市代表包括北京市副市長陸宇澄、市政協副主席盧松華、市外辦主任黃承祥、市工商聯常務副會長任寧芬等。會上除介紹北京市投資環境狀況外，雙方並就國企改造及北京市之房地產發展等事宜進行討論。

代表團成員對北市穩步的經濟發展表示讚許。至九四年五月，全市國內生產總值達人民幣三百四十八億元（港幣三百一十億七千一百萬元），增長百分之十二點七。工業生產保持較高增長速度，五月份增長率達百分之二十點六，已連續五個月保持在二成左右。政府之財政收入穩定增長，爲百分之九點六。北京市居民人均收入亦上升百分之四十六點三，扣除物價上漲因素，仍有可觀的增長。



代表團團員於北京經濟發展座談會上獲介紹有關北京之最新經濟發展情況。
Delegates are briefed with the steady economic progress of Beijing at the seminar on Beijing's economic development.

由本會與全國工商聯合辦之「香港與中國內陸及北部地區經貿合作」研討會吸引了超過五百名與會人士參加，場面十分熱鬧。
The conference on 'Trade and Economic Cooperation between Hong Kong and Northern & Inland China' co-organized by CMA and ACFIC receives enthusiastic responses from over 500 participants.



廠商會與全國工商聯合辦經貿研討會

一項以「香港與中國內陸及北部地區經貿合作」爲題的全日性研討會於六月十四日假中國大飯店舉行，來自北京及其他省市的企業及政府代表反應熱烈，出席者超過五百人。

來自香港及中國的主講嘉賓共有六人，分別以不同的角度就中港兩地的經貿發展發表演說。主講者包括香港工商司周德熙、震雄機器廠有限公司董事長蔣震博士、香港中文大學國際企業學系閔建蜀教授、恆生銀行常務董事兼行政總裁歐肇基、中國經濟貿易委員會副主任俞曉松及中國銀行金融研究所副所長陶禮明。本會會長梁欽榮及全國工商聯主席經叔平分別致開幕辭，歡迎各出席嘉賓蒞臨參加是次研討會。

中國經濟貿易委員會副主任俞曉松首先以「香港與中國內陸及北部地區的經貿合作」爲題發表演說。他稱在中國經濟改革與對外開放的進程中，香港肩負十分重要和積極的角色。自一九九二年起，中國已加快對外開放的步伐，擴大了對外經濟開放的程度和區域。就區域而言，已經從長江三角洲及珠江三角洲擴展至以上海浦東爲龍頭的長江沿岸地區、沿邊地區及以省會城市爲中心的內陸省區。就開放的行業領域而言，中國正逐步試驗外商投資服務及貿易等行業的可行性，並特別鼓勵和支持外商投資於能源、交通和原材料等基礎行業。據俞曉松指出，中國已提供、支持並引導外商轉向投資高新技術、新產品及改造現有企業的技術水平。

俞曉松認爲內陸地區是有發展前途及機會的，加強與國外及香港地區合作，是中國經濟發展的客觀要求。由於中央及地方各級政府態度積極，基礎設施及基本條件將有較大改善。他希望香港廠商對這些發展有充份的認識和精明的判斷。他並提醒本地廠商把握機會，擴大兩地合作範圍。

本會會長梁欽榮於研討會上致辭。
CMA President Mr Herbert Liang delivers opening remarks at the conference.



工商司周德熙認爲香港的自由貿易政策正好爲中國社會主義市場經濟發展提供外資及所需服務。
Secretary for Trade and Industry Mr Brian Chau believes that Hong Kong's free trade policy has made it a source area of foreign capital and related services required for the development of China's socialist market economy.



第二位講者是香港工商司周德熙，他的講題是「香港對於中國內陸及北部地區的經貿發展所發揮的中介作用」。他相信香港所奉行的資本主義自由貿易政策，正好締造了一個爲中國社會主義市場經濟發展提供外資及所需服務的來源地，因此港商成爲了外商往中國投資的最佳貿易合夥人。

他續稱，港商將生產線移往內地不但可提高中國工業出口，更刺激了相關行業的增長及提升了內地工人的知識和經驗。香港是中國 —— 特別是南中國工業的神經中樞，負責制定策略及管理方法，包括產品設計、測試、包裝、市場評估、推廣、付運及融資等。總括來說，香港正在扮演中間人的角色，確保供求雙方都有一個滿意的交易。

周德熙謂，對於海外投資者和買家，香港就如一套蘊藏有關中國知識的百科全書。在中國法制仍在發展的階段，她有助解決合約上問題。此外，在合約協議及生意交易方面，它有助排解文化上的歧異，這些都是香港能擔當的中介作用。

周德熙指出，香港於中國經濟發展所發揮的中介作用，令兩地的經濟唇齒相依，這關係在美國延續中國最惠國待遇問題上表露無遺，中國的蓬勃發展肯定是對香港有利的。

第三位講者是香港中文大學閔建蜀教授，他以「中國北部與內陸地區的經濟發展對香港企業提供的新合作機會」爲題發表演說。他稱香港企業在內地的投資機會與內地的開放程度成正比。

閔建蜀謂，內陸地區除了提供生產成本的比較優勢外，還能提供一個龐大的內銷市場，他認爲內陸地區的市場潛力不容忽視。雖然短期看來，內陸地區的發展速度不免慢過沿海地區，但整個中國的經濟發展不可能長期性處於不平衡發展的形態，沿海地區的快速發展亦間接提高了內陸的生產成本比較優勢，再加上內銷市場的潛力，港商將逐漸向內陸地區推進。

研討會的另一位中方講者是中國銀行研究所副所長陶禮明，他以「中國金融體制改革對投資於中國內陸及北部地區的影響」爲題作出下列分析：

一、隨着中央銀行增強獨立性、金融宏觀形勢穩定、出現嚴重通貨膨脹局面的可能性減少，這將大大有利於內陸地區大中型企業生產條件及價格體制的改革。

二、國有專業銀行的商業化改革將有利於提高內陸及北部地區專業銀行機構的服務效率和服務質量，亦能鼓勵專業銀行的創新服務、增加金融工具和融資手段、及按國際金融慣例爲外商投資提供中介服務。

同時，國家銀行的商業化進程，將逐步改變對一些經營不善的企業繼續「輸血」的狀況。透過運用銀行的行政手段，將可施加壓力迫使這些企業改善經營及加快轉變經營機制。

三、政策性銀行的成立，標誌着中國政策性融資體制建設跨出了重要一步，這個銀行體制將集中大量資金以發展中國內陸原材料、能源、電力、交通、水利等大型基礎設施，從而改善內陸地區投資環境。

四、實施外匯管理體制改革，包括實行人民幣匯率的并軌，取消外匯留成制度、實行銀行的結匯及售匯制度，將令過去沿海地區在外匯分配和使用方面的特殊優惠消失，內地與沿海可在平等競爭的條件下，與沿海地區共同發展對外貿易和引用外資，這對於增強內陸地區的潛



（左起）中華全國工商業聯合會副主席兼秘書長桓玉柵、本會副會長葉慶忠、會長梁欽榮、工商司周德熙及本會副會長陳永棋攝於「香港與中國內陸及北部地區經貿合作」研討會後之午宴。
(From left) Vice-Chairman and General Secretary of ACFIC Mr Huan Yu Shan, CMA Vice-President Mr Yip Hing Chung, President Mr Herbert Liang, Secretary for Trade and Industry Mr Brian Chau and CMA Vice-President Mr Chan Wing Kee attend the lunch reception held after the conference.

力，特別是建立內陸地區大中型企業向外發展的模式具有十分重要的意義。

恆生銀行常務董事兼行政總裁歐鞏基隨即以「香港銀行界對中國內陸及北部地區經貿合作所擔當的角色」爲題發表演說。

他表示，工商業的發展必須得到金融設施的配合與支持。中國現正全力推行銀行體制改革，希望將政策性銀行與商業銀行分家，這個方針十分正確。他謂香港作爲一個國際金融中心，擁有眾多金融機構，集資能力充裕，國際聯繫廣泛、專業人才鼎盛，一方面可爲內地提供各種金融業務，同時也可以促進香港金融業的發展。他稱，截至一九九三年底，香港銀行直接向國內企業機構貸放總額達七十三億美元（港幣五百六十九億四千萬元），雖然欠缺詳細分析數字，但肯定其中相當部分乃支持華北地區之投資。

最後一位講者是香港震雄機器廠有限公司董事長蔣震博士。他以「香港與中國內陸及北部地區高科技工業合作的前景」爲題致辭時表示，相信香港與中國內陸及北部地區經濟合作機會，仍以工商業類別爲多，他認爲香港提供的合作條件包括資金、市場資訊及生產管理經驗；而中國內陸及北部地區提供的合作條件計有土地、人力資源及當地消費潛力。他指出香港與中國內陸及北部地區經濟合作也存在困難，如管理文化及政經制度之不同，然而，只要能互補不足，香港與中國內陸及北部地區經濟合作前景是美好的。

在隨後的發問時間中，與會人士反應熱烈，並就六位講者的談話提問及發表意見，多位講者亦作出精闢的回應，並搏得陣陣掌聲。至於一些有待研究的問題，將交由廠商會北京辦事處處理。

至於在下午舉行的座談會，共分爲三個組別同時進行，分別爲金融及地產、工業及貿易、商業及服務，讓與會人士自由交換意見。出任金融及地產座談會主持的包括本會會長梁欽榮、全國工商業聯合會副主席陳景新、香港恆生銀行常務董事兼行政總裁歐鞏基及中國銀行金融研究所副所長陶禮明；工業及貿易座談會由本會副會長陳永棋、香港工商司周德熙及香港震雄機器廠有限公司董事長蔣震博士主持；至於商業及服務的座談會則由本會副會長葉慶忠、名譽會長胡文瀚及香港中文大學閔建蜀教授擔任主持。約一百名來自北京及各省市企業領導，按他們所屬的行業出席了上述的座談會。

註：*今期的《廠商專訊》已刊登中國經濟貿易委員會副主任俞曉松及恆生銀行常務董事兼行政總裁歐鞏基的演辭全文見第十八頁至二十一頁；至於其餘幾位講者之講辭將在九月份《廠商專訊》中刊登。*



北京市委書記陳希同（右）與本會會長梁欽榮（左）會晤。
Secretary of Party Committee of Beijing Chinese Communist Party Mr Chen Xi Tong(right) meets CMA President Mr Herbert Liang (left).

北京市委書記陳希同出席本會與北京市政協文化經濟聯絡委員會和北京海外聯誼會共同簽訂合作備忘錄儀式

代表團於六月十五日下午拜會北京市委書記陳希同，並邀得陳希同爲本會與北京市政協文化經濟聯絡委員會和北京海外聯誼會共同簽訂合作備忘錄儀式的主禮嘉賓。本會希望藉着是項協議與北京市有關機構加強連繫，促進京港兩地日後的經濟及文化交流，並協助港商在北京物色商業上的合作伙伴，拓展兩地的工商貿易。

在簽署儀式上，由本會副會長葉慶忠、北京市政協文化經濟聯絡委員會主任兼該會副秘書長張一純、北京海外聯誼會副會長王寶亮等分別代表三方簽訂協議。



本會副會長葉慶忠（中）代表本會與北京市政協文化經濟聯絡委員會主任張一純（左）及北京海外聯誼會副會長王寶亮（右）簽署合作備忘錄。
CMA Vice-President Mr Yip Hing Chung (middle), Director of Committee on Cultural and Economic Relations of CPPCC Beijing Committee Mr Zhang Yi Chun (left) and Vice-Chairman of Beijing Chinese Overseas Friendship Association Mr Wang Bao Liang (right) sign the memorandum of understanding.



本會常務會董兼通縣訪問團團長林輝實（左二）及名譽會長周忠繼（左一）致送紀念品予中國人民政治協商會議通縣委員會主席朱學民（右二）及中共北京市通縣委員會書記李瑞和（右）。
CMA Executive Committee member and leader of the delegation to Tong County Mr Lin Fat Shat (2nd from left) and Honorary President Mr Chow Chung Kai (left) present a souvenir to Chairman of China People's Political Consultative Conference Tong County Branch Mr Zhu Xue Min (2nd from right) and Secretary of Committee Party of China Beijing Tongxian Commission Mr Li Rui He (right).

赴通縣考察

在本會高層代表團於六月十二日至十六日赴北京訪問的同時，部分代表團團員於六月十四日訪問北京通縣。是次訪問目的在於考察通縣最新的經濟及貿易發展，並爲香港及通縣兩地開拓更多業務機會。

訪問通縣代表團一行廿七人，由本會常務會董林輝實擔任團長。其他團員包括梁欽榮夫人；名譽會長周忠繼伉儷；常務會董洪克協、魯廣雄、蔡衍濤伉儷、李世奕伉儷；會董陳鴻基、黃慶苗、趙振邦伉儷、梅應春伉儷、趙耀祖伉儷、嚴燦枝、鄔友德、郭應道、何煜榮、曹金霖伉儷；會員梁啓洲及蔡志斌；及本會秘書處一名職員。

當代表團抵達通縣時，得到通縣人民政府的殷勤招待。本會代表團並與中國人民政治協商會議通縣委員會主席朱學民及中共北京市通縣委員會書記李瑞和會面。

朱學民在會上介紹了通縣近期的發展，包括最新工業、貿易及房地產計劃。

及後，代表團參觀張家灣。張家灣位於北京東南面、京杭大運河沿岸。張家灣靠近通縣，是北京市的一個衛星城。

張家灣總面積達四十七平方公里。共有二十九個村落，總人口達三萬，其中一萬三千人爲勞動人口。京津公路、張廊公路、京秦鐵路支線及新規劃的京塘高速公路和北京外二環路穿境而過，令通縣成爲交通發達、通訊方便的市鎮。經北京市政府批准的通縣經濟開發局就座落在該市鎮。

全鎮現有企業二百一十六家，員工總數達九千五百名，其中工程技術人員達四百五十名；擁有固定資產二億四千萬元，流動資金一億五千萬元，年產達十五億元。張家灣主要工業以汽車、建築材料、服裝、化工、印刷、包裝製品爲主。近幾年，建築、運輸、雜貨及飲食等行業亦開始發展起來。教育、文化、科技、公共衛生、村鎮建設等新計劃亦開始進行。自一九八九年起，張家灣鎮先後獲冠「中國鄉鎮百顆星」之一和「全國文明鄉鎮」、「全國企業思想政治工作先進單位」、「北京市模範集體」等稱號。在一九九二年，張家灣在全市一百六十八家產值越億元的郊區鄉鎮中，位列京郊第一。李瑞和衷心希望香港廠商到張家灣投資。

代表團團員隨後參觀了一所製鋁廠。所有團員都對工廠的生產方法感到興趣。

雖然代表團團員只用了半天參觀通縣，但是他們對通縣的建設及投資環境均留下深刻的印象。



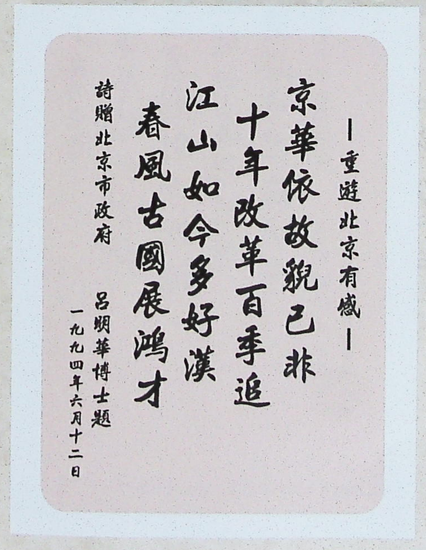
本會成立六十周年晚會切蛋糕時攝。（左起）名譽會長周忠繼、副會長葉慶忠、會長梁欽榮、副會長陳永棋、周敏及名譽會長胡文瀚。
(From left) CMA Honorary President Mr Chow Chung Kai, Vice-President Mr Yip Hing Chung, President Mr Herbert Liang, Vice-Presidents Mr Chan Wing Kee, Mr Tony Chau and Honorary President Dr James Wu at the CMA 60th Anniversay Celebration Banquet.

廠商會於北京慶祝成立六十周年暨北京辦事處開幕晚宴

本會是次訪京之行，以成立六十周年及北京辦事處開幕之慶祝晚宴爲終結。於六月十五日晚上，超過三百名嘉賓蒞臨出席本會於中國大飯店舉辦的慶祝晚宴。

主要嘉賓包括全國人大副委員長王光英、全國工商聯主席經叔平、北京市市長李其炎、中央統戰部副部長萬紹芬、港澳辦副主任陳滋英及王鳳超、對外經濟貿易合作部副部長鄭斯林、北京市政協主席王丈明、新華通訊社香港分社副社長朱育誠、中國紡織總會副會長任傳俊；澳洲、埃及、印尼、馬來西亞、墨西哥及荷蘭等使節。

本會會長梁欽榮在致歡迎辭時指出，本會設立北京辦事處之目的乃爲協助香港廠商在國內 —— 特別是在東北和西北地區拓展業務。盼望本會北京辦事處可以引起積極的作用，拓展香港和內陸省份的經濟合作，使會員在本會協助下得到實際利益。



京華依故貌已非
十年改革百季追
江山如今多好漢
春風古國展鴻才

詩贈北京市政府　呂明華博士題
一九九四年六月十二日

一重遊北京有感一

本會會長梁欽榮（右）將本會常務會董呂明華博士的題詩致送予北京市市長李其炎。
CMA President Mr Herbert Liang (right) presents the Chinese poem written by CMA Executive Committee member Dr Lui Ming Wah to Beijing Mayor Mr Li Qi Yan (left).





本會會長梁欽榮（中）、副會長葉慶忠（右一）、名譽會長胡文瀚（左一）在慶祝廠商會六十周年晚宴上與港澳辦副主任陳滋英（右二）及王鳳超（左二）合照。
CMA President Mr Herbert Liang (middle), Vice-President Mr Yip Hing Chung (right), Honorary President Dr James Wu (left), pose for a photo with Deputy Directors of HKMAO Mr Chen Zi Ying (2nd from right) and Mr Wang Feng Chao (2nd from left).

本會會長梁欽榮（左二）及副會長周敏（左）與國內記者祝酒時攝。
CMA President Mr Herbert Liang (2nd from left) and Vice-President Mr Tony Chau (left) toast with the Chinese reporters.



本會會長梁欽榮（右三）、副會長葉慶忠（左三）、陳永棋（右二）、周敏（左二）及名譽會長胡文瀚（右）、周忠繼（左）在慶祝廠商會成立六十周年晚宴上向嘉賓祝酒。
CMA President Mr Herbert Liang (3rd from right); Vice-Presidents Mr Yip Hing Chung (3rd from left), Mr Chan Wing Kee (2nd from right), Mr Tony Chau (2nd from left); Honorary President Dr James Wu (right) and Mr Chow Chung Kai (left) propose a toast at the CMA 60th Anniversary Celebration Banquet.

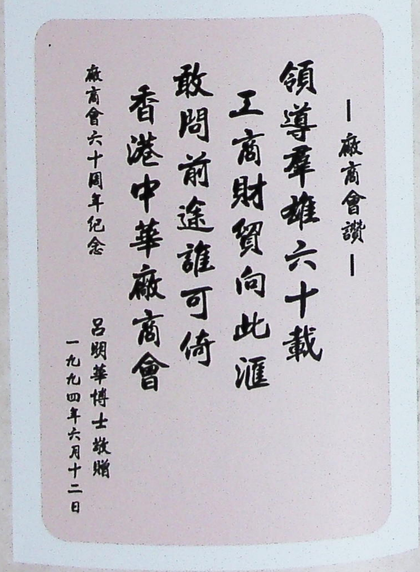


本會會長梁欽榮在慶祝廠商會成立六十周年晚宴上致歡迎辭。席上人士左起：本會名譽會長周忠繼、中國對外貿易經濟合作部副部長鄭斯林、本會副會長周敏、北京市市長李其炎、本會副會長葉慶忠、人大副委員長王光英及全國工商業聯合會主席經叔平。
CMA President Mr Herbert Liang (on stage) addresses at the CMA 60th Anniversary Celebration Banquet. (From left) Guests in the head table include CMA Honorary President Mr Chow Chung Kai, Vice-Minister of MOFTEC Mr Zheng Xi Lin, CMA Vice-President Mr Tony Chau, Beijing Mayor Mr Li Qi Yan, CMA Vice-President Mr Yip Hing Chung, Vice-Chairman of Standing Committee of the National People's Congress Mr Wang Guang Ying and ACFIC Chairman Mr Jing Shu Ping.

此外，梁會長亦提及本會於十一月在港舉行的另一項大型慶祝活動「第三十二屆香港國際工業出品展銷會」。梁會長說：「這次展銷會會場將容納五百個攤位，展示不同類型的產品，預計參展及參觀人數達十萬人」。梁會長並籲請在座嘉賓屆時蒞港參觀。

全國工商聯主席經叔平代表全體嘉賓致謝辭。經主席首先向梁會長答謝本會的熱情款待。自一九九二年全國工商聯與廠商會簽訂合作備忘錄後，成爲密切的友好商會；全國工商聯將組織參展團出席十一月在港舉辦的「工展會」。他並讚揚本會在過去六十年對香港工業界所作出的貢獻及提供的卓越服務；除祝賀本會六十大壽外，並預祝本會未來六十年再創佳績。

本會常務會董呂明華就是次北京之行及本會成立六十周年題詩兩首；一首贈予本會作爲成立六十周年誌慶，另一首則以本會名義贈予北京市政府，作爲對北京市蓬勃發展之敬賀，兩首詩由會長梁欽榮分別致送本會北京辦事處首席代表齊洪濤及北京市市長李其炎。



本會常務會董呂明華贈予北京辦事處之題詩。
CMA Executive Committee Member Dr Lui Ming Wah writes a Chinese poem for CMA's Beijing Representive Office.

廠商會北京辦事處

本會爲首家香港工商團體在北京設立辦事處；辦事處設於北京市新僑飯店。此次本會訪京團亦爲本會於北京設立據點帶來不少宣傳機會。據北京辦事處報告，已接獲很多來自中國各地的查詢和招商建議書。會員如欲查詢本會北京辦事處提供之有關服務，歡迎致電542 8631，與本會助理秘書譚德華先生聯絡。

有關北京辦事處之資料如下：

首席代表：齊洪濤（高級經濟司）
副 代 表：孫 梅
地　　址：北京東交民巷2號
　　北京新橋飯店328房間
電　　話：513 3366 - 1328
傳　　眞：512 8905
電　　傳：222514 XQHCN
辦公時間：上午九時至中午十二時
　　下午一時至下午五時
　　（星期一至五）

總結

本會是次赴北京高層代表團規模最爲龐大，標誌著廠商會發展的新紀元。此行不但慶祝本會成立六十周年，並爲中港兩地日趨緊密和相依的經濟關係，作出相應的配合行動。在此次訪問中，代表團並向北京的中央政府官員反映本港工業界的意見。

香港銀行界對中國內陸及北部地區經貿合作所擔當的角色

（恆生銀行常務董事兼行政總裁歐肇基於「香港與中國內陸及北部地區經貿合作」研討會上之講辭。是次會議由本會及中華全國工商業聯合會合辦，於六月十四日在北京舉行。）

本人十分高興能夠出席這個盛會，和各位朋友分享本人對香港和中國北部地區經濟合作前景的看法。

作爲一個銀行家，本人希望首先能簡述銀行業的基本運作。相信在座各位都十分清楚，銀行最基本的業務，是接受存款，然後將這些款項貸出，以賺取利息上的差距。除此之外，我們也從事押匯及外匯買賣等業務。

在銀行界工作多年，本人時刻提醒自己，銀行所運用的大部份資金均來自客戶的存款。因此，我們的首要任務是盡量減低風險，以保障存戶的利益。此外，銀行界作爲整體經濟的一個重要樞紐，有必要履行對社會之責任，推動及促進社會的繁榮和安定。最後，我們當然也要照顧到股東的利益。

基於上述考慮，銀行貸款政策以小心謹慎爲基石。審核貸款的程序十分嚴格，除考慮借款人的信用及償還能力與借貸用途外，更評估有關行業的市場前景等因素。若是跨國借貸更須對其所在之地區作風險評核。此外，我們通常亦要求借款人提供合理抵押品。爲符合穩健經營原則，銀行的借貸政策須要遵從若干內部守則，包括抵押品折數、各行業貸款限額、各地區貸款限額、個別客戶借貸限額等。事實上，銀行監管當局也有對銀行放貸設立若干限制，以確保金融體系穩健。在此，我要強調一點，根據具有世界權威性之美國穆迪評估公司 (Moody's Investors Service) 最新公布，中國所發行的國際性債券，風險評級爲 A3，和不少美日大銀行相若。這個評級証明國際融資及投資者，對中國的金融及經濟發展充滿信心。因此，香港銀行界當然也樂於在中國進行融資。有關香港銀行界在中國融資的詳細資料及情況，本人將於稍後作進一步闡釋。

十五年的開放改革令中國人民生活大大提高，也因而得到廣大人民的擁護及支持。當然改革的過程是艱辛和漫長的。因此，除了依賴本身的條件和努力外，中國也需要外國資金、科技，以及工商界專業知識的支持。

中國的改革由農村開始，繼而發展到鄉鎮及城市，經歷了幾個不同的階段。改革初期的根據地爲東南部及沿海城市。一個主要的原因是它們毗鄰香港，爲許多欲在中國投資的港商及外商提供了很大的方便，大批廉價的土地以及勞動力，成爲了資本家的溫床。據估計，港商目前在廣東沿海一帶，僱用了三百萬中國工人，在內地工作的香港管理人員，爲數則接近五萬。在一九八三年至一九九三年間，香港在內地投資約三百億美元 (約港幣二千三百四十億元)，高踞各國之首，其中以電子、皮革、塑料及玩具等行業爲主，佔總投資七、八成，製成品都以香港爲出口渠道，輸往世界各地。香港的大財團在內地投資能源、交通等基礎設施，也不斷增加。

這個不均衡的地區政策在近年來得到一定程度的扭轉。中國內陸及北部的經貿發展步伐不斷加快，北京、天津以及位於遼寧省的大連之經濟發展，令人刮目相看。

在不久前舉行的北京市第十屆人民代表大會第二次會議上，北京市市長李其炎預計今年全市的實質增長可達百分之十，其中以第三產業增長最高，達百分之十一點五，反映北京市的發展正不斷走向國際化及市場化。到今年三月止，全市獲批准的「三資」企業已超過八千家，其中跨國公司三十家，其協議總額達二百多億美元（港幣一千五百六十億元）。而北京地鐵五號線、地鐵頤和園線、京通高速公路、康居工程等大項目，引起了十多家外商的濃厚興趣。據估計，北京市今年在基礎建設的總投資，將達三百五十多億元人民幣（港幣三百一十二億五千萬元），比去年上升百分之三十一。外貿方面的發展也十分迅速，今年一月，北京市的出入口總額達一億八千多萬人民幣（港幣一億六千七百一十萬元），比去年同期上升百分之一百二十。

天津方面的發展也不遑多讓。這個中國北方最大的老工業城市，以其人才、智力資源密集、熟練技術工人隊伍龐大等優勢，成爲吸引外商投資的新熱點。去年全年新簽外商投資企業三千多家，協議投資額三十五億美元 (港幣二百七十三億元)，其中外資額二十三億美元 (港幣一百七十九億四千萬元)，超過前十四年的總和。天津新城區在引進外資方面，功不可沒。直至去年底的九年內，共吸引了一千七百多家外商投資，註冊資本超逾十七億美元。

此外，天津更是全國第二大金融市場，去年全年融資吞吐量達三百六十億元人民幣（港幣三百二十一億四千萬元），僅次於上海。這個港口城市在出口方面，發展理想。去年出口總額達一百二十五億美元（港幣九百七十五億元），比前年增長百分之二十。

中國著名老工業基地遼寧省，近年在加快引進外資改造國有老企業方面，取得顯著成效。截至去年底，接近二千五百家企業引進外資進行「嫁接改造」，總投資額十九億美元（港幣一百四十八億二千萬元）。

一九九三年直接利用外資爲歷年來最高，新批外商投資企業四千餘家，已簽合同的外資額約三十八億美元（港幣二百九十六億四千萬元），相當於十幾年改革的總和，素有「渤海濱城」的大連市更已成爲許多香港投資者之首選。目前越來越多海外金融、保險公司對大連表示濃厚的興趣。不久前，大連市首次在日本發行一百億日圓（港幣七億四千萬元）的債券十分成功，在國際上引起很大迴響。

遼寧省佔中國國有大中型企業的十分之一，近年來經濟大多陷入困境。不過，通過技術改造，一些老企業模擬外商投資企業的管理，經濟實力大大增加。

綜合上述，中國北部及內陸的經濟發展，是充滿希望和前景的。

工商業的發展必須得到金融設施的配合與支持。中國現正全力推行銀行體制改革，希望將政策性銀行與商業銀行分家。這個方針是十分正確的。

香港作爲一個國際金融中心，擁有眾多金融機構、集資能力充裕，國際聯系廣泛，專業人材鼎盛，應可多方面幫助中國的金融發展。如此亦進一步鞏固香港作爲金融中心的地位。

目前，香港銀行仍未能在中國接受人民幣業務，但在貿易融資、外幣存款及放款、地產抵押分期貸款、外幣匯款及買賣等業務方面，則頗爲踴躍。在一九七九年至一九九二年期間，香港銀行在國內的貸款及融資總額，高達二百九十三億美元（港幣二千二百八十五億四千萬元）。截至一九九三年底，香港銀行直接向國內企業機構貸放總額達七十三億美元（港幣五百六十九億四千萬元）。雖然欠缺詳細分析數字，但可以肯定其中有相當部分乃支持華北地區之投資。

天津及大連均是中國著名的港口，近年對外貿易日增，香港銀行界在這方面的貢獻是肯定的。北京及其他北部地區的基建工程，也得到了同樣的支持。據估計，香港銀行界在北部的融資，約佔在中國的總融資額百分之十二左右，主要去向包括遼寧、北京、天津及山東。

在推動北方企業的現代化方面，本人相信香港銀行界有着一個特殊的角色。首先，國營企業在上述「嫁接改造」的過程中，很需要專業人員的服務，包括資產評估，發行及分配股份等。在這方面，香港銀行界必定可以發揮一定的作用。此外，北方企業上市集資，以及合併和收購等活動，將會越來越普遍，香港銀行界在商人銀行業務方面的豐富經驗，也可大派用場。

自去年中以來，中國共有九家企業以「H」股形式在本港上市，其中六隻包括青島啤、上海石化、北人印刷、馬鞍山鋼鐵、天津渤化及儀征化纖，均來自華中及華北，集資總額約達八十三億港元。

中國的第二批海外上市預選企業名單中，來自北部而準備在香港上市的共有五家，包括山東國際電源開發公司、東北輸電設備公司、哈爾濱電站設備公司、天津鋼管公司及吉林化學工業公司，合計集資額約爲十億美元（港幣七十八億元）。毫無疑問，能夠物色到一個合適和可靠的包銷商或財務顧問，是成功上市集資和擴充的一個重要關鍵。

中國經濟規模龐大，邁向市場化過程中，資金需求甚巨，並非香港金融市場所能獨力提供。截至九三年底，香港銀行體系總存款相等於二千二百多億美元（港幣一萬七千一百六十億元），總放款則相等於三千七百多億美元（港幣二萬八千八百六十億元），其中供香港以外使用者約佔百分之六十左右，並以外幣爲主，該等境外放款主要來自其他金融市場融資機構。由此可見，香港銀行界對中國現代化的積極貢獻及功能，主要在於其優越國際連繫及集資能力。香港爲投資項目所提供之融資方式有多種，最直接者是以項目名義在金融市場向個別銀行或銀團借貸，但條件需視乎項目性質及投資者的實力和信用，甚至可能需要國家級專業銀行或省市級政府提供擔保。假若條件足夠的話，可以發行債券甚至股票上市集資。另一個可行方式是由國家級開發銀行統籌，在金融市場直接借貸或發行債券集資，再轉借或投資在個別項目。此方式的優點是息率及年期方面均可取得較優惠條件。

隨著北方及內陸的企業及經濟體制走向市場化，地區間的經濟及貿易活動必定增加，對銀行服務的需求也會進一步提高。這將會造成一個良性循環，加強地區的連繫和合作，和同業之間的競爭。因此，香港銀行界對這些地區所能作出的貢獻，是不用置疑的。



恆生銀行常務董事兼行政總裁歐肇基以「香港銀行界對中國內陸及北部地區經貿合作所擔當的角色」爲題發表演說。
Mr Alexander Au, Managing Director and CEO of the Hang Seng Bank speaks on 'the Role of Hong Kong's Banking Industry in the Economic Development of the Northern and Inland Provinces in China.'

香港與大陸北部及內陸地區的經貿合作

（中國經濟貿易委員會副主任俞曉松之演辭全文）

首先，對香港廠商聯合會代表團的到來，表示熱烈的歡迎。我謹就香港與大陸北部及內陸地區的經貿合作問題簡述淺見，敬請賜教。

大陸經濟的蓬勃發展爲香港工商界創造了良機

諸位知曉，從七十年代末八十年代初開始，經過中國共產黨的十一屆三中全會作出決定，我們逐步將全黨的工作重點轉移到經濟建設上，確立了進行經濟改革和擴大對外開放的方針。

十五年來，中國的經濟取得了長足的發展：一方面，明顯提高了綜合國力，以經濟發展爲例，一九九三年全年現價國內生產總值突破了人民幣三萬億元（港幣二萬六千七百八十五億七千萬元），經濟持續高速增長勢頭較強；另一方面，經濟體制改革不斷深化，改革舊有計劃模式，逐步加快社會主義市場經濟體制過渡的步伐；經濟成長的質量也有所提高。

經過十五年對外開放，中國經濟與世界經濟發展的關係日漸密切，對外開放的領域和區域不斷擴大。在一九九三年，中國對外貿易總值達人民幣一千九百五十八億美元（港幣一萬五千二百七十二億四千萬元），比一九九二年增長百分之十八點二；國內經濟發展與國際市場的關聯度（進出口總值佔國民生產總值比重）由一九七八年的百分之九點九提高到百分之三十八；大量國際資本投入中國，利用外資取得了較大的成就。十五年累計實際外資投入金額超過六百億美元（港幣四千六百八十億元）。

在中國經濟改革與對外開放的進程中，香港地區擔負十分重要的角色，發揮了積極的作用。隨着大陸經濟的發展，香港經濟日漸繁榮，內地與香港地區的經貿合作不斷加強。

從進出口貿易的情況來看，近年來香港對外貿易穩定增長，得益於內地經濟的發展。據中國海關統計，一九九三年內地與香港貿易總額爲三百二十五億三千七百萬美元（港幣二千五百三十七億八千九百萬元），約佔大陸對外貿易額的百分之十六點六，而內地已取代美國成爲香港出口的第一大市場，香港也成爲中國的第二大貿易伙伴。轉口貿易在內地與香港貿易中的地位越來越重要，據香港資料，在一九九三年內地仍爲香港轉口商品的最大來源地和最大市場，分別佔總量的百分之五十七點六和百分之三十三點四。

就投資而言，香港的投資額佔內地的海外投資額的首位，且投資額、投資項目逐年均有明顯增長。

從地理分佈而言，香港對內地的貿易及投資較集中在華南特別是珠江三角洲地區，這與中國過去十五年改革開放的重點是一致的。珠江三角洲以及深圳、珠海等經濟特區吸納了大量港澳資本，促進了這些地區經濟的起飛；與此同時，也爲香港（澳門）經濟的持續繁榮提供了一個經濟實力雄厚的倚靠腹地。

加強香港與大陸北部以及內陸地區的經貿合作

對外開放是中國堅定不移的國策，已經載入憲法。從實踐上看，中國的對外開放隨著整個經濟的發展，正在逐步推進及不斷擴大。特別是在一九九二年初，鄧小平同志南巡講話以後，中國對外開放的步伐大大加快，對外開放的領域和區域都有了較大拓展。

就區域而言，除深圳、珠海等五個經濟特區、大連、北海等十四個沿海開放城市及長江三角洲、珠江三角洲等開放地區外，九十年代又相繼開放了上海浦東地區、五個沿長江城市、沿江開放區及十八個內地省會城市及十三個邊境城鎮，形成了包括東部沿海開放地區、以上海浦東爲龍頭的長江沿岸地區、沿邊地區及以省會城市爲中心的內陸省區在內的全方位開放格局。

就開放的行業領域而言，按照國家產業政策，除了進一步做好現有行業的利用外資工作外，國家還逐步對外商投資於服務貿易等領域進行試點，特別鼓勵和支持外商投資於能源、交通、原材料等基礎行業，支持並引導外商投資轉向高新技術、新產品和現有企業利用外資進行技術改造。

儘管大陸北部地區及內陸地區對外開放起步較晚，但仍具有許多潛在優勢，因此，我們鼓勵外商加強與這些地區的經貿合作。中國東北、華北、華中、西南等地區，地域遼闊，農業發達；人口較多，勞動力資源充裕。同時，與沿海及華南地區相比，各種費用及勞動力價格也比較便宜；這些地區工業基礎比較好，由於計劃體制對經濟佈局的影響，中國有部分重工業企業及化工業企業比較集中地分佈在這些地區，除了生產能力、生產技術比較有條件外，科技人才也相當多，有一定優勢；北部地區及內陸地區也是中國各種自然資源最集中的地區，石油、天然氣、煤及各種礦產儲量豐富，適合發展能源、原材料等工業；經過十五年的建設與發展，北部及內陸地區逐步加強了改善基礎設施和基礎條件的工作，利用各種方式籌集大量資金，加快公路、鐵路、碼頭、港口及通訊等建設，投資環境有較大改善。

還需要指出的是，隨着中國經濟發展及對外開放重點的轉移，國家將集中力量加強能源、交通、原材料行業的建設，這些項目從國家的「八五」和十年規劃來看，有相當部分將集中在北部及內陸地區；三峽工程已經開動，這將帶動中部地區經濟的多方面發展；除了新建項目外，國家鼓勵現有企業吸收利用外資進行技術改造。這是一項十分宏偉的工程，需要在資金、技術、設備及各個方面展開對外經貿合作。隨着人民生活水平的不斷提高，內地近八億人民的消費及購買能力逐步上升，使得內地商品市場也進一步擴大。以上種種，均爲境外廠商、金融界等提供了廣闊的投資市場、投資機會，明顯地實現了包括香港在內的各個地區與其他國家加強與中國北部及內陸地區的經貿合作。

內陸地區原有骨幹企業，多爲國有企業，這些企業過去爲國家的經濟發展作出貢獻，但沒有得到公平的待遇，國有工業產值約佔全國總產值的一半，但提供的財政收入卻超過七成，負擔過重使其自我發展遇到困難。隨着建立社會主義市場經濟體制進程的推進，特別是今年的財政、稅收、外匯、投資體制的改革，已經爲企業進入市場創造了趨於公平的條件；《公司法》的實施，現代企業制度的推進，將改變國有企業是政府附屬物的狀態，而使其眞正成爲獨立經濟法人；企業財務制度及其他經營管理制度的改革，使其與國際通用規則銜接。這些都將增強國有企業，也爲其和海外進行投資、貿易合作創造了更好條件。

內陸地區是有發展前途的、生機勃勃的地區。加強與香港地區在內的海外國外合作，是經濟發展的客觀要求；中央及地方各級政府態度十分積極，基礎設施及基本條件有較大改善，可以說「天時、地利、人和」三者俱備。希望香港廠商界朋友們對此有深刻的認識和精明的判斷，加大合作力度，擴大合作範圍，提高合作質量，抓住時機，捷足先登。事實上，最近幾年，香港企業界、金融界增加了在武漢、成都、重慶、長沙、西安、鄭州、洛陽及東北三省等地的投資，逐步拓展了投資範圍，已經說明了越來越多香港廠商和朋友看準了內地投資市場的美好前景。

經過十五年的發展，香港與內地的經貿合作關係已經十分密切。正如許多有識之士指出，大陸的對外開放給香港的繁榮注入了新的活力。中國政府完全有信心、有能力按照《香港特別行政區基本法》的原則，如期收回香港主權，恪守義務，保證並促進香港的繁榮與發展。中國的蓬勃發展是香港穩定發展的關鍵所在；加強與大陸北部及內陸地區的合作，同樣也是兩地共榮的機遇所在。



是次講座場面熱鬧，與會者超過五百人。
The seminar receives enthusiastic responses with more than 500 participants.



中國經濟貿易委員會副主任俞曉松指出香港與中國北部及內陸地區合作將爲兩地帶來繁榮與安定。
Vice-Director of China Economic and Trade Committee Mr Yu Xiao Song points out that economic cooperation between Hong Kong and inland and northern China will bring advantages and prosperity to both regions.

CMA High-Level Delegation to Beijing

The Association organized a high-level delegation comprising over 80 delegates to Beijing from June 12 to 16 upon the invitation of the All-China Federation of Industry and Commerce (ACFIC). This is regarded as one of the highlights to celebrate CMA's 60th Anniversary as well as the opening of our Beijing Representative Office which started its operation on June 1.

The delegation was led by CMA President Mr Herbert Liang, with Vice-Presidents Mr Yip Hing Chung, Mr Chan Wing Kee and Mr Tony Chau as deputy leaders; CMA Honorary Presidents Dr James Wu, Mr Chow Chung Kai, Mr Ngai Shiu Kit; Mr Chen Ke Qiang, Head of the Economic Affairs Department and Mr Tian Jin, Deputy Head of the Co-ordination Department of Xinhua News Agency (Hong Kong Branch); Mr Guo Ying Ming, Vice-Chairman and President of Scriven Trading Ltd as advisors. Special VIPs invited include Mr Brian Chau, Secretary for Trade & Industry; Dr Chiang Chen, Chairman of Chen Hsong Machinery Co Ltd; Professor Min Kin Chok, Department of International Business of the Chinese University of Hong Kong; Mr Alexander Au, Managing Director and CEO of Hang Seng Bank Ltd, who were also speakers for the Conference on 'Trade and Economic Cooperation between Hong Kong and Northern & Inland China' co-organized by the Association and ACFIC on June 14.

Other members of the delegation were CMA Executive Committee members Mr Peter Hung, Mr Jose Yu, Mr Alexander Lo, Mr Lo Chin, Dr Lui Ming Wah, Mr Choi Hin To, Mr Lee Sai Yick, Mr Lin Fai Shat, Mr Lam Hok Po; General Committee members Mr Milano Choy, Mr Lo Man Tuen, Mr Eddie Lu, Mr Michael Chan, Mr Donald Chow, Mr Chow Yun Sheung, Mr Lau Chi Yuen, Mr Edward Wong, Dr David Wong, Mr Joseph Sin, Mr James Cheng, Mr Michael Sun, Mr Chan Fook Hing, Mr Chiu Chun Bong, Mr Robert Mui, Mr Mak Hung, Mr Francis Cheng, Mr Paul Chu, Mr Johnny Li, Mr Yim Chan Chee, Mr Peter Wu, Mr Kok Ying Dao, Mr Ho Yuk Wing, Mr Chao King Lin; Sub-committee Chairman Mr Eddy Li; members Mr Chan Man Tak, Mr Fung Kwok Yin, Mr Hui Wing Mau; Executive Secretary Mr Francis Lau; Chief Representative of CMA Beijing Office Mr Qi Hong Tao and Deputy Representative Ms Sun Mei; spouses and juniors of the committee members and four staff from the secretariat.



The delegates of the CMA High-level delegation to Beijing pose for a photo during CMA 60th Anniversary Celebration Banquet.
本會赴北京高層代表團全體團員合照。



CMA high-level delegation is warmly received when arriving Beijing.
本會赴北京高層代表團甫抵北京即受到熱烈歡迎。

Meetings with the Chinese Leaders

President Jiang Ze Min met the delegation

Meeting the CMA delegation on June 14, President Jiang Ze Min welcomed members of the Association to further consolidate China market economy. During the two-hour meeting, President Jiang shared his enlightening thoughts on the world's economy and Hong Kong's future with the delegates and discussed enthusiastically with them concerning various aspects of Hong Kong, ranging from electoral reform, land policy, to future development of the local manufacturing sector.

(From right) President Jiang Ze Min meets CMA President Mr Herbert Liang and Vice-President Mr Yip Hing Chung.
（右起）國家主席江澤民會見本會會長梁欽榮及副會長葉慶忠。



"It is the people of Hong Kong that will be affected and benefited by maintaining a prosperous and stable Hong Kong community. It will be a blessing for their generations who are to come," told Mr Jiang. He elaborated that Hong Kong people need to join their efforts in making a better Hong Kong and the Chinese government has unwavering confidence to maintain the stability and prosperity of the territory.

Also accompanying President Jiang to receive the delegation included Mr Ding Guan Gen, Committee Member and Secretary General of the Secretariat of Political Bureau of CPC Central Committee; Mr Wang Zhao Guo, Director of UFD Central Committee of Chinese Communist Party; Mr Jing Shu Ping, Chairman of All-China Federation of Industry & Commerce; Mr Lu Ping, Director of China's Hong Kong and Macau Affairs Office and Mr Zhu Yu Cheng, Deputy Director of Xinhua News Agency (Hong Kong Branch).



Mr Li Rui Huan (right), Standing Committee Member of Political Bureau of CPC Central Committee and Chairman of CPPCC meets CMA President Mr Herbert Liang (middle) and Vice-President Mr Yip Hing Chung (left).
全國政協主席李瑞環（右）與本會會長梁欽榮（中）、副會長葉慶忠（左）合攝。

Meeting with Mr Li Rui Huan

The morning of June 15 started off with a meeting with Mr Li Rui Huan, Standing Committee Member of Political Bureau of CPC Central Committee and Chairman of CPPCC.

Mr Li told the CMA delegates at the meeting that Hong Kong people should be well prepared for the prospect of Hong Kong governed by Hong Kong people. He also added that people of Hong Kong should seriously consider coming together to resolve the pre-1997 outstanding issues in Hong Kong.

"Although China interferes in Hong Kong affairs from time to time, it would not do so after 1997. People of Hong Kong should prepare to rule the territory properly by themselves," Mr Li assured.

" The policy of 'one country-two systems ' is a wonderful creation by Mr Deng Xiao Ping. It is beneficial to people in both Hong Kong and China. The policy is of great and long-term significance to us, and we have no doubt in realization of the policy." Mr Li continued," in order to implement the policy and maintain Hong Kong's stability and prosperity before the handover and beyond 1997, a lot of work have to be done." Mr Li pinpointed that Hong Kong people need more than confidence and faith to run Hong Kong properly, they also need the means and capability to achieve that.

Other visits of the day included meetings with Economic System Reform Office (ESRO) and Ministry of Internal Trade (MIT). Useful discussion on China's new VAT system, in particular, VAT on land price, was made with the Deputy General Secretary of ESRO Mr Feng Bing. At the meeting with MIT Vice-Minister Mr He Ji Hai, the talk focused on liberalization of domestic market in China, right of domestic sale for foreign investors as well as the newly launched enterprise law.



Mr Li Lan Qing (right), Vice-Premier of the State Council briefs the delegates on the recent development of China's economic reform.
國務院副總理李嵐清（右）向代表團闡述中國經濟改革之最新情況。

Meeting with Mr Li Lan Qing, Vice-Premier of the State Council

On June 13, Mr Li Lan Qing, Vice-Premier of the State Council, received the CMA delegation at the Great Hall of the People and briefed members on the recent development of China's economic reform.

Mr Li told that the overall economic condition in China was looking good even though there were regional differences in the pace of development. Inland provinces are now taking a more aggressive role in fostering industrial and commercial development and it is also a major goal of the government to spread out the economic benefits across the country.

He agreed to CMA's efforts in promoting economic linkages with the northern and inland regions and welcomed the establishment of our Beijing respresentative office. In reply, Mr Herbert Liang said that Hong Kong investors had already established many business contacts in southern China since China adopted its economic reform in the early 80s. It was then the responsibility of the Association to assist Hong Kong manufacturers to explore new business ventures in other parts of China, in particular the northern and inland provinces. He explained that a lot of factory workers working in those southern coastal cities were in fact migrated from inland regions. "Both human and natural resources are abundant in these regions. We expect more Hong Kong investors will go inland for their future endeavours," Mr Liang said.

CMA President Mr Herbert Liang (middle) and Vice-President Mr Yip Hing Chung (left) present a souvenir to Vice-Premier of the State Council Mr Li Lan Qing (right).
本會會長梁欽榮（中）與副會長葉慶忠（左）代表本會致送紀念品予國務院副總理李嵐清（右）。





Mr Gu Yong Jiang (right), Vice-Minister of the Ministry of Foreign Trade and Economic Cooperation meets CMA President Mr Herbert Liang (middle) and Vice-President Mr Yip Hing Chung (left), both parties exchange views on Sino-Hong Kong economic integration.
對外經貿部副部長谷永江（右）與本會會長梁欽榮（中）及副會長葉慶忠（左）會面。雙方就中港經濟合作交換意見。

Meeting with Mr Gu Yong Jiang, Vice-Minister of the MOFTEC

Right after the morning meeting with the Vice-Premier, the delegation visited the office of Ministry of Foreign Trade and Economic Cooperation (MOFTEC) and was received by MOFTEC's Vice-Minister Mr Gu Yong Jiang. At the meeting, both parties exchanged views on the close Sino-Hong Kong economic integration and the important role Hong Kong played in China's external trade.

CMA President Mr Herbert Liang also expressed our concern on the recently imposed European Union's import quotas on China's products. He also suggested the setting up of a non-governmental trade consultative body in China to promote information exchange regarding trade and economic matters between China and Hong Kong. The establishment would also serve as a communication channel for collection of opinions from Hong Kong's business community. Mr Gu was very receptive to our suggestions and he updated the delegates on the latest progress with regard to China's GATT talk and the renewal of US most-favoured-nation (MFN) status.

Mr Gu told, "China has applied for the re-entry to GATT for eight years. The major barrier previously was on the legal system. At present, the Chinese government has affirmed the development of the market economy, there are also progress in the reform of the foreign trade system. China has set up a timetable to re-join GATT. A number of system reforms have been implemented, eg equal treatment to domestic and foreign enterprises, unification of RMB foreign exchanges, etc. In 2000, it is expected that RMB will become a free and internationally convertible currency. All rules and regulations regarding foreign trade are documented to meet the requirement of trade transparency."

"China hope to become a member of GATT before the World Trade Organization (WTO) established on 1995 January 1, so that we (China) will become a founder member of WTO." Mr Gu continued. "But in the course to rejoin GATT, the US have imposed many obligations on China. For instance, they regard China as a developed country rather than a developing country. By being a developed country, China have to meet a different set of commitments within a more stringent time frame and this is not acceptable to us."



Director of China's Hong Kong and Macau Affairs Office Mr Lu Ping welcomes the CMA high-level delegation.
國務院港澳辦公室主任魯平歡迎本會北京高層代表團。

CMA delegation visited Mr Lu Ping, Director of China's Hong Kong and Macau Affairs Office

In the afternoon of June 13, the CMA delegation visited Mr Lu Ping, Director of China's Hong Kong and Macau Affairs Office (HKMAO) at Swissotel. Also present was Deputy Director Mr Chen Zi Ying.

The 1994/95 electoral arrangements, general livelihood of Hong Kong citizens including high property prices, infrastructural development, the complementarity in future development between Hong Kong and Guangzhou were among the topics discussed during the meeting.

In their discussion about the way to suppress the escalating property prices, Mr Lu expressed that the problem of high property price will affect the stability and prosperity of Hong Kong beyond 1997. Recently, the British-Hong Kong government has implemented a series of policies to suppress the land and property prices, many of these will take effect after 1997. He therefore hoped that there would not be any great fluctuation in the property market in the transition period. Mr Lu also opined that high land price has pushed up the production cost of the industry, and thereby weakening the competitiveness of Hong Kong's products in the international market. The British-Hong Kong government should deal with this problem with some solid suggestions.



Mr Lu Ping (right), Director of China's Hong Kong and Macau Affairs Office receives the delegation led by CMA President Mr Herbert Liang (left).
國務院港澳辦公室主任魯平（右）接見由本會會長梁欽榮（左）率領之代表團。

In view of the economic ties between Hong Kong and China after 1997, Mr Lu stressed that Hong Kong should facilitate as the window and gateway for China to the outside world. He said, "Shenzhen is a special economic zone, and Hong Kong will be a very special economic zone after 1997; the policy for Hong Kong by the central government will be very special." " The present economic advantage of Hong Kong is having a vast hinterland of China; Hong Kong should make a conscious effort to develop by keeping close track of China's open policy and economic progress," Mr Lu added. "Hong Kong should continue to be an economic city, making full use of its economic merits,and should not become a political city."

Mr Lu reiterated that stability and prosperity were important for Hong Kong both in the pre-1997 and post-1997 periods. In the run-up to 1997, Hong Kong people must unite together and strive for a better Hong Kong though the countdown might not be a plain-sailing trip.



CMA President Mr Herbert Liang (left) presents a souvenir to Mr Lu Ping (right).
本會會長梁欽榮致送紀念品予魯平主任。

CMA Strengthens Linkages with Beijing

Dinner reception hosted by ACFIC

Upon arrival, the whole delegation was invited to a dinner reception hosted by ACFIC in the evening of June 12. This was an opportunity to get together with old acquaintances in Beijing.

In his opening speech, ACFIC Chairman Mr Jing Shu Ping congratulated the CMA for its 60th Anniversary. He acknowledged that the two associations had signed a memorandum of understanding two years ago and since then, both parties had been in close working relationship. To cite a recent collaboration, Mr Jing reported that ACFIC and CMA had co-organized a training course on business management in April in Henan; the two parties would also co-organize a large-scale economic conference on June 14 in Beijing. He told that encouraging responses were received and he wished the CMA delegation a fruitful trip in Beijing.

On behalf of the Association, CMA President Mr Herbert Liang thanked the ACFIC for all its assistance and support given to the Association in making this mission a successful one and he presented a token of appreciation to the Federation. He also affirmed the bond developed between the two organizations and said that it was a prior objective of CMA to strengthen relations with northern China.



The All-China Federation of Industry and Commerce (ACFIC) hosts a dinner reception for the CMA high-level delegation to Beijing. CMA President Mr Herbert Liang (left), presents a sourvenir to its Chairman Mr Jing Shu Ping (right).
中華全國工商業聯合會在訪問團抵京當晚設宴歡迎全體團員，席上本會會長梁欽榮（左）致送紀念品予該會主席經叔平（右）。



The People's Government of Beijing, together with the Chinese People's Political Consultative Conference, Beijing Committee, the United Front Work Department of Beijing Committee of the Chinese Communist Party and Beijing Federation of Industry and Commerce co-organize a seminar on Beijing's economic development for the CMA delegation.
北京市政府、市政協、市委統戰部及市工商聯合辦北京經濟發展座談會。

Briefing on Beijing's economic development

The People's Government of Beijing, together with the Chinese People's Political Consultative Conference (CPPCC), Beijing Committee, the United Front Work Department of Beijing Committee of the Chinese Communist Party (CCP-UFWD) and Beijing Federation of Industry and Commerce co-organized a seminar on Beijing's economic development and a luncheon for the CMA delegation on June 13.

The seminar was co-chaired by Beijing CPPCC Chairman Mr Wang Da Ming and Beijing CCP-UFWD Director Mr Shen Ren Dao. Other Beijing government officials attending the meeting included Vice-Mayor of Beijing Mr Lu Yu Cheng, Beijing CPPCC Vice-Chairman Mr Lu Song Hua, Director of Foreign Affair Office of Beijing's Government Mr Huang Cheng Xiang, Standing Deputy Chairman of Beijing Federation of Industry and Commerce Ms Ren Ning Fen, etc. Topics such as economic prospect of Beijing, transformation and modernization of the state enterprises and the recent land and property development in Beijing were discussed.

Members of the delegation were amazed by the steady economic progress that Beijing enjoyed. As in 1994 May, Beijing recorded a favourable GNP growth of 12.7% which represented a total value of RMB34.8 billion (HK$31.07 billion). Industrial output increased at a rate of 20.6% in May, sustaining a record high of 20% and above for five consecutive months. Government revenue also showed a steady increase of 9.6% while per capita income for the Beijing citizens rose by 46.3% (but it was still a net gain after deducting the inflationary effect).

After the briefing, the hosting organizations treated the delegates with a sumptuous and enjoyable lunch.



Six reowned speakers from Hong Kong and China are invited to speak on their field of expertise at the conference named 'Trade and Economic Cooperation between Hong Kong and Northern & Inland China' co-organized by ACFIC and the Assoication.
本會與全國工商聯合辦之「香港與中國內陸及北部地區經貿合作」研討會，邀請了六位中港有名的專業人士主講。

CMA & ACFIC co-organized economic conference

A full-day conference named 'Trade and Economic Cooperation between Hong Kong and Northern & Inland China', drawing an attendance of over 500 representatives from Chinese enterprises, provincial and municipal governments within and outside Beijing, was held on June 14 at the China World Hotel.

Six renowned speakers from Hong Kong and China were invited to speak on their respective fields of expertise. Speakers from Hong Kong included Mr Brian Chau, Secretary for Trade and Industry; Dr Chiang Chen, Chairman of the Chen Hsong Machinery Co Ltd; Professor Min Kin Chok, Department of International Business of the Chinese University of Hong Kong; and Mr Alexander Au, Managing Director and CEO of Hang Seng Bank Ltd. Speakers from China were Mr Yu Xiao Song, Vice-Minister of the State Economic and Trade Commission and Mr Tao Li Ming, Deputy Director of the Financial Research Institute of the Bank of China.

CMA President Mr Herbert Liang and ACFIC Chairman Mr Jing Shu Ping delivered their respective opening remarks to the enthusiastic attendants who made the conference a full-house success.

Mr Yu Xiao Song, the Vice-Director of China Economic and Trade Committee was the first speaker of the Conference who spoke on the topic 'New Direction for Investment in China — Economic Cooperation between Hong Kong and Inland and Northern China'. He said that Hong Kong has been playing a very important and positive role in China's economic opening and reform. Since early 1992, China has quickened the pace of reform and as a consequence, both the scope and geographical extent of economic opening have been extended considerably. As far as geographical extent is concerned, area designated for economic opening has been enlarged from the Yangtze River Delta and the Zhujian River Delta to places along the Yangtze River and the national border, as well as inland provinces with development focuses at their capital cities. Putung of Shanghai is regarded as the dragon head of the extended zone. Concerning the opening scope, China is taking steps to test the feasibility of opening the service and trade industries for foreign investors. They are particularly encouraged to invest in fundamental industries such as energy resources, transportation and raw materials. According to Mr Yu, support and guidance are provided in order to divert foreign investment to the development of high and new technology, new products and to the technological reform of the existing enterprises.

Mr Yu remarked that inland region is a region of great prospect and opportunity. It is in response to the demand of economic development for China to enhance co-operation with places or countries outside PRC including Hong Kong. Due to the very positive attitude of the officials of the central and regional governments, Mr Yu said that there would be a relatively big improvement in the basic infrastructure and conditions in the region. He hoped that Hong Kong manufacturers would have a thorough recognition on such development and make smart judgement accordingly. He reminded manufacturers not to miss the opportunity and urged them to take the lead to enhance the intensity and scope of economic co-operation.

The second speaker was Mr Brian Chau, Secretary for Trade and Industry, who spoke on the topic 'the Bridging Role of Hong Kong in the Economic Development in Inland and Northern China'. He believed the capitalistic free trade policy adopted by Hong Kong has made the city a source area of foreign capital and related services required for the development of market economy of the socialist China. Hong Kong businessmen thus have become the best trading partners for foreign investors heading for China.

Mr Chau continued to say that the products manufactured from the production lines moved from Hong Kong not only raise China's export figures, but also have the effect of stimulating the growth of related industries and enriching the knowledge and experience of workers in the mainland. Hong Kong functions as the central nervous system of China's industry, especially industry in southern China, and is responsible for decision making on strategy and management. This includes product design, testing, packaging, market estimation, promotion, shipping and financing. Hong Kong is, generally speaking, playing the role of a middleman to ensure both parties a satisfactory transaction.

To overseas investors and buyers,



CMA President Mr Herbert Liang addresses at the conference.
本會會長梁鈞榮於研討會上致辭。



Professor Min Kin Chok, Department of International Business of the Chinese University of Hong Kong speaks on 'the New Opportunities Offered for Hong Kong Enterprises as a result of the Economic Development in Inland & Northern China.
中文大學工商管理系閻建蜀教授以「中國北部與內陸地區的經貿發展對香港企業提供的新合作機會」爲題發表演說。

according to Mr Chau, Hong Kong is like an encyclopedia with all the information about China. She helps to sort out contractual problems while China's legal system is still at its developing stage, as well as to tackle difficulties arising from cultural contrast encountered when drawing up contract agreement and during the course of business transaction.

Mr Chau came to the conclusion that the bridging role of Hong Kong has made the city indispensable to China and so is China to Hong Kong. The close relationship between Hong Kong and China is best demonstrated by the most-favoured nation (MFN) issue. China's booming economy is definitely good for Hong Kong.

The speech before the tea break was delivered by Professor Min Kin Chok of the Chinese University of Hong Kong. The title of his speech was 'the New Opportunities Offered for Hong Kong Enterprises as a Result of the Economic Development in Inland & Northern China'. Professor Min said that the opportunity of co-operation is directly proportional to the degree of opening endorsed by China. The inland region, apart from the existence of comparative advantages in the production costs, will also provide a domestic market which he believes should not be overlooked by Hong Kong enterprises. Although the inland region will, in the short run, have slower pace of development compared with the coastal region, it is impossible for the economic development of the entire country to remain unbalanced for a prolonged period. He said the speedy development of the coastal region would indirectly enhance the comparative advantage in the production cost in the inland region. Taking into account the existence of a potential domestic market, Hong Kong businessmen will take steps to move inland.

The fourth speaker was Mr Tao Li Ming, Deputy Director of the Research Centre of the Bank of China. He made the following analysis on the impact of financial system reform on the investment in inland and northern China:

1. As the central bank gets more independent and the macro financial situation remains stable, the possibility of serious inflation will diminish. And this will be beneficial to the production data and price reform of the large and medium size enterprises in inland China.

2. The commercialization of state-owned specialized bank will favour the improvement of the efficiency and quality of the services rendered by the specialized banks in the inland and northern China, and will enhance the creativity of the specialized banks by increasing the variety of financial tools and means of financing, as well as encourage these banks to provide bridging services to overseas investors according to international practices.

Meanwhile, during the course of



Mr Tao Li Ming, Deputy Director of the Research Centre of the Bank of China , analyses the influence of financial system reform on investments in inland and northern China.
中國銀行研究所副所長陶禮明分析中國金融體制改革對投資於中國內陸及北部地區的影響。

commercialization of the state-owned bank, the status of 'transfusing blood' to enterprises of poor operation will be changed gradually. Various banking operational policies will be employed to exert pressure on those enterprises to improve operation and to speed up operational system transformation.

3. The establishment of policy banks represents an important step forward in the development of a system in policy financing. Such banking establishment will gather large amount of capital for developing fundamental industry including raw materials and energy resources development, electricity generation, transportation, hydro-electricity generation as well as large scale basic infrastructure, thus will improve the investment environment of inland China.

4. With the new policies on the system of foreign exchange management being put into practice, which include the unification of the exchange rate of RMB, the cancellation of the foreign retention quota system and the execution of the system of allowing banks to buy and sell foreign exchange, the preferences enjoyed by the coastal regions in the distribution and utilization of foreign exchange will disappear. The inland region can therefore develop trade and attract foreign capital together with the coastal region under equal terms of competition. This means a lot in strengthening the development potential of the inland region, especially in enhancing the aggressiveness of the medium and large enterprises in developing export-oriented economy.

Mr Alexander Au, Managing Director and CEO of the Hang Seng Bank then spoke on the topic 'the Role of Hong Kong's Banking Industry in the Economic Development of the Northen and Inland Provinces in China'. He said that the development of commerce and manufacturing must have the support of the financial sector. China is now going full speed ahead with its banking reform, aiming at separating policy banks from the commercial banks. As an international financial centre with many global financial institutions, wide connections and an excellent workforce, Hong Kong has a lot to offer in the financial development of Mainland China. This would in turn enhance the territory's status as a financial centre. At the end of 1993, direct loans used by Chinese enterprises from Hong Kong's banks amounted to US$7.3 billion (HK$56.94 billion). Although detailed figures are not available, Mr Au believed that a reasonable amount must have been invested in northern China.

The last speaker, Dr Chiang Chen, Chairman of Chen Hsong Machinery Co Ltd, talked on 'the Prospects of Hi-tech Co-operation between Hong Kong and Inland and Northern China'. He foresaw that majority of economic co-



Dr Chiang Chen, Chairman of Chen Hsong Machinery Co Ltd speaks on 'the Prospects of Hi-tech Co-operation between Hong Kong and Inland and Northern China'.
震雄機器廠有限公司董事長蔣震博士以「香港與中國內陸及北部地區高科技工業合作的前景」爲題發表講話。

operation between Hong Kong and inland and northern China would remain in the categories of industry and trade. As a cooperation partner, according to Dr Chiang, Hong Kong offers capital, market information and production and management experience. Inland and northern China, on the other hand, provides land, human resources and domestic market. He also reminded people not to neglect the difficulties encountered during the course of co-operation, such as the differences in management philosophy and political/economic systems. Dr Chiang however concluded that there should be a bright future for the economic co-operation between Hong Kong and the Inland and northern China.

The question-and-answer session started right after Dr Chiang's speech. Participants in the conference were keen to raise questions with reference to the speeches delivered and were satisfied with the answers given by the speakers. Questions that required research and investigation were left for the CMA Beijing Office to follow up.

The seminars on finance and property development, industry and trade, commerce and service industry were held concurrently in the afternoon for free exchange of opinions. The seminar of finance and property development was hosted by Mr Herbert Liang, President of CMA, Mr Chen Jin Shen, Deputy Chairman of ACFIC, Mr Alexander Au, Managing Director and CEO of Hang Seng Bank and Mr Tao Li Ming, Deputy Director of the Research Centre of the Bank of China. The seminar on industry and trade was hosted by Mr Chan Wing Kee, Vice-President of CMA, Mr Brian Chan, Secretary of Industry and Trade and Dr Chiang Chen, Chairman of Chen Hsong Machinery Co Ltd. The seminar on Commerce and Service Industry was hosted by CMA Vice-President Mr Yip Hing Chung, Honorary President Dr James Wu, and Professor Min Kin Chok of the Chinese University of Hong Kong. Response of the seminars was enthusiastic with around 100 representatives and senior staff of enterprises from Beijing and different parts of China attending each of the above seminars.

Note: This issue has published on P.44 to P.49 the speeches of Mr Alexander Au, Managing Director and CEO of Hang Seng Bank Ltd and Mr Yu Xiao Song, Vice-Director of China Economic and Trade Committee. Other speeches will be published in the next issue.



CMA President Mr Herbert Liang (middle) presents a souvenir to Secretary of Party Committee of Beijing Chinese Communist Party Mr Chen Xi Tong.
本會會長梁歎榮（中）致送紀念品予北京市委書記陳希同（右）。

Secretary of Party Committee of Beijing Chinese Communist Party, Mr Chen Xi Tong officiated the MOU Signing Ceremony among CMA, CPPCC Beijing Committee & Beijing Chinese Overseas Friendship Association



To strengthen the economic ties between Beijing and Hong Kong, the Association signed a memorandum of understanding with the Committee on Cultural and Economic Relations of CPPCC Beijing Committee and Beijing Chinese Overseas Friendship Association. The MOU is signed by Committee on Cultural and Economic Relations Director of CPPCC Beijing Committee Mr Zhang Yi Chun (left) and Vice-Chairman of Beijing Chinese Overseas Friendship Association Mr Wang Bao Liang (right) and CMA Vice-President Mr Yip Hing Chung (middle).
本會與北京市政協及北京海外聯誼會簽訂合作協議，促進京港兩地工業企業合作，圖爲北京市政協文化經濟聯絡委員會主任張一純（左）、北京海外聯誼會副會長王寶亮（右）及本會副會長葉慶忠（中）簽署時的情形。

To strengthen the cultural and economic ties between Beijing and Hong Kong, and to facilitate business matchings among respective counterparts in Hong Kong and Beijing, the Association signed a memorandum of understanding (MOU) with the Committee on Cultural and Economic Relations of CPPCC Beijing Committee and Beijing Chinese Overseas Friendship Association in the afternoon of June 15 in the presence of Mr Chen Xi Tong, Secretary of Party Committee of Beijing Chinese Communist Party.

The signatories were CMA Vice-President Mr Yip Hing Chung, Committee on Cultural and Economic Relations Director of CPPCC Beijing Committee Mr Zhang Yi Chun and Vice-Chairman of Beijing Chinese Overseas Friendship Association Mr Wang Bao Liang.

Half-day study mission to Tong County

During CMA's high-level delegation to Beijing from June 12 to 16, a number of delegation members visited Tong County, Beijing, on June 14. The visit aimed to study the latest economic and trade development in Tong County and to explore business opportunities between Tong County and Hong Kong.

The delegation to Tong County consisted of 27 members, with CMA Executive Committee member Mr Lin Fai Shat as leader. Other delegates included Mrs Herbert Liang, Honorary President Mr and Mrs Chow Chung Kai, Executive Committee members Mr Peter Hung, Mr Alexander Lo, Mr and Mrs Choi Hin To, Mr and Mrs Lee Sai Yick, General Committee members Mr Michael Chan, Mr Edward Wong, Mr and Mrs Chiu Chun Bong, Mr and Mrs Robert Mui, Mr and Mrs Paul Chu, Mr Yim Chan Chee, Mr Peter Wu, Mr Kok Ying Dao, Mr Ho Yuk Wing, Mr and Mrs Chao King Lin; members Mr Liang Chi Tsou, Mr Choy Chi Bun; and one CMA secretariat staff.

When the delegation arrived at Tong County, they were warmly received by the Tong County People's Government. CMA delegates met Mr Zhu Xue Min, Chairman of People's Political Consultative Conference Tong County Branch and Mr Li Rui He, Secretary of the Committee Party of Beijing Tongxian Commission.

At the meeting, Mr Zhu Xue Min introduced the recent development in Tong County, including the latest projects of industry, trade and real estate.

The delegates then visited Zhangjiawan. It is located at the southeast of Beijing, on the bank of the Great Canal, close to Tong County, and a satellite city of Beijing.

Zhangjiawan consists of 29 villages and has a population of 30,000, in which 13,000 are labourers, and a total area of 47 sq km. The highways of Beijing-Tianjin, Zhangjiawan-Langfang, the feeder railway of Beijing-Qinghuandao, the freeway of Beijing-Tanggu, and the outer circular highway go through the town. All these make Zhangjiawan a town of good transportation and communication. The Tong County Economic Development Zone approved by the Municipal Government of Beijing is located in scope of the town.

In the town, there are altogether 216 enterprises with a total workforce of 9,500, in which 450 are technical personnel. The fixed capital, working capital and production capacity amount to CNY240 million, CNY150 million and CNY1,500 million respectively. The major industries include automobile, building materials, garments, chemicals, printings and packing products etc. The industries of building, transportation, general merchandise and catering are also developed vigorously in recent years. New projects in education, culture, science and technology, public health, and construction of town and villages are all in progress. Since 1989, Zhangjiawan town has been awarded the titles such as one of 'the Hundred Stars of Townships in China', 'Civilized Township in China', 'the Advanced Enterprise in Thought and Political Works', and 'Beijing Exemplary Collective'. In 1992, Zhangjiawan is the number one among the 168 town and township enterprises whose sales volumes exceed CNY100 million. Mr Li Rui He earnestly hoped that Hong Kong manufacturers would invest in Zhangjiawan.

The delegates also visited an aluminium factory. All members were interested in the production method of the factory and stayed there for about 20 minutes.

Although the delegates visited Tong County for only half a day, they were deeply impressed by the development and investment environment of Tong County.



CMA delegates are briefed on the latest economic and trade development in Tong County.
代表團團員獲介紹有關通縣的最新經濟及貿易情況。



CMA President Mr Herbert Liang announces details of the newly established Beijing Representative Office and the '32nd Hong Kong International Industrial Products Exhibition' at the CMA 60th Anniversary Celebration Banquet.
本會會長梁欽榮於六十周年晚宴中宣布本會新設立的北京辦事處及「第三十二屆香港國際工業出品展銷會」之詳情。

CMA 60th Anniversary Celebration Banquet in Beijing

A celebration banquet was hosted by the Association in China World Hotel as the finale of the Beijing delegation to commemorate CMA's 60th Anniversary. Over 300 guests and celebrities from Beijing were invited to this festive event in the evening of June 15.

Among the guests were Vice-Chairman of Standing Committee of the National People's Congress Mr Wang Guang Ying, Chairman of ACFIC Mr Jing Shu Ping, Beijing Mayor Li Qi Yan, Deputy Director of UFWD Central Committee of Chinese Communist Party Ms Wan Shao Fen; Deputy Directors of HKMAO Mr Wang Feng Chao and Chen Zi Ying, Vice-Minister of MOFTEC Mr Zheng Xi Lin, Beijing CPPCC Chairman Mr Wang Da Ming, Deputy Director of Xinhua News Agency (Hong Kong Branch) Mr Zhu Yu Cheng, Vice-Chairman of China General Chamber of Textile Mr Ren Chuan Jun, commercial consuls and representatives from various embassies in Beijing including Australia, Egypt, Indonesia, Malaysia, Mexico, the Netherlands, etc.



CMA President Mr Herbert Liang (right) receives Deputy Directors of HKMAO Mr Chen Zi Ying (left) and Deputy Director of Xinhua News Agency (Hong Kong Branch) Mr Zhu Yu Cheng (middle) at the CMA 60th Anniversary Celebration Banquet.
港澳辦副主任陳滋英（左）及新華社香港分社副社長朱育誠（中）應邀出席本會六十周年晚宴，由本會會長梁欽榮（右）接待。



Secretary for Trade and Industry Mr Brian Chau (left) and Beijing Mayor Mr Li Qi Yan (right) attend the CMA 60th Anniversary Celebration Banquet and are received by CMA President Mr Herbert Liang (middle).
工商司周德熙（左）及北京市市長李其炎（右）出席本會六十周年晚宴，由本會會長梁欽榮（中）接待。



CMA President Mr Herbert liang (left) and Vice-President Mr Yip Hing Chung (right) welcome Deputy Director of HKMAO Mr Chen Zi Ying (middle).
本會會長梁欽榮（左）及副會長葉慶忠（右）歡迎到賀之港澳辦副主任陳滋英。



Deputy Director of UFWD Central Committee of Chinese Communist Party Ms Wan Shao Fen (left) and CMA President Mr Herbert Liang (right) pose for a photo.
中央統戰部副部長萬紹芬（左）與本會會長梁欽榮（右）合攝。

In his welcoming speech at the banquet, CMA President Mr Herbert Liang described the opening of the Association's representative office in Beijing as an important step to consolidate linkages between Hong Kong and China, in particular with the areas of northeastern and northwestern China. "The objective of setting up our Beijing representative office is to assist Hong Kong manufacturers to develop their China business," Mr Liang said. "I hope that through our Beijing Office, our members can gain some real benefits and find the office a source of handy reference in doing business in China."

Mr Liang also mentioned that another important celebration for the Association's 60th Anniversary would be the 32nd Hong Kong International Industrial Products Exhibition to be held in Hong Kong in the coming November. "A total of 500 booths will be displaying their products at the fair and a patronage of 100,000 visitors and buyers are expected," he commented. Mr Liang also took the opportunity to invite guests at the banquet to attend the exhibition in November.

Speaking on behalf of all the guests for the evening, ACFIC Chairman Mr Jing Shu Ping thanked Mr Liang for his hospitality. As ACFIC is a sister organization of CMA formalized by the sign-



(From left) CMA Vice-Presidents Mr Tony Chau, Mr Yip Hing Chung; Secretary for Trade and Industry Mr Brian Chau; CMA President Mr Herbert Liang and Vice-Chairman of Standing Committee of the National People's Congress Mr Wang Guang Ying at the CMA 60th Anniversary Celebration Banquet.
（左起）本會副會長周敏，葉慶忠；工商司周德熙；本會會長梁欽榮及全國人大副委員長王光英在本會六十周年晚宴上合攝。

ing of MOU in 1992, Mr Jing affirmed the close working relationship between the two organizations and ACFIC would be glad to lead a national delegation to participate in the Industrial Products Exhibition in November. He congratulated the CMA for its marvellous services and contribution to the Hong Kong industrial community and he looked forward to seeing another 60 years of remarkable accomplishment of the Association.

CMA Executive Committee member Dr Lui Ming Wah had written two Chinese poems regarding the Beijing Mission and CMA Beijing Representative Office. The evening provided the best occasion to present the poems to the municipal government of Beijing as well as to the newly-established Beijing Office. CMA President Mr Herbert Liang gladly presented the two poems in Chinese calli-graphy to Mayor Li and Mr Qi Hong Tao, Chief Representative of CMA Beijing Office.



CMA President Mr Herbert Liang (left) presents the Chinese poem written by CMA Executive Committee member Dr Lui Ming Wah (middle) to Mr Qi Hong Tao (right) Chief Representative of CMA Beijing Representative Office.
本會會長梁欽榮（左）致送本會常務會董呂明華（中）的題詩予北京辦事處首席代表齊洪濤（右）。



(From left) CMA Honorary President Dr James Wu, Vice-Presidents Mr Tony Chau, Mr Yip Hing Chung, President Mr Herbert Liang, Vice-President Mr Chan Wing Kee and Honorary President Mr Chow Chung Kai toast for the CMA's 60th Anniversary, the newly established Beijing Representative Office and the success of the high-level delegation to Beijing.
（左起）本會名譽會長胡文瀚、副會長周敏、葉慶忠、會長梁欽榮、副會長陳永棋及名譽會長周忠繼爲本會六十周年紀念、新成立的北京辦事處及是次北京高層代表團訪問成功祝酒。

CMA Beijing Representative Office

Opening its office in Beijing Xinqiao Hotel, CMA is among the first Hong Kong trade and industrial organizations having a representative office in the capital city. The Beijing mission has succeeded in generating much publicity for the Beijing establishment. It is reported that a lot of enquires have already been received from all over the country seeking business partners in Hong Kong. Members who are interested to know more about the services of our Beijing Office are welcome to contact Mr Dennis Tam of the CMA Secretariat in Hong Kong at tel no. 542 8632.

Details of the office are as follows:

Chief Representative: Mr Qi Hong Tao
(Sr. Economist)
Deputy Representative: Miss Sun Mei
Address : Rm 328 Beijing Xinqiao Hotel
2 Dongjiaominxiang Street
Beijing, China
Tel No. : 513 3366-1328
Fax No. : 512 8905
Tlx No. : 222514 XQHCN
Opening Hours : 9 am - 12 noon and
1 pm - 5 pm
(Monday - Friday)

Conclusion

The CMA High-Level Delegation to Beijing this year was the largest delegation ever organized by the Association, aptly symbolizing a new era of the development for CMA. Not only did it commemorate the 60th Anniversary of the Association, but it also marked a strategic move towards greater interdependence with the mainland. The visit also served the purpose of expressing the views of the Hong Kong industrial community to the Chinese Central Government.

The Role of Hong Kong's Banking Industry in the Economic Development of the Northern and Inland Provinces in China

The following speech was delivered by Mr Alexander Au, Managing Director and CEO of Hang Seng Bank, at the conference on 'Trade and Economic Co-operation between Hong Kong and Inland & Northern China' co-organized by CMA and All-China Federation of Industry and Commerce in Beijing on June 14.

I am very honoured to have the chance to address this distinguished audience and to share with you some of my thoughts on the economic cooperation between Hong Kong and the northern parts of China.

As a banker, I would like to start with a brief description of the basic operation of the banking industry. I believe most of you here would understand that the primary business of banks is to accept deposits, loan out funds, and then make a profit from the interest margins. Besides, banks also engage in trade finance and foreign exchange dealings.

During my years of service in the banking industry, I constantly remind myself that funds employed by banks are mostly customers' deposits. Our first priority, therefore, is to minimize risks and to protect the interests of our customers. As the banking industry plays a pivotal role in the economy, it must also bear the social responsibility of promoting economic stability and prosperity. Of course, the interests of our shareholders would be taken into account too.

With the above in mind, caution is the guiding principle of the lending policy of banks. A host of factors would have to be taken into consideration before a loan can be approved, including the credit standing of the borrower, his repayment abilities, usage of the funds and the outlook associated with the related markets or industries. In the case of an inter-country loan, a review of country risks is always necessary and collateral is usually required. Most banks have internal lending guidelines covering the valuation of collateral, lending quotas for different industries and regions, and credit lines for different customers, etc. In fact, the Hong Kong Monetary Authority (HKMA) has a set of regulations governing banks' lending policy in order to maintain the stability of the financial system.

Let me emphasize here that according to the recent announcement by Moody's Investors Service (an American leading credit rating company), a credit rating of A3 has been given to bonds issued by the Chinese government. This rating is comparable to those given to some of the biggest banks from the US and Japan. It demonstrates the great confidence that international investors have in China's financial and economic development. Banks from Hong Kong are also delighted to participate in the lending business in China. I will in a moment elaborate on the involvement of Hong Kong's banks in the area.

After 15 years of open door policy, the standard of living of the Chinese people has been substantially improved. The policy has thus enjoyed wide support from the general public. Obviously the process of reform has been long and arduous, and hence apart from China's own efforts, the support of foreign funds, technology, and expertise from different sectors are also important.

China's economic reform started in the rural regions, and gradually expanded to towns and cities. The southeastern region and coastal cities formed the basis of such reform principally because their proximity to Hong Kong provided great convenience for businessmen investing in China. The ample supply of low-cost land and cheap labour generated the most favourable environment for foreign investors. It is estimated that Hong Kong businessmen currently employ some three million Chinese workers in Guangdong. Management personnel from Hong Kong working in the area is approaching 50,000. From 1983 to 1993, Hong Kong's investment in China reached US$30 billion (HK$234 billion), highest among all nations. Majority (ie 80%) of such investment was employed in electronics, leather goods, plastics, and toys. Finished goods are usually exported through Hong Kong to the rest of the world. Besides manufacturing, Hong Kong's investment in energy, roads and infrastructure are also increasing at astonishing pace.

This imbalance in China's development has undergone some changes recently. The development of the northern and inland provinces is beginning to gather momentum. The economic growth of Beijing, Tianjin, and Dalian in the Liaoning Province has been phenomenal.

Not too long ago in the Municipal People's Congress of Beijing, City Major Mr Li Qi Yan predicted that the real growth of Beijing would reach 10% in 1994. The tertiary sector is expected to achieve the fastest growth of 11.5%, reflecting Beijing is becoming more international and is developing its market structure. Until March this year, over 8,000 foreign enterprises have been approved by the city. Among them, 30 multi-national enterprises had a total investment of over US$20 billion (HK$156 billion). The fifth line of the underground railway system, as well as other development and construction projects have attracted the interests of more than ten foreign firms. It is estimated that total infrastructural investment in Beijing would reach RMB35 billion (HK$31.25 billion) in 1994, that is 31% increase over last year. Foreign trade is also expanding. In January this year, total trade in Beijing amounted to RMB180 million (HK$160.71 million), an increase of 120% over the corresponding period last year.

The economic development in Tianjin is making equally rapid progress. Tianjin is the biggest and oldest industry city in northern China. It is a new 'hot spot' for foreign investment because of its well educated, and skilled labour force. Last year, over 3,000 foreign enterprises agreed to make a total investment of US$3.5 billion (HK$27.3 billion) (of which US$2.3 billion (HK$17.9 billion) were foreign capital) in Tianjin. This amount exceeds the total sum of such investment in the past 14 years. Credit on attracting foreign capital must also be given to the new city district of Tianjin. During the past nine years, the district has attracted more than 1,700 foreign firms with a registered capital of more than US$1.7 billion (HK$13.26 billion).

Tiaijin is the second largest financial market in China as well. Last year, the



Mr Alexander Au, Managing Director and CEO of Hang Seng Bank points out that Hong Kong banking industry has an important role to play in promoting the development of the northern and inland parts of China.
恆生銀行常務董事兼行政總裁歐肇基指出香港銀行業在推動中國北部及內陸地區發展上擔任重要角色。

amount of loans absorbed by the city was RMB36 billion (HK$32.14 billion), second only to Shanghai. External trade also flourishes in the city. Total exports in 1993 amounted to US$12.5 billion (HK$97.5 billion), up 20% from the year before.

Recently, Liaoning, one of China's most famous industrial bases, has begun to absorb foreign capital in order to restructure the old enterprises, and has produced spectacular results. As at the end of last year, approximately 2,500 enterprises have been restructured, utilizing a total of US$1.9 billion (HK$14.82 billion) foreign capital.

1993 has been another record year for foreign direct investment. Over 4,000 foreign joint-venture enterprises were established. The amount of contracted foreign investments amounted to US$3.8 billion (HK$29.64 billion), equalling the total sum available for the past ten years. Located along the coast line of the Bohai Sea, Dalian is a favourite choice for Hong Kong investors. More and more overseas financial institutions and insurance companies are showing great interests in this City. The success of Dalian's maiden bond issue amounting to ¥10 billion (HK$0.74 billion) in Japan has made an impact in the world capital markets.

Over 10% of China's large enterprises are located in the Liaoning Province and most of them are in their difficult years. However, some of these old enterprises have acquired new management skills through restructuring. Their productivity and economic strength have improved.

In sum, the economic development of northern and inland China is very promising.

The development of commerce and manufacturing must have the support of the financial sector. China is now going full speed ahead with its banking reform, aiming at separating the policy banks from the commercial banks.

As an international financial centre with many global financial institutions, wide connections and an excellent workforce, Hong Kong has a lot to offer in the financial development of Mainland China. This would in turn enhance the territory's status as a financial centre.'

Although banks from Hong Kong at present cannot accept RMB-related business in China, they are actively engaging in syndicated loans, foreign currency deposits and loans, mortgage lending, and foreign exchange dealings. From 1979 to 1992, total loans from Hong Kong's banks being used in China amounted to US$29.3 billion (HK$228.54 billion). At the end of 1993, direct loans used by Chinese enterprises from Hong Kong's banks amounted to US$7.3 billion (HK$56.94 billion). Although detailed figures are not available, a reasonable amount must have been invested in northern China.

Tianjin and Dalian are China's famous coastal cities. Their trading business have been expanding steadily with the support of the banking industry from Hong Kong. Infrastructural projects in Beijing and other northern area also received similar support. It is estimated that about 12% of loans from Hong Kong's banks are used in the northern area, mainly in Liaoning, Beijing, Tianjin, and Shandong.

I believe that Hong Kong's banking industry has a special role to play in modernizing the enterprises in the northern area. Firstly, in the process of restructuring state-owned enterprises, expert services such as asset valuation, underwriting and placement of shares are needed. Banks from Hong Kong can certainly contribute in this area. Secondly, fund raising through public offering, mergers and acquisitions, should become increasingly common in the region. The experienced merchant bankers in Hong Kong would be indispensable in such undertakings.

Since last year, nine Chinese state-owned enterprises have offered "H" shares to the investing public in Hong Kong. Six of them including Tsingtao Brewery, Shanghai Petrochemical, Beiren Printing, Ma'anshan Iron, Tianjin Bohai and Yizheng Chemical are from the northern and inland provinces of China. Their total capitalization value in the Hong Kong market amounts to HK$8.3 billion.

The second batch of overseas share listings of 22 state-owned enterprises is coming on stream. Five of such enterprises, all from the north, including Shandong Power Development, Northeast Electric, China Harbin Power, Tianjin Steel and Jilin Chemical, are preparing for listing in Hong Kong. It is expected that they will raise a total capital of US$1 billion (HK$7.8 billion). Undoubtedly, finding a competent and reliable underwriter or financial adviser is the key to success in such endeavour.

Given the size of China's economy, huge amount of funds will be needed to assist its market development. Hong Kong can by no means provide all the funds needed. At the end of 1993, the total deposits of Hong Kong's banking system amounted to US$220 billion (HK$1,716 billion), and total loans reached US$370 billion (HK$2,886 billion). Among them, around 60% of the funds, mainly denominated in foreign currencies, were employed outside Hong Kong. These loans were mainly raised through institutions from other financial markets. It becomes clear that the strength of Hong Kong's banking industry, and therefore its contribution to China, lies in its international connections. There are many ways of raising funds in Hong Kong. The most direct way is to secure a loan from a bank or a group of banks for a specific project. Depending on the nature of the projects and the investor's credit standing, some borrowers may need to obtain guarantees from state-owned banks, or even provincial and municipal governments. If conditions can be satisfied, enterprises can issue bonds or even go public to raise capital. Apart from this, state development banks can issue bonds or secure loans in the financial market, and then lend or invest in other specific projects. The advantage of this method is that more favourable interest rates and terms of maturity can be secured.

As the economies of the northern and inland parts of China are getting closer to the market structure, there will be more co-operation between different areas and provinces. The need for banking services will also increase, creating a virtuous circle which would help to strengthen regional cooperation and enhance healthy competition. Therefore, the Hong Kong banking industry certainly has an important role to play in promoting the development of this part of China.

New Direction for Investment in China — Economic Cooperation between Hong Kong and Inland and Northern China

The following is an extract of the speech delivered by Mr Yu Xiao Song, Vice-Director of China Economic and Trade Committee.

This paper mainly focuses on the favourable investment environment and conditions in inland and northern China.

After fifteen years' economic reform, China Government has attained significant economic achievement. In 1993, China's GNP has exceeded RMB3,000 billion (HK$2,678.57 billion) and the total value of foreign trade was US$195.8 billion (HK$1,527.24 billion), showed an increase of 18.2% compared with 1992. According to the statistic provided by the Chinese Custom Bureau, the trade between China and Hong Kong was amounted to US$32.54 billion (HK$253.812 billion) in 1993, which was 16.6% of China's total external trade. Under the open door policy, the economical link between China and other countries has become closer. Indeed, being the second largest trading partner with China, Hong Kong plays an important role in the success of China's economic development.

So far, most of the investment from Hong Kong to China are concentrated on the southern part or coastal cities such as the Pearl River Delta. As China's economic reform intensifies, it is believed that inland and northern China will be a salient economic zone, because there are many advantageous conditions for potential economic development.

In northeast, north, interior and southwest China, there are a lot of unexploited resources like land, labour supply, and natural resources which include petroleum, natural gas, coal and minerals. Compared with the southern part and coastal cities, labour cost is lower in these regions. In addition, under the economic planning of the Government, industrial foundations are well developed in inland and northern China. For example, many heavy industries and large enterprises are established and concentrated on these regions, and there



Mr Yu Xiao Song, Vice-Director of Economic and Trade Committee speaks on 'New Direction for Investment in China — Economic Co-operations between Hong Kong and Inland and Northern China'.
中國經濟貿易委員會副主任俞曉松以「香港與大陸北部及內陸地區的經貿合作」爲題發表演說。



The seminar receives enthusiastic responses.
座談會反應熱烈。

are sufficient skilled labour for industrial development. Therefore, inland and northern China are very suitable for industrial development.

On the other hand, in order to attract more foreign investment, the Government is now encouraging foreign investors to invest in building basic infrastructures such as power stations, roads, railways, piers and harbours. Many large projects are implemented in inland and northern China under China's Ten Years' Plan. For instance, construction work of Sanxia has already begun, which will help to stimulate economic development in central part of China. Besides the construction items, China government also supports and encourages enterprises to proceed technological advancement in order to produce high technological products. It is believed that so long as the living standard of people in inland China rises, their consumption power will also increase, and lead to a large consumer market in inland and northern China. For these reasons, inland and northern China will provide a good investment environment and plentiful opportunities for Hong Kong manufacturers.

Investment in Wuhan, Chengdu, Chongqing, Changsha, Xian, Zhengzhou, Luoyang and Dongbei is constantly growing, indicating increasing confidence of Hong Kong manufacturers in inland China. Undoubtedly, economic cooperation between Hong Kong and inland and northern China will bring advantages and prosperity to both regions.

本會爲華南水災災民籌募善款

鑑於近月中國華南水災災情嚴峻，本會遂發起賑濟水災籌款運動，援助處於困境中的災民。會員的反應非常踴躍，截至七月二十七日爲止，共籌得超過六十萬元捐款。

截止七月二十七日，本會向會員籌得的善款如下：

日榮實業有限公司	HK$50,000	輝麗花實業集團有限公司	5,000
梁欽榮會長	20,000	曾秀馨小姐	5,000
蜆壳電器工業（集團）有限公司	20,000	康元餅乾糖菓廠有限公司	5,000
主力電器製品廠有限公司	20,000	香港玉石製品廠商會	5,000
葉慶忠副會長	20,000	蔡衍濤常務會董	4,000
長江製衣廠有限公司	10,000	蔡尙智先生	3,100
周敏副會長	10,000	安泰有限公司	3,000
洪氏管理有限公司	10,000	英輝修船廠有限公司	3,000
永南有限公司	10,000	超時有限公司	3,000
大華鐵工廠有限公司	10,000	馮元侃會董	3,000
文明電子有限公司	10,000	來利鞋廠	3,000
劉雨亭常務會董	10,000	新景泰工藝品實業（香港）有限公司	3,000
華實置地有限公司	10,000	依時錶業	3,000
企達鐘錶有限公司	10,000	聯豐行	3,000
榮利錄音錄影帶製造廠有限公司	10,000	新世紀皮草貿易公司	3,000
亞非針織有限公司	10,000	何濟公藥廠有限公司	3,000
立基搪瓷廠有限公司	10,000	順利精工有限公司	3,000
麥雄會董	10,000	陳國芳先生	3,000
劉漢欽博士	10,000	飛龍貿易有限公司	3,000
天安織造廠	10,000	賀康國際（香港）有限公司	3,000
德明金屬製品廠有限公司	10,000	RWTUV Hong Kong Ltd	3,000
時代（香港）手袋有限公司	10,000	新法工業有限公司	2,500
愛迪遜有限公司	10,000	馮繼海會董	2,000
茂豐有限公司	10,000	三鳳織造廠有限公司	2,000
國際文具製造廠有限公司	10,000	天光五金製造廠	2,000
藝華玻璃（水平鋼化）有限公司	10,000	周林邦會董	2,000
麗華針織有限公司	10,000	達明公司	2,000
佳利樂機械有限公司	10,000	富棋貿易有限公司	2,000
天龍汽車（香港）有限公司	6,200	合眾工程公司	2,000
名譽會長洪祥佩	6,000	香島纖維工業有限公司	2,000
大通紡織有限公司	5,000	正高電業有限公司	2,000
羅展常務會董	5,000	新宇宙塑膠五金製品廠有限公司	2,000
香港塑膠製品廠有限公司	5,000	柏記五金塑膠製品廠有限公司	2,000
南洋毛巾廠（1984）有限公司	5,000	幸運嬰鞋有限公司	2,000
豪華製造廠有限公司	5,000	華生文具製造廠有限公司	2,000
永潤絲織有限公司	5,000	合德機器廠	2,000
三煌電機製品有限公司	5,000	黎明金屬製品廠有限公司	2,000
方行皮類製品廠有限公司	5,000	南華電器廠	2,000
百運國際實業有限公司	5,000	保心安藥廠有限公司	2,000
特美織造有限公司	5,000	點光國際有限公司	2,000

第三十二屆工展會全港公開徵文比賽及攝影比賽

爲慶祝本會成立六十周年紀念，現定於本年十一月三日至六日期間假香港會議展覽中心再次舉辦深入民心、家傳戶曉的工展會。

是次工展會除秉承過往傳統風格，舉辦各項懷舊娛樂活動外；本會並與星島日報、大公報聯合主辦徵文比賽、攝影比賽，藉此活動令全港市民關注新一屆工展會的動態及加强對本港工業發展的認識。參賽得獎者除可獲得豐富獎品外，入選作品將於本年十一月三日至六日在香港會議展覽中心工展會會場展出；並安排於會展期間在星島日報、大公報刊登。

有興趣參加者請參閱今期《廠商專訊》第五十九及六十五頁或致電本會公關及刊物部助理秘書譚麗媚小姐查詢有關詳情，電話：542 8641。此外，查詢工展會其他特備節目，請參閱最後一頁的有關資料。

興發塑膠製品有限公司	2,000	龍產品管理公司	1,000
順利手袋廠有限公司	2,000	立基五金飾物製品廠有限公司	1,000
精雅印刷有限公司	2,000	大華紙品印刷廠有限公司	1,000
樂信工程有限公司	2,000	佳麗五金塑膠首飾廠	1,000
堅强鞋廠有限公司	2,000	吉田香港有限公司	1,000
錦記企業有限公司	2,000	民森五金（機器）製品廠	1,000
宇宙綢條廠	2,000	華成眞空電鍍廠有限公司	1,000
Parkworld Ltd	2,000	燦霖裝飾品有限公司	1,000
松齡針織廠有限公司	2,000	錦興塑膠製品廠有限公司	1,000
博盛有限公司	2,000	値美實業有限公司	1,000
永昌金屬製品廠有限公司	2,000	永來製帽廠	1,000
高斯電子有限公司	2,000	金活發展有限公司	1,000
通行塑膠有限公司	2,000	偉豐公司	1,000
廣聯泰製衣廠有限公司	1,630	怡豐工業設備有限公司	1,000
興棧土產食品有限公司	1,500	駿怡有限公司	1,000
大東樸布有限公司	1,500	煒峰印務	600
何國堅先生	1,250	蔡德河會董	500
黃丙西常務會董	1,000	黎永添會董	500
大華罐頭食品廠	1,000	何煜榮會董	500
德成印刷有限公司	1,000	聯合羽毛廠	500
利記製品有限公司	1,000	聯興行	500
中美織造廠有限公司	1,000	富裕製造廠有限公司	500
大鵬首飾製品廠	1,000	加利華金屬製品廠有限公司	500
利華布廠有限公司	1,000	盛華貿易公司	500
九龍化工實業有限公司	1,000	西南機器廠有限公司	500
有色金屬廠香港有限公司	1,000	殷君發先生	500
藝冠製衣廠有限公司	1,000	三源（香港）實業有限公司	500
遠東樟腦製品有限公司	1,000	保生工程公司	500
德利製衣廠有限公司	1,000	永隆貿易公司	500
立豐洋行	1,000	榮寶洋行	500
華興機器廠	1,000	金龍印花染色打辦廠	500
名滔針織有限公司	1,000	日昇貿易公司	500
格新製衣有限公司	1,000	豪華鈕廠有限公司	500
鑽域有限公司	1,000	聯泰製衣有限公司	500
亞貿公司	1,000	大華印刷有限公司	500
林德信金屬塑膠有限公司	1,000	民興製衣廠	500
愼誠內衣公司	1,000	金輝五金製品廠	500
澳亞光學製品廠有限公司	1,000	百藝商務拓展實業公司	500
廣信貿易公司	1,000	群星電泡製造廠	500
每日公司	1,000	養吾堂藥廠有限公司	500
三圖洋行有限公司	1,000	新興發貿易公司	500
利華噴塗有限公司	1,000	聯業針織工業公司	500
中華印染實業有公司	1,000	Wah Tak Lee Garment Fty Ltd	500
達士文織造有限公司	1,000	捷成布廠有限公司	500
梁應江先生	1,000	義記鋼鐵電器有限公司	500
佳兒寶國際有限公司	1,000	中港手套公司	333
江南實業公司	1,000	文高置業有限公司	300
榮泰製衣廠	1,000	雙勝貿易有限公司	300
星光有限公司	1,000	百合手套珠繡公司	300
綿豐有限公司	1,000	亞洲聯合染廠有限公司	300
泰時自動系統有限公司	1,000	需忻實業公司	300
百科實業有限公司	1,000	永豐貿易公司	200
富鴻貿易公司	1,000	威龍科技有限公司	200
新海洋塑膠工業（香港）有限公司	1,000	天誠貿易公司	200
廣奇製衣廠有限公司	1,000	仁信公司	200
宇宙電子廠有限公司	1,000	蔣氏塑膠五金製造廠	100
香港電業自動工程	1,000		

香港－印尼投資研討會

繼本會於一九九三年十月十四日與印尼投資促進局簽署合作備忘錄（MOU）之後，本會與該局於六月廿七日合辦了一個名爲「香港－印尼投資研討會」的活動。

本會會長梁欽榮應邀在研討會上致歡迎辭。他期望印尼與香港的合作範圍繼續擴張；而香港的未來投資計劃則以出口爲主。梁會長解釋：「印尼和香港已建立了長遠及互惠的雙邊經貿關係，一九九三年香港輸往印尼的出口貨額增幅爲百分之二十三，總值達一億六千七百萬美元（港幣十三億零二百六十萬元）；同年香港從印尼入口則增長百分之十一，總值達九億一千三百萬美元（港幣七十一億二千一百四十萬元）。從香港轉口到印尼的增長率正迅速提升，由九二年的百分之四增至九三年的百分之十三，總值達六億七千一百萬美元（港幣五十二億三千三百八十萬元）。」他認爲香港廠家應善用印尼豐裕的土地及人力資源，使工業更多元化及擴大生產基地，以保持香港在國際市場的競爭力。

印尼總領事 E A Tamara 及印尼投資部部長兼印尼投資促進局主席 Sanyoto Sastrowardoyo 亦在研討會上就印尼的投資展望及情況發表演說。Tamara 指出，香港在五、六年前正經歷「結構性經濟轉型」一從一個製造業的基地轉變爲服務行業的基地。他續稱，香港極需要如印尼一樣的生產基地，因此，他相信印尼能持續吸引港商投資。Sastrowardoyo 概述了印尼外商投資政策及前景。他稱這項新政策（一九九四年印尼政府規劃第二十項）的主要目的是放寬外商擁有權及投資的規限，並開放一些公營項目予外商參與，爲新興工業的遷移浪潮而鋪路。

出席是次研討會的其他講者包括財務部的 J Zakaria，巴譚工業發展局(Batam Industrial Development Authority) 的 Soeryohadi 及香港雅仕高（集團）有限公司的鄧劍群。該研討會爲與會的超過一百六十人提供了印尼投資氣侯的最新資料。研討會後，對印尼個人投資機會有興趣的會員亦被邀請作進一步討論。

本會宴請印尼政府代表團

由印尼財務部稅務辦事處高級官員、巴譚及其他地區工業邨的代表和包括酒店及旅遊業、皮具業、地產業、紡織機器業、工程及重工業、法律顧問等不同行業的商人所組成的代表團，在該國投資部部長兼投資促進局主席 Sanyoto Sastrowardoyo率領下，於六月訪問香港。此行目的爲介紹印尼最新投資環境及政策。本會於六月廿七日舉行午宴款待該部部長及代表團。在午餐會上，本會會長梁欽榮表示，印尼和香港的投資合作越來越緊密，兩地經濟情況不盡相同，卻又互爲補足，只要合作得宜，當可帶來互惠的利益。

除了本會會長梁欽榮外，出席接待者尚有常務會董李世奕；會董陸增鏘、李雨川、趙耀祖；及執行幹事劉達明。



本會會長梁欽榮（左四）及其他常董會董設午宴款待由印尼投資部部長兼投資促進局主席 Sanyoto Sastrowardoyo（左三）率領之代表團。



新華通訊社協調部代表團由協調部部長鄒哲開（左六）率領訪會，並與本會會長梁欽榮（右六）、副會長及名譽會長合照。



新華通訊社協調部前任部長林克平（右二）應邀出席本會晚宴。

新華通訊社協調部訪會

新華通訊社香港分社代表團一行三人，在協調部部長鄒哲開率領下，於六月六日訪問本會及由本會會長梁欽榮主持接待。出席接待者尚有副會長梁乃榮、葉慶忠、陳永棋、周敏；名譽會長胡文瀚、周忠繼、雷康侯及倪少傑。

會上，鄒部長發表對香港經濟政策的意見。相方亦對促進中港兩地緊密貿易及經濟合作機會交換意見。

六月九日晚，本會會長梁欽榮邀請了新華通訊社協調部前任部長林克平出席晚宴。除梁會長外，其他出席者尚包括梁欽榮夫人、副會長葉慶忠及其夫人、名譽會長周忠繼、常務會董林輝實及林學甫。

河南省省長訪會

河南省省長馬忠臣率領訪問團一行六人，於五月廿八日蒞會訪問，由本會會長梁欽榮主持接待。出席接待者尚包括會董曾金城、孫佐民、馮元侃、曹金霖及小組主席崔少全和張海鵬。

會上，雙方就美國延續中國最惠國地位及河南省未來發展交換意見。



本會會長梁欽榮（前排中）與其他會董及小組主席接待由河南省省長馬忠臣（前排左三）率領之訪問團。



本會會長梁欽榮（右四）致送紀念品予國務院三峽工程建設委員會副局長楊啓聲（左四）。

國務院三峽工程建設委員會代表團

國務院三峽工程建設委員會代表團一行四人，在該委員會副局長楊啓聲率領下，於六月廿三日蒞會訪問，並由本會會長梁欽榮主持接待。出席接待者尚有常務會董林輝實、林學甫及會董曾金城。

楊副局長在會上闡述有關三峽工程建設的最新情況。該工程將在十七年內完成及由政府投資人民幣一百五十萬元（即港幣一百三十四萬元）建設該區，爲外國投資者提供更多商業及投資機會。



本會會長梁欽榮（前排中）及其他常董會董接待由大連市人民政府常務副市長王有爲（前排左三）率領之代表團。

大連市人民政府代表團

大連市人民政府常務副市長王有爲率領代表團一行七人，於六月六日蒞會訪問，由本會會長梁欽榮主持接待。出席接待者尚有常務會董黃丙西、李世奕；會董洗漢鎮、孫佐民、李雨川、婁雄及曹金霖。

會上，雙方就加强大連及香港兩地經濟關係發表意見。王副市長亦簡介了將於七月一日至十日在大連國際展覽中心舉行的「中國東北區暨內蒙古出口商品交易會」。

香港中華廠商聯合會　勞工處
合辦
勞工法例與僱員管理證書課程1994

課程	日期	時間	主題	講者	地點
1	11月14日（星期一）	下午六時三十分至八時四十五分	a) 香港的勞資關係 b) 僱傭條例：僱傭契約	勞工處	中環干諾道中六十四號廠商會大廈二十七樓
2	11月16日（星期三）		僱傭條例：解僱、工資、扣除工資		
3	11月21日（星期一）		有關假日之規定：法定假日、休息日有薪年假、分娩及病假		
4	11月23日（星期三）		解僱：有關法例、遣散費、長期服務金及退休計劃		
5	11月28日（星期一）		a) 僱用婦女、青年及兒童 b) 如何編寫僱傭手冊		
6	11月30日（星期三）		僱員補償條例		
7	12月5日（星期一）		管理職系人力規劃：員工培訓	職業訓練局屬下香港管理專業發展中心	
8	12月8日（星期四）		督導管理：如何應付衝突		

請填妥及剪下報名表格：傳真（FAX：541 4541）或寄回香港干諾道中64號廠商會大廈三樓香港中華廠商聯合會。截止報名日期十月三十日。如有查詢，請與本會劉尉倫小姐聯絡。

報名表格　　XIM

勞工法例與僱員管理證書課程1994

公司名稱（中文）＿＿＿＿＿＿（英文）＿＿＿＿＿＿

地址（英文）＿＿＿＿＿＿

電話＿＿＿＿＿＿傳真＿＿＿＿＿＿

推薦員工姓名（中文）＿＿＿＿＿＿（英文）＿＿＿＿＿＿職位＿＿＿＿＿＿

「茲附」劃線支票/本票，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$1,000，非會員每位$1,200。

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：＿＿＿＿＿＿

一九九三年香港製造業環境調查

在上期的《廠商專訊》中介紹了香港投資氣候的有利程度。今期將集中介紹香港的業務展望。

招聘員工填補空缺的困難

參加調查的工廠被問及在調查前十二個月內是否面對填補職位空缺的困難，如是者，他們又有何對策。

所有參加調查的1,195間工廠均有回答這問題。其中570間（47.7%）表示曾遇到有關困難，這問題在一些工業中比較嚴重，包括製衣業（回應工廠的61%）及家庭電器業（57.1%）。而受影響較小的有玩具業（34.7%）及塑膠業（42.4%）。

在這570間工廠，最普遍採用的應變措施是提高工資（佔69.8%採用此法）。其他措施包括將部分或全部生產過程移離香港（43.7%）、在節省人力的機器上作出投資（34.4%）及在本地將工作外發加工（31.6%）。7.7%的工廠表示有採取其他措施，包括輸入外地勞工、嘗試其他招聘員工的渠道、向訓練機構招聘受訓人手及減少生產規模。只有8.3%的被訪者沒有採取任何措施。

部分工業在節省人力的機器上作出投資的比率，較整體工業的平均比率（34.4%）爲大。這些工業包括家庭電器業（55%）、金屬製品業（47.7%）、塑膠業（44.6%）、光學器材業（43.8%）、紡織業（42.1%）、攝影器材業（40%）、印刷業（39.2%）、飲食製品業（38.3%）及電子業（34.6%）。同樣，有些行業的工廠，即家庭電器業（80%）、玩具業（69.2%）、電子業（58.2）、金屬製品業（57.9%）、鐘錶業（56.3%）、光學器材業（50%）及塑膠業（46.4%），已將部分或全部生產過程轉移到香港以外的地區，這些工廠的比率較各工業平均比率43.7%爲高；而印刷業（24.3%）及飲食製造業（23.5%）將生產轉離香港的比率則低得多。

市場前景

參加調查的工廠須就所屬工業於一九九四年在主要海外市場及本地市場的表現表示意見。問卷內列出的海外市場包括中國、德國、日本、英國及美國。參加調查的工廠之中，有444間就中國發表意見，338間就德國發表意見，323間就日本發表意見，403間就英國發表意見，584間就美國發表意見，及907間就本地市場發表意見。

回應工廠大都認爲，在一九九四年所有主要海外市場的銷售量會增加或維持穩定。其中大部分對中國市場最爲樂觀：43.7%的工廠預期在中國的銷售情況會改善，45.5%認爲情況令人滿意，只有10.8%認爲會變差。在回應的工業當中，光學器材業最爲樂觀，其中有63.6%回應工廠預期對中國的出口有所增長，其次是電子業、首飾業及玩具業，分別是58.3%、55.3%及55%。

超過40%的回應工廠預期在一九九四年對輸往德國（40.5%的工廠）、日本（42.7%）、英國（43.2%）及美國（43%）的出口會維持穩定，雖然其中較大比率認爲銷售情況會變差而非改善。至於本地市場方面，44.4%預期會有令人滿意的表現，14.8%預期會改善、40.8%則預期會變差。

就個別市場而言，工業機器業及電子業對出口美國的前景較爲樂觀，分別有46.2%及40.5%的工廠預測在當地的銷售情況會有所改善。但紡織及攝影器材業對美國市場比較悲觀，過半參加調查的工廠預期銷售會減少，印刷業及工業機器業對德國市場表示樂觀，分別有50%及42.9%的回應工廠預期一九九四年的銷售表現會有所改善。家庭電器業和工業機器業則對日本市場表示樂觀，預期一九九四年的銷售量有增長的，分別佔50%及40%。

業務展望

參加調查的工廠亦就一九九四年的預計業績和一九九五年至一九九六年的預計業績（與一九九三年比較）表示意見。問卷被分爲六級：遠較爲佳、較佳、大致相同、較差、遠較爲差及不肯定。

參加調查的1,195間工廠均有就此問題發表意見。超過一半參加調查的工廠預期一九九四年的業績會比一九九三年較佳或大致相同；22.3%的工廠認爲一九九四年的業績會較佳或遠較爲佳；29.2%認爲大致相同；16.8%認爲較差或遠較爲差；31.7%表示不肯定。對業務展望表示較樂觀的工業包括光學器材業及電子業，分別有51.6%及41.5%的工廠預期一九九四年的業績會比一九九三年較佳或大佳。至於較不樂觀的是攝影器材業及紡織業，分別有27.3%及27.2%的工廠認爲一九九四年的業績會比一九九三年較差或遠較爲差。

與一九九三年比較，回應工廠中有725間（60.7%）對一九九五年至一九九六年的業務前景表示不肯定；15.9%則認爲會較佳或遠較爲佳；13.6%認爲大致相同；9.8%認爲較差或遠較爲差。表示較樂觀的工業包括電子業、家庭電器業及光學器材業，分別有32.2%、25.7%及22.6%的工廠預期一九九五年至一九九六年的業績會較佳。比較沒有那麼樂觀的工業是紡織業、印刷業及塑膠業，分別有14.8%、14.5%及14.4%的工廠認爲一九九五年至一九九六年的業績會較差或遠較爲差。

在470間沒有表示「不肯定」的工廠中，190間（40.4%）預期一九九五年至一九九六年的業績會較佳或遠較爲佳，163間（34.7%）則表示會大致相同。

整體來說，大部分工業對未來的業務前景表示樂觀。電子業及光學器材業對未來的業務前景較爲樂觀，而紡織業則不甚樂觀。

生產計劃

參加調查的工廠須答覆以下問題：是否有計劃在港擴充生產或逐步結束部分或全部生產；是否現時在外地設有廠房或生產設施；是否有計劃在外地擴充生產；如有計劃的話，又會在何地；與及是否有計劃採用ISO 9000及全面品質管理系統。

在本港的生產計劃

調查結果發現在參加調查的1,195間工廠中，有772間（64.4%）並無計劃在港擴充生產或逐步結束生產；160間（13.4%）計劃在港擴充生產；263間（22%）計劃在港逐步結束部分或全部生產。

與整體工業的平均比率相比，有些工業有較大比例的工廠計劃在港擴充生產，這包括飲食製造業（27.3%）、印刷業（21.1%）、工業機器業（18.4%）、電子業（15.3%）、塑膠業（15.2%）及金屬製品業（13.6%）。若干工業有較大比率的工廠計劃逐步結束在港的部分或全部生產，這包括家庭電器業（34.3%）、電子業（33.9%）、鐘錶業（27.5%）、攝影器材業（27.3%）、紡織業（25.9%）、塑膠業（24.2%）、玩具業（24%）、製衣業（23%）及金屬製品業（22.8%）。

現時在外地的廠房或生產設施

在1,195間參加調查的工廠中，有447

間（37.4%）現時在外地設有廠房或生產設施。超過整體平均比率的個別工業包括攝影器材業（72.7%）、電子業（67%）、玩具業（60%）、光學器材業（54.8%）、家庭電器業（48.6%）、鐘錶業（44.2%）、工業機器業（40.8%）、金屬製品業（40.7%）及塑膠業（39.4%）。比率較低的工業包括印刷業及飲食製造業，各有20.5%的回應工廠在外地設有廠房或生產設施。

該447間在外地設有廠房或生產設施的工廠中，有432間（96.6%）是在中國設立的，其中407間是在廣東省。泰國是次選，在該地設有廠房或生產設施的工廠有16間（3.4%），其次是澳門、馬來西亞及印尼，分別有6間（1.3%）、4間（0.9%）及4間（0.9%）。

在外地擴充生產的計劃

在1,195間參加調查的工廠中，277間（23.2%）計劃在外地擴充生產。超過整體平均比率的個別工業包括家庭電器業（40%）、電子業（36.4%）、攝影器材業（36.4%）、光學器材業（32.3%）、工業機器業（26.5%）、首飾業（25.3%）、飲食製造業（25%）及塑膠業（25%）。相對之下，製衣業的回應工廠中，只有12%有計劃在外地擴充生產。

廠商在外地擴充生產時，最屬意中國。在275間計劃在外地擴充生產的工廠中，有261間（94.9%）選擇中國，其中214間（77.8%）表明會在廣東省。中國以外最受歡迎的地點是泰國，有4間（1.4%）工廠表示會選擇此地。另外，選擇新加坡及美國的各有3間工廠（1.1%）。

實施品質管理制度的計劃

在1,195間參加調查的工廠中，291間（24.4%）計劃實施品質管理制度，其中123間（42.3%）正計劃實行ISO9000，179間（61.5%）會實行全面品質管理，11間（3.8%）希望兩者都採用。

與整體工業的平均比率相比，有些工業有較大比例的工廠計劃採用ISO9000，這包括電子業（33.9%）、家庭電器業（31.4%）、玩具業（21.3%）、光學器材業（19.4%）及鐘錶業（14.5%）。綜觀各工業，家庭電器業中有最大比例的工廠計劃採用全面品質管理制度（22.9%），僅次其後的是光學器材業（22.6%）及電子業（19.5%）。

（資料：《一九九三香港製造業》，工業署）

失業統計數字

政府統計處發表的最新勞動人口統計數字顯示：本港的勞工市場保持穩定。

九四年二月至四月經季節性調整的失業率爲2.1%，對上一季爲2.0%，而九三年同期則爲2.4%。

九四年二月至四月的失業人數約爲62,000人，對上一季爲57,500人，而九三年同期則爲68,100人。

	九四年 二月至四月	九三年十一月 至九四年一月	九三年 二月至四月
失業率	2.1%	2.0%	2.4%
失業人數	62,000	57,500	68,100

首創ISO9000錄影帶自學課程
國語版及粵語版現已發售

ISO9000爲國際認可的優質保証標準，此標準不但有助工商機構減低成本，更能幫助贏得更多訂單。然而很多機構爲了獲得ISO9000品質認可而花上很多金錢以聘請專業顧問或派員報讀昂貴的訓練課程。

爲了節省你的時間和金錢，我們將爲你提供ISO9000自學課程錄影帶，方便你的顧員重覆參考。此課程乃依據本港及中國內地一些已獲得ISO9000品質認可的公司所累積得來的經驗所編訂而成。我們隨帶附上一份資料詳盡的品質手冊，並提供特爲你而設的熱線服務。

ISO錄影帶自學課程：
第一輯：行政管理方法簡介 (片長40分鐘) 每盒HK $ 1,480.00
第二輯：品質手冊之完成及機構之審核 (片長40分鐘) 每盒HK $ 1,700.00

國語版與粵語同價 另加HK $ 50.00速遞服務費(香港境內) 本港以外地方請以港元匯票付款另加速遞費 $ 320

訂購表

本人／公司欲訂購：_____盒ISO9000錄影帶第一輯國語和／或粵語版
_____盒ISO9000錄影帶第二輯國語和／或粵語版

公司名稱：_____ 姓名：_____ 電話：_____
地址：
請把訂購表傳眞或寄回本公司，我們會有專人與你聯絡，安排索取錄影帶事宜。支票抬頭：偉派有限公司
地址：香港灣仔光明街四號5A室 電話：7128211 傳眞：7128131

廉政公署權責檢討委員會

廉政公署權責檢討委員會爲總督委任之獨立委員會，負責檢討廉政公署的權力及現行問責制。委員會的職權範圍如下：

一．檢討總督特派廉政公署條例、防止賄賂條例和舞弊及非法行爲條例賦予廉政公署的權力，及就有關權力是否仍然適當、有需要和足夠的問題，向總督提供意見。

二．檢討廉政公署行使權力的問責性，包括現時廉政公署五個諮詢委員會所擔當的角色，及就現時問責制度是否足夠或應否修訂的問題，向總督提供意見。

本會意見

本會經詳細研究後，謹申述有關意見如下：

一．本會十分支持廉政公署致力撲滅貪污工作，以促進本港成爲一個廉潔和公正的社會。

二．隨着中港兩地商貿關係日趨緊密，涉及兩地的貪污活動亦不斷增加。廉政公署應進一步加强和國內反貪污機構之聯繫和合作，以打擊貪污活動。

三．對於廉政公署的工作範圍，本會反對任何可能涉及政治性質的範圍。

四．關於調查的權力方面，本會建議廉政公署的調查員須先獲得法庭的許可令，才有權審查任何帳目、銀行或公司紀錄，以及保險箱等，以取替現時祇由廉政專員授權的做法。

（防止賄賂條例第十三條）

五．有關「防止賄賂條例」第十四條（1d）廉政專員有權向任何其他人士發出通知書，防令該等人士在宣誓後接受盤問。這一條文一直受到社會人士的批評，因其剝奪市民保持緘默或不欲回答任何可能歧視自己的權利。所以此權力應予以修改或取消。

六．有關搜查的權力，本會認爲調查員亦須獲得法庭的許可令，而不是根據現行的做法，由廉政專員發出授權書。

七．爲使廉政公署屬下五個委員會，即貪污問題諮詢委員會、廉政公署事宜投訴委員會、審查貪污舉報諮詢委員會、防止貪污諮詢委員會及社區關係市民諮詢委員會更具獨立性，本會建議所有委員會應由公眾人士擔任主席（現時，有三個委員會由廉政專員擔任主席）。

西寧

西寧是青海省省會，座落於青藏高原日月山東麓湟水河畔。是全縣政治、經濟及文化中心。

西寧總面積爲三千四百五十六平方公里，轄下有四區一縣，總人口爲一百零六萬人，現時擁有漢、回、土、藏及撒拉等三十五個小數民族。經過四十多年的發展，西寧已擁有健全的工業基礎及完善的基建。該市建設了不同類型工業、先進交通及電訊網絡，該市更在一九九二年獲國務院確定內陸開放城市。由於西寧歷史悠久，資源豐富及採納優惠投資政策，估計該市將吸引更多海內外遊客及投資者。

交通運輸

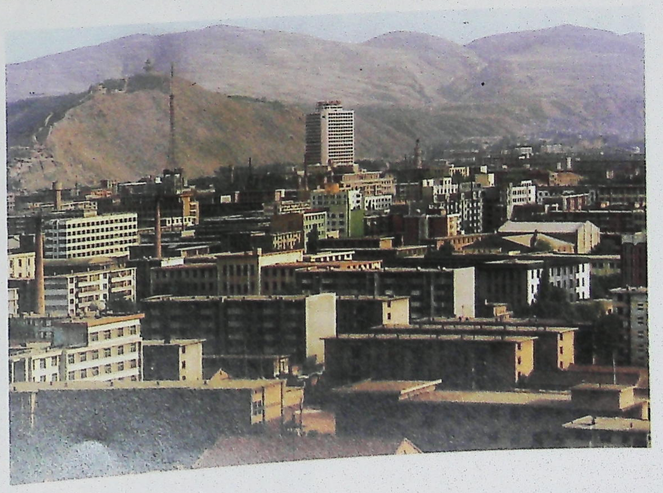
西寧市是一個交通中樞，它是接連中國西部各個腹地的主要通道。通往青藏、寧張、寧臨、寧果等十二條幹線公路，以及超過一百條以西寧爲起點的線路，在西寧與青海各州縣及外省市形成一個優越的聯系網絡。蘭青、青藏鐵路經由西寧橫貫全省，與北京、上海、青島、西安、天水、蘭州、大通和格爾木聯繫起來；而曹家堡二級機場六條航線直飛格爾木、蘭州、西安、北京、烏魯木齊及廣州。

通訊設備

西寧是全省郵電及通訊中心，擁有四通八達的通訊網絡。該市的電話、電報、傳眞及微波傳訊服務可直接與國內、國外如香港、澳門及台灣等地聯絡。最近，該市正準備興建一套先進及現代化通訊系統，這系統將爲加速西寧經濟發展及對外開放作出準備。

金融

西寧設有多間銀行如人民銀行、中國銀行、工商銀行、農業銀行、建設銀行，亦有如信托投資和證券交易等金融



西寧市

機構，爲投資者及顧客提供可靠的服務。

中國銀行青海省分行經營外匯和人民幣業務，是國家外匯及外貿結算業務的專業銀行，並提供擔保、外匯買賣、單據貼現、信托、諮詢、國際結算及外匯、人民幣存款與貸款等多種服務。其他銀行亦相繼建立國際業務部，承擔國際金融業務。

中國人民保險公司西寧分公司已開辦的國際保險項目包括出入口貨物運輸保險、投資保險、財產保險及人壽保險等。另外，它亦提供與保險有關的資料服務。

西寧橋頭經濟技術開發區

西寧橋頭經濟技術開發區位於大通縣橋頭鎮，面積約爲十六平方公里。該區四周礦產資源豐富，並擁有良好的交通及通訊系統。寧張公路、寧大鐵路穿越其間，此外，區內亦興建了全長二十五點三公里的專用公路及長十點二公里的專用鐵路，附近亦有礦場。直撥電話系統已開始運作；在不久將來亦會興建流動電話網絡。開發區的水、電供應十分充足。

中國各地及海外投資者可受惠於沿海和經濟特區採用之優惠政策。優惠政策的審核程序簡易、快捷，投資者的利益及權利亦得以保證。海外投資者不但可獲得由青海省及中央政府所訂定的一般優惠，更可享受由西寧市政府訂立的其他優惠措施。

優惠政策

土地政策

外商及外地投資者可根據其意願發展西寧市的土地。只要符合西寧市城市總體規劃，不論是發專項計劃或連串計劃均會獲得批准。土地規劃部門會優先辦理有關土地使用權之申請及其他有關程序。

投資者可透過政府配給、出售、轉讓或租借等幾種途徑獲得土地使用權。

假若投資者透過其他途徑取得土地使用權，必須從第一個盈利年度開始繳納場地使用費。收費原則如下：一、工業用地每平方米人民幣五元；二、科學、教育、文化及公共健康、農業、林業、畜牧、漁業及其他福利服務用地每平方米人民幣一元；三、旅遊業用地每平方米人民幣十元。

稅項優惠措施

在西寧的外資企業，企業所得稅率可獲減免至百分之二十四。對於一些生產超過十年的外資企業，自盈利年度開始計算可獲免收首兩年的企業所得稅；第三至第五年則可獲減收百分之五十的稅項。至於一些由外資經營的知識密集、高技術計劃，包括投資額在三千萬美元以上及回收期長的項目；能源、交通、基礎設施建設等項目，其企業所得稅率均可減至百分十五。而一些經營能源、交通設施建設十五年以上的企業，從盈利年度起五年內，可獲免收企業所得稅；第六至十年則減半徵收。

在西寧經濟技術開發區的企業，只須繳納百分之十五的企業所得稅。

另外，參與先進技術計劃的企業，可獲減收企業所得稅至百分之十五，由第一個盈利年度起的最初五年免收企業所得稅，而繼後五年可獲減半優惠。

凡從事資源開發、基礎設施興建、農林業、畜牧及生產高科技產品或出口產品，均可免徵地方所得稅。一般外商投資企業，可獲免徵最初七年地方所得稅，而從第八年開始減半徵收。

至於外商把所得利潤匯出中國境外時，將不須繳付任何稅項。假若外資把利潤注入該企業或其他企業以增加註冊資本，又或投資興建經營期不少於五年的企業，將可獲退還其再投資金額已繳稅的企業所得稅款。

外資到西寧投資建設，可免收進口關稅及工商統一稅。由外資企業生產之貨品（國家禁止之產品除外）皆可獲免徵出口關稅及工商統一稅。

欲索取有關西寧投資的進一步資料，請聯絡青海省政府對外事務部及有關服務機構，地址如下：

一．青海省人民政府外事辦公室
地址：青海省西寧市西大街
郵政編碼：810 000
電話：（0971）42931-321

二．青海省計劃委員會對外經濟貿易處
地址：青海省西寧市西大街六十六號
郵政編碼：810 000
電話：（0971）42931-356
圖文傳眞：（0971）42218

三．青海省國際經濟貿易公司
地址：青海省西寧市樹林巷
郵政編碼：810 007
電話：（0971）75510 或 75733
圖文傳眞：（0971）48719



通訊大樓

工展會
32nd Hong Kong International Industrial Products Exhibition
第32屆香港國際工業品展銷會
香港中華廠商聯合會 CMA's 60th Anniversary

全港公開中文徵文比賽

簡介：一九九四年爲香港中華廠商聯合會成立六十周年，本會並於今年十一月三日至六日在香港會議展覽中心再次舉辦「深入民心、家傳戶曉」的工展會。本會與星島日報合辦徵文比賽，在於加强各界人士對工展會及本港工業的認識。

目的：一、爲曾經歷工展會的人士提供機會，緬懷過去工展會的盛況，及抒發對新一屆工展會的憧憬
二、藉徵文比賽加强市民對本港工業的關注和認識

題目：甲、工展會與我
乙、香港工業發展之我見
丙、自由題，但必須與香港工業有關

字數：一千至一千二百字，請以四百字原稿紙書寫。

參賽資格：任何人士，每人只可投稿一份，參賽文章必須未曾公開發表之個人作品。

參加辦法：請填妥參賽表格，清楚填寫姓名、年齡、性別、身份證號碼、職業、聯絡電話、住址及文章題目，連同參賽作品寄回香港中環干諾道中64-66號廠商會大廈3樓香港中華廠商聯合會工展會宣傳部收，信封面註明【工展會徵文比賽】。

截止及展出日期：一九九四年九月十五日截止交稿，得獎者將於十月下旬獲專函通知。得獎名單將於十月三十一日在星島日報刊登，而入選作品會於一九九四年十一月三日至六日在香港會議展覽中心工展會會場外展出及安排在星島日報於十一月三日至六日期間刊登。無論得獎與否，所有稿件均不獲發還。

頒獎日期：一九九四年十一月三日工展會開幕典禮（得獎者將獲專函通知領獎）。

獎項及獎品：冠軍(一名)獎座一件及港幣一萬元
亞軍(一名)獎座一件及六千元
季軍(一名)獎座一件及三千元
優異獎(兩名)獎座一件及一千元
入圍獎(五名)獎座一件及五百元

評判團：中文大學中文系高級講師鄺健行博士
專欄作家魯金先生
寫作人簡而清先生
助理工業署署長黃美蓮小姐
星島日報編輯主任黃仲鳴先生

備註：(1) 主辦機構有發表及刊載得獎作品的權利。
(2) 賽果將以評判最後決定爲準，參賽者不得異議。
(3) 主辦機構保留一切取決權。

查詢：香港中華廠商聯合會第三十二屆工展會宣傳部（電話：542 8641）

參加表格

姓名：＿＿＿＿＿＿　年齡：＿＿＿＿＿＿
性別：＿＿＿＿＿＿　身份證號碼：＿＿＿＿＿＿
職業：＿＿＿＿＿＿　電話：（住宅）＿＿＿＿（辦事處）＿＿＿＿
地址：＿＿＿＿＿＿
文章題目：＿＿＿＿＿＿

主辦機構

香港中華廠商聯合會

星島日報

製造業標準

工業署產品標準資料組最近採用數項國家及國際標準，內容列於表一。如欲查詢詳情，請致電 829 4820 或 829 4821 與工業署產品標準資料組聯絡。

國際		
ISO 4225（1994）	空氣質量	一般方面 — 詞彙
澳洲／新西蘭		
AZ/NZ 1580.501.1：1994	漆油及有關材料	測試方法 — 第501.1方法：可溶解鉛含量
AS 1866 Suppl：1994	有關塑膠的詞彙	循環再用塑膠專用名詞
AS 2001.1.15：1994	紡織品測試方法	第4.15部份：顏色堅牢度測試 — 釐定清洗時顏色堅牢度
德國		
DIN EN 71 第五部份：1993	玩具安全 — 除實驗性套裝外的化學玩具（套裝）	
DIN EN 340：1993	保護性衣物	一般要求
英國		
BS 1881：第一零三部份：1993	測試實體	第一零三部份：釐定壓實系數的方法
BS 3375：第三部份：1993	管理服務	第三部份：計算工作量指引
BS 5760：第13.3組：1993	系統、設備及零件的可靠性	第十三部份：消費品設備可靠性測試狀況指引— 第13.3組：固定性設備於局部不受天氣影響的地點內作低程度模擬的條件[IEC605-3-3：1992]
BS 5763：第四部份：1993	對食物及動物飼料的微生物學檢驗方法	第四部份：探測沙門氏菌 [ISO 6579：1993]
BS 5763：第十部份：1993	對食物及動物飼料的微生物學檢驗方法	第十部份：列舉腸道細菌
BS 6002：第一部份：1993	供變數檢查的抽取樣本程序	第一部份：在驗收質量標準中列明用於分批檢驗[=ISO 3951：1993]的單一抽樣計劃標準
BS 7703：第一部份：1993	聲學	利用聲音强度釐定噪音來源的聲量 — 第一部份：離散點量度方法
BS EN 207：1994	對保護眼睛防止輻射用的濾光鏡及設備的標準	
BS EN 208：1994	調較輻射及輻射系統時使用之護眼罩的標準	
BS EN 289：1994	橡膠及塑膠機器	
BS EN 352-1：1993	聽覺保護器	
BS EN 352-2：1993	聽覺保護器	
BS EN 10021：1993	鋼鐵產品的一般運送技術要求	
BS EN 22768-1：1993	一般寬容量	
BS EN 23758：1994	紡織品	壓縮或轉化沖模壓機 — 設計方面的安全要求
BS EN 25663：1993	水質	安全要求及測試 — 第一部份：耳套
		安全要求及測試 — 第二部份：耳塞
BS EN 29865：1993	紡織品	第一部份：沒有個中寬容量指示的直線面及角面寬容量 [=ISO 2768-1：1989]
BS EN 45020：1993	標準的詞彙及有關活動	利用符號作爲護理標籤碼 [=ISO 3758：1991]
BS EN 46001：1993	有關申請 EN 29001（BS 5750：第一部份）作製造醫療設備的標準	釐定 Kjeldahl氣 — 受硒礦化後的處理方法 [=ISO 5663：1984]
BS EN 46002：1994	有關申請 EN 29002（BS 5750：第二部份）作製造醫療設備的標準	透過 Bundesmann 洒水測試釐定纖維的水排斥性
BS EN 50081-2：1994	電磁相容性	
BS EN 60335-2-40：1993	家居及同類電器產品的安全	
BS EN 60998-1：1993		一般放射標準：第二部份：工業環境
BS PD 6582：1993	家居及同類用途之低壓電路接駁器	第二部份：特定要求 — 第2.40組：電熱水泵、冷氣機及抽濕機
	電磁相容性（EMC）	第一部份：一般要求
美國		一般EMC標準指引 [CENELEC R110-002：1993]
ANSI/ASQC Z1.4：1993	屬性檢驗的抽樣程序及表格 [=MIL-STO-105E]	
ANSI/ASQC Z1.9：1993	不符合比率的變數檢驗之抽樣程序及表格 [=MID-STD-414]	
ANSI/AWS D1.1：94	結構性焊接碼 — 鋼	
ANSI/BIFMA X5.1：1993	辦公室設備	一般用途辦公室座椅 — 測試

表一：數項製造業的國家及國際標準

塑膠新ISO標準

國際標準組織（ISO）技術委員會 ISO/TC 61，最近頒布了新國際標準，內容如下：

ISO 4892-1: 1994（E）

塑膠 — 暴露於實驗室光源的方法 — 第一部份：一般指引

範圍

這部份的 ISO 4892 提供一系列有關選擇及操作曝晒方法的資料及一般指引（詳情列於其餘部份）。這部份介紹及推薦釐定放射性照射及韌性曝晒的方法，與及 black Standard/black panel thermometer。曝晒結果的評估方法並非列入 ISO 4892 的範圍，而是列於 ISO 4582 內。

ISO 4892-2：1994（E）

塑膠 — 曝晒於實驗室光源的方法 — 第二部份： — 弧氙光源

範圍

這部份的 ISO 4892 列明於弧氙光源下曝晒樣本的方法。一般指引列於 ISO 4892-1。

ISO 4892-4：1994（E）

塑膠 — 暴露於實驗室光源的方法 — 第四部份：有焰碳棒弧光燈。

範圍

這部份的 ISO 4892 列明於有焰碳棒弧光燈下曝晒樣本的方法。一般指引列於 ISO 4892-1 內。

查詢上述產品標準，請致電 829 4821 與工業署產品標準資料組聯絡。

上海新貌:現代化的典範

過去，上海一度是中國與世界融合的象徵，但今天其地位已爲廣東省所取代。不過，目前中央政府制訂了一套經濟發展策略，銳意創造一個煥然一新的上海，以恢復該市在東亞的重要地位。

根據中國經濟發展的總策略，上海的長遠發展目標是力爭在二十年內，建設成爲國際經濟、金融及貿易中心，並把浦東新區發展爲世界聞名的金融、商業和自由貿易區，使該區成爲上海二十一世紀現代化的象徵。

在整個九十年代，上海的國民生產總值年均增長速度百分之十，到二千年，全市國民生產總值將超過二千億元人民幣。從二千年到二零一零年，上海要進一步實現與世界經濟一體化，成爲全球經濟的重要組成部分，建成國際、金融和貿易中心。

該市工業發展策略是大力推動第三產業，其目的是爲申請調整第一、第二、第三產業在國民生產總值中所佔的比重，分別從一九九零年的百分之四點四，六十四點八及三十點八，逐步調整到二千年時百分之一點七，五十三點四及四十四點九。

上海的產業發展將長期遵循優先發展第三產業、高新技術產業和城市基礎設施建設的原則。將會重點發展以下十大支柱行業，即金融保險、貿易、房地產、旅遊、電子信息、鋼鐵、轎車、石油化工和精細化工、家用電器和機電一體化，以及高新技術。

上海亦將致力改善城市基礎設施。第八個五年計劃包括築橋、上海地鐵一號線、浦東煤氣工程及供水工程。此外並着手安排第二批新的十大工程包括上海深水港；浦東國際航空港；浦東通訊；城市外環線；上海地鐵二號線一期工程；成都路和延安路高架道路；延安東路隧道複線；浦東鐵路；合流污水治理二期工程；電站與城市電網及東海氣油能源。

上海發展政策進一步擴大外資、合資銀行和海外銀行的數量和規模，並發展民間金融企業。

至於價格方面，大部分商品價格由市場供需狀況決定。與此同時，將採取連串措施以調整稅率，解決現行稅制存在的不同性質企業稅負不公的矛盾，逐步形成合理的價格、財政和稅收體系。

爲加速上海貿易中心地位的形成，將放寬企業的進出口經營限制，簡化報關申請手續，增加貿易法規政策及信息的透明度。

大力發展各種類型的生產要素市場，改善及擴大目前已經形成的證券交易、外匯調劑、資金拆借等金融市場，以及金屬交易、煤炭交易、化工產品交易等生產資料市場。並積極組建產權、信息、技術、人才、房地產和其他要素市場，致力在二千年以前，建成幾個具國際水平的大市場。

儘管上海已準備大力發展經濟，但基於歷史原因，該市的城市建設雜亂無章，改造老城區比建設新城市更爲困難。故開發如浦東等城市已成當務之急。開發浦東新區計劃包括建設陸家嘴金融貿易區及外高橋保稅區。其中陸家嘴金融貿易區位於浦東中心，將爲上海商業中樞，提供金融、貿易、通訊及對外服務；而外高橋保稅區則批准外資經營轉口貿易，加工或轉口進口貨品可獲免稅及進口證優惠。

上海經濟仍受國營企業支配，工業則高度集中於少數大型企業。

上海在發展成爲國際化大都市的過程中，必須在城市建設方面具備能充分接納大量國內外資金、商品、技術、人才和信息的基礎設施。換言之，重建上海的計劃，極需要外資與技術的支持，以發展服務業及高科技工業。

零售商業方面，雖然過去十年上海市發展緩慢，但一般市民的購買力正迅速上升，以人均收入計算，上海市可媲美廣東省的大城市，只稍遜於近年崛起的深圳及珠海。

工業方面，上海是中國最大的工業基地，工業產量佔全國百分之八點三，由於大批實力雄厚的一級國營企業均設於上海，因此當地企業仍然控制著中國國內市場的命脈。上海有鞏固的工業結構體系及强大的科技實力，可吸引電子行業或資本密集工業的外國公司。

由於上海國營老企業面對不少困難，急需外商帶來的資金、技術及訂單，外商可選擇與面對困境但擁有發展潛力的企業合作。

（資料：香港貿易發展局）

簽證服務及訂閱通告服務

簽證服務修訂費用

貿易署最近宣布來源證簽證服務新修訂費用。

根據行政局最近通過的一九九四年進出口（費用）（修訂）規例，訂定各項簽證服務的新收費率，新收費及生效日期列於表一。

有關上述現行簽發服務的申請及繳費程序，將維持不變。如有查詢，請與下列有關貿易管制主任聯絡：

產地來源證組	電話號碼
梁偉雄－紡織品	398 5545
吳國基－非紡織品	398 5544
普及特惠稅組	
劉悅光	398 5549
工廠登記組	
鄔堅梁	398 5548

訂閱通告服務修訂費用

貿易署提供訂閱服務可將該署發出的若干類通告以郵遞或圖文傳真的方式送交訂戶，該署會每年收取訂閱費用作支付行政費用。由一九九四年六月三十日（星期四）起，該署將實施訂閱致出口商（紡織事務）通告及其他通告的新收費表。新收費表的內容列於表二。

訂閱服務的現行申請及繳費手續將維持不變。

如有一般查詢，請致電398 5377與李信波先生聯絡；如對繳費有任何查詢，請電398 5325與朱樂定先生聯絡。

申請類別	現行費用（元）	新費用（元）	生效日期
一、簽發香港產地來源證、產地來源加工證及除普及特惠稅證以外任何形式的其他產地來源證（表格TIC第185款）	110	121	一九九五年一月三日
二、簽發普及特惠稅證（表格甲）（表格TIC第185B款）	150	165	一九九五年一月三日
三、工廠登記（每年登記費）	1,650	1,813	一九九四年八月一日
四、簽發古董宣誓書官方證明文件	825	907	一九九五年一月三日
五、簽發簽證的驗證副本的官方簽署	50	55	一九九四年六月三十日

表一：簽證服務新收費及有效日期

訂閱通告的類別	現時收費（元）（至一九九四年六月二十九日止）	新收費（元）（由一九九四年六月三十日起實施）
本地郵寄或圖文傳真訂閱服務的每年收費：「致出口商（紡織事務）通告」		
一、第一、二及三組	149（每一組別）	164（每一組別）
二、第一甲、二甲及三甲組	66（每一組別）	73（每一組別）
本地郵寄或圖文傳真訂閱服務的每年收費：「產地來源證科通告」	72	79
本地郵寄或圖文傳真訂閱服務的每年收費：「商業資料通告」	143	157
海外訂閱服務的每年收費：「致出口商（紡織事務）通告」（註）		
亞洲地區：		
第一、二及三組		
美國		
歐洲聯盟	226/616	249/677
其他地方	231/649	254/714
	407/1,28	448/1,409
第一甲、二甲及三甲組		
美國		
歐洲聯盟	292/435	321/479
其他地方	341/490	375/539
	358/985	394/1,083
除亞洲外的地區：		
第一、二及三組		
美國		
歐洲聯盟	286/677	315/745
其他地方	297/715	327/786
	545/1,419	599/1,560
第一甲、二甲及三甲組		
美國		
歐洲聯盟	396/539	436/593
其他地方	468/611	515/672
	490/1,117	539/1,228
海外訂閱服務的每年收費：「商業資料通告」（註）		
亞洲	281/820	309/902
除亞洲以外的地區	363/902	399/992
海外訂閱服務的每年收費「產地來源證料通告」（註）		
亞洲	176/413	194/454
除亞洲以外的地區	226/468	249/515
註：二等空郵／快郵		

表二：不同類別的訂閱服務收費

直至2001年歐洲聯盟服裝及紡織品工業預測

在一九八六至一九九一年間，歐洲聯盟的服裝消費上升了百分之二十八，於一九九一年時達六十三億九千二百萬件，其中半數爲進口貨。至於二零零一年的服裝消費預測，乃基於對人口增加的預測、每人的消費量及歐洲聯盟的勞工成本而估算，以及與國際競爭的比較。到二零零一年時，估計歐洲聯盟的服裝消費將增加百分之四十三，達九十億件。



歐洲聯盟市場增長，特別是進口大幅增加，應使香港服裝出口商受惠。

服裝工業

在一九八六至一九九一年間，歐洲聯盟的本地服裝生產慢慢下降（約百分之七），其中下降最明顯的國家有丹麥（下降百分之二十八）、英國（下降百分之二十四）、比利時／盧森堡（下降二成）、法國（下降百分之十八）和德國（下降一成）。歐盟最大的服裝產地意大利僅出現百分之三的降幅。至於產量出現增升的國家則有荷蘭（升百分之十六）、西班牙（升百分之二十四）和愛爾蘭（升百分之五十五）。在各國中，德國的整體生產下降被該國的外發加工活動所平衡；在一九九一年，德國佔了歐洲聯盟外發加工活動半數以上。鑒於海外製造商的競爭能力日增，預測外發加工活動將不會增加。

預料到二零零一年時，本土生產將持續下降至二十九億件。最大的市場意大利，以及高工資國家（如德國、法國、英國、盧比荷等）將出現重大收縮。至於工資低的國家（如西班牙、葡萄牙和希臘），本土生產的收縮則較少。

導致輸入高工資國家的服裝進口增加的一個主要因素，是零售商高度密集。在北歐，大型集團如百貨公司、郵購店、零售連鎖店擁有强大市場地位，同時又專營進口。舉例來說，在英國，獨立零售店只佔服裝銷量二成。但在南歐，獨立零售店市場佔份超過六成。不過，隨着大型集團擴充業務，預料這個情況將有所改變，促使南歐國家的進口有所增加。

紡織工業

自然地，紡織業的發展緊緊跟隨服裝業。於一九九一年，歐洲聯盟的布料及纖維／紗線生產分別由二十億噸及二十二億噸出現下降。預測下降趨勢會持續下去，主要是與本土服裝生產下降相關；而在此消彼長的情況下，進口預料會有所增加。

在布料生產整體下降的情形下，於一九八六至一九九一年間針織及羊毛布料生產卻出現緩慢上升，與時裝趨勢（男裝、男童服裝及運動服裝）配合。不過，預測到二零零一年，隨着進口品日益具競爭力，這個增長趨勢會有所逆轉。

國家	一九八六年（實際數字）	一九九一年（實際數字）	增長百分率（一九八六年至一九九一年）	二零零一年（預測）	增長百分率（一九九一至二零零一年）
德國	519.6	1,324.9	155	1,940.0	46
意大利	70.8	224.5	217	950.5	323
法國	556.3	554.0	0	780.0	40
英國	337.0	672.7	100	1,140.0	69
西班牙	16.7	75.6	351	310.0	310
荷蘭	164.6	291.3	77	355.0	15
比利時／盧森堡	42.2	110.6	162	165.0	49
葡萄牙	1.1	7.4	580	150.0	1,927
希臘	1.4	7.4	443	190.0	2,467
丹麥	52.3	180.1	244	405.0	124
愛爾蘭	8.0	16.2	108	35.0	116
總數	1,769.8	3,464.6	95	6,400.0	84

*（資料：Kurt Salmon Associates, 一九九三）

表一：歐洲聯盟成衣及紡織業的過往紀錄及預測數字

對香港的影響

整體市場增長，特別是進口大幅增加，應使香港服裝出口商受惠。於一九八六至一九九一年間，來自亞洲的服裝進口增加達三倍，佔歐洲聯盟總進口的百分之七十五。其中，香港和中國更大大加强了作爲歐盟主要供應地的地位。這個領導地位充分反映出香港服裝出口商可以迎合顧客需要的能力。不過，增長主要來自經香港的中國產品轉口，標誌着產品必須繼續保持價格的競爭力。部分香港的競爭對手（如馬來西亞、印尼及孟加拉）雖然出口基礎不大，但近年出現大幅的增升。

香港出口商應繼續主力加强與大型進口集團（如百貨公司、郵購店及零售連鎖店）的合作關係。這些集團可能趨向鞏固發達的「北方」市場的地位。不過，由於在「南方」市場零售商亦將會更加密集，預料來自零售商的生意會有重大增長，獨立零售商的表現則有所下降。因此，香港出口商應加强與這些新崛起的買家的關係，特別是在龐大的意大利市場，以及在西班牙、葡萄牙和希臘。

（資料：《歐洲市場脈搏》，香港貿易發展局）

瑞典皮具市場

在一九九一年，瑞典入口的皮褸共一百一十萬件，總值五億六千萬瑞典幣；一九九二年間則大幅下降至七十二萬件，總值三億五千萬瑞典幣。此外，在一九九二年共入口三萬件外套及十二萬件以背心爲主的其他皮衣。

在一九九二年瑞典的主要供應商分別是南韓（共輸入二十六萬二千件皮革）、中國（十萬零七千件）、巴基斯坦（十萬零一千件）、印度（六萬五千件）、土耳其（三萬八千件）及香港（二萬五千件）。

古典棕色與黑色

瑞典人比較喜歡古典棕色和黑色，一般來說，年輕人較喜歡黑色，而成年人則喜歡棕色，過往數年，皮製或羊皮背心均非常暢銷。

採購皮革的主要季節是春季，但實際上全年都有代理商或批發商進行採購活動。瑞典的批發商經常找尋一些可提供有吸引力貨品的新供應商。如果出口商想接觸瑞典的買家，那麼他們應該預早準備貨品樣本及有關產量、特性、價格、送貨期限、出口及瑞典市場的資料。德國入口商的推薦是特別受瑞典商人重視的。

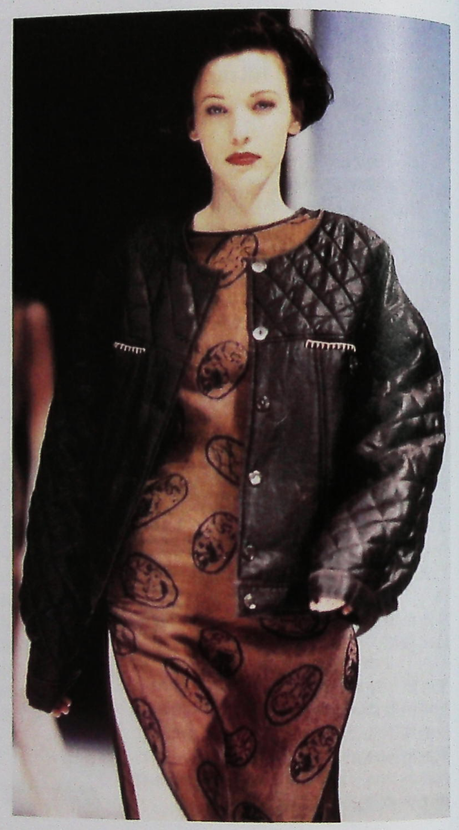
約有十名瑞典批發商佔據大部分的入口市場。他們的顧客包括皮衣專營店及售賣多種不同種類貨品的連鎖店。而最大的零售商是供應平價時裝予潮流觸覺敏銳的年青顧客之服裝連鎖店。

適當標籤

在瑞典售賣的衣服必須注明尺碼及用料；皮具必須列明清洗指示及妥善包裝，以防運送途中造成損壞。入口商必須留意貨品是否完好無缺及符合買家的品質要求，否則批發商及零售商均可能須要付出昂貴的賠償。

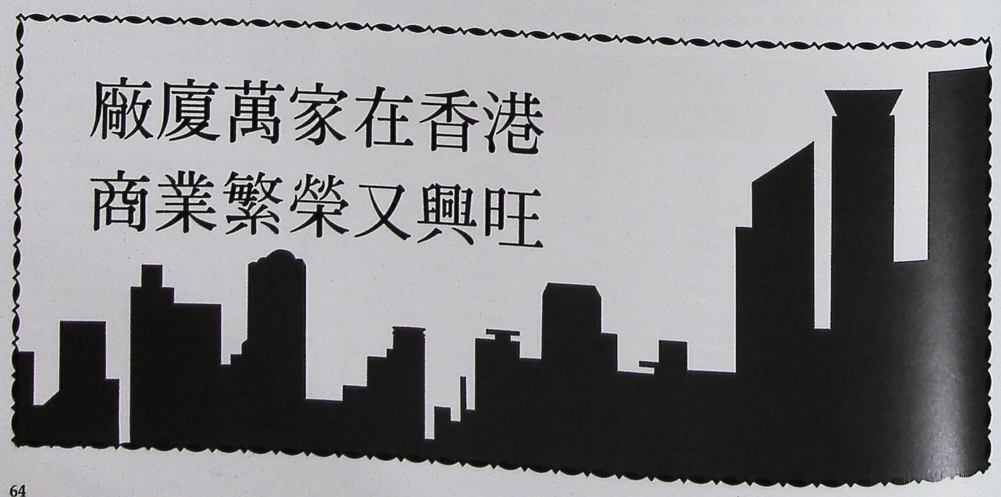
根據以往經驗，零售的價錢大約是生產商取價的三倍。瑞典沒有實施皮具入口管制。皮夾克的關稅是百分之七；而一般紡織成衣是百分之十四。

自從八零年代末期皮衣銷售額大幅上升後，一九九二年的銷售數學開始回落。然而，預測皮衣業前景仍然令人樂觀，因爲皮衣在瑞典一直非常流行。估計成年消費者傾向購買古典和高品質的皮衣，尤其是羊皮及牛皮製成的輕軟皮衣，顏色以棕色及黑色爲主；背心的銷路會穩步上升。至於年青人，則大多選擇耐用的黑皮或鑲皮成衣。



資料：*(Trade & Trends,* 第二期,一九九四年四月, *Swede Corp)*

廠厦萬家在香港
商業繁榮又興旺



第32屆香港國際工業品展銷會
32nd Hong Kong International Industrial Products Exhibition
香港中華廠商聯合會創辦人之一 Founding Member

工展會

全港公開攝影比賽

簡介：一九九四年爲香港中華廠商聯合會成立六十周年，本會並於今年十一月三日至六日在香港會議展覽中心再次舉辦「深入民心、家傳戶曉」的工展會。本會與大公報合辦攝影比賽，在於令全港市民注意新一屆工展會，並希望透過攝影充份反映香港工業發展的情況。

目的：一、加强公眾人士對工業的關注和認識
二、透過攝影作品勾劃出香港工業發展的情況

主題：香港工業掠影（參賽者可自由攝取任何題材，但必須與香港工業有關）

參賽資格：任何人士，參賽作品必須未曾在任何攝影比賽中獲獎

參賽規則：(1) 參賽作品規格以10吋×12吋至16吋×20吋相片爲主，彩色或黑白均可。
(2) 每位參賽者最多祇可提交三張作品，而所有參賽作品必須附上自創標題。
(3) 參賽作品要能反映香港工業的發展和成就。

參賽辦法：請在每張照片背面寫上姓名、年齡、性別、身份證號碼、職業、電話、地址及作品標題，或將已填妥的參加表格貼在相片背面，交回香港中環干諾道中64-66號廠商會大廈3樓工展會宣傳部收。封面註明【工展會攝影比賽】。

截止及展出日期：由即日起至九月十五日截止報名及交稿。得獎者將於十月獲專函通知。得獎名單於一九九四年十月三十日在大公報攝影版公佈。入選作品會於一九九四年十一月三日至六日在香港會議展覽中心工展會會場外展出，及安排在大公報於十月三十日及十一月六日刊登。落選作品將於十一月底前發還。

頒獎日期：一九九四年十一月三日工展會開幕典禮（得獎者將獲專函通知領獎）

獎項及獎品：冠軍（一名）獎座一件及現金獎一萬元
亞軍（一名）獎座一件及現金獎六千元
季軍（一名）獎座一件及現金獎三千元
優異獎（二十名）獎座一件及現金獎一千元

評判團：攝影名家陳復禮先生
攝影名家簡慶福先生
攝影名家錢萬里先生
助理工業署署長黃美蓮小姐
大公報攝影版編輯李栩生先生

備註：(1) 入選照片，不獲發還。
(2) 所有得獎作品，必須提供底片，否則被取消得獎資格。
(3) 賽果將以評判最後決定爲準，參賽者不得另持異議。
(4) 主辦機構有權採用入選作品作放大宣傳或展覽之其他用途。
(5) 主辦機構保留一切取決權。

查詢：香港中華廠商聯合會第三十二屆工展會宣傳部（電話：542 8641）

參加表格

姓名：＿＿＿＿＿＿　年齡：＿＿＿＿＿＿
性別：＿＿＿＿＿＿　身份證號碼：＿＿＿＿＿＿
職業：＿＿＿＿＿＿　電話：＿＿＿＿（住宅）＿＿＿＿（辦事處）
地址：＿＿＿＿＿＿
作品標題：＿＿＿＿＿＿

主辦機構

香港中華廠商聯合會　大公報

洽談會／展覽概要

日期	洽談會／展覽	地點	洽談／展覽項目	主辦機構
一九九四年 九月二日至五日	第十一屆香港國際 珠寶展覽會	香港會議展覽中心	各種精緻的珠寶包括優質珠寶、 白金、雕刻／裝飾品、 寶石及半寶石、珠寶配件	香港貿易發展局 電話：584 4333 圖文傳眞：824 0249
九月二日至六日	上海國際科技 新產品展覽會	上海商城中心	電腦、電子、資訊科技、 機器及設備、生物技術、 物料科學、表面處理及 有關雜誌。	香港展覽製作有限公司 電話：833 0186 圖文傳眞：833 5445
九月五日至七日	Hi-Per Fab '94	新加坡世界貿易中心	屋頂用材料、手巾及墊料、 隔熱物、apparel medical、餐巾、 geotextiles、衛生的coverstock、 過濾物、地毯織品、水喉、 汽車的纖維	Expoconsult Pte Ltd 電話：(65) 299 9273 圖文傳眞：(65) 299 9782
九月五日至八日	第三屆中國國際軸承及 其裝備、儀器、儀表展覽會	上海展覽中心	軸承機器及有關裝備	工商業展覽有限公司 電話：865 2633 圖文傳眞：866 1770
同上	Int'l Exhibition Oils & Fats Technology Exposition 1994	吉隆坡香格里拉酒店	油及脂肪技術	Malaysian Oil Scientists' & Technologists' Association及 馬來西亞專營工署商務部 電話：527 8062 圖文傳眞：804 2866
九月六日至九日	第五屆波蘭 亞洲產品展覽會	Poznan Int'l Fairgrounds, Poland	食物、鞋類、成衣、 玩具及遊戲、鐘錶、 電子、家庭用品、雜項	東偉業務促進有限公司 電話：807 7633 圖文傳眞：570 5917
九月九日至十三日	第十三屆香港鐘錶展覽會	香港會議展覽中心	手錶、時鐘、配件及零件、 測試及量度儀器、機器、 售錶後的裝備及工具	香港貿易發展局 電話：584 4333 圖文傳眞：824 0249
九月十三日至十七日	上海國際禮品暨 家庭用品展覽會	Intex Shanghai	嬰兒用品、電子消費品、 化妝品、一般禮品、皮具、 文具、體育用品、玩具及 遊戲、餐具	捷達展覽事業有限公司 電話：(886-2) 784 9623 圖文傳眞：(886-2) 755 7624
九月十四日至十七日	第五屆亞洲國際 紡織機械器材與 生產技術展覽會	香港展覽中心	紡織機械及配件、電腦系統、 原料、測試及量度儀器	工商業展覽有限公司 電話：865 2633 圖文傳眞：866 1770

研討會／訓練課程

日期	項目	地點	主辦機構	聯絡人／電話
一九九四年 八月廿九日	中小型企業管理協會 研討會 - 企業家的才幹	職業訓練局大樓	香港管理專業發展中心	該中心邢宏彬先生 836 1826
八月三十一日	如何培訓員工研討會	-同上-	-同上-	該中心黃昭欽先生 836 1930
九月二日	督導管理發展小組	-同上-	-同上-	該中心黎景培先生 836 1827
九月七日至九日	幹練管理人員培訓系列 - 領導才能	-同上-	-同上-	該中心高偉思先生 836 1824
九月十二日至十七日	九四中國西安投資 與貿易洽談會	中國西安市	西安市人民政府	融迪有限公司 陳仲泉先生 566 2113
九月十五日至十七日， 廿八日至三十日	管理導師培訓課程I	職業訓練局大樓	香港管理專業發展中心	該中心高偉思先生 836 1824
九月廿七日	職業意外之急救	香港科學館演講廳	職業安全健康局	主辦機構 739 9377
九月廿八日	中小型企業經營管理協會 研討會 - 創意思考法	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
九月廿八日	Expanding Your Global Market	香港會議展覽中心	香港貨品編碼協會	主辦機構 861 2819
九月三十日	Managing Production and Distribution	-同上-	-同上-	-同上-
九月至十一月	傳遞模具之沖床調較及 操作（十一星期）	九龍灣訓練中心綜合大樓	精密工具製造訓練中心	主辦機構 751 5890
一九九四年九月至 一九九五年一月廿七日	綜合航運證書課程	廠商會大樓二十七字樓 會議廳	香港付貨人委員會	該委員會沈麗薇小姐 834 0010
一九九四年九月至 一九九五年七月	精密塑膠工模製造及 電腦數控加工技工課程 （四十四星期，每月津貼 港幣三千八百五十元）	九龍灣訓練中心綜合大樓	精密工具製造訓練中心	主辦機構 751 5890
-同上-	電腦輔助工模設計 （四十四星期，每月津貼 港幣四千四百元）	-同上-	-同上-	-同上-
-同上-	電腦輔助工模製造 （四十四星期，每月津貼 港幣三千八百五十元）	-同上-	-同上-	-同上-
十月八日、 十五日及廿二日	貿易文件研討會	廠商會大廈廿七字樓 會議廳	香港付貨人委員會	該委員會沈麗薇小姐 834 0010

CMA Donations for Flood Relief in Southern China

In view of the devastating flooding in Southern China in recent months, the Association launched a donation campaign among members to help relieve the predicament. The response from members was very encouraging with more than HK$600,000 collected or committed as at July 27.

As at July 27, donors of flood relief for Southern China include:

Sunpet Industries Ltd	HK$ 50,000	Khong Guan Biscuit & Confectionery Mfg Co Ltd	5,000
Mr Herbert Liang	20,000	The Hong Kong Jade & Stone Manufacturers Association	5,000
(CMA President)		Mr Choi Hin To	4,000
Shell Electric Mfg (Holdings) Co Ltd	20,000	(CMA Executive Committee member)	
Main Power Electrical Fty Ltd	20,000	Mr Choy Sheung Chi, Andrew	3,100
Mr Yip Hing Chung	10,000	Edward Wong & Co Ltd	3,000
(CMA Vice-President)		A Fai Engineers & Shiprepairers Ltd	3,000
Yangtzekiang Garment Mfg Co Ltd	10,000	Tai Kung Weaving Fty	3,000
Mr Tony Chau	10,000	The Chius Mfg Co Ltd	3,000
(CMA Vice-President)		Mr Fung Yuen Hon	3,000
Hung's Management Services Ltd	10,000	(CMA General Committee member)	
Winner Co (HK) Ltd	10,000	Rilly Footwear Factory	3,000
Diaward Steel Works Ltd	10,000	New View Art Ind (HK) Co Ltd	3,000
Keystone Electronics Co Ltd	10,000	E & C Watch Enterprise	3,000
Mr Liu Yu Ting	10,000	Luen Fung Hong	3,000
(CMA Executive Committee member)		New Century Fur Co Ltd	3,000
Hwa Shat Investment Co Ltd	10,000	Ho Chai Kung Medicine Mfy Ltd	3,000
Ka Da Watch Co Ltd	10,000	Sunny Metal Industrial Co	3,000
Wing Li Cassette & Video Tapes Mfg Co Ltd	10,000	Mr Chan Kwok Fong	3,000
Afasia Knitting Fty (HK) Ltd	10,000	Faithful Industrial Co Ltd	3,000
Lucky Enamelware Fty Ltd	10,000	Jokon International (HK) Ltd	3,000
Mr Mak Hung	10,000	RWTUV Hong Kong Ltd	2,500
(CMA General Committee member)		Silver Mfg Co Ltd	2,000
Dr Lau Hon Qin	10,000	Mr Fung Kai Hoi	2,000
T On Knitting Fty	10,000	(CMA General Committee member)	
Tak Ming Metalware Factory Ltd	10,000	HK Sam Fung Knitting Fty Ltd	2,000
Sitoy (HK) Handbag Fty Ltd	10,000	Tingkwon Metal Mfg Ltd	2,000
Addision Ltd	10,000	Mr Chow Lam Boon	2,000
Mou Fung Ltd	10,000	(CMA General Committee member)	
World Wide Stationery Mfg Co Ltd	10,000	Tat Ming Co	2,000
Ngai Wah Glass (Horizontal Tempering) Co Ltd	10,000	Pacific Star Development Ltd	2,000
Lai Wah Knitters Ltd	10,000	Hop Chung Engineering Co	2,000
Galileo Machinery Co Ltd	6,200	HK Non-Woven Fabric Ind'l Co Ltd	2,000
Tin Lung Motor (HK) Co Ltd	6,000	Jingle Corporation Ltd	2,000
Mr Hung Cheung Pui	5,000	New Universal Plastic & Metalware Mfy Ltd	2,000
(CMA Honorary President)		Pak Kee Metal & Plastic Mfg Ltd	2,000
Majestic Textiles Ltd	5,000	Good Luck Baby Shoes Co (HK) Ltd	2,000
Mr Lo Chin	5,000	Wahsun Stationery Fty Ltd	2,000
(CMA Executive Committee member)		Hop Tak Machinery Fty	2,000
HK Plastic Trading & Mfg Co Ltd	5,000	Lai Ming Metal Mfg Ltd	2,000
South Ocean Towel Fty (1984) Ltd	5,000	Nam Wah Electrical Fty	2,000
Hoover Mfg Co Ltd	5,000	Po Sum On Medicine Factory Ltd	2,000
Wing Yun Silk Weaving Co Ltd	5,000	Deancoins International Co Ltd	2,000
Sanwall Electronic Products Co Ltd	5,000	Hing Fat Plastic Manufacturing Co Ltd	2,000
Advance Leather Products Ltd	5,000	Souley Mfy Ltd	2,000
Gloss Fortune Co Ltd	5,000	Elegance Printing Co Ltd	2,000
Mobilia Knitting Fty Ltd	5,000	Kervin Eng Co Ltd	2,000
Fai Lai Fa Industrial Co	5,000	Kin Keung Shoes Manufacturers Ltd	2,000
Ms Tsang Sau Hing, Beatrice	5,000	Fai Kee Enterprises Ltd	2,000
Universal Binding Fty	2,000	YKK Hong Kong Ltd	1,000
Parkworld Ltd	2,000	Man Shum Metal Works Fty	1,000
Pine Link Knitting Factory Ltd	2,000	Wing Seng Vacuum Plating Fty Co Ltd	1,000
Gain Forward Int'l Ltd	2,000	Charming Ornamental Products Co Ltd	1,000
Win Chance Metal Fty Ltd	2,000	Kam Hing Plastic Mfy Co Ltd	1,000
Gauss Electronics Co Ltd	2,000	Chek Mei Industrial Co Ltd	1,000
Popular Plastics Co Ltd	2,000	Winner Mfy & Co	1,000
Kwong Luen Tai Garment Fty Ltd	1,630	Candidable Industrial Manufacturing Ltd	1,000
Sun Wing Lee Hing Chan Co Ltd	1,500	Y & Fung Garment Co Ltd	1,000
Tai Tung Interlining Co Ltd	1,500	Yee Fung Electric Equipment Ltd	1,000
Mr Ho Kwok Kin	1,250	Champion Eternal Ltd	1,000
Mr Wong Ping Sai	1,000	Wai Fung Printing Press	600
(CMA Executive Committee member)		Mr Choy Tak Ho	500
Tai Wa Canned Goods Co HK	1,000	(CMA General Committee member)	
Dashing Press Ltd	1,000	Mr Lai Wing Tim	500
Lee Kee Manufacturing Ltd	1,000	(CMA General Committee member)	
Chung Mee Knitting Fty Ltd	1,000	Mr Ho Yuk Wing	500
Tai Pang Jewellery Mfy	1,000	(CMA General Committee member)	
Lee Wah Weaving Fty Ltd	1,000	Union Feather Co	500
Kowloon Chemicals Industrial Co Ltd	1,000	Luen Hing Hong	500
Non-Ferrous Metal Mfy HK Ltd	1,000	Fit-U Works Ltd	500
Ngai Koon Garment Fty Ltd	1,000	Calival Metal Mfy Ltd	500
Far East Camphor Mfg Co Ltd	1,000	Shing Wa Trading Co	500
Derek Creation Ltd	1,000	South West Machinery Works Ltd	500
Lap Fung Trading Co	1,000	Mr Yan Kwan Fat	500
Wah Hing Machinery Works	1,000	Tri-O (HK) Enterprise Co Ltd	500
Knit Sources Ltd	1,000	Boson Engineering Co Ltd	500
B F M Manufacturing Co Ltd	1,000	Wing Lung Trading Co	500
Diamond Network Ltd	1,000	Winco Trading Co	500
Ah Mau Co	1,000	Golden Dragon Printing Dyeing Sampling Fty	500
T S Lam Metal & Plastic Co Ltd	1,000	Sunco Trading Co	500
Sincere's Underwear Co	1,000	Hoover Button Fty Ltd	500
O R Crystal Mfy Co Ltd	1,000	Luen Tai Garment Co Ltd	500
Kwong Shun Trading Co	1,000	Dah Hua Printing Press Co Ltd	500
Mainichi Co	1,000	Man Hing Garment Fty	500
Sanito Corporation Ltd	1,000	Golden Bright Metal Mfg Co	500
Lee Wah Spray Painting Ltd	1,000	B A Marketing & Ind'l Co	500
China Printing & Dyeing Industrial Co Ltd	1,000	Kwun Sing Bulbs Fty	500
Desmond Textiles Corp Ltd	1,000	Yeung Ng Tong Med Mfy Ltd	500
Mr Leung Ying Kwong	1,000	Sun Hing Fat Trading Co	500
Creata International Ltd	1,000	Luen Yip Knitex Co	500
Kwong Nam Industrial Co	1,000	Wah Tak Lee Garment Fty Ltd	500
Wing Tai Garment Fty	1,000	Datsun Weaving Fty Ltd	500
Stellars Impex Ltd	1,000	Yee Kee Steel & Electrical Appliances Ltd	333
S C L Fung & Co Ltd	1,000	HK China Gloves Mfg Co	300
Dias Automation (HK) Ltd	1,000	Michael Investment Ltd	300
Bestech Ind'l Ltd	1,000	Double Victory Trading Co Ltd	300
Fu Hung Trading Co	1,000	Lily Beading Gloves Co	300
New Ocean Ind'l (HK) Co Ltd	1,000	Asia United Dyeing Works Ltd	300
Kwong Ki Garments Fty Ltd	1,000	Prime Industrial Co	200
Universal Electronics Industries Ltd	1,000	Wing Fung Trading Co	200
Hong Kong Electrical Automatic Works	1,000	Top Dragon Technology Ltd	200
Dragon Products	1,000	Tenson Trading Co	200
Lup Kee Metal Ornament Fty Ltd	1,000	Yan Shun Co	100
Tai Wah Paper Products & Printing Press Ltd	1,000	Chang's Plastic & Metal Mfy	100
Kai Lai Metal and Plastic Ornaments Fty	1,000		

The 32nd Hong Kong International Industrial Products Exhibition – Chinese Essay Competition and Photo Contest

In celebration of CMA's 60th Anniversary, the Association will stage the renowned Hong Kong Industrial Products Exhibition again from 1994 November 3 to 6 at the Hong Kong Convention and Exhibition Centre.

Aside from the traditional nostalgic entertainments, CMA is putting up the Chinese Essay Competition and the Photo Contest with Sing Tao Jih Pao and Tai Kung Po respectively. These two competitions are held to generate public interest in the Exhibition and arouse general awareness of the industrial development of Hong Kong. Winners will win attractive prizes with their works exhibited in the Industrial Products Exhibition, and printed on Sing Tao Jih Pao and Tai Kung Po. We sincerely invite all interested parties to join. Details of the programs are shown on P. 59 and P.65 of *the Business Journal* of this issue. Please contact Miss May Tham, Assistant Secretary of Public Relations & Publications Division at tel 542 8641. Please also turn to the last page for details of other special progams arranged for the Exhibition.

Hong Kong – Indonesia Investment Forum

Following the signing of the memorandum of understanding (MOU) between the Investment Coordinating Board of the Republic of Indonesia (BKPM) and CMA on 1993 October 14, the Association, in collaboration with the BKPM, co-organized the 'Hong Kong - Indonesia Investment Forum' on June 27.

CMA President Mr Herbert Liang was invited to deliver an opening remark at the seminar. He opined that the scope of co-operation between Indonesia and Hong Kong would be further broadened and the majority of new investment projects from Hong Kong would be export-oriented. 'Indonesia and Hong Kong have a long and well-established economic relationship which is bilateral and mutually beneficial. Hong Kong's domestic exports to and imports from Indonesia rose by 23% to US$167 million and 11% to US$913 million respectively in 1993. The growth of re-exports to Indonesia also rose significantly from 4% in 1992 to 13% in 1993, registering an amount of US$671 million,' Mr Liang elaborated. He believed that Hong Kong could make better use of Indonesian abundant land and labour supply to diversify its manufacturing industry and enlarge its production base in order to maintain competitiveness in the international market.

The Consul General of the Republic of Indonesia, Mr E A Tamara and the Indonesian Minister for Investment/Chairman of BKPM, Mr Sanyoto Sastrowardoyo also spoke on the investment environment in Indonesia at the seminar. Mr Tamara commented that since five to six years ago, Hong Kong had been experiencing what was called 'economic structural changes', in which its economy base had been moving from manufacturing to servicing, and Hong Kong needed areas like Indonesia as production bases. He believed that Indonesia would remain attractive to Hong Kong investors as a site for direct investment. Mr Sanyoto gave a comprehensive account on the policy and prospects of foreign investment in Indonesia. He summarized the new foreign investment policy (Government Regulation No. 20 of 1994) which was aimed mainly at relaxing the requirements on foreign ownership, investment, and opening-up some public sectors for foreign investments, and paving way to capture the eminent 'second wave' industrial relocation from the newly industrial economies.

Other speakers of the seminar include Mr J Zakaria from the Department of Finance, Mr S Djatmiko representing the Batam Industrial Development Authority and Mr Patrick Tang of KTP Holdings Ltd. Over 160 persons attended the seminar which provided participants with updated information on the country's investment climate. After the seminar, interested members were invited to hold individual discussions with the delegates from Indonesia.



Mr Herbert Liang addresses at the Hong Kong - Indonesia Investment Forum co-organized by the Association and the Investment Coordinating Board of the Republic of Indonesia (BKPM).

CMA Hosts Luncheon for the Indonesian Official Delegation

An Indonesian delegation consisted of senior officials of financial and taxation sectors of Indonesia, representatives of industrial estates of Batam and other regions, and businessmen from sectors such as hotel and tourism, leather, real estate, textile machinery, engineering/heavy industries, law consultancy, etc., and led by the Minister for Investment of the Republic of Indonesia Mr Sanyoto Sastrowardoyo, visited Hong Kong in June to introduce the latest investment environment and policies in Indonesia. A luncheon was hosted by the Association in honour of the Minister and the delegation on June 27. At the luncheon, CMA President Mr Herbert Liang said that the investment cooperation between Hong Kong and Indonesia were getting much closer. He also pointed out that the two places possessed economic strengths complementary to each other and could be utilized for mutual benefits.

Besides CMA President Mr Herbert Liang, those receiving the delegation were Executive Committee member Mr Lee Sai Yick; General Committee members Mr Eddie Lu, Mr Peter Lee, Mr Paul Chu; and Executive Secretary Mr Francis Lau.



The Association hosts luncheon for the Indonesian Official Delegation.

Visit by Xinhua News Agency Coordination Department

Led by Mr Zou Zhe Kai, Head of Coordination Department, a three-member delegation from Xinhua News Agency (Hong Kong Branch) called upon the Association on June 6 and was received by CMA President Mr Herbert Liang, Vice-Presidents Mr Leung Nai Wing, Mr Yip Hing Chung, Mr Chan Wing Kee, Mr Tony Chau; Honorary Presidents Dr James Wu, Mr Chow Chung Kai, Dr Philip Lai and Mr Ngai Shiu Kit.



CMA President Mr Herbert Liang (6th from right), Vice-Presidents and Honorary Presidents receive the delegation led by Mr Zou Zhe Kai (6th from left), Head of Coordination Department of Xinhua News Agency (Hong Kong Branch).

At the meeting, Mr Zou expressed his opinions on Hong Kong's economic development. Both parties exchanged views on fostering closer trade and economic co-operation opportunities between China and Hong Kong.

On June 9, CMA President Mr Herbert Liang invited Mr Lin He Ping, Past Department Head of Coordination Department to attend dinner reception. Besides Mr and Mrs Herbert Liang, CMA Vice-President Mr and Mrs Yip Hing Chung; Honorary President Mr Chow Chung Kai; Executive Committee member Mr Lin Fai Shat and Mr Lam Hok Po were also in presence.



Mr Yang Qi Sheng (2nd from left), Deputy Director of the Resettlement and Development Bureau of Three Gorges Project Construction Committee, gives an updated account on the recent resettlement and development projects of the Three Gorges.

Delegation of the Resettlement and Development Bureau of Three Gorges Project Construction Committee

A four-member delegation of the Resettlement and Development Bureau of Three Gorges Project Construction Committee, led by its Deputy Director, Mr Yang Qi Sheng, visited the Association on June 23. The meeting was chaired by CMA President Mr Herbert Liang. Executive Committee members Mr Lin Fai Shat, Mr Lam Hok Po; and Committee member Mr Chan Kim Sing were also present.

At the meeting, Mr Yang gave an updated account on the recent resettlement and development projects of the Three Gorges. The projects would be completed in 17 years and a total fund of RMB150 billion would be invested by the government to develop the regions so as to create more business and investment opportunities for foreign investors.

Delegation of the Dalian Municipal People's Government

A six-member delegation from Dalian Municipal People's Government, led by its Vice-Mayor Mr Wang You Wei, visited the Association on June 6. The meeting was chaired by CMA President Mr Herbert Liang. Also present were Executive Committee members Mr Wong Ping Sai, Mr Lee Sai Yick; General Committee members Mr Joseph Sin, Mr Michael Sun, Mr Peter Lee, Mr Mak Hung and Mr Chao King Lin.

At the meeting, both parties expressed views on strengthening economic relations between Dalian and Hong Kong. Mr Wang also gave a briefing on the 'China Northeast Area and Inner Mongolia Export Commodities Fair' to be held from July 1-10 at the Dalian International Exhibition Centre.



The delegation from the Dalian Municipal People's Government led by its Vice-Mayor Mr Wang You Wei (2nd from right) visits the Association.

Visit by the Governor of Henan Province

A six-member delegation from Henan Province, led by its Governor Mr Ma Zhong Chen, visited the Association on May 28. The meeting was chaired by CMA President Mr Herbert Liang. Other CMA representatives present were General Committee members Mr Chan Kim Sing, Mr Michael Sun, Mr Fung Yuen Hon, Mr Chao King Lin; and Sub-committee Chairmen Mr Chui Siu Chuen and Mr Cheung Hoi Pang.

At the meeting, both parties exchanged views on the extension of US most-favoured-nation status to China and the future development of Henan.

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香港中華廠商聯合會

「產地來源證及進出口簽證」訓練課程

課程	日期	時間	主題	地點
1	10月17日 星期一	下午七時 至 八時三十分	香港產地來源證制度簡介，來源準則及各類產地來源證申領程序。	中環 干諾道中 六十四號 廠商會大廈 二十七樓 會議廳
2	10月19日 星期三		普及特惠稅制度及特惠稅證書申請程序，特惠稅制度之產地來源準則。 歐洲共同體及其他國家普及特惠稅制度之貨品成本計算準則。	
3	10月24日 星期一		工廠登記，外地加工登記，分判措施之申請程序及有關事宜。	
4	10月26日 星期三		紡織品出口管制(包括紡織品配額分配、轉讓及使用簡介)。	
5	10月31日 星期一		紡織品簽證規定。 非紡織品進出口簽證。	

主 講 者：政府貿易署及海關資深人員
授課語言：粵語，輔以英語
費　　用：(一) 全部五節收費—會員600元，非會員700元。
　　(二) 每節收費—會員120元，非會員140元。
證　　書：出席四節或以上可獲頒發證書

有意參加者，請填妥表格連同劃線支票於九月三十日前寄交本會，或以傳眞方式預先報名，傳眞號碼：544 2406（傳眞報名者以五日內收妥支票作實）。由於名額有限，先到先得，額滿即止。參加全部課程者，可獲優先考慮。如有查詢，請與本會助理秘書施協民聯絡，電話：542 8602。

（請影印此頁，填妥後寄交本會）

寄：中環干諾道中64號廠商會大廈五字樓
　　香港中華廠商聯合會

ACO

報名表格

「產地來源證及進出口簽證」訓練課程

公司名稱：_____
會員編號：_____ 電話：_____ 傳眞：_____
地址：_____

參加者姓名: (中文)	(英文)	參加節數	金額
		*全部課程或第1/2/3/4/5節	
		*全部課程或第1/2/3/4/5節	
		*全部課程或第1/2/3/4/5節	共計

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共港幣 _____元。

負責人簽署：_____
日期：_____

*請刪去不適用者

The 1993 Survey of Hong Kong's Manufacturing Environment

In our previous issue, we have introduced the favour-ability on Hong Kong's investment climate. This article will focus on the business prospects in Hong Kong.

Difficulty in filling job vacancies

The factories surveyed were asked to indicate whether they had experienced difficulty in filling job vacancies in the preceding 12 months, and if so, how they had responded to it.

All 1,195 factories responded to this part of the survey. 570 factories (47.7%) indicated that they had experienced such difficulties and the problem was quite serious in the clothing industry (61% of respondents) and the household electrical appliance industry (57.1%). Industries less affected included toy (34.7%) and plastics industries (42.4%).

The most common measure taken by these 570 factories was to offer higher wages (69.8% of respondents). Other measures included shifting part or all of production outside Hong Kong (43.7%), making investments in labour-saving machinery (34.4%) and subcontracting work locally (31.6%). Less popular measures, which were taken by 7.7% of the respondents, included importing foreign labour, trying various channels of recruitment, employing trainees from training institutions and reducing the scale of production. A small portion of the respondents (8.3%) did nothing.

Certain industries had a higher percentage of respondents investing in labour-saving machinery than the industry-wide average(34.4%). These industries included household electrical appliance (55%), metal products (47.4%), plastics (44.6%), optical goods (43.8%), textiles (42.1%), photographic goods (40%), printing (39.2%), food and beverage (38.3%) and electronics (34.6%). Similarly, a higher percentage of respondents in selected industries, namely, household electrical appliances (80%), toys (69.2%), electronics (58.2%), metal products (57.9%), watches and clocks (56.3%), optical goods (50%) and plastics (46.4%), shifted part or all of their production outside Hong Kong than the industry-wide average of 43.7%. A considerably lower proportion in the printing industry (24.3%) and the food and beverage industry (25.5%) took this course of action.

Business outlook on markets

The factories surveyed were asked to give their views on their industry's sales performance in the major overseas market and the local market in 1994. The overseas markets included China, Germany, Japan, the UK and the US. 444 respondents gave their opinion on China, 388 on Germany, 323 on Japan, 403 on the UK, 584 on the US and 907 on the local market.



47.7% of responding factories have experience difficulty in filling job vacancies in the preceding twelve months.

Most respondents expected sales to all major overseas markets would improve or remain satisfactory in 1994. They were most optimistic about China: 43.7% of the respondents anticipated improvement, 45.5% expected to remain satisfactory and 10.8% expected decline. Among the responding industries, the optical goods industry was the most optimistic, with 63.6% of the respondents forecasting an improvement in exports to China, followed by the electronics, jewellery and toy industries with 58.3%, 55.3% and 55% respectively.

More than 40% of the respondents anticipated their sales to Germany (40.5%), Japan (42.7%), the UK (43.2%) and the US (43%) in 1994 would remain satisfactory, although a greater proportion of respondents forecasted deteriorating rather than improving sales. For the local market, 44.4% of respondents expected satisfactory performance, 14.8% expected improvement and 40.8% foresaw deterioration in sales in 1994.

For individual markets, the industrial machinery industry and the electronics industry were relatively more optimistic about the US with 46.2% and 40.5% respectively of respondents forecasting improving sales there. However, the textiles and photographic goods industries were relatively more pessimistic about the US, with half of the respondents forecasting deteriorating sales. The printing and the industrial machinery industries were optimistic about the German market, with 50% and 42.9% of the respondents respectively expecting improving sales performance in 1994. The household electrical appliance industry and the industrial machinery industry were optimistic about Japan, with 50% and 40% of the respondents respectively anticipating improving sales performance in 1994.

Business prospects

The factories surveyed were asked to indicate their views on how their business would perform in 1994 and 1995-96 compared with 1993. This was done in a scale of six ratings: much better, better, much the same, worse, much worse and uncertain.

All 1,195 factories gave their views on business prospects. Over half of the respondents expected business in 1994 to be better or be much the same as compared with 1993: 22.3% of respondents anticipated that business would be better or much better in 1994, 29.2% much the same, 16.8% worse or much worse, and 31.7% uncertain. Among the more optimistic were the optical goods industry and the electronics industry where 51.6% and 41.5% of the respondents respectively forecasted that business in 1994 compared with 1993 would be better or much better. Among the less optimistic were the photographic goods industry and the textiles industry where 27.3% and 27.2% of the respondents respectively said that business in 1994 would be worse or much worse compared with 1993.

725 (60.7%) respondents were uncertain about business prospects in 1995-96 compared with 1993; 15.9% expected them to be better or much better; 13.6% much the same and 9.8% worse or much worse. The relatively optimistic industries were the electronics, household electrical appliance and optical goods industries where 32.2%, 25.7% and 22.6% of respondents respectively expected that business would be better or much better in 1995-96. The less optimistic were the textiles, printing and plastics industries where 14.8%, 14.5% and 14.4% of the respondents respectively said that business in 1995-96 would be worse or much worse.

Of the 470 companies which did not give an 'uncertain' response, 190 (40.4%) expected that business in 1995-96 would either be better or much better whereas 163 respondents (34.7%) expected that business would remain much the same.

On the whole, most industries tended to be optimistic about future business prospects. The relatively more optimistic industries were electronics and optical goods. The textiles industry was, however, less optimistic.

Plan for production

The respondents were asked to indicate whether they had plans to expand or phase out part or all of production in Hong Kong, whether they had plants overseas, whether they had plans to expand production overseas and if so, where, and whether they had plans to implement quality management systems such as ISO 9000 and Total Quality Management.

Plan for production in Hong Kong

Results of the survey showed that 772 or 64.6% of the 1195 respondents had no plans to either expand or phase out production. 160 (13.4%) had plans to expand production in Hong Kong and 263 (22%) had plans to phase out part or all of their production in Hong Kong.

A larger than average proportion of respondents in the food and beverage (27.3%), printing (21.1%), industrial machinery (18.4), electronics (15.3%), plastics (15.2%) and metal products (13.6%) industries planned to expand production locally. However, some industries had a higher proportion of respondents planning to phase out part or all of production in Hong Kong. These industries were household electrical appliance (34.3%), electronics industry (33.9%), watches and clocks (27.5%), photographic goods (27.3%), textiles (25.9%), plastics (24.2%), toy (24%), clothing (23%) and metal products (22.8%).

Factories having plants or production facilities outside Hong Kong currently

447 or 37.4% of the 1,195 factories surveyed had plants or production facilities outside Hong Kong currently. Industries with a greater than average proportion were photographic goods (72.7%), electronics (67%), toy (60%), optical goods (54.8%), household electrical appliance (48.6%), watches and clocks (44.7%), industrial machinery (40.8%), metal products (40.7%) and plastics (39.4%). The printing and food and beverage industries had the lowest percentage (20.5%) of respondents with plants or production facilities outside Hong Kong.

Among the 447 respondents with plants or production facilities outside Hong Kong, 432 (96.6%) had set up their plants or production facilities in China, of which 407 in Guangdong Province. Thailand was the next favourite choice, with 7 (1.6%) companies, followed by Macau, Malaysia and Indonesia, with 6 (1.3%), 4 (0.9%) and 4 (0.9%) companies respectively.

Plan for expanding production outside Hong Kong

227 (23.2%) out of the 1,195 factories surveyed had plans to expand production outside Hong Kong. Industries with a greater than average proportion were household electrical appliance (40%), electronics (36.4%), photographic goods (36.4%), optical goods (32.3%), industrial machinery (26.5%), jewellery (25.3%), food and beverage (25%) and plastics (25%). In contrast, only 12% of respondents in the clothing industry planned to expand production outside Hong Kong.

China was the most preferred location for expanding production outside Hong Kong. Of the 275 factories which had indicated their choice of site to expand production outside Hong Kong, 261 (94.9%) had chosen China, among which 214 (77.8%) had specified Guangdong Province. The next popular choice was Thailand, which was welcomed by 4 (1.4%) respondents. Singapore and the US were each selected by 3 respondents (1.1%).

Plan for implementing Quality Management Systems

291 (24.4%) out of 1,195 factories surveyed had plans to implement quality management systems. Of these 291 respondents, 123 (42.3%) had plans to implement ISO 9000 , 179 (61.5%) had plans to implement Total Quality Management and 11 (3.8%) had plans to implement both.

Industries with a higher than average proportion of respondents planning to implement ISO 9000 were electronics (33.9%), household electrical appliance (31.4%), toy (21.3%), optical goods (19.4%) and watches and clocks (14.5%). The household electrical appliance industry had the greatest proportion of respondents (22.9%) having plans to implement Total Quality Management. It was followed closely by the optical goods industry (22.6%) and the electronics industry (19.5%).

(Source: Hong Kong Manufacturing Industries 1993, Industry Department)

Unemployment Statistics

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

The seasonally adjusted unemployment rate for 1994 February to April was 2.1%, compared with 2.0% for the three months ending 1994 January and 2.4% for the same period a year earlier.

The number of unemployed persons from 1994 February to April was estimated at 62,000, compared with 57,500 for the three months ending 1994 January and 68,100 for the corresponding period a year earlier.

	1994 Feb-Apr	93 Nov-94 Jan	1993 Feb-Apr
Unemployment rate	2.1%	2.0%	2.4%
Unemployed persons	62,000	57,500	68,100

CAC Review Committee

The Governor has appointed an independent committee, the ICAC Review Committee, to review the powers of the Independent Commission Against Corruption (ICAC) and its present systems of accountability. The terms of reference of the Committee are as follows:

1. To review the powers of the ICAC under the ICAC Ordinance, the Prevention of Bribery Ordinance (POBO) and the Corrupt and Illegal Practices Ordinance (CAIPO), and to advise the Governor whether these powers remain appropriate, necessary and sufficient.

2. To review the accountability of the ICAC in the exercise of its powers, including the role played by the five ICAC Advisory Committees, and to advise the Governor whether the present systems of accountability are adequate or should be modified.

CMA's Comments

After studying into the matter, the CMA sets forth the following views :

1. The Association supports ICAC's efforts against corruption so as to build up Hong Kong as a community of integrity and justice.

2. As the business relationship between China and Hong Kong has become closer and closer, the cross-border corruption has been increasing significantly. The ICAC should further strengthen its liaison and cooperation with Chinese authorities against corruption.

3. With regards to the ICAC's objectives, the Association objects to any practices that are carried out by the ICAC involving in politics.

4. The Association suggests that instead of giving the power to the Commissioner to give written authorization to the investigation officer, a judicial process should be involved and that the authorization should be given by an judicial officer for investigating and inspecting any accounts, bank records, company records, and safe deposit boxes. (Section 13 POBO)

5. The Section 14 (1d) of POBO indicates that the Commissioner has the right to give written notice to any other person required to answer orally on oath or affirmation any questions relevant to an investigation or proceeding. This power is unique in Hong Kong and has been under criticism in the past because in effect, the section has exploited a citizen's right to remain silent or not to give any answer which may discriminate himself. It is submitted that this power should be modified to take into account of the foregoing.

6. In respect to the power of search, the Association opines that a written consent to enter and search any premises should also be granted by a judicial officer instead of the Commissioner.

7. To make the five committees, namely the Advisory Committee on Corruption, the ICAC Complaints Committee, the Operations Review Committee, the Corruption Prevention Advisory Committee and the Citizens Advisory Committee on Community Relations totally independent, the Asssociation suggests that all the committees should be chaired by lay members. Currently, the Commissioner chairs three of the five committees.

Xining

Xining, the capital city of Qinghai Province, lies in the Huangshui River Valley, to the east of Sun-Moon Mountain. It is the political, economic and cultural centre of the whole province.

Xining, covering a total area of 3,456 sq km, is composed of four districts and one county, with a total population of 1.06 million. There are 35 minority nationalities such as Han, Tu, Tibetan and Sala nationalities in Xining. Through 40 years of development, Xining has built up a sound industrial base and good infrastructure. Now, Xining has established many kinds of industry and an advanced transportation and telecommunication network. Xining was approved by the State Council in 1992 August to be an inland city opening to the outside world. Due to its long history, rich resources and preferential policies, it is expected that Xining will attract more and more visitors and investors from overseas and other regions of the mainland.

Transportation

Xining, being a hub of communications, is a main gateway to the vast hinterland western China. A dozen arterial highways such as the Qinghai-Tibet, Xining-Zhangye, Xining-Linxa, Xining-Guoluo and over 100 feeder roads start from or pass by Xining, forming a convenient communication network linking Xining with the rest of Qinghai and other provinces. The Lanzhou-Qinghai and Qinghai-Tibet railway links Xining with Beijing, Shanghai, Qingdao, Xi'an, Tianshui, Lanzhou, Datong and Germu together, and so as the Caojiabao Airport which has six airlines linking up Xining with Germu, Lanzhou, Xi'an, Beijing, Urumqi and Guangzhou.

Telecommunications

Xining is also the centre of postal service and telecommunications in the province and has a telecommunications network reaching out in every direction. The efficient and reliable services of telephone, telegram, fax and microwave communications can reach the whole country and many overseas destinations such as Hong Kong, Macau and Taiwan. A more advanced and modernized telecommunications system is being planned recently, and it will prepare the way for the acceleration of economic development and opening to the outside world.

Finance

Xining has many banks such as the People's Bank, Bank of China, Industrial and Commercial Bank, Agricultural Bank, Construction Bank, and other financial organizations like trust and investment companies, securities companies and so on. All these can provide investors and customers with credible services.

Qinghai Branch of the Bank of China is a special bank that deals with the nation's foreign exchange management and foreign trade transactions and provides a diverse range of banking services such as credit guarantees, foreign exchange deal, note discount, trust, information, international clearance, savings and loan of foreign currency and RMB etc. Other banks have also established their own international business departments, to deal with international financial business.

Xining Branch of the People's Insurance Company of China has opened an international insurance business including import and export cargo insurance, investment insurance, property insurance and life insurance, and will provide the corresponding information and services related to insurance business.

Xining Qiaotou Economic and Technological Development Zone

Xining Qiaotou Economic and Technological Development Zone is located in Qiaotou Town, Datong County, with a total area of 16 sq km. Rich mineral resources are available near the Development Zone. It also possesses a convenient transportation and telecommunications system. The Xining Zhangye highway and Xining-Datong railway pass through the zone; in addition, 25.3 km of special roads and 10.2 km of special railway are built and coal mines are available to use nearby. The direct dial telephone system has been in operation and a mobile telephone network will be established soon. Sufficient water and power supplies are guaranteed.

Investors from other parts of China or overseas are treated with preferential policies which are being adopted in the coastal areas and special economic zones. The procedures for review and approval are simple and efficient, and investors' benefits and rights will be guaranteed. Overseas investors can enjoy not only the regular preferential policies set by the Qinghai province and the central government, but also some other preferential policies laid by the Xining Municipal Government.

Preferential Treatments

Land policy

The investors from overseas or other regions in the mainland can develop a land site according to their own preference. Either a single special project or a series of comprehensive ones can be approved, provided that these projects are in accordance with the general construction planning of Xining Municipality. Priority will be given to the corresponding procedures about the acquisition of land-use rights and other matters by the land administration office.

Investors can receive the land-use right through state allotment, or through state selling, transfer or leasing.



A building of the Qinghai Committee of Chinese People's Political Consultative Conference

If investors have received the land-use right through other channels, a fee for land use will be charged from the beginning of the first profit-making year, according to the following standards: 1. land for industry: RMB 5 /m^2 per year; 2. land for science, education, culture, public health, agriculture, forestry, animal husbandry, fishery and other welfare services: RMB 1/m^2 per year; 3. land for tourism: RMB 10/m^2 per year.

Preferential measures on taxes

For foreign enterprises located in Xining, the tax rate of corporate income tax can be reduced to 24%. For those engaged in long-term production over 10 years, from the beginning of the first profit-making year, their corporate income tax will be exempted in the first two years and then half will be exempted from the third to fifth year. For those knowledge-intensive and hi-tech projects by foreign investors, including those with a total investment of US$30 million or over, and a long-capital return period, transportation projects, or infrastructure construction projects, the tax rate can be reduced to 15%. For those engaging in energy or transportation construction of over 15 years, the tax will be exempted in the first five profit-making years and then half will be exempted from the sixth to tenth year.

For enterprises established in the Xining Economic and Technological Development Zone, the income tax rate will be reduced to 15%.

The income tax rate for enterprises engaging in high-and-new technology projects will be reduced to 15%, and starting from their first profit-making year, tax will be exempted in the first five years and then half will be exempted from the second five years.

For overseas investment projects engaging in resource development, infrastructure construction, agriculture, forestry, animal husbandry, advanced technical products or export products, their local income tax will be exempted fully. For other ordinary overseas investment projects, their local income tax will be exempted in the first seven years, and half will be exempted starting from the eighth year.

When overseas investors remit their profit out of China, the income tax of the remitted amount will be exempted. If the overseas investors add a part or their whole profit to their enterprises as an increase to the registered capital or add to other enterprises or to establishment of a new enterprise engaging in at least five year-long-term business as a new investment, their corporate income tax having been levied of the newly-invested funds will be refunded fully.

When overseas investors come to Xining for investment and construction, the import tariff and the industrial and commercial consolidated tax on a wide range of items will be exempted. The export tariff and the industrial and commercial consolidated tax of export products produced by foreign enterprises will be exempted (excluding the products restricted by state).

For further information on the investment in Xining, please contact the Foreign Affairs Department and Service Organization at the following addresses:

1. Foreign Affairs Office of Qinghai Provincial Government
   Address: Xida Street, Xining, Qinghai
   Postal code: 810000
   Tel: (0971)-42931-321

2. Qinghai Provincial Planning Commission - Foreign Economics and Trade Division
   Address: No. 66 Xida Street, Xining, Qinghai
   Postal code: 810000
   Tel: (0971)-42931-356
   Fax: (0971)-42218

3. Qinghai International Economic Relations and Trade Corporation
   Address: No. 102 Shulin Lane, Xining, Qinghai
   Postal code: 810007
   Tel: (0971)-75510, 75733
   Fax: (0971)-48719

產品責任無限遠
優惠保險見週全

“產品責任保險計劃”
特爲廠商會會員而設

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

如欲查詢詳情，請聯絡：

喜齡有限公司　張淑儀小姐　571 2018

香港中華廠商聯合會　劉尉倫小姐　545 6166

承保：

美亞保險有限公司

請寄回：喜齡有限公司 香港英皇道260號怡安中心17樓

本公司對產品責任保險計劃深感興趣，

□請寄上計劃詳情　□請派專人洽商。

公司名稱：

公司地址：

聯絡人：　職位：

電話：　圖文傳真：

Standards on Manufacturing Industry

A number of national and international standards on manufacturing industry were recently adopted and are listed in table 1. For details, please contact the Product Standard Information Bureau of the Industry Department at tel no. 829 4820 or 829 4821.

INTERNATIONAL		
ISO 4225(1994)	Air quality	General aspects - Vocabulary
AUSTRALIAN / NEW ZEALAND		
AS/NZS 1580.501.1:1994	Paints and related materials	Methods of test - Method 501.1: Soluble lead content
AS 1886 Supp 1 - 1994	Glossary of terms relating to plastics	Plastics recycling terminology
AS 2001.1.15 - 1994	Methods of test for textiles	Part 4.15: Colour fastness tests-Determination of colour fastness to washing
GERMANY		
DIN EN 71 Part 5 (1993)	Safety of toys	Chemical toys (sets) other than experimental sets
DIN EN 340 (1993)	Protective clothing	General requirements
The UK		
BS 1881:Part 103:1993	Testing concrete	Part 103: Method for determination of compacting factor
BS 3375:Part 3:1993	Management services	Part 3: Guide to work measurement
BS 5760:Section 13.3:1993	Reliability of systems, equipment and components	Part 13: Guide to reliability test conditions for consumer equipment - Section 13.3: Conditions providing a low degree of simulation for equipment for stationary use in partially weatherprotected locations [IEC 605-3-3:1992]
BS 5763:Part 4:1993	Methods for microbiological examination of food and animal feeding stuffs	Part 4: Detection of Salmonella [=ISO 6579:1993]
BS 5763:Part 10:1993	Methods for microbiological examination of food and animal feeding stuffs	Part 10: Enumeration of Enterobacteriaceae [ISO 7402:1993]
BS 6002:Part 1:1993	Sampling procedures for inspection by variables	Part 1: Specification for single sampling plans indexed by acceptable quality level (AQL) for lot-by-lot inspection [=ISO 3951:1989]
BS 7703:Part 1:1993	Acoustics	Determination of sound power levels of noise sources using sound intensity - Part 1: Measurement at discrete points
BS EN 207:1994	Specification for filters and equipment used for personal eye-protection against laser radiation	
BS EN 208:1994	Specification for personal eye-protectors used for adjustment work on lasers and laser systems	
BS EN 289:1994	Rubber and plastics machinery	Compression and transfer moulding presses - Safety requirements for the design
BS EN 352-1:1993	Hearing protectors	Safety requirements and testing - Part 1: Ear-muffs
BS EN 352-2:1993	Hearing protectors	Safety requirements and testing - Part 2: Ear-plugs
BS EN 10021:1993	General technical delivery requirements for steel and iron products	
BS EN 22768-1:1993	General tolerances	Part 1: Tolerances for linear and angular dimensions without individual tolerance indications [=ISO 2768-1:1989]
BS EN 23758:1994	Textiles	Care labelling code using symbols [=ISO 3758:1991]
BS EN 25663:1993	Water quality	Determination of Kjeldahl nitrogen - Method after mineralization with selenium [=ISO 5663:1984]
BS EN 29865:1993	Textiles	Determination of water repellency of fabrics by the Bundesmann rain-shower test [=ISO 9865: 1991]
BS EN 45020:1993	Glossary of terms for standardization and related activities	
BS EN 46001:1994	Specification for application of EN 29001 (BS 5750: Part 1) to the manufacture of medical devices	
BS EN 46002:1994	Specification for application of EN 29002 (BS 5750: Part 2) to the manufacture of medical devices	
BS EN 50081-2:1994	Electromagnetic compatibility	Generic emission standard - Part 2: Industrial environment
BS EN 60335-2-40:1993	Safety of household and similar electrical appliances	Part 2: Particular requirements - Section 2.40: Electric heat pumps, air conditioners and dehumidifiers
BS EN 60998-1:1993	Connecting devices for low-voltage circuits for household and similar purposes	Part 1: General requirements
BS PD 6582:1993	Electromagnetic compatibility (EMC)	Guide to generic EMC standards[=CENELEC R110-002:1993]
The US		
ANSI/ASQC Z1.4-1993	Sampling procedures and tables for inspection by attributes[=MIL-STD-105E]	
ANSI/ASQC Z1.9-1993	Sampling procedures and tables for inspection by variables for percent nonconforming [=MID-STD-414]	
ANSI/AWS D1.1-94	Structural welding code	Steel
ANSI/BIFMA X5.1-1993	Office furnishings	General-purposes office chairs - Tests

Table: A number of national and international standards on manufacturing industry

New ISO Standard in Plastics

The Technical Committee ISO/TC 61, Plastics, of the International Organization for Standardization (ISO) has recently issued new international standards. The content of these new standards are, in brief, as follows:

ISO 4892-1: 1994 (E)

Plastics - Methods of exposure to laboratory light sources - Part 1: General guidance

Scope

This part of ISO 4892 provides information and general guidance relevant to the selection and operation of the methods of exposure described in detail in subsequent parts. It also describes and recommends methods for determining irradiance and radiant exposure, and a black-standard/black-panel thermometer. Methods of evaluation of results from exposure are not within the scope of ISO 4892. They are at ISO 4582.

ISO 4892-2: 1994 (E)

Plastics - Methods of exposure to laboratory light sources - Parts 2: Xenon-arc sources

Scope

This part of ISO 4892 specifies methods for exposing specimens to xenon-arc light sources. General guidance is given in ISO 4892-1.

ISO 4892-4: 1994 (E)

Plastics - Methods of exposure to laboratory light sources - Part 4: Open-flame carbon-arc lamps

Scope

This part of ISO 4892 specifies methods for exposing specimens to open-flame carbon-arc lamps. General guidance is given in ISO 4892-1.

For information, please contact the Product Standard Information Bureau of the Industry Department at tel no. 829 4821.

Trade News

Revision of Certification Services Fee and Subscription Fee

Revised fees for certification services

The Trade Department has recently announces the revised fees for origin certification services.

According to the Import and Export (Fees) (Amendment)Regulations 1994 recently approved by the Executive Council, a new scale of fees for different certification services was stipulated. The new fees and their effective dates are shown in table 1.

Please note that the existing application and payment procedures for the above apply.

For enquiry, please contact the relevant Trade Controls Officers listed below :

Certificate of Origin Section	Tel No
Mr. W.H. Leung - Textiles products	398 5545
Mr. K.K. Ng - Non-textiles products	398 5544
Generalized Preference Certificate Section	
Mr. Y.K. Lau	398 5549
Factory Registration Section	
Mr. K.L. Yuk	398 5548

Type of Services	Existing Fees ($)	New Fees ($)	Effective Date of New Fees
1. Application for the issue of a Certificate of Hong Kong Origin, Certificate of Origin - Processing or any other form of Certificate of Origin other than Generalized Preference Certificate (Form TIC 185)	110	121	1995 January 3
2. Application for the issue of a Generalized Preference Certificate (Form A) Form TIC 185B)	150	165	1995 January 3
3. Annual fee for Factory Registration	1,650	1,813	1994 August 1
4. Official certificate fees charged for the issue of Statutory Declaration of Antique	825	907	1995 January 3
5. Official signature fees charged for the issue of Certified True Copies (CTC) of Certificates	50	55	1994 June 30

Table 1: New fees of Certification Services and their effective dates

Revised subscription fees for notices and circulars

The Trade Department operates a subscription service under which certain notices and circulars issued by the Department are sent by mail or facsimile to subscribers. A subscription fee is collected on an annual basis to cover the administrative costs. With effect from 1994 June 30 (Thursday), a new scale of subscription fees for Notices to Exporters and Circulars will be introduced. Details of the new scale of fees are listed in table 2.

Application and payment procedures of the above subscription service will remain unchanged.

For general enquiry, please contact the Subject Officer Mr S B Lee at tel no. 398 5337 and for enquiry on payments, please contact the Subject Officer Mr A L T Chu at tel no. 398 5325.

Type of Subscription	Current rate $ (until 1994 June 29)	New rate $ (until 1994 June 30)
Annual subscription fees for local mailing or facsimile services of 'Notices to Exporters'		
1. Series 1, 2 and 3	149 (for each series)	164 (for each series)
2. Series 1A, 2A and 3A	66 (for each series)	73 (for each series)
Annual subscription fees for local mailing or facsimile services of 'Certification Branch Circulars'	72	79
Annual subscription fees for local mailing or facsimile services of 'Commercial Information Circulars'	143	157
Annual subscription fees for overseas subscribers of 'Notices to Exporters' *		
For Asia:		
Series 1, 2 and 3		
The US	226 / 616	249 / 677
EU	231 / 649	254 / 714
Others	407 / 1,282	448 / 1,409
Series 1A, 2A and 3A		
The US	292 / 435	321 / 479
EU	341 / 490	375 / 539
Others	358 / 985	394 / 1,083
For regions other than Asia:		
Series 1, 2 and 3		
The US	286 / 677	315 / 745
EU	297 / 715	327 / 786
Others	545 / 1,419	599 / 1,560
Series 1A, 2A and 3A		
The US	396 / 539	436 / 593
EU	468 / 611	515 /672
Others	490 / 1,117	539 / 1,228
Annual subscription fees for overseas subscribers of 'Commercial Information Circulars' *		
For Asia:	281 / 820	309 / 902
For regions other than Asia:	363 / 902	399 / 992
Annual subscription fees for overseas subscribers of 'Certification Branch Circulars' *		
For Asia:	176 / 413	194 / 454
For regions other than Asia:	226 / 468	249 / 515

* 2nd Class Air Mail/Express

Table 2: Revised subscription fees for different type of subscription

Brave New Shanghai: The Blueprint for Modernization

Once the symbol of China's coupling with the modern world, Shanghai has watched enviously as Guangdong usurped its role. But now, with central government's help, there is a co-ordinated plan to create a brave new Shanghai and make her East Asia's premier city once more.

According to China's overall economic strategy, the long-term objective over the next two decades is to turn Shanghai into an international economic, financial and trade centre and to build Pudong into a world-renowned financial, commercial and free-trade area. Pudong is to be the jewel in the crown of a modern, 21st-century Shanghai.

Throughout 1990s, Shanghai's GNP is expected to grow at an average annual rate of about 10%, and exceed RMB200 billion by the year 2000. Between 2000 and 2010, Shanghai is to integrate further with the outside world and will become a key component of the world economy as an international economic, financial and trade centre.

The guiding principle for industrial development in Shanghai is the boosting of tertiary industry. The aim is to re-adjust the weightings of primary, secondary and tertiary industries in GNP from the 1990 level of 4.4%, 64.8% and 30.8%, to 1.7%, 53.4% and 44.9% respectively by 2000.

Shanghai will launch a long-term policy of giving priority to tertiary industry, high- and new-technology industries and urban infrastructure construction. The focus will be placed on development of these key industries : finance and insurance, trade, real estate, tourism, electronic information, iron and steel, car manufacturing, petrochemical products and refining, electrical home appliances and electrical mechanics, and high- and new-technology industries.

It will devote its major efforts to the construction of basic urban facilities. The ten major infrastructural projects for the Eighth Five-Year Plan (1991-95) comprise bridges, Route One of the Shanghai Underground Railway, Pudong Gas Works, and water supply project.

In addition, arrangements have also been made for further ten projects, most of which are also scheduled for completion before the end of the Eighth Five-Year

Plan. The second batch of major projects involves the construction of Shanghai deep water port, building of the Pudong International Airport, Pudong telecommunications project, the Outer Ring Road, phase one of Route Two of the Shanghai Underground Railway, elevated sections of Chengdu and Yanan Roads, building of additional lanes in the East Yanan Road Tunnel, Pudong Railway, phase two of the city-wide sewage control project, and energy development projects invloving the building of power plants, expansion of the urban power grid and exploitation of petroleum and natural gas in the East China Sea.

Shanghai's development policy calls for increasing the number and scale of foreign banks, joint-stock banks and overseas financial institutions, and to develop non-governmental financial establishments in the city.

Price relations are to be straightened out. The prices of most commodities will be determined by supply and demand. At the same time, steps will be taken to readjust the tax rates, resolve the existing problem of unfair tax burdens for different types of enterprises and gradually establish rational pricing, financial and taxation systems.

Enterprises will be given greater freedom to engage in import and export operations. Customs clearance procedures will be simplified and business laws, policies and information will be made more transparent in order to speed up the growth of Shanghai as a trade centre.

Great efforts are planned to develop various types of production factor markets and to improve and enlarge the scale of financial markets already formed, including those for securities, foreign exchange and inter-borrowing, as well as the markets for metals, coal, chemicals and other capital goods. Markets for property rights, information technology, labour and skills, real estate and other production factors are also on the drawing board. It is anticipated that several major markets of international standards will have been established by the year 2000.

Despite the planners having much in store for Shanghai, the way forward will not be easy. For various historical reasons, urban construction in Shanghai was formerly disorderly and unsystematic. Since reconstructing the inner city would have been more difficult than starting anew, the development of Pudong became a necessity. Key development districts established including the Lujiazui Financial and Trade District and the Waigaoqiao Bonded District. The Lujiazui Financial and Trade District in central Pudong will provide financial, trade, telecommunications, and export services. In the Waigaoqiao Bonded District, foreign trading companies can obtain permission to engage in entrepot trade. Goods imported for processing and re-export will be exempted from tariffs and import/export documentation requirements.



Looking along the Nanpu Bridge at the mass of development in Pudong

State-owned enterprises still dominate the economy of Shanghai, and the majority of the city's industrial enterprises are large but antiquated operations.

Shanghai is striving to become a cosmopolitan city. In order to achieve this goal, it must have an urban infrastructure that can fully absorb and handle domestic and foreign funds, commodities, technology, manpower and information. In other words, in its re-development program, Shanghai urgently needs foreign funds and technology to develop its service sector and high-tech industries.

In the retail sector, although growth has been sluggish over the last decade, purchasing power of Shanghai people is now rising rapidly. In terms of per-capita income, Shanghai compares favourably with most big cities in Guangdong, only lagging slightly behind Shenzhen and Zhuhai.

Shanghai is China's largest industrial base, and its industrial output accounts for 8.3% of the national total. Since many powerful national-level state-owned enterprises are based in Shanghai, the metropolis controls the lifelines of China's domestic market. Shanghai also has a strong industrial structure and solid scientific and technological strengths, which should prove very attractive to foreign firms engaged in electronics and other capital-intensive industries.

With Shanghai's ageing state-owned enterprises urgently needing foreign funds, technology and orders to tide them over their difficulties, foreign firms might select as partners those enterprises currently in difficulties, but which have development potential.

(Source : Hong Kong Trade Development Council)

Forecast of the Clothing and Textile Industry in the EU to 2001



EU clothing consumption is forecast to grow by 43% to 9,000 million pieces by 2001.

Over the period 1986 to 1991, clothing consumption of the European Union(EU) increased by 28% to 6,392 million pieces in 1991 and over half of these items were imported. The clothing consumption in 2001 was based on a forecast population growth, consumption per head, and an assessment of EU labour costs coupled with a comparison with international competition. EU clothing consumption was forecast to grow by 43% to 9,000 million pieces by 2001. Past record and forecast of the consumption in clothing and textile industry in the EU are shown in table 1.

Clothing industry

Slow decline in domestic EU production of clothing (by 7%) was identified over the period 1986 to 1991. The decline was most marked in Denmark (-28%), the UK (-24%), Belgium/Luxembourg (-20%), France (-18%) and Germany (-10%). Italy, the EU's largest producer (30% of total production), only showed a marginal decline (-3%). Growth was shown by the Netherlands (+16%), Spain (+24%) and Ireland (+55%). However, the decline in Germany's overall production levels had been limited by its move to outward processing. Germany accounted for over 50% of the EU's outward processing in 1991. Outward processing is not forecast to grow, due to the increasing competitiveness of overseas manufacturers.

The decline in domestic production was forecast to continue to a volume of 2,900 million pieces by 2001. Major declines were forecast in the large Italian market, and the high wage economies (eg Germany, France, the UK, Benelux). Declines in domestic production were expected to be less in low wage countries (eg Spain, Portugal, Greece).

A key factor driving the growth of imports into high wage countries is the concentration of retailers. Large groups like department stores, mail order and retail chains have a strong market position in Northern Europe, and are also specialists in importing. For example, the independent retailers only account for 20% clothing sales in the UK. However, this is expected to change as large groups expand, thus accelerating the growth of imports in southern countries. In Southern Europe, independent retailers account for over 60% of the market.

Textile industry

Not surprisingly, the textile industry mirrors the pattern of the clothing industry. EU production of fabrics and fibre/yarn declined from 2 billion tonnes and 2.2 billion tonnes respectively in 1991. This declining trend was forecast to continue, presumably linked to the decline in domestic clothing manufacture. Imports are also forecast to grow at the expense of exports.

Within the overall decline of fabric production, between 1986 and 1991 slow growth was shown by knitted and woollen fabrics, coupled to fashion trends (menswear, boyswear and sportswear). However, this growth was forecast to be reversed by 2001, as imports become more competitive.

Country	1986 (actual)	1991 (actual)	%Growth (1986-1991)	2001 (Forecast)	%Growth (1991-2001)
Germany	519.6	1,324.9	155	1,940.0	46
Italy	70.8	224.5	217	950.0	323
France	556.3	554.0	0	780.0	40
The UK	337.0	672.7	100	1,140.0	69
Spain	16.7	75.6	351	310.0	310
Netherlands	164.6	291.3	77	355.0	15
Belgium/Lux	42.2	110.6	162	165.0	49
Portugal	1.1	7.4	580	150.0	1927
Greece	1.4	7.4	443	190.0	2467
Denmark	52.3	180.1	244	405.0	124
Ireland	8.0	16.2	108	35.0	116
*Source: Kurt Salmon Associates,1993					
Total	1,769.8	3,464.6	95	6400.0	84

Table 1: Past record and forecast of the consumption in clothing and textile industry in EU

Implication for Hong Kong

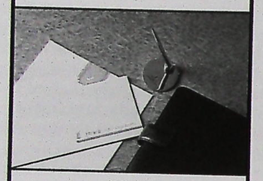
Overall market growth, and particularly the greater growth of imports, should benefit Hong Kong clothing exporters. Asian import volumes trebled over the period 1986 to 1991, and accounted for 75% of total EU importers. Hong Kong and particularly China had strengthened their position as leading EU suppliers. Their leading position points to Hong Kong clothing exporters' ability to meet customer needs. Nevertheless, principal growth has come from re-exports from China demonstrating the continued need to remain cost competitive. Some of Hong Kong's competitors (eg Malaysia, Indonesia and Bangladesh) have grown at higher rates, albeit from a lower base.

Hong Kong exporters should continue to focus on cementing relationships with the key importing groups (department stores, mail order and retail chains). These groups are likely to strengthen their position further in the developed 'northern' markets. However, significant growth is expected to derive from retail concentration in the 'southern' markets, at the expense of independent retailers. Hong Kong exporters should therefore strengthen relationships with these emerging buyers, particularly in the large Italian market, Spain, Portugal and Greece.

(Source: EU Monitor, HKTDC)



理想地點



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Swedish Market for Leatherwear

A total of 720,000 leather jackets at a value of SEK350 million were imported to Sweden in 1992, down from 1.1 million items and SEK560 million in 1991. In addition, 1992 imports included 30,000 overcoats and 120,000 other leatherwear items, mostly vests.

Leading suppliers to Sweden in 1992 were South Korea with 262,000 items, China with 107,000, Pakistan with 101,000, India with 65,000, Turkey with 38,000 and Hong Kong with 25,000.

Classic brown and black

Swedes prefer classic brown and black colours, generally black for the young and brown for adults, and vests of leather or suede have been big sellers over the past few years.

The primary season for purchasing in the trade is during the spring, and purchasing is done practically all year around, often from agents and wholesalers. Swedish wholesalers are always on the look-out for new suppliers of attractive products. Exporters who want to get into contact with Swedish purchasers should be well-prepared to supply samples and information on their capacity, specialities, prices, delivery terms, export knowledge and knowledge of the Swedish market. References from German importers are especially respected.

Some ten Swedish wholesalers account for the bulk of imports. Their customers include both specialized leatherwear shops and chains with a broad range of goods at different prices. The largest group of retailers are chains of fashion shops with a low price profile and a young, trend-sensitive clientele.

Proper marking

Clothing that is sold in Sweden must be properly marked as regards size and material. Leather must show instructions for cleaning and must be well packed to avoid damage during transport. Importers have to see to it that goods are in good condition and that the quality fulfills the standards of the buyer as claims can be very costly for both wholesaler and retailer.

As a rule of thumb, the retail price is approximately three times the price of the manufacturer. Sweden has no import restrictions for leather goods. The customs rate for leather jackets is 7% and for normal textile clothing 14%.

After an enormous upswing for leatherwear in the late 1980s, sales took a downturn in 1992. However, the prognosis is good, since leather clothes have always been popular in Sweden. It is expected that adult consumers will want to buy classic, good quality items in brown and black of light and soft leather, preferably from lamb and calf. Sales of vests will increase. Young people opt for heavy-duty black leather jackets or fur-lined garments.

(Source : Trade & Trends No.2 ,1994 April, Swede Corp)



Swedes prefer classic brown and black colours, generally black for young and brown for adults.

Conference / Exhibition News

Date	Event	Venue	Exhibits	Organiser
1994				
Sept 2-5	11th Hong Kong Int'l Jewellery Show	HK Convention & Exhibition Centre	All kinds of fine jewellery including good jewellery, platinum, carvings/ornaments, precious & semi-precious stones, parts & accessories for jewellery	Hong Kong Trade Development Council Tel : 584 4333 Fax : 824 0249
Sept 2-6	Shanghai Int'l Hi-Tech Show '94	Shanghai Centre	Computer, electronics, information technology, machinery & equipment, biotechnology, material science, case treating, related magazines	HK Exhibition Production Ltd Tel : 833 0186 Fax : 833 5445
Sept 5-7	Hi-Per Fab '94	World Trade Centre, Singapore	Roofing, diapers & liners, insulation, apparel medical, tabletop napkins, geotextiles, sanitary coverstock, filtration, carpeting, wipes, automotive fabrics	Expoconsult Pte Ltd Tel : (65) 299 9273 Fax : (65) 299 9782
Sept 5-8	The 3rd Int'l Bearing Industry Exhibition for China	Shanghai Exhibition Centre	Bearing machinery & related equipment	Business & Industrial Trade Fairs Ltd Tel : 865 2633 Fax : 866 1770
-ditto-	Int'l Exhibtion Oils & Fats Technology Exposition 1994	Shangri-la Hotel, Kuala Lumpur	Oils and fats technology	Malaysian Oil Scientists' & Technologists' Association c/o Trade Commission for Malaysia Tel : 527 8062 Fax : 804 2866
Sept 6-9	The 5th Asian Products Showcase	Poznan Int'l Fairgrounds, Poland	Food, shoes, garments, toys & games, watches & clocks, electronics, household appliances, sundries	Oriental-Western Promotions Ltd Tel : 807 7633 Fax : 570 5917
Sept 9-13	13th Hong Kong Watch & Clock Fair	HK Convention & Exhibition Centre	Complete watches, clocks, accessories & components, checking & measuring instrument, machines,equipment & tools for after-sales service of watches	Hong Kong Trade Development Council Tel : 584 4333 Fax : 824 0249
Sept 13-17	Int'l Gifts & Home Show	Intex Shanghai	Baby supplies, consumer electronics, cosmetics, gifts in general, leather goods, stationeries, sporting goods, toy & games, tablewares	Grand China Exhibition Service Co Ltd Tel : 886-2-7849623 Fax : 886-2-7557624
Sept 14-17	Textile Machine Expo '94	HK Exhibition Centre	Textile machinery & accessories, computer systems, materials, testing & measuring equipment	Business & Industrial Trade Fairs Ltd Tel : 865 2633 Fax : 866 1770

Seminars / Training Courses

Date	Event	Venue	Organizer	Contact Person/Tel
1994				
Aug 29	Hong Kong Owner Management Association Workshop - 'entrepreneur capabilities'	VTC Tower	The Management Development Centre of Hong Kong (MDC)	Mr Sam Ying, MDC 836 1826
Aug 31	Managers As Trainers	-ditto-	-ditto-	Mr C Y Wong, MDC 836 1930
Sept 2	Supervisory Management Development Group	-ditto-	-ditto-	Mr Lucius Lai, MDC 836 1827
Sept 7-9	Skilful Manager Series - Leadership	-ditto-	-ditto-	Mr David Crookes, MDC 836 1824
Sept 12-17	94' China Xian Investment & Business Forum	Xian, China	Xian Municipal People's Government	Mr Chen Zhong Quan, Grow Smark Ltd (852) 526 2113
Sept 15-17, 28-30	Train the Management Trainer I	VTC Tower	The Management Development Centre of Hong Kong (MDC)	Mr David Crookes, MDC 836 1824
Sept 27	Occupational First Aid	Lecture Hall, HK Science Museum	Occupational Safety and Health Council	The organizer 739 9377
Sept 28	Hong Kong Owner Manager Association Workshop - 'creative thinking for owner managers'	VTC Tower	The Management Development Centre of Hong Kong (MDC)	Mr Sam Ying, MDC 836 1826
Sept 28	Expanding Your Global Market	HK Convention & Exhibition Centre	Hong Kong Article Numbering Association	The organizer 861 2819
Sept 30	Managing Production and Distribution	-ditto-	-ditto-	-ditto-
Sept - Nov	Press Setting and Operating for Transfer Die (11 weeks)	Kowloon Bay Training Centre Complex	Precison Tooling Training Centre	The organizer 751 5890
1994 Sept - 1995 Jan 27	Comprehensive Certificate Course in Shipping	27/F, Conference Hall, CMA Bldg	The Hong Kong Shippers' Council (HKSC)	Ms Czarina Shum, HKSC 834 0010
1994 Sept - 1995 July	Mould & Die Manufacture and C.N.C. Machining (44 weeks with allowances HK$3,850/m)	Kowloon Bay Training Centre Complex	Precision Tooling Training Centre	The organizer 751 5890
-ditto-	Computer Aided Design for Progressive and Transfer Die (44 weeks with allowances HK$4400/m)	-ditto-	-ditto-	-ditto-
-ditto-	Progressive and Transfer Die Manufacture with CAD/CAM (44 weeks with allowances HK$3850/m)	-ditto-	-ditto-	-ditto-
Oct 8, 15 & 22	Trade Documentation Seminar, with 'Effective Communications'	27/F, Conference Hall, CMA Bldg	The Hong Kong Shippers' Council (HKSC)	Ms Czarina Shum, HKSC 834 0010

新會員 New Members

普通會員 Ordinary Members

榮泰製衣廠
董事：林民强
產品：成衣
Wing Tai Garment Factory
Director: Lam Man Keung
Product: Garment

啓活有限公司
財務董事：周嘉羽
產品：各種節能燈
First Connection Ltd
Finance Director: John Chow
Product: All kinds of energy saving lamps

新興發貿易公司
東主：韓維延
業務：從事家庭用品及保健用品之貿易
Sun Hing Fat Trading Co
Proprietor: Hon Wai Yin
Nature of business: Trading household products and health goods

駿怡有限公司
董事：鍾國偉
產品：成衣
Champion Eternal Ltd
Director: David Chung
Product: Garment

南榮織造有限公司
董事：翁坤智
產品：針織
Health Mark Co Ltd
Director: Yung Kwan Chi
Product: Knitwear

贊助會員 Associate Members

創林實業有限公司
董事：王柱添
產品：古董塑膠相架及鐘
Make Wood Industries Ltd
Director: Tony Wong
Product: Antique plastic photo frames and clocks

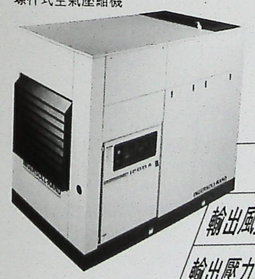
港東國際有限公司
董事經理：李廣成
業務：出售木製用品
Korneast International Ltd
Managing Director: Francis Lee Kwong Shing
Nature of business: Sales of wooden products

景悅有限公司
總經理：曹海法
業務：貿易
View Glad Co Ltd
General Manager: Cao Hai Fa
Nature of business: General trading

黃氏發展（香港）公司
負責人：黃健恆
業務：貿易
Wong's Development Company
Person-in-Charge: Wong Kin Hang
Nature of business: Trading

日本三箇（香港）有限公司
會計：黃錦紅
業務：貿易
Japan S A (HK) Ltd
Accountant: Jenny Wong Kam Hung
Nature of business: General trading

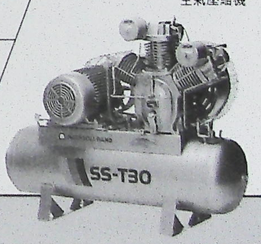
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馬力	75-150 千瓦	11-350 千瓦	2.2-22.4 千瓦

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第32屆工展會集購物娛樂資訊節目於一室
爲廠商提供商品推廣良機

爲慶祝成立六十周年，本會將再次舉辦深入民心、家傳戶曉之工展會。「第三十二屆國際工業產品展覽會」將於九四年十一月三日至六日假香港會議展覽中心五樓舉行。

爲吸引更多市民及海外買家進場參觀、購物及洽談生意，本會及精英國際展覽有限公司（工展會承辦機構）正籌備及進行一連串推廣活動。

本會轄下工展會節目部及宣傳部已訂出一系列在展覽場內進行的節目及活動以吸引市民進場參觀，務求使進場人士享受購物樂趣之餘，更能重溫當年工展會的特色。以下是各項活動的簡介：

一、工展小姐選舉

本會決定再次主辦「工展小姐」選舉，選舉形式基本上保留以往的特色，參選者必須由參展商號提名，並且是該商號的僱員，但國籍不限。進入決賽的六位參選者由入場參觀人士投票選出。至於冠、亞、季軍則會在九四年十一月九日慶祝廠商會成立六十周年晚宴中選出，整個決賽過程將由電視廣播有限公司製作，並作現場直播。

本會將爲入圍參選者提供化妝、儀態等基本訓練，冠、亞、季軍的獎品總值港幣一百萬元，其中包括洋樓、汽車及現金獎等。如欲索取參加表格或查詢有關「工展小姐」活動的詳情，請致電本會秘書周力游（電話：542 8636）；或助理秘書王慧茵（電話：542 8635）

二、抽獎

工展會入場券上印有工展小姐投票表格，進場人士完成投票後，即自動獲得中獎機會—其選票將會在每日點票後被投進抽獎箱，抽獎將在翌日進行，並於每日抽出三位幸運兒，中獎的入場券號碼日後將會在各大報張刊登。中獎人士須憑券領獎。

三、電台現場直播節目及歌星表演

本會已經與香港電台接洽，基本上已決定在展覽會期間，每日安排半小時至一小時的電台直播節目，其中包括歌星作現場表演，詳情將於稍後公布。

四、攤位設計比賽

當年的工展會是在露天場地舉行，每個參展商都花盡心思把自己的攤位裝修得美侖美奐，並配合產品的特色，以吸引參觀人士。

本會希望透過今屆的攤位設計比賽，鼓勵參展商號或機構爲攤位及內部陳列作別出心裁的裝飾及設計，爲會場增添氣氛及吸引力。

評判將於工展會的首天（十一月三日）及翌日上午（十一月四日）巡視各攤位，並根據攤位的設計、色調的運用、產品的鋪陳、整體設計是否配合產品的特色等原則作評選。評選結果將於翌日（十一月四日）公布，並即場頒贈獎牌予優勝者。正式的頒獎儀式將於十一月九日本會六十周年慶祝晚會時舉行。

五、歷史圖片展

歷屆工展會的珍貴圖片將會在展覽場內展出，同場展出的作品包括在七月推出，以香港工業及工展會爲題的攝影及徵文比賽的優勝作品，讓市民有機會重溫當年工展會的盛況，並認識香港工業的發展。

此外，大會正計劃籌備時裝／飾物／皮革製品表演，邀請參展商參加，如果反應理想，預計每日將會有一至三場表演，供入場人士及買家參觀。

綜觀上述的各項節目及活動，可謂娛樂資訊兼備，工展會門券將在十月起公開發售，各項節目的詳情屆時將會通過各大傳媒向市民公布。

就吸引海外買家方面，精英國際展覽有限公司已經寄出工展會宣傳單張予海外買家，並於九月寄發邀請卡。由於工展會會期正值廣州交易會完畢，估計有不少買家將順道來港參觀工展會。

至於工展會攤位的銷售情況，根據精英國際展覽有限公司的報告，截至七月底爲止已經售出七成的攤位，其中包括來自中國、澳洲等參展商。展出貨品包括成衣、皮具、精品、珠寶、食品及家庭用品等。

查詢工展會各項事宜，請致電本會或精英國際展覽有限公司職員：

一、參加工展會：精英職員，電話：827 5121

二、工展小姐選舉及其他工展會活動：本會秘書周力游小姐或助理秘書王慧茵小姐，電話：542 8636或542 8635。

註：如會員願意借出以往工展會舊照片或展品予本會作宣傳用途，請致電本會助理秘書譚麗娟小姐，電話：542 8641。

32nd Hong Kong International Industrial Products Exhibition—Special Events

The Chinese Manufacturers' Association of Hong Kong (CMA), in celebration of its 60th anniversary, will organize the "32nd Hong Kong International Industrial Products Exhibition" between 1994 November 3 and 6 at Level 5 of the Hong Kong Convention and Exhibition Centre. The Exhibition was held annually by CMA since 1938 until 1974 and had been regarded as a major event in town.

To attract more citizens and overseas buyers to visit the 32nd Exhibition, CMA and Headway Trade Fairs Ltd (the Exhibition Manager) are organizing a series of promotional events and activities.

As far as attracting citizens to visit the Exhibition is concerned, the Program and Publicity Committees of the Exhibition have already drawn up a wide range of programs to be held at the Exhibition venue. Visitors will be able to experience the characteristics of previous exhibitions while enjoying the pleasure of shopping. Following is a brief introduction on the programs :

1. Miss Exhibition Pageant

CMA will stage the Pageant again and the formats will basically follow those of the previous pageants. Contestants, who should be employees of exhibitors, have to be nominated by exhibitors. There is however no limitation on the nationality of the contestants. Six finalists will be selected by visitors attending the Exhibition and three winners will be selected at the final competition to be held on 1994 November 9 during the CMA 60th Anniversary Dinner. The Television Broadcast Ltd will be responsible for the production and telecast of the final competition.

CMA will provide basic training for the contestants on make-up and manner. Prizes for the Pageant winners, which include flats, cars and cash prizes, worth HK$1,000,000. For enquiries or solicitation of application forms, please contact CMA Secretary Ms Carrie Chau at 542 8636 or Assistant Secretary Ms Vivian Wong at 542 8635.

2. Lucky draw

The Pageant ballot-paper will be attached with the Exhibition admission ticket. Visitors, after voting for the Pageant, will automatically enter the lucky draw. The counted ballot-papers will be gathered every day for the lucky draw to be held on the following day. Three lucky ticket numbers are to be drawn daily and all the 12 numbers will be announced on newspapers afterwards. Winners are required to bring along the tickets when claiming prizes.

3. Radio Program and Pop Singers Live Performance

CMA is liaising with RTHK to present 30-minute to 1-hour daily shows throughout the Exhibition period. Pop singers will be invited to perform at the shows. Details are to be announced in due course.

4. Booth Design Competition

Although the previous Exhibitions were held in open area, exhibitors were keen to make their booths outstanding and attractive to visitors.

To encourage exhibitors to invest more in booth design and product display and thus making the Exhibition venue an interesting and glamorous place to visit, the Booth Design Competition is organized for free participation of all exhibitors.

Judges will inspect all booths on November 3 and the morning of 4. They will select three winners according to the overall design of the booths, product display, coordination between booth design/product display and characteristics of the merchandize. The result will be announced on November 4 and winning plagues will be awarded to the winning exhibitors immediately. The official prize presentation will take place on 1994 November 9.

5. Photo Display

Old photos of the previous exhibitions will be displayed at the Exhibition venue. Winning pieces of the Photo Contest and Chinese Essay Competitions launched in July will also be exhibited. The activity is organized to offer visitors an opportunity to recall memory of the previous exhibitions and to understand the industrial development of Hong Kong.

There is also plan to stage fashion/accessory/leather goods shows. Exhibitors are being invited to participate in the shows. Should there be adequate response, one to three shows will be staged daily.

The above activities and events are both entertaining and informative. Finalized details of the activities will be announced to the public in October when selling of the Exhibition's admission tickets begins.

As far as attracting overseas buyers is concerned, Headway Trade Fairs Ltd has already mailed Exhibition flyers to potential buyers. Invitation cards will also be sent shortly. Since the Exhibition will be held immediately after the Guangzhou Fair, many overseas buyers are expected to come to Hong Kong to visit the Exhibition.

According to the July report provided by Headway Trade Fair Ltd, about 70% of the booths have already been sold.

Part of the sold booths are booked by exhibitors from China and overseas countries such as Australia. Exhibits include garment, leather goods, jewellery, accessories, food and household utensils, etc.

Please contact the following staff for enquiries about the 32nd Hong Kong International Industrial Products Exhibition :

1. For Exhibition participation, please call Headway Trade Fair Ltd at 827 5121.
2. For enquiries about the Miss Exhibition Pageant and details of other programs, please call CMA Secretary Ms Carrie Chau at 542 8636 or Assistant Secretary Ms Vivian Wong at 542 8635.

Note : Should members be willing to lend CMA any old photos or exhibits of the previous exhibitions for publicity purpose, please contact CMA Assistant Secretary Ms May Tham at 542 8641.

工展會

32nd Hong Kong International Industrial Products Exhibition

第32屆香港國際工業出品展銷會

香港中華廠商聯合會60週年紀念 CMA's 60th Anniversary

November 3 - 6, 1994

Hong Kong Convention & Exhibition Centre

A NEW CHAPTER OF SPLENDID ACHIEVEMENTS

The renowned Hong Kong Industrial Products Exhibition will be staged again in 1994 November. Entitled '32nd Hong Kong International Industrial Products Exhibition', the Exhibition is organized by The Chinese Manufacturers' Association of Hong Kong (CMA), based on the splendid accomplishments the CMA has achieved in promoting Hong Kong's industrial development.

Hong Kong is well recognized as a prominent base for light industry. The past 31 Industrial Products Exhibitions have proved to be the most important business forum for local manufacturers to boost their sales.

To keep pace with international trade developments, the first Industrial Products Exhibition of the 90's will display the latest products, technologies and services of more than 500 local and international manufacturers. Over 100,000 local and overseas buyers and visitors are expected to attend this event.

The Exhibition is specially scheduled for the period immediately after the Autumn Canton Fair to fit in with the buyers' itinerary. As the southern gate of China, Hong Kong's location makes it a crucial stop-over for these buyers. It will definitely provide exhibitors with an opportunity to widely promote their products to the international trade community.

For details about the exhibition, please contact the Fair Manager, Headway Trade Fairs Ltd.

Organizer: **The Chinese Manufacturers' Association of Hong Kong**
64 Connaught Road, CMA Building, Central, Hong Kong Tel: (852) 545 6166 Fax: (852) 541 4541 Telex: 63526 MAFTS HX

Fair Manager: HEADWAY TRADE FAIRS LTD.
907 Great Eagle Centre, 23 Harbour Road, Wanchai, Hong Kong Tel : (852) 827 5121 Fax : (852) 827 7064 Telex : 72554 HEWAY HX

32ND HONG KONG INTERNATIONAL INDUSTRIAL PRODUCTS EXHIBITION

Please send information on ☐ exhibiting ☐ visiting ☐ advertising in the Fair Catalogue

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Company _____ Title _____

Address _____

City _____ State _____ Postal Code _____

Country _____ Tel _____ Telex _____ Fax _____

Product Line & Nature of Business _____

Please return the coupon to the Fair Manager, Headway Trade Fairs Ltd.

CMA(H)94