

企業雄才

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第33屆香港國際工業出品展覽會在廣州

33rd Hong Kong International
Industrial Products Exhibition in Guangzhou

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



工展會

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



財政部及國家稅務總局較早前公佈《關於有進出口經營權的生產企業自營（委托）出口貨物實行免、抵、退稅收管理辦法的通知》，規定由明（九九）年一月一日起，正式執行「免抵退」稅務政策，屆時所有具有進出口經營權的生產企業，均需繳交出口增值稅。

根據有關規定，由於一般工業產品徵收環節增值稅稅率為17%，而出口退稅率則為9%，故企業實際上從出口貨價中需要繳付8%的增值稅。由於港商在內地投資設廠大部份屬對外出口企業，上述的出口稅務新政策將大大增加港商的經營成本；此外，港商在內地特別是珠江三角洲一帶的投資範圍廣泛，在亞洲金融風暴的打擊及港元和人民幣保持強勢的情況下，企業在國際市場的競爭力不斷被削弱，新措施將會對廠商造成嚴重的影響，使他們陷入面臨倒閉的危機，內地經濟的持續發展亦因而受到直接衝擊。

鑑於情況嚴峻，本會聯同香港橡膠暨鞋業廠商會、香港製衣業總商會、香港華商織造總會、香港塑膠原料商會等根據各屬會會員所反映之實況，聯合提交一份綜合意見書。意見書指出，「免抵退」稅務政策規定一九九三年以後成立的外商企業均需於一九九五年七月一日起繳交出口貨品增值稅。然而自該政策公佈後，有關方面一直未有切實執行上述規定，直至最近始著令嚴格執行有關措施。由於個別地方政府一直未有通知所在地企業有關上述條例的實施情況，故不少廠商完全未有將增值稅計算在

經營成本之內。為了避免廠商走上結業的絕路，我們希望稅務當局能為受影響的企業作出豁免補繳稅款的安排，令企業得以繼續經營。

此外，由於絕大部份外商投資企業現時均沒有將出口增值稅計算在生產成本和外銷市場報價之內，故即使明年一月一日起需嚴格執行「免抵退」政策，亦應給予有關企業一段適當的緩衝期。各商會亦希望稅務當局能研究具體方案，減低外商企業在出口貿易方面的稅務負擔，而最終應取消進口增值稅和退稅之差距（即出口產品實徵增值稅為零），以切實推行國家一貫鼓勵企業出口導向的政策。

新華社香港分社經濟部副部長王遠平在聽取各商會意見後表示，他任外經貿部工作時，已十分關注有關政策，及其對在內地投資設廠港商的影響。他澄清新政策的範圍涉及內地所有三資企業，但從事來料加工的企業則不包括在內。他亦解釋增值稅的正確計算方法應以企業的出口貨值扣除入口原料價後再乘以百分之八的增值稅率計算出來。但一些行業如造鞋、紡織、小機械等可享有高達百分之十一的退稅率，故此，這些企業實際要繳付的出口增值稅為百分之六。最後，他承諾會將有關的意見轉達到中央國務院。

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- ▶ 要令客戶滿意，得從專業開始。因此，我們設有多達百人的完善速遞隊伍；設有專責小組分職急件、重要文件之柯打；客戶服務部跟進工序及作後勤支援。亦因此，我們突破一般速遞公司的服務範疇，港九各地以至中國內地，為客戶無遠弗屆；提供120分鐘完成保證「易快趣」特快尊遞以解燃眉之急。
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廠商會組織龐大代表團赴穗

為第三十三屆

廣州工展會主持揭幕



赴廣州高層代表團各成員於十月十五日拜會廣州市市長林樹森(前排左六)，會後雙方並合照留念。圖為本會會長梁欽榮(前排右五)、常務副會長梁乃榮(前排左五)、多位副會長及其他會董。

六十人代表團赴穗

本會於十月十四日至十六日組織高層代表團前赴廣州，為本會「第三十三屆香港國際工業出品展覽會」揭幕，同時出席秋交會開幕典禮，以及進行各項拜訪活動。代表團由本會會長梁欽榮率領；常務副會長梁乃榮；副會長葉慶忠、陳永棋、楊孫西、呂明華、林輝實、盧文端、陸增鏞、會長助理林學甫為副團長；團員包括常務會董徐秀夫、劉文偉、蔡衍濤、周潤賞、趙振邦、黃友嘉；會董魯廣雄、曾金城、周克強、黃慶苗、冼漢鑽、馮元侃、麥雄、鄭文彪、趙耀祖、劉漢華、李嘉惠、李明生、馮就、劉漢欽、崔少全、林慕南、蘇包陪慶；婦女委員會主席周陳小玲會董、副主席梁李鳳清、冼婁文英、司庫周盧美融、委員林孫華徽、趙伍聖恩、會員王李清白；青年委員會主席蔡志斌、司庫馮國言、委員徐晉暉及秘書處工作人員等一行六十人。

代表團十月十四日傍晚甫抵廣州，各正、副團長隨即應邀出席由廣東省貿促會備設之歡迎晚宴，並獲該會會長徐德志、副會長湯灼甜及陳耀桓等熱情款接。



本會會長梁欽榮(右二)應邀出席於十月十五日舉行的秋交會開幕禮，並擔任主禮嘉賓之一。



本會會長梁欽榮(左)於十月十四日率領高層代表團前赴廣州，期間並與廣東省省長盧瑞華(右)會面。

應邀出席秋季交易會揭幕

十月十五日上午，代表團一行參加第八十四屆中國出口商品交易會(秋交會)開幕禮，會長梁欽榮並應邀出任秋交會開幕儀式主禮嘉賓之一。各團員隨於中午應邀出席由廣東省總商會、廣州外商公會及廣東私營企業商會備設之交易會慶祝午宴。下午，代表團分別拜會廣東省省長盧瑞華及廣州市市長林樹森，會上雙方互就粵港和穗港兩地之經貿合作事宜交換意見。晚上，各正、副會長並應邀出席秋交會假廣州花園酒店舉行之開幕酒會。



本會會長梁欽榮(前排中)聯同本會其他代表與廣東省省長盧瑞華(前排左四)在會面後合照。



「工展會」開幕禮嘉賓包括(由左至右)廣東省省長盧瑞華、廣東省副省長梁欽榮、廣東省省長盧瑞華、外經貿部副部長孫振宇、廣東省委秘書長蔡東士及廠商會常務副會長兼工展會常設委員會主席梁乃榮為「工展會」開幕禮剪綵。

工展會開幕場面盛大

本會假廣州新會展中心舉行之「第三十三屆香港國際工業出品展覽會」於十月十六日隆重揭幕，本會並邀得中共中央政治局委員、廣東省省委書記李長春、廣東省省長盧瑞華、廣東省政協主席郭榮昌、外經貿部副部長孫振宇、香港新華社副社長烏蘭木倫、廣東省省委常委、秘書長蔡東士、廣東省政協副主席彭禹賢、廣州市市長林樹森及其他領導主禮，場面盛大。開幕儀式先由會長梁欽榮及工展會承辦機構廣東省貿促會會長徐德志分別致歡迎辭，隨後由常務副會長兼工展會常設委員會主席梁乃榮致謝辭。工展會開幕儀式出席者達四百餘人，氣氛熱烈，穗港兩地傳媒皆爭相報導。

開幕儀式結束後，本會隨於當日中午假廣州鳴泉居渡假村舉行「第三十三屆工展會開幕午宴」，由副會長兼工展會籌委會副主席葉慶忠致歡迎辭。出席午宴的嘉

賓包括中國貿促會會長俞曉松、新華社香港分社副社長烏蘭木倫、經濟部副部長王遼平、廣東省貿促會會長徐德志、副會長湯灼甜、陳耀桓、廣東省總商會會長謝太儉、廣州市貿促會會長吳秉輝、中國貿促會駐香港代表處首席代表徐大有、廣東省外經貿委副主任廖國濟、廣州市外經貿委主任譚可誠、廣州市外經貿委副主任劉東昇、香港貿易發展局副總裁邱達宏及其他嘉賓等共約五十餘人，由本會代表團全體成員款接。代表團於午宴後返港，結束為期三天之活動。



廠商會於十月十六日「工展會」開幕禮後舉行午宴，接待中、港兩地超過百多名嘉賓。會長梁欽榮(前排右七)與各嘉賓合照留念。



廠商會會長梁欽榮(右二)與廣東省省委書記李長春(左二)於「工展會」開幕禮後巡視會場。

「工展會」展出產品琳琅滿目

是屆廣州「工展會」展期由十月十六日至二十二日，展出產品種類繁多、式樣俱備，包括：紡織、服裝、皮具、珠寶、美容用品、家居用品、傢具、電器、塑膠用品、玩具、電子產品、五金製品等，共設攤位三百個。展覽會期間並進行各項精彩節目，包括婚紗示範表演、歌星演唱、幸運抽獎、工展會六十年圖片展覽，以及家傳戶曉的「工展小姐選舉」。

家傳戶曉「工展小姐選舉」

工展會最為人津津樂道的莫過於「工展小姐選舉」。頒獎禮於十月二十二日舉行，當日邀得廣東省文化廳副廳長陳中秋、廣東省舞蹈家協會理事長陳曉、廣東企業文化協會副秘書長孫國玉出任評判，並特別邀得第十屆(一九五二年)工展小姐季軍馮亦薇女士為是屆工展小姐冠、亞、季軍加冕。頒獎禮由副會長兼工展會籌委會副主席盧文端致歡迎辭，隨後宣佈工展小姐的得主及加冕。選舉結果如下：



今屆廣州工展會最後五名入圍的工展小姐與大會評判團及廠商會代表合照。

冠軍由永泰製衣國際有限公司王曉卿小姐奪得，亞軍為宏山有限公司劉秀娟小姐、季軍則為東峻(集團)有限公司劉萍小姐。三位得獎佳麗分別獲得總值超過港幣八萬元、五萬元及三萬元的獎金和獎品，並即場由本會副會長林輝實、盧文端及陸增鏞頒發。是次頒獎禮的主禮嘉賓並包括會董鄭文彪、李嘉惠、曹金霖、李秀恆及崔少全。

第三十三屆香港國際工業出品展覽會在廣州圖片專輯

PHOTOS OF THE 33RD HONG KONG INTERNATIONAL INDUSTRIAL PRODUCTS EXHIBITION IN GUANGZHOU

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



廠商會會長梁欽榮於工展會開幕禮上致歡迎詞。

CMA President Mr Herbert Liang addressed at the opening ceremony of the 33rd Hong Kong International Industrial Products Exhibition.



廠商會副會長呂明華(右二)熱烈歡迎廣東省委書記李長春(左二)蒞臨「工展會」開幕禮。其他廠商會代表包括副會長葉慶忠(左一)，會長梁欽榮(左三)，常務副會長梁乃榮(右三)及副會長林輝實(右一)。

Secretary of Guangdong Provincial Party Committee Li Changchun (2nd from left) was warmly received by CMA Vice-President Dr M W Lui (2nd from right) at the opening ceremony of the 33rd Hong Kong International Industrial Products Exhibition. Other CMA representatives included Vice-President Mr Yip Hing Chung (1st from left), President Mr Herbert Liang (3rd from left), Executive Vice-President Mr Leung Nai Wing (3rd from right), and Vice-President Mr Lin Fai Shat (1st from right).



第33屆「工展會」於十月十六至二十二日在廣州新會展中心舉行。
The 33rd Hong Kong International Industrial Products Exhibition was held at Guangzhou Super Show Centre from October 16 to October 22 1998.



瘋狂大拍賣吸引在場觀眾，為是屆「工展會」增添不少熱鬧氣氛。
Crazy sales were held to add flavor to the exhibition.

工展小姐候選佳麗即場作婚紗示範表演。

Wedding gown shows were presented by the contestants of the 33rd Miss Exhibition Pageant.



香港中華廠商聯合會
The Chinese Manufacturers' Association of Hong Kong
工展小姐選舉頒獎禮
Miss Exhibition Pageant Presentation Ceremony



廠商會副會長林輝實(中)與今屆廣州「工展小姐」冠軍王曉卿(右)及一九五二年第十屆工展小姐季軍馮亦薇(左)女士合攝。

CMA Vice-President Mr Lin Fai Shat (centre), the champion of the Miss Exhibition Pageant of the 33rd Hong Kong International Industrial Products Exhibition Miss Lindy Wang (right) and the second runner-up of Miss Exhibition Pageant for the 10th Exhibition of Hong Kong Products (1952) Ms May Fung posed for a photo.



廠商會副會長盧文端(左)頒發予今屆廣州「工展小姐」亞軍劉秀娟(右)。中間為一九五二年第十屆工展小姐季軍馮亦薇女士(中)。

CMA Vice-President Mr Lo Man Tuen (left) presented the prizes to the first runner-up of the Miss Exhibition Pageant of the 33rd Hong Kong International Industrial Products Exhibition in Guangzhou, Miss Lucy Liu (right). Also present was the second runner-up of the Miss Exhibition Pageant of the 10th Exhibition of Hong Kong Products (1952) Ms May Fung (middle).



廠商會副會長陸增鏞(中)頒發予今屆廣州「工展小姐」季軍劉萍(右)。旁為一九五二年第十屆工展小姐季軍馮亦薇女士(左)。

CMA Vice-President Mr Eddie Lu (middle) presented the prizes to the second runner-up of the Miss Exhibition Pageant of the 33rd Hong Kong International Industrial Products Exhibition in Guangzhou, Miss Rebecca Liu (right). Also present was the second runner-up of the Miss Exhibition Pageant of the 10th Exhibition of Hong Kong Products (1952) Ms May Fung (left).

1998 年度施政報告

羣策羣力 轉危為機

一九九八年十月七日立法會席上
行政長官董建華
施政報告



行政長官董建華於十月七日，在立法會上宣讀一九九八年度施政報告。該份以「羣策羣力，轉危為機」為題的施政報告，概括闡述

政府來年在促進經濟發展、培育人才，以及改善民生等方面的工作計劃和建議，以帶領香港走出亞洲金融風暴所造成的困局，並好好掌握其帶來的機會。為了紓解民困及為經濟復甦提供必要條件，特區政府決定利用儲備推出多項措施，包括稅務寬減、退還

差餉、凍結房屋委員會及房屋協會的租金和收費，以及成立中小型企業特別信貸計劃等，涉及的金額達355億。此外，政府亦承諾在未來五年投資2,350億進行基建，為香港的經濟復甦奠下基礎。是次施政報告的政策大綱現摘錄如下：

政策大綱摘要

一・經濟

1. 制定發展策略

1. 創新與科技

創新與科技是促進經濟增長的主要動力，行政長官於九八年三月特設創新科技委員會，就香港發展成為亞太地區創新及科技中心進行研究及提供意見。委員會的第一份報告於十月初公布，有關建議亦被採納於施政報告內。董建華先生指出要為香港定位，使它成為：

- 在發展及應用資訊科技方面的全球首要城市，尤其是在電子商業和軟件發展上處於領導地位。
- 世界一流的設計和時裝中心。
- 亞洲的多媒體資訊及娛樂中心。
- 將中藥研製成健康食品及藥物的國際中藥中心。
- 全球主要高增值產品和零件供應中心，範圍集中於目前香港已經享有優勢的行業。
- 亞洲的專業與科技人才及服務中心。
- 促進中國內地和世界各國進行技術轉移的最佳市場。

為此，施政報告建議：

- 設立應用科技研究院，支援和推動「中游」研究，將基本科研成果轉化為商品。
- 撥款50億元，設立創新及技術基金，資助那些有助本港製造和服務業創新思維和提升技術的具體計劃。
- 推動學術機構與工業界在科研上合作，如批出等額補助金。
- 加強工業界與內地科研機構的聯繫，充分利用內地的科技實力和香港本身的長處，將內地科研成果轉化成商品。

- 考慮採取措施，讓僱主可以從內地以至世界各地羅致一些優秀的技術人才，促進科技上的合作。

2. 資訊科技

- 與內地的對口部門攜手合作，加強兩地在互聯網上的聯繫，方便香港公司把他們在內地的生產和供應程序互相結合。
- 斥資1億7,300萬元，推行公共服務電子化計劃，計劃在2000年起，提供24小時的公共服務和資訊。

3. 中醫藥

- 在1999年向立法會提交《中醫藥條例草案》，以期在2000年實施中醫師註冊制度。
- 通過應用創新科技，使中醫藥成為另一個促進本港經濟增長的行業，並著手研究是否成立中醫藥科研中心，以促進中藥商品化。

II. 加強優勢

1. 金融服務業

- 善用資訊科技，使金融市場的交易全面自動化和以「直通」方式完成。
- 研究成立財經學院，以培訓足夠的優秀人才，應付發展所需。
- 研究開設創業板股票市場的具體建議，扶植有潛力的小型公司和創新科技公司。

2. 旅遊業

- 使香港成為亞洲文化藝術中心和娛樂體育中心。
- 計劃在西九龍填海區興建一個設備先進的新表演場地及研究有關興建其他大型設施的建議。
- 由香港旅遊協會成立一個文物旅遊專責小組，負責制定有關策略及措施，向外介紹香港的文化遺迹及推廣文物古迹的參觀活動。
- 委任一名旅遊事務專員，專責推動本港旅遊業的發展。

3. 中小型企業

- 撥款25億元設立中小型企業特別信貸計劃，協助中小型企業向財務機構貸款，並在1999年初進行檢討。
- 在工業署設立中小型企業服務中心，協調和發展各類中小型企業支援服務。

4. 製造業

- 發展創新科技，協助各個製造行業提高和加強生產能力，以及發展新產品。
- 通過與內地有關機構聯絡，改善本港製造商在珠江三角洲的營商環境。

5. 基礎建設

- 在1998年年底前，進行西鐵第一期工程及地下鐵路將軍澳支線工程。
- 計劃在2000年進行馬鞍山鐵路工程。
- 在2004年完成一條連接上水和落馬洲的九廣鐵路伸延線。

二．其他政策與工作計劃

1. 土地及房屋

- 就大嶼山、新界西北、新界東北、港島南區和南丫島各區進行規劃和土地用途研究。
- 探討把新界東南發展為康樂及旅遊區的可行性。
- 檢討市中心區的結構和策略用途，制定一套以集體運輸為本的本地規劃發展策略。
- 由1997年起的5年內，政府平均每年將提供5萬個單位，當中包括租住公屋及居屋。就興建居屋方面，在市場樓價不穩定的情況下，適當調整有關供應。

- 在2005年，將輪候入住租住公屋的平均時間縮短至三年。
- 暫停興建更多夾屋單位，不過會繼續為中等入息人士提供首期貸款。
- 繼續推行「首次置業貸款計劃」、「自置居所貸款計劃」和「夾心階層住屋貸款計劃」，並精簡各種不同計劃。

2. 教育及人才培訓

- 在1999至2000年度，教育將繼續成為最大的經常開支項目，總額會增加至接近440億元。
 - a) 中小學及高等教育
 - 由1999年開始的四年間，撥款5億元資助公營學校推行校本管理計劃，讓學校在提高教育質素方面更靈活地推行新措施。
 - 由2007/2008學年開始，全面推行小學全日制。
 - 繼續全力推廣母語教學。
 - 把香港教育學院發展成為頒發認可學位的師資培訓機構。
 - 增加直接資助，以促進更多優質私立學校的發展。
 - 預留6億3千萬元經費，以推廣在教育方面應用資訊科技。
 - 讓非本地學生入讀本地高等教育院校，其中包括成績優異的內地學生，以奠定香港作為亞太區高等教育中心的地位。
 - b) 人才培訓
 - 在2002年年底前把兩所科技學院和七所工業學院合併，成為香港專業教育學院，以期做到學術與職業訓練並重。
 - 向僱員再培訓局撥款5億元，為失業人士開辦更多合適的課程及提高培訓工作的質素。

3. 環境保護

- 增建深層管道，把港島區排出的污水送到昂船洲處理。
- 改良新市鎮、舊發展區和鄉郊村落的污水收集和處理系統。
- 與廣東省的對口機關聯絡，以制定長遠的污水處理標準。
- 進行策略性污水排放計劃第二階段工程。
- 和內地專家開始一項有關珠江三角洲空氣質素的研究。
- 推行一個為期十年的減少廢物計劃。
- 審核政府建築物使用能源的情況，公布大廈能源工作守則。
- 探討使用廢物焚化發電的可行性，減少依賴礦物燃料。

4. 醫療及老人福利

- 嘗試在日間護理中心提供長者暫託服務。
- 把長者輪候租住公屋的時間縮短至兩年及縮短輪候入住受資助安老院舍的時間與增加宿位。
- 對綜援計劃的範圍和運作情況進行檢討，以善用資源。
- 加強衛生署轄下診所的藥劑服務，保證服務質素。
- 在1999至2000年度，在公營醫院增設853張病床。

5. 區域組織檢討

- 成立一個專責處理環境及食物安全的決策局，負責統籌和制定有關環境保護、環境衛生、廢物管理、食物安全和自然保育事務的政策。
- 新的決策局轄下將設立一個食物及環境衛生事務署，負責食物安全和環境衛生事宜。
- 在1999年年底前，為文化藝術及康體服務設立一個新的行政架構。
- 臨時市政局和臨時區域市政局將於1999年年底解散。

6. 公務員體系

- 實行一個「資源增值計劃」，要求各部門及公共機構在不增加資源的情況下，提供新服務或改善現有服務。
- 要求管理人員從現在到2002年，藉提高生產力來減低開支，數額須達運作成本的百分之五。
- 檢討公務員入職薪酬，使政府與私營機構的薪酬保持相若水平。

本會意見

- 對於行政長官董建華先生發表其就任以來的第二份施政報告，本會表示支持，並認為此份報告為香港未來的發展勾劃出一份具體而實在的藍圖，為香港制定了各方面的長遠發展政策，有助於本港工業轉型及促進本港的經濟發展，本會並促請政府盡快落實報告中之有關建議。
- 在施政報告中，對推動本港創新科技的政策獲得再次的肯定，而且指出了較具體的發展方向及鼓勵措施。為加強創新科技的研究和發展，政府決定撥款50億元成立創新及技術基金，資助有助本港製造和服務業創新思維和提升技術的具體計劃，本會對此表示歡迎。目前，政府對工商及學術界就創新或技術提升的資助計劃分別有工業支援資助計劃、服務業支援資助計劃及應用研究基金，以及大學教育資助委員會對高等院校進行研究的資助。在成立創新及科技基金的同時，政府有需要檢討各項資助計劃的申請條件及審批準則，避免職權重複，浪費有限的發展資源。本會期望政府盡快公佈基金的具體運作詳情，並建議政府應盡量簡化申請手續，以吸引業界人士申請，加強本港企業創新的能力。

3. 為加強本港中游研究發展，施政報告提到設立一間應用科技研究院，集中開發和引進基本研究的成果，使之轉化為具市場價值的科研商品，提升本港產業，本會表示支持。本會認為，將基礎科技及通用技術轉變為具商業價值的應用科技，是一項既花時間，又花人力的長線投資；單憑業界本身的力量是不足以持久性及大規模地研究及發展應用科技。因此，政府的直接參與和資助是必要的。應用科技研究院的設立，擔當了上述的角色，配合與私人企業的合作關係，有助培訓具市場知識和經驗的科研人員，使研究成果能更快投入實際生產，藉此增加本港工業的競爭力。本會並希望政府早日成立研究院，為企業提供收費相宜的顧問服務，協助廠商更多利用新科技。

4. 要發展創新科技，人才是重要的元素。施政報告亦承諾考慮讓僱主從內地以至世界各地羅致優秀的技術人才，以推動科研交流。本會認為，在發展創新科技的初期，輸入外來人才固然有助推動本港的科研發展，然而，長遠來說，培訓本地人才才是首要的工作。以美國的矽谷及台灣的新竹為例，其之所以能在科研上取得非凡成就，與其政府制定了相應的教育及科技政策有重大關係。故此，本會認為，政府應根據香港未來的整體經濟發展目標、人口增長及老化等問題，制定一套切合本港需要的教育及人力資源政策，培育本地科技人才，以及吸納內地的精英，將本港的科研發展推向新境界。

5. 除鼓勵本地工業發展創新科技外，施政報告中並沒有詳細提出協助香港製造業持續發展的其他具體措施或經濟指標。亞洲金融風暴對香港的衝擊，凸顯了發展本港工業的重要性，以及

穩定本港經濟的作用。有鑑於此，香港經濟結構必須維持一定程度的工業成分，而政府應給予適度的扶持及訂定有關的導向性措施。本會再次重申政府應考慮設立一個專責工業發展的高層次決策架構，制定工業政策和發展策略，並賦予權力監察有關政策的執行。

6. 此外，本會認為，政府應為本港工業創造有利的營商環境，以吸引更多外來投資及鼓勵本地工業再投資，防範本地工業出現空洞化現象。在創造有利的營商環境方面，本會有下列意見：

i) 降低利率

本會認為，利率的大幅波動和長期高企實有礙本港工商業發展。目前本港實質利率接約九厘，較美國高出若四厘，在利率長期維持高水平及大幅波動的情況下，對企業融資造成困難。要改善這個情況，以穩定香港的經濟，本會呼籲銀行必須盡快調低及穩定本港的利率。

ii) 為業界提供設施完備的工業用地及廠房

本會認為，政府應全面檢討工業用地政策和重新進行規劃，以善用新界土地，按需要將部分農地轉變用途成為工業用地，並斥資興建配套設施完備的現代化工業區，然後以廉宜的價錢將廠房租售予廠商。政府亦必須向現時仍在市區舊工業區內經營的廠商提供協助，使他們能有足夠的資金將廠房從舊工業區遷往新界新工業區經營。

iii) 制訂優惠政策吸引外資

在吸引外資方面，本會認為，政府必須制訂優惠措施，例如特別的稅務優惠、較寬鬆的工業審批地條件、負責研究發展項目的職

員薪金開支可獲政府特別資助或免稅等。在吸引境外投資者方面，政府須採取更積極的方式在海外推廣和協助有意來港投資工業的外國投資者。

iv) 檢討中小型企業特別信貸計劃

對於港府八月下旬推出的中小型企業特別信貸計劃，本會認為有關的申請條款應予放寬，而利息則應下調，以使該計劃能真正幫助有融資困難的中小型企業。在審批信貸方面，政府可考慮以申請貸款企業的投資額或生意額，作為批出信貸額的依據。至於利率方面，則應提供較銀行普通貸款更優惠的利率(例如最優惠利率)。在這方面，本會認為政府在向銀行注入相等貸款一半的款項時，應向銀行收取低於最優惠利率的利息，至於另一半貸款額雖然以高於最優惠利率計算，但兩者相加後，銀行仍有足夠空間以最優惠利率向業界貸款，減低企業的還款壓力，使其有更充裕的資金解決業務所需。

v) 設立創業基金

本會建議政府設立創業基金，為有志創業人士提供金錢上的支援。此創業基金應以資助形式設立，政府可根據申請人遞交的創業建議書、擬議創立企業的業務前景等作為審批依據。有關基金應以長期的經濟效益為依歸，及作為一種長線的投資。因此，基金不應以自付盈虧之方式運作，有關之開支可由政府每年撥款注資。此基金可鼓勵創業，並在社會形成一股實務實幹的風氣，為本港的工商業發展奠下基石。

vi) 檢討政府及半官方機構的收費

現時，本港經濟低迷，各業經營困難。為協助工商企業渡過難關，本會呼籲政府及半官方機構檢討現行之收費水平，適當調低有關收費；其中尤以排污費及工商業污水附加費的影響最為廣泛，實有調整之必要。此外，一些半官方機構如香港生產力促進局及香港貿易發展局等，其服務收費亦處偏高水平，政府應敦促有關機構全面檢討其收費準則。

7. 在私人住宅物業市場方面，董建華先生表示當務之急是盡力穩定樓市。為了吸引市民購買私人樓宇，本會建議取消樓宇按揭七成的上限。本會認為，在過往樓價偏高的時候，有需要維持樓宇按揭七成的上限，以壓抑炒賣活動。然而，經過金融風暴，樓宇價格大幅調整，現已回落到較合理水平。至於銀行方面，亦會因應市場的價格和借款人的還款能力來決定貸款金額，決不會胡亂借款，故此取消對樓宇按揭七成的限制可鼓勵市民置業，復興樓市。本會亦建議政府調低現時徵收百分之二點七五的印花稅，有助刺激樓宇買賣。此外，由於經濟不景，現時很多住宅或商業單位出現空置的情況，為了減低這些業主的成本，本會亦建議政府減低或免除這些空置單位所應繳納的差餉及地租，以協助他們渡過經濟困境。

環境保護署署長

羅樂秉



環境保護署署長羅樂秉在該署一九九八年的服務承諾中，強調環保內務管理工作的重要。環保署作為政府監察環保政策推行的核心機構，羅樂秉本人自然樂意擔任環保署的環保經理，確保辦公室內的運作符合環保效益。

「我們可以透過改良通風設備來節省能源，但這座舊政府大樓限制了我們這個想法。結果我們無法把空調器的溫度調低，只有多穿些衣服來禦寒。」羅樂秉一臉尷尬地笑說這次的挫敗。

儘管這件事令羅樂秉感到有點不滿，但他仍然認為環保署是所有政府部門中最環保的部門之一。

環保署是政府推行電腦化計劃的首批部門。該署於十年前已經把900部終端機連接起來發展成一個網絡，自此，該署便利用電子郵件來進行內部溝通，節省了大量廢紙和便條紙。

回收再造是環保署內部奉行的另一種慣常工作方式。該署的內部守則之一是無論任何時候都要雙面使用紙張，部門內的每個房間都備有廢紙回收箱來收集棄置紙張。其他改善環保的措施還包括再用舊筆桿；為用完的螢光筆的筆芯補充墨水；回收塗改液的空瓶及打印機的墨盒補充後重用。此外，其他文具也會盡量回收再用。

羅樂秉重申：「這些措施最重要的目的是提高環保署職員的環保意識，鼓勵循環再用，以及有效運用資源。」

羅氏認為私人公司應該聘用環保專家來建設一個環保的工作地方，他們可以為某類特定行業度身訂造一套適合該行業的能源節約計劃。

「有些大企業也邀請環保顧問公司為辦公室制定節約能源及減少廢物計劃來改善環境，這些企業往往因而減低了耗電量，節省不少成本。」羅氏說。

羅氏致力改善本港環境已超過十年，對於任何破壞環境的行為都不會讓步。環保署向來積極檢控違反環境法例的人士，並且負責制定新的環境保護政策。

他表示，該署目前最艱巨的工作是處理由深圳的懸浮污染物所造成的空氣污染。現時鄰近的內地城市均有數以百萬計的工廠林立，含有害的工業化學物質及污染物的空氣正在不斷飄移至本港的邊界。

羅氏解釋：「深圳及華南的經濟相信會繼續蓬勃發展，我們正密切與內地有關機構研究環境問題」。

環保署正計劃申請研究基金來研究中港兩地的跨境污染問題及解決方法。兩地的環保官員亦定期舉行會談商討有關的問題。

羅氏所面對的另一項挑戰是推動香港循環再造的商業發展。去年，回收紙張、鋁罐和塑膠物料等商業活動已為本港帶來三十億元的收入。

羅氏承認呼籲市民回收廢紙和舊瓶並不容易，因為大部份香港人的居所較為狹小，未必有空間放置廢物回收箱。

為推動廢物回收及再造事業，並喚起公眾對環保的關注，現時在不少公共屋邨都試行廢物回收計劃，讓居民可以把廢紙棄置在屋邨大堂的廢紙回收箱內。

即使很多市民支持環保運動，要物色廢紙回收商也不是一件容易的事。

羅氏解釋：「發展廢紙回收再造業的困難是需要一個特定的商業環境。這不單是回收及循環再造紙張那麼簡單，而是必須有買家願意買入廢紙，並把它循環再造為可用紙張。」

他補充說：「問題是香港對循環再造物料有需求的工業不多。」

羅氏相信只要有周詳審慎的計劃，廢紙回收再造工業可以是一項利潤可觀及獨立發展的工業。在德國，由於缺乏計劃而導致再造紙生產過剩，供過於求，結果要把剩餘的再造紙輸往其他歐洲國家。這樣毫無計劃地發展廢紙回



收再造業，同樣對環境造成危害。

羅氏警告說：「如沒有足夠買家吸納廢紙，那麼這些回收作循環再用的廢紙最終也會被棄置。」

為了保護我們的環境，適切的環保政策和嚴厲的防治污染條例是必須的。不過，污染的根本問題是持續不斷地製造垃圾，長遠的解決辦法是透過教育來推廣一個環保的生活方式。

幾年前，環保署推行「自備購物袋」的環保教育運動。身為環保署的環保經理，羅氏即使未達到環保生活的至高標準，但一直以來都盡力恪守「自備購物袋」的環保哲學精神。

羅氏透露：「我們有時出外購物也會忘記自備購物袋，所以會另外買些購物袋，我家中目前就有很多米色的棉質環保袋。」

羅氏並非是一個天生的環保倡導者。他對環保的興趣是他在大學攻讀環境學時產生。大學畢業後，他便在澳洲政府的環保部門任職，開展他在環保方面的事業。

「年幼時，我不是一個自然愛好者，但年輕時在澳洲經常揚帆出海，連綿不斷的海岸也許造就了我對自然環境的嚮往。」羅氏沉思道。

他謂：「人人都可以參與環保事業，只要有心，什麼時候都不會遲。」

「'98北京·香港 經濟合作研討洽談會」



本會會長梁欽榮於十月十二日主持「'98北京·香港經濟合作研討洽談會」中一項名為「企業改革的合作」之專題研討會，並以京港兩地如何優勢互補，改造國有企業為題作專題演講。

本會於去年聯同北京市政府和有關單位，與及本港各工商團體成功合辦首屆「'98北京·香港經濟合作研討洽談會」，今年再接再厲，於十月份再度舉辦是項活動。本會會長梁欽榮並於十月十二日應邀出任研討洽談會開幕典禮主禮嘉賓之一。同時，梁會長並主持其中一個名為「企業改革的合作」專題研討會，以「京港兩地如何優勢互補，改造國有企業」為題進行演說，探討國有企業的改革前景。就港、京兩地的工商界在是次改革中可共同發展、加強交流與合作的地方，梁會長進行了詳細的剖析，並建議兩地應利用彼此的不同優勢，互取所長以改造國企。



本會會長梁欽榮（右五）應邀出任「'98北京·香港經濟合作研討洽談會」開幕禮主禮嘉賓之一。



「'98北京·香港經濟合作研討洽談會」開幕禮於十月十二日假香港會議展覽中心舉行。

「中港生產管理一線牽」研討會

本會於十月二十二日舉辦一個名為「中港生產管理一線牽」的研討會，旨在向企業東主和管理人員介紹電腦化生產管理系統如何協助企業改善內部運作、加強中港業務聯繫和有效降低成本。研討會邀得軟件發展有限公司營業董事歐陽劍華，詳細解釋在生產過程中推行電腦化的常見問題，以及生產資源計劃系統在改善生產管理及降低生產成本方面的效益等。另外並邀得該公司之高級系統顧問溫國華，就如何透過推行電腦化生產管理達致上述目標向參加者作出示範。是次研討會反應熱烈，共有逾五十位會員出席。



軟件發展有限公司代表歐陽劍華（左）及溫國華（右）於「中港生產管理一線牽」研討會上詳細解答參加者的問題。

宴請北京市副市長張茅



本會會長梁欽榮（前排右四）及其他廠商會代表於十月十一日宴請由北京市副市長張茅（前排左四）率領之北京市政府代表團。

聖地牙哥經濟發展局代表團



聖地牙哥經濟發展局總裁 Ms Julie Meier Wright 於十一月十一日率領代表團蒞會訪問，由副會長陸增鏞（前排中）主持接待。

廣州市中小企業貸款考察團訪會



廣州中小企業貸款考察團團長陳錦德（左）於十月十四日率領代表團蒞會訪問，由本會常務會董黃友嘉博士（右）主持接待及致送紀念品。

本會電子貿易服務站增設 電子出入口報關服務

政府致力推動和促進工商界廣泛使用電子數據聯通服務，按政府現時的計劃，由二零零零年四月開始，進出口報關單只可以電子方式遞交。政府亦將於一九九九年一月一日起撤銷郵遞方式報關服務；其後亦將陸續縮減香港海關處理報關文件的櫃位服務。

為配合政府以上計劃，本會電子服務站除了提供配額出口證（藍證）服務外，已於本年十一月二日開始加設電子出入口報關服務。在分段實施計劃期內，服務站將不會收取任何手續費。有關詳情，請致電本會各區辦事處查詢。

廠商會蔡章閣中學舉行第三屆水運會

廠商會蔡章閣中學於九月二十五日在屯門泳池舉行第三屆水運會，由校監蔡宏豪常務會董主禮，並邀得區域市政局議員兼屯門區議員陳樹英女士為嘉賓。是次水運會參加人數踴躍，並創下不少佳績。



蔡宏豪校監(左)於水運會上致送紀念品予臨時區域市政局兼屯門臨時區議會陳樹英議員(右)。

本會設宴招待 新華社香港分社副社長王鳳超



本會會長梁欽榮(前排右二)聯同多位副會長於十月三十日設宴款待新華社香港分社副社長王鳳超(前排左二)，並由該社協調部副部長周志榮(前排右一)及經濟部副部長王林(後排左二)陪同出席。

中華全國工商聯合會代表團早餐會議



本會會長梁欽榮(右八)聯同多位副會長及其他代表，在十一月十三日與中華全國工商聯合會代表團進行早餐會議，並代表向該會副主席胡德平(左七)致送紀念品。

再造一個「香港」： 中小型企業發展前景研討會

為響應特區政府第二份施政報告中所提出的一系列推動本港經濟增長、加強本港優勢的措施，本會於十一月二十四日舉辦『再造一個「香港」：中小型企業發展前景研討會』，由副會長楊孫西主持，並邀得香港科技中心行政總裁劉助博士、香港亞太學會會長黃枝連博士、香港嶺南學院副校長饒美蛟博士、香港中文大學經濟學系副教授鄭啟新博士及常務會董黃友嘉博士擔任演講嘉賓，藉以探討本港經濟未來的新路向，及研究適合中小型企業發展的方案。研討會討論氣氛熱烈，逾六十名與會者就再造一個「香港」交流不同意見。



本會副會長楊孫西(中)於『再造一個「香港」：中小型企業發展前景研討會』上，與其中兩位演講嘉賓香港工業科技中心行政總裁劉助博士(右)及香港嶺南學院副校長饒美蛟博士(左)合照。

倫敦工商聯會訪會



本會副會長陸增鏞於十一月二十六日接待倫敦工商聯會總經理西蒙斯佩林。

紐西蘭 Employers & Manufacturers Association 訪會



本會副會長陸增鏞於十一月十九日接見紐西蘭Employers & Manufacturers Association 會長Mr Barry E Brill。

天津市代表團



本會會長梁欽榮(左五)於十一月二十一日接待天津市代表團，並致送紀念品予天津市對外經濟貿易委員會副主任李松亭(左四)。

避免中港 雙重徵稅的安排

由於香港特別行政區(以下簡稱“香港”)實行獨立的稅收制度,香港與中國內地(以下簡稱“內地”)在稅制上的差異,在某些範疇內導致雙重徵稅。為此,雙方代表在一九九八年二月十一日簽署避免中港雙重徵稅備忘錄,以圖解決有關問題。香港工商界對此表示歡迎,並認為此乃雙方政府的一大躍進。然而,備忘錄內有若干範疇須作進一步闡釋,香港稅務局遂於今年六月發表稅務條例釋義及執行指引第三十二號(以下簡稱“指引”)——關於對所得避免雙重徵稅的安排(以下簡稱“安排”),本文將有關安排的主要內容闡述如下:

來料加工工廠—常設機構?

最令本港廠商關注的是,其在內地開設來料加工工廠是否被視為常設機構及其所得利潤是否須在內地徵稅。在指引內,稅務局承認「嚴格來說,在有關安排下,來料加工工廠可被視為香港企業在內地的常設機構,是負有納稅義務的。」然而,指引亦提到有關安排將不會影響香港原有的稅務優惠。現時,國內未有對在內地開設來料加工工廠的本港廠商徵收利得稅,而據稅務局了解,內地政府現時亦沒有計劃改變現行的做法。不過,指引並沒有清楚說明這是否內地稅務當局的承諾,鑑於內地的發展一日千里,內地政府「現時的意願」可維持多久乃屬未知之數。至於香港稅務方面,根據稅務條例釋義及執行指引第21號,此類工廠應按50:50的比例來繳納香港利得稅。

執行日期

鑑於備忘錄適用於在一九九八年四月一日或以後開始的課稅年度中從本港取得的所得,以及一九九八年七月一日或以後從內地取得的所得,最令人關注的是在兩個生效期之間的三個月取得的所得如何處理。指引並沒有提及有關問題,祇列明若香港居民在一九九八年四月一日至六月三十日從內地取得的所得已繳納內地稅款,可獲得稅收抵免。

在香港,除了三月三十一日,企業可以課稅年度內的任何一日作為帳目結算日。因此,企業一九九八/九九課稅年度的評稅基期可早於一九九八年四月一日。舉例說,以年終作為評稅基期的企業,其一九九八/九九課稅年度的評稅基期應為一九九八年一月一日至一九九八年十二月三十一日。指引列明,在此評稅基期內所得的收入將根據備忘錄的條文處理。在上述例子中,有關安排的生效日期乃一九九八年一月一日,而不是一九九八年四月一日。若帳目結算期在一九九九年三月三十一日或以前,企業應留意其所得是否可根據備忘錄的條文予以稅務抵免。

「代表辦事處」的徵稅問題

根據內地現行做法,「代表辦事處」一般會被視為可取得收入而須繳付稅款,即使其實際上並沒有取得任何收入。

指引第二十三段清楚指出,若「代表辦事處」祇為企業進行一些籌備或輔助性活動,而有關活動並不會帶來收入及純屬支援性,則有關「代表辦事處」並不會被視為企業在內地之常設機構。然而,若其對企業負有若干監督管理或對經營業務負有管理職能,又或其活動超出籌備或輔助的範疇,此類「代表辦事處」則會被視作企業在內地的常設機構。然而,指引對「監督管理」職能並沒有進一步的闡釋,故此,「代表辦事處」會否被視為常設機構仍將存有爭議。

資產性收益及被動性收入

備忘錄並沒有提及內地對資產性收益的稅務問題,包括紅利、股息、利息、特許權使用費及租金收入等,此等被動性收入將會根據內地的稅務條例繳交稅款(包括預扣稅)。雖然香港暫時仍未享有與中國締約國相等的稅務優惠待遇,但中國當局正在考慮有關安排。

在指引第二十六段,稅務局清楚指明利息及特許權使用費等的雙重徵稅問題仍有待解決。至於被動性收入,指引訂明有關收入是否須繳稅取決於此等收入是否由企業透過其常設機構或固定基地經營業務而取得。若有關收入的來源與常設機構無任何關係,則有關收入祇須在內地繳付預扣稅而不須繳納所得稅。一般來說,預扣稅的稅率約為20%。由於備忘錄並沒有提及預扣稅的問題,故此,香港不會享有其他與內地簽有稅務條約地區的同樣待遇,此等協約地區可享有10%的稅務減免。

稅收抵免

備忘錄訂明可透過稅收抵免來避免雙重徵稅。指引的第四條詳細列明計算稅收抵免的方法及基礎。指引引用了一個香港廠商作例子,如其以50:50的比例劃分香港與內地的利潤來源,則其中一半的利潤須要繳納香港利得稅,而另一半則視為源自內地的利潤,在香港豁免徵稅。然而,在內地所得的一半或少於一半的利潤,其所繳納的所得稅並不會在香港稅款中獲得抵免。

「居民」的定義

備忘錄其中一個令人關注的問題是對「居民」之定義。備忘錄訂明雙重徵稅安排適用於任何人士,祇要該人士乃其中一地或兩地的居民。然而,眾所周知,香港乃採用地域收入來源概念,故此基本上不會根據居住地而徵收稅項。

為了消除有關疑慮,指引訂定出「居民」之定義。任何人符合以下情況,會被視為香港居民:

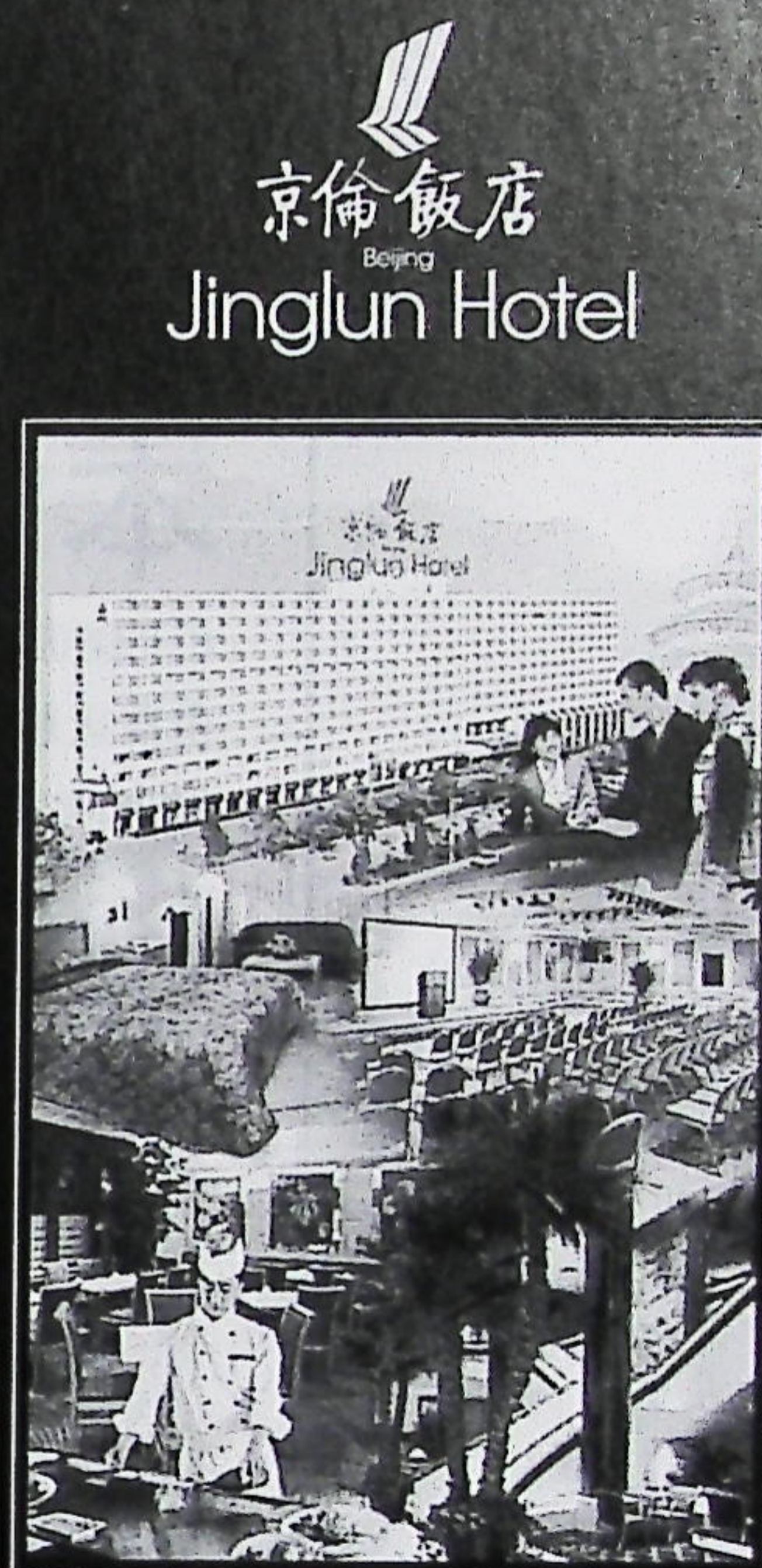
- (1) 在港負有納稅義務;及
- (2) 年滿18歲,或未滿18歲而父母雙亡;及
- (3) 屬永久性居民或臨時居民。

根據稅務條例,「永久性居民」是指通常居住於香港的個人;而「臨時居民」則指在申索的課稅年度內,在香港一次或多次逗留期間總共超過180天,或在兩個連續的課稅年度內(其中一個是申索的課稅年度),在香港一次或多次逗留期間總共超過300天的個人。

至於「公司居民」(resident company)的定義,指引訂明若該公司的中央管理和控制在香港進行,則該公司將被視為「香港居民公司」。指引並引述了若干稅務案例及稅務上訴委員會的裁決以說明此準則的認可性。一家公司行使其中央管理和控制權的地方不一定局限於其註冊或成立地點。假若企業的中央管理和控制權是由單獨的個人行使,則該公司的居民地便是該個人行使其權利的地方。

在這點上,稅務局將詳細調查個別個案,以決定公司之中央管理和控制權真正所在處。這樣看來,海外公司似乎亦可符合香港居民公司地位的條件,若其通過稅務局的審查,此類公司便可享有備忘錄所提供的稅務抵免。此外,指引亦說明,企業申請稅務抵免時,內地稅務當局可要求企業出示居民證明書(Certificate of Resident Status)。證明書的樣本及其所須填報的資料詳列於指引的附件。

(譯自德勤·關黃陳方會計師行刊物"Tax Alert")



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活用ISO9000 及 TQM 研討會

本會檢定中心聯同挪威船級社於今年九月廿四日假本會大廈舉辦了一個名為「活用ISO9000及TQM」的研討會。是次研討會分別由挪威船級社徐帥軍先生(Sangem Hsu)及黃振堅先生(Wong Chun Kin)主講。

講者分別就目前通用的ISO9000版本與公元二千年的ISO9000新版本(草稿)作出詳細的分析、對照及解說。另外，講者通過解釋「美國國家

品質獎”(Malcolm Baldrige National Quality Award)及“歐洲品質獎”(European Quality Award)之精神、內容、得獎條件及得獎後承諾等等，加上實例研討，令與會者對TQM有較深入的認識。

研討會氣氛良好，各參加者對於二千年ISO9000的新標準提出了不少問題。於TQM實例研討時，與會者亦因應本身公司的情况提出問題及積極參與討論系統中的「灰色地帶」。

禁止使用

鈦酸鹽(磷苯酸鹽)



歐盟委員會建議

現時很多兒童玩具都由聚氯乙烯這種塑膠製成，而一些在設計上供兒童咬或吮吸的玩具(如牙嚼環)裡面都會加入塑化劑，使產品具有柔韌性。鈦酸鹽是其中一種被廣泛利用的塑化劑。

不過，近年國際社會對接觸含有鈦酸鹽玩具的兒童健康甚表關注。因此，歐盟委員會已經在一九九八年七月一日向成員國發出一份建議(該建議)，要求成員國對於擬讓三歲以下兒童放在口中並含有鈦酸鹽的柔軟聚氯乙烯兒童護理物品及玩具採取適當措施，確保兒童的健康得到保障。

各成員國應檢查該建議內所列的六種鈦酸鹽的轉移度(migration level)，特別是DINP及DEHP，與及遵守所定的可容許轉移程度的規限。六種鈦酸鹽包括DINP，DEHP，DIDP，DNOP，DBP及BBP。

奧地利禁令

在永久實施歐盟委員會方案之前，奧地利已於一九九八年八月四日宣佈一項規例(詳情請看本中心通訊)，禁止銷售含有鈦酸鹽及以合成原料製造，並擬供三歲以下的兒童咬、吮吸或經常放於口中的玩具。該規例訂出一段過渡時期，容許含有鈦酸鹽的玩具在市場上銷售至一九九八年十二月三十一日為止。

丹麥的規例

丹麥的環保機構亦正草擬類似的禁令規例，禁止銷售含有鈦酸鹽及擬供三歲以下兒童使用的玩具及護理用品。當局更禁止生產、出口、入口及零售任何含有超過產品重量0.05%鈦酸鹽的產品或配件。

為

打擊走私漏稅行為，內地海關近期向外商投資的來料加工企業發出通知，要求有關企業於指定日期前呈報有否擅自倒賣原材料、轉廠手續不清、瞞稅、走私或其他違規行為。此外，內地海關更派員到有關企業進行查廠、扣人、查封和罰款行動，對外資企業的經營造成嚴重困擾。由於廣東省的走私漏稅情況尤為嚴重，故在當地投資的外商所受影響更為明顯。

有鑑於上述情況，深圳外商投資企業協會就此向深圳市有關政府部門了解現時該政策的執行情況，並向本會通報了最新發展。以下是該會致本會函件之全文：

關於國務院領導和國家外經貿部有關打擊走私 最新意見的情況通報

香港中華廠商聯合會：

針對今年開展打擊走私專項行動中出現的一些問題，香港有關商會和部分港商曾多次反映和要求改進。我會也曾積極與有關部門協調，並向海關提出改進打擊走私操作辦法的具體建議，受到了有關方面的重視。

經過多方努力，國務院領導最近對打擊走私行動作出重要指示，即對加工貿易要加強管理，堵塞走私漏洞，但是要講究政策，依法辦事。有些辦法還需要進一步完善，不要隨意罰款、扣人、查封企業。對發現的問題，要區別情況，酌情處理，不必全面翻老帳，但對以後再犯，要加重處罰。打擊走私一定要嚴，但也要十分注意盡可能不影響正常外貿業務進行。國家外經貿部也要求各地要認真領會國務院領導的重要批示精神，統一思想，把握好打私操作的政策尺度。既要對加工貿易加強管理，堵塞漏洞，嚴厲打擊走私行為和逃套匯活動；也強調要講究政策，十分注意具體操作中的方式、方法，維護正常外貿業務的開展，千方百計擴大出口和引進外資。

據悉，深圳海關已根據有關精神，將打擊走私和企業因“臺帳”制度規定而造成的違規行為分別處理，不再為完成打擊走私補稅指標而擴大打擊走私的範圍，以保證合法加工貿易企業的正常業務開展。其他海關也在考慮採取類似的作法，配合中央確保完成今年的外貿出口任務。

深圳外商投資企業協會
一九九八年十月二十二日

(本欄歡迎在深圳有投資的會員企業，向本會反映在營商時遇到海關、外匯等方面的問題，本會將盡全力幫助協助解決有關困難。)

港深





教育署檢討諮詢文件

教育統籌委員會在一九九七年十月發表的《第七號報告書》建議檢討教育署的管理架構，以便更有效地推行有助提高教育質素的新措施。政府採納這項建議，並在行政長官第一份《施政報告》中宣布政府將會進行有關檢討。

主要建議內容

為針對現時教署、學校和課堂教學工作管理上之缺點，報告書建議採取以下多項涉及教署和其他參與學前和學校教育工作團體運作的改善措施：

涉及教署的建議

在制訂政策方面，教署須：

- 全面和有系統地回應教統局及其他諮詢組織的要求，提供資料和意見；
- 確保政策定案前，必先諮詢關注團體；確保諮詢所採用的基本原則明確清晰，以及公布所有諮詢結果；
- 與教統局共同釐清彼此在制定政策和執行方面的責任，確保教署人員關注到在執行方面所作的決定所帶來的政治影響等等。

在推行政策方面，教署必須：

- 制定推行計劃時，容許學校在校內發揮其影響力（和承擔責任）；
- 制定更周全和策略性的部署，包括多採用鼓勵的方法；
- 協助學校根據政策目標制定本身的目標和計劃；
- 學校對執行工作提出意見如不被採納，教署應通知學校並解釋原因等等。

至於個別學校的管理，教署必須：

- 找出適當方法，就校監和校董的責任作出規限；
- 確保校長具備適當的技能和質素，教署在委任資助學校校長方面應有更大的權力，例如可參與甄選程序及／或批准入選名單；
- 安排設立「重組基金」，以鼓勵不想或未能成功轉用校本管理的校長退休或自願離職，並發給適當補償；
- 要求辦學團體評核校長的工作表現；
- 制定對外溝通策略，向公眾解釋個別學校的表現主要在於學校本身，而不是教署；

- 進一步下放權力，讓各校負責財政預算等等。

至於課堂教學工作，教署必須：

- 在教學專業議會尚未成立前，與師訓與師資諮詢委員會一起研究如何促進持續專業發展；
- 授權學校決定更改校舍的用途和添置設備；並逐步授予學校更大權力，可自行決定小規模的維修保養工程等等。

涉及其他組織的建議

教統局必須：

- 與教署共同釐清彼此在制定政策和執行方面的責任；
- 支持教署對個別學校計劃和表現所作的評核，以及把更多權力和責任下放和移交給學校的建議；
- 考慮「重組基金」的注資和運作事宜，庫務局和公務員事務局也須參與；
- 積極向立法會和其他人士解釋，學校的運作和表現主要是學校本身的責任等等。

諮詢組織必須：

- 聽取教署就新政策可能帶來的影響所提出的意見；
- 了解到即使全部建議不獲接納，也不表示諮詢不奏效；
- 明白他們的職責是向政府提供意見，釐定政策是政府的工作等等。

學校必須：

- 在教署容許自行決定怎樣靈活地達致理想成效時，進一步肩負落實政策的責任；
- 明白教署由於政治和資源方面的限制，有時難以在推行計劃前全面諮詢；
- 聽取意見和尋求支援，以加強制定周年計劃的能力；
- 明白在獲授管理權後須承擔新的責任，不應試圖把責任轉嫁教署人員；
- 檢討招聘政策，開放更多職位給校外人士申請等等。

其他組織：

- 培訓機構須加緊協助校長（和其他人員）學習所需的管理技能；

- 對於不願意接受或無法適應新安排的校長，辦學團體或須勸諭他們離職或提前退休；
- 如某些主要課程須徹底改革，課程發展議會應更積極地主動參與；
- 課程發展處應檢討各工作小組、全職人員和借調人員在課程和課程綱要發展工作上所發揮的功能；
- 庫務局和公務員事務局應參與制訂賦予學校更多權力和自由的建議等等。

教署的職責

根據分析有關的研究結果，報告書建議教署日後應擔當的職能分下列幾項：

應加強的職能

- 參與制訂政策的工作；
- 進一步下放權力的工作，特別是要求學校對本身表現負責，例如教署可評估學校的周年計劃和報告；確保學校能有效地管理校務，例如教署可更積極參與選拔和任命新校長的工作；以及向學校提供有關管理方面的建議和支援。

應繼續執行的主要職能

- 報告書建議，不論在學前或中小學階段，教署將繼續負責推行教育政策。因此，教署須保留多項對整個教育制度的運作有重大影響的行政和專業職能。

應停止執行的職能

- 教署應停止執行的職能包括審議和批核學校的管理決定。

應移離教署的職能

- 報告書建議，以下職能或職能類別應移離教署：
- (i) 官立學校：為方便下放學校管理權力及減輕教署高層管理人員的工作量，報告書建議政府應豁免官立學校不受中央規則和規例限制或把這類學校轉為資助及／或私立學校。
 - (ii) 課程發展處：為避免課程受政治因素影響及提供符合課程發展需要的管理環境，報告書建議課程發展議會應繼續負責課程發展和檢討的工作，並設在教署以外，但須向教署署長／教統局局長負責。
 - (iii) 視學及學校改善工作：鑑於質素保證視學及學校改善工作十分重要，而且又引入了新的模式，報告書認為需要聘用更多近年有教學

和學校管理經驗的督學。為避免現時督學職系中一些沒有合適才能和經驗的人員，仍有機會調往質素保證視學組和負責學校改善工作，故建議另設負責質素保證視學及學校改善工作的單位，並向教署署長負責。

- (iv) 教師註冊：應改由教學專業議會審定教師申領教學許可證資格，以及負責教師註冊事宜。而在教學專業議會還未具備有關經驗及廣受市民信任之前，教署仍須負責這項工作。
- (v) 其他非核心職能：建議交由香港學術評審局負責非本地高等及專業教育課程的註冊。至於「正規」的成人教育（即為失學的成年人提供基礎普及課程）應繼續由教署負責，而非正規的成人教育，建議交由社會福利署、民政事務總署，甚或職業訓練局接辦有關課程。不過，對於某些「非正規」課程，教署可能仍是最合適的撥款機構。在專上學院方面，報告書建議應暫時繼續由教署負責。

撥歸教署執行的職能

應將管理優質教育基金和語文基金之工作由教統局轉撥教署，以清楚界定決策機構和執行部門的職能。

教署的組織架構

報告書建議把教署重組為四個以客為本的科別（服務對象分別為學校、家長和學生、社會和政府、教署）；此外，報告書亦建議把教署19個分區辦事處重組為三至五個區域辦事處，而每個區域辦事處的主管人員至少是首席教育主任職級，或者是助理署長職級。

在招聘人手方面，為了吸納更多具備不同經驗的高層人員及增加有近期學校工作經驗的高層人員數目，報告書建議教署可公開專業職位之招聘，讓校內有才能的教職員如校長、教師以及其他人士申請。此外，為了更靈活調派教署人手，報告書建議教署所有職系的人員均可擔任署內所有職位，並把所有新加入教署的人員編入同一職系。此外，教署應確定和列明有關職位所需的能力，並根據所定能力挑選最適當的人選。

教育署檢討
諮詢文件

教育統籌局
一九九八年七月

本會意見

一、對於政府委託顧問公司檢討教署的組織和管理架構，以便教署能以更高效率提供優質教育，並迅速回應社會之需求的舉措，本會表示歡迎。

二、然而，本會並不贊同報告書建議設立「重組」基金，以鼓勵那些未能成功推行校本管理之學校校長提早退休或離職。本會認為，若以有否推行校本管理作為評估校長表現的準則，未免將問題簡單化，況且，要成功推行校本管理，必須獲得老師的支持和合作，而在缺乏具體實踐新措施的指引下，推行校本管理新措施更形困難，故此將未能成功轉用校本管理的責任歸咎於校長一人身上，實屬不公。此外，有關校長若真的缺乏管理學校的能力，本會認為教署可採取兩種方法辭退不稱職的校長：(i) 提早通知有關校長不予以續約，或(ii) 終止合約並給予補償；而絕不是設立「重組」基金，以公帑去倒貼需要自動離職之校長。本會認為，設立基金的目的，乃應用在正面且具成本效益的用途上，因此，若政府真的要設立基金，應是用作真正真正鼓勵那些進取有為之校長，或是激勵表現稍遜的校長急起直追。事實上，為了對校長的表現作出客觀的評估，當局應先檢討校長的評估機制，並設立公平客觀的評估標準。本會認為報告書「要求辦學團體評核校長的工作表現」的方向正確，並建議有關的評估標準應加入教師之意見，使校長在推行政策時，顧及前線老師意見，上下同心，推行改善學校質素的措施。

三、對於報告書建議統一署內各個職系及公開招聘署長等首長級職位的意見，本會深表贊同，以體現選賢任能的精神。現時教署職系分教育主任(行政)、教育主任(教學)及督學三類，而三個職系的職員之間不可以互調。本會認為，互通職位有助提高教育質素，讓各個職系的員工涉獵不同崗位的工作，以便制定更能

迎合社會需要的措施。此外，此舉更能提升員工士氣，因有關人員只要符合有關資格，便會有更佳的升職機會。本會認為，當局應詳細研究統一職系的結構，列明有關職位所需之能力，公開讓不同職系的職員申請互調。至於公開招聘首長級人員，本會認為，署內若沒有合資格人選，可考慮從資助及私立學校中聘請富有學校管理經驗的專責人士。現時，署長級職位均是由政務官擔任，他們長期從事政府部門的行政管理，已脫離教學或學校管理工作多年，要他們在升上領導層後即時負起制訂教育政策，包括指導教師如何教學、校長如何管理學校的政策等，難免給人一種「外行領導內行」的感覺。

四、本會對報告書建議官校獨立，以享有等同於津校的靈活性之意見有所保留。本會認為官校之存在使學校類別維持多元化，以便學生、家長有更多選擇機會，而且政府更可以官校帶領推行各種改善學校質素的新措施，作為津校及私校的一個模仿對象。為了加強官校在管理上的靈活性，本會建議教署可給予官校更多運用資源及招聘人手的自主權，以按照學校本身的需要更有效地分配資源。

五、本會贊同報告書建議縮減十九個分區辦事處，此舉有助教署集中管理人力資源，更有效地調配及運用人手。現時，分區辦事處的職能主要是處理區內已註冊的各中小學和幼稚園的行政事務，舉凡協助及監察學校推行教育政策、聘請教師、視學，以至解答暴雨警告等大小事情也是其負責範圍。為了配合校本管理政策，部分之行政工作已交由學校自理，分區辦事處的主要工作應是「大體」的政策問題，如建立健全的監管機制和明確指引，而一些瑣碎日常校務不應再讓分區處理。至於分區辦事處應縮減至多少個，當局則須詳加研究，以免因新的分區安排而忽略了個別學校之需要。

才能為本培訓

員工與公司的夥伴關係

隨著世界金融市場國際化以及科技不斷進步，公司業務向國際化發展的機會也大大提高。要把握這個機會，公司組織及架構必須作出適當改進。一般而言，規模較小、處事較靈活，且能對市場作出迅速回應的公司是較具競爭能力的。

在這急速轉變的商業社會裏，僱員必須具備適應能力，能屈能伸。此外，僱員不應期望會終身受僱於同一機構，因為按年資升遷及終身受僱的制度已不再合時宜。將來員工獲續聘與否再不是依據其在機構工作的年資，而是基於他們的可用性。

員工必須不斷提升本身的知識及工作技能，並抓緊每一個機會。此外，他們更須不斷學習，吸取新經驗和技能，以建立個人事業。機構也要適應不斷轉變的環境，接受新的理念及技術，事業及個人的發展計劃應是員工及機構共同承擔的責任。

將來，成功的機構會是那些能與員工建立夥伴關係，共同了解雙方發展需要的公司，這種不斷學習的精神必須在管理發展及培訓課程中反映出來。機構應為員工提供具挑戰性的工作，透過給予他們訓練及指導，並為他們提供足夠的資源，協助其發展潛能。此外，機構有責任為員工營造合適的環境，幫助及鼓勵員工成長。

透過才能分析，機構可確定員工的能力，以配合公司本身的發展需要。這方法除可確定現有員工的能力外，還可顯示員工的發展需要。但要注意，才能分析通常被視為為一

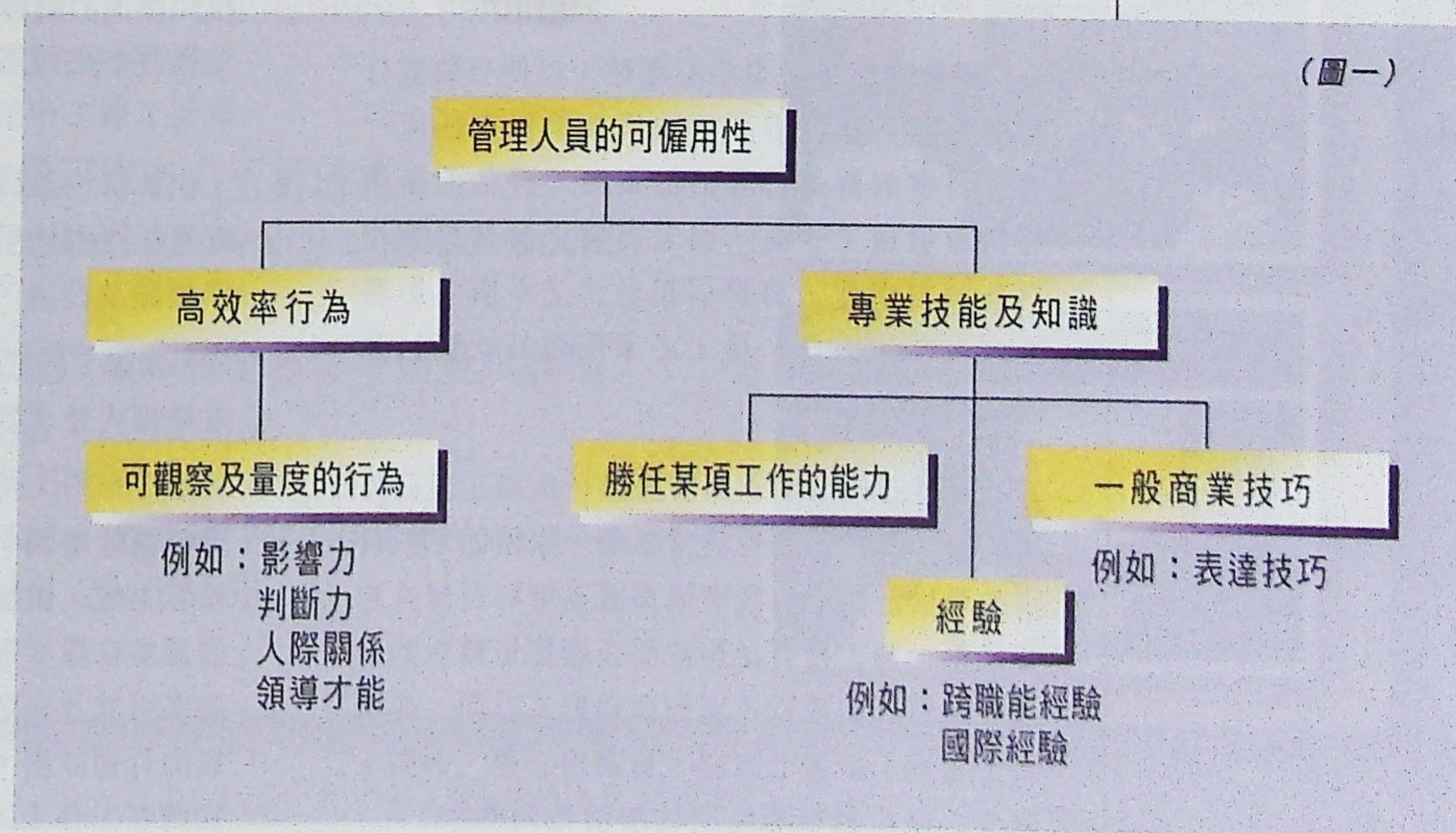
個概括名詞，幾乎代表所有直接或間接影響工作表現的因素。

Charles Woodruff 在《Designing and Achieving Competency》一書將才能定義為：「擔任某個職位者必須表現的一套行為模式，以便能有效地執行職務。」

才能分析能針對傳統培訓課程的缺點，兼顧員工的行為及技能兩個層面，關注的是員工的實質表現。才能分析為評估何謂有效的工作表現提供了一個劃一的標準(見圖一)。讓員工明白本身職位所要求的能力，有助他們履行職務以及確認自己的發展需要及路向。

才能為本事業發展能有系統地協助員工及機構不斷學習求進，如要體驗事業的潛在價值，員工必須發展控制自我及工作這兩方面的才能，學習如何培養適應力尤其重要；而機構則要高瞻遠矚，預計未來需要，投資於人才培訓，使員工能配合公司的發展需要。

才能為本方法是確定現在及未來發展需要的過程，包括下列五個步驟：



一、設計核心的組織計劃

才能為本分析的應用範圍甚廣，遍及所有可影響工作表現的範疇。因此，認清才能為本的目的有助機構確定有關計劃的規模、方法及所需的資源。為了鼓勵員工為自己的發展承擔更多的責任，機構必須向員工公開列明有關職位所要求的能力，並提供員工有關培訓的資料，以協助他們發展事業。

二、確定現有技能與所需技能的差距

在計劃階段，員工要先了解本身的長處及發展範圍。管理層應先評估員工之能力及其已修讀的課程內容，以避免為員工提供不必要的培訓。培訓及發展應針對員工能力不足的地方，否則便會浪費公司的時間及金錢。

可依據特定的才能標準評估員工現有的知識及行為，然後再分析他們現在的工作情況及將來的事業發展路向。機構可透過小組討論和個人面談，確定員工所具備的才能，並根據個別職位的職責及機構的整體目標，決定有關職位的才能標準。

確定可觀察及可量度的準則後，機構即可採用360度的評估程序及管理行為的方法，確定員工的實質工作表現與標準的差距。此外，亦可使用評估中心來評估管理人員或應徵者的才能。

三、處理評估結果

評估的結果必須小心處理，以便有效進行發展計劃。在取得評估結果後不採取任何行動，只會浪費進行評估的資源。評估的結果有助激發員工士氣，假若有關之評估結果沒有被適當處理，將會引起員工之不滿，影響工作效率。因此，員工必須配合其上級，共同處理評估結果。

為發展作預備：假若發展是由員工自己控制的話，員工必須有適當準備，以便能掌握自己的發展計劃。自我發展需要高度的自覺性和責任感，員工要有足夠時間去適應這種新的自由。發展計劃要以正式的合約形式訂明，並由員工及其上級簽名確認，有關的目標、活動、資源、量度標準和時間均要清楚列明。

給予發展所需的支持：部門經理若因缺乏某些知識而沒有給予員工支持，會使員工的發展受阻。部門經理應盡可能在多方面參與員工培訓計劃之評估及發展過程，員工及部門經理應共同參與制訂有關的發展合約。

四、定出個人發展計劃

確定員工的實際表現與標準的差距後，便要設計迎合需要的培訓計劃。才能為本培訓的主要特色是培訓可於不同環境中進行，包括工作地點、模擬工作環境及培訓室等；而培訓的方法可包括以下各種：—

- 代理職務：因高級職員請假，如產假或大假，而暫代其處理職務。員工可藉此承擔較大的責任，擴闊自己的經驗及增強處事能力。
- 在職培訓：員工在實際的工作環境下，由高級職員指導，並給予有效的指示和支持，令員工可按步就班地完成工作。
- 個案研究及角色扮演：讓員工研究問題及就解決問題的方法交換意見。
- 導師指導：以協助改善員工已具備的能力。一般是由管理人員充當導師指導其下屬，但人選不是先決條件，最重要的是導師應具備專業知識、判斷能力和經驗，能引導下屬依照指示完成工作。
- 委派工作：不僅是把工作分配給員工，並藉此讓他們認識工作範圍、分擔職責及取得權力，從而讓員工印證其想法，建立自信及了解工作情況。
- 工作輪換：為員工提供機會在一段時間內處理部門內外不同的工作，藉此擴闊其工作經驗及技能。
- 遙距學習：員工利用不同的教材自行學習，這種模式要求學員具有較高的自律性，而好處則是員工可自行決定學習進度。
- 專業技能培訓：集中培訓某種能力，例如領導才能、影響力、團隊建立技巧等。培訓通常以課堂形式進行，內容包括習作、個案研究及角色扮演等，很多時亦包括具體的行動計劃，讓學員將課堂上所學到的實踐在工作上。

五、評估效能及維持有效性

為評核及保持培訓課程的效能，監察及檢討進度是必須的。定期檢討有助管理層了解培訓內容是否能達到或偏離公司既定目標。才能分析必須配合公司的發展，因此，在制定有關發展計劃時，必須聽取發展公司策略人士之意見。公司並須定期檢討既定的才能標準，以便根據最新的情況作出修訂。

成功推行才能為本培訓課程的要旨

- 制訂才能為本培訓活動時，每一個教學環節必須訂出明確目標及量度表現的標準，以証明員工已掌握有關的技能和知識；
- 讓員工按步就班發展其能力，直至他們充分培養有關能力。員工應有充足時間掌握各種能力；
- 教材要訂明學員所要學習的才能、評估準則，以及在何種情況下對學員進行評估；

- 員工學習進度各有不同，發展課程應盡可能讓員工自定進度。給予員工回應是學習過程的重要一環，可讓員工知道應如何改善其表現；
- 高層管理人員必須留意如何調節員工的期望及理想。

在確認及培訓具有執行某種職位能力之員工後，公司亦須為他們創造有利條件，盡量讓他們發揮潛能。機構有責任為員工提供機會及資源，使他們建立認同感及適應力，掌握自己的事業發展。

展望未來，假若工作保障取決於員工的可僱用性，管理人員便要學習管理自己的事業，把握機會發展技能和建立名聲。採取才能為本方法來管理事業，讓管理人員將重點放在實際所承擔的工作上，有助他們發展長處和改善才能。

(本文節錄自香港管理專業發展中心《卓越管理》第29期，作者為Organization Development Limited高級管理發展顧問Louise Penrice。)



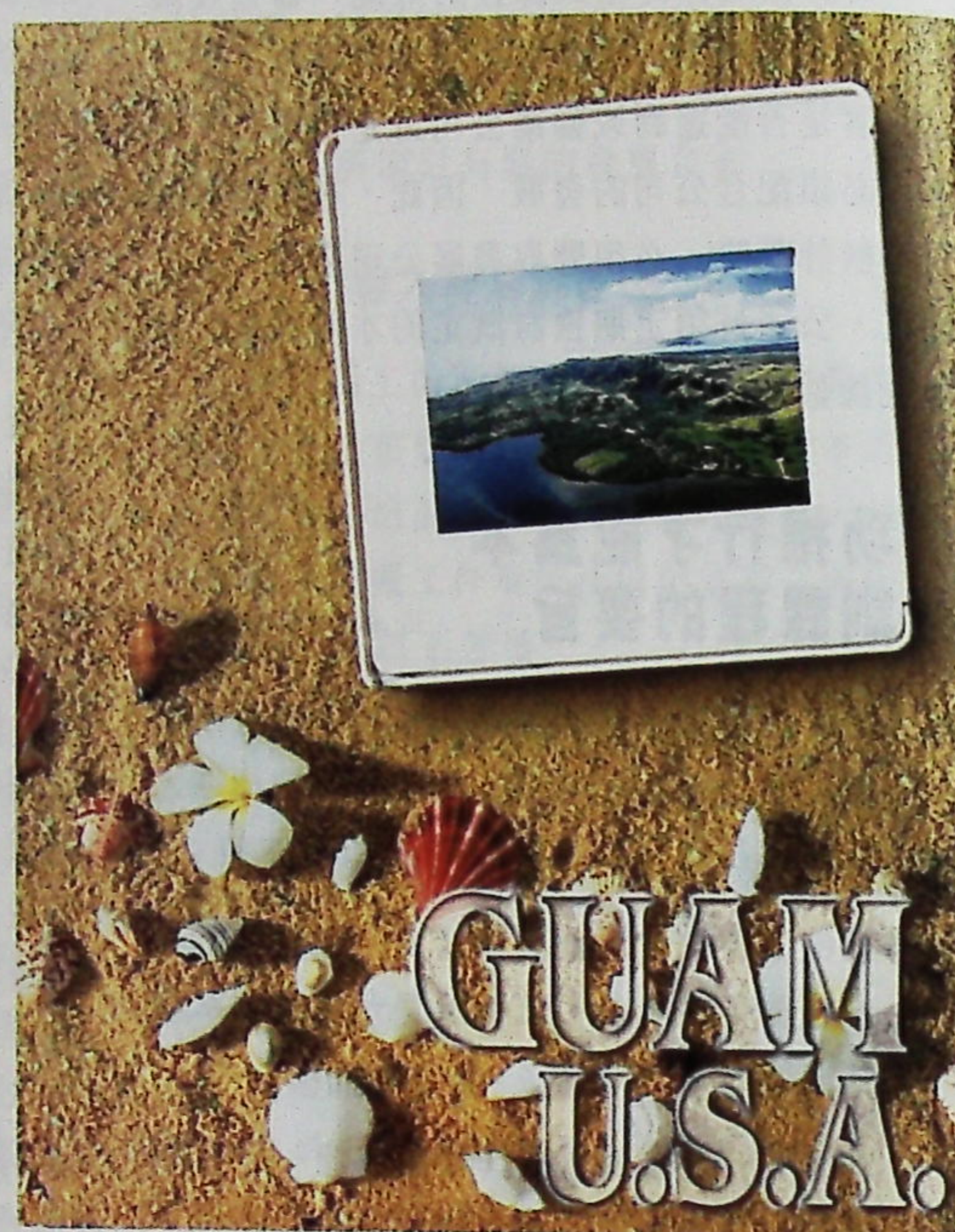
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關島



位於亞太地區的美國關島與香港之間的飛行時間只需4小時50分。土地面積約為212平方公里，與新加坡相約。關島位於熱帶地方，並與曼谷和馬尼拉在同一條緯線上。

關島人口約十五萬六千人，其中4%為華人，主要從事商業活動。而關島之原居民為關島最大之民族(the Chamorros)，佔島上人口43%，其次是菲律賓人(23%)及歐洲人(14%)。

關島在一九九七年之生產總值為30億美元。於一九九六年，人均收入則達19,896美元。

關島交通便利，可透過海空兩路交通連接區內主要港口。其中美國郵遞服務、特快速遞服務及先進的電訊網絡等設備，皆使在關島經商既經濟又方便。另外，當地的通訊服務則包括圖文傳真、無線電話、國際互聯網絡及視像會議等。

經濟與貿易

關島之主要工業是旅遊業，佔就業人口44%，旅遊業收益亦佔政府總收入的六成。於一九九七年，到關島旅遊之遊客共130多萬人次，其中75%為日本遊客。

關島免簽證計劃豁免16個國家地區居民(包括持香港BNO護照之人士)，可毋需持美國簽證出入關島旅遊或經商限期長達14天。

在關島從事製造業、保險、建立跨國公司之地區總部、發展房地產、旅遊業及農業均可申請稅務優惠。一些合資格的公司最高可達75%入息稅務回扣(個別例子更高達100%)，此優惠並長達20年，而公司紅利稅則可享有長達5年的75%之稅務回扣，而物業稅務回扣則高達100%，並長達10年。而保險商無論在關島境內或境外所賺取的收入，都可享有100%稅務回扣。

當地的銀行服務亦相當完善。除了本地銀行外，一些銀行如香港匯豐銀行都在關島設置分行，為關島商人提供財務服務。

投資機會

投資者在關島可享有美國法例的保障，並可享用先進的電訊及電腦網絡設備，與及發展完善的商業設施，使投資經商更為方便。

關島為一免稅港，在美國關稅管理範圍之外，因此該島為美國一自由區域，並無政府管制國際貨幣兌換，而於關島所賺取的利潤亦可隨時抽調往其他地方。另外，很多外籍投資者最終都可入籍成為美國公民。

至於物業地產方面，私人擁有之土地可自由租售。在鄰近機場及海港之官地，擁有充足的

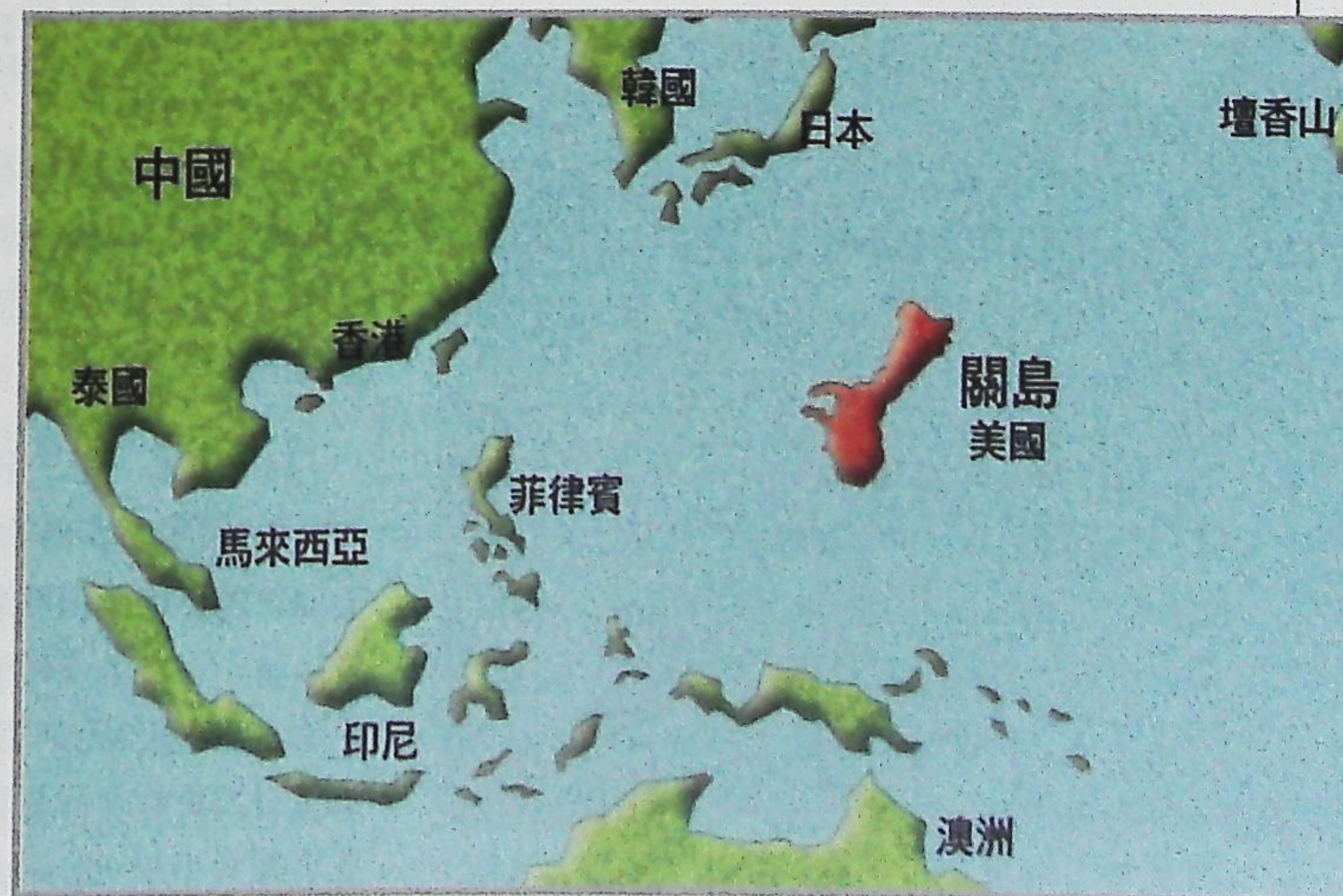
碼頭、工業及倉儲設施，可供隨時租用。倘發展商及承建商建造超過25個單位以上者，便有資格申請更多的稅務優惠。

現時，政府正鼓勵興建更多酒店，目標是可提供多3,000個房間，以應付未來之需要，估計於二零零一年，可滿足200萬訪客的需求。因此，倘現時興建之酒店房間數目超過200間，或興建旅客設施之建築成本超過500萬美元者，則可獲額外的稅務豁免。

最後，關島現時並無任何外匯管制。而政府亦希望可發展關島成為區域性之財務中心。在新法例下，關島鼓勵更多保險公司成立，屆時其他相關的金融服務，如銀行、會計等將會有更大需求。

倘對投資關島有興趣者，請與下列機構聯絡：

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歐羅面世



於2002年面世的歐羅紙幣和硬幣。

零售商急謀對策

由二零零二年起，「歐羅」將正式取代德國馬克、荷蘭盾、意大利里拉和法國法郎等歐洲貨幣，成為歐盟市面流通的單一貨幣。事實上，從一九九九年開始，歐羅將可用作轉賬交易，銀行賬戶、儲蓄戶口、股票發行和信用轉賬，均可採用歐羅結算。在歐盟十五個成員國中，有十一個成員國率先採用歐羅。丹麥、瑞典和英國宣布暫時不會加入歐羅體系，至於希臘則因經濟疲弱，未能符合經濟融合準則而被摒諸門外。

由一九九九年計起的三年內，是轉用歐羅的過渡期，到二零零二年歐羅紙幣和硬幣面世後，所有零售商如肉販、麵包店、超級市場及百貨公司等，將須接納顧客以歐羅付賬。不過，相信一些以出口業務為主的公司，會急不及待轉用單一貨幣。

改用歐羅所帶來的一個重要影響，是所有涉及歐羅結算或兌換的電腦系統必須重新安裝，軟件程序亦須重寫，幸而這項工作可於過渡期間與電腦千年蟲問題一併處理。然而，歐羅與德國馬克、荷蘭盾、法國法郎和其他八種貨幣可於二零零二年並行使用三至六個月的計劃，卻為零售商帶來不少麻煩。

過渡期用歐羅硬幣 零售商改裝收銀機

鑒於消費者在這段期間光顧超級市場或商店，可選擇使用歐羅或當地貨幣付款，因此，零售商必須大事投資改裝收銀機，將其調校至可以接納歐羅。與此同時，由於實行雙重貨幣的時間剛巧遇上冬季季末大減價，有零售商擔心會對生意造成影響，故希望新貨幣可延遲面世。目前，零售商仍未決定於實行雙重貨幣的過渡期間，貨品價格是否需要同時以兩種貨幣標示，但鑒於此舉似乎無可避免，在此情況下，商業問題由是而生。

另一方面，單一貨幣卻可為郵購公司帶來新商機。過往，郵購公司受制於貨幣兌換成本，並不熱衷於發展跨境業務，故多以經營本國業務為主。不過，這種情況將會有所改變，德國郵購公司將積極拓展其他歐盟市場，與此同時，法國、比利時、荷蘭和盧森堡的郵購公司亦擬進軍德國市場。

投幣式自動售貨機 六百萬台重新調校

在德國，自動售貨機觸目皆是。這類投幣式自動販賣機在歐洲共有六百萬台，德國佔其中一半，單是每日透過自動販賣機銷售的飲品，營業額便高達一百萬馬克。到二零零二年，這些自動售貨機必須調校至可以接受歐羅硬幣，此項工作對製造商來說，無疑是一項技術挑戰。

裝置在室內泳池、購物商場和食肆的自動販賣機，不論是遊戲機、香煙機或售票機，均裝有「硬幣驗證機制」以辨認不同錢幣，要在舊貨幣停止使用後的一段短時間內為大量售貨機改裝驗證機制，將是一項艱巨的工作。此外，公共運輸公司亦預計需時四個月方能調校所有售票機。在改裝工作方面，較新款的販賣機必須重新編寫軟件程序，而舊款機種更須重新調校整個操作機制。另外，產品的售價和包裝，亦須作出相應調整。

歐羅面值低於馬克 流通硬幣不敷應用

自動售貨機業界面對的另一個問題，是未來在市面流通的硬幣可能不敷應用。將來在德國流通的各款歐羅硬幣，面值僅及現行馬克硬幣的一半，故此市場需要更多硬幣。

歐盟不少城市現已展開過渡至歐羅的準備工夫，數以千計不能處理歐羅硬幣的舊式停車咪錶將會逐漸被取代，而公共交通工具則須安裝新收銀機和售票機，並且實施新收費。於過渡期間，公共汽車須裝置兩個收銀箱。

在德國，不用現金購物的風氣日漸盛行。除了信用卡和直接從銀行戶口扣除款額的轉賬卡外，多家銀行更推出電子「聰明卡」，用戶可往銀行將現金存入聰明卡，作購物付賬用。這種卡的收費比普通用卡便宜，最適宜用於麵包店或超級市場購物的小額付款。

信用卡結賬免麻煩 小額付款用聰明卡

到目前為止，只有少數零售商已將收銀機調校至可接納聰明卡付款。原則上，聰明卡可以採用歐羅付款，但由於不少零售商到二零零二年才轉用歐羅，因此在該年前，聰明卡仍將以各國現行貨幣為主，直至過渡期結束，用戶方能在本國或其他歐羅國家使用儲有歐羅幣值的聰明卡支付小額賬項。

毋庸置疑，新貨幣將對歐羅成員國的經濟構成重大影響，其中一個影響就是產品售價的透明度將會提高。儘管歐羅成員國之間並無協議要求劃一產品價格，但各國的產品售價將會日趨統一。

當然，每個國家的不同消費習慣肯定會左右市場供求和價格。此外，各國不同的稅率和增值稅也會造成價格上的差異。無論如何，對於亞洲商人和前往歐羅成員國度假的旅遊人士來說，推行歐羅的好處是只須使用一種貨幣，快捷方便。

(資料來源：香港貿易發展局)



只接受歐羅硬幣的遊戲機。

傳銷活動難監管 國務院全面禁止



中國早前下令全面禁止傳銷活動，令正當經營的傳銷企業也受牽連。這次突如其來的行動，是由於中國政府經過三年的整頓，仍然對傳銷活動束手無策，因此實行「壯士斷臂」。

內地的傳銷經營方式是一九九零年由台灣等外地引入的，形式包括：「多層次傳銷」，通過發展兩個層次以上的傳銷員，由傳銷員將企業的產品直接銷售給消費者；「單層次傳銷」，通過發展一個層次的傳銷員，由傳銷員將企業的產品直接銷售給消費者。

在禁止傳銷活動之前，單在廣東經國家工商局批准的傳銷企業已有35家，其中多層次傳銷企業佔六家，單層次傳銷企業佔29家。

在傳銷過程中，有些人利用傳銷推銷偽劣產品，進行不正當競爭。有的走私販私，逃稅漏稅，影響了正常的經濟秩序。有些人利用傳銷進行價格欺詐，騙取錢財，損害消費者的利益。一些傳銷企業進行虛假宣傳以牟取暴利，甚至構成變相集資，破壞金融秩序。還有利用傳銷進行迷信、流氓、幫會及邪教等活動。總之，非法傳銷活動在中國已成為擾亂經濟秩序，破壞社會安寧的一大公害。在上述兩種傳銷方式中，以多層次傳銷為害更大。

早在一九九四年，國家工商行政管理局就曾經根據國務院的指示發布《關於制止多層次傳銷活動違法行為的通告》。但有些地方沒有認真落實，不僅未對傳銷企業清理檢查，還讓傳銷企業發展，使非法傳銷活動繼續蔓延。

因此國務院決定停止發展多層次傳銷企業。一九九五年九月，國務院辦公廳發布《通知》，規定立即停止批准成立多層次傳銷企業，對既存的傳銷企業進行審查清理，未經審查批

准、擅自開展多層次傳銷的企業，予以取締，沒收其傳銷商品、傳銷貸款和非法所得，並且處以罰款。傳銷企業或參與傳銷的組織或個人，有逃稅漏稅、走私販私、出售偽劣商品等違法行為的要依法處理。

根據上述《通知》的精神，國家工商行政管理局於一九九七年制訂公布了《傳銷管理辦法》，共七章三十二條，以加強對傳銷活動的監督管理。

雖然有了這個管理辦法，然而實際上很難貫徹執行，所以國務院發布命令，全面禁止傳銷活動。這個禁令不是專門針對外國企業和外商投資企業的，內資企業的傳銷經營活動也一律禁止；故並沒有考慮到為此而引起外資企業不滿。國務院又指令各級工商行政管理機關協助處理善後工作，協助原已批准登記的傳銷企業轉變經營方式。

目前內地各省、直轄市、自治區都已按照國務院的指示進行善後工作。上海市還設立「禁止傳銷經營活動辦公室」進行督促輔導，逐一檢查上海22家傳銷企業。那些將傳銷由公開轉入地下或進行變相傳銷的，將受處罰，嚴重違法者，則移送司法機關追究刑事責任。

(資料來源：香港貿易發展局)



官方查封傳銷機構。



It Pays to Train Your Own Engineers Join the Engineering Graduate Training Scheme

推行訓練工程師 眼光遠大好投資

The Vocational Training Council (VTC) is inviting employers in the following fields to participate in the Engineering Graduate Training Scheme (EGTS):

- (a) Building Services Engineering;
- (b) Chemical Engineering;
- (c) Civil Engineering;
- (d) Electrical Engineering;
- (e) Electronic Engineering;
- (f) Environmental Engineering;
- (g) Geotechnical Engineering;
- (h) Manufacturing/Industrial Engineering;
- (i) Marine Engineering (Shore-base);
- (j) Mechanical Engineering;
- (k) Naval Architects;
- (l) Information Engineering;
- (m) Structural Engineering.

The Engineering Graduate Training Scheme (EGTS) aims at bringing about sufficient practical training opportunities for engineering graduates and students in sandwich courses to enable them to complete their training as engineers and to satisfy the training requirement of the Hong Kong Institution of Engineers for professional status.

Under the EGTS, a subsidy will be granted to a trainee being trained under an approved training scheme. The subsidy is to help employers meet the high cost of training their trainees. The subsidy will be paid through his employer as part of his salary. The subsidy period is 18 months which may comprise partly sandwich and partly post-graduate training. The maximum subsidy period under sandwich training is 12 months. The current subsidy rate is \$5,885 per month for graduate trainee and \$3,500 per month for sandwich trainee.

The Committee on Technologist Training of the VTC is responsible for the administration of the EGTS, and the training of the trainees under the EGTS will be monitored by the Committee through appointed engineering supervisors.

If you are interested to participate in the EGTS, please telephone 2836 1716 for more details or just complete and mail the coupon below.

職業訓練局現邀請下列工程業之僱主參與與工科畢業生訓練計劃：

- (a) 屋宇設備工程；
- (b) 化學工程；
- (c) 土木工程；
- (d) 電機工程；
- (e) 電子工程；
- (f) 環境工程；
- (g) 土力工程；
- (h) 製造/工業工程；
- (i) 輪機工程（陸上訓練）；
- (j) 機械工程；
- (k) 造船工程；
- (l) 資訊工程；
- (m) 結構工程。

本計劃旨在為工科畢業生和廠校交替制工科學生提供充足的實務訓練機會，讓他們接受工程師所需訓練，以符合香港工程師學會專業資格的要求。

每名參與核准訓練方案的受訓者，均可獲發津貼，以協助僱主應付龐大的訓練開支。津貼會經僱主發放，作為薪金的一部分。廠校交替制訓練連同畢業後訓練的津貼期最長為18個月，而前者的津貼期則最長為12個月。現時，畢業生受訓者的津貼額為每月5,885元，廠校交替制受訓者則為每月3,500元。

本計劃由職業訓練局屬下技師訓練委員會管理。該會將透過指定的培訓監督，監察受訓者的訓練情況。

若有興趣參與此項計劃，可致電2836 1716查詢詳情，或填妥下列表格，寄交本委員會。

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

We are interested to participate in the EGTS. Please send us more details.

Name of company:

公司名稱：

(IN BLOCK LETTER) (請用正楷)

Name of person to contact:

聯絡人：

(IN BLOCK LETTER) (請用正楷)

Address:

地址：

致：香港灣仔活道二十七號職業訓練局大樓十六樓
職業訓練局技師訓練組
(請交：技師訓練委員會)

本公司對工科畢業生訓練計劃頗感興趣，請將有關詳情寄予本公司為盼。

Nature of business:

業務性質：

Position:

職位：

Telephone:

電話：

陝西



陝西省地處中國內陸腹地，全省總面積二十多萬平方公里。全省總人口三千五百一十三萬，由四十五個民族組成。陝西省礦產資源豐富，目前已知的一百三十九種礦產中，探明儲量的有九十二種，儲量居全國第一位的有鈹、制碱灰岩等七種。陝西省有耕地三百五十二萬公頃，大部份人口從事農業活動，是主要的農作物生產基地。陝西省更於一九九一年成立西安高新技術產業開發區，積極將科技成果轉化為現實生產力。



經貿概況

陝西省一九九七年的出口達13億美元，較上一年同期增長6%；進口五億美元，比上一年增長7%。而出口商品結構進一步優化，初級產品出口二億美元，佔出口總額的16%；工業製成品出口11億美元，佔總額的84%；出口市場多元化戰略亦取得一定進展。

一九九七年該省批准利用外資項目198個，總投資16億美元，協議外資13億美元，實際使用外資九億美元。

發展優勢

自改革開放以來，陝西的經濟有了長足的發展。經濟體制改革取得了重大進展，並建成了一批重大骨幹項目。截至今年二月全省固定資產投資共計1,100億人民幣，而鐵路、公路、天然氣管道、煤礦、電廠等項目均有重大進展和成效。目前，靖邊—西安天然氣管道、蒲城電廠、一百座客機總裝定點正按計劃加緊建設。

陝西是全國航天、航空、兵器、機械、電子、儀器儀表、農業等領域的重要科研和生產基地，國家科委有關部門的評價顯示，陝西科技人力投入綜合水平居全國第五位，高技術產業化增加值在工業增加值的比重為全國之冠。全省現有科研機構1,000多所，各類專業技術人員820,000。近年來，陝西多項科研成果更在全國屢創第一，包括改進清晰度數字彩色電視機、多媒體彩色電視機、光固法激光快速成型機。這些優越的條件及國家發展向中西部地區傾斜的政策，為陝西的全面發展奠定了基礎。

未來的投資環境

陝西省在今後三年將在通訊、道路、發電、供水四方面投資400億元人民幣，以加速改善外商投資環境。

郵電方面，到公元二千年，全省電話普及率將達每百人七部，長途業務電路達到80,000條，並努力增加移動電話用戶；擴大國際漫遊業務。

交通方面，陝西正在著手擴建成陽第一飛行區，進行漢中、榆林機場的改、擴建工程。鐵路建設的重點是西安—安康和神木北—延安北兩線，同時動工建設西安至南京等地的幹線，並改造其他現有鐵路，預計到二零一零年便可建成西安鐵路環線。

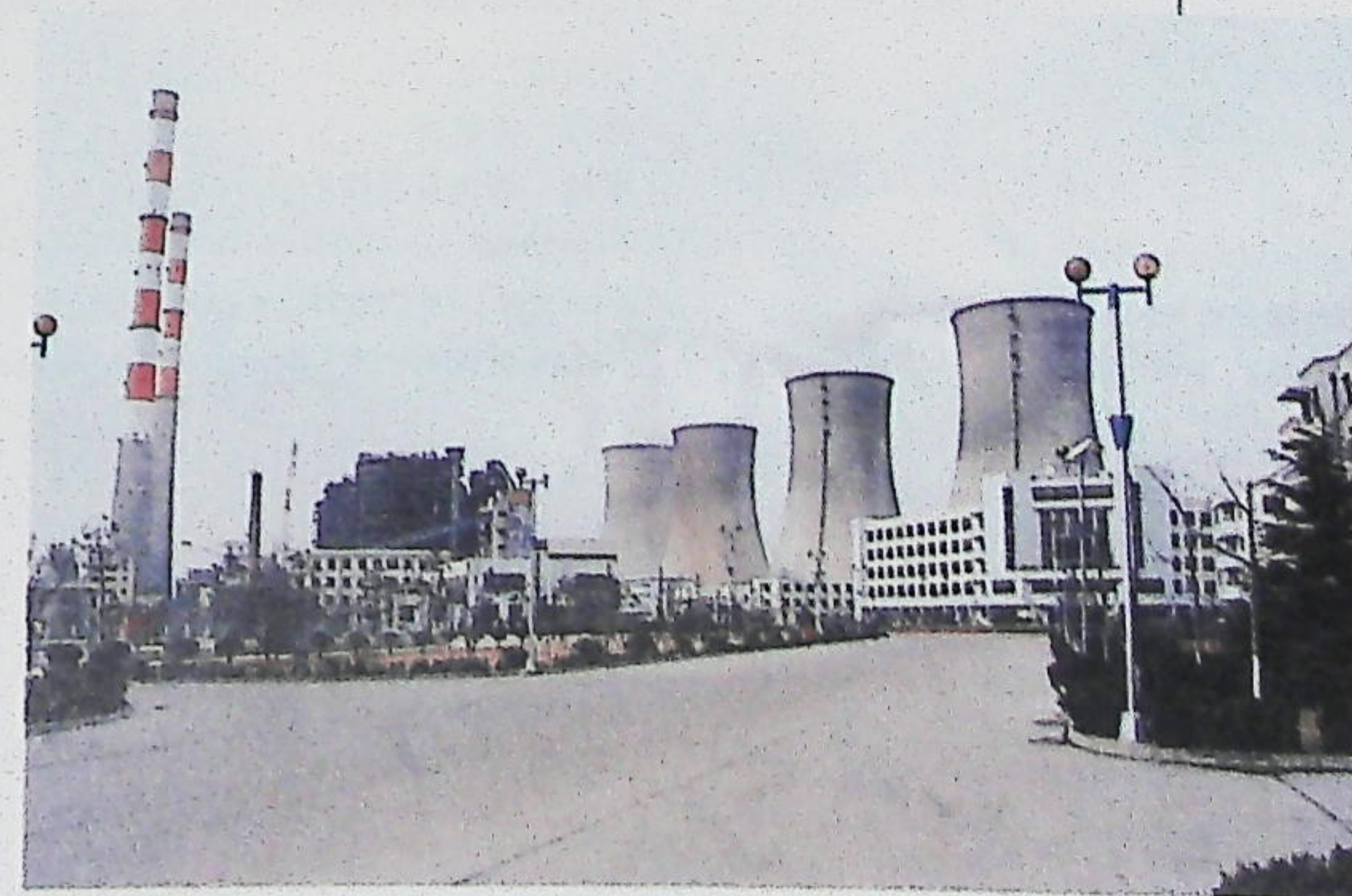
陝西煤炭資源豐富，有發展火電的優越條件。陝西將重點建設陝北神府煤田的坑口電廠和寶雞二電廠，再加上對陝南漢江幹流和黃河秦晉界河段水電資源的集中開發，到公元二千年，全省裝機總容量將達9,300,000千瓦，發電量4,000億千瓦，對比現有水平將近翻一翻。

去年陝西省自來水供水總量達七億多噸。今年以來，國家地礦部門在西北地區找水工作的突破，也為陝西這一乾旱缺水地區解決供水困難。

同時，陝西的外商投資「軟環境」也將進一步得到改善，包括採取更為靈活的引資方式，以市場、股權吸引省外和國外的金融資本，形成集外商直接投資、境外借款、證券化籌資等於一體的全方位、多層次招商引資的新格局。

服務機構

驢山有限公司
Lishan Company Limited
地址：香港皇后大道中340號2字樓
華泰國際大廈
電話：2528 1622
傳真：2854 0035



渭河發電廠

洽談會／展覽會

日期	項目	地點	洽談會／展覽項目	主辦機構
一九九八年 十二月十八日至 九九年一月十一日	第三十三屆香港國際工業 出品展銷會	香港添馬艦	紡織、服裝、鞋帽、皮具、 珠寶、流行飾物、糧油食品等	香港中華廠商聯合會 潘業昌先生 電話：(852) 2545 8621 圖文傳真：(852) 2541 8154
一九九九年 一月一日至三日	情牽一月婚紗及結婚用品展	香港會議展覽中心	婚禮服裝、服務、珠寶、 美容產品及服務	香港(亞洲)展覽有限公司 電話：(852) 2591 9823 圖文傳真：(852) 2573 3311
一月十一至十四日	香港玩具展九九	香港會議展覽中心	各類玩具、禮品、玩具零件及 有關配備等	香港貿易發展局 電話：(852) 2584 4333 圖文傳真：(852) 2824 0026
一月十九日至二十二日	香港時裝節'99秋冬系列	香港會議展覽中心	各款秋冬時裝、飾物及 服裝配件	香港貿易發展局 電話：(852) 2584 4333 圖文傳真：(852) 2824 0026

新會員 NEW MEMBERS

普通會員 ORDINARY MEMBERS

DR醫學美容護膚品研製中心
執行董事：周鳳仙
業務：美容及護膚品製造及出口
DR Esthetic Product Research & Production Centre
Managing Director：Ms Clare Chau
Nature of business：Cosmetic & Health products
manufacturing

環球皮飾有限公司
東主：葉伯球
業務：PVC製品
Universal Leather Accessories Ltd
Proprietor：Mr Ip Pak Kau
Nature of business：PVC products

潤民有限公司
經理：陳城
業務：成衣製造及出口
Profit Manor Ltd
Manager：Mr Chan Sing
Nature of business：Garment manufacturing and
export

廣誠實業有限公司
董事：姚美娟
業務：成衣製造及出口
General Faith Industrial Ltd
Director：Ms Yiu Mei Kuen
Nature of business：Garment manufacturing
and export

贊助會員 ASSOCIATE MEMBERS

招牌專門店
經理：陳錦華
業務：廣告及招牌設計
Sign Shop
Manager：Mr Chan Kam Wah
Nature of business：Design and advertisement

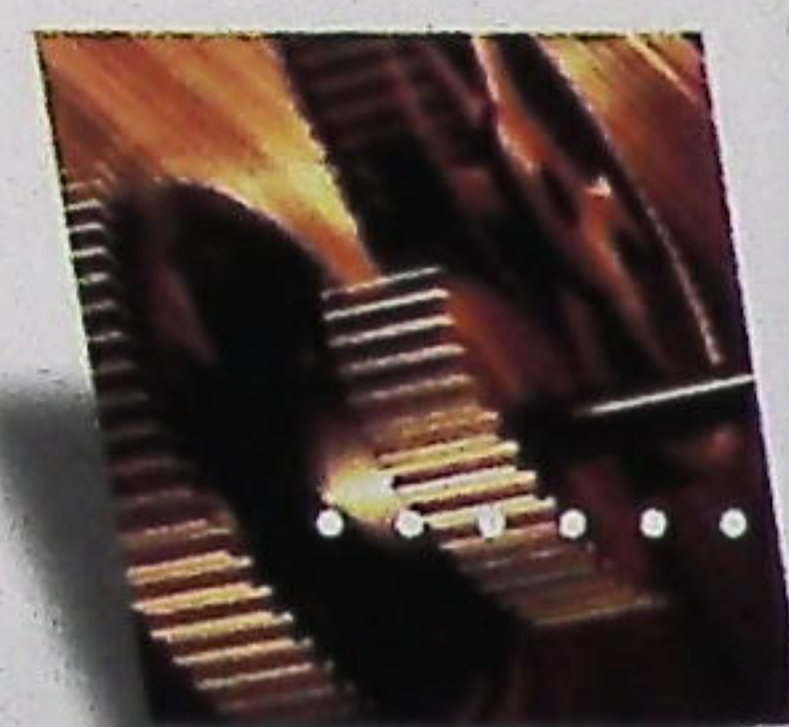
眾權有限公司
執行董事：陳瑜
業務：美容儀器及護膚品
Join Free Ltd
Managing Director：Ms Lydia Chan
Nature of business：Cosmetic and Health care
equipment

無名影室
經理：李麗英
業務：攝影服務
Vision Net
Manager：Ms Li Lai Ying
Nature of business：Photography

隆泰公司
東主：Mr Haja Mohideen, Arabi
業務：出入口
Trade Pacific
Proprietor：Mr Haja Mohideen, Arabi
Nature of business：General Trading

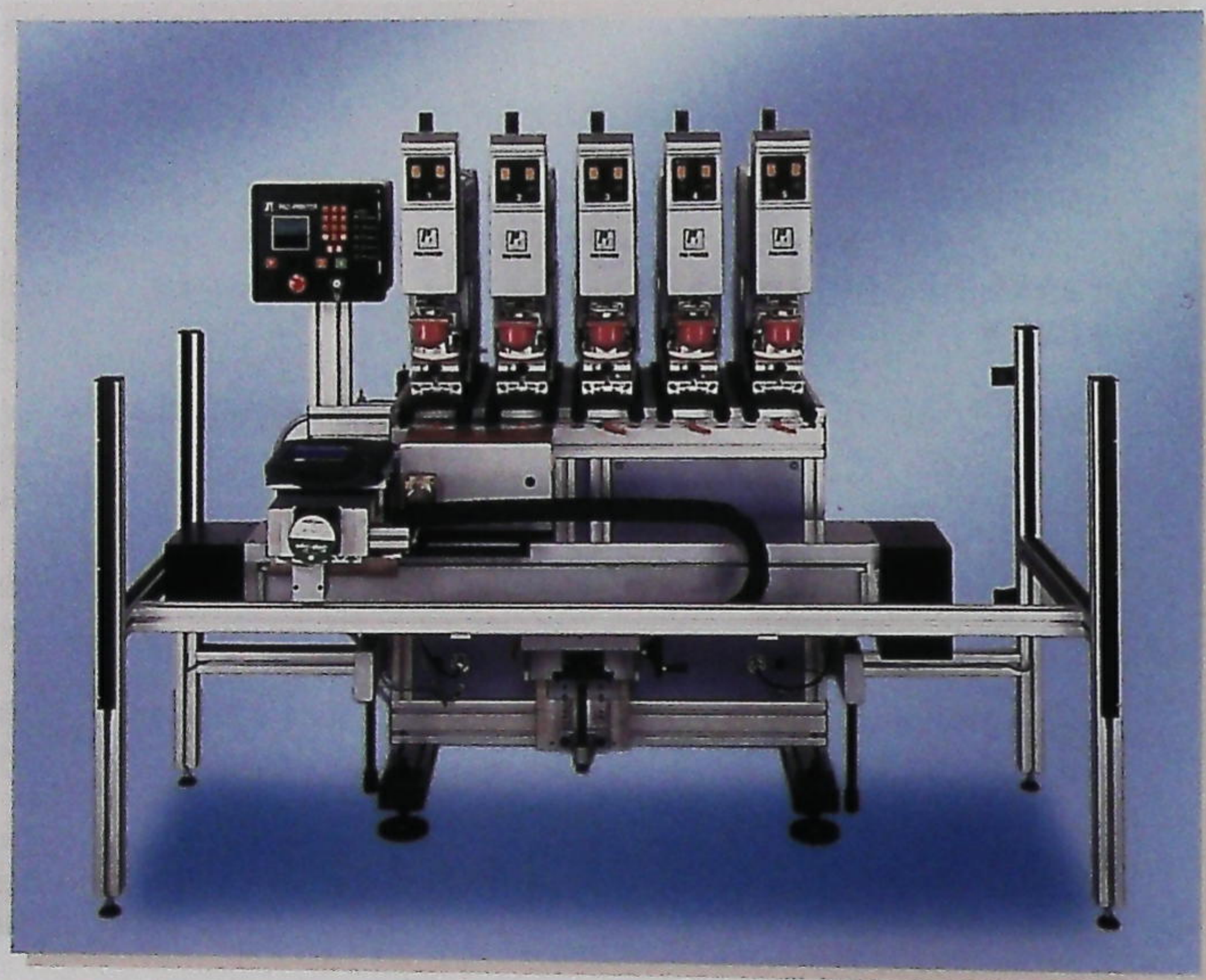
研討會／訓練課程

日期	項目	地點	主辦機構	聯絡人／電話及傳真
一九九九年 一月六至八日及十二至十三日	全球供應鏈管理	旺角銀行中心	香港生產力促進局	電話：2780 8251 傳真：2770 7902
一月八日至二十六日	屋宇設備工程證書課程 單元一：熱力、 通風及空調工程	九龍塘生產力促進局大樓	香港生產力促進局	電話：2788 5923 傳真：2788 5011
一月八日至二月九日	香港建築物法例、 指引及標準	九龍塘生產力促進局大樓	香港生產力促進局	電話：2788 5923 傳真：2788 5011
一月十一日	人際關係	灣仔職業訓練局	香港管理專業發展中心	黎景培先生 電話：2836 1828 傳真：2572 7130
一月十二日至十四日	鐘錶設計師及從業員的 創新產品設計訓練課程	九龍塘生產力促進局大樓	香港生產力促進局	電話：2788 5923 傳真：2788 5011
一月十二日至二月十一日	電力條例及電力(線路) 規例工作守則詳釋訓練課程	旺角銀行中心	香港生產力促進局	電話：2780 8251 傳真：2770 7902
一月十三日至十四日	EQ 與管理	灣仔職業訓練局	香港管理專業發展中心	Mrs P Ho 電話：2836 1824 傳真：2572 7130
一月十三日至二十日	成功求職及面試策略	九龍塘生產力促進局大樓	香港生產力促進局	電話：2788 5923 傳真：2788 5011
一月二十日	領導技巧	灣仔職業訓練局	香港管理專業發展中心	Mrs P Ho 電話：2836 1824 傳真：2572 7130
一月二十一日	營運管理	灣仔職業訓練局	香港管理專業發展中心	黎景培先生 電話：2836 1828 傳真：2572 7130
一月二十七日	解決衝突	灣仔職業訓練局	香港管理專業發展中心	Mrs P Ho 電話：2836 1824 傳真：2572 7130
一月二十八日	工作項目管理	灣仔職業訓練局	香港管理專業發展中心	黃昭欽博士 電話：2836 1930 傳真：2572 7130



1998 香港工業獎：機器及設備設計

1998 Hong Kong Award for Industry : Machinery and Equipment Design



堅毅工程有限公司之 'Alien-In-Line' 移印機

設計者：堅毅工程有限公司研究及發展部

評審委員會意見

該移印機為一多色自動移印系統，能廣泛應用於不同類型的產品上。其創新的密封式油杯，杯環以極為堅硬的陶瓷製成。由於油墨被封存於油杯與印刷板之間，當油杯向前移時，油墨被帶至蝕刻圖案，油杯向後移時則把印刷板面的油墨刮清，使油墨的調薄水揮發程度減至最低，油墨的濃度能保持穩定，免除空氣污染，同時亦簡化了更換及處理油墨的工序。油杯以特殊的自轉設計碼附於機器上，使油杯鋒口能平均地耗損及預防漏油的情況。此外，每個印刷機頭均內置速力感應自動落膠深度操控系統。

Pad Printer 'Alien-In-Line' by Kent Engineering Co Ltd

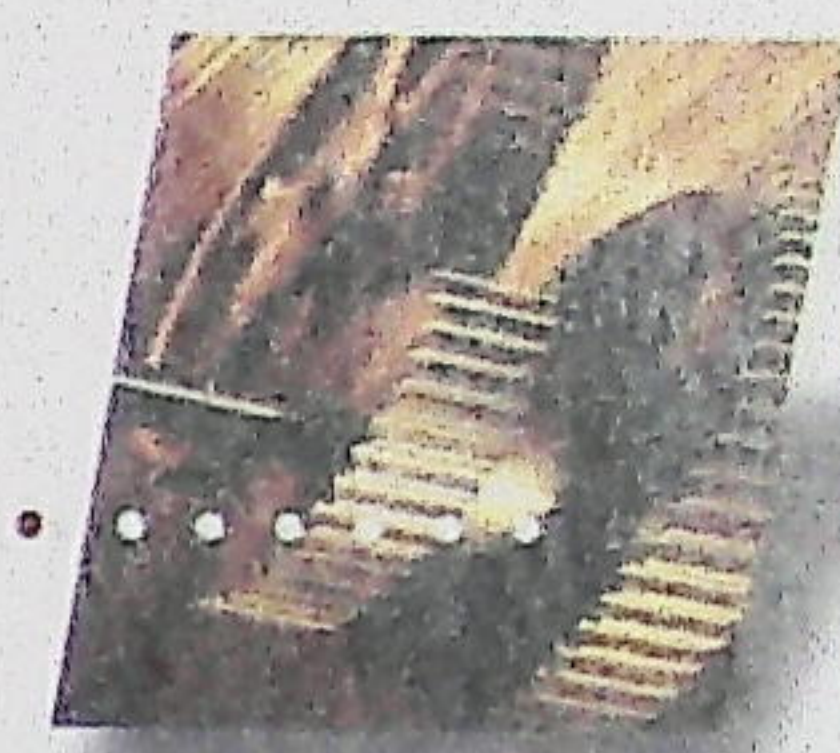
Designed by: Kent's R & D Team

Comments from the Judging Panel

The Pad Printer is a multi-colour pad-printing system for a wide range of consumer products. Its innovative sealed ink cup with a sharp ceramic bottom edge moves forward on a thin printing plate for inking and backward for cleaning the plate, resulting in minimal solvent evaporation, consistent ink viscosity, no ink contamination, simplified ink changing, and no air pollution. The cup is attached to the machine by a rotating holder to reduce uneven wear of the bottom edge while preventing ink leakage. Each printing head is equipped with a velocity sensing automatic pad stroke control.

廠商會機器及設備設計獎

CMA Machinery and Equipment Design Award



香港電腦精密模具有限公司之 雙物料牙刷工模

設計者：黎玉成

評審委員會意見

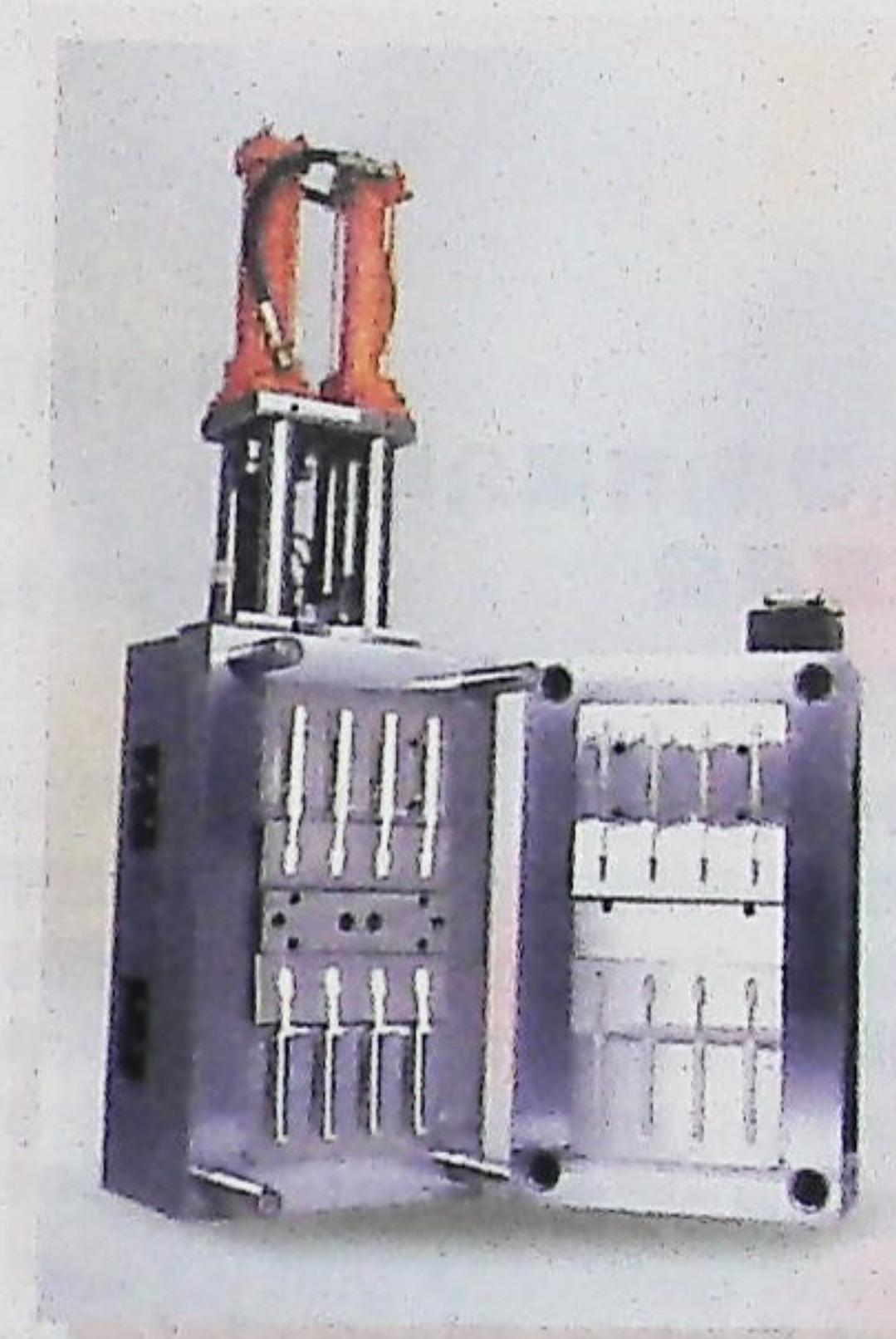
該套模具能在一個啤塑週期生產四枝雙物料牙刷。它配備了兩套熱流道系統，使兩種膠料可同步注入工模內，中間的旋轉裝置則於每一週期將成品傳送呈第二次模腔。該設計廣泛應用了電腦輔助技術、精密之加工、物料工藝及自動化概念。

Injection Mold for Dual-Material Toothbrush Handle by CIM Precision Molds (HK) Ltd

Designed by: Edward Lai

Comments from the Judging Panel

The mold produces four pieces of dual-material toothbrush handle in one injection cycle. It utilizes two hot-runner systems for simultaneous injection of two plastic materials into the mold, and a rotary system to place plastic parts automatically onto the secondary molding position. The design requires comprehensive use of computer-aided technology, precision engineering, material technology and automation theories.



嘉訊通有限公司之 CF328裝配線生產監察系統

設計者：何焯輝

評審委員會意見

該系統是專為管理工廠裝配線而設計。以智能卡作為員工身份證明、資料傳送及記錄媒體的創新應用，能有效地監察和分析每一個工作崗位以至個別員工的生產力及上崗出勤狀況。

CF328 Assembly Line Productivity Monitoring System by Kar-Info Co Ltd

Designed by: Ho Cheuk Fai

Comments from the Judging Panel

This system is designed for the management of a production line in factories or assembly plants. The innovative use of Smart Card as a communication, identification and storage medium is powerful in analysing the productivity of the workstation as well as the individual personnel.

漢機鑽岩機械有限公司之 全液壓鑽樁機HD400

設計者：漢機鑽岩機械有限公司
設計及技術開發部門

評審委員會意見

該鑽樁機是為進行廣泛的鑽樁及地基工程而設計。鑽樁機上配備獨有之摺疊式桁架，可於15分鐘內伸展長達24公尺，把鑽桿接駁之數目大為減少，同時顯著減低了運作時間及成本。該鑽樁機更備有最先進之液壓技術，包括負載感應動力輸出裝置。



Hydraulic Drilling Machine HD400 by HD Engineering Ltd

Designed by: Research and Development
Department of
HD Engineering Ltd

Comments from the Judging Panel

The machine is designed for piling and foundation industry to perform a wide range of drilling operation. Its unique folded mast can be erected to nearly 24m within 15 minutes which minimizes the number of drill extensions, thus reduced the cost and time involved significantly. It also incorporates the latest hydraulics technology with load sensors to provide on-demand power sensing.



廠商會機器及設備設計獎

CMA Machinery and Equipment Design Award

業勤精機(香港)有限公司之 雙物料注塑系統

設計者：黃業勤

評審委員會意見

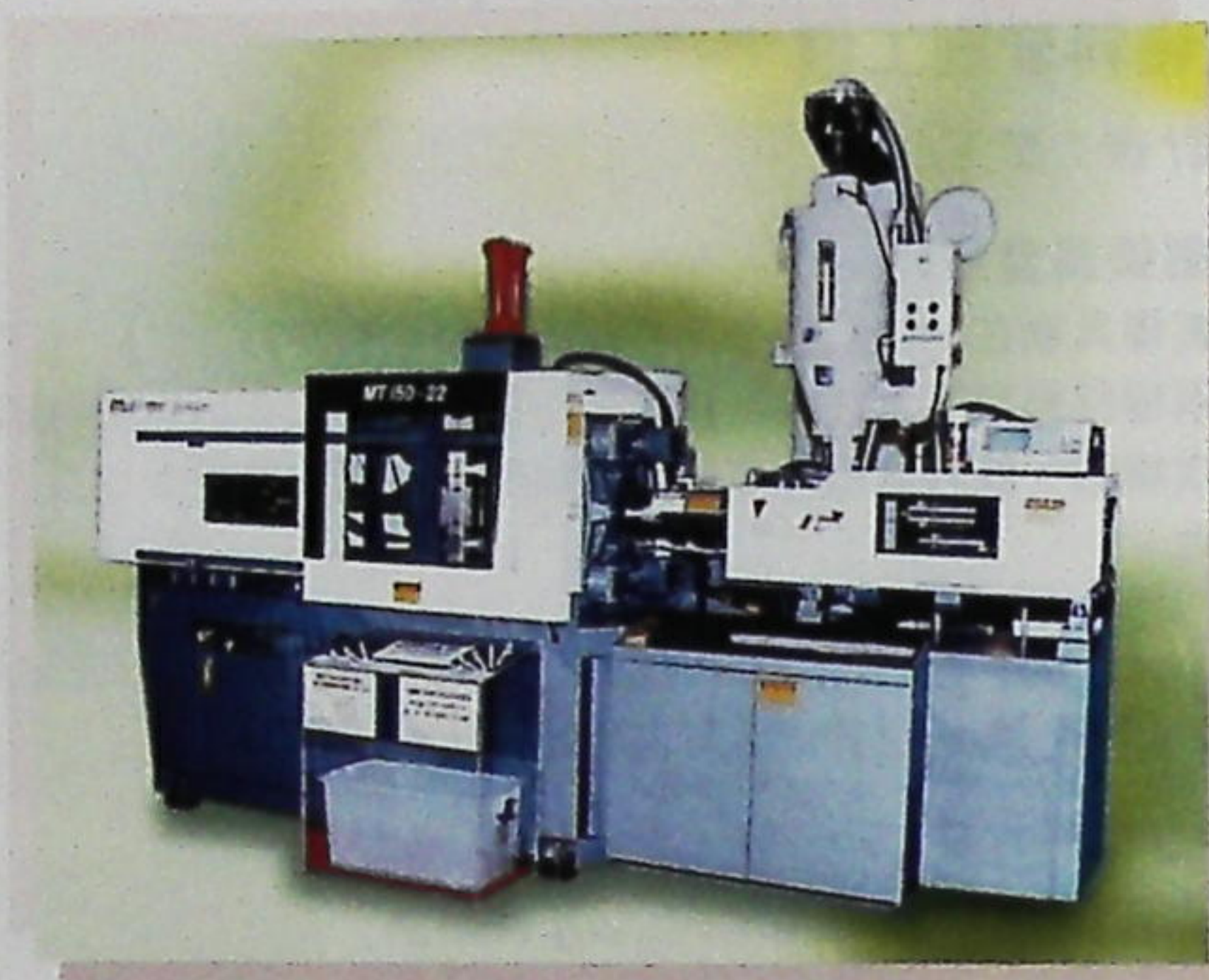
這套雙物料注塑系統是由一台雙注射系統的注塑機和一套旋轉模具組合而成。在單一注塑周期內，可生產包括兩種不同塑料和顏色的製品。旋轉模具的應用，使該注塑機的體積大幅減少，而注塑周期則縮短至一半。該注塑機提升了香港廠商的競爭能力，以合理的成本製造高增值的雙色和雙物料產品。

Multi-Mat System Plastic Injection Molding Machine by Y K SEIKI (HK) Ltd

Designed by: Wong Yip Kun

Comments from the Judging Panel

The machine composes of two injection units and a rotary mold to produce products with two different materials and colours in one operation cycle. The rotary motion of mold cavity transfer minimizes the machine's space requirement and molding cycle time. It enables Hong Kong molders to mold high-value-added multi-material, multi-colour products at very competitive price.



瑞柏科技有限公司之 電子貨幣通

設計者：瑞柏科技 — 研究及開發部

評審委員會意見

電子貨幣通乃可安裝於任何消費地點的自助終端。除有專為電子貨幣而設的功能，還能為各類電子貨幣提供銀行自動櫃員機，以至繳費等服務。其優勝之處包括優美的外型、體積纖巧、容易使用及安裝等。該終端機屬本地設計，為少數在亞洲地區獲得國際性認可的同類型產品。

UEMM (Universal Electronic Money Manager) by Spectra Technologies Co Ltd

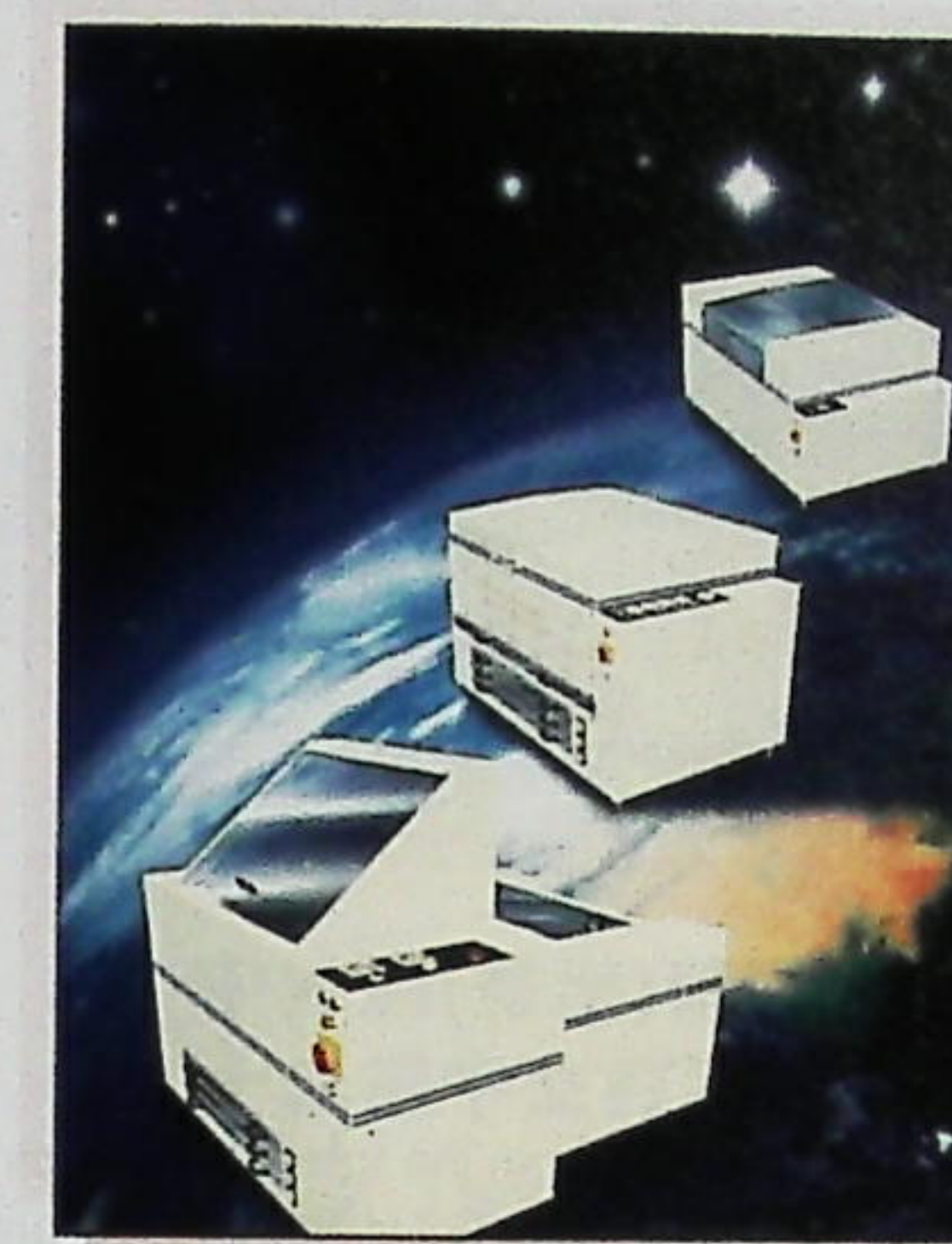
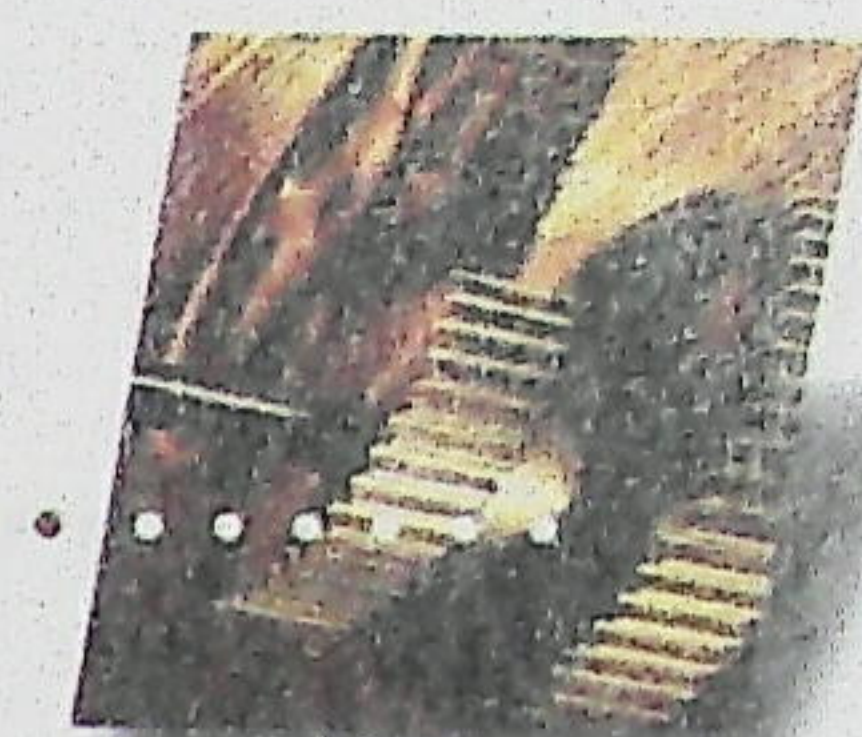
Designed by: R & D Team of the Spectra Technologies Co Ltd

Comments from the Judging Panel

The Universal Electronic Money Manager is a self-service POS Financial Terminal for reloading of all kinds of E-cash, providing all kinds of E-money ATM functions and settling payments. It has many attractive features including trendy outlook, compactness, user-friendliness and minimal installation requirements. The terminal is locally designed and is among the very few in Asia to be recognized internationally.

廠商會機器及設備設計優異證書

CMA Certificate of Merit in Machinery and Equipment Design



軟版印刷技術(香港)有限公司之 雙子星全自動清洗裝置

設計者：周志明、周志誠、黃偉文

評審委員會意見

此裝置的特點為採用各自配備獨立彈簧的多件毛刷；而毛刷並以雙向刷動。它能因應不同版材厚度自動調節蝕刻壓力。而全密封機身設計則使溶劑的揮發減至最少。

Gemini Automatic In-Line Processor by Flexography Technology (HK) Co Ltd

Designed by: Chow Chi Ming, Chow Chi Shing Andy, Wong Wai Man

Comments from the Judging Panel

The processor incorporates a segmented brush design supported by compressible springs and brushing actions of both longitudinal and lateral motions. It accommodates easily to different plate thickness and is totally enclosed to minimize solvent vaporization.

萬力半導體香港有限公司之 引線框內IC測試操作機

設計者：羅耀淦、余康成、何國強、吳振邦、高建豪、李柏樹、杜偉樂、伍才偉

評審委員會意見

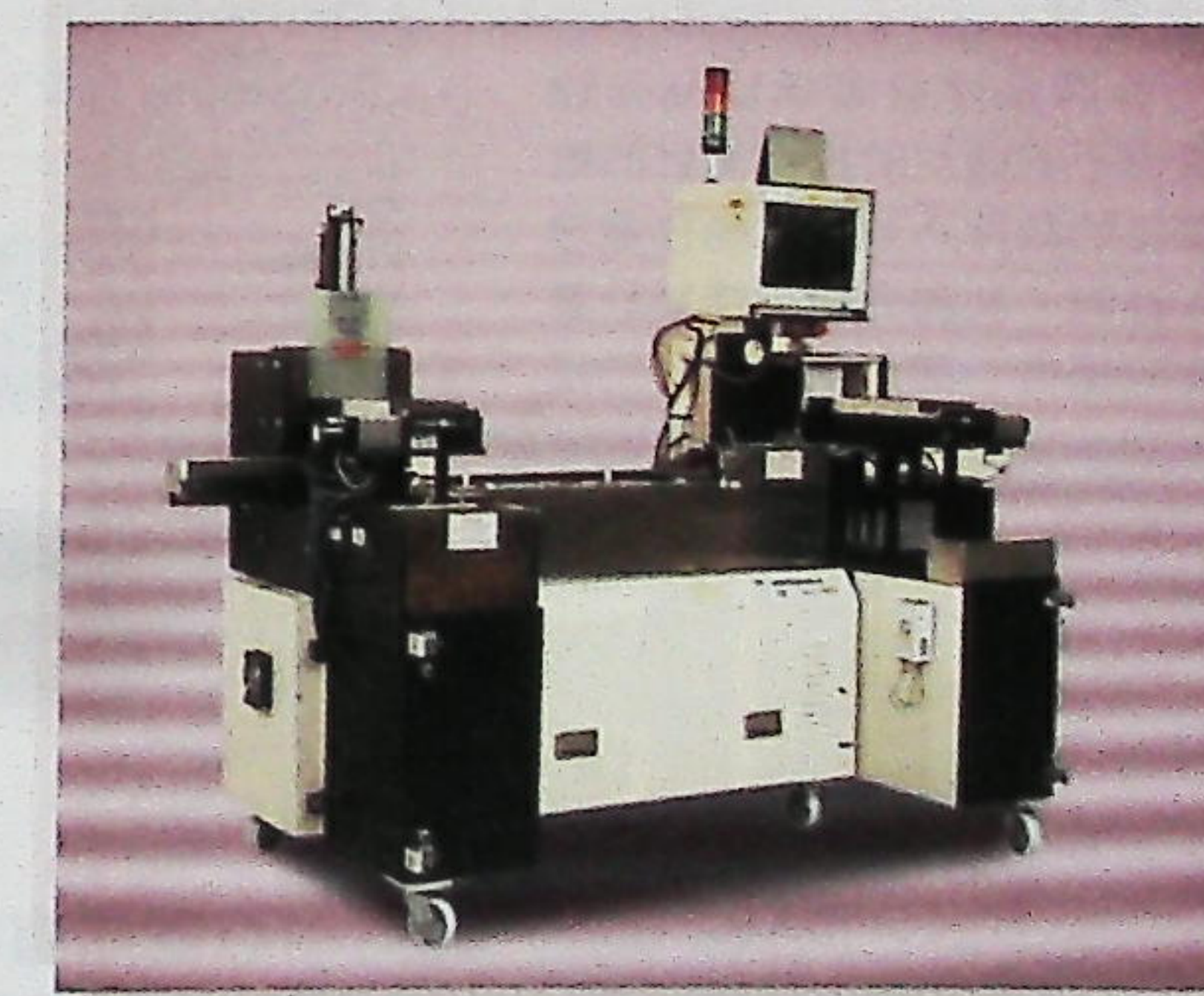
該機器的特點是在切腳及屈腳工序前的引線框內為半導體集成電路(IC)進行測試。與該機器連接的測試機可同一時間進行四粒(或以上)的集成電路的並行測試，以增加整體生產效率。

Test On Leadframe Handler by Motorola Semiconductors HK Ltd

Designed by: Y K Law, Simon She, K K Ho, Dennis Ng, Simon Ko, P S Lie, Ben To, C W Ng

Comments from the Judging Panel

The machine features testing of ICs while still connected to the common leadframe before the Trim/Form process. It docks with an electronic tester which conducts parallel test of four (or more) ICs at a time to increase the overall throughput efficiency.





廠商會機器及設備設計優異證書

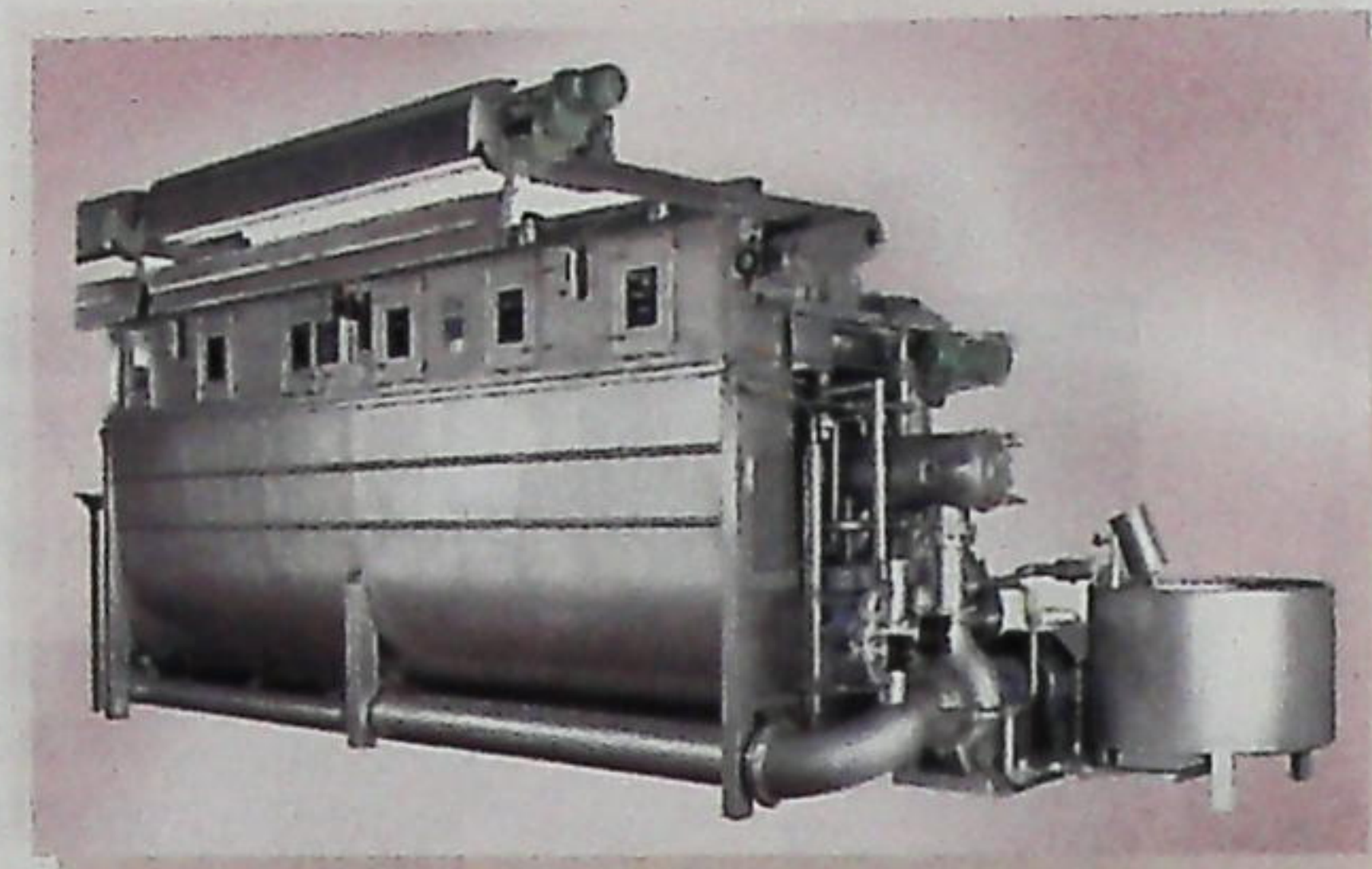
CMA Certificate of Merit in Machinery and Equipment Design

立信染整機械有限公司之 立信常溫溢流染織機GN18

設計者：立信染整機械有限公司

評審委員會意見

該染色機使用特別的液體收集系統，將織物中過剩的染液引離至染液收集處再作循環，以增加每缸的循環率，並達至更均勻的染色效果。此系統亦同樣應用於洗水過程，以提高效率和節省用水。



Fong's Atmospheric Overflow Dyeing Machine Series GN18 by Fong's National Engineering Co Ltd

Designed by: Fong's National Engineering Co Ltd

Comments from the Judging Panel

The machine utilizes a special collecting system to displace and return excess liquid from the fabric to flow circulation to increase bath turnover rate and a more even colour shade. The same system is used in the rinsing process to enhance efficiency and lower the consumption of water.

建築通軟件(香港)有限公司之 建築通投標軟件

設計者：楊偉全

評審委員會意見

該系統是一套專為建築業承建商而設計，用以處理不同類別的投標項目的軟件。該套獨特的軟件乃為承建商在處理投標、成本控制、利潤分析、糧單計算及工程預算時提供一個全面自動化的操作系統。



Visual QSM 98 - Tender Win System by QSM Systems (HK) Ltd

Designed by: Yeung Wai Chuen John

Comments from the Judging Panel

The system specialized in the production of BQ Tender customized for the contractors in the construction industry. This is a very unique product which provides an automatic mechanism for the estimation and tracking of costs, markups as well as post-tender budgeting.



國際信息網絡有限公司及 中興(科技)貿易發展有限公司之 Skylink-Keli 986MX終端專用芯片(集成電路)

設計者：張永新

評審委員會意見

此芯片集成了設計帶漢字顯示的終端設備所需要的所有主要電路及器件。其簡化的設備設計提高了可靠性及降低成本，特別適合亞洲方塊字語系國家使用。

Skylink-Keli 986MX Video Display Terminal ASIC by Globalnet Information Ltd & Sino Link (Technology) Trading and Development Co Ltd

Designed by: Cheung Wing Sun

Comments from the Judging Panel

This ASIC chip integrates all the necessary support circuits in designing various Asian language video display terminals. It also demonstrates the attractive features of cost and space reduction.

廠商會機器及設備設計優異證書

CMA Certificate of Merit in Machinery and Equipment Design



中外通(香港)有限公司之 十二鍵中文打字智慧鍵盤

設計者：鄭瑞光

評審委員會意見

該鍵盤依標準筆順的中文打字系統融合在英文鍵盤中。其輸入系統乃基於十二個「中文筆態字母」的概念，而其軟、硬件設計能提供快速字元索引及兼容其他多種輸入法。

Dragonkey Chinese Character Typing Keyboard by Well Being Electronics (HK) Ltd

Designed by: Raymond Wu

Comments from the Judging Panel

The keyboard integrates the innovative Chinese and traditional English character typing system with the input method based on 12 strokes kinesthetic concept. The integration of software and hardware allows quick search for characters and compatibility to other input methods.

香港生產力促進局之 電腦數控非接觸式三維掃描機

設計者：呂新榮、李利民、陳志誠、鍾志強、梁漢賢、
王智才

評審委員會意見

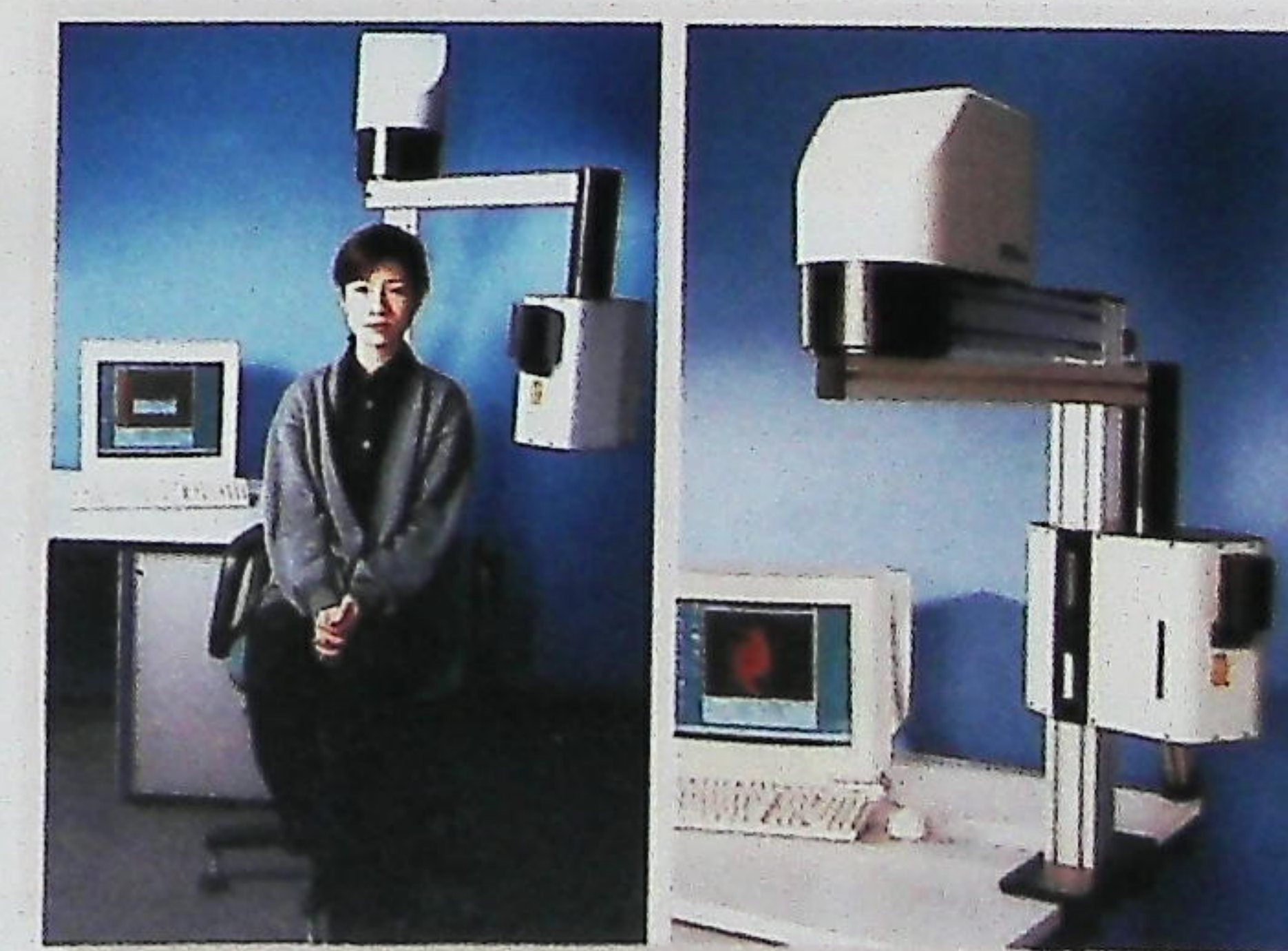
該掃描機採用先進的非接觸式光學方法，結合智能電腦數控技術，以激光掃描物體之表面，轉化為立體數據，然後建立三維電腦模型。該掃描機可在三十秒內對包括人面輪廓等複雜物體進行快速掃描。

Non-Contact Three Dimensional Scanner by Hong Kong Productivity Council

Designed by: S W Lui, L M Li, C S Chan, Chris Chung, Patrick Leung, C C Wong

Comments from the Judging Panel

The innovation of the scanner is the use of computer technologies and smart electronic control to measure three-dimensional objects by advanced optical design. The apparatus can measure any three dimensional objects including human faces within 30 seconds.



HKCAS

THE NEW ACCREDITATION SCHEME FOR CERTIFICATION BODIES

香港認證機構 認可計劃



On 2 November the Industry Department of the Hong Kong SAR Government launched the **Hong Kong Accreditation Service (HKAS)**, which will be responsible for the operation of the long established **Hong Kong Laboratory Accreditation Scheme (HOKLAS)**, as well as the newly introduced **Hong Kong Certification Body Accreditation Scheme (HKCAS)**.

Initially HKCAS will cater for Certification Bodies providing ISO 9000 certification services. An HKCAS accreditation conferred on a Certification Body is an official recognition that the Certification Body is complying with the relevant international standards. The purpose of HKCAS is to create a fair competitive environment under which Certification Bodies can operate in Hong Kong, and to provide added assurance on the integrity of ISO 9000 certificates issued by local Certification Bodies.

香港特別行政區政府工業署於十一月二日成立香港認可處，本處是由成立已久的「香港實驗所認可計劃」及新推出的「香港認證機構認可計劃」組成。

「香港認證機構認可計劃」將為ISO 9000認證機構提供認可服務。本計劃授與認證機構的認可資格乃官方正式承認該認證機構依據有關的國際標準運作。本計劃的宗旨是為於香港經營的認證機構開創公平的競爭環境，並加強本地認證機構簽發的ISO 9000證書的全面保證。

Hong Kong Accreditation Service 香港認可處

Industry Department, 36/F, Immigration Tower, 7 Gloucester Road, Wan Chai, Hong Kong
工業署·香港灣仔告士打道七號入境事務大樓三十六樓
Tel. 電話: 2829 4878 Fax. 傳真: 2824 1302
E-mail 電郵: hoklas@id.gcn.gov.hk Website 網址: <http://www.info.gov.hk/id/hoklas>

E D I T O R I A L

Ministry of Finance and State Administration of Taxation in the People's Republic of China announced the "Circular of the State Council Concerning Measures for Tax Exemption, Offset and Refund of Export Goods Managed by Production Enterprises or Agencies by Agreement" earlier this year. The taxation policy, which will be enforced on 1 January, 1998, stipulates that manufacturing enterprises with operation rights of imports and exports will be required to pay an export value-added tax.

According to the circular, a 17% value-added tax is usually levied on industrial products while the tax refund of export goods is 9%. Thus, in real term, enterprises pay a 8% value-added tax of export goods. Since a majority of Hong Kong manufacturers with investment in the Mainland are export enterprises, the new export taxation policy will tremendously increase their operation cost. In addition, the Hong Kong manufacturers, particularly those with investment in the River Pearl Delta, have increasingly weakened their competitiveness in the international market under the thump of Asian financial turmoil and strong Hong Kong dollar and RMB. The new policy will be harmful to them, compelling them into the threat of collapse and giving a direct blow to the continued economic development in the Mainland.

In view of this, the CMA, Hong Kong Rubber and Footwear Manufacturers' Association, Federation of Hong Kong Garment Manufacturers, Hong Kong Chinese Textile Mills Association and Hong Kong Plastic Material Suppliers Association have jointly submitted a comprehensive proposal based on the opinion of member companies. The proposal indicates that the new policy for "Tax Exemption, Offset and Refund" stipulates foreign enterprises established after 1993 are required to pay a valued-added tax of export goods from 1 July, 1995. After proclaiming the policy, the authorities concerned have never really executed the above-mentioned provisions until the resolute

enforcement of the measures concerned in recent times. As individual regional governments have never informed enterprises within the regions about the enforcement of the provisions, many manufacturers have not included the valued-added tax of export goods in the production cost. In light of this we hope the taxation authorities can provide the enterprises affected with tax exemption to enable them to continue their operations.

In addition, the enterprises should be given a transition period to adapt to the new policy for "Tax Exemption, Offset and Refund", effective from 1 January, 1999 because a majority of them have not calculated the valued-added tax of export goods in the production cost. All the business associations involved also hope the authorities concerned to study possible plans to alleviate financial burden of exports and trade of foreign invested enterprises, eventually withdrawing the divergence between the valued-added tax of export goods and tax refund to realize the country's export-oriented policy.

Deputy Director of Economic Department, Xinhua News Agency (Hong Kong Branch) Mr Wang Liao Ping said that he has been very concerned about the policy and its impact on the manufacturers investing in the Mainland since he worked in the Ministry of External Trade and Economy. He clarified that the new policy is valid to the foreign invested enterprises, joint-venture and joint-cooperative enterprises, except the processing trade. He also explained the correct way of calculating the value-added tax is to multiply the 8% value-added tax rate by the enterprises' export value after deducting the cost of imported materials. As manufacturing industries such as footwear, textile, small machine-making enjoy a 11% of tax refund rate, so these enterprises are only required to pay a 6% the value-added tax of exported goods. He finally promised he will relay the opinions of the four associations to the State Council.



60-MEMBER CMA DELEGATION TO GUANGZHOU FOR THE OPENING CEREMONY OF THE 33RD HONG KONG INTERNATIONAL INDUSTRIAL PRODUCTS EXHIBITION



The delegates posed for a photo with Mr Lin Shu Sen (6th from left, front row) after meeting.

THE EVER-LARGEST CMA DELEGATION TO GUANGZHOU

The Association organized a delegation from October 14 to October 16, 1998 to attend the opening ceremony of the "33rd Hong Kong International Industrial Products Exhibition", which was held at the Guangzhou Super Show Centre on October 16. The delegation also attended the opening ceremony of the 84th Chinese Export Commodities Fair and participated in other related activities.

The 60-member delegation was led by the CMA President Mr Herbert Liang; with Executive Vice-President Mr Leung Nai Wing; Vice-Presidents Mr Yip Hing Chung, Mr Chan Wing Kee, Mr Jose Yu, Dr M.W. Lui, Mr Lin Fai Shat, Mr Lo Man Tuen, Mr Eddie Lu; Assistant to President Mr Lam Hok Po as the deputy leaders. Other delegates included Executive Committee Members Mr Samuel Hsu, Mr Joseph Lau, Mr Choi Hin To, Mr Chow Yun Sheung,



CMA President Mr Herbert Liang (left) led a high-level delegation to Guangzhou from October 14 to 16. The delegation visited Mr Lu Rui Hua (right), Governor of Guangzhou, Guangdong Province on October 15.

Dr Chiu Chun Bong, Dr David Wong; General Committee Members Mr Alexander Lo, Mr Chan Kim Sing, Mr Donald Chow, Mr Edward Wong, Mr Joseph Sin, Mr Fung Yuen Hon, Mr Mak Hung, Mr Francis Cheng, Mr Paul Chu, Mr Steve Lau, Mr Johnny Li, Mr Lee Ming Sang, Mr Fung Chow, Dr Liu Han Qin, Mr Chui Siu Chuen, Mr Lam Mo Nam, Mrs Anna Pao Sohmen; CMA Ladies Committee Chairman Mrs Cecilia Chow, Vice-Chairmen Mrs Liang Lee Fung Ching, Mrs Sin Lou Wen Ying, Treasurer Mrs Chow Lo Mi Chi, General Committee Members Mrs W.F.Lam, Mrs S.Y.Chui, Mrs Wong Lee Ching Pak; CMA Youth Committee Chairman Mr Gilbert Choy, Treasurer Mr Franki Fung, and General Member Marvin Hsu; and members from the Secretariat.

The delegation arrived in Guangzhou on the evening of October 14. The leader and deputy leaders attended a dinner reception hosted by the China Council for the Promotion of International Trade (CCPIT) Guangdong Sub-Council including Chairman Mr Xu Dezhi, Vice-President Mr Tang Zhuotian and Mr Chen Yaohuan.



CMA President Mr Herbert Liang (2nd from right) posed for a photo with other guests at the opening ceremony of the 84th Chinese Export Commodities Fair on October 15.



Honorable guests including (from left to right) Secretary General of Party Committee of the Guangdong Mr Li Zhengchun, CMA President Mr Herbert Liang, Governor of Guangdong Province Mr Lu Ruihua, Vice-Minister of the Ministry of Foreign Trade and Economic Cooperation P.R.China Mr Sun Zhenyu, Member of Standing Committee and Secretary General of Guangdong Provincial Party Committee Cai Dongshi and CMA Vice-President, Chairman of the Organizing Committee of the 33rd Hong Kong International Industrial Products Exhibition Mr Leung Nai Wing officiate the opening ceremony.

84TH CHINESE EXPORT COMMODITIES FAIR

On the morning of October 15, the delegation attended the opening ceremony of the 84th Chinese Export Commodities Fair. CMA President Mr Herbert Liang was invited to address at the ceremony. Following the opening ceremony, the delegation attended a lunch reception hosted by the Guangdong General Chamber of Commerce which was held at the Garden Hotel for the celebration of the 84th Chinese Export Commodities Fair. Later in

the afternoon, the delegation visited the Governor of Guangdong Province Mr Lu Ruihua and the Mayor of Gaungzhou Municipality Mr Liu Shusen. Both parties exchanged views on trade and economic investment cooperation between Guangdong, Guangzhou and Hong Kong. In the evening, the leader and deputy leaders of the delegation were invited to attend the dinner reception hosted by the organizer of the 84th Chinese Export Commodities Fair at the Garden Hotel.

GRAND OPENING OF THE 33RD PRODUCTS EXHIBITION

On the morning of October 16, the delegation attended the opening ceremony of the "33rd Hong Kong International Industrial Products Exhibition" which was held at the Gaungzhou Super Show Centre. A number of prominent Chinese official leaders were invited to attend the ceremony. They included Member of the Political Bureau of Communist Party of China, Secretary General of Guangdong Party Committee Mr Li Changchun, Governor of Guangdong Province Mr Lu Ruihua, Chairman of the Political



The delegation also visited Mr Lin Shu Sen (4th from right), Mayor of Guangzhou on October 15. CMA President Mr Herbert Liang (5th from left) presents a souvenir to Mr Lin Shu Sen on behalf of the delegation.

Consultative Conference of Guangdong Province Mr Guo Rongchang, Vice-Minister of the Ministry of Foreign Trade and Economic Cooperation, P.R.China Mr Sun Zhenyu, Vice-Director of Xinhua News Agency (Hong Kong Branch) Mr Ulan Mulun, Member of the Standing Committee, Secretary General of Guangdong Provincial Party Committee Mr Cai Dongshi, Vice-Chairman of the Political Consultative Conference of Guangdong Province Mr Peng Yuxian, Mayor of Guangzhou Municipality Mr Lin Shusen, and other senior official leaders.

CMA President Mr Herbert Liang and Chairman of the CCPIT Guangdong Sub-Council Mr Xu Dezhi gave the welcoming remarks at the ceremony, followed by CMA Executive Vice-President & Chairman of the Standing Committee of the Exhibition Mr Leung Nai Wing who made a short speech to thank the support of various organizations. More than 400 people attended the opening ceremony including the guests, press and visitors.

After the opening ceremony, CMA held a luncheon in Oriental Resort. Over 50 guests attended including Chairman of the CCPIT Mr Yu Xiaosong,

Vice-Director of Xinhua News Agency (Hong Kong Branch) Mr Ulan Mulun, Deputy Head of Economic Affairs Department of Xinhua News Agency (Hong Kong Branch) Mr Wang Liaoping, Chairman of the CCPIT Guangdong Sub-Council Mr Xu Dezhi, Vice-Chairman of the CCPIT Guangdong Sub-Council Mr Tang Zhuotian, Mr Chen Yaohuan, Chairman of the Guangdong General Chamber of Commerce Me Xie Taijian, Chairman of the CCPIT Guangzhou Sub-Council Mr Wu Binghui, Chief Representative of the CCPIT Hong Kong Office Mr Xu Dayou, Deputy Director of the Commission of Foreign Economic Relations & Trade of Guangdong Province Mr Liao Guoji, Director of the Commission of Foreign Economic Relations & Trade of Guangzhou Municipality Mr Tan Kecheng, Deputy Director of the Commission of Foreign Economic Relations & Trade of Guangzhou Municipality Mr Liu Dongsheng, Deputy Director of the Hong Kong Trade Development Council Mr Dennis Yau & other representatives. The three-day trip was successfully concluded and the delegation returned to Hong Kong after the luncheon.



CMA hosted a luncheon after the opening ceremony of the 33rd Hong Kong International Industrial Products Exhibition on October 16, 1998. CMA President Mr Herbert Liang (front row, 7th from right) posed for a photo with the honorable guests and other CMA representatives.



CMA President Mr Herbert Liang (2nd from right) and Secretary of Guangdong Provincial Party Committee Mr Li Changchun (2nd from left) tour around the exhibition hall after the opening ceremony.

A WIDE VARIETY OF PRODUCTS ON DISPLAY AT THE "33RD HONG KONG INTERNATIONAL INDUSTRIAL PRODUCTS EXHIBITION"

The "33rd Hong Kong International Industrial Products Exhibition" was held at the Guangzhou Super Show Centre from October 16 to October 22, 1998. The exhibition provided approximately 300 booths with a broad exhibit profile including textile, clothing, health goods, jewelry, beauty products, household products, furniture, electrical appliances, plastic goods, toys, electronic products, basic

fabricated metal products, etc. A range of programmes including wedding gown shows, singing performance, lucky draw, photo exhibition and the well-known "Miss Exhibition Pageant" were staged during the seven-day exhibition.

THE TRADITIONAL "MISS EXHIBITION PAGEANT"

The prize presentation together with the final contest of the "Miss Exhibition Pageant" were held on October 22. Judges included Deputy Director of Guangdong Cultural Bureau Ms Chen Zhongqiu, Chairman of Guangdong Dancer Society Ms Chen



The contestants of 33rd Miss Exhibition Pageant greet honorable guests at the opening ceremony.

Industrial Products Exhibition

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



The five finalists of the Miss Exhibition Pageant for the 33rd Hong Kong International Industrial Products Exhibition in Guangzhou posed for a photo with judges of the Pageant Final and CMA representatives.

Qiao, and Deputy Secretary General of the Enterprise Cultural Society of Guangdong Province Mr Sun Guoyu put their heads together to select the champion, 1st runner-up and 2nd runner-up. CMA also invited Ms May Fung Yick-mei, the 2nd runner-up of the 10th Miss Exhibition Pageant in 1952, to participate in the coronation of the winners. CMA Vice-President, Vice-Chairman of the Organizing Committee of the 33rd Hong Kong International Industrial Products Exhibition, Mr Lo Man Tuen addressed at the prize presentation ceremony. Prizes were given by Vice-Presidents Mr Lin Fai Shat, Mr Lo Man Tuen, and Mr Eddie Lu. The champion was Miss Cindy Wang of Wing Tai Garment International Ltd, the 1st runner-up was Miss Lucy Liu of Orient Forest Ltd and the 2nd runner-up was Miss Rebecca Liu of Dong-Jun (Holdings) Ltd. The winners received prizes with a

total value of HK\$80,000, HK\$50,000 and HK\$30,000 respectively. Other officiating guests included CMA General Committee Member Mr Francis Cheng, Mr Johnny Li, Mr Chao King Lin, Mr Eddy Li and Mr Chui Siu Chuen.



The 1998 Policy Address

From Adversity to Opportunity

Address by the Chief Executive
The Honourable Tung Chee Hwa
at the Legislative Council meeting
on 7 October 1998



The Hong Kong Special Administrative Region
of the People's Republic of China

The Chief Executive the Honourable Tung Chee Hwa delivered the 1998 Policy Address at the Legislative Council meeting on 7 October 1998. With the theme of "From Adversity to Opportunity", the Policy Address mainly gives a thorough account of the Government's work plan and recommendations

on promotion of economic development, investing in human capital and working for a better quality of life. All these measures aim to free Hong Kong from the hardships resulted from the Asian financial turmoil and put it back to the right track. The Government has used our reserves to put forward a number of measures aimed at easing pressure on the public and creating the conditions necessary for economic recovery. These measures include tax concessions, a rate rebate and the setting up of a fund to assist small and medium-sized enterprises. All these measures, together with the freeze on rental payments and tariffs agreed by the Housing Authority and Housing Society, add up to a total of \$35.5 billion foregone to relieve pressure on the public. In addition, the Government has promised to continue a \$235 billion investment of infrastructure, which will lay the foundation for Hong Kong's economic recovery in the next five years. The summary of the 1998 Policy Address is abstracted as follows:

POLICY IN THE ABSTRACT

I. THE ECONOMY

A. Strategies for Development

1. Innovation and Technology

Innovation and technology are important drivers of economic growth. In March this year, the Chief Executive set up the Commission on Innovation and Technology which will conduct research and give recommendations on developing Hong Kong as an Asian innovation and technology centre. In its first report in early October, the Commission's recommendations were accepted and put into the Policy Address. Mr Tung Chee Hwa pointed out that Hong Kong needed to position itself to be:

- a leading city in the world for the development and application of information technology, especially in electronic commerce and software engineering;
- a world class design and fashion centre;
- a regional centre for multimedia-based information and entertainment services;
- a world centre for the development of health food and pharmaceuticals based on Chinese medicine;
- a leading international supplier of high value-added products and components in areas where Hong Kong already excels today;
- a regional centre for supplying professional and technological talents and services; and
- the market place for technology transfer between the Mainland and the rest of the world.

To achieve this, the Policy Address suggests:

- to set up an Applied Science and Technology Research Institute to support and stimulate mid-stream research, encouraging commercialization of the basic scientific research.

- To set up an Innovation and Technology Fund with an injection of \$5 billion to finance specific projects which will contribute to innovation and technological upgrading in our manufacturing and service industries.

- To stimulate the collaboration of academic institutions and industry in research and development by awarding matching grants for cooperative research between tertiary and other institutions and industry.

- To strengthen our industries' links to the technological institutes on the Mainland to make best use of the Mainland's research strengths and turn them into commercial products.

- To consider measures which will enable employers to recruit the best professionals from the Mainland and elsewhere in the world for technological collaboration.

2. Information Technology

- To work with our Mainland counterparts for improvement in our mutual Internet links, making it easier for Hong Kong companies to integrate their manufacturing and supply operations on the Mainland.

- The Government will spend \$173 million on launching the on-line Government Electronic Services Delivery Scheme, which from 2000, will allow anyone to access public services and information 24 hours a day.

3. Chinese Medicine

- The Chinese Medicine Bill is introduced into the Legislative Council in 1999 and Registration of Chinese medical practitioners will begin in 2000.

- Through the application of innovation and technology, Chinese medicine can enhance our economic growth. An Institute for Chinese Medicine will be established to facilitate the commercialization of medical products.

B. Building on Our Strengths

1. Financial Services

- Make best use of information technology to facilitate fully automated and seamless transactions in the market.
- Study the establishment of the Financial Services Institute to examine human resources demand to cope with development's needs.
- Study proposals for a Venture Board for smaller and emerging technology companies' stocks.

2. Tourism

- To cultivate Hong Kong's image as the Asian centre of arts and culture, and of entertainment and sporting events.
- The Government is planning for a new, state-of-the-art performance venue on the West Kowloon reclamation and study proposals for other major facilities.
- The Hong Kong Tourist Association will set up a Heritage Tourism Task Force which will focus on initiatives and strategy for promoting our heritage sites and visits of such destinations.
- The Government will appoint a Commissioner for Tourism for promoting Hong Kong's tourism.

3. Small and Medium-sized Enterprises

- The Government has established a \$2.5 billion Special Finance Scheme to assist our SMEs secure loans from financial institutions. The Scheme will be reviewed early in 1999.
- The Government will set up a Small and Medium Enterprises Office within the Industry Department to co-ordinate and develop supporting services for SMEs.

4. The Manufacturing Sector

- Our push towards to greater use of innovation and technology will help industries in this sector to expand and improve their production capabilities and ability to develop new products.
- The Government will help our manufacturers by, in our regular contacts with Mainland authorities, pursuing measures aimed at improving the environment for business operating in the Pearl River Delta.

5. Infrastructure

- Construction of the West Rail Phase I and the MTR Tseung Kwan O Extension will start before the end of this year.
- Construction of Ma On Shan Railway will start in 2000.
- A spur line which connects the KCR at Sheung Shui with Lok Ma Chau is planned for completion in 2004.

II. OTHER POLICIES AND PROGRAMMES

1. Land and Housing

- The Government is pushing ahead with planning and land use studies for Lantau, the Northwest and Northeast New Territories, Hong Kong Island South and Lamma Island.
- A study on the Southeast New Territories will explore the area's potential as a centre of recreation and tourism.
- The Government will review the structure and strategic functions of our inner city, with the focus on devising a mass-transit based development strategy.
- The Government will provide on average 50,000 units including public rental and HOS units for

the five years from 1997. The Government will adjust the supply of HOS units in an unstable property market.

- The Government has pledged to reduce the average waiting time for a public rental unit to three years by 2005.
- The Government will suspend the building of Sandwich Class Housing units and will continue to provide loans to the sandwich class for downpayment.

- The Government will continue to provide financial assistance to home buyers through the Home Starter Loan Scheme, the Home Purchase Loan Scheme and the Sandwich Class Housing Loan Scheme and simplify other schemes.

2. Education and Manpower Training

- In 1999 - 2000, education will continue to be the single biggest item of recurrent expenditure with a total of nearly \$44 billion.

a. Primary, Secondary and Tertiary Education

- In the subsequent four years from 1999 onward, the Government will provide grants to all public sector schools to help them draw up management programmes which will give them more flexibility, as well as greater responsibility for improving the quality of education.
- All primary school students to enjoy whole-day schooling from the start of academic year 2007-2008.
- Continue the promotion of mother-tongue teaching.
- The Government will develop the Hong Kong Institute of Education into a degree-awarding teacher training institute.

- Increase the level of direct subsidy to foster quality private schools.

- The Government has ear-marked funds totalling \$630 million to promote the use of Information Technology in education.

- The Government's policy is to admit non-local students including outstanding Mainland students to our higher education programmes to enhance our status as a regional centre for higher education.

b. Manpower Training

- To unify the existing two Technical Colleges and seven Technical Institutes by the year 2000 to form a single academic and training institution, the Hong Kong Institute of Vocational Education.

- The Government will give the Employment Retraining Board a grant of \$500 million to enable it to expand its training capacity and improve the quality of its courses for the unemployed.

3. Environment Protection

- Building more deep tunnels to collect sewage from Hong Kong Island for treatment at Stonecutters Island.
- Upgrading local sewage collection and treatment systems in many parts of the new towns, old developed areas and rural villages.
- The Government will also liaise closely with our counterparts in Guangdong with a view to planning long-term sewage treatment standards.
- The Government will proceed with the implementation of Stage II of the strategic sewage disposal scheme.

- Together with the Mainland colleagues the Government will initiate a study of the air quality in the Delta region.
- To implement a 10-year plan for waste reduction.
- The Government will carry out audits for the use of energy in our building and will publish building energy codes.
- The Government is also looking at the potential for developing waste-to-energy incineration so as to reduce our reliance on fossil fuel.

4. Health Care and Elderly Services

- Launching a pilot project to introduce a respite service, which will allow families to place their elderly parents in day care centres.
- To reduce the waiting time for elderly people applying for public rental flats to two years and for places in subsidized care homes, and provide more new subsidized places.
- To review the scope and administration of the Comprehensive Social Security Assistance Scheme for effective use of resources.
- To upgrade the pharmaceutical services provided in the clinics of the Department of Health to ensure a high quality of service.
- In 1999-2000, the Government will bring into use 853 additional beds in public hospital.

5. The Review of District Organizations

- The Government will set up a policy bureau which will be responsible for the environment and for food safety. The new bureau will provide central coordination and direction on environmental protection, environmental hygiene, waste management, food safety and nature conservation policy.

- The new bureau will be underpinned by a new Department of Food and Environmental Hygiene which assumes the responsibilities for food safety and environmental hygiene.
- The Government will develop a new administrative framework for the delivery of services with the Arts Development Council and the Sports Development Board before the end of 1999.
- The Provisional Municipal Councils will be removed at the end of 1999.

6. Civil Service

- Through an Enhanced Productivity Programme, departments and agencies will be required to forward proposals for new or improved services without giving them additional financial resources.
- Managers will be required to deliver productivity gains amounting to 5% of their operating expenditure between now and the year 2002.
- To adjust civil service entry pay to ensure broad comparability with that in the private sector.

CMA's VIEWS

1. The Association supports the second Policy Address presented by the Chief Executive Mr Tung Chee Hwa and opines that it serves as a solid and feasible blue-print for the future of Hong Kong. It formulates the long-term development policy of Hong Kong which facilitates transformation of industry and foster Hong Kong's economic development. The Association urges the Government to make the proposals come into force.

2. The Policy Address reaffirms the policies of promoting Hong Kong's innovation and technology and provides a concrete development direction and incentive measures. To strengthen innovation and technology research and development, the Government decided to set up an Innovation and Technology Fund with an injection of HK\$5 billion. It aims to finance specific projects which will contribute to innovation and technological upgrading in our manufacturing and services industries. The Association supports the scheme. Currently, the Industry Support Fund, Services Support Fund and Applied Research Fund and funding from the University Grants Committee are provided to business sector and academics for development of innovation and enhancing technique. When setting up the Innovation and Technology Fund, the Government needs to review application requirements and vetting criteria of other funds in order to avert overlapping duties and resources misallocation. The Association hopes that the Government will very soon announce the operation of the Fund and suggests that the processing procedure should be simple enough to encourage application in order to enhance the capability of our enterprises to innovate.

3. To strengthen "mid-stream" research and development, the Policy Address proposes that an Applied Science and Technology Research Institute should be set up to achieve commercialization of technological development, enhancing Hong Kong's industry. The Association supports this proposal. The Association views that commercialization of basic technology into applied technology is a long-term investment demanding a lot of time and manpower resources. Continuous and extensive application of technological research

results cannot be achieved without the Government's direct participation and funding. The Applied Science and Technology Research Institute can play a complementary role of Government in cooperating with private enterprises. It helps train more scientific researchers with market knowledge and experience in order to speed up the application of scientific research results in production, enhancing the competitiveness of Hong Kong's industry. The Association also hopes that the Government will soon establish the institute which provides inexpensive consultancy to assist manufacturers for wider application of new technology.

4. Talented people is an important factor in developing innovation and technology. The Policy Address has also pledged that the importation of overseas technical experts is being considered for exchange of scientific research. The Association opines that importation of overseas experts at the beginning of innovation and technological development would help promote its development in Hong Kong. However, training local experts is a task of top priority in the long-term development. The remarkable achievement of scientific research in the United States and Taiwan is largely due to the corresponding policy of education and technology executed by the respective governments. Therefore, the Government should map out the policy of education and human resources that satisfies Hong Kong's needs according to the goal of overall economic development, growing and aging population. It aims to train up local technology expert and attract elite from the Mainland in order to push Hong Kong's scientific research forward to a new way of development.

5. Apart from encouraging the innovation and technology development of local industry, the Policy Address has not mentioned any other measures to assist the continued development of manufacturing or economic target. The Asian financial turmoil shows the significance of Hong Kong industrial development to stabilization of local economy. In view of this, Hong Kong economic structure needs to maintain industry to a certain extent and the Government should provide appropriate support and formulate guiding policy. The Association reiterates that the Government should consider to set up a special high level authority for industry which formulates policy and development strategy of industry and is authorized to monitor the policy execution.

6. In addition, we believe that the Government should provide a favourable environment for Hong Kong industry so as to attract more foreign investment and encourage re-investment in local industry. To create a favourable business environment, the Association gives the following recommendations:

i) Lower interest rate

The Association views that the volatility and constant high level of interest rate will actually hinder Hong Kong's industrial and commercial development. The current interest rate of Hong Kong in real term is nearly 9%, approximately 4% higher than the United States, creating financing difficulties for enterprises under circumstances of high volatility and constant high level of interest rate. To improve this, the Association urges the banks to lower interest rate to a steady level as soon as possible in order to maintain Hong Kong's stability.

ii) Provision of industrial land and plants with facilities

The Association opines that the Government should conduct a comprehensive review on industrial land use policy and re-zoning plan for

better utilization of land resources in the New Territories. Parts of arable land, on the base of needs, re-zoned to industrial land with the well-equipped modern industrial zone, will be leased out to manufacturers at low price. The Government should also provide assistance to the manufacturers in the old industrial areas of the urban areas so that they can have sufficient capital to relocate their plants to the new industrial areas.

iii) Formulation of incentive policy for more foreign investment

In luring foreign investment, the Association views that the Government needs to formulate incentive policies such as tax concession, less rigid criteria for vetting industrial land, government subsidy and tax exemption for expenditure on pay of staff responsible for research and development projects. The Government also needs to be more proactive in promoting Hong Kong to overseas countries and providing assistance to foreign investors who are interested in investing Hong Kong's industry.

iv) Review of the Credit Guarantee Scheme for SMEs

Regarding the Credit Guarantee Scheme for SMEs launched in late August, the Association considers that the application requirements should be relieved and the interest rate lowered, enabling the scheme to really benefit the SMEs with financing difficulties. In application of vetting procedure, the Government may consider using the investment amount or turnover of the enterprises that applying loan as criteria for vetting the credit amount. In respect of the interest rate, the best rate (e.g. the prime rate) provided should be lower than those of private loans from banks. In light of this, the Association views that the Government should only charge

at an interest rate lower than the prime rate on the injected 50% loan amount. Although the other 50% will be at an interest rate higher than the prime rate, yet adding both together, the lending institutions are still able to provide loans to SMEs at the prime rate. This can reduce the repayment pressure on the enterprises so that they can have adequate capital for business operation.

v) Establishment of Fund for business founding

The Association proposes the Government to set up a fund of business founding to provide financial assistance to people interested in starting their own business. The fund should be provided according to the proposals the applicants submitted and the future prospects of the business to be founded. The fund should be operated as a long period investment based on the criteria of long-term cost-effectiveness. Therefore, the fund should not be operated in a form of self-responsible for profit and loss while its expenditure can be supported by an annual injected government fund. Additionally, the fund can encourage business founding and constitute an atmosphere of solid working in the society, laying foundation for Hong Kong's industrial development.

vi) Review the fees of government and semi-government organizations

Currently, Hong Kong's economic downturn makes doing business of all sectors difficult. To help the enterprises tide themselves over, the Association urges government and semi-government organizations to review their current service fees and lower them to an appropriate level. In particular, the sewage treatment charge and trade effluent surcharge have most impact on the public and it is essential to have them re-adjusted. Moreover, the Government should also

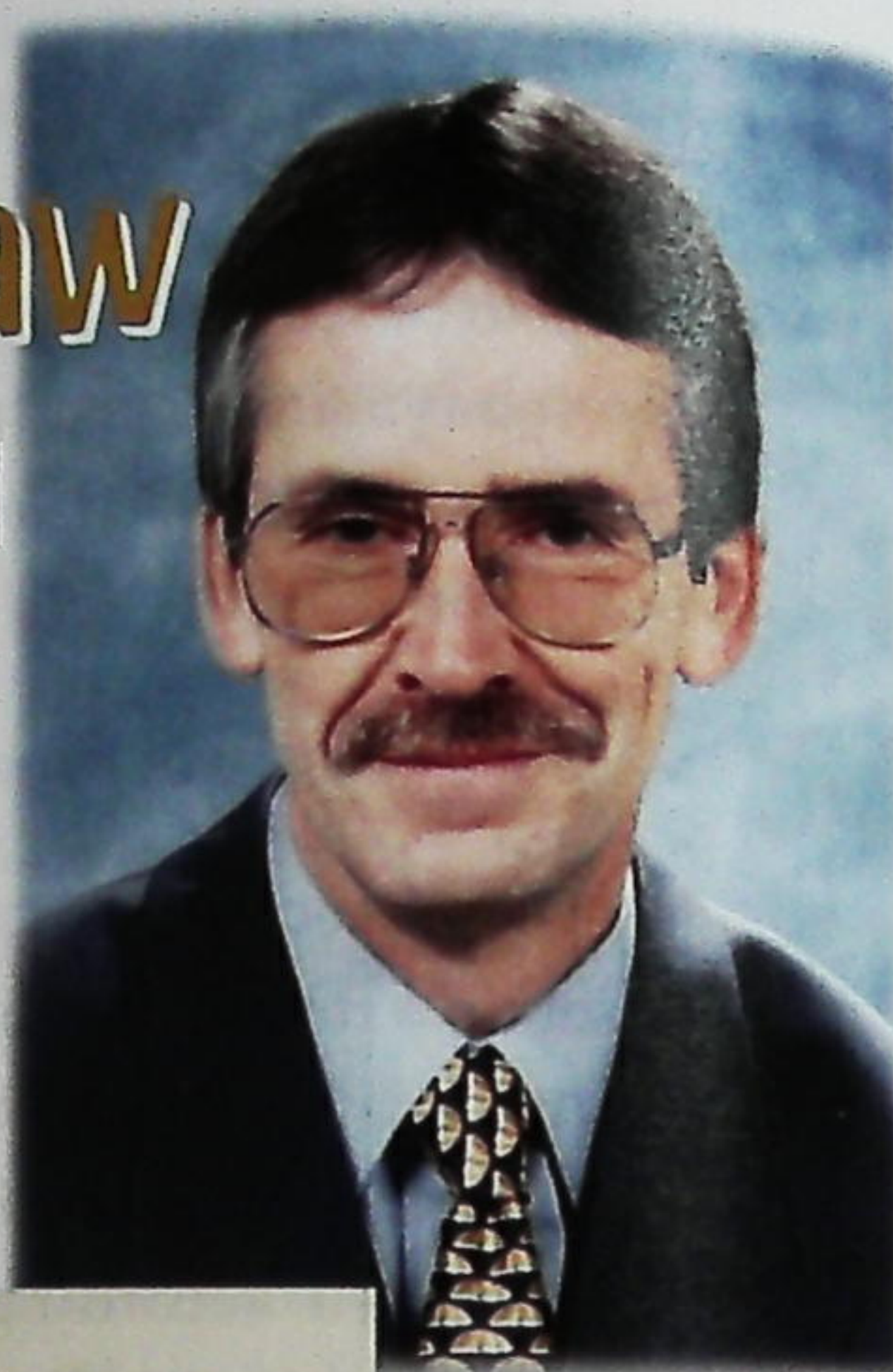
urge the Hong Kong Productivity Council and Hong Kong Trade Development Council to review their fee structures as some of their charges are too high.

7. For the private residential market, it is of top urgency for the Chief Executive Mr Tung Chee Hwa to stabilize the property price. The Association suggests to abolish the 70% of property value as mortgage ceiling in order to encourage more purchasing of private residential housing. The Association believes that it needs to maintain 70% mortgage ceiling to contain speculation in times of high property price. However, after the financial turmoil, the property price has already dropped to an affordable level and the banks will also give mortgage loans in consideration of the market price and the repayment ability of borrowers. Therefore, the Association believes that abolition of 70% mortgage ceiling will encourage more home-purchasing, thus revitalizing the property market. The Association also proposes the Government to lower the current 2.75% stamp duty. In addition, the current economic downturn has led to many vacated residential and commercial flats. In view of this, the Association proposes the Government to lower or waive the payable rates and land premium of these vacated units to help tide the owners over the economic hardship.



Mr Robert J S Law

Director of Environmental Protection Department



In his 1998 service pledge, Director of the Environmental Protection Department (EPD) Robert Law has bolstered the importance of green housekeeping. He himself, on the other hand, will take no hesitation to be a green manager and to make sure the up and running of the EPD office, heartland of the official environmental watchdog, will be all in all environmental-friendly.

"We can save some energy by modifying the ventilator but unfortunately we cannot do so in this old centralized government building. So we end up feeling cold and putting a lot of clothes on while failing to turn down the air conditioner," Mr Law says with an embarrassing grin as he reveals his latest setback.

Daunted and perhaps mildly disgruntled by the domestic air-conditioning system, Mr Law however argues that the EDP is definitely one of the greenist government departments.

The EPD office is the first batch of government arms to be computerized. The

900 terminals used were linked into a network more than a decade ago. Since then, messages have always been sent by e-mails, saving a substantial amount of scrap papers and memo sheets.

Active recycling is another norm practised in the EPD. Using both sides of the paper whenever possible is almost a house rule for the department. Every room is equipped with recycling bins to collect discarded papers. Refillable pens, fluorescent high-light pens, correction liquid, printing cartridge and virtually all other stationary are selected whenever a refillable model is available.

"The key is to be sensible in using the resources and to encourage recycling and refilling," Mr Law reiterates.

In order to create an environmental friendly workplace, Mr Law believes companies should hire conservation experts. They are professionals who can iron out detailed energy saving plans tailored for a specific industry.

"Some large cooperations also called upon environmental consultants to improve energy conservation and waste reduction in workplace. They often end up saving a lot of money from the electric bills," Mr Law says.

Having contributed to the cleaning up of Hong Kong's milieu for more than a decade, Mr Law vows he will never give in to any unscrupulous industrialists or individuals who exploit our surroundings.

The department is active in prosecuting pollution culprits. It is also responsible to hatch out new environmental protection policies.

At the moment, its most arduous task is to deal with air pollution drifting from Shenzhen. Air loaded with harmful industrial chemicals and pollutants is billowing into the Hong Kong border while millions of factories are

sprouting in neighbouring mainland cities.

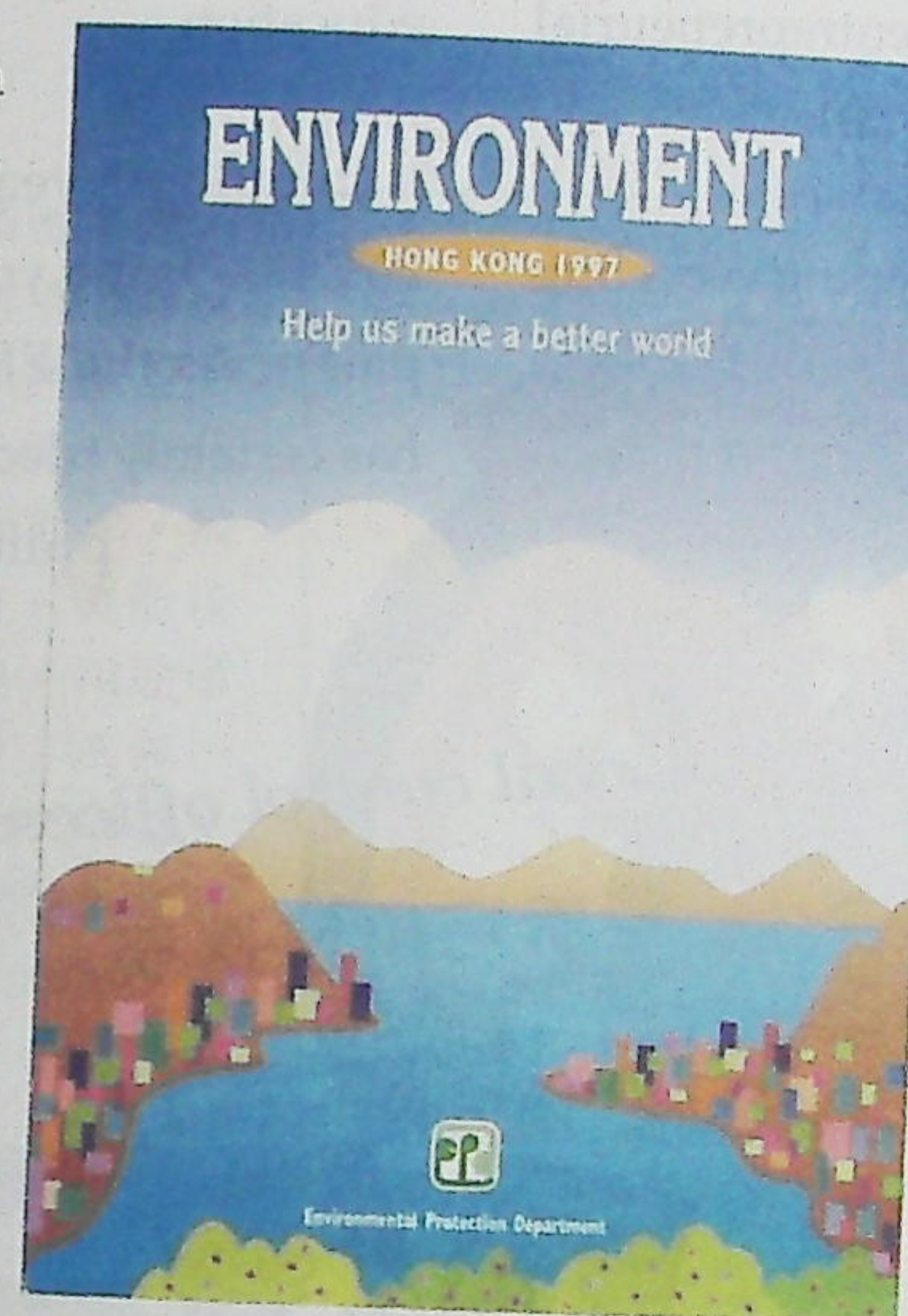
"This is very much expected as the economy continues to boom in Shenzhen and southern China," Mr Law explains. "We are working closely with mainland authorities to study the problem."

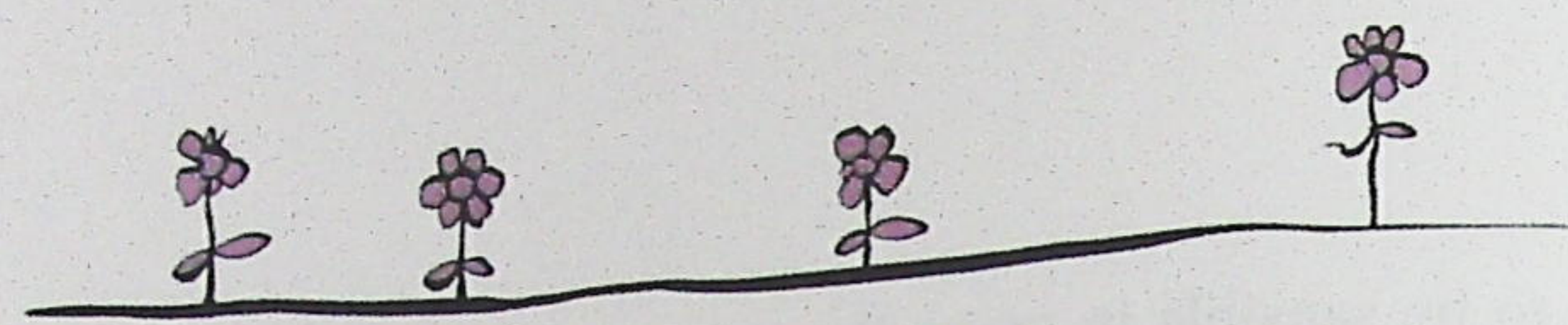
The EDP is planning to apply for research funds to investigate the trans-border pollution problems and to look for possible solutions. Constant negotiations are now taking place between environmental officials from both territories.

Another uphill challenge Mr Law encountering is to encourage the development of recycling business in Hong Kong. Last year, the trading of recycled materials such as papers, aluminum cans and plastic entities has brought into the territory \$3 billion income.

It is never easy to urge people to recycle papers and bottles as not many homes in Hong Kong can spare the space for a recycling bin, Mr Law admits.

To encourage active recycling and to arouse consciousness on environmental protection, pilot recycling schemes are held in various public housing estates. Residents can discard unwanted papers into a recycling bin installed in the lobbies.





Even though many citizens support the green movement, the next step of matching the collected materials with entrepreneurial scrap-dealers is never an easy task.

"The sticky point in developing recycling industry is that it requires specific business circumstances," Mr Law explains. "It is not a matter of just collecting and recycling the papers. You have to have the buyers who are interested in buying the scraps and recycling them into useful stuff."

"The problem is there aren't many of these kind of industries which demand recycled materials in Hong Kong," he adds.

Mr Law believes cautious planning is necessary to make recycling industry a lucrative and viable business. In Germany, lack of planning has already led to too much recycling paper chasing too little buyers. The country then ends up in shipping the extra paper to its European counterparts. A move is equally disastrous to the environment as in the case of no-recycling.

"People end up having to dump the collected paper initially intended to be recycled. There are just not enough buyers to digest the scrap paper," Mr Law warns.

To protect our environment, sensible environmental policies and stringent anti-pollution laws are essential. Nevertheless, the root of the problem is relentless waste production. A long-term solution to solve

environmental issues is to promote an environmental friendly life-style through education.

Couple of years ago, EDP launched the BYOB—"bring your own bag" education campaign. As the EPD green manager, Mr Law has certainly tried his best to stick to the BYOB philosophy. Even though, it is never easy to live up to the highest standard of a green life-style.

"We have plenty of those beige cotton-made environmental friendly bags at home," Mr Law reveals. "The reason is that we sometimes forget to bring our own bags when we go shopping. So we have to buy another."

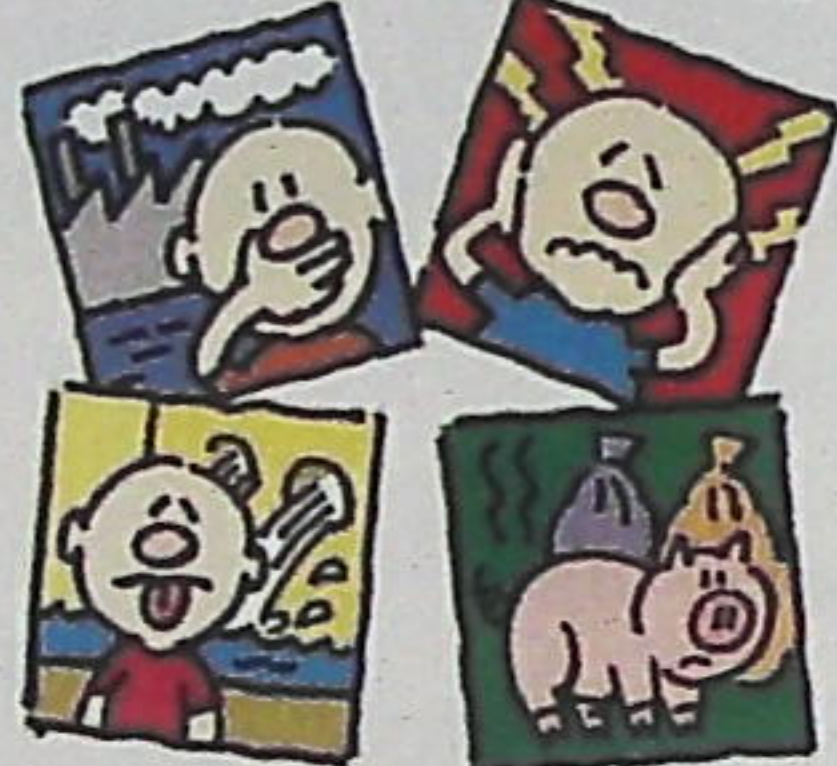
Mr Law however is not an inborn conservationist. Instead, he has developed his interest in environmental issues when he was studying the subject in the university. Subsequent position in the Australian environmental protection unit upon graduation has landed him in a career to fight for the plight of nature.

"I am a sailor. I often go sailing along the long sandy beaches back in Australia when I was young. This may have fostered my interest in the environment," Mr Law ponders. "I am not a nature lover when I was a child."

"But in the business of environmental protection, certainly no late comer is too late," he remarks.

Local control offices chapter 7

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環境保護署
Environmental Protection Department
Mission:
To protect and improve the environment and to provide for sustainable development for the benefit of present and future generations.

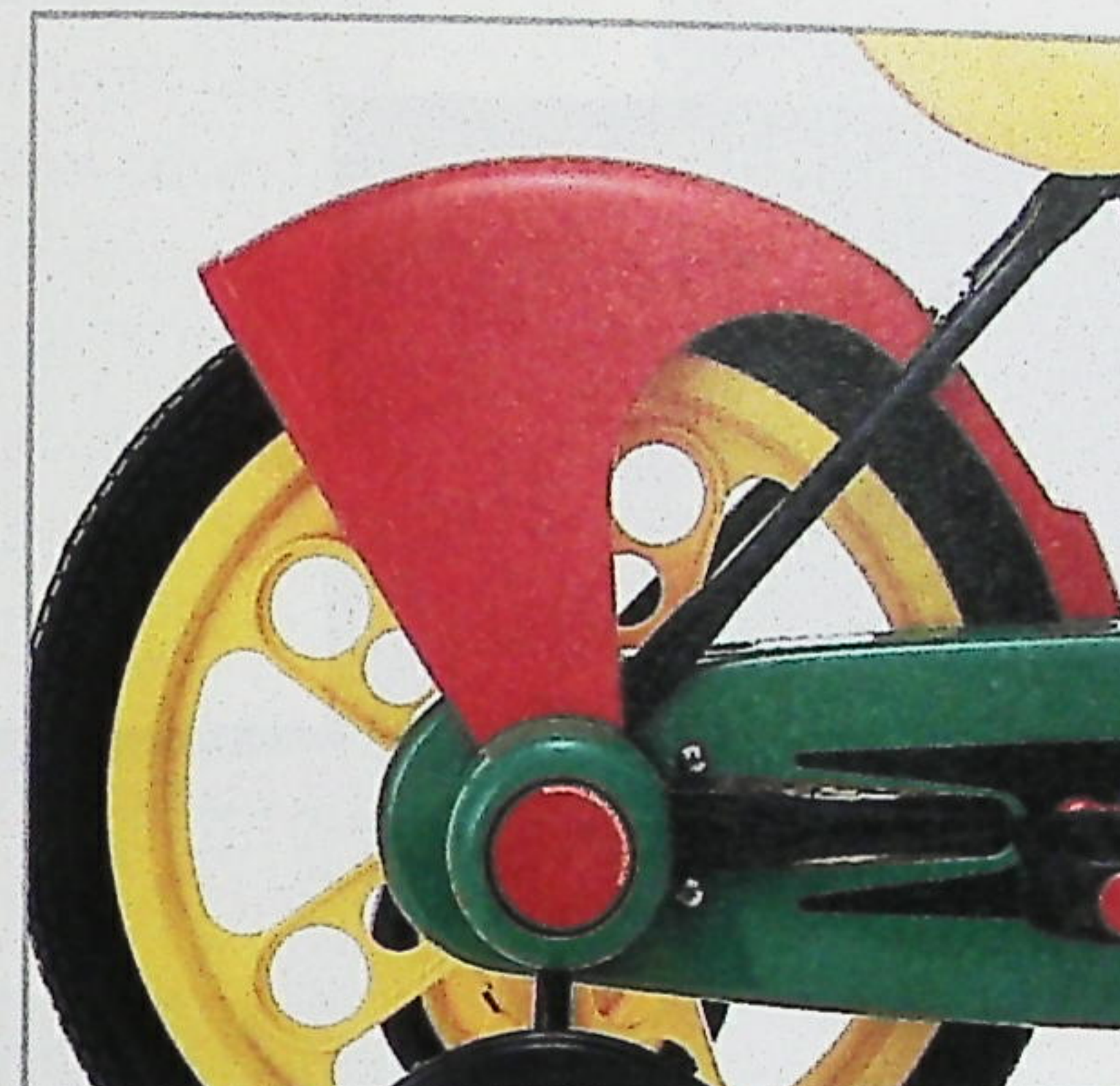
美能達色彩測量計 各行各業 ——賞「色」 電腦配色及色彩控制均可

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

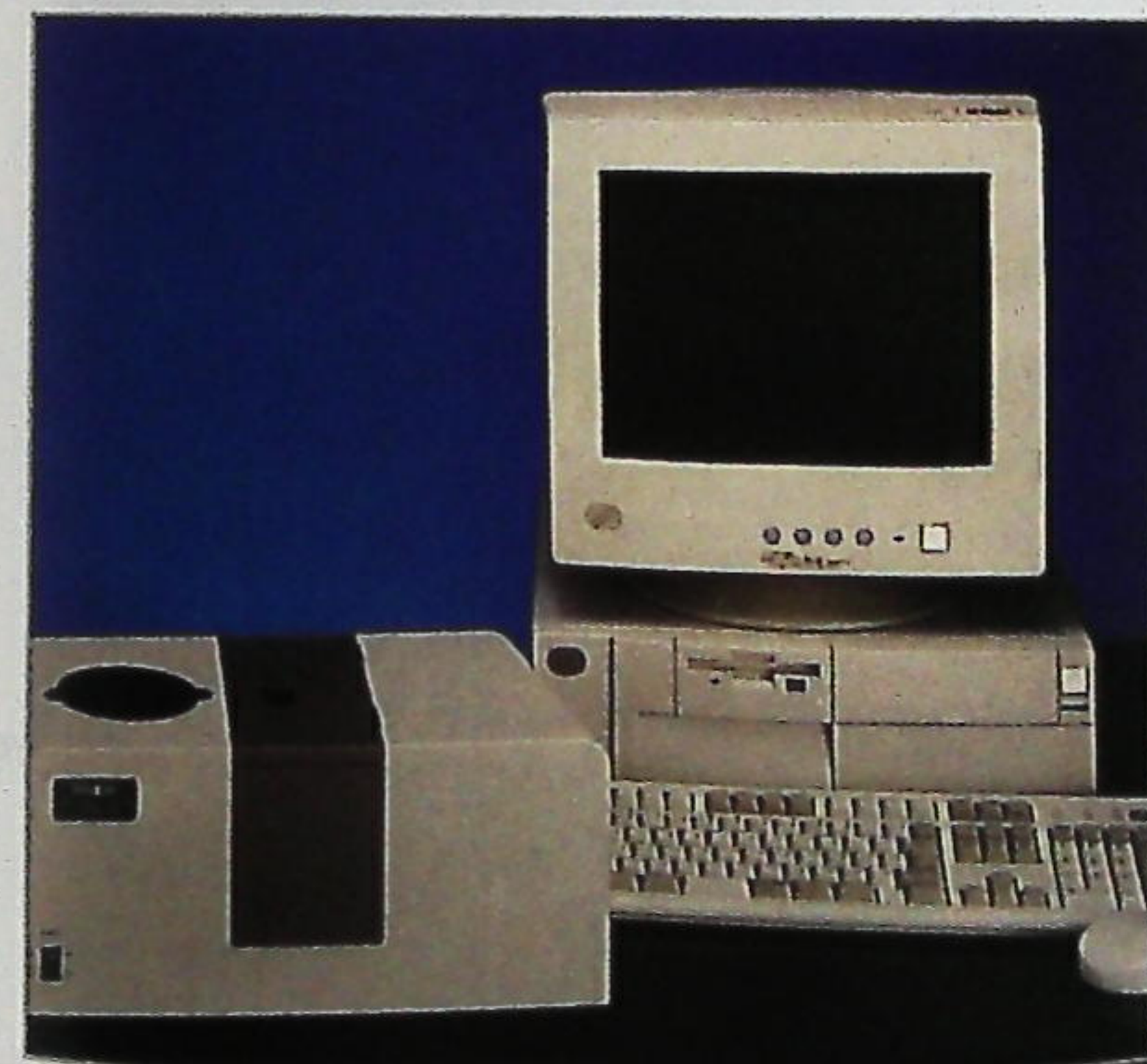
美能達 CM-2002 分光測色計，輕巧便捷，能準確測定物體的光譜反射率，最適合色彩分析及顏料配色之用。美能達 CR-300 色彩色差計，攜帶方便，用途廣泛，能瞬間提供準確色彩數據，萬無一失。美能達 CM-2002 及 CR-300，同具電腦接駁功能，可將測量資料直接輸入電腦內，進行分析處理，令效能大大增強，色彩檢定，可說無出其右！



▲ 家庭用品之外層色彩控制



▲ 塑膠業中原料與製品之色彩檢定



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ISO 9001
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▼ 製衣業中布疋與輔料之色彩控制



▲ 油漆與塗料之色彩控制



CM-2002



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HONG KONG ENTREPRENEUR CMA



BEIJING-HONG KONG ECONOMIC COOPERATION SYMPOSIUM



CMA President Mr Herbert Liang (2nd from left) delivered a speech at the "Beijing-Hong Kong Economic Cooperation Symposium" on October 12.



Mr Herbert Liang (3rd from left) was also the moderator and speaker of the Symposium "Cooperation in Enterprise Reform" which was part of the "Beijing-Hong Kong Economic Cooperation Symposium".



Mr Herbert Liang (5th from right) was invited to be one of the officiating guests of the opening ceremony.

The first "Beijing-Hong Kong Economic Cooperation Symposium", jointly organized by CMA, the Beijing Municipal People's Government and other Beijing relevant parties, as well as some local trade and industrial associations, was held successfully last year. For this year's Symposium, Mr Herbert Liang, CMA President, was invited as one of the officiating guests at the opening ceremony on October 12. He was the moderator of the symposium on "Cooperation in Enterprise Reform" at which he delivered a speech on "Reform of State Enterprises and New Opportunities for Beijing-Hong Kong Cooperation", expounding the current development of state enterprises and the direction of their reform programme.

Seminar on 'Coordinating the Management of the Factories in Hong Kong and the Mainland'

To improve production management and coordination of members' factories in Hong Kong and the Mainland, the Association organized the captioned seminar on October 22. Mr Alex Au-Yeung, Sales Director of the Softwork Limited, was invited to speak on the common difficulties arisen from computerization, as well as the effectiveness of the Manufacturing Resources Planning System II (MRP II) on areas like improving production management and reducing production cost, etc. Mr Percy Wan, Senior System Consultant, demonstrated to the participants how the aforementioned purposes could be achieved through the implementation of a computerized system for production management. Besides, data exchange of the factories in Hong Kong and the Mainland and the need for an early warning function were also introduced and explained. The seminar received enthusiastic response with over 50 members attended.



Mr Percy Wan demonstrates how data exchange of factories in Hong Kong and the Mainland works.

Dinner Reception in Honour of Beijing Delegation



CMA President Mr Herbert Liang (6th from right) presented a souvenir to Zhang Mao (7th from right), Deputy Mayor of Beijing at a dinner reception on October 11.

Delegation of San Diego Regional Economic Development Corporation



Led by President & CEO Ms Julie Meier Wright (2nd from right), a delegation of San Diego Regional Economic Development Corporation visited the Association on November 11.

CMA EDI Service Centre introduces Import and Export Trade Declaration Service

The Government is committed to fostering and promoting the wider use of EDI service in the business community. According to the Government's schedule, traders can only lodge EDI import/export declarations starting April 2000. Furthermore, the Government has planned to cease the postal lodgement service by early 1999 followed by a scheduled closing of receiving counters for Trade Declaration.

In line with the above plan, our EDI Service Centres introduced EDI Trade Declaration service on November 2 this year to enable traders who are not EDI capable to use EDI services. The Service Centres will not charge any handling fees during the transition period. Interested members please contact our CO branches for details.

The 3rd Swimming Gala of CMA Choi Cheung Kok Secondary School

CMA Choi Cheung Kok Secondary School held its 3rd Swimming Gala at Tuen Mun Swimming Pool on September 25. School Supervisor and CMA Executive Committee Member Mr Patrick W. H. Choi officiated the ceremony, and Ms Chan Shu Ying, member of the Provisional Regional Council and Tuen Mun Provisional District Board was invited to deliver an opening speech. The Swimming Gala received enthusiastic response from the pupils and good results were achieved.



School teacher Mr Williams (left) posed for a picture with some of the winners at the swimming gala.

Study Mission of Finance Scheme for SMEs from Guangzhou



Mr Chen Jinde (2nd from left, first row), Vice-Chairman of the Economic System Reform Commission of Guangzhou Municipal Government, led a study mission of 11 people to visit the Association on October 14. Dr David Wong (2nd from right, first row), Executive Committee Member, received the delegates on behalf of the Association.

Dinner Reception in Honour of Deputy Director of Xinhua News Agency



CMA President Mr Herbert Liang (2nd from right, front row) and some Vice-Presidents held a dinner reception in honour of Mr Wang Feng Chao (2nd from left, front row), Deputy Director of Xinhua News Agency (Hong Kong Branch) on October 30. The dinner was also attended by Mr Chow Chi Wing, Deputy Head of Coordination Department (1st from right, front row) and Mr Wan Lin, Deputy Head of Economic Affairs Department (2nd from left, back row) of the News Agency.

Breakfast Reception for All-China Federation of Industry and Commerce



Vice-President of All-China Federation of Industry and Commerce Mr Hu De Ping (2nd from left) led a delegation to attend a breakfast reception held by the Association on November 13.

Re-engineering of Hong Kong: Seminar on the Development Outlook for SMEs

In response to a series of measures in promoting and strengthening economic growth and competitiveness of Hong Kong laid in the Second Policy Address of the SAR Government, the Association organized 'Re-engineering of Hong Kong: Seminar on the Development Outlook for SMEs' on November 24. Chaired by Vice-President Mr Jose Yu, the seminar aimed at exploring the new direction for the territory's economic development and appropriate schemes for SMEs' future development. Dr James J. Liu, Chief Executive Officer of the Hong Kong Industrial Technology Centre Corporation, Dr Huang Chi-Lien, Chairman of the Hong Kong Society of Asia & Pacific 21, Dr Nyaw Mee-Kau, Vice-President & Chair-Professor of the Lingnan College, Dr Kwong Kai Sun, Associate Professor of the Economic Department of the Chinese University of Hong Kong and Dr David Wong, the Executive Committee Member of the Association were invited to be the guest speakers. The seminar drew attention from more than 60 representatives from member companies and the media.



(From left to right) Chairman of the Hong Kong Society of Asia & Pacific 21 Dr Huang Chi-Lien, Vice-President & Chair-Professor of the Lingnan College Dr Nyaw Mee-Kau, CMA Vice-President Mr Jose Yu, Chief Executive Officer of the Hong Kong Industrial Technology Centre Corporation Dr James J. Liu, Associate Professor of the Economic Department of the Chinese University of Hong Kong Dr Kwong Kai Sun and CMA Executive Committee Member Dr David Wong posed for a photo at the 'Re-engineering of Hong Kong: Seminar on the Development Outlook for SMEs'.

Visit by New Zealand Employers & Manufacturers Association



Mr Eddie Lu, Vice-President of the Association received Mr Barry E Brill, President of New Zealand Employers & Manufacturers Association on November 19.

Delegation of Tianjin



Deputy Director of Tianjin Commission of Foreign Economic Relations & Trade Mr Li Song Ting (2nd from right) led a delegation to visit the Association on November 21.

Visit by the London Chamber of Commerce and Industry



Mr Eddie Lu, Vice-President of the Association received Mr Simon Sperry, Chief Executive of London Chamber of Commerce and Industry on November 26.



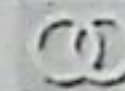
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SEMINAR ON ISO9000 AND TOTAL QUALITY MANAGEMENT (TQM)

CMA Testing & Certification Laboratories (CMA TCL), together with the Det Norske Veritas (DNV), held a seminar on ISO9000 and Total Quality Management (TQM) on 24 September, 1998 at the CMA Building. We had invited Mr. Sangem Hsu and Mr. C. K. Wong of DNV to give a presentation on this topic.

Mr. Hsu and Mr. Wong gave an informative presentation and comparison between the new version of ISO9000 in 2000 and the current

version. Besides, an explanation to the spirit, content and commitment to the Malcolm Baldrige National Quality Award and the European Quality Award was also given. During the seminar, there was also a case-study section to enable the participants to have a better understanding of TQM.

The seminar was successfully held and the participants actively asked questions which were related to the "grey area" and the implementation of the TQM system. 

BANNING PHTHALATES IN TOYS



THE RECOMMENDATION FROM EUROPEAN COMMISSION (EC)

PVC (Polyvinyl chloride) is widely used in toys and other children's products. For soft applications, such as toys designed for chewing, eg. teething rings, softeners are added to give the desired flexibility. Commonly, phthalates is used as one of the softeners.

In recent years, there has been a growing concern on health of children who are in contact with toys containing phthalates. In light of this, the European Commission (EC) has delivered a recommendation (the Recommendation) to the Member States on 1 July 1998, inviting them to take measures to ensure a high level of child health protection in regard to phthalate-containing soft PVC childcare articles and toys intended to be placed in the mouth of children under the age of three. The migration levels of six phthalates are monitored and the limit of tolerable migration level as set out in the Recommendation should be followed, particular attention should be paid to DINP and DEHP. The six phthalates are:

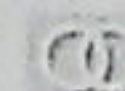
- DINP — Di-iso-nonyl phthalate
- DEHP — Di-(2-ethylhexyl) phthalate
- DIDP — Di-iso-decyl phthalate

- DNOP — Di-n-octyl phthalate
- DBP — Dibutyl phthalate
- BBP — Butylbenzyl phthalate

AUSTRIAN BAN

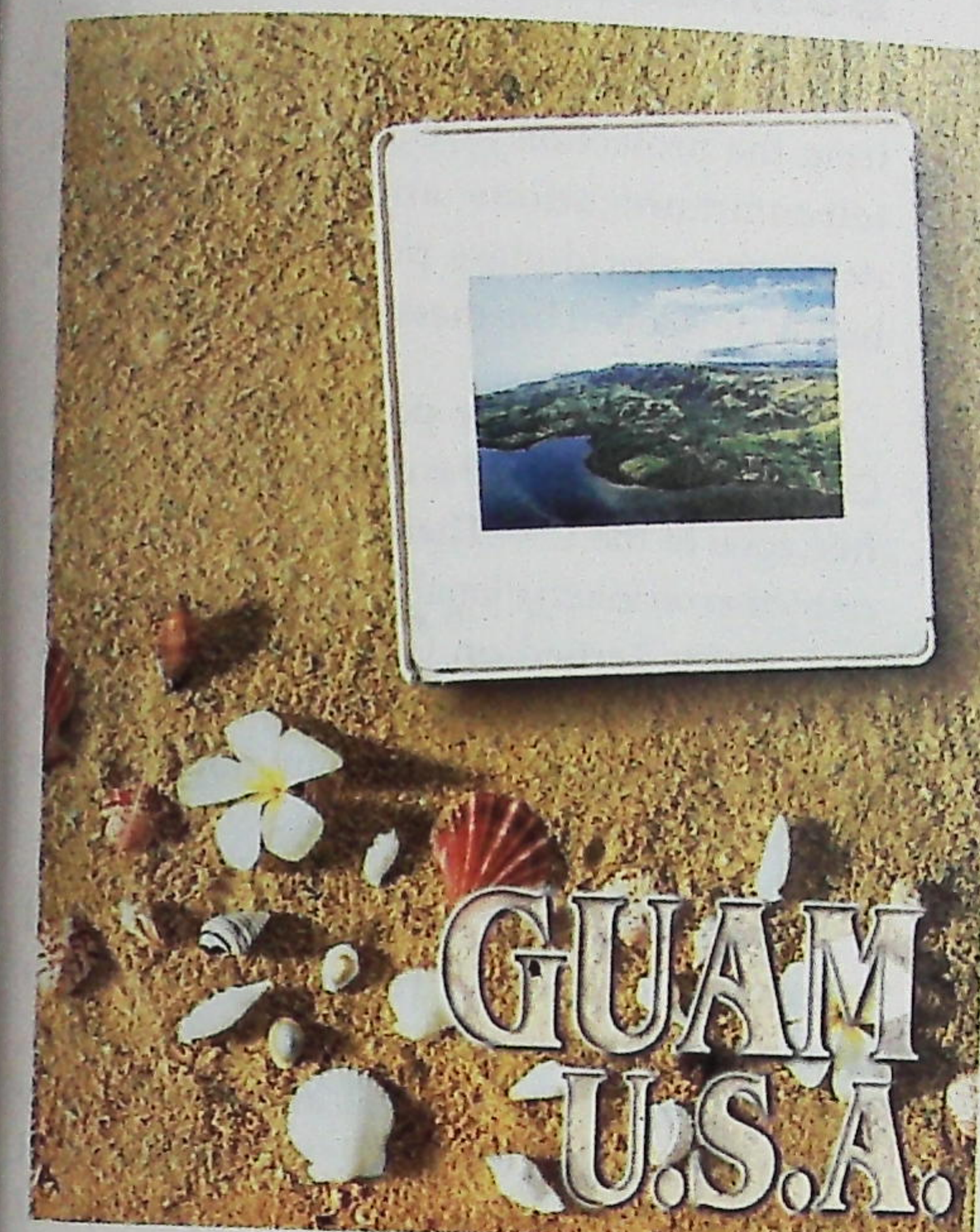
Prior to the implementation of permanent EEC measures, Austria has published, on 4 August 1998, a regulation (please refer to our previous newsletter for details) to ban the sale of phthalates-containing toys which are made of synthetic materials for children under the age of three and which are intended to be chewed, sucked or frequently put into the mouth. Under the regulation, there is a transition period which toys containing phthalate may still be placed on the market until 31 Dec 1998.

STATUTORY ORDER IN DENMARK

Similarly, Danish Environmental Protection Agency has proposed a Statutory Order on banning phthalates in toys and certain childcare articles for children under three years of age in Denmark. The manufacture, export, import and sale of products or parts containing more than 0.05 percent by mass of phthalates are prohibited. 



Guam



Located at the hub of the Asia-Pacific region, Guam, USA, is 4 hours 50 minutes' flight from Hong

Kong. Having an area of 212 square miles (about the size of Singapore) and located on the same latitude as Bangkok and Manila, Guam is situated at region of tropical climate.

Among a population of approximately 156,000, about 4% are Chinese, most of whom are primarily engaged in business. Guam's indigenous people, the Chamorros, make up the largest ethnic group on the island at 43% of the population, followed by the Filipinos who account for 23%, and then the Caucasians at 14%.

Gross Island Product in 1997 was \$3,000 million. Mean Earners Income in 1996 was \$19,896.

Guam is connected with the major ports in the region by sea and air. The U.S. Postal service, express courier service, and advanced telecommunications system make doing business on Guam convenient and economical. Local services include fax, comprehensive cellular coverage, Internet access, and videoconferencing.

ECONOMY & TRADE

Tourism is the leading industry of Guam, accounting for 44% of employment and 60% of all government revenues. In 1997, the total number of visitors to Guam reached more than 1.3 million, with 75% coming from Japan.

The Guam Visa Waiver Program allows residents of 16 countries to visit Guam, as tourists or to conduct business, for a maximum stay of 14 days without having to obtain a US visa.

Activities such as manufacturing, insurance underwriting, corporate regional headquarters, development of affordable housing, tourism and agriculture are eligible to apply for tax incentives. Qualified firms may receive a maximum of 75% (in certain cases 100%) in income tax rebates up to 20 years; a maximum of 75% rebate on corporate dividend tax up to 5 years; 100% abatement on real property tax up to 10 years. Insurance underwriters can now enjoy 100% rebate of taxes on revenues from income earned in and outside of Guam.

In addition to local and national banks, there are foreign banks such as the Hong Kong Shanghai Banking Corp. that provide financing and merchant services to the businesses on Guam.



INVESTMENT OPPORTUNITIES FOR BUSINESSES/INDUSTRIES

Investors and entrepreneurs can benefit from the protection of U.S. laws, advanced telecommunications and computerized networks, world-class ports of call, and a highly developed business infrastructure.

Guam is a duty-free port, outside of U.S. Customs Territory so the entire island is like a free zone of the US. There is no government restriction on international monetary exchanges, and profits earned on Guam may be easily repatriated. Many foreign investors in Guam eventually change their non-immigration status to that of US permanent residents.

Privately-owned land can be sold and purchased or leased. There is government land near the airport and near the seaport, with wharfage, industrial and warehouse facilities, available for lease. Developers and /or contractors who construct a minimum of 25 units of affordable housing are eligible to apply for generous tax incentives.

The government is encouraging the construction of an additional 3,000 hotel rooms to reach the goal of accommodating 2 million visitors by the year 2001. Developers of hotels with a minimum of 200 rooms or tourist facilities with a construction cost of at least US\$5 million, may benefit from additional tax rebates and exemptions.

There is no restriction on foreign exchange in Guam. The government of Guam has plans to develop Guam as a regional financial center. With the new laws encouraging the establishment of insurance companies in Guam, there will also be the need for additional related financial services such as banking, accounting, etc.

Interested individuals, partnerships or corporations, please contact :

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Fax: (671) 646 7218

CONFERENCES / EXHIBITIONS

Date	Event	Venue	Items	Organizer
1998				
18 December - 11 January 1999	The 33rd Hong Kong Products Expo	Tamar Site, Central	Textile, clothing, footwear & hat, luggage, leather goods, jewelry and fashion accessories, foodstuffs, etc	The Chinese Manufacturers' Association of Hong Kong Mr Terence Poon Tel: (852) 2542 8621 Fax: (852) 2541 8154
1999				
1-3 January	13th Valentine's Wedding Expo '99	Hong Kong Convention & Exhibition Centre	Wedding costumes and services, bridal jewellery, beauty products and services	Hong Kong (Asia) Exhibition Co Ltd Tel: (852) 2591 9823 Fax: (852) 2573 3311
11-14 January	Hong Kong Toys and Games Fair '99	Hong Kong Convention & Exhibition Centre	All kinds of toys & games, carnival items, toy parts, accessories and relevant supplies	Hong Kong Trade Development Council Tel: (852) 2584 4333 Fax: (852) 2824 0026
19-22 January	Hong Kong Fashion Week for Fall / Winter '99	Hong Kong Convention & Exhibition Centre	All kinds of fall / winter fashion collections, garment accessories	Hong Kong Trade Development Council Tel: (852) 2584 4333 Fax: (852) 2824 0026

SEMINARS / TRAINING COURSES

Date	Event	Venue	Organizer	Contact Person/ Tel & Fax
1999				
January 6-8, 12-13	Workshop on Global Supply Chain Management	Bank Centre, Mongkok	Hong Kong Productivity Council	Tel: 2780 8251 Fax: 2770 7902
January 8-26	Certificate Course in Building Services Design Installation and Maintenance	Module 1: Heating, Ventilation and Air-conditioning Engineering	HKPC Building, Kowloon Tong	Hong Kong Productivity Council Tel: 2788 5923 Fax: 2788 5011
January 8 - February 9	Building Laws, Codes & Standards for Hong Kong Construction	HKPC Building, Kowloon Tong	Hong Kong Productivity Council	Tel: 2788 5923 Fax: 2788 5011
January 11	Interpersonal Skills	VTC Tower	The Management Development Centre of Hong Kong	Mr Lucius Lai Tel: 2836 1828 Fax: 2572 7130
January 12-14	Innovative Product Design Training Course for Watch Designers	HKPC Building, Kowloon Tong	Hong Kong Productivity Council	Tel: 2788 5923 Fax: 2788 5011
January 12 - February 11	A Guide to the "Electricity Ordinance" and the "Code of Practice for the Electricity (Wiring) Regulations	Bank Centre, Mongkok	Hong Kong Productivity Council	Tel: 2780 8251 Fax: 2770 7902
January 13 - February 10	Successful Job Application and Interview Strategies	HKPC Building, Kowloon Tong	Hong Kong Productivity Council	Tel: 2788 5923 Fax: 2788 5011
January 13-14	EQ for Hong Kong Managers	VTC Tower	The Management Development Centre of Hong Kong	Mrs P Ho Tel: 2836 1824 Fax: 2572 7130
January 20	Leadership	VTC Tower	The Management Development Centre of Hong Kong	Mrs P Ho Tel: 2836 1824 Fax: 2572 7130
January 21	Operations Management	VTC Tower	The Management Development Centre of Hong Kong	Mr Lucius Lai Tel: 2836 1828 Fax: 2572 7130
January 27	Resolving Conflict	VTC Tower	The Management Development Centre of Hong Kong	Mrs P Ho Tel: 2836 1824 Fax: 2572 7130
January 28	Managing Project	VTC Tower	The Management Development Centre of Hong Kong	Dr C Y Wong Tel: 2836 1930 Fax: 2572 7130



藝術總監/編舞：蔣華軒
編舞：黎海寧、梁家權
佈景設計：何應豐
服裝設計：華文偉
燈光設計：王志強



的足跡

- 大會堂劇院
- 29 - 30.1.1999 (星期五、六) 8:00 pm
- 31.1.1999 (星期日) 3:00 pm
- 票價：\$100 \$140
- 高齡人士、殘疾人士及全日制學生半價
- 節目查詢：2853 2643
- 訂票電話：2734 9009



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查詢

詳情請參閱本會『電子服務站—客戶使用指南』

或致電本會各區辦事處查詢：

中環 2542 8613 尖沙咀 2736 0288 旺角 2393 2189 觀塘 2344 3380

香港中華廠商聯合會

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