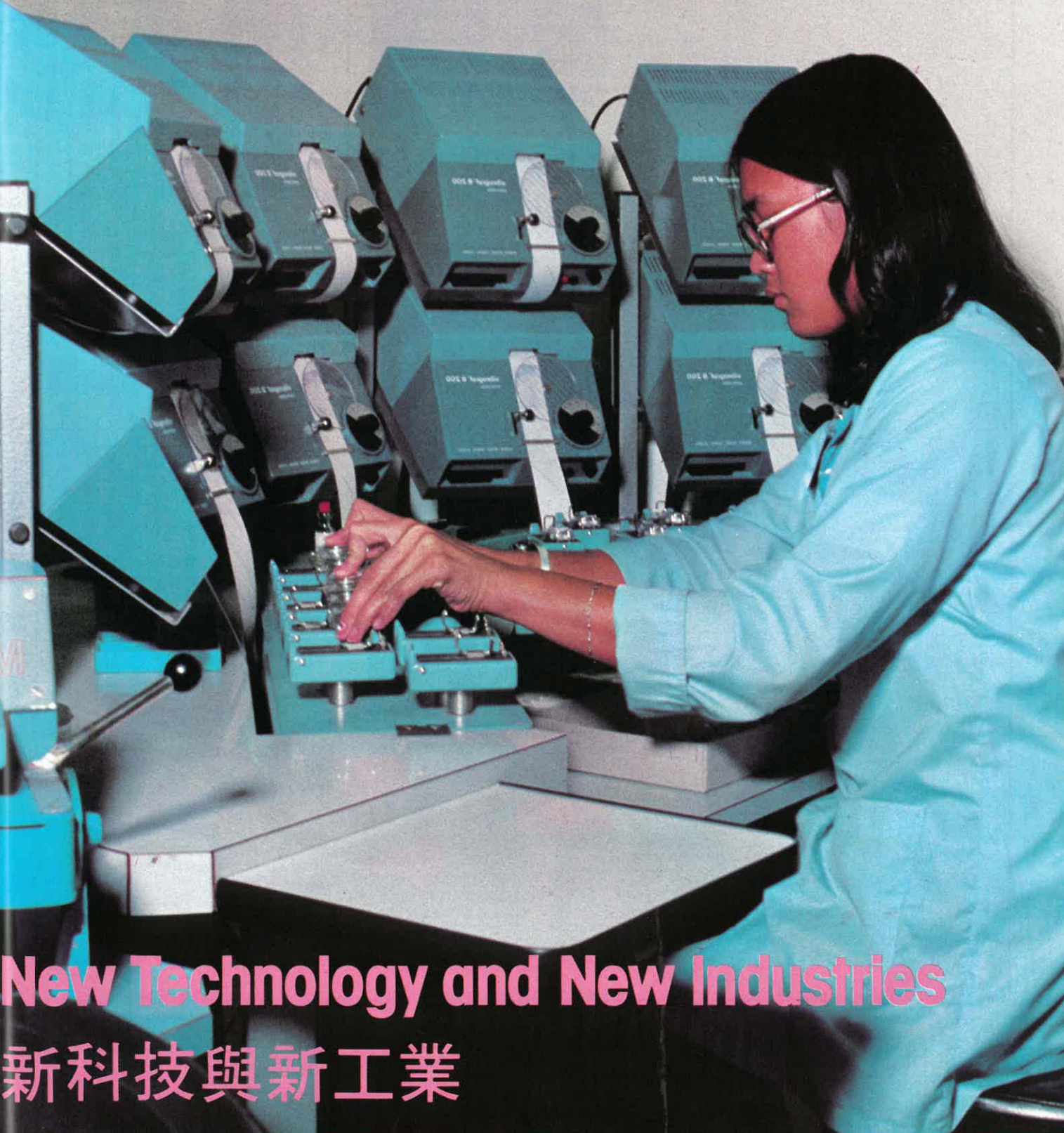


September, 1979
一九七九年九月號

五月商刊 THE Bulletin

A Hong Kong General Chamber of Commerce Magazine 香港總商會月刊



New Technology and New Industries

新科技與新工業

How to make toy exports run like clockwork.

Manufacturing toys for export certainly isn't child's play. You need to know where to get everything from plastics to plywood, and that's where the Yellow Pages can help.

What's more, if you're one of the people supplying goods to exporters, you'll get a lot more business by advertising in the Yellow Pages.

The Yellow Pages prints more than 1 million copies a year. That's a lot of advertising going to a lot of people 24 hours a day, 365 days a year. It means that if you take an ad in the Yellow Pages a lot of people will see it.

A lot of those people will call you. And they won't be playing around.

For more information call 5-742271/9

For Doll's Costumes
See Yellow Pages —
Clothing Manufacturers.

For Moulds
See Yellow Pages —
Mould & Tool Makers.

For Electronic Components
See Yellow Pages —
Electronic Components.

For Forwarding
See Yellow Pages —
Shipping and Forwarding Agents.

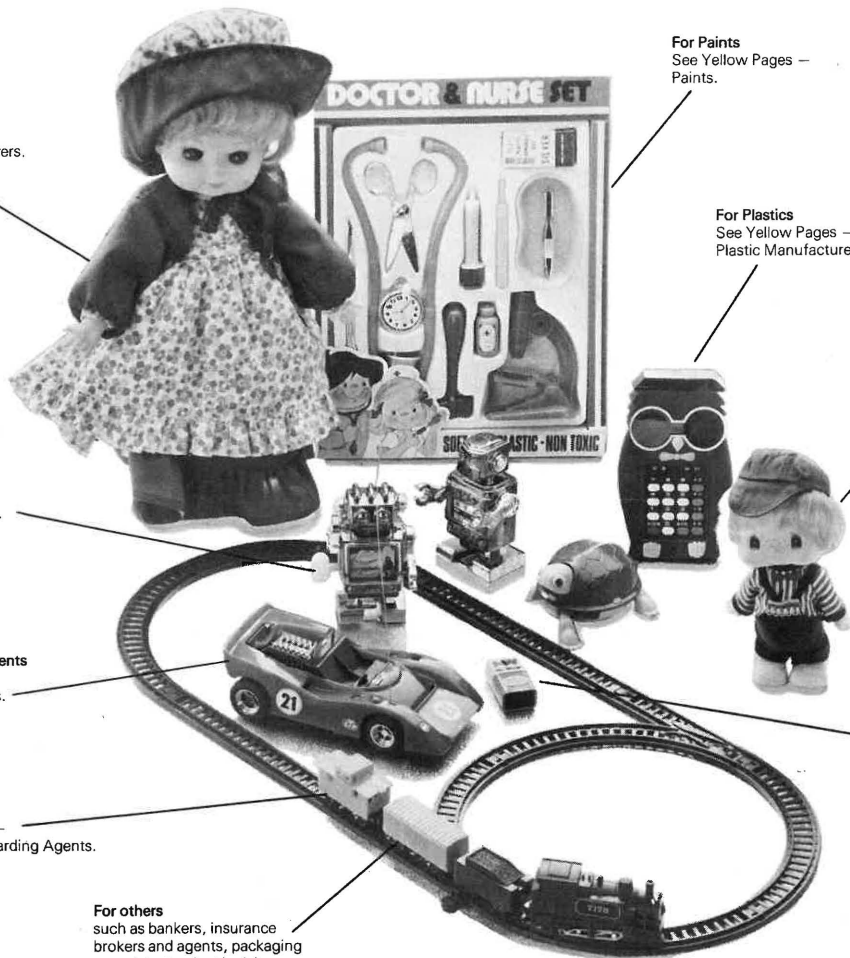
For others
such as bankers, insurance
brokers and agents, packaging
materials etc., just look in
the Yellow Pages.

For Paints
See Yellow Pages —
Paints.

For Plastics
See Yellow Pages —
Plastic Manufacturers.

For Wigs
See Yellow Pages —
Wigs.

For Batteries
See Yellow Pages —
Batteries.



Where a small investment means big business

THE Bulletin

Published by
The Hong Kong General Chamber
of Commerce
Swire House, 9th Floor, Hong Kong
Telephone: 5-237177

Chairman
N A Rigg, J.P.

Vice-Chairman
Hon D.K. Newbigging, J.P.

Director
J D McGregor, OBE, ISO

Editorial Board
J D McGregor, OBE, ISO

Harry Garlick

Francis Tsang

Anthony Tam

Annie Yuen-Yau Lee

Production
Li York Ling

Printed by
South China Morning Post, Ltd., H.K.

© The Hong Kong General Chamber
of Commerce.

工商月刊

出版人：香港總商會
香港太古大廈十樓
電話：五 - 二三七一七七

主席：雷勵祖

副主席：紐壁堅

執行董事：麥理覺

編輯部：麥理覺

葛立科

曾子修

譚國榮

李源柔

美術製作：李若菴

承印：南華早報

未經許可 不得翻印

Cover Photo:

Highly Sophisticated Testing and
Calibration Equipment in use at Hong
Kong's Largest Mechanical Watch
Manufacturing Plant, Remex Electronics
Ltd.

Photo Credits:

1st article—
Goodyear Printing Press Ltd.
and Economic Information & Agency

Foreign participation in Hong Kong industry

— competition and promotion

Director's Viewpoint

3

We Practise What We Preach

Hong Kong's overseas investment growing

6

// New technology and New industries //

Foreign technology accelerates industrial development

9

Chamber clarifies Joint Venture Law at Beijing

Reports by mission leader and manager.

18

外資對香港工業的參與

— 競爭與促進

執行董事麥理覺專欄

25

新科技與新工業

26

把宣揚付諸實踐

29

本會訪華團赴京澄清投資新法若干疑點

30

Subscription price: HK\$2.00

歡迎定購 零售每份港幣二元



**Thinking of Retirement Benefits?
For your staff?
For yourself?**

**For all forms of
Retirement Benefits and
Group Life Assurance Schemes
consult:**

GUARDIAN ASSURANCE CO., LIMITED

2nd Floor, Swire House, P. O. Box 94, Hong Kong. Telephone: 5-233061

You get a great deal from Guardian.

Foreign participation in HK industry — competition and promotion



Twenty years ago Hong Kong was a natural target for potential investors interested in light industrial production requiring a high degree of labour intensity. We had established a successful and expanding textiles industry of which the fastest growing sector was labour intensive garment production. Toys were booming although under fire in some markets for their alleged safety faults. The pioneers of the electronics industry were first beginning to assess Hong Kong's attractions. We had a substantial pool of cheap and readily trainable labour willing to accept long hours, low pay and poor working conditions for the privilege of being employed. Land was relatively cheap and a good deal was available. The Hong Kong Government did not feel it necessary to promote Hong Kong to overseas potential investors since they were coming here of their own volition and deciding to put up large industrial plants without much help from any Government agency or indeed from anyone else. Even in those days Hong Kong was remarkably free from restrictions on private sector business and corporate decision.

But times change and success creates new circumstances and problems. The enormous growth of Hong Kong's industry and the concurrent expansion of all other sectors of the economy during the past 20 years have changed the environment for the potential foreign investor beyond all recognition from that of the early 1960's. We now have a situation where land is very scarce and extremely highly priced, where labour is no longer cheap by Asian standards, no longer plentiful, is protected by legislation to a far greater degree than ever before, and is aware of its rights and value on the labour market.

Competition in industry is very fierce between individual companies and, in terms of foreign investment, many countries are aiming at the same potential manufacturing enterprises. The economic and social value of a diversified and sophisticated industry is now clearly understood by most developing countries. Many of these countries have at least some and a few of them may have most of the attributes which previously made Hong Kong an automatic choice for some investors. Several of our competitors have substantial land availability at low cost and large labour pools whose wage levels are considerably lower than those now applying in Hong Kong. The introduction and development of free

trade zones and promotional legislation which provides a wide range of special inducements to foreign investors have tended to reduce Hong Kong's overall lead as the best territory in Asia for light industrial investors.

In this increasingly competitive environment, the Government and private sector organisations have been aware for some years of the need to expand Hong Kong's promotional efforts overseas and to consider how best to remove impediments to the maintenance of Hong Kong's attraction to foreign investors. But the overall programme of promotion has not been nearly as vigorously organised and executed as similar programmes arranged by such competitor countries as Singapore, Taiwan, Korea and Malaysia. These countries, and such others as Sri Lanka, Philippines and even Mauritius are all aggressively selling their respective areas as the answer to a potential investor's prayer. Hong Kong, as our *Bulletin* articles will show, is not slow to take advantage of investment opportunities overseas and it would seem sensible for us to increase our efforts to attract high quality industry to Hong Kong. This needs central Government direction and the establishment of the institutional system that will ensure the best advice and the best coordination of skills in mapping out longer term promotional programmes. In this work, the recommendations of the Advisory Committee on Diversification are awaited with interest although it is already clear that the Government will expand its overall programme of industrial investment promotion here and overseas. In this important work, the Chamber will have a supporting role and members will be pleased to know that the Chamber's Industrial Development Fund, used to finance industrial investment promotion, has been successfully topped up in recent months.

The importance of foreign participation in Hong Kong industry will not diminish in future but competition around the world for high quality technology will certainly increase. In these circumstances Hong Kong must not lose ground for the want of organisation and effort.



法國國家巴黎銀行 竭誠幫助發展本港玩具工業

BNP's financing plays an important part
in the development of Hong Kong's toy industry.



我們協助玩具廠商
 * 向外地購入較佳的原料
 * 提高產品質素
 * 從而擁有更大的國際市場
 詳情請與我們聯絡。

法國國家巴黎銀行

香港總行：
 香港皇后大道中中建大廈 電話：5-246081
 行政秘書部：
 香港灣仔軒尼詩道48號華光大廈 電話：5-283232
 德輔道分行：
 香港德輔道中71號聯邦大廈 電話：5-245127
 銅鑼灣分行：
 香港百德新街22號珠城大廈 電話：5-772171
 北角分行：
 香港英皇道432至434號新都城大廈 電話：5-625528
 灣仔分行：
 香港灣仔軒尼詩道48號華光大廈 電話：5-283232
 尖沙咀分行：
 九龍彌敦道32至34號 電話：3-667234

旺角分行：
 九龍彌敦道608號 電話：3-308281
 深水埗分行：
 九龍青山道290至292號 電話：3-863005
 觀塘分行：
 九龍牛頭角道327號 電話：3-419291
 葵涌分行：
 葵涌梨木道2號和記新邨。電話：12-273311



法國國家巴黎銀行
Banque Nationale de Paris

Main Office: Central Bldg., Queen's Rd.C., H.K.

We practise what we preach

Although Hong Kong attracts large amounts of foreign capital into our industry each year, Hong Kong industrialists and entrepreneurs also invest heavily overseas. Thus as well as attracting foreign investment and technology to develop local industry, Hong Kong also contributes substantially to the industrial growth of the region, and in fact world-wide, through establishing production ventures overseas. Hong Kong based companies and multi-nationals whose regional headquarters are located here, participate in a wide range of industries, principally electronics, garments, textiles, petrochemicals, machinery and food processing.

These industrial enterprises are located in such Asian countries as Taiwan, Malaysia, Indonesia, Singapore, Thailand and the Philippines. Some entrepreneurs have established plants further afield in Sri Lanka, Nigeria, and East Africa. All these countries are striving to increase their overseas manufacturing investments by offering incentives that whet foreign investors' appetites.

Local entrepreneurs say that cheaper land and labour are the major reasons for expanding abroad. Some industrialists, especially those in the electronics industry, establish operations abroad in order to farm out lower end products to those countries where the labour is cheaper, and concentrate on more sophisticated items here. Garment manufacturers, on the other hand, set up plants in nearby areas so as to expand their access to world markets restricted by negotiated quotas to Hong Kong.

While different countries offer different opportunities to overseas investors, depending on the nature of the ventures, all governments have invariably established tax benefits as a major attraction to lure new industries, as well as industries that process and convert the country's natural resources, such as the processing of rubber and timber in Malaysia.

Since Hong Kong does not publish figures for capital outflows, it is impossible to establish the total value of Hong Kong's investments in overseas industries. Statistics derived from other sources indicate however that

Hong Kong's overseas manufacturing has gained momentum in China, Taiwan, Malaysia, and probably Indonesia and Thailand in recent years.

In Malaysia, the value of Hong Kong industrial operations — about \$650 million — in the three years ending 1977, places Hong Kong as the fourth largest source of foreign investments after Japan, Singapore and the United Kingdom. Up to the end of April, 284 projects involving Hong Kong investors had been approved, most being joint ventures with Malaysian companies. This constitutes a significant percentage of the country's total industrial investment and must certainly have contributed greatly to employment and export earnings.

Political, economic and monetary stability, easy availability of labour, inexpensive land — from 30 cents to \$3 per sq. ft., the presence of free trade zones and the offer of fiscal incentives all enhance the investment climate in Malaysia. According to Deputy Prime Minister, Dr. Mahathir Mohamad, Malaysia has a creditable track record of pragmatism and fairness to all industrialists. This, he said, is shown by the fact that several export oriented foreign corporations in Malaysia — European as well as Asian — have not only expanded existing operations, but have set up further plants in the country.

Under the third Malaysian development plan, the Government aims to increase private industrial investment by \$4.5 billion, but one third of which is expected to come from abroad, "Manufacturing, the area in which foreign investors are most likely to participate, is important, because it is expected to create 227,000 new jobs," Dr. Mohammad said, "besides contributing 28.6 per cent of the total increase in gross domestic product, manufacturing and foreign investment will also contribute to our social objective — to eradicate poverty."

Foreign capital has made its way into a wide range of industries in Malaysia. They include the manufacture of petrochemicals, precision products such as photographic and optical goods, industrial machinery

and parts, transport equipment, medical and scientific equipment, electric and electronic appliances, footwear and toys, and the processing of local primary products such as rubber.

Among the major Hong Kong companies investing in Malaysia are Atlas Electronics Corp. Ltd., Yangtze-kiang Garment Mfg. Co. Ltd., Textile Alliance Ltd., Roxy Electric Co. Ltd., China Engineers (Holding) Ltd., International Maritime Carriers (Holding) Ltd. and Freezinhot Bottle Co. Ltd.

Atlas Electronics Corp. Ltd. has an 85 per cent interest in its \$7 million plant in Malaysia, established in 1972. In Singapore, Atlas used to run a wholly owned subsidiary, but 60 per cent of the share was sold to a Japanese concern in 1965.

"We anticipated way back in the 1970s that Hong Kong would run into some sort of labour problem. We saw the tendency of rising wages and labour shortage," Managing Director of Atlas, K.M. Pang said. "On the other hand, the countries where we've been investing have had very attractive incentives including tax benefits, concessionary land prices and comparatively lower wages.

"In Singapore, we were first put up in a flatted factory at a very reasonable rent for a long term lease, and later on we were given a piece of land to build on at an extremely attractive price. In Malaysia, we were given four acres of land also at a very low price."

Atlas's plant in Malaysia employs about 1,000 workers. According to Mr Pang, the parent company is continuously expanding the operation there. In Singapore, because Atlas is the minority share holder, there has not been further involvement. The combined sales of Atlas's operations in the two countries, he said, are probably equivalent to 50 per cent of its Hong Kong production.

Atlas's policy is to produce more sophisticated products at the higher end of the market in Hong Kong, and farm out less attractive items to Malaysia, such as cheaper radios. Mr Pang however stresses that its Malaysian plant is also trading up its products. "Two years ago, our

Malaysian plant was producing mainly one band radios, but now we are producing all AM/FM and clock radios."

Yangtzekiang Garment Manufacturing Co. Ltd. has had production plants in Malaysia, Singapore and Macao from 1970, in line with the company's expansion. A Director of Yangtzekiang K.Y. Leung told *The Bulletin* that it is only natural for a company to establish interest overseas as it expands, especially for garment manufacturers, who have to take into account restrictions imposed by import countries. "We just don't want to put all our eggs in one basket," Mr Leung said.

For Yangtzekiang, he added, cheaper land and labour were the major attractions for setting up operations overseas, although the latter no longer holds true nowadays, especially in Singapore, where labour cost has been rising continuously. According to Mr Leung, tax benefits are not the main attraction, because, he explains, profit tax in most countries is probably higher than that of Hong Kong after the tax holiday period.

Most of Yangtzekiang's exports, totalling some \$200 million go to the EEC countries, and according to Mr Leung, establishing plants overseas will not affect Hong Kong's export business, "because our garment manufacturers are already limited by quotas." Furthermore, overseas interests are usually smaller than the home based operation. "I don't think many companies here transfer enormous amounts of capital out of Hong Kong simply because of better investment opportunities overseas," Mr Leung said.

Taiwan has also witnessed tremendous growth in foreign investment, although the statistics do not differentiate between industry and other forms of investment such as for example, hotels. According to statistics recently released by the Ministry of Economic Affairs, foreign investments between January and July amounted to \$1,030 million, an increase of 70 per cent over the corresponding period last year. It is believed that this year's total foreign investment will break the previous record of \$1,240 million in 1973.

Of the total \$1,030 million, \$450 million originated from overseas Chinese. Hong Kong Chinese invested \$30 million, Japanese Chinese contributed \$25 million, and the rest is shared

among overseas Chinese in the United States, Europe and other Asian countries. During this period, US investments totalled \$240 million, followed by Japan with \$170 million and Europe with \$80 million.

The most popular industries for foreign investors in Taiwan are electronics, accounting for 33 per cent of all investments, service industries — 31 per cent and chemicals — seven per cent.

The Taiwan Government's new legislation last year to offer better tax benefits to overseas Chinese has probably led to an increase in overseas Chinese investment. The Government has however since 1960 promulgated the Statute for Encouragement of Investment which provides tax benefits to 14 categories of productive enterprise. This features the exemption of profit tax for five years, or the accelerated depreciation of fixed assets for newly established productive enterprises and various other tax incentives.

Up to June 1979, Hong Kong's total investment in Taiwan was in the region of \$1,150 million, about \$850 million being employed in manufacturing. This places Hong Kong as the third largest foreign investor in the country, after the United States and Japan.

An unofficial Taiwan representative in Hong Kong, Richard Ts'ing, Director of the Far East Trade Service Inc. (HK) points out that although Taiwan's foreign capital on the whole is increasing, investment from Hong Kong has declined steadily since 1975. This, he explains, is probably due to greater opportunities opened to Hong Kong businessmen elsewhere in the region, including Indonesia, Thailand, the Philippines and the PRC.

In Indonesia Hong Kong is also the third largest foreign investor after Japan and the United States. Hong Kong's total investment in the country, including the manufacture of garments, textiles, chemical products, electrical appliances, watches and clocks and lumbering activities reached almost \$700 million in the three years ending 1978.

To accelerate the economic development of Indonesia, the Government there encourages greater foreign participation by offering more attractive incentives such as tax holidays for priority industries, concessionary tariff rates, freedom from interference with managerial right to manage, land

rights, liberal transfer of earnings and compensation in the event of nationalisation and so on. In 1973, a Coordinating Board was formed to advise and guide investors on the feasibility of projects, and to process domestic and foreign applications for capital investment.

To a lesser extent, Hong Kong's industry is also active in the western world, including the United States, Canada, France, Switzerland, and the United Kingdom. On the other hand, the presence of transnational corporations in Asia has accelerated the growth of the region's industry. These corporations, including Dow Chemical, Fairchild Semiconductor, Ampex, Du Pont, ITT, Philips and many others have consistently expanded their Asian production during the past fifteen years or so.

Dow Chemical's turnover in the Pacific region, including its operations in Thailand, Korea, Malaysia and Indonesia, was in the region of \$2,000 million in 1978, and the company expects to approach the \$3,000 million mark this year. In Hong Kong, its \$150 million plant in Tsing Yi produces 72,000 metric tons of polystyrene a year.

A spokesman for the company says that the presence of multinationals, especially basic raw material manufacturers, not only helps the industrial growth of Hong Kong, but makes a significant contribution to the stability of our industry by removing the traditional "peaks and valleys" of price and supply fluctuations. "Sophisticated multinational technology introduced into the area also helps the Asian region to upgrade the calibre of its export products," the spokesman said.

Fairchild came to Hong Kong in 1962, and has during the 'sixties established plants in Korea and Singapore, and in Indonesia in the 'seventies, investing a total of about \$100 million. It is at present considering setting up its fifth operation in the region in the Philippines.

Fairchild claims to be the first semiconductor manufacturer in Hong Kong, Korea and Singapore, and the largest in Indonesia. "As a result of our presence in Asia, we've trained a large number of engineers in semi-conductor technology" says Fairchild's Vice President, Donald Brettner.

Mr. Brettner points out that absence of Government restrictions

and easy transportation to its US and European markets are advantages for operating in Hong Kong, in spite of the acute shortage of labour. "Because of the high cost of labour here, we've been concentrating on high technology products, rather than simple assembling," Mr. Brettner said.

"Against this, the possibility of running three to four shifts of operation in Singapore and Korea enable us to get the maximum return from our machinery investment there," he added. "Nonetheless, the prospect of investing in Hong Kong is still bright, as long as the labour problem can be improved, and inflation doesn't get out of hand."

In recent years, many local and foreign companies have established interests in rapidly developing countries such as Sri Lanka and Nigeria.

Jan Sin Mee Garment Mfg. Co. Ltd., for example, in January this year formed a five year joint venture with the Dasa Group in Sri Lanka. The factory, located in the Dasa industrial complex at Kelaniya, employs some 1,500 workers.

A spokesman for the company says the joint venture was established as a means to overcome the persistent shortage of labour in Hong Kong. "Our new enterprise in Sri Lanka provides new scope for the exploitation of our expertise in quality control techniques and marketing management."

With the promulgation of China's foreign investment code, many industrialists are expected to set up enterprises across the border. In this connection, the Chamber led a mission to Beijing in July to study more precisely the new legislation, and to further explore the opportunities of investing in China. This followed previous missions to Shanghai, Tientsin and Kwangchow.

In the meantime, however, Chinese officials confirm that about 500 Hong Kong companies are already engaged in compensation trade arrangements, or are having subcontracting work done in Guangdong Province, producing garments, radios, industrial gloves, shoes, toys and other items. Most of these are sent back to Hong Kong in the semi-finished condition for final processing.

Apart from this, the Chinese Government has set aside special areas near the border for foreign industrial

enterprises. Following the opening of Shum Chun, the Government has earmarked other regions, including Shekou, Shataukok, Nantou and Kwaichung as special development areas.

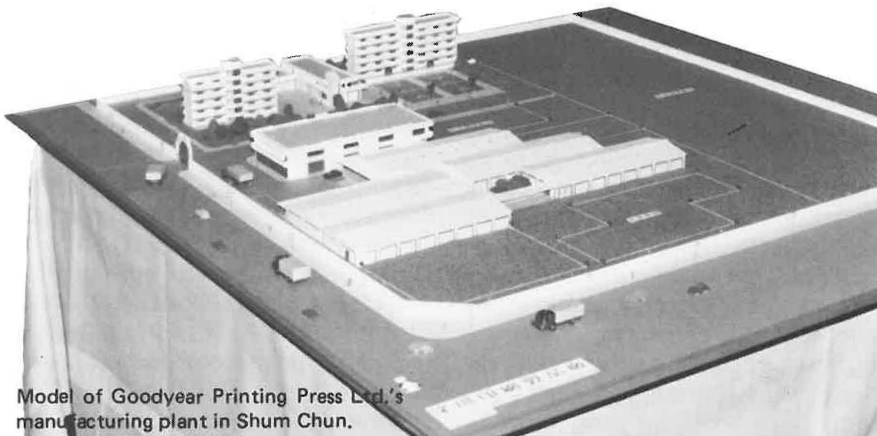
In Shekou, an area of 6.66 million sq. ft. has been allocated for industries of almost any type. This special development zone is expected to accommodate about 10,000 people, 3,000 of whom will be actively engaged in industries. Already, a number of companies from Japan, the United States and European countries are studying the possibility of setting up plants in the region.

If one takes the region in the widest sense of the entire Pacific basin, Hong Kong is an important supplier of good quality, reasonably priced consumer products; an important and large market for industrial goods and materials, and an increasingly affluent

market for consumer products; a centre for re-distribution of imported products; an important link with the official banking system in China; a business centre for important companies — both local and multi-national whose Hong Kong offices also generate business in many different parts of the world; and a stable, well-run territory for industrial re-location.

Even when one considers the region in its more restricted sense of South-east Asia, Hong Kong still emerges as an important market for a wide variety of exported products; a re-distribution centre; a financial centre; a source for capital investment; and the originator of projects in real estate development, hotels and tourism.

In short, Hong Kong is a creator of employment and job opportunities throughout the region and an important contributor to Asian development. ■



Model of Goodyear Printing Press Ltd.'s manufacturing plant in Shum Chun.



Workers of the Hong Chou Woollen Spinners at Chuhai City of the Kwangtung Province operating spinning machines.



New Technology and New Industries

While Government and industrialists are calling for new technology to diversify our industry, foreign participation – a major channel through which advanced technology is acquired – has increased steadily in recent years.

According to statistics available from the Trade, Industry and Customs Department, total foreign investment rose from \$2,065 to \$2,206 million between June 1978 and June 1979. At the end of 1973, direct overseas investment in manufacturing industry was in the region of \$1,400 million only.

The United States remained the largest source of investment, with \$1,030 million spread out among 130 establishments. This is followed by Japan, whose investments in recent years have increased considerably to a total of \$412 million. Heavy investment has also come from the United Kingdom, Switzerland, Netherlands and Australia. (See chart on page 11)

Political stability, comprehensive commercial services, a simple and low tax regime, high quality labour, easy foreign exchange, and an improved relationship between Peking and London, have all accounted for the growth of foreign participation. Apart

from these, efforts made by the Government and private organisations in promoting Hong Kong as an ideal area for investment also prompted the growth.

The industry sectors attracting the major portion of foreign capital were electronics with \$525 million, textiles \$313 million, chemical products \$247 million and electrical products \$200 million. Altogether the 450 foreign establishments here employ over 64,000 workers – about eight per cent of the 800,000 manufacturing labour force.

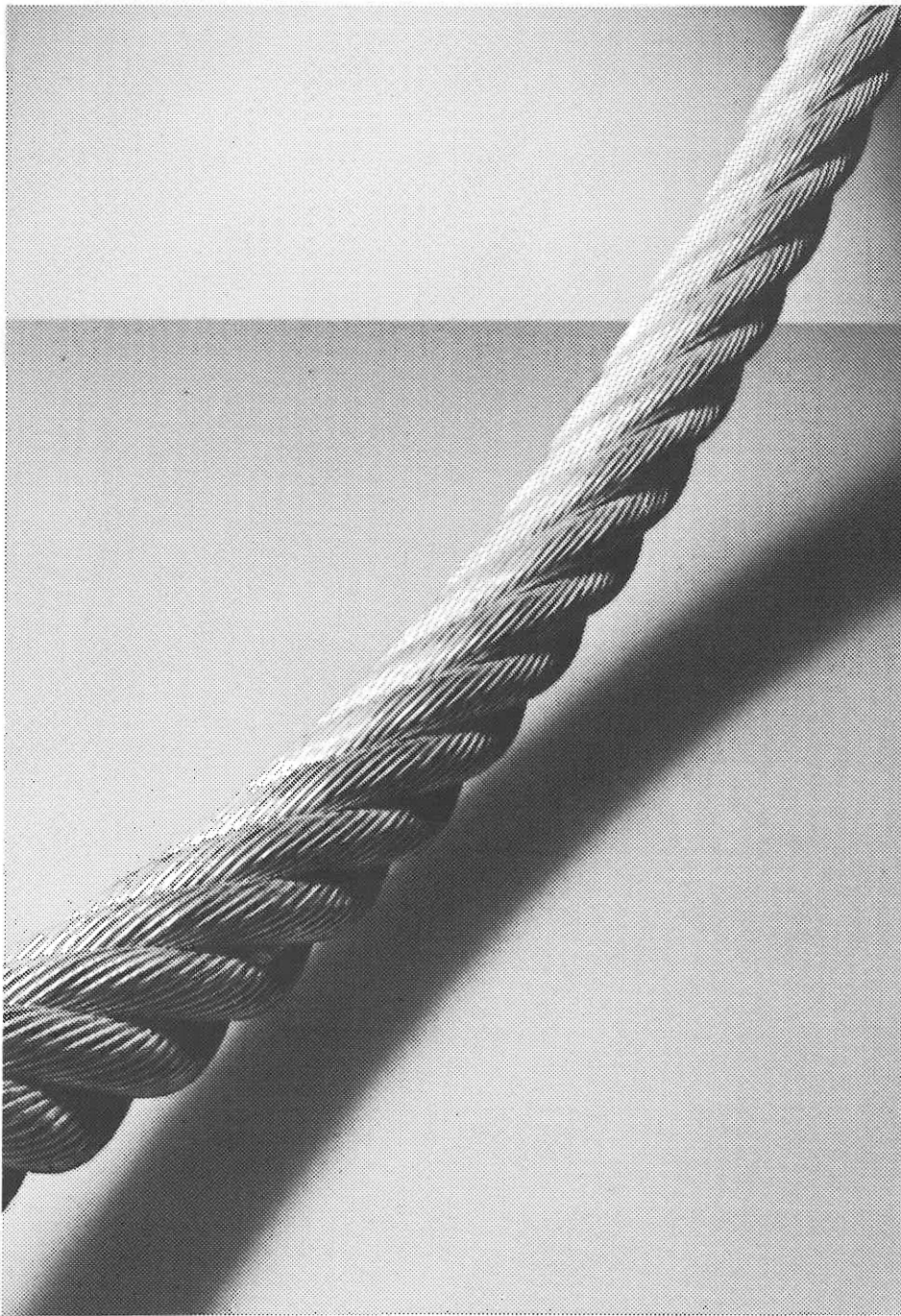
Bigger foreign investment has accelerated Hong Kong's industrial growth. During the past years our industry has been able to cut corners and move fast because of the exposure to advanced ideas and skills, and because the finest equipment in the world can be imported quickly and without restriction or red-tape.

International sub-contracting and foreign investment in new manufactur-

ing have been the major channels through which Hong Kong has acquired more advanced technologies, explains the Executive Director of the Hong Kong Productivity Centre, Dr John Wright. To be specific, technology is acquired from technical assistance given by foreign participants, and through the despatch of local technical staff for overseas training. Other forms of assistance include the supply of machinery and equipment, industrial engineering techniques and assembly line layout, advice in management skills, and ideas for new product designs.

The adoption and adaptation of new technology at a more advanced level is an essential prerequisite for the maintenance of Hong Kong's competitive position in the world markets, according to Dr Wright.

Technology transfer through international sub-contracting and foreign interests has also had its indirect effect. "Many technical employees



Multiplicity makes for strength.

Just as the multiplicity of services offered by a uni-versal bank gives it its strength. Deutsche Bank has at its disposal all the skills and services that will give your international fi-

nancing the strong support it requires.

If you're bidding for a major project, our services begin with the bid bond. They range from advice on

all aspects of the financing, through advance payment guarantees and letter of credit confirmations to export financing in the form of supplier or buyer credits.

Versatility, experience and financial strength are the basis of our many services – and your guarantee that even the most complicated forms of financing are given the strong foundation that they require.

Come to Deutsche Bank and give your business the strong security it needs.

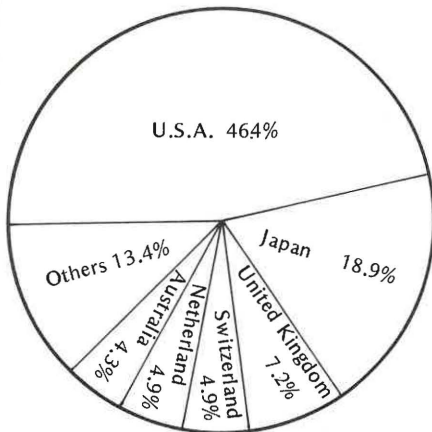
 **Deutsche Bank**

Central Office: Frankfurt (Main)/Düsseldorf

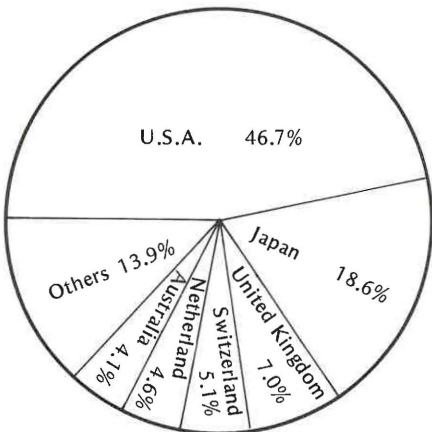
Deutsche Bank (Asia Credit) Ltd.
4301 OCBC Centre
Chulia Street
P. O. Box 2103 Maxwell Road Post Office
Singapore 1
Tel.: 917-555

Deutsche Bank AG
Regional Representative Office and
DB Finance (Hong Kong) Limited
St. George's Building, 7/F
Ice House Street, Central
G. P. O. Box 9879, Hong Kong · Tel. (5) 255203

Overseas Investment in Hong Kong Manufacturing Industry (Known to TICD) Breakdown by Source



As at 31.7.78.



As at 31.7.79.

Total Investment (Excl. H.K. Interest in case of joint Venture)

who have acquired the necessary technical knowhow and skills in a company under international sub-contracting have either become entrepreneurs and established similar manufacturing facilities themselves, or found employment in other companies where they could upgrade the existing technology or expand the product base," Dr Wright said.

Sidchrome (S.E. Asia) Ltd., which manufactures hand tools and solar energy products, is a typical example of transfer of foreign technology. Apart from producing solar heating panels, its parent company in Australia is experimenting with a new solar energy system for air-conditioning, and this is planned to be developed in Hong Kong. For its 4,200 sq. metre plant at the Taipo Industrial Estate, new equipment such as drop hammers for forging, atmosphere controlled furnaces and automatic plating machines are to be imported from Germany and the United Kingdom.

"We believe that our technology is as advanced as that in any other country," Operations Manager, D.J. Esler says. "With less handling and a better work flow, productivity at our Taipo plant is expected to increase tremendously."

He adds: "I have a lot of confidence in the local people. Because of their dexterity, ability and background, they pick up skills very quickly.

Hong Kong's industrial structure — the predominance of small industries and the dependence on the markets of a relatively few developed countries lack of resources and long term capital commitment, have discouraged original

research and development efforts in the past. But there are signs of improvement.

Out of a total of 37,000 establishments in the manufacturing sector, 92 per cent of them employ less than 50 workers. These companies can only operate successfully if they can meet fast changing consumer demands in the developed countries and produce to the designs and standards developed in those countries. Therefore, to be fully successful, technology transfer mechanisms must apply to small enterprises as effectively as to the large.

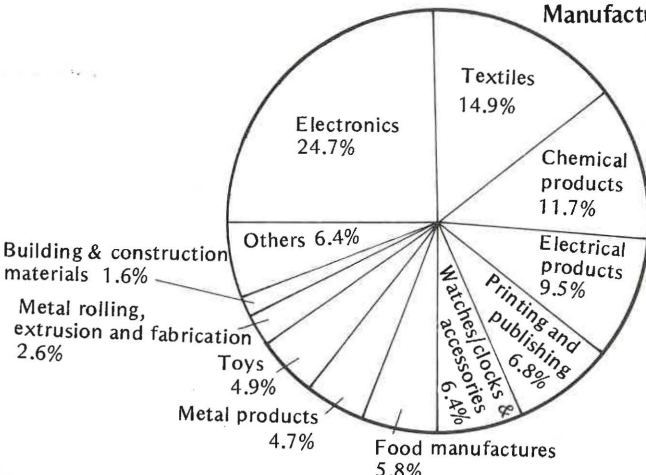
What is required, according to HKPC's Executive Director, are new activities likely to improve our export performance without adversely affecting our exports of textiles and garments. Also needed is an increase in the value added content of our output so as to reduce our dependence on imports and semi-manufacturers, and thus minimize the damage caused to production by fluctuations in overseas supplies.

Examples of industries which are appropriate for transfer of technology from foreign countries include support industries such as electro-forming, metal plating, precision casting, precision machining, welding, powder metallurgy, mould and die making, computer applications, and calibration facilities for precision engineering. New product developments could include portable electric tools, switches, auto parts, office appliances, chemical materials, waste recycling and packaging and printing items.

To facilitate the upgrading of our technology and to attract to Hong

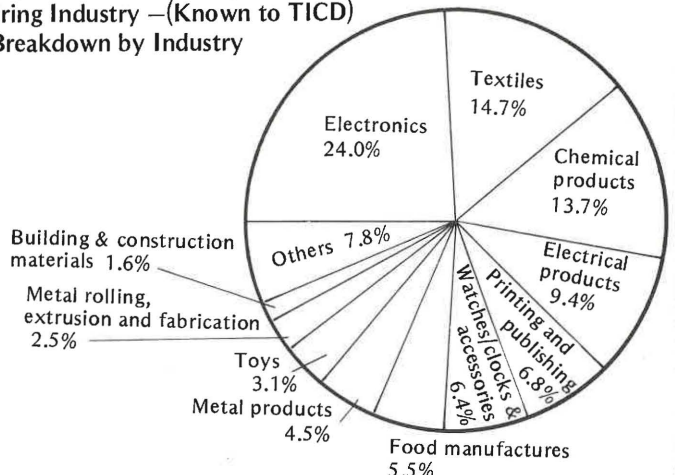
15 ▶

Overseas Investment in Hong Kong Manufacturing Industry —(Known to TICD) Breakdown by Industry



As at 31.7.78.

Total Investment (Excl. H.K. Interest in case of joint Venture)



As at 31.7.79.

Cathay brings the to a among



From Hong Kong to Taipei, Tokyo, Seoul. And from Hong Kong to Sydney

Cathay Pacific brings the heart of Asia to a giant among airliners. The Boeing 747. A giant among airliners not only in size, but in success, in proven reliability, in its popularity with almost everybody who has travelled aboard it.

Now we are adding our own personal touches to the 747.

The Cathay Pacific service, so much appreciated wherever we fly.

The smooth and efficient power of Rolls Royce engines.

Extra legroom in the already spacious Economy section.

'Sleeper Chairs' in the upper deck cabin.

Special Marco Polo sections for the individual traveller.

Cathay Pacific's 'Discovery Theatre' in-flight movies for further relaxation to and from Australia.

Pacific heart of Asia giant airliners.



and Melbourne.

But most of all we've brought to the 747 something quite unique only we can offer. The flight hostesses who come from nine different countries and cultures, and more of them too.

Our complement of cabin staff is 19. You won't find that many serving you on most other airlines. We believe our giant in the skies of the Orient—and beyond, will become your favourite way to fly.

Cathay Pacific's Rolls Royce powered 747.
From the heart of Asia.

Hong Kong's discovery airline
CATHAY PACIFIC
The Swire Group 

To all trading companies' executives:



In the trading business, either you control the documents or the documents control you. We can help you show them who's boss.

A Zung Fu/Nixdorf computer system can be the best trading partner you've ever known.

List of applications:

For trading

- Order Processing
- Invoicing
- Sales Analysis
- Stock Control
- Re-order Planning
- Financial Accounting
- Budgeting

For import/export

- Sample Processing
- Quota Control
- Contract Status
- Shipment Control
- Billing
- Commission Statements
- Foreign Currency
- Financial Accounting

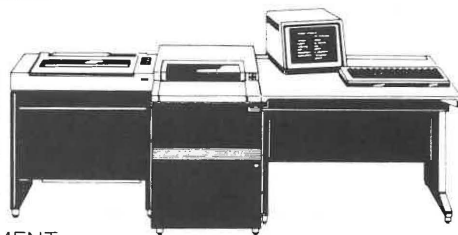
All these and other items related specifically to your business can be included in a Zung Fu/Nixdorf computer system.

Our experts will explain the Zung Fu/Nixdorf philosophy of system suitability, implementation, staff training and maintenance service. Please arrange an appointment to suit your schedule.



**NIXDORF
COMPUTER**

ZUNG FU COMPANY LIMITED
NIXDORF COMPUTER DEPARTMENT
36 Leighton Road, Hong Kong
Tel: 5-770331



Kong industries that would not otherwise be established or developed here, the Government has adopted a special industries policy. This policy allows for the provision of leases by restricted tender or private treaty to land and capital intensive industries which are new to Hong Kong, and are at a generally higher level of technology than currently exists here.

The Government is also building industrial estates at Taipo and Yuen Long for industries which cannot operate in normal multi-storey buildings, and which cannot operate if they were to compete for land on current market value. So far, 16 companies have signed lease agreements in the Taipo Industrial Estate. They include Carlsberg Brewery Hong Kong Ltd., Ferro Far East Ltd., Sidchrome (S.E. Asia) Ltd. and Sunny Hose Ltd.

Carlsberg Brewery, a \$100 million joint venture between United Brewery and East Asiatic Co. (EAC) is one of the first grantees at the Taipo Industrial Estate. The Brewery, which plans to employ some 150 workers, is estimated to produce up to 15 to 20 million litres of beer a year at its initial stage of operation, beginning next year.

Carlsberg beer is brewed in more than 30 countries throughout the world, and in the Far East, in Malaysia. The Hong Kong Brewery, apart from supplying beer to local consumers, will also export its products to nearby Asian countries and possibly all the way to Arab countries as well.

"We came to Hong Kong because Carlsberg has a potentially strong market here; and Hong Kong offers high quality and relatively inexpensive labour, and it serves as an ideal distribution centre," Import Manager of East Asiatic, John Madsen told *The Bulletin*.

"Before deciding to invest here, we considered practically all other alternatives in the Far East, including China. With the establishment of the industrial estates, which removed the prime problem that we were faced with originally — the high cost of land, we were convinced that Hong Kong is the most ideal place for the project."

"China was excluded because the food industry at this moment is not as attractive to the Chinese Government as other industries such as textiles and electronics," he added.

Mr Madsen pointed out that the establishment of the Carlsberg Brewery here has attracted related industries such as can manufacturing. The project is expected to help

diversify Hong Kong's export industries, and enhance foreign investors' confidence.

Another grantee, Ferro Far East Ltd., has acquired a 5,100 sq. metre site at the Estate for the manufacturing of up to 10,000 tons a year of ceramic and porcelain enamel frits for coating purposes. The \$7.5 million project is Ferro's first manufacturing investment in Hong Kong, although it has been regional headquarters for its parent company in the United States for many years.

Managing Director of Ferro, W.R. Todd said that in spite of Hong Kong's relatively high cost of land and labour, it offers many advantages such as convenient shipping facilities, few import restrictions, and a comprehensive commercial infrastructure.

From Japan, Takata Kojyo Co. Ltd. has invested \$30 million for the production of up to a million metres of reinforced plastic flexible hoses each month at the Taipo Industrial Estate, partly as a result of the Chamber's investment promotion.

Takata's President, Juichiro Takada, who visited Hong Kong recently told *The Bulletin* that Government's liberal policy, Hong Kong's proximity to Japan, and easily available high quality labour have accounted for his company's participation here. In terms of transfer of technology, Mr Takada said he is planning to set up training programmes for locally recruited engineers, and at the same time, send Japanese technicians here to set up the plant at the initial stage.

In spite of Government's effort in encouraging foreign participation, several limitations have hindered the effective transfer of technology. These include a shortage of labour in some of the industrial expansion areas, a shortage of industrial land (at least in the near future), an inadequacy of supporting facilities, and most important of all, the difficulties of small industries in raising sufficient capital and in acquiring modern scientific techniques.

Most of these problems cannot be eliminated overnight, but in order effectively to upgrade Hong Kong's technology, some leading industrialists have called for the establishment of a central co-ordinating body and more collaborative effort.

According to Dr Wright, the four most important requirements for Hong Kong are:—

- a co-ordinating and techno-

economic planning institution to indicate sound methods and to promote the transfer of technology;

- a more comprehensive standardization and testing service particularly to support small and medium enterprises engaging in more advanced technology; especially for industries such as electronics, precision instruments, and light engineering, all of which possess great potential for Hong Kong;
- increased public, private and joint collaborative research, design and development effort to meet fast changing market trends, and to adapt to rapid advances in various technological fields;
- a wider ranging information-for-industry service, which will acquire technical, economic and market information from selected sources of expertise, repackage the information and localize it for ready assimilation by industry and the technical branches of Government.

The Federation of Hong Kong Industries' attitude is generally in line with that of the Productivity Centre. FHKI's Executive Director, Cecil Chan has recently urged local manufacturers to set up a research council to facilitate the transfer of technologies.

"These are necessary steps to prepare industries for the challenges and problems of the 1980s." Mr Chan said, "Government plans, with consultation from the industrial sector, should be formulated to minimize the effects of possible energy crises, and to maintain Hong Kong's competitive position with neighbouring countries."

Mr Chan said local industries will have to shift from labour intensive to technology and capital intensive lines throughout the 1980s, and such industries as electronics and precision engineering will fit in well with the Government's policy of diversification.

What does the Government do to facilitate the continued development of industry?

According to the Commissioner of Industry and Customs, Bill Dorward, the Government's aim is not merely to provide factory units and employment opportunities, but to upgrade technology in order to preserve its forward momentum. "This entails communications, technical education and those other services which promote development," Mr. Dorward said.

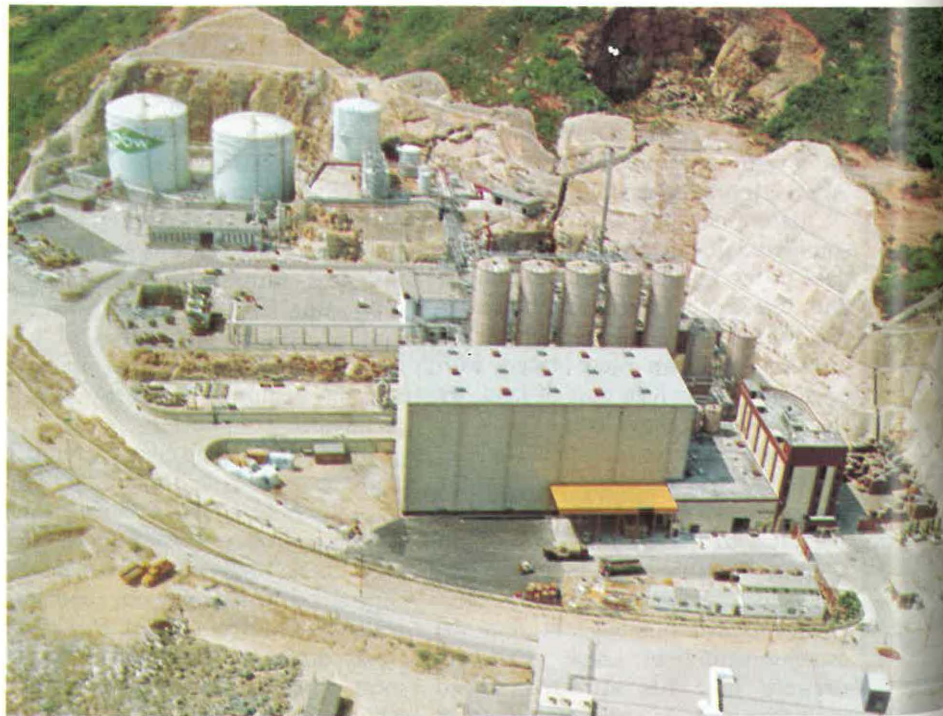
The Government also tackles some of the problems which can inhibit expansion such as the shortage of land

and the provision of appropriate sites and premises for special industries, and has stepped up its efforts to attract overseas investment and technology transfer to Hong Kong.

Government and the private sector have jointly recognized the need to ensure that industry is given the services it requires to stay efficient and in a situation of continued upward development. Thus the Government has provided from public funds support for the creation of the Hong Kong Trade Development Council, the Hong Kong Productivity Council and Centre, the Hong Kong Export Credit Insurance Corporation, the Federation of Hong Kong Industries and many other institutional supporting services and systems.

Government money has poured into the creation and expansion of the Hong Kong Polytechnic and has resulted in huge increases in other training and educational systems throughout Hong Kong. The result of this effort during the past 10 years or so is that industry can now count upon a continued flow of high quality, well educated, technically oriented graduates eager to play their part in Hong Kong's industrial development.

Provision of suitable land for industry, the protection of the environment, advances in social and labour legislation, and co-ordination between the Government and the private sector across a wide range of economic, trade, and industrial areas all contribute to the health and well being of our manufacturing industry.



Pictures show: the manufacturing plants of (a) MEGO (U.S. interest) (b) Outboard Marine (Asia) Ltd. (U.S.) (c) YKK (Japanese) (d) SUBLI PRINT (Swiss) (e) Dow Chemical (U.S.). Picture (f) shows the rapidly developing Taipo Industrial Estate.

Foreign Participation Accelerates HK's Industrial Growth

Foreign technology has accelerated the growth of Hong Kong industry. Latest statistics show that investments from such countries as the United States, Japan, the United Kingdom, Switzerland, the Netherlands and Australia now total \$2,206 million, compared with \$1,400 million in 1973. The industry sectors attracting the major portion of foreign capital are (in descending order) electronics, textiles, chemicals and electrical products. Altogether, the 450 foreign establishments here employ over 64,000 workers — about eight per cent of Hong Kong's 800,000 manufacturing labour force.



B



C



D



F

Chamber

At the invitation of the Beijing Government and bankers to Beijing between July 15 and 20, a group of Hong Kong businessmen and bankers to Beijing between July 15 and 20, and the opportunities for joint ventures.

The group was led by Michael Langley.

Mr. Langley said that the group consists of two of the companies in the Chamber specific joint ventures.

Ms. Fung said that the group is required by the Chamber for cooperation with the Beijing Government.

The following is the leader's



The new legislation on joint ventures is much as expected although more wide ranging than most pessimists had thought possible.

The law as it stands tends to emphasise the dislike by the Chinese of complicated Western style codes and much reliance is placed on the principle of mutual benefit. However, a set of guidelines and a framework within which joint ventures can operate has been officially laid down with specific details being left to the partners in the joint venture to work out to their mutual advantage.

The fact also that overseas borrowings are allowed and that no limit has actually been set for how long the partnership will last should encourage foreign investors.

It should be stressed that foreign businessmen must understand that the spirit of the law relies on sincerity and trust between both parties to the joint venture and if these principles are not acceptable for the reason that business is not conducted in this manner in their own countries, then they will find it difficult, if not impossible, to form a meaningful joint venture operation in China.

Foreign participants in joint ventures must also accept that they are subject to the laws of China in the same way as their other subsidiaries or associated companies are subject to the laws of the land in which they operate.

There have been expressions of doubt regarding arbitration proceedings in China but the record is good and arbitration, in the few cases where it has taken place, has been conducted in a fair and unbiased manner.

By M.P. Langley, Hongkong and Shanghai Banking Corporation, Group Leader, Chamber Group Visit to Beijing

By Cecilia Fung, Assistant Director of the Chamber.

The Chairman of the Financial Department of the Beijing Government and Chairman of CCPIT (Beijing Branch), An Lim hosted a banquet for the group. Discussions were held in a most relaxed and amicable atmosphere, and English was widely used in discussion and conversation. The Chinese officials encouraged suggestions, and seemed very receptive to constructive advice. We spoke to a number of highly qualified engineers, whom we believed understand perfectly well modern methods of production, but have not yet had the chance to put their knowledge into practice. The group was also briefed by the Vice Director of the Beijing Economic Development Corporation and the Vice Director of the Beijing Economic Committee.

The group visited a 1,200-worker shirt factory, and separately, toured the Beijing Steel Plant, the Beijing Electronics Corporation, the Elect-

ronics Instrument Bureau, the Bank of China, the China International Travel Service and the China National Foreign Transportation Corporation.

The plants at Beijing are equipped with locally made machines of high quality and design. Plant managers are empowered to sell directly the surplus of the production target, a new move introduced only recently.

Wages run from RMB 60 for workers to RMB 100 for managers. The retirement age is 60 for male workers and 50 for female workers. Retirement pensions of between 75 and 90 per cent of the final monthly salary are provided to all employees.

Chinese officials have begun to realise that some agencies might have duplicated their responsibilities and are considering organisational changes

Picture shows (from left to right) Yang Guang-hui, Vice Chairman of CCPIT, Michael Langley, a senior officer of the Hongkong and Shanghai Banking Corporation, Cecilia Fung, Assistant Director of the Chamber and Chi Yuan-pu, Manager of the China National Foreign Trade Transportation Corp. at a banquet hosted by CCPIT - Guangzhou.



Clarifies Joint Venture Law at Beijing

conomic Development Corporation, the Chamber sent a group of industrialists July 15 and 22 to discuss with senior Government officials China's new foreign investment laws, ventures and compensation trading arrangements.

ngley of the Hongkong and Shanghai Bank, and managed by Cecilia Fung, Assistant Director of the Chamber.

he visit had provided useful information to both sides. He was pleased to note that represented in the group will send technical staff to China for further discussions on projects.

Chamber will continue to organise such group visits to various parts of China as er's member companies. The Chinese authorities have confirmed their interest in Chamber groups in future.

ession and a full report by Ms. Fung.

to China Resources Co. in dealing with investment enquiries at the initial stage.

As regards the foreign investment code, a number of issues were clarified.

The law applies to both Hong Kong based Chinese and foreign companies. Foreign equity holding can be as much as a hundred per cent, but the Chairman of the joint venture must be appointed by the Chinese. A Chinese appointed factory manager is also preferred.

Joint ventures can be approved at provincial and municipal levels, but the final documents will have to be endorsed by the State Council via the Foreign Investment Control Commission. It was not specified what industries are considered suitable for joint ventures, but Chinese officials say proposals are always welcomed.

It was confirmed that foreign companies can repatriate profits subject to a higher tax rate. Details are however being worked out in order to encourage investors to reinvest profits

in the country.

Although Chinese officials agree that the investment legislation is a series of broad principles, they believe it will serve the purpose, at least in the initial stage, of being the basis for all

joint venture agreements. "Mutual benefit, trust and cooperation" is stressed by all Chinese officials and agencies.

Employees at work at a Beijing shirt factory.



Canon's new computerised NP-80 will revolutionise office copying the way computers revolutionised the world.

Like computers, Canon's copiers are not only getting better. They're getting smaller. And the new NP-80 is the first of our new generation of computerised desk-top copiers which gives you features of an expensive full size copier. The NP-80 takes up to A3 size, reproduces as many as 32 copies a minute, and needs no warm up time.

And instead of the conventional operation panel with buttons and switches there's a smooth sensor switch board.

Another innovation is the world's first roller development process.

This, together with the built-in micro-computer guarantees perfect copies, even when the unit is operating at high speed. The NP-80 has an "Interruption Key" that allows a pre-set run to be interrupted.

The NP-80 desk-top copier also has a convenient double cassette paper supply system and fixed copyboard — features usually only found on full sized copiers.

In the 1980's, other copiers will have features like this.

Canon PLAIN PAPER COPIER **NP-80**
The computer age copier



Jardine Marketing Services Ltd.

Showroom: The Canon Centre, 110 Prince's Building, Hong Kong. (Enquiries: Telephone, 5-7909011, EXT 3721.)



Diversify Markets Through Trade Promotion

Although the half yearly forecast is that Hong Kong exports are heading for another bumper year with a growth in value of between 25% and 35%, the business community in Hong Kong expects trade to slacken towards the end of the year as recession affects the United States and there is a general slowing down of economic activities as a result.

In times such as this, the protectionist lobby in various developed countries can be expected to make a strong case for more trade restrictions to protect their local industries from outside competition. There will thus be strong pressures for further trade restrictions. These might come in the form of new quotas for hitherto unrestricted goods or they might come from countries which had previously subscribed to a liberal trading policy.

Hong Kong has weathered many similar situations in the past and we shall meet this one with a great deal of experience and initiative. We are already increasing the product range of existing industries; our companies are continually searching for "winners" — those goods which because they fit a crying need in the market have been selling extremely well as soon as they are launched. Many items of garments and electronic goods are in that category. They have been the salvation of Hong Kong after the recession of 1973-74. We must keep up the search for these winners and, I am sure, our designers and product engineers will not fail to take advantage of opportunities.

The other area we need to tackle seriously is a diversification of industries. Electronics has been doing that to a good extent in recent years. But there must be *other* industries to share the honours with the electronics industry in due course. Perhaps because a lot of money may have to be expended on new industries before they bear fruit, progress along this

front is likely to be slow. The fact that we have limitations in our supply of water and the fact that we do not have a protected domestic market are further limiting factors. Land cost is also a material factor of increasing importance.

The third area where we must seek diversification is our overseas markets. Hong Kong has traditionally exported most of its goods to the United States and Europe. These are no doubt very important markets. But we must be constantly on the lookout for more. A too heavy reliance on any one particular market is not always a healthy thing. In the present climate the need to diversify our markets has assumed greater urgency.

The Chamber has been very active in this field. So far this year, we have sent out seven missions to various parts of the world, including the Middle East, Papua New Guinea, Central and South America, Europe, Africa, Korea and Japan. With one additional mission coming up on September 19 to West Germany, we will have mounted 8 missions in all, which is by no means an insignificant number. These missions have generated business worth tens of millions of dollars for local exporters' order books. *T. L. Tsim*

Chamber Despatches First Ever Mission To Kyushu

Hong Kong's first ever trade mission to Kyushu, arranged by the Chamber left for Japan on September 6.

The 16-member delegation comprises a representative cross section of Hong Kong's industry, ranging from garments to handbags, from plastics to toys and from watches to photographic equipment.

Trade Division Manager of the Chamber, Ernest Leong said that the purpose of the mission is to introduce to Kyushu businessmen the high quality of Hong Kong products, but at the same time, participants hope to explore areas where new buying opportunities exist.

"The bulk of trade between Hong Kong and Japan has in previous years been conducted mainly through large cities such as Tokyo and Osaka," mission leader, Wong Po Yan said. "We believe that good opportunities also exist in the prefectures where business contacts in the past have

not been as strong and diverse as we would like them to be, probably because of the lack of sufficient information on both sides."

Between September 6 and September 21, the mission will visit Oita, Fukuoka, Nagasaki, Kumamoto and Kagoshima, some of which have already established trading connections with Hong Kong. Hong Kong exports to Fukuoka, for example, amounted to \$34.9 million in 1977.

Although Hong Kong has been developing its trade with Japan rapidly during recent years, the balance of trade is still very much in Japan's favour. "We are very anxious, therefore, to sell more to Japan," Mr. Wong said.

Hong Kong Trade Delegation To Attend Berlin Fair

The Chamber is again organising participation at the forthcoming Berlin Overseas Import Fair — "Partners for Progress".

The Berlin Fair, being sponsored by the German Consulate General, will be held this year from September 19 to 23.

The Chamber has been the Honorary Representative of the Fair Authorities in Hong Kong since 1968.

As with previous fairs, Hong Kong has managed to obtain exhibition space at a special rate and exhibitors will be able to save substantially on the cost of participation.

The Overseas Import Fair is one of the leading general fairs of its kind in Europe. Importers, wholesalers and retailers, trade agents as well as buyers from large department stores and mail-order houses from all over Europe are invited to attend and discuss business opportunities with exhibitors. Last year 1,056 firms from 58 countries participated in the fair.

Total business concluded at the fair by Hong Kong exhibitors last year amounted to approximately HK \$3 million and all exhibitors reported very useful contacts and a good deal of follow up business.

The Ingredients for Fine Dining in Causeway Bay

The Grill's sommelier speaks highly of the 1970 Château Pontet Canet, one of over 50 fine wines available from our cellars.



Rare or well-done? We serve U.S. Prime Rib *au jus* at your table with a plump Idaho potato and fluffy golden-brown Yorkshire Pudding.

You'll find the Noon Gun Grill's menu offers a number of specialities you won't find elsewhere. So relax and take your time while selecting.



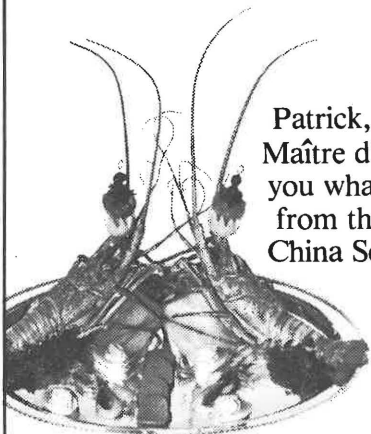
Cheeses from all over the Continent, served at your table. Why not sample something you've not tried before?



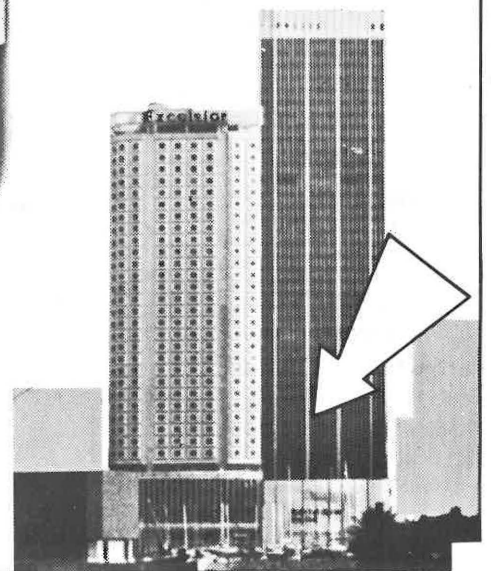

NOON GUN GRILL

On the third floor of the World Trade Centre
Open 12 noon - 3.00 pm
6.00 pm - 11.00 pm
Please call 5-767365
ext. 303 for reservations.

Patrick, the Maître d'Hôtel, will tell you what's freshest from the South China Sea.



Carlito sets the mood for gracious, intimate dining. Ask the Maître d' if you have any musical suggestions.





In-Tray

Chamber News

Chamber Welcomes 27 New Members

The following companies joined the Chamber during July:—

- Amsua Trading Company
- Banca Commerciale Italiana
- Branson Sonic Power Co. Hong Kong Branch
- Cemac (Hong Kong) Ltd.
- Chais & Company
- Charles Russell & Co.
- China Mercantile Transportation Services Ltd.
- D.T.C. (Far East) Ltd.
- Data General Hong Kong Ltd.
- Flambo Enterprises Co. Ltd.
- Frankly Rattan Factory
- Genting Trading Co. Ltd.
- Green House Trading Co.
- Hambro Pacific Limited
- Kanematsu-Gosho (Hong Kong) Ltd.
- Mideast Mercantile Ltd.
- P. Chen & Company
- P. & L. Company
- Permtek Ltd.
- Ramco Traders
- Riggs Associated Services Ltd.
- Shouson Garment & Glove Co. Ltd.
- Osok J.K. Suh
- Tai Tung Hing Kee Textile Co.
- TAJ Impex
- William Trading Company

Improving our relations with the members

In order to establish a closer link with our members, two receptions were held in the Boardroom on July 27 and August 24.

More than 30 representatives from different member companies attended the receptions.

At the same time, our membership executive, Matilda Cheng, is available to visit member companies to discuss Chamber services. Members who wish to comment on Chamber services are invited to contact her at 5-237177 ext. 34. The Chamber is continuously experimenting with new ways to improve relations with member companies.

Sightseeing visit to China

General Committee member Leslie Gordon led a group of expatriate members on a sightseeing visit to

China between August 22 and September 4. The group was accompanied by Assistant Director, Harry Garlick.

The 20-member mission visited Guangzhou, Chengdu, Chongqing, Changjiang Gorge, Wuhan, and Beijing.

In October, the Chamber will arrange a similar mission to China for local members, to be led by the Director's Personal Assistant, Louise Wong.

Informing members on the progress of the industrial estates

Chief Executive of the Hong Kong Industrial Estates Corporation, V.W. Miller briefed members of the Chamber's Electronics Committee on the progress of the estate development on September 5.

So far, 16 local and foreign industrialists have signed lease agreements at the Taipo Industrial Estate. The Chamber has provided assistance to a number of the grantees.



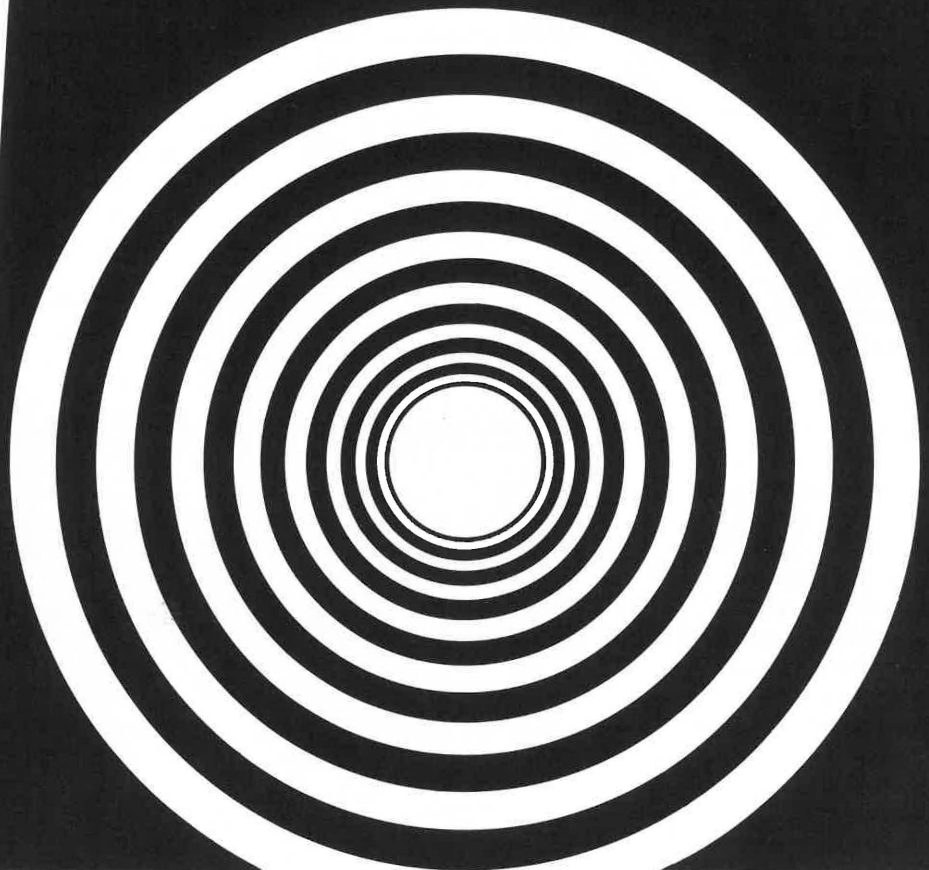
CHINA TOUR

Participants in the recent China tour attended a briefing session in the Boardroom of the Chamber before departure. At the head table are (from left to right): Harry Garlick (tour manager) standing Leslie Gordon (tour leader), Y.C. Chan and K.K. Lau from China Travel Service.



NEW MEMBERS RECEPTION

During the reception, members were shown the various branches of the Chamber.



Our scientific planning and mechanised installation, augmented by advanced production techniques and modern management methods, make us the most up-to-date and efficient factory of its kind. With these facilities plus our continuous creative efforts, latest technical advancements, modern industrial designs and vigilant value analysis, we can supply flashlights of better quality, better design, better price and can offer you better service. For resale or own use, the best choice will always be

FLASHLIGHTS BY **SONCA**

The World's Largest Flashlight Manufacturer

外資對香港 工業的參與 —— 競爭與促進



二十年前，香港是有意投資勞工密集輕工業人士的必然目標。我們已成功奠定了紡織業的發展基礎，而勞工密集成衣生產就是其中增長最快速的一環。玩具業雖因安全問題受到若干市場的攻擊，但仍在蓬勃發展。電子業先鋒是對香港市場優點進行評估的第一批投資者。那時，香港擁有大量便宜、適應能力高的勞工；為了獲得僱用，他們願意接受長工時、低薪資及惡劣的工作條件。地價方面亦較便宜，而且供應充足。當時，港府感到無需向海外投資者宣傳香港的優點，因為他們來港投資往往是出于自己的意志；而且他們投資設廠一般亦無需政府機構的龐大協助。

但時代已變遷，成功創造了新環境及新問題。過去二十年間，香港工業的長足發展及所有其他經濟環節的同時增長，已使投資環境改變得面目全非，與六十年代初的情況大相逕庭。現時，本港土地極缺乏，售價高昂。以亞洲標準而言，本港勞工已不再低廉和充裕。而且，工人獲法例保障的程度亦遠較二十年前為大；他們認識到本身的權利及在勞工市場上的價值。

個別公司之間的工業競爭劇烈非常。以海外投資而言，很多國家都針對着同一具潛力的製造企業發展。先進國大都清楚體會到多元化及精密工業所具有的經濟和社會價值。過去，香港曾成為部份投資者的無意識選擇，或多或少都應該歸因於這些國家。本港的競爭對手中，有些擁有大量廉價土地供應，工源充足，且

工資遠低於香港水平。競爭國建設與發展自由貿易區，及制訂吸引外資的宣傳法例，皆趨使香港作為輕工業投資者的最佳亞洲投資地點的領導地位降低。

在競爭日益劇烈的環境下，政府及私人機構若干年來已認識到需要奮力進行促進外國工業來港投資的活動，並需考慮消除障礙、維持香港投資吸引力的最佳辦法。雖則如此，整體促進計劃的組織與執行仍未如競爭鄰國（包括新加坡、台灣、韓國及馬來西亞等）那般具魄力。現時，此等國家及其他國家如斯里蘭加、菲律賓、甚至毛里求斯皆在積極作自我宣傳，以吸引海外投資。正如本期「工商月刊」專文指出，香港在利用海外投資機會方面並未有遲緩；因此，我們應該加緊努力吸引外國高級工業來港投資。這方面亟需中央政府的指引及設立機構性制度，以確保所制訂之長遠促進計策獲得最佳的意見及技術協調。

雖然，港府擴展整體工業投資促進活動的計劃已甚明確，但工商界人士對有待發表的工業多元化諮詢委員會建議書仍深表關注。在此項重要工作上，本會將繼續負起輔助的任務。近月來，本會為資助工業投資促進活動而設立之工業發展基金，已再度籌得大筆經費。

今後，外資對香港工業參與的重要性將不會減少；但世界各國對高級科技的競爭則必然會加強。在這種情況下，香港實不應再因促進活動缺乏妥善組織及努力，而失卻本身的投資有利形勢。





新科技 與 新工業

正當港府及廠商提倡以新科技促進本港工業多元化之際，外國投資——吸取先進技術之主要途徑——在近年來已有穩定增長。據工商署發表之統計數字指出，一九七八年六月至七九年六月期間，外國投資總值由二十億六千五百萬元增至廿二億零六百萬元。而在一九七三年底，本港製造業之直接海外投資總值僅約十四億元左右。

美國仍為本港的最大投資者，投資總值達十億三千萬元，現設的美資工廠約有一百三十間之多。其次是日本，近年日商來港投資有可觀增長，總額達四億一千二百萬元。此外，英國、瑞士、荷蘭及澳洲亦有大量投資本港工業。

政治穩定，全面性商業服務、簡單低率稅制、勞工資質優良、外匯兌換容易及中英關係良好，皆是促進外國投資增長的主要因素。此外，港府及私人機構極力宣傳香港作為一個理想投資地點，亦有助於促進海外投資。

吸引外資的主要工業包括電子（牽涉五億二千五百萬元投資）、紡織（牽涉三億一千三百萬元投資）、化學產品（牽涉二億四千七百萬元投資）及電工製品（牽涉二億元投資）。現設的外資工廠共四百五十間，總僱員人數逾六萬四千名——佔全部工業勞動力百分之八左右（全港共有八十萬製造業工人）。

外國投資擴大加速了香港的工業發展。香港工業能夠藉此「捷徑」而比其他地區先走一步，是因為本港容易接受先進意念及技術，也因為世界上最優良的機器可以不受限制地迅速入口來支持本地工業發展。

香港生產力促進中心執行幹事胡禮智博士解釋說，新製造業之國際分包業務及外國投資是香港吸取先進科技的主

要途徑。具體而言，科技是從外商提供的技術協助和透過本港技員出國受訓中吸取得來。其他協助方式包括供應機械儀器，引進工業工程技術、裝配綫設計、管理技術指導及新產品設計概念等。

據胡博士稱，高級先進技術之吸納及適應是維持香港在世界市場競爭地位之必需先決條件。

透過國際分包業務及外國投資帶來之技術轉移亦引起了一個間接的後果。胡博士稱，任職國際分包式公司的技術僱員，在吸取了所需的工技知識後，大都自己做了承包商，經營同類製造業務；或轉到其他可以提高現有科技或擴充生產基礎的公司工作。

製造勞工工具及太陽能產品的瑞嘉（東南亞）有限公司，是外國科技轉移的一個典型例子。除生產太陽供熱壁板外，瑞嘉之澳洲母公司現正試驗一種供空氣調節用之新太陽能系統，並且計劃在香港發展。該公司在大埔工業邨設有面積達四千二百平方米的廠房，所需的新儀器如鍛工用的落錘、氣壓控制爐、自動電鍍機等，將由德國及英國運來本港。

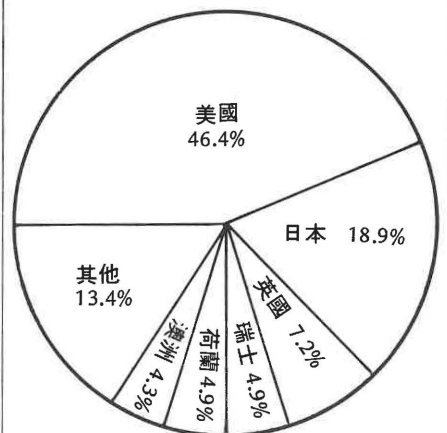
瑞嘉（東南亞）有限公司製作部經理歐達義稱：「我們認為我們的技術水準可與任何其他國家相比。隨着裝卸減少及工作日趨暢順，我們大埔邨工廠的生產力預料將有可觀增長。」

他補充說：「我對香港人十分有信心。由於他們的聰敏、能力及出身，他們很快就學會技術知識。」

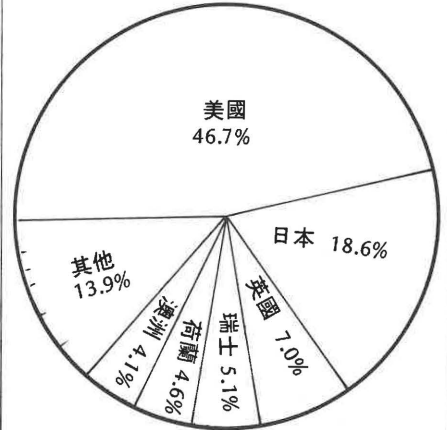
香港的工業結構——小型工業的卓越地位、對幾個先進國市場的依賴性、缺乏資源及長綫投資——過去曾妨礙了創造性研究與發展工作的進行，但現時已有改善的跡象。

在本港三萬七千間製造業工廠中，百分九十二是小型工廠，僱用工人少過五十名。這些工廠如要經營成功，就必需能適應迅速轉變的先進國市場需求，按此等國家的設計及標準從事生產。因此，如要取得徹底成功，科技轉移形式應同時配合大小型企業。

外國投資香港製造業概況
——以投資國家分類（資料由工商署提供）



截至一九七八年七月三十一日止



截至一九七九年七月三十一日止

（備註：聯營事業之港商權益不計在內）

香港生產力促進中心執行幹事胡禮智認為，目前所需要的，是謀求可能改良本港出口業績而不致阻碍紡織及成衣出口的新業務。此外，我們亦需要提高生產量的內容，以減少對進口及半製成品的依賴性，及盡量減低因海外供應波動而造成的生產損失。

適宜從外國引進技術的香港工業包括電機業、五金、電鍍、焊接、精密製模、精密儀器、粉末冶金鑄模、電腦應用及精密儀器工程的刻度設備等輔助工業。而本港今後應發展的新產品包括可隨身攜帶的電器工具、轉換器、汽車零件、文儀用具、化工原料、包裝及印刷項目。

為着促進本港科技及吸引廠商發展一些否則無法在港設廠生產的工業，港府採取了一種「特別工業政策」。此項政策是以投標或批私約形式為土地及資本密集新工業提供用地；這類特殊工業所需的技術水準比一般的現有工業為高。

此外，港府亦在大埔及元朗建立工業邨，為那些無法在普通多層工廈內生產、或無法以市價競爭土地經營的工業，提供批地。直至目前為止，已有十六間公司獲簽署批地契約在大埔工業邨設廠生產，其中包括嘉士伯啤酒廠香港有限公司、福祿遠東有限公司及瑞嘉（東南亞）有限公司。

嘉士伯啤酒廠是最早獲簽署大埔工業邨批地契約的廠商之一。該廠是聯合啤酒廠（United Brewery）與寶隆洋行合組之聯營企業，投資總值達一億元。嘉士伯香港啤酒廠將由明年開始投入生產，預料初步經營之啤酒產量可達一千五百至二千萬公升，僱員人數預定約為一百五十名。

嘉士伯啤酒在世界三十多個國家、

遠東及馬來西亞釀造。香港啤酒廠除為本地飲家供應啤酒外，亦會將產品輸往鄰近亞洲國家，甚或遠至阿拉伯等國家。

寶隆洋行入口部經理馬達臣向本刊表示：「我們來港投資主要是因為嘉士伯在香港極具市場潛力。此外，亦因為香港勞工優良、工資較廉及香港是個理想的分銷中心。」

他稱：「在未決定來港投資以前，我們曾考慮過遠東其他可供選擇的地區，包括中國。香港建設工業邨計劃解決了我們原先面臨的基本困難——高地價成本。因此，我們確信香港是最理想的投資地點。」

他續稱：「我們未有選擇中國作為投資地點，是因為目前對中國政府來說，飲食業並未及其他工業如紡織和電子業那般具吸引力。」

馬氏指出，嘉士伯在港開設啤酒廠，亦引起了有關行業廠商如製罐廠的投資興趣。預料此項投資計劃將會促進香港出口工業多元化，和加強外國投資者的信心。

另一簽署契約之廠商福祿遠東有限公司，在工業邨獲批得一幅面積達五千一百平方米的工業用地。該公司預定每年可生產最高一萬噸的陶瓷及搪瓷原料。雖然，多年來福祿遠東有限公司已成為其美國母公司的地區總部，此項價值七百五十萬元的投資計劃仍為該公司首次在港從事製造業投資。

福祿遠東有限公司董事經理杜達稱，雖則香港土地及勞工成本較高，但本港仍提供很多有利條件如便利航運設備，極少入口限制及全面性商業架構等。

日本方面，株式會社高田工場在大埔工業邨投資了三千萬元，計劃每月生產最高達一百萬米的厚質塑膠軟管。該

日本公司來港設分廠部份是受到本會工業投資促進活動影響所致。

株式會社高田工場總裁Juichiro Takada 於最近訪港期間，曾向本刊指出：港府政策自由、香港靠近日本及勞工優良，是促使該公司來港投資之主要原因。就科技轉移而言，Takada 先生表示他準備為本港招聘的工程師開設訓練課程；同時，他亦計劃遣派日本技術人員來港主持開廠事宜。

港府方面雖極力鼓勵外國投資，但若干限制因素仍阻礙了有效的技術轉移。這些限制因素包括某些工業擴展範圍出現勞工短缺、工業用地缺乏（至少在不久將來情況如是）及輔助設備不足等。而最重要的，是小型工業在資金籌集及吸取先進外來科技方面都面臨困難。

大部份問題都並非一下子可以獲得解決，但為着提高香港工業技術，若干主要工業家建議小型廠商應加強合作，成立一個中央統籌機構。

胡禮智博士認為，香港工業目前的四大需要是：

(一) 成立「聯絡及工藝經濟計劃」組織，設計技術轉移的有效方法及宣傳工作。

(二) 設立「綜合標準及測驗服務」，以協助中小型企業發展先進科技，如電子、精確儀器及輕機械等；這些都是本港極具發展潛力的工業。

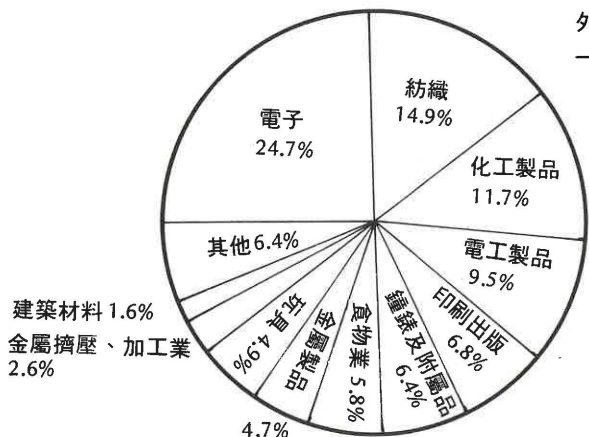
(三) 加強公、私攜手合作研究、設計及發展的力量，以應付迅速轉變的市場趨勢，及適應各種科技的快速發展。

(四) 廣泛的工業資料諮詢服務。此項服務需搜集技術、經濟及市場各方面的專門資料，加以整理集中，以便工業及政府技術部門吸收。

香港工業總會的看法與生產力促進中心大致相符。香港工業總會總幹事陳

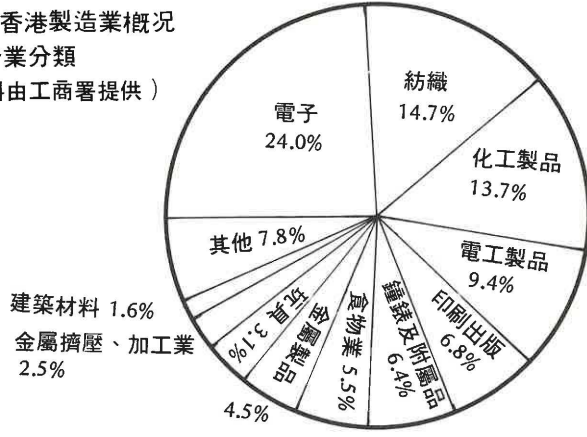
外國投資香港製造業概況

——以行業分類
(資料由工商署提供)



截至一九七八年七月三十一日止

(備註：聯營事業之港商權益不計在內)



截至一九七九年七月三十一日止

樹安最近曾呼籲本港廠商設立研究委員會，以促進工業技術轉移。

陳氏稱：「此乃為本港工業面對八十年代挑戰及困難作好準備的必需步驟。港府制訂的政策應以盡量減少能源危機影響，及維持本港在隣國間競爭優勢為基礎。」

陳氏又稱，八十年代的本港工業將需由勞工密集轉向技術及資本密集方面發展。而電子及精密工程等工業將可適當地配合當局的工業多元化政策。

港府如何促進工業持續發展？

工業海關總監杜華稱：政府對各工業投資所制訂的措施目的是協助他們發展。除了提供廠房及就業機會外，並且提高所需的技術，以維持其繼續前進的力量。這些皆需要通訊交流、技術教育及其他促進發展的服務。

此外，港府亦設法應付抑制工業發展的若干問題——如土地缺乏等。當局已盡量為特別工業提供用地及工廈，以解決土地缺乏的困難；並且，已加緊努力吸引外來投資及先進技術來港。

港府及私人機構一致認識到保障工

業保持效率和不斷發展所需的服務的必要性。為此，政府撥出公帑協助創設如貿易發展局、生產力促進中心、香港出口信用保險局、香港工業總會及許多其他機構性質的輔助服務和制度。

此外，政府還用公費創立並擴建香港理工學院，使本港有關工業訓練和教育設施大大增加。經過十多年來的努力，結果，工業界現已可以依賴出身自這些教育性及技術訓練制度的畢業生的不斷供應，他們都熱心於為香港工業發展盡一分力。

適當工業用地的供應，環境保護工作，社會及勞工立法上的種種進展，政府及私人機構在經濟、貿易及工業等廣泛範圍上的配合，都對本港製造業的健全性和利益有所貢獻。



For over ten decades the Wheelock Marden Group has served your needs.



Beginning with the founding of Lane, Crawford, Limited in 1850, the Wheelock Marden Group has served commerce and industry in the Far East for over 125 years.

Hong Kong is our main area of activity where traditionally a major portion of the Group's resources has been deployed in real estate. The Group's other major traditional area of activity is ship-owning.

Our other interests include retail trading, manufacturing, general trading, insurance, computers and the Cross-Harbour Tunnel.



Look into what the Wheelock Marden Group is doing today and thinking about for tomorrow.

把宣揚付諸實踐

雖然，香港每年都吸引大量外資來港，但另一方面，本港廠商及企業家亦大量從事海外投資。因此，除引進外資及技術以發展本港工業外，香港亦透過海外投資設廠，對東南亞及世界性工業發展作出了龐大的貢獻。香港及地區總部設港的跨國公司在海外投資的範圍極廣，主要包括電子、成衣、紡織、石油化工、機械及食品加工業。

這些投資企業遍設亞洲多個國家如台灣、馬來西亞、印尼、新加坡、泰國及菲律賓。若干企業家則在斯里蘭卡、尼日利亞及東非等較遠地區設有分廠。上述國家現正致力增加本國的海外製造業投資，向外資人士提供大量投資鼓勵。

本港企業家稱：土地及勞工成本較低廉是促使他們向海外發展的主要原因。有些廠商，尤其是電子廠商，在海外設廠的目的是將較低級產品之製造承包與工資低廉的國家，而將精密項目集中在本港製造。另一方面，成衣商在鄰近地區設分廠的目的則在於擴展世界市場。

雖則世界各國向海外投資者提供的機會各有不同，（一般需視乎投資企業的性質而定），但各國政府都總是以稅務利益來吸引外商投資新工業，及加工、開發國家天然資源的其他工業，如馬來西亞的橡膠及木材加工業就是其中一例。

由於香港並無資金外流數字發表，因此，實不可能確定香港在海外工業之投資總值。從其他資料來源所得的統計顯示：近年來，香港在中國、台灣、馬來西亞、印尼及泰國等地的製造業投資，均有顯著增加。在截至一九七七年底止三年內，本港在馬來西亞的工業投資總值約達六億五千萬元；這使香港成為馬來西亞的第四大海外投資者，名位僅次於日本、新加坡及英國。直至四月底為止，港商參與的投資計劃已有二百八十四項獲批准，其中大多數是與馬來西亞公司合資的聯營企業。這些投資項目在馬來西亞總工業投資佔了一個重要的比例，而且必定對就業及出口盈利有很大的貢獻。

政治、財經穩定、勞工供應充裕、地價低廉——由每方呎三角至三元不等

、自由貿易區及財政鼓勵等因素，皆提高了馬來西亞的投資吸引力。據馬來西亞副總理穆罕默（Dr. Mahathir Mohamad）表示，馬來西亞對各國工業家一向採以公平實惠態度，是值得讚譽的。他說，這點可從若干出口外資企業——歐亞皆然——不單只在馬來西亞擴展現有業務，而且還在當地增設新廠的事實獲得證明。

根據馬來西亞第三發展計劃，政府的目標是要使私人工業投資增加四百五十萬元，預期三分之一投資額將來自海外。穆罕默稱：「製造業十分重要，因為它可以創造廿二萬七千個新就業機會；而且，亦是外資最積極參與的一門工業。除使國民總產值增加百分之廿八點六外，製造業生產及外資將為我們「消滅貧窮」的社會目標提出貢獻。」

外資參與馬來西亞工業的範圍極廣，主要包括製造石油化學產品，精密產品如攝影及光學儀器、工業機械及零件、運輸工具、醫學及科學儀器、電工及電子器具、鞋類及玩具，及對當地原生產品如橡膠進行加工。

參與馬來西亞工業投資的主要香港公司包括環球電子有限公司、長江製衣廠有限公司、聯業紡織有限公司、樂聲電器有限公司、信昌企業股份有限公司、萬邦航運有限公司及金錢牌熱水瓶廠股份有限公司。

環球電子有限公司於一九七二年在馬來西亞合資開設了一間價值七百萬元的工廠，擁有百分之八十五股份權益。在新加坡方面，環球亦設了一間全資擁有附屬公司；後於一九六五年，環球將該廠百分之六十股權售予一間日本公司。

環球電子董事經理彭傑民稱：「我們早料到在七十年代香港會有一些勞工問題出現，我們已看出工資上升及勞工短缺的趨勢。另一方面，我們參與投資的海外國家均提供了極具吸引力的投資鼓勵，其中包括稅務利益、優惠地價及較低工資等。」

他又稱：「在新加坡方面，我們最初是在一間分層廠廈內經營，以合理租金簽署長期租約。後來，我們獲批售了一幅工地，並能以極廉的建築成本設廠經營。在馬來西亞，我們亦以低廉售價獲得一幅四畝面積的工業用地。」

環球馬來西亞分廠的僱員人數約有一千名。據彭氏稱，環球母公司現正不斷擴展馬來西亞的業務。在新加坡方面，由於環球是少數股東，該公司對當地廠務並未有作進一步的參與。他說，環球在新、馬兩地的綜合營業額約相當於香港工廠產量的百分之五十。

環球的政策是在香港生產較高級的市場產品，將較低級產品如廉價收音機承包與馬來西亞分廠製造。然而，彭氏又強調指出，環球之馬來西亞分廠亦正在逐漸提高產品質素。他說：「兩年前，我們的馬來西亞分廠主要是生產一個波段的收音機，但現在，該廠已可以製造各種FM/AM收音機及時鐘收音機。」

自一九七〇年以來，為配合業務擴展，長江製衣廠有限公司已在馬來西亞、新加坡及澳門開設了分廠。長江製衣廠董事梁國源向本刊表示：一間公司隨業務發展而在海外投資設廠是很自然的事，尤其是成衣製造商，他們必須考慮到入口國的限制措施。他說：「我們並不想孤注一擲。」

他續稱：「對長江製衣來說，土地及工資低廉是促使我們在海外設廠的主要吸引力。雖然後者已不再切合實際，尤其是新加坡方面，勞工成本正在不斷上升。」據梁氏說，稅務利益並非主要的投資優點，因為在「稅務優惠」期過後，大多數國家的溢利稅率都比香港為高。

長江製衣廠出口總值約達二億元，其中大部份產品是輸往歐洲共市國家。據梁氏稱，在海外設廠不會影響香港之出口業務，「因為本港的成衣商已受到配額的限制。」再者，在外投資的企業規模通常亦較香港本身的業務為小。梁氏稱：「相信港商一般不會只因為海外投資機會較佳，就將大筆資金調出香港。」

雖則台灣統計資料並沒有將工業與其他投資形式（如酒店業）區分，但台灣的海外投資亦紀錄得非常可觀的增長。據經濟事務部最近發表的統計數字指出，一月至七月期間的海外投資達十億三千萬元，較去年同期增加了百分之七十之多。一般相信今年的外資總值將打破七三年的十二億四千萬美元紀錄。

在十億三千萬元外資當中，約有四

億五千萬是來自華僑方面。香港華人投資了三千萬元，日本華人投資了二千五百萬元，其餘投資款項則分別來自歐美及亞洲國家的華僑。在此期，美國在台之投資總值為二億四千萬元，其次日本為一億七千萬，歐洲為八千萬。

外資者在台灣投資的最熱門工業計有電子（佔總投資額百分之三十三）、服務行業（佔百分之三十一）及化學工業（佔百分之七）。

去年台灣政府制訂給予華僑稅務優待的新法例，引起了華僑投資增加。然而，早在一九六〇年時，台灣政府已頒佈了投資鼓勵法例。據此法例，十四種生產企業可獲稅務優待——優惠利益包括五年豁免溢利稅、新生產企業固定資產獲加速折舊優待及其他多項稅務鼓勵等。

直至一九七九年六月止，香港在台灣之投資總值約十一億五千萬，其中八億五千萬是用於製造業方面。這使香港成為了台灣的第三大海外投資者，地位次於美國及日本。

台灣駐港非官方代表秦儷韓（遠東貿易服務中心董事）指出：大體上，台灣吸取的外資雖有增長；但自一九七五年，來自香港的投資已有逐漸下降之勢。他解稱說，這大概是因為港商在東南亞其他地區（包括印尼、泰國、菲律賓及中國）擁有更大的投資機會。

在印尼方面，香港亦是在美國及日本之後的第三大海外投資者。截至一九七八年底止的三年內，香港在印尼的投資總值幾達七億元。主要投資的工業包括成衣、紡織、化學產品、電器用品、鐘錶及伐木業等。

為着加速經濟發展，印尼政府提供了很多投資鼓勵，以吸引外資參與國內工業發展。這些鼓勵包括給予優先工業稅務優惠、特許關稅率、不受干預自由管理權、土地權、自由調撥盈利及工業國有化獲補償等。一九七三年，印尼成立了一個統籌委員會，向投資者提供有關計劃可行性方面的諮詢指導，並負責處理國內外之投資申請。

在次要的程度上而言，香港工業在西方世界亦甚為活躍——這些國家包括美國、加拿大、法國、瑞士及英國。另一方面，跨國公司在亞洲投資設廠亦加速了亞洲區的工業發展。在過去十五年來，這些公司（包括陶氏化學公司、快捷半導體、安培泛達、美商杜邦遠東股份有限公司、ITT、飛利浦及其他）一直不斷擴展亞洲的生產業務。

一九七八年內，陶氏化學公司在太

平洋區（包括在泰國、韓國、馬來西亞及印尼方面的業務）的營業額約達二十億元左右，該公司預料今年的營業額將可接近三十億元大關。陶氏化學公司在香港青衣島投資之一億五千萬元工廠，每年生產七萬二千公噸聚苯乙烯。

該公司發言人表示，跨國公司（尤其是基本原料製造商）來港設廠不單只協助香港的工業發展，而且還能消除傳統的價格、供應波動問題，對本港工業之穩定作出重大貢獻。他說：「引進跨國公司的精密科技亦有助於亞洲國家提高出口產品之質量。」

快捷於一九六二年來港投資。六十年代間，該公司已先後在韓國及新加坡設立了分廠。七十年代，快捷在印尼之投資總額約達一億元。目前，該公司正在考慮在菲律賓開辦第五間東南亞分廠的計劃。

快捷自稱是香港、韓國及新加坡的第一家半導體工廠，而且還是印尼最大的一家。快捷副總裁白德立表示：「由於我們在亞洲設有分廠，我們已訓練了大批半導體的技術工程師。」

白德立指出，雖則香港勞工嚴重短缺，但沒有政府限制及歐美市場運輸便利是在本港經營的有利條件。他說：「鑒於本港勞工成本高，我們已將業務集中製造高技術產品，不再從事簡單裝配。」

他續稱：「與香港比對，新加坡及韓國分廠可能分三、四班制工作，使我們從機械投資獲得最大的利潤。然而，只要勞工問題能有改善，通貨膨脹不再惡化，在港投資的前景仍然光明。」

近年來，很多本港及外資公司亦向急劇發展中國家如斯里蘭卡及尼日利亞進軍，在當地享有企業股權。

舉例而言，真善美製衣有限公司於今年一月間與斯里蘭卡Dasa集團達成一宗五年聯營計劃。該合資工廠設於Kelaniya Dasa聯合企業，僱有工人約一千五百名。

真善美發言人稱，與Dasa集團合資設廠是作為對香港勞工持續短缺的一種解決辦法。他說：「在斯里蘭卡開設新企業給予我們發揮質量控制技術，及市場學管理知識的新機會。」

繼中國頒佈中外合資經營企業法後，預料將有很多廠商往國內投資設廠。在這方面，本會於七月曾率團赴北京，確切研究新投資法例，及進一步考察國內投資機會。在此以前，本會已曾組團訪問過上海、天津及廣州。

據報，目前港商在廣東省參與經營

或在洽商中的企業（包括補償性經營及分包合同）約有五百項，其中計有成衣、收音機、勞工手套、鞋類、玩具及其他項目。產品大部份是以半製成品運返香港進行最後加工。

除此外，中國政府亦在邊境設工業特區，供中外合資企業發展。繼深圳市開放後，中國當局又把蛇口、沙頭角、南頭及葵涌等地區列為特別發展區。

中國政府已在蛇口劃出了一個特殊的區域，專供港商或外國廠商設廠使用。這個特別發展區預料可容納一萬人，其中三千人將為工業僱員。目前，若干日本、美國及歐洲公司正在研究在蛇口設廠的可能性。

若推而廣及整個太平洋地區，香港是高質廉價消費品的重要供應地；是工業原料及製品以及某些消費品的重要市場；是工業製品的轉口中心；是外國與中國銀行系統的重要通道；是本港及跨國大公司發展世界各地業務的中樞；又是政策穩定、管理完善的工業分散投資對象。

即使就狹義的東南亞地區而言，香港仍然是許多出口商品的重要市場；轉口中心；金融中心；資本投資來源；以及房地產、酒店及旅遊業的投資者。

一言以蔽之，香港是地區各國就業機會的製造者；而且亦是促進亞洲發展的重要貢獻者。

本會訪華團赴京澄清投資新法若干疑點

本會舉辦之北京考察團於七月十五至廿二日期間赴京，與中國高級官員商討中外合資經營企業法、聯營事業及補償貿易之合作機會。

該團成員包括廠商及銀行界人士，是次訪問乃應北京經濟建設總公司之邀請而前往。

該團是由香港上海滙豐銀行藍禮率領，由本會工業部助理董事馮若婷負責籌劃及隨團訪問。

藍禮表示，此行結果很有價值，洽談使雙方獲得有用資料。

他很高興知道兩間團員公司有意再遣派技術人員往中國，進一步商討合營企業計劃。

馮若婷表示，本會將按會員公司投資興趣，繼續組團往中國各地訪問。

中國當局已確認願與商會團體保持緊密合作。

以下是團長藍禮對此行觀感及馮氏之訪問報告全文：

香港總商會北京訪問團團長藍禮

(香港上海滙豐銀行代表)：

『中國頒佈的中外合資經營企業法雖然只是一個大綱，但重要原則已詳載其中，而且適用工業範圍很廣泛。

中國實行這套法律，最強調的是要維護合作雙方的共同利益。有了這套法律，就可以成爲外商與中國談判各項合資經營企業合約的基礎。

投資法批准向外借貸，而且，法例沒有訂明合約期限應可鼓勵海外投資者。

外商必須明白這套法例的精神，需依賴合作雙方的真誠與互相信任。倘因爲經營方式不同而無法接受這些原則，外商就會感到難以(若非不可能的話)與中國達成有意義的合營企業計劃。

外國合營者亦必須同意遵守中國國內法律，就如他們其他附屬或聯屬公司受經營當地政府之法律管轄一樣。

有關商業仲裁法方面，一般人士皆抱懷疑態度。但中國的仲裁紀錄一向良好，過去發生的數宗商業仲裁案件都是在公正不偏的程序下進行。』

本會助理董事馮若婷：

『北京市財貿部部長兼北京市貿促會主任安林設宴款待本會訪問團。討論在不拘束和友好的氣氛下進行；團員與中國官員洽談普遍採用英語。中國官員對建議表示歡迎，並且顯得樂意接受建設性的意見。我們曾與多位資深中國工程師交談，他們對現代化生產方法大都完全認識，只是向未有機會把認識諸付實踐。本團亦獲北京經濟建設總公司及北京經濟委員會副主任向團員簡介當地工商業情況。

本團參觀了一間一千二百個工人的恤衫廠，此外，還參觀了北京鋼鐵廠、北京電子廠、北京電子儀器局、中國銀行、中國國際旅行社及中國租船公司。

北京工廠裝置的機器全部是國內製造，品質設計優良。廠長有權直接推銷超出生產指標的剩餘產品，此乃最近才採取的新措施。

工資幅度由六十元人民幣(工人級)至到一百元人民幣(廠長級)不等。男工退休年齡爲六十歲，女工則爲五十歲。僱員獲分配之退休金款項約相等於

最終月薪的百分之七十五至九十。

中國官員已開始體會到若干機構在職責上可能有重覆，並正在考慮進行改組以改善目前情況。舉例而言，中國當局計劃擴大華潤公司職權範圍，使其業務可推廣到包括洽談投資事宜。

有關「中外合資經營企業法」的情節內容，若干疑點已獲得澄清：

投資法適用範圍包括本港華商及外國公司。外國投資的百分比可高達百分之一百，但中國將堅持合營企業的董事長及廠長都由中國人担任。

省級及直轄市等級別的行政單位，基本上可以審批合營協議申請，但最後協議文件必須再經外國投資管理委員會通過國務院。法例中並無擬出一份特定名單，規定何種工業才可實行中外合資經營，但中國官員表示，中國會考慮外商提出的各項合營企業或補償貿易協議申請。

中國官員証實了外國合營者按中華人民共和國稅法繳納較高所得稅後，可將盈利匯往國外。有關稅務法和稅率的詳請仍有待發表，中國方面將以鼓勵投資者將利潤用於在中國境內再投資爲立例目標。

中國官員雖同意「中外合資經營企業法」只是一個大提綱，但他們相信，作爲所有合營企業協議的基本原則，這套法例已合乎目的。「互惠、互信及合作」是中國官員及機構一致強調的重點。』



圖示(由左至右)：中國國際貿促會副主任楊光輝、香港上海滙豐銀行高級代表藍禮、本會助理董事馮若婷及中國外輪代理有限公司經理遲元構攝於廣州——中國國際貿促會晚宴席上。

本會與世界市場

香港需要增加海外市場

雖則半年度經濟預測指出：香港出口總值將再度增長百分之廿五至卅五，但本港工商界預料下半年貿易增長將隨美國經濟衰退影響而告放緩，而且，經濟活動亦會因此普遍停滯。

目前跡象顯示了上述的趨勢。美國入口及批發商似已盡量減少存貨，有些則因下半年度消費品需求有下降可能而削減港貨進口。

在這個時勢下，先進國貿易保護主義派料必會強調此點，採取更多貿易限制，以保護本國工業免受外來競爭。因此，他們可能會對不受入口限制的產品實施新配額制度，或者，一向採取自由貿易政策的國家亦可能訴諸保護政策。

過去，香港已曾經歷過不少類似的情況。因此，我們可藉豐富經驗及採取主動來面對這次困境。香港經常備受競爭壓力，這些壓力保證了適者生存，我們現時已處於可以自防的地位。我們正在不斷擴展現有工業之產品種類，港商繼續尋求「優勝產品」（指符合市場迫切需求之暢銷新產品）。多種成衣及電子產品皆屬於這類產品，它們是使香港經濟從七三、七四年衰退中復甦過來的動力。因此，我們必須繼續尋求這類「優勝產品」，我深信本港的設計家及產品工程師必定可以把握時機。

工業多元化是我們必須審慎處理的另一個範圍。紡織及成衣兩大傳統工業為本港帶來了經濟利益，但由於近年來配額限制增加，我們必須發展其他賺取外匯的工業，擴充產品種類。電子業是近年來急速發展的一門工業，但除此以外必定尚有其他工業可與電子業分享這份光榮。大概因為新工業發展需要耗用大筆資金和時間才見成效，這方面的進展可能會顯得較緩慢。水源供應受限制及本港市場不設防是進一步的限制性因素。此外，土地成本亦是個日形重要的實質因素。

海外市場是我們必須謀求擴展的第三個範圍。美國及歐洲是香港產品的傳統主要出口市場。無疑，這兩大市場極具重要性，但我們必須經常找尋更多新外銷市場。將出口集中於某一市場總不是穩當的做法。在現時情況下，擴展市場的需要更形迫切。

貿易發展局一向致力促進本港貿易，它們每月都有三、四個貿易團到世界各地訪問，並已在海外多個國家設立了永久貿易辦事處。香港總商會亦積極參與貿易促進活動，我們的工作通常是與

貿易發展局相輔而行。今年以來，本會已遣派了六個貿易團到各地訪問，這些地區包括中東、巴布亞新畿內亞、中南美洲、歐洲、非洲、韓國及日本。九月十九日，本會將再有一團往西德訪問。一年內舉辦八個貿易團絕非是個小數目，這些貿易團為本港出口商帶來了可觀訂單，成交總值逾千萬元。

由於今年總商會對外之貿易促進工作做得相當有成績，所以明年我們準備二月派團到中東、三月間派團到丹麥、盧森堡、法國及西班牙。另外，四月到五月間我們會有貿易團到委內瑞拉、阿根廷及智利。

明年在西德舉行之柏林展覽會我們必定會參加。如果今個月到九州的貿易團成績美滿的話，明年我們也會再到日本。（貿易部助理董事詹德隆）

柏林貿易展覽會

本會再次籌組香港代表團於今年秋季參加柏林「攜手邁進」貿易展覽會，該展覽已定於九月十九日至廿三日舉行，由西德駐港領事館贊助。

香港總商會自一九六八年以來，一直作為柏林展覽會香港名譽代表，年年組團參展。本會今年再次以特價獲得香港攤位，可為參展商節省大量費用。

柏林展覽會是歐洲主要貿易商展之一。歐洲各國的入口商、批發商、零售商、代理商、郵購商及百貨公司買家均將應邀赴會，與來自世界各地的參展商交易落單。去年共有來自五十八國的一千零五十六間商行踴躍前往參展。

香港參展商去年僅在展覽會數天內就接獲約三百萬港元的定單，還不包括會後進一步達成的交易。香港參展商還與來自德國、法國、意大利、比利時、荷蘭、挪威、瑞士及奧地利等國的買家建立了有用的聯繫。

香港總商會首次組團訪問日本九州

由香港總商會籌組之第一個香港九州貿易團，已於九月六日（星期四）離港赴日本訪問。

該團乃由十六位香港工商各界人士組成，由成衣至手袋、塑膠至玩具及手錶至攝影器材等行業均包括在內。

香港總商會貿易部經理梁紹輝稱：「該團訪問的旨在向九州商人介紹香港產品之優良品質；但同時，團員亦希望藉此考察當地之新採購機會。」

該團團長黃保欣表示：「多年來，港日貿易大部份集中於東京及大阪等大城市。我們相信其他日本縣市亦必定存有良好貿易拓展機會。過往，這些地區之貿易聯繫及發展未如理想，大概是因雙方缺乏了解和認識使然。」

在九月六日至廿一日期間，該團將訪問大分、福岡、長崎、熊本及鹿兒島四個日本港市。上述地區有些已與香港建立了貿易聯繫。舉例而言，一九七七年香港對福岡市之出口總值達三千四百九十萬元港幣。

雖然近年來，香港對日本之雙邊貿易正在迅速發展，但日本方面一向享有龐大貿易盈餘。黃氏稱：「我們極力希望能向日本增加銷售。」

簡報匯編

歡迎新會員

本刊歡迎廿七間公司於七月份加入本會，成為香港總商會會員。（新會員名單詳列本期英文版）。

增進會員關係

為使本會與會員之關係更加密切，本會特於七月廿七日及八月廿四日在會議室舉行了兩次酒會，款待新舊會員。共有三十多位會員公司代表參加酒會。

另一方面，本會會員事務主任鄭小明亦到若干會員公司訪問，談論本會服務事宜。會員如對本會服務有任何意見或批評，請電五、二三七一七內綫三四，與鄭小姐聯絡。本會不斷試驗新途徑，以求增進會員關係。

中國觀光團

本會舉辦之外籍會員中國觀光團已於八月廿二日啟程，作為期兩週訪問。該二十人旅行團乃由本會理事高登率領，並由助理董事葛立科隨團訪問。該團行程包括廣州、成都、重慶、長江三峽、武漢及北京等地。

十月間，本會將為華籍會員組織另一個中國觀光團，由執行董事私人助理黃麗華率領。

向會員報導工業邨進展

香港工業邨公司總裁苗立賢於九月五日應邀出席本會電子業委員會會議，向會員簡告工業邨之發展進程。

直至今日為止，已有十六家港外廠商獲簽署工業邨批地契約。本會為申請廠商提供了很大協助。

**BRIGHT YOUNG
EXECUTIVE FOR
CENTRAL I/E CO.**

\$4,000

plus medical benefits

APPLY BOX NO.123

**BRIGHT YOUNG
EXECUTIVE FOR
CENTRAL I/E CO.**

\$4,000

**plus medical benefits
and
Central Provident Fund**

APPLY BOX NO.123

Which advertisement would you apply to first?

Any young executive worth his salt is concerned not just about short-term gains but also his long-term future.

He is looking for the kind of security offered by The Hongkong Bank Central Provident Funds.

Quite simply, a company and its staff or the company alone contribute towards a fund which grows to provide a substantial

lump sum on retirement. Unlike many retirement schemes, the money invested is **guaranteed a net growth of at least 5% annually.**

And with us the company also benefits through tax relief and the fact that we do all the administration for you.

For further information contact Mr. P.K. Chan of our Customer Services Dept. on 5-228210.



The Hongkong and Shanghai Banking Corporation

SIEMENS

Open your office for new executive telephone systems



Good telephone connections help to build good relations with your business partner. The SIEMENS TOPSET 100 embodies all the facilities that are essential in modern telephony such as: Refer back calls, three way conversation (add-on), diversion of ringing, automatic transfer of ringing or busy indication.

The SIEMENS TOPSET 100 saves such dialling and waiting times. Pressing a single button causes the SIEMENS TOPSET 100 to set up the desired connection automatically in a minimum of time, by one-way priority circuits to ten, twenty, thirty or more extensions of the office PABX.



SIEMENS TOPSET 100 – added facilities that pay a dividend: Hands-free conversation, directly advising the secretary, summoning a messenger or conference sign for door.

If you want more information about the SIEMENS TOPSET 100 line of executive telephone equipment, the electronic repertory dialer NAMENTASTER 1032, the functional telephone MASTERSET 111 or about PABX ESK 400 E or 3000 E please write to:



Jebsen & Co., Ltd. Siemens Division

P.O. Box 97, Hong Kong

Siemens for all Private Telephone Systems