

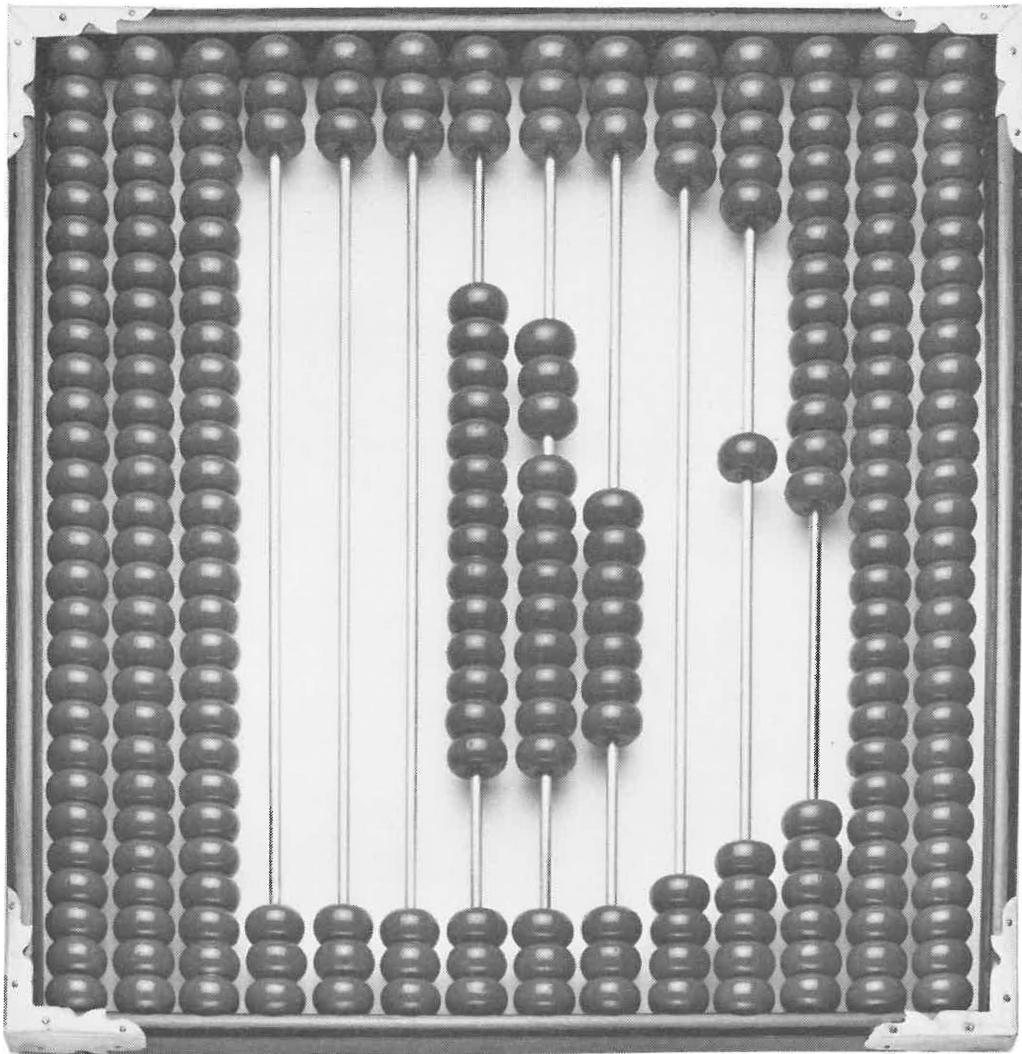
# 工月商刊 THE Bulletin

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



多元化發展高級工程技術 Diversification into higher engineering technology

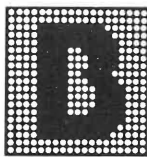
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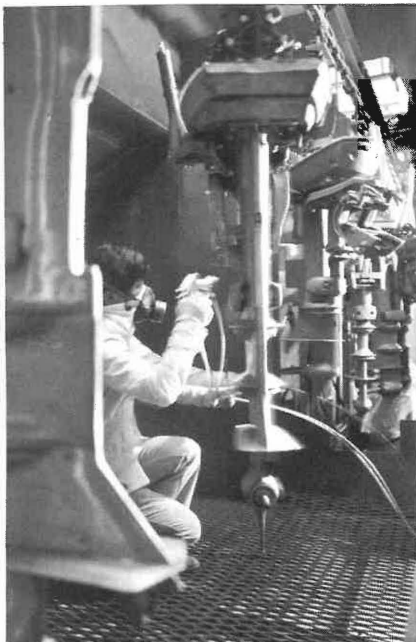


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Central Branch: Central Building, Queen's Road Central, Hong Kong. Tel: 5-246081.



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Economists and other pundits have been heralding the onset of recession, but most indicators have refused to confirm their forecast. The Bulletin goes out and talks to people in various sectors of the economy to get their opinions and comments.

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### Hong Kong engineering technology as we enter the 80s

Although Hong Kong is often criticized for its slow development into engineering-based industry, several companies in this field have made impressive achievements and are expanding fast. They tell The Bulletin the reasons for their success and some of their worries too.

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### The Northern Territory of Australia — a chance to get in on the ground floor.

A self-governing area in Australia, the Territory is wooing foreign investment in its fast-moving economy, especially in mining, animal industries, tourism and fisheries.

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內容摘錄自執行董事之每月報告。

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### 八〇年中期香港經濟之檢討及展望

經濟學者及權威評論家曾預測香港經濟會面臨衰退，但大多數的經濟指標都否定了他們的預言。「工商月刊」訪問了多位工商界人士，請他們就本港經濟狀況，發表意見評論。

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### 八十年代之香港工程技術——

雖然，香港工程技術工業發展緩慢常受到批評，但若干工程公司卻例外取得卓越成就。它們向本刊透露其成功因素及目前業務上的一些問題。

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### 澳洲北領地——為投資者提供投資良機

北領地自治區有意吸引外國投資，加速經濟發展，尤其在礦業、牧畜業、旅遊業及漁業方面。

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### 簡報匯編

Credit for the cover photo of Bulletin: Hong Kong Aircraft Engineering Company Ltd.

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## COMMITTEES AND PROMOTIONS

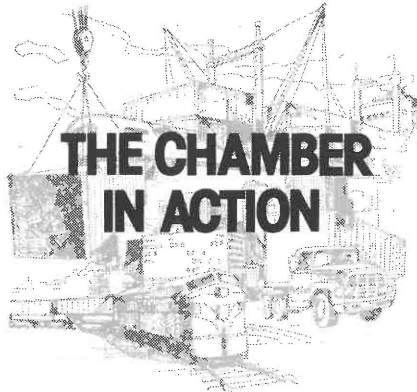
Members of the Chamber are of course well aware of the sterling work done by Chamber committees but many members would be surprised at the extent and volume of this work during each month. Trade and industry oriented committees meet regularly to consider and advise upon problems, situations, proposals and functions relevant to their interests. The Chamber Executive services all these committees and seeks their advice, guidance and participation where appropriate. Two basic rules apply to organisation of Chamber committees. They are not formed or retained if there is not sufficient work for them to do and meetings are not called unless there are subjects requiring discussion and advice. Additionally, committee membership is kept relatively low so that work can be processed quickly. That means, of course, that the quality of membership must be relatively high so that the advice given is good and reliable.

At this time of the year, committees of the Chamber usually elect their Chairmen and Vice Chairmen. Many have done so and the results will be published in the 1980 Chamber membership list which should be issued shortly. Incidentally, this will be the first list which includes advertising so the Chamber hopes members will like the new format.

During June, eight member companies applied to participate in the Chamber's exploratory trade mission to Colombia, Ecuador, Trinidad and Curacao, scheduled for September/October 1980. Mr Hermes Duarte Arias, Consul General of Columbia, will address the first meeting of participants on 2nd July in the Chamber. The South Asia/Pacific trade committee of the Chamber has recommended that the Trade Division should organise a trade mission to visit Australia in early 1981. The proposed itinerary includes Brisbane, Sydney and Melbourne.

The Africa Area trade committee considered that the recent TDC/Chamber trade group visit to several African countries was very successful and recommended that a further promotion should be organised, on a joint basis with the TDC, in January 1981 to Nigeria, Kenya and Zimbabwe.

The West Europe Area trade committee considered the organisation of the



*This page summarises for members' information recent activities of the Chamber. These are extracts from the Director's monthly reports issued to General and other committee members.*

Hongkong participation at the Berlin "Partners for Progress" Fair in late August. Thirty six Hong Kong companies will exhibit their products and a final briefing session was held in the Chamber for the participants on 13th June.

It is very pleasing to record that fifteen Hong Kong companies have confirmed their participation in the 28th International Consumer Goods Fair at Gothenburg, Sweden from 18th to 28th September. The Chamber is organising this first ever Hong Kong group participation at what is believed to be a useful trade outlet for the Scandinavian area and further afield.

## CARNETS FOR COMMERCIAL SAMPLES

The Chamber, authorised by the International Chamber of Commerce, issues international Carnets for commercial samples being carried for sales promotion purposes by representatives of Hong Kong companies. These documents are invaluable to travellers in that they secure admission and exit of goods without payment of customs duty and without the kind of frontier hassle which might otherwise occur. Under this system, the Chamber charges a predetermined fee which covers insurance for customs duties which might have to be paid if the samples were lost or stolen in one of the countries visited. The Carnet system is now worldwide and in 1979, the Chamber issued 470 of these documents with very good results. By end June 1980, 345 Carnets had been

issued. Members who may be interested should contact William Wang (Tel. 5-237177 Ext. 33), Senior Manager, Industry Division of the Chamber.

## PROMOTIONS

The Director is pleased to advise members that the following three staff members have been promoted to Senior Manager with effect from 1st June 1980:



**William K. F. Wang**

Mr. Wang has been with the Chamber since 1962 and during the past four years has been Manager in charge of the Certification Branch which is responsible for the issue of many thousands of commercial documents each month.



**Chan Woon-san**

Mr. Chan joined the Chamber in 1967 and has had wide experience of Chamber activities. During the past several years, Mr. Chan has been responsible for organising and leading many Chamber trade promotional group visits to overseas countries. His branch deals with all trade matters connected with Europe, Africa and the Arab countries.



**Ernest  
Leong Shiu-fai**

Mr. Leong has been responsible for organising and leading many trade missions to Asian, Central and South American countries since 1976 when he joined the Chamber from Hong Kong industry. His trade branch has a wide ranging responsibility for all trade matters pertaining to these areas.

Any member who would like fuller information on any of the matters reported above is invited to contact the Director's PA, Miss Louise Wong at 5-237177 Ext. 30.

# Let's not talk ourselves into recession

by Graham Jenkins

*For well over twelve months, economists and other pundits have been forecasting the onset of recession. But most economic indicators have stubbornly refused to confirm their prognostications. The Bulletin asked GRAHAM JENKINS to go out and talk to businessmen, as well as to the odd banker and economist. What is happening now and what do you see happening in the short term, were the basic questions he put. Replies were mixed but certainly indicate that Hongkong is as well placed as anywhere to weather any storm that may be looming.*

## IEWS ON RECESSION — Will it come? When? Where? How long? And how deep?

**Recession will hit Hong Kong next year,** says Bill Brown, The Chartered Bank.

**Next six months will be difficult,** says Lydia Dunn, Swire & Maclaine Ltd.

**Things will weaken in the third quarter,** says Victor Fung, Li & Fung (Trading) Ltd.

**Capital projects may hold firm,** says H. Luehrs, Jebsen & Co., Ltd.

**Opportunities available in third world,** says G. H. Hille, Harms & Marcus (HK) Ltd.

**Small companies will suffer,** says Geoffrey Archer, Archer Enterprises Ltd.

**Garment prospects not bright,** says J. W. Ahuis, Horten Aktiengesellschaft Hong Kong Buying Office.

**Lower value toys should hold firm,** says John McMullen, Hongkong Industrial Company Ltd.

**New factors will soften impact for electronics,** says Charles Gray, Fairchild Camera & Instrument Asia/Pacific Ltd.

**Sales to China will help consumer industries,** says T. Meyer, Philips Hong Kong Ltd.

**German market still holds prospects,** K. Koehler, Horten Aktiengesellschaft Hong Kong Buying Office.

**Volume in watches up but margins down,** says George Bloch, Remex Holdings.

**Transfer of light industries to Kwangtung Province will continue,** says Patrick Alexander, Jardine, Matheson & Co., Ltd.

**Trade with China will be slow in 1980,** says John Chandler, ICI (China) Ltd.

**Industry must upgrade,** says John D. Barker, Hutchison China Trade Holdings Limited.

**Boom in container repairs means bad trade for others,** says Iain Gray, Container-Care Limited

**Full employment will continue,** says Duncan Bluck, Swire Group.

**Residential and office accommodation will ease in 1980,** says Nigel Rigg, Union Insurance Society of Canton, Ltd.

**10 per cent growth in 1980 but a fall off in 1981,** says Edward Chen, University of Hong Kong.

## U.S. TACTICS WILL DELAY ONSET OF RECESSION

**BILL BROWN,** chief manager, Chartered Bank, sees our trade gap narrowing and says the extent to which recession is being delayed in the United States means the real impact is unlikely to be felt until after the November presidential election date. Orders coming from the States across the whole industrial sector were keeping up quite well, he thought.

"Speaking to my clients most of them seem reasonably confident they will have quite a good year," Mr. Brown said. "In Germany and most of continental Europe I don't think our business is going to be unduly affected this year. The UK is not in such a good position. But looking at the broad picture I am not so pessimistic as others.

"I think our export performance this year as a whole may be not quite so good as last year but I don't think there will be such a downturn as some

people say. I still think there will be double digit growth. But we are talking now in real value terms and you've got to have pretty high growth just to keep up with inflation.

Artificially delaying the recession in the United States by using monetary policies might make it worse, Mr. Brown thought. Hence 1981 did not look so good. One of the real problems, was that all economies were tending to go into recession at the same time.

However, the high growth rate of the tertiary sector of our economy and the re-development of our entrepot trade would make Hongkong a stronger economic unit than in the past.

In the property sector Mr. Brown said the market tended to go in self correcting cycles. Rent control had a psychological effect. The speculators had decided to get out. But we could over-build.

That point had not been reached in Central. Many banks, for instance, needed premises at the moment. But

in the peripheral areas prices were now reasonable.

In housing, demand was still very strong for luxury flats. But in other areas of residential property prices had come down.

Mr. Brown said he had not got actual statistics but he understood business for department stores, supermarkets and restaurants was already a little down. Entertainment business had fallen, probably because not so many overseas buyers were coming to town. Mr. Brown was however generally optimistic about our economic and business prospects.

## MANUFACTURERS MUST BECOME MORE FLEXIBLE

**LYDIA DUNN,** Legislative Councillor and managing director of Swire and McLaine, says as far as the United States is concerned there has already been a slowdown in orders.

"Buyers are very cautious. They prefer not to have to commit themselves six

months ahead of time, as they usually have to when they buy from the Orient," says Miss Dunn.

"In the United Kingdom retail sales have been extremely bad. Our order bookings for the second quarter were substantially down and I don't see any upturn in the next six months."

"West Germany is quite buoyant. Orders are healthy. In fact, much better than last year. Therefore, on the whole I would say the next six months will be difficult for our exports."

"I think the first six months of 1981 will also be difficult, because in this business there is a time lag. If there is a bad Christmas, for example, and sales are poor in America, or England or Germany, then importers will be reluctant to buy heavily for the following Fall season."

"The US car industry is suffering tremendously and people who are on mortgages will always worry that interest rates might go up again."

"People are saying President Carter would make sure that by presential election time the Americans will be out of recession. If they do come out then things will pick up for us in the second half of 1981."

"To keep trade going I think our manufacturers will have to be more flexible."

"Two things put importers off when they buy in Hongkong, or indeed in South Korea or Taiwan. They have to commit for fairly large quantities because of our mass production. And they have to buy well in advance."

"If they buy the same things in their own domestic markets they may have to pay a little more but they don't have to tie up their money in letters of credit for six months."

"To help importers at this time, our manufacturers will have to be a bit more adaptable. They will have to be more flexible by offering faster deliveries and accepting smaller quantities."

## DESPITE RECESSION, TRENDS IN THE US FAVOUR HONG KONG

DR. VICTOR K. FUNG, managing director of Li and Fung (Trading) Limited said that we should not talk ourselves into recession, a view



The extension of the Mass Transit Railway to Tsuen Wan costing \$4,100 million, indicates good prospects for capital projects during 1980 and beyond.

shared by others taking part in the survey. Though things were turning down in our major market it did not mean necessarily that things would be bad for Hongkong.

His view is that the US is now in a recession, it is going to go deeper and it's going to be long.

The consensus of views of Dr. Fung has obtained from his customers, bankers in the US, and by travelling extensively himself is that things will start weakening towards end of the third quarter and then turn down drastically in 1981.

"I think there is a fundamental malaise in the American economy and the source of its problems are really political and not economic" Dr. Fung said.

"Once, anything over five percent inflation was not an acceptable factor and something had to be done pretty quickly about it. Now people are saying things like: How are we going to learn to live with inflation? If we could only get it down to a single digit."

"Looking at our experience for the past six months I must say that we are bounding ahead quite strongly. Our turnover is up between 20 and 30 percent depending on which sector we are dealing with. The order books are strong, though this may be a reflection of the type of goods we deal in rather than the entire market."

"When things are going badly in the US market, the imports Hongkong can offer are viewed as something people are still likely to buy. Stores work on a much higher margin on imported merchandise. So to maintain their margins the stores may need to inject an even higher proportion of imports into their stocks."

"People are thus not prepared to spend on capital goods like a car or a

new house. But they will spend a little more on consumer disposables, like clothing. We are helped by these counter-balancing trends."

"We are beginning to develop a lot of sources within China with factories wanting to deal directly and bypassing the state trading agencies. So we are seeing a tremendous surge in that area of our business."

## GOOD PROSPECTS FOR CAPITAL PROJECTS

HELMUT LUEHRS, in charge of China Trade Coordination and the Siemens Division of Jebsen and Co. Ltd., is very optimistic about the second half of 1980.

"Looking at our business in electrical and electronic engineering we are covering a very wide cross-section of the market from transistors to power stations. We are dealing with such very big users, for equipment and parts, as the Telephone Company, Cable and Wireless, Mass Transit Railway, the Hongkong Government, the power companies and the electronic industry, plus many more."

"If you look at the business being done by these customers it is my impression that the situation is excellent and that it will progress."

"Public transport is a good example. We are substantially involved in the systems available now and under construction. And we may well be involved in future systems. The Telephone Company and Cable and Wireless, providing services to the public, are constantly increasing their quality of service and they are looking for the latest equipment with good modern features. This is what we are able to offer."

"Contacts with China are now wide open all over the country and people

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from Hongkong can go there, talk business in all its aspects not only in terms of cooperation but in concrete supply of equipment or complete plant. For example, our company is involved in a very large rolling mill complex that has just been awarded to an international consortium under the leadership of Schloemann-Siemag, a German engineering firm, including Siemens as the leader for the electrical part.

"This is a turnkey plant but it involves a great deal of short and long term cooperation. The Chinese in this case have been insisting on contributing as much as possible from their own industry. For example, on the supply of electric motors in certain cases the starter is supplied by China and the roter is supplied from Germany. Wherever possible this sort of co-operation is being done."

### OPPORTUNITIES STILL OPEN IN THIRD WORLD COUNTRIES

G.H. HILLE, director, general manager of Harms and Marcus (HK) Limited, predicts that his company's business will increase by 10 to 20 percent in the second half of this year over the figures for last year. That is in real value terms and on higher volume, he explains.

"Business in the first five months of this year is 20 percent higher than it was in the first five months of 1979," Mr. Hille said. "We are selling all Hongkong products, toys, garmets, sundries, gift items. And it's based on Hongkong dollars.

"Apart from business from Hongkong we are doing quite a lot of business from Japan, South Korea and Taiwan, acting as a confirming house for shipments to our clients."

"Zaire and Ghana are out. They have no money. But Central America is good, Guatemala for instance. The answer to whether there are possibilities for further Hongkong trade penetration in Central America is yes and no. Many of those countries are becoming unstable."

In Africa, Mr. Hille said his firm would be participating for the third time in the African Fair and the International

Fair both in November. His company's business was growing in the Sudan.

"These fairs in Africa are different from the fairs such as at Frankfurt. You do business at the fairs as we used to do at the Hongkong Fair. The fairs in Africa are retail fairs open to the public."

Mr. Hille said his firm also did a considerable volume of business with the Middle East. But it was wrong to assume in general that the Middle East had a lot of money. The broad masses of people had little money.

### RECESSION WILL HURT THE SMALL EXPORTER

GEOFFREY ARCHER, president, Archer Enterprises Ltd., says he thinks it's the small guys who will suffer in the recession, particularly if they are comparatively new and they have to buy textiles quota.

"There must be many firms in Hongkong who concentrate their business nearly 100 percent on America. They must already be hit very badly and it will get worse.

"The important thing is to have your business balanced as much as you can. In my own case we have a lot of business in Europe, in the UK, some in Japan and some in Australia. And it so happens that the European business and the UK business is coming on very strongly."

"You have so many kinds of buyers who come here first wanting to buy from the whole of the Orient. The successful buyers do their No. 1 line here and then as they become more and more successful, having put so much money and effort into the creation of their own design, they eventually ask: Why don't we have a second line, with the same styling but with a slightly less expensive fabric, and take it to South Korea or some place like that?"

The next six months, Mr. Archer thought, would be difficult in the States and Canada. Undoubtedly, there would be many bankruptcies in the States and that would affect a lot of smaller people in Hongkong. There have been many cancellations already.

"There's one big organisation in the US with many letters of credit out for

orders which has told its representative to cancel if any manufacturer does not comply with the LC", Mr. Archer stated.

"Of course we have been around a few years and we are quite tough. "We say if you want to cancel we are quite willing to negotiate a cancellation for you but you'll have to pay immediately for the fabrics and accessories." Mr. Archer went on.

"Only last week someone came here and said they had sold only 20 or 25 percent of what they had ordered for delivery next September. Could we help them? We said yes, but we are not going to screw the manufacturer. You reimburse us immediately for everything except what has not been cut and made-up. They were so desperate to get off the hook they said, yes. I think that is fair."

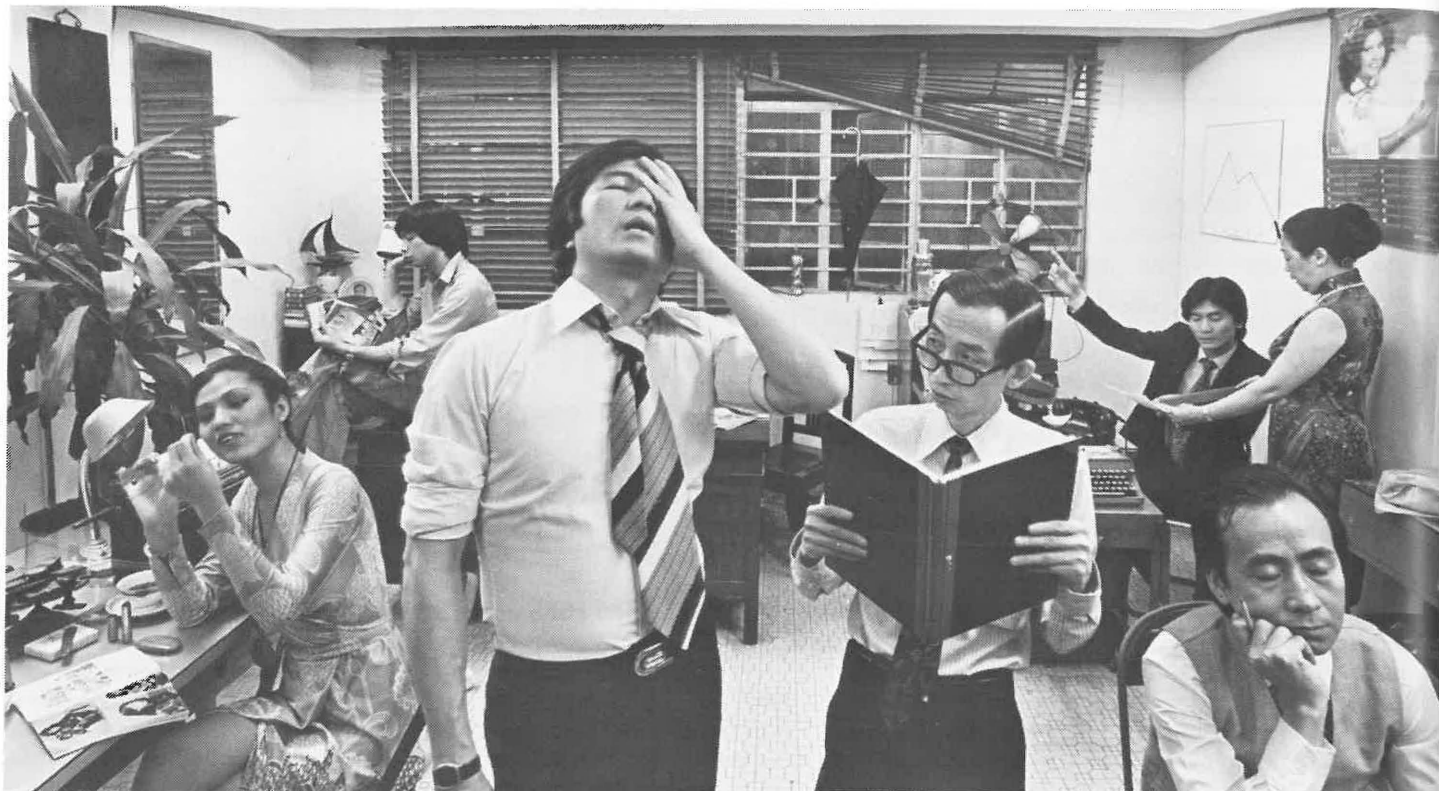
### GARMENTS PROSPECTS NOT BRIGHT BECAUSE OF QUOTA PRICES

J.W. AHUIS, manager, Hongkong Buying Office, Horten Aktiengesellschaft, says the prospects in garments for the second half of the year are bleak because Hongkong is no longer as competitive as it used to be. Quota prices were to a large extent responsible for that situation.

"Take, for instance, knitwear, where you pay up to \$120 a dozen for quotas, which means buyers pay \$10 on top of the FOB price and that is a hell of a lot of money," Mr. Ahuis says. "The problem goes right across the board in the sensitive categories."

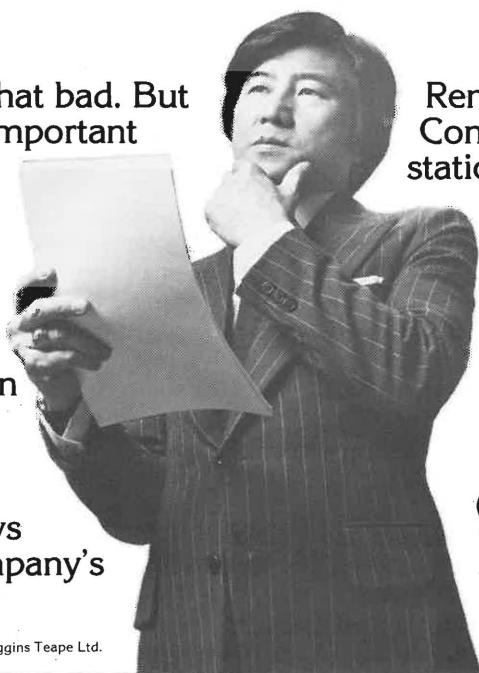
"If Hongkong does not watch it then we could lose out badly", Mr. Ahuis thinks. "Our biggest export at the moment is shirts. And there my company is in a lucky position. Since we have sufficient quota. But if we were to reach a point where we had to buy quotas, then we could forget our West German business."

Quite apart from the problem of expensive quotas, Mr. Ahuis does not think the garment market situation in Hongkong is all that favourable. He buys for a department store with over 60 branches. General increases in turnover were limited. Times when stores made 20 to 25 percent increases a year in sales had gone.



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Mr Ahuis says manufacturers do not have full order books any more. Everybody was going easy in Europe, adopting a wait-and-see attitude.

Union leaders in West Germany, and in fact in the Netherlands as well, are sensible people," Mr. Ahuis says. "They know if you have to produce the goods themselves at double price that means another increase in wages pushing up inflation. They do see the economic value of imports and they don't press too hard."

Hortens was starting to buy from China in textiles as well as hardware. There were items on which China had no restrictions but they also had little experience in making some items.

"The danger there is that China, regarding Hongkong as part of China, will try to claim part of Hongkong's quota. I see that as a real danger."

### BUT TOYS STILL GOOD FOR SOME

JOHN McMULLEN, general manager, Hongkong Industrial Company Ltd., described his company as being in a lucky position among toymakers.

Mattel-Marden, the American parent, can sell more of its own designed products in the United States than its factory capacity in Southeast Asia can produce. Production targets for Hongkong Industrial's two local plants are up 19-23 percent this year. In Taiwan the targets are up 40 percent.

The company will build an additional plant in Hongkong or in Singapore. It is also building a new electronic toy factory in the Philippines in addition to the factory it has there now.

Sales of traditional die-cast toys generally were not going up, Mr. McMullen said. But the company's share of a steady market for these toys had gone up.

On top of die-cast toys and dolls, Mr. McMullen said, his company two years ago had added hand-held electronic toys and it had been remarkably successful.

Mr. McMullen thought lower interest rates would cut the cost of holding inventories and assist the toy industry. One large Hongkong company was known to have closed down and others were reported in trouble. He attributed his own company's success to



Protectionism by major importing countries may cloud the prospects for Hong Kong's biggest export revenue earner, the textile and garment trade and industry.



Toymakers in Hong Kong are trading up their product range by incorporating electronics into toy products.

the fact it did not employ sub-contractors and thus didn't have to share what could be narrow margins on some items that retailed for less than US\$1.

"It looks like we'll do all right next year regardless of the recession, Mr. McMullen said. "Production this year is already decided. They may not buy some of the top-end toys next year. But people still buy cheap toys for their children whether there is a recession or not."

### CONDITIONS DIFFERENT FROM PREVIOUS RECESSIONS IN ELECTRONICS

CHARLES GRAY, general manager Southeast Asia sales and marketing,

Fairchild Camera and Instrument Asia/Pacific Ltd., says the recession in the United States until now had not hurt his business in manufacturing semi-conductors. Sales worldwide continue strong. In fact, there is a shortage and has been for three or four years.

"Historically when the US goes into a recession the semi-conductor industry lags other industries in falling off and it also lags in picking up again," Mr. Gray said. "Also historically, other areas of the world usually trail behind the US. Six months later it begins to affect Europe and by then it begins to affect Hongkong and much of the rest of the world.

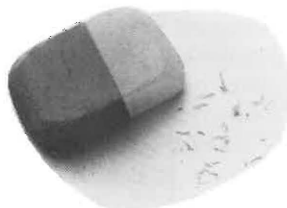
"There is a lot of feeling in the US that this time there are at least three significant differences for our industry



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compared with previous recessions. "The first difference is that it is much more expensive to add capacity in our industry to what it was even just five years ago. The equipment has become much more sophisticated and much more expensive. It is not just interest rates though that can be a problem.

"The second reason is that the telecommunications market all around the world is just beginning to really take-off and go into sophisticated electronics. For years they have been using mechanical or electro-mechanical systems. This is creating a big demand that did not exist even a few years ago. "The third reason is the US automotive market. The new US Government regulations for gas mileage and emissions and so on will mean that every car produced in the US, or sold in the US this year, must have something in the neighbourhood of US\$40-50 of additional of semi-conductor components that did not exist before.

"So those three things did not exist before. The last two are very, very big markets. I think the general feeling not only of Fairchild, but all manufacturers, that even if there is a slowdown it will not affect us to the degree that it has in the past.

"Hongkong is becoming an expensive place. Labour is not cheap. Rents certainly aren't cheap. I think it is possible in the next decade or so that some consumer items may move to other areas of the world for cost reasons.

"However, I think Hongkong has the advantage of having the availability of a pretty good supply of technical labour, engineers and technicians. Most other low-labour rate areas of the world don't have that. You cannot make sophisticated electronics without having good technical people."

## CONSUMER MARKET GETS A BOOST FROM CHINA

T. MEYER, chairman, Philips Hong Kong Ltd., says Hongkong is used to such enormous growth figures that when it comes back to a more normal growth pattern we talk of a crisis. He believes that more normal growth was the direction in which Hongkong would go this year. By Hongkong standards it might be called recession

but for other countries it might be called a boom.

"There has been such a boom in the last four years that it is bound to level off a little bit," Mr. Meyer said. "The recession in America and some European countries is bound to have its affects."

Mr. Meyer said on the marketing side of the Philips operation in Hongkong the recession had not yet been felt. There had been a fantastic boom both in the consumer and fashion fields. Then, there was new business with China that was the icing on the cake.

"At the moment we do not feel the pinch at all," Mr. Meyer said, "with the exception of some products relating to the building industry. Building activity I think is decreasing from what it was two years ago.

"On the consumer side we are getting quite a bit of business from China, indirectly. Sales of TV sets and audio products to relatives who take them to China. It has increased and, at the moment, is remaining steady at a very high level.

Philips had opened service stations in China to service the equipment that relatives have taken there. These are in Canton, Swatow and Shanghai. They are franchises, not equity participation. The main area was Canton. This external, unexpected factor certainly helped Hongkong. The items taken into China are a mixture of Hongkong-

produced items and imported products."

Mr. Meyer said that in the capital goods field there is a lead time in China of about two years between the signing of the order and the execution. It is limited by China's financial resources. Nevertheless, it is a growing business though not in the gigantic proportions some estimated.

## CONSUMER ELECTRONICS STILL IN DEMAND

KLAUS KOEHLER, general manager of the Hong Kong buying office of Horton Aktiengesellschaft, buys hardware for his West German department store chain. He says all orders for this year have already been placed and, as far as the German market is concerned, imports from Hong Kong have expanded, especially for electronic toys and electronic watches. He expected a big increase in business in the future with Hong Kong.

Mr. Koehler thought the textile business would ultimately stabilise but there would not be such a big increase in that business as in the past. Business would shift more and more to the electronic field and Hong Kong would be used in the next three years as a trade centre with China.

In the electronics field, Mr. Koehler said he was looking for telephone



Factories are busy assembling semiconductor devices for export. This is one business that does not seem to be hurt as yet by recession in the United States.

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answering machines, automatic telephone dialing equipment, more sophisticated watches and watches with television screens, which would be a reality within five years. He had already discussed this item with Hong Kong manufacturers.

On the mechanical side of electronics he expected business would expand in hair dryers, coffee machines, electric knives and other items for the household such as toasters. Products were getting more sophisticated and Hong Kong was getting the know-how from Japan or from Switzerland and most of the micro-processors used here were produced in the United States or Japan.

"At the moment all our China shipments are delayed," Mr. Koehler said. We have established a second company in Hong Kong to work with European manufacturers and they want to do business with China. They don't mind one or two months' delay. They know about this and they have planned accordingly from the very beginning.

## AND WATCHES STILL A WINNER

GEORGE BLOCH, managing director of Remex Holdings, says that in watch manufacturing his sales volume in pieces this year would be a long way above last year. But not in value.

"Like everybody else I feel we are in recession and that it will continue for some time," Mr. Bloch says.

"But the interesting thing is that the worse business seems to get in general the more watches are bought. Watches are traditionally a gift item. Gifts will continue to be given whether things are good or bad.

"If you say that profit margins are affected, then, yes they are. Competition is fierce. The watch industry is expanding all the time, more and more people go into it. And a lot of people go into it who don't know how to calculate. Prices are coming down.

"The number of mechanical watches we are selling now is more than we did two or three years ago when everybody said the electronic watch was about to bring about the doom of the mechanical watch.

"So with the increase in volume of the

mechanical watch, steady volume in the digital watch and the tremendous added value of the quartz analog watches we are still maintaining a turnover in excess of 14 million pieces a year. And turnover value figure not lower than last year.

"Most major watch factories in Hong Kong have really got their order books full to the end of the year. Today we are not really looking for new orders. One can always handle a few more thousand pieces but if we got no more orders between now and shipments up to the end of November we would still be working at full volume especially when we know there are always fill-in orders coming.

Mr. Bloch said he was putting up a plant in the Canton area. This represented expansion. He would be able to expand in Hongkong another 30 or 40 percent over and above what he was doing now if he could be fairly certain of finding labour at reasonable levels. He was not looking for cheap labour. He hoped to begin producing in China in June and to be in full production by the end of the year.

## CHINA TAKES OVER HK'S LIGHT INDUSTRY

PATRICK S. ALEXANDER, executive manager, China Trading Division, Jardines, thinks over the next six months our present China relationship, particularly with Canton, will get closer, especially in the light industrial area.

"Gradually more and more of the light industrial business of Hongkong is going to spread across the border," Mr. Alexander said. "I don't think it is going to go dramatically fast and I don't think Hongkong is going to lose a great deal from it in six months. But it is going there over the next five years.

"I think over the next year or so we'll see a gradual expansion out of Canton up towards Shanghai. And there are many other provinces in the hinterland that are increasingly trying to follow the example set by Canton. The trend we have seen of various authorities, particularly provincial authorities, opening representative offices in Hongkong will probably continue.

"As far as the direct benefits to Hongkong are concerned the major one would be the export or re-export of consumer goods, either in bulk (sales to authorities) or literally being carried across the border by visitors."

"As investment increases from Hongkong in the light industrial sphere this must have a benefit to the banking sector which is to some extent involved in financing. As far as tourism is concerned the main benefit to Hongkong is tourists visiting China from abroad and that might decline if the American recession really bites.

"I think we'll see a continuing trend of exhibitions in Hongkong by either provincial authorities or certain trading corporations, anxious to sell their goods outside.

"I hope also in the next six months that Hongkong could develop into a transport base into China. I think particularly of air services. Because of the necessity at the moment of having to go to Canton to go elsewhere in China, Hongkong is to some extent losing out. Most people prefer to travel to Tokyo and then travel direct to Peking and Shanghai.

"I see absolutely no indication whatever in any conversations in China which would indicate that China has any intention of changing the present status of Hongkong. Every conversation that I've had in China, in fact, indicates they are well aware of and very conscious of the value of Hongkong as it now is. I am sure that situation will continue for as long as the present economic policies are supported in China."

## BUT TRADE WITH CHINA WILL BE SLOW IN 1980

J.W.F. CHANDLER, manager, China department, ICI (China) Limited, says one aspect of our economy is unlikely to be touched.

Mr. Chandler says quite a large number of people are in Hongkong not specifically for Hongkong business, but reside here for regional business reasons. However good or bad the times might be those people would continue to stay in Hongkong. And a lot of money they spent would continue to circulate in our system. China, he points out, is a similar case.

# IT'S TIME AGAIN!

May 1980		June 1980	
S	.. 4 11 18 25	S	1 8 15 22 29
M	.. 5 12 19 26	M	2 9 16 23 30
T	.. 6 13 20 27	T	3 10 17 24 ..
W	.. 7 14 21 28	W	4 11 18 25 ..
T	1 8 15 22 29	T	5 12 19 26 ..
F	2 9 16 23 30	F	6 13 20 27 ..
S	3 10 17 24 31	S	7 14 21 28 ..

November 1980		December 1980	
S	30 2 9 16 23	S	.. 7 14 21 28
M	.. 3 10 17 24	M	1 8 15 22 29
T	.. 4 11 18 25	T	2 9 16 23 30
W	.. 5 12 19 26	W	3 10 17 24 31
T	.. 6 13 20 27	T	4 11 18 25 ..
F	.. 7 14 21 28	F	5 12 19 26 ..
S	1 8 15 22 29	S	6 13 20 27 ..

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People were stationed here for China trade. They hadn't experienced a good year since 1978. Business was not as good in 1979 and the probability was 1980 would see even less business. The Chinese were short of cash and it would take a while for them to sort that out.

But everyone took a pretty optimistic long-term view of 1982-4 expecting business with China would be good too.

Mr. Chandler sums up:

"If there is a problem in the second half of the year, and I think there will be, I would see it happening like this:

"There will be a fall-off in our exports to the US.

"There will be attempts to increase our exports to the Third World and to Europe."

"Europe will suffer the same problems, but hopefully by that time the US market might well have begun to improve, but we don't know for sure.

"If there's a general recession affecting everybody at the same time, then Hongkong will feel the pinch. Sales of luxury goods and so on will tend to drop. But it is difficult to forecast how this might exactly happen.

"In some areas purchasing for inventories has definitely already begun to fall. The Chinese for example are ordering less.

"Their exports are going very well but the imports are definitely down.

"Figures that show imports into China rising in 1979 and 1980 are misleading because they refer to deals negotiated a long time ago.

"Anyone with any sense definitely would have been keeping his inventory at a very low level over the past six months because of high interest rates."

### UNLESS WE UPGRADE TECHNOLOGY AND EXPERTISE, WE SHALL LOSE OUT TO CHINA

JOHN D. BARKER, managing director, Hutchison China Trade Holdings Limited, confirms both Mr. Alexander's and Mr. Chandler's views. And goes on to point out some weaknesses nearer home.

"China is going through what she calls

a period of readjustment which has meant, and I think will continue to mean, that the opportunity for large-scale investment in China over the next 18 months is very small indeed", Mr. Barker said. "The lack of financial resources in China will mean that there will certainly be no significant increase in her total import bill over the balance of this year and we expect in 1981 her imports will be running, broadly speaking, at the same level as in 1979 and 1980."

"But I do see a continuing strength in the light industrial sector and in the infrastructure support by which I mean transport, telecommunications, including port development and a limited amount of containerisation and a limited amount of civil engineering works.

"I see the ancillary services expanding to support the growing tourist industry and I see the opportunities increasing for selective consumer products from the West basically to support the tourist industry.

"This, therefore, takes one into Hongkong, because personally I believe that unless Hongkong develops a more technologically advanced base than it currently has, then, over the next five to ten years most of the low-technology industry on which we have relied for so long now is going to move across into China and there is not going to be a manufacturing base in Hongkong.

"If Hongkong does not upgrade industries in the way that South Korea has done, the way that Taiwan has done and in the way the Philippines is trying to do — certainly in the way the Malaysians and Singapore have done — we shall be deluding ourselves about the strength of this place. In a manufacturing context, the future of Hongkong is grim."

Mr. Barker explained he was not so much thinking of textiles, which were subjected to many factors including, particularly, quotas, which prevented free market forces from influencing the trade trends.

"I'm thinking more of the simple technology in the electronics industry and in the toy industry. The low-grade mass market product that Hongkong has specialised in for so many years has resulted in our having overseas a

reputation that is in my opinion unfounded.

"We are still producing low-quality goods at a relatively more expensive price largely because of our increasing labour costs. That I think is sad," Mr. Barker said.

"Unless and until industry in Hongkong turns around and starts to buy-in technology to upgrade itself and produce higher quality products then I believe the future here is going to be difficult.

"Hongkong has certain strengths in its people and its economic system. But those strengths are offset by its weaknesses including the lack of understanding of the need to professionally train people and to bring in modern technology."

### INCREASED DEMAND FOR CONTAINER STORAGE AND REPAIR INDICATES TRADE SLOW-DOWN

IAIN S. GRAY, director, Container-Care Ltd. sees his business of repair and storage of container boxes as something of a barometer of physical trade. He says a big turn-in of boxes has begun in Hongkong and at terminals on the West Coast of America because trade is dropping. And he claims his company handles 70 percent of the Hongkong boxes for our container port at Kwaichung, which has the fourth largest volume in the world.

"We would expect to be much busier in the second six months of the year handling, storing and repairing, provided that the leasing companies and the shipping lines have budgets that will allow them to spend the money. We see a big recession in shipping.

"We see our depots being busier because we see trade from the West Coast to the Far East dropping. How substantial, of course, is hard to tell. I'm a little bit concerned that the recession is well under way in America and the only way the Americans are going to balance their situation is by cutting back on imports.

"The American recession is coupled with the fact that you cannot get labour in Hongkong. Our labour rates

are rising 22 percent a year, plus one and a half months bonus for Chinese New Year. Still, we are finding it very hard to recruit labour. We have about 55-60 mechanics for the repair of refrigerated boxes but we need at least another 30 percent though we spend about \$3,000 a month on advertising.

Mr. Gray said that early this year he had few boxes in his depots. In the last month the number stored in the company's main depot had increased from about 700 to 1,300, which was about 100 percent up. He would need more land for storage.

"If we can't take them no one else can," he said. "We are repairing seven or eight out of every 10. Those we can't repair will be re-positioned to the Philippines, Taiwan or elsewhere. It's business that could be lost to Hongkong."

Mr. Gray said he was hoping his company would have a chance of getting some of the 23 acres of space that would become available alongside the MTR extension to Tsunwan when the railway was finished. Alternatively, he hoped for land for an internal container depot.

## A DIFFERENT VIEW OF CONTAINERS

DUNCAN BLUCK, deputy chairman John Swire and Sons (HK) Ltd., believes Hongkong will be relatively successful in the second half of this year. He repeats the view that there is always a danger of people talking themselves into recession though he does not see that happening in Hongkong. He sees the container business as indicative of the present trend.

"We have an involvement in Modern Terminals Limited which has never had it so good as this year. Containers are not only going across the Pacific. A large volume is going to Europe. Certainly in total terms their business has never been as good as it is now. Of course, that includes China business.

"Certainly I would predict that the second half will bring its problems to Hongkong as it will throughout the world," Mr. Bluck said.

"Having said that I still don't see why we shouldn't be relatively successful. In fact, I would put it in a positive

sense: I believe we will be relatively successful. We have seen in the past few weeks substantial reductions in the interest rate. This helps manufacturers. It may have some modest effect in weakening the Hongkong dollar which, in itself, would be a benefit to exporters.

"As far as one is able to see we continue to have full employment in Hongkong. While I certainly accept that we would need to work as hard as ever and need to diversify markets to some degree, I think there are benefits which are going for us as well.

"One of the benefits is perhaps a sad one. I suspect that South Korea's problems will probably reflect to the benefit of their competitors. I suspect that Hongkong is now receiving orders that might have gone to South Korea in more settled times.

"I also see the China relationship in economic terms continuing to grow. Therefore, while some markets may slow down I see the trading relationship with China, or partnership, as a great source of economic development that will assist Hongkong.

"I think there is another very important issue. We don't have 100 percent of any market. If the market drops by 10 percent it just means we've got to work harder to get a greater market share. It doesn't mean we are going to drop 10 percent. We would hope to grow at somebody else's expense.

"I think our efforts to diversify our markets are very praiseworthy and very important. France is a very good example. I believe our exports are up something like 80 percent in the last year or two. Central and South America are important. There is a lot of wealth in those countries.

## PAST CHAIRMAN STRESSES NEED FOR NEW MARKETS — AND ADVISES "FORGET PROPERTY MARKET"

MR. NIGEL RIGG, immediate past Chairman of the Chamber and deputy chairman and Managing Director of Union Insurance Society of Canton Ltd. says order books are shortening but he again stresses the theme of not talking ourselves into recession.

Mr. Rigg said the General Chamber had just two trade missions overseas,



one to Central and South America and another to Africa. They had both reported record purchases on their return.

"Mind you, neither market is as important as Europe or America. But we will have to develop these other markets. We will have to follow up. I'm no longer chairman but I believe the General Chamber is following up with other missions which weren't contemplated when we were doing our trade promotion programme last year."

"I was at Dusseldorf where the Trade Development Council put on our Ready-to-Wear Festival because they couldn't hold it here. The overall results of the festival were very encouraging. Orders were good. But it's the follow-up orders that count, not only the orders taken at the festival.

"I think we had about 80 firms exhibiting and they all found the results extremely encouraging. It will be better however if we could attract

being paid to the problems of the export oriented industry. Land is too expensive for factories. The banks are helping with lower interest rates for re-equipping however.

"We need to think what else can be done to help industry without subsidising it — which has never been necessary," Mr. Rigg said.

## THE PROFESSIONAL ECONOMIST SUMS-UP

DR. EDWARD CHEN, lecturer in economics, School of Asian Studies, University of Hongkong, expects in the coming six months the Hongkong economy will be still growing.

"My estimate is about 10 percent rate of economic growth will be the outcome for the year. I am rather optimistic for the coming six months basically because I think we still have electronics as a very important industry, especially because of the semiconductor component manufacturing part."

For the time being the problem was meeting demand with supply. We need engineers. Not only engineers but also skilled workers. We need more institutional training and practical training is equally important.

"Normally there is a six months' time lag for a recession to spread to Hongkong. We can see there is a recession in the United States with an unemployment rate of eight percent and also there will be a recession in the UK, with an unemployment rate now running at seven percent.

"So 1980 might be the last year that Hongkong could enjoy two-digit economic growth consecutively for five years. That is already a miracle, I would say. We will have more problems in 1981 but this year, I think, is no problem.

"It will be a much better year than we might have expected, that is, two-digit growth plus a slowing down of the inflation rate because the internal adjustment has been doing very well and our internal overheatedness, to a large extent, is not an issue.

"I would have thought one of our worries now is our Japanese market. I would have expected the Japanese market would do much better. We did quite well in 1979 but not so far in

1980, despite the fact the Japanese economy is not doing too badly. The major problem is how to penetrate it.

"New markets are of course coming up from time to time, like Nigeria, the Middle East, Central America but these are markets we cannot depend upon from past experience. So I think the Japanese market and, in the more distant future, the Southeast Asian market are both important.


"Looking at our other Hongkong industries, we are having problems in textiles. The industry is declining. We have not been counting on it for some time already. The major part of our textile products is for local sales anyhow.

"The other declining industry is footwear. We have experienced a decline for a long time. Toys are also a problem. We face competition and normally toys, especially the higher-priced toys, are quite sensitive to income. With recession the impact on the demand for toys could be quite drastic, whereas the impact on electronic products is much slower.


"But we could have a problem with our electronic consumer goods. There must be a saturation point in the demand for electronic watches, for instance. So we shall have to see how we can develop new more sophisticated items, especially components, but that depends to some extent to government assistance.

"Before the opening up of China we relocated by setting up subsidiaries in other parts of Southeast Asia and even as far away as Africa. So what you can really see developing is the Hongkong-based multinational. Not so much a large-scale Western type of multinational but a type of Hongkong manufacturing multinational with headquarters here, relocating all its labour intensive activities overseas or in China.

"Transformation is really in two directions. Towards a financial centre and towards more sophisticated industries. It will take time for the adjustment to complete. Now, it is taking place. But if in 1981, as predicted, we have problems the adjustment will slow down. I hope the recession this time won't be as serious as 1974-75. I expect a recovery could be quite soon, say 1982." ■



(top) Hong Kong last year overtook Kobe to become the third largest container port in the world, in terms of container throughput, after New York and Rotterdam.



(bottom) Property development and construction are booming but there may be a surplus of both residential and office accommodation during the next few years.

the business to Hongkong. We could do so if we had our own exhibition centre."

Mr. Rigg said he would not be surprised to see a surplus of both residential and office accommodation next year or perhaps a little later. A lot of buildings would be coming on stream in the next two or three years.

"I would say there must eventually be a glut of commercial property and I think there will be in the residential property market also. There must be a peak in what people will pay.

"We are traders and, if we don't trade, property is going to be pretty worthless anyway. I think too many people worry too much about property all the time. If exports "go for a burton" then the property market must follow.

"I don't think enough attention is

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# Hong Kong's Engineering Technology as we enter the eighties

by K K Leung

*After 30 years of intensive growth, Hong Kong's manufacturing industry is entering a critical stage with the advent of the 1980s. A combination of pressures suggests that its high historical growth rate may slow down during the next few years. These pressures include a shortage of certain categories of labour, expensive industrial land and increasing labour costs. Another potential weakness is the imbalance in development favouring the production of light consumer goods. Some critics say that relatively low standards of skill both on the shopfloor and among proprietors of smaller businesses poses a further problem of training. Leaders in industry repeatedly point out there is an imminent need for substantial diversification, especially in the engineering based industries.*

*Most industrialists agree that engineering is the nucleus of all modern industries, and technological advances depend upon the ability of the training system to provide good quality engineering graduates in sufficient numbers and across the entire spectrum. Industry in turn must provide the jobs, the salaries and the future prospects to attract and retain engineers.*

"Upgrade, diversify, trade up, shape up or get out..."

These sentiments are often expressed by industrialists and the government when commenting on future development of the manufacturing sector in Hong Kong. This essential sector of the economy is continually asked to move into industries and products with higher added value. It is urged to move up and away from existing emphasis on relatively simple light consumer products, particularly textiles and garments, electronic gadgets, toys and sundry items.

These often repeated pleas highlight the need for a more diversified manufacturing industry in Hong Kong. But industry diversification moves slowly and is not subject to any form of official direction. The government certainly cannot do more than encourage and promote and perhaps maintain the environment within which industries can independently move into higher technology.

Hong Kong is often criticized for its apparently slow development into higher technology. One weak area may be the relative lack of light, medium and heavy engineering industries. These include automobiles, hydraulics, pneumatics, diesel and petrol engines, and sophisticated machines and machine tools. Such industries, however, need assured markets and high quality supporting and servicing facilities, such as metal foundries, precision machinery, heat treatment plants, and tool and die making.

It is perhaps no accident therefore that the government has been actively engaged in promoting industrial investment in at least some of these industries. Industrial land policy has been modified to provide industrial estates which in turn provide sites for higher technology industries which cannot operate in multi-storey industrial buildings. Many of the industries awarded such sites are strong in engineering. The expansion of the Industrial Development Division of the Trade, Industry and Customs Department is another indication of the government's determination to attract needed technology to Hong Kong. This division works closely with the TDC, the Chamber and other private organizations to assist industry to develop and diversify by working with overseas companies wishing to set up manufacturing facilities in Hong Kong and with local companies upgrading their products and processes.

Insufficient government incentives and the shortage of suitable land are often cited as reasons that hinder the development of heavy, land-intensive and engineering

oriented industry in Hong Kong. However, there are good growth industries such as ship building and repairing, steel rolling, aluminium extrusion and aircraft engineering, all of which are faring well. The construction of the Mass Transit Railway, the new shipyards on Tsing Yi Island, and the two new power stations will all add to the engineering capability of Hong Kong.

A great deal of promotional effort is expended on attracting new industries with high engineering technology to Hong Kong, but of equal importance is the need to encourage existing industries which have demonstrated growth potential.

We examined several of the leaders, recognised for high quality products and services and for their excellent engineering skills. They include the Hong Kong Aircraft Engineering Co. Ltd., Outboard Marine Asia Ltd. (outboard motors), Chen Hsong Machinery Co. Ltd. (injection moulding machines), and Kras Asia Ltd. (precision tools and dies). The records and achievements of these companies show what can be done with skilled and aggressive management allied with some of the best engineers and equipment available anywhere.

## **Hong Kong Aircraft Engineering Co. Ltd. — High Technology**

Seldom do commercial aircraft leave Hong Kong International Airport without having obtained some form of support service from HAECO, the 25-year-old subsidiary of the Swire Group. If only to have cabins cleaned, toilets pumped out, aircraft towed or ground power and air conditioning units provided, every airline landing here uses the facilities of HAECO. It is the only firm, in fact, which offers such services.

But the services provided by the company extend far beyond cleaning and cooling. Aircraft need a wide variety of technical support services. These include mandatory basic checks on functioning efficiency of engines, airframes and instruments. Such checks must be carried out at specific intervals and to internationally established standards. These standards are arguably the highest in the world. In addition, engines must be regularly overhauled, avionics replaced, cabins completely refurbished, stripped, cleaned

## HK's Engineering Technology as we enter the eighties

and painted. From time to time, older aircraft may be completely remodelled, involving extensive work on every part of the aircraft and its equipment.

HAECO's expertise dates back to the merger in 1950 of two small maintenance companies. From humble beginnings, it has grown into Hong Kong's most technically oriented enterprise which now employs 3,700 workers, a high proportion of which are technically qualified.

The prime activities of HAECO fall into five categories:

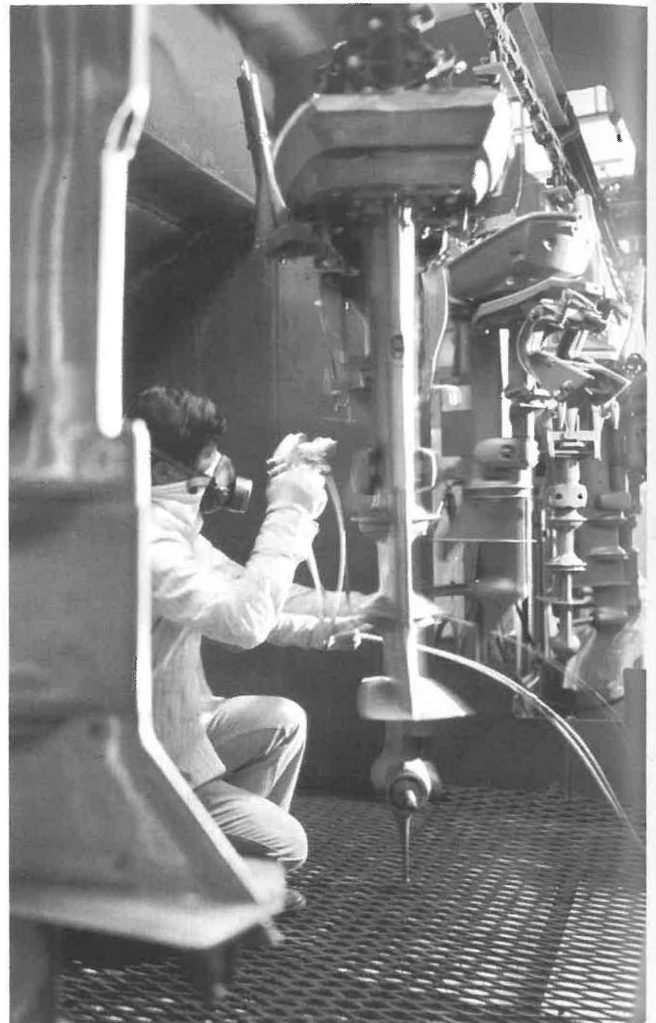
- line maintenance of transit aircraft with support agreements for all scheduled airlines operating into Hong Kong;
- provision and operation at Kai Tak Airport of all apron engineering, such as ground power units, air conditioners and air starting facilities;
- aircraft overhaul, servicing and repair for all types of aircraft;
- overhaul and servicing of engines and components, including instruments, avionics and hydraulic and fuel flow equipments;
- total main base engineering for Cathay Pacific's fleet of Lockheed Tri-Stars and Boeing airplanes.

HAECO's facilities cover an area of 750,000 square feet, with three hangars totalling 180,000 square feet of floor space. The largest hangar, capable of accommodating three Boeing 707 aircraft simultaneously, is being extended. When completed, it will be able to enclose three 707s and two 747s at the same time. "This makes it one of the biggest hangars in Asia," commented Mr. Graham Howat, the company's marketing manager.

Since 1973 HAECO has increased its capital investment from \$55 million to almost \$80 million last year. Mr. Howat said the budgeted investment this year will be around \$105 million, and then it will gradually fall to about \$55 million in three years' time. "We've gone through eight years of solid expansion and this year will probably represent our peak," he noted. "The heavy investment is designed to get HAECO into the business of servicing Boeing 747 and other wide-bodied aircraft in future. If you start falling behind in investment now, it is hard to catch up and move ahead in future, especially in the 747 and wide-bodied aircraft business."

Of the 3,700 employees, some 25 per cent have served the company for more than 20 years. According to Mr. Howat, people are the most important resource of HAECO. He explained, "As a substantial proportion of the workforce has been here for over 20 years, their accumulation of experience results in a high quality product which is a source of pride to both individuals and the company alike." One of the most formidable tasks ever undertaken by the staff is a modification, including installation of a large cargo door to replace the standard belly entry on Cathay Pacific's latest L1011.

The marketing manager boasts of the good labour relations at HAECO, and said there have been no major disputes or stoppages since 1950. Actually, the company was one of the first in Hong Kong to introduce joint consultation between senior executives and staff representatives. "Our



Trolling motors at Outboard Marine are sprayed with layers of paint to prevent corrosion.

Works Consultative Committee is now well established and provides a forum where good management-employee relations can be maintained," he said.

HAECO established its own training school 20 years ago to ensure a steady flow of qualified engineers, fitters, technicians and mechanics. It runs apprenticeship training for technicians and craft apprentices, and conducts specialized aircraft, engine and systems training for qualified personnel.

As new types of aircraft and accessories come into service, HAECO sends about 100 qualified staff overseas every year to manufacturing and airline facilities. Upon completion of the training, they become instructors to train others in-house at HAECO.

Localization of staff is another feature at HAECO. Mr. Howat pointed out that eight years ago the company had 1,400 people with 68 expatriates. The figure for expatriate staff has remained the same although the workforce now has increased to 3,700. "We see the benefit of localization, as it represents the company's confidence in Hong Kong-

Chinese workers and it is very expensive to keep expatriates working here," he said.

HAECO will remain in the forefront of Hong Kong's technologically advanced industry attracting new business from around the world and providing other Hong Kong industries with an example to follow.

### Outboard Marine Asia Ltd. — Marine Engines with Aircraft Standards

"Designing engines to reduce fuel consumption so as to conserve gasoline has always been and continues to be high on our priority list. Fuel also adds weight — weight reduces performance. And aside from cost, the boater has always had a keen interest in fuel economy."

This is the commitment printed in the 1979 annual report of Outboard Marine Corporation, which owns Outboard Marine Asia Ltd. in Hong Kong (OMA). In response, the Hong Kong factory took one step further in fuel economy by designing and manufacturing last year an outboard engine fired by kerosene rather than gasoline.

The motor is specially designed for markets in India, Sri Lanka and Indonesia where the price difference between petrol and kerosene is too high to use the petrol engine economically. At present, the motor is available in nine, 12 and 25 hp. models.

Mr. Henry Richards, president and general manager of OMA, told *The Bulletin* that the company will see an average 30 percent sales growth each year in this new unit in the next few years. "Although the product consumes more kerosene fuel than petrol, the price gap between the two fuels makes boaters prefer the kerosene model. In India the price of petrol is seven times that of the kerosene," he explained.

Apart from bringing in more business, the kerosene motor is important in that it highlights the design and manufacturing capability of Hong Kong subsidiary.

OMA started off in 1975 with 55 workers to assemble major components for motors made in the United States. Two years later it moved into the assembly of complete outboard motors. At present the company's activities comprises making the parts for the engines it produces and for sales to its sister companies, and assembly of trolling outboard motors. Its current workforce is 460.

The motors being made in Hong Kong are for commercial use, ranging from two to 55 hp. They are mainly exported to the Asian market. Motors for recreational purposes, however, are manufactured in the U.S. OMA is particularly proud of its production of a capacitor discharge ignition system, which is claimed by Mr. Richards as the most advanced ignition system in internal combustion engines. Each day OMA turns out about 900 such power packs, most of which are shipped back to its headquarters in the U.S.

OMA is to manufacture two other electronics marine accessories in Hong Kong — digital and analog tachometers, and fish finders combined with a depth sounder. An expansion of current manufacturing in trolling motors and component parts is also planned.

To cope with the diversification, the company is building another plant with floor space of 35,000 square feet, in addition to its existing three-storey factory totalling 120,000 square feet.

OMA will enter the second phase of expansion in the next two years by building a further factory measuring 70,000 square feet. By then the current workforce will be increased to about 700. This year the company aims to reach total sales of \$150 million, "which I strongly believe we can make, to maintain our annual growth rate of 25 percent," said Mr. Richards.

OMA so far has invested \$50 million in plant and machinery. The most expensive piece of equipment is an automatic wash-and-clean line combined with a paint conveyor for trolling motors. About 180 units can be cleaned and painted every eight hours.

Asked what new technology Hong Kong is receiving from OMA, the president replied that basically the company brings no new technology, but Hong Kong workers have the opportunity to upgrade their skills by working on the high quality component parts required in outboard motors. For instance, some parts are machined to reach a tolerance as small as 0.0005 inch, "which is comparable to that in aircraft engineering," he added.

Mr. Richards explained that when OMA first came here and pressed for tight tolerance components, "many of our workers and outside suppliers did not know why such a strict specification had to be made. It has taken us a lot of time in teaching and persuasion before they understand that quality control is required to turn out a motor which is powerful yet light in weight and reliable in quality."

In order to upgrade engineering technology in Hong Kong, the president advises industrialists to look into manufacturing disciplines. These require the breaking down of skills into levels of possible attainment and applying the correct level of equipment to achieve the desired result. He noted that it is as pointless to try and hold a tolerance of 0.0001 inch on a \$500 lathe as to use a \$50,000 lathe to get a tolerance of 0.1 inch.

A difficulty the company faces is the weak supply of quality components in Hong Kong. About 600 components, either in plastics or metal, are needed in each motor. The company carries an inventory of roughly \$1.5 million worth of work-in-progress and in-transit components, and therefore prefers to give high priority to localizing component supply. However, OMA finds it hard to get the necessary supply.

Mr. Richards observed, "When we speak of support industry, we refer to small workshops which specialize in particular skills. We are not talking to large companies which usually have attained special skills as an offshoot of their own requirements and are generally not interested in subcontract work unless the volume is large."

He added, "Our approach has been to look for small suppliers, that have a sound management base, and we work with them to develop their skills to a point acceptable to



(A) Among the first to acquire a site on Tsing Yi Island was Outboard Marine which specialises in making trolling outboard motors.



(D), (E), (F) HAECO in action: A Boeing 707 undergoing modification and intensive check, installation of a module into an aircraft engine, component overhaul in a dust-free room.

A



D





(B) Since 1973 Chen Hsong has been using computer-controlled machining centres to cut metals.

(C) Kras Asia provides a valuable support industry in Hong Kong — precision moulds and dies for encapsulation. Picture shows boring on the base of an injection mould.



B



C



E



F



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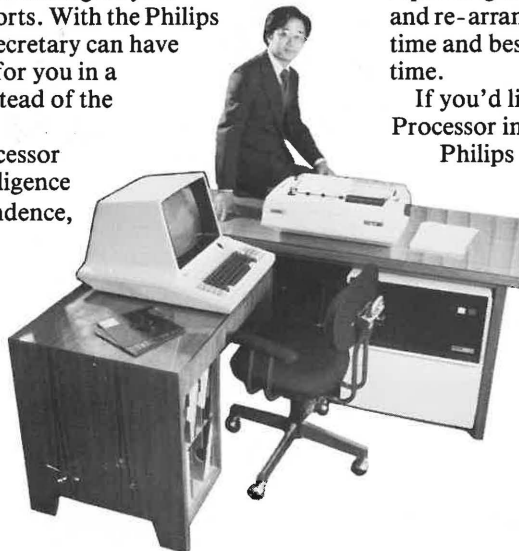
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# PHILIPS

Philips working on business communications

## HK's Engineering Technology as we enter the eighties

us. So, in a sense, we are helping to develop support industries here."

If Hong Kong wants to broaden its industrial base quickly, the president said that the government and other related bodies should help develop small manufacturing companies with specialized skills.

### Kras Asia Ltd — All engineered products need tooling

Kras Asia Ltd, established in 1973 by its U.S. parent company Kras Corporation, has been a cornerstone in providing and upgrading the technology level of a valuable support industry in Hong Kong — moulds and tooling.

With a 20,000-square foot factory to accommodate some 100 workers, Kras offers precision tooling for encapsulation, stamping and forming dies, moulds for injection, compression, and transfer from single station dies to complete, safety interlocked, automatic systems. Additionally, it manufactures thermosetting plastic for a wide variety of semiconductor devices, diodes, multi-lead ICs (integrated circuits).

According to Mr. Clas Gotze, the company's managing director, Kras's moulding precision is up to international tool room standard, with a magnitude of 10 to 15 times higher than others already done in Hong Kong. He told *The Bulletin* that the main reason for Kras coming to Hong Kong is a lower operating cost, which is still capable of producing good designs and rigid quality control in tooling. "These standards are essential to ensure a high quality for end products," he noted.

Kras tooling is based primarily on the building block principle, whereby numbers of inserts are positioned in pockets or retainer sets within a die or mould base. Its tooling capability ranges from single cavity prototype and development tools to complete systems. Unlike the average tool and die facilities, Kras offers a complete manufacturing service, including design, building and checking its own tools together with servicing and maintenance.

When a tooling reaches the quality control department, it is subjected to a 37-point check. The mould is inspected for accuracy, appearance and proper adjustment. Follow-up inspection procedures include checking dimensions of moulded parts, ease of loading and unloading, and cycle times. After the overall check, the mould is then returned to the manufacturing department for a specialized chrome plating process.

The managing director admits support industry in general in Hong Kong still remains at a low level of development. He says that suppliers of components generally hold the wrong attitude "never mind the drawings and specifications, give me a sample and I'll make your requirements the same as the sample."

In his opinion, the basic technology for turning, stamping and casting of metal is already here. "But the probability of a supplier taking a sample and producing identical com-



Tool inspection at Kras Asia being carried out under a precision projector.

ponents in large quantity from that sample is rather remote. Even if it is attempted, it would be an extremely costly undertaking," he said.

Despite the unsatisfactory state of the tooling industry, Mr Gotze said it could be improved by setting up a properly-run training centre. However, the centre should be run by overseas-trained instructors, who have themselves been craftsmen in this field.

He pointed out there is a strong tendency for craftsmen to set up their own shops after training for a couple of years. "It easily becomes a case of the blind leading the blind. This tendency works against raising the technical level of tooling in Hong Kong."

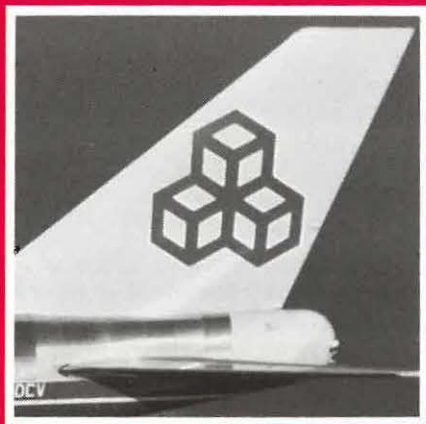
Another point in technical education of craftsmen is that they should be encouraged to be proud of being a craftsman. If they do not feel this way, Mr. Gotze said craftsmen will never attain the right attitude towards making a good quality mould.

To satisfy the growing market in the Far East for injection moulds and injection moulding, Kras joined with Maxwell (D.Y.) last year in a joint venture, Kras-Max Asia Ltd. Not only will this new company produce injection moulds, it will also mould and assemble a wide variety of industrial and consumer products. With its expertise in tooling, the managing director told *The Bulletin* it is a simple task for Kras to draw up a product development plan to suit any needs — taking it from concept to packaging, or developing any product jointly with a supplier.

### Chen Hsong Machinery Co. Ltd.

Chen Hsong specializes in making automatic in-line screw injection moulding machines. Not only do the products represent a high level of engineering skills, they also exemplify one of the few Chinese-owned companies which can develop and acquire such skills without depending upon licensing or a joint venture with an overseas company. Chen Hsong was established in 1958 by Mr. Chiang Chen as a small machinery repair shop in Kowloon's Tai Hum

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Village. This was a boom period when Hong Kong was witnessing a huge world demand for plastic flowers. This gave the company the chance to start designing and building its own machines.

The first models introduced were blow moulding machines. But they were not easily saleable because of the popularity of established brands in the market. Undaunted by the failure, Chen Hsong went ahead in 1965 to develop another type of moulding machine — and in-line screw injection model — for the local plastics industry.

Initially, that new machine was also not well accepted by industry because of the dominance of the blow moulding machines. However, painstaking promotion by the company in the first year started to draw interest from plastics product manufacturers. At the end of 1966, the machine was awarded the New Product of the Year Certificate by the Chinese Manufacturers' Association. The award was a recognition of the quality of the machine, and this developed buyers' confidence in the machine and in Chen Hsong's technical capabilities.

Following the success of Chen Hsong, Hong Kong's 4,000 plastic product factories now use injection moulding machines instead of the blow moulding model.

According to the managing director Mr. Chiang, the local demand for the machines is about 240 units a month in which Chen Hsong holds 35 percent of the market. Thirty percent of the company's total sales are for export, with England, Australia, the Middle East and Southeast Asia being the major markets.

Chen Hsong currently offers 12 models of injection moulding machines with a shot volume from one to 60 ounces. This year the company was again presented with the Hong Kong New Product Award from the CMA with its small-sized injection moulding machine, the Minijet 20D. The managing director revealed to *The Bulletin* that he would like to see the local and export sales split evenly in the next two years or so. "The primary direction of Chen Hsong's future growth will be the development of international markets in the 80s. We are determined to maintain our leadership in this field and to keep our annual growth rate in sales," Mr. Chiang noted.

To increase local output as well as export business, Chen Hsong is undertaking an expansion plan on three fronts — moving to a bigger factory in the Tai Po Industrial Estate by the year-end; forming a joint production plant in Osaka called Shinwa Engineering Co. Ltd.; and establishing another offshoot in Taipei which, it is claimed, will be the biggest manufacturer of injection machines in Taiwan. The Taipei factory, a wholly-owned subsidiary of Chen Hsong and expected to go into operation by the end of the year, will manufacture for local and export sales. The Osaka plant, set up a year ago, mainly caters for the Japanese market. Chen Hsong also has sales agents in Thailand, Malaysia, Singapore, Australia and the United Kingdom.

The new plant in Tai Po will comprise four storeys with a total floor area of 170,000 square feet. When it swings into full operation by early next year, the monthly production

capacity will be boosted from 120 to 150 units. The company is planning to add another production line to make die-casting machines.

Chen Hsong currently has 110 workers to produce 90 injection machines a month, giving a ratio of 1.2 workers to one machine per month. The managing director is proud to point out this ratio is "outstanding" compared with most of its counterparts which usually need four to five people to make one machine each month.

This high efficiency and productivity is partly due to its unique production method and heavy investment in computer-controlled production equipment, such as numerical-controlled machining centres for metal cutting. Mr. Chiang said Chen Hsong is among only a few plants in the world to adopt the assembly line method to manufacture such machines.

To improve control of production efficiency, the company is installing a computer system for production planning and inventory controls. "Making heavy machinery is a capital-intensive business. We firmly believe investment in computer control and automation equipment will help us solve the shortage of skilled labour and guarantee a consistent quality in our products," the managing director commented.

He said that the labour shortage in the metal industry is getting worse. Although industrial and production engineering graduates are provided every year by the Polytechnic and the two universities, he said that the majority after entering the industry for one or two years end up in sales and marketing.

He added the situation is more serious with skilled craftsmen who have the greatest mobility in the metal industry. "Young people today do not like it as a career because they don't like dirty jobs and working conditions. That is our biggest worry and explains why we have to invest substantially in automated machinery and computer systems to offset the increasing shortage in skilled labour," he explained.

Another headache for the company is the lack of good foundries in Hong Kong to provide castings for the moulding machines. To overcome this, the company imports steel plates and welds and fabricates them together, which takes more time for assembly and jacks up production costs.

The managing director disclosed to *The Bulletin* that in 1974 Chen Hsong wished to set up a foundry with a U.S. company, "but the idea was dropped partly because of the lack of skilled labour and suitable, cheap land for the plant. These examples of high technology, engineering based industries in Hong Kong, despite the problems their managements have outlined, encourage *The Bulletin* to believe that Hong Kong industry has great potential for the future. Many other engineering companies are also upgrading their technology, teaching new engineering techniques, importing or building new machines, and introducing electronics into production and management. The overall effect must be to keep Hong Kong moving forwards and upwards in technology and training. ■

# The Northern Territory

## A chance to get in on the ground floor

By Bob Young

*Bob Young spent 16 years in Hong Kong and Asia before moving to Australia seven years ago, and to the Northern Territory earlier this year. A journalist by profession, he formerly worked for the Hong Kong Trade Development Council. He is now working for the Government of the Northern Territory of Australia as a senior journalist with the NT Development Corporation.*



It will be two years on 1 July since the Northern Territory cast off the yoke of centralised Government control from the Australian capital of Canberra to become a self-governing area with a fully-elected 19-member Legislative Assembly.

With the shackles of Canberra bureaucracy removed, and the plethora of civil servants placed, where possible, under direct Northern Territory Government control, a sleeping giant was awakened.

The Northern Territory was no longer an object of amusement, or worse, a 'government town' where employment depended on an ever-expanding army of public servants and where the economy was dependent on Federal Government generosity.

Federal involvement in the development of the Northern Territory certainly will be required for some time yet . . . things don't happen overnight, although one could be forgiven for thinking this when studying the amazing economic growth in the Territory in 1978-79, the first year of self-government.

In that period the gross production value of the top four propulsive sections of the economy — mining, animal industry, tourism and fisheries — grew by a staggering 37 per cent over the previous year.

When the books were closed for that financial year, mining output registered \$249 million, animal industry \$77 million (more than double the previous record figure), tourism some \$85 million and fisheries \$17 million.

In the 12 months to October 1979, job opportunities grew by more than 11 per cent to 44,200 . . . more than seven times the national rate of 1.6 per cent.

There are several reasons for the upturn in industrial activity.

Certainly the prices of most natural resources rose, while production levels increased generally. For the Northern Territory — rich in mineral and other natural resources — the increase was significant.

However, it was accompanied by a tremendous boost of enthusiasm and confidence by Territorians in their own future. Clearly this confidence

was spurred on by the fact that for the first time, under self-government, the Territory was shaping its own destiny, it was developing its own infrastructure, setting its own goals and marketing its potential in a clear and concise manner.

The Territory faced the future with a colourful 100-year history that had seen boom and slumber periods and watched agricultural projects fail. Rashness, inexperience, mismanagement, lack of attention to important factors such as markets for produce, all took their toll.

Today a much different panorama is evident as the Territory sits poised for economic development through the 1980s and beyond.

This development will take place in spectacular proportions once the momentum has been generated. It will be based on a wealth of mineral deposits required by increasingly industrialised nations, on food production required by growing world populations and on natural resources such as rich fishing grounds.

The Northern Territory is extremely



Ayer's Rock is a photographer's delight with constant colour changes occurring as the sun moves across the sky. West of Alice Springs in Australia's centre, the Rock is probably Australia's best-known natural attraction.



Core samples being taken at Groote Eylandt, in the Gulf of Carpentaria. Total value of production of all minerals in the Territory at present exceeds \$A200 million annually.



Cattle being loaded on board a vessel for slaughter in South East Asian markets. More than 21,000 live cattle were exported to Malaysia alone from the Northern Territory in 1979.

rich in mineral deposits. For example, it has 14.5 per cent of the proven world uranium reserves, 10 per cent of the annual world trade in manganese, as well as major deposits of bauxite and alumina, gold, copper, bismuth, oil and gas.

Some 120,000 people live in the Territory, 50,000 of them in the tropical capital city of Darwin, Australia's obvious gateway to South-East Asia. They occupy in total one sixth of the Australian continent, yet less than 9,000 hectares of Territory land is used for commercial crop production, and the bulk of that is devoted to sorghum and fodder crops.

The Territory Government is keen to encourage diversification in the rural sector through the continued development of market gardening, production of tropical fruit, tropical ornamental plants, the growing of rice and the production of other food crops.

The Northern Territory has the potential to become a major food bowl through joint venture development with neighbouring Asian countries, thereby taking advantage of

available capital, tropical agriculture expertise and established markets.

Similarly, the fishing industry, centred mainly on prawning and barramundi (a premium-quality table fish) has obvious scope for expansion through the development of such under-utilised species as mud crabs and mackerel.

The natural resources of the Territory also include its unique tourist attractions, particularly in Central Australia. Tourist activity is centred on the town of Alice Springs, an ideal base for exploring the rest of Central Australia. Facilities for tourists are continually growing and future developments include major casinos at Alice Springs and Darwin.

The development of the Northern Territory is in the embryonic stage and requires investment in the form of capital and expertise.

As the potential of the Northern Territory is realised, capital is beginning to flow in. Asian countries, where investors are looking for guaranteed long-term projects in a politically-stable environment, have already provided considerable capital.

The Territory offers a unique opportunity for investors to get in on the ground floor of the rapid economic escalation that should now follow.

The lessons of the past have been learnt well. This experience is being applied to the future.

Development partners are being offered the opportunity to secure their own future by investment in the guaranteed future of the Northern Territory — geographically more Asian than Australian.

Further information on the Northern Territory can be obtained by contacting:

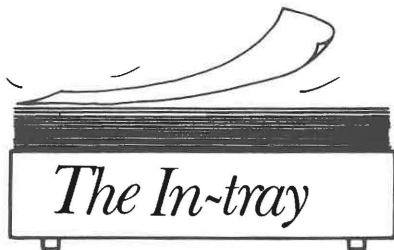
The Northern Territory Development Corporation  
Post Office Box 2245  
DARWIN, Northern Territory 5794  
AUSTRALIA  
Telephone: 089 814488  
Telex: AA 85397



An artist's impression of the Hotel-Casino which will be built in Alice Springs. One of the features will be an open-air amphitheatre capable of handling at least 600 people.



Refrigerated foodstuffs and other perishables reach Darwin by road transport. A standard gauge rail line will link Alice Springs and Adelaide later this year.



## New members

A total of 26 companies were elected in June as new members of the Chamber:—

Advertising Specialties Co. Ltd.  
 Asia International Corp.  
 Conrep (H.K.) Ltd.  
 Efficiency Corporation  
 Farmington Import & Export Ltd.  
 Fat Kee Stevedores Ltd.  
 Forward Electronics Mfg. Co. Ltd.  
 Gareth Powell Ltd.  
 Hanway Enterprises Co.  
 Heun Kai Gloves Ltd.  
 Kar Lee Trading Co. Ltd.  
 M.D.M. Diacrafts Ltd.  
 Metro & Co.  
 The New China Manufacturing Co.  
 Polyelectronic Co.  
 Seatrade Publications (Far East) Ltd.  
 Siong Sheng Co.  
 Sum Yet Embroidery Fty.  
 Tai Hing Cheun Kee Co.  
 Tat Cheung Corp.  
 Wah Cheong & Company  
 Welgain International Corp.  
 Wing Fung Company  
 Wing Hang Godown Co. Ltd.  
 Wings Trading Company  
 Young's Enterprises

## Competition to promote product packaging

To continue upgrading product packaging, the Hong Kong Packaging Council is launching its 10th "Packstar" packaging competition, which is jointly organized by the Federation of Hong Kong Industries and Chinese Manufacturers' Association.

There are eight categories in which the "Packstar" awards are offered to outstanding designs. They are: protective (transport), paper, glass, metal, display, multi-paks, plastic and other man-made materials, wood and other natural substances, and, "creative idea in packaging". The "creative idea" award, introduced in 1979, is offered to original experimental projects which have not yet been published.



Meeting the press to launch the 1980 "Packstar" competition are (from left): Ms. Cecilia Fung, Mr. J.P. Lee, Mr. K.C. Fung and Mr. Cecil Chan

Entries for the competition are accepted until July 10, and the judging of the entries will take place on July 25. The judging panel includes Mr. K.C. Fung, the Council's Chairman; Ms. Cecilia Fung, Assistant Director of the Chamber; Mr. J.P. Lee, Secretary General of the CMA; and Mr. Cecil Chan, Executive Director of the FHKI.

## Chamber's trade missions planned for the second-half year

With sustained efforts in promoting trade with overseas markets, the Chamber is to organize five more trade missions to South America, Western Europe and Japan for the rest of the year. During the first half, the Chamber has already completed four missions to the Middle East, Africa, South America and Western Europe.

Two of the forthcoming missions are aimed at European trade fairs — the 18th Berlin Fair in West Germany and the 28th Gothenburg Fair in Sweden. Both business groups have already been fully subscribed.

The Chamber hopes to score another success this year following its mission to the Berlin Fair last year which brought orders worth more than HK\$45 million and useful business contacts. A total of 36 companies join the Hong Kong delegation this year to the fair which will be held between 27th and 31st August.

For the first time Hong Kong products will be displayed in the International Consumer Goods Fair in Gothenburg, Sweden, from 20th to 28th September.

The Hong Kong delegation consists of 15 companies.

The Gothenburg event is the largest consumer goods fair in Scandinavia. Over 387 companies from 22 countries participated in the show last year with a record attendance of 120,000 visitors.

Following the successful business group to South America early this year, the Chamber is organizing an exploratory mission to Ecuador, Colombia, Trinidad and the French and Netherlands West Indies. The trip is tentatively set to start on 27th September and lasts for 22 days.

Over the past two years, the Chamber has been working closely with the Hong Kong government and Japanese authorities in promoting joint ventures by sending industrial investment promotion missions to Japan. This year, under the auspices of Hong Kong/Japan Business Cooperation Committee, the Chamber, will send a similar delegation to Japan to discuss with counterpart companies there prospects for some form of licensing or joint production in Hong Kong.

Additionally, the Chamber will jointly organize an industrial investment seminar in Yokohama in the next few months, and will participate in a Hong Kong/Kagoshima Conference in Kagoshima Prefecture in November.

## Fight-crime beat keeps going on

Cooperation of the public to fight crime with the police was highlighted in the recent Good Citizen Award presentation at Wah Fu Estate in which 59 people were given awards





Mrs Salina Chow delivers a speech to boost the cooperation between the public and the police in fighting crime.



After the speech, Mr. Dennis Ting, a General Committee member of the Chamber, presents an award to one of the recipients.

ranging from \$1,000 to \$5,000. This was the highest number of awards ever given to the public in such presentations. The recipients, aged between 10 and 74 came from all walks of life. In the presentation, Mrs Selina Chow who is a member of the Fight Crime Committee, urged police officers to make a special effort to promote better relations with the public so as to achieve a better result in the current anti-crime campaign.

The presentation was jointly organized by the Chamber, the RTV, and Royal Hong Kong Police Force.

## Hong Kong to attend Sudan's trade fair

An opportunity to sell Hong Kong products in Sudan, is offered by Harms & Marcus Ltd. which will be attending the International Fair to be held in November in Khartoum, Sudan.

This is the second year the company has participated in the fair. Last year it was awarded a gold medal by the Sudanese Government for its successful promotion and display of Hong Kong products.

Apart from attendance by buyers, the fair is open to the public and items displayed can be sold to visitors on the spot. H & M have designed a special booth to display goods for Hong Kong's exhibitors in the fair.

Mr. G. Hille, an official of the company, said, "We display and sell at the fair almost 100 percent of Hong Kong products. As a private enterprise, we solely represent Hong Kong with a wide range of goods."

He explained that this year the fair

will be a bigger event as the African Fair will also be held in Khartoum in combination with the International Fair of Sudan.

Sudan has a population of 13 million. It is a growing market for Hong Kong. Domestic exports jumped from \$24.6 million in 1978 to \$43 million last year.

For further information on the Sudan fair, please contact Harms & Marcus (HK) Ltd., G.P.O. Box 3652.

## Inter-Chamber system to collect commercial debts

An inter-chamber system of assistance for the collection of commercial debts has been set up under the auspices of the International Bureau of Chambers of Commerce.

The Hong Kong General Chamber of Commerce, together with chambers of commerce in 16 other countries, has joined the system. The 16 countries are Bahamas, Belgium, Cyprus, France, Ghana, Jordan, Israel, Mauritius, The Netherlands, New Zealand, Portugal, Zimbabwe, Spain, Suriname, Sweden and Switzerland.

The system enables members of the Hong Kong General Chamber of Commerce, who entertain claims against debts in any of the 16 countries, to recover the money through the assistance of the chambers of commerce.

The system is aimed at informing the parties concerned about the procedures which could be used for the recovery of the debts. However, the system does not provide any legal constraints or sanctions.

## Guide book on European furniture industry

Information about the furniture export industry in 28 European countries is now available from a specialized publication printed by a West German company.

With data printed in English, French and German, the annual publication contains a detailed buyers' guide, product index, manufacturer index, and reports on technical developments and new working processes in the industry.

For further information, please contact Industrieschau-Verlagsgesellschaft MBH, P.O. Box 4034, Berliner Allee 8, D-6100 Darmstadt, ABC-Verlagshaus.

## Investment seminar in Northern Australia

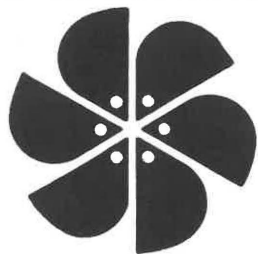
The Northern Australia Development Council will hold an investment seminar on the opportunities for trade between Southeast Asia and Northern Australia.

To be held in Cairns, Queensland on 2nd and 3rd October, the seminar will focus on three topics: fishing industry and foreign joint venture operations, incentives for investments in Northern Australia, and tourism between Southeast Asia and Northern Australia.

For further information, please contact the NADC, P.O. Box 359, Cairns, Queensland, Australia 4870. ■

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## 商業樣品臨時入口免稅特許証

本會獲國際商會認可簽發臨時入口免稅特許証，此種証件可為攜帶樣辦或展品出外旅行之港商大大簡化海關手續。一九七九年，本會共簽發了四百七十七份臨時入口免稅特許証，今年截至六月底止，簽發此種証件的數目已達三百四十五份。會員如對此項簽証服務有興趣，請與本會工業部高級經理王恭甫聯絡。(電話：5-237177內線33)

## 委員會與貿易促進活動

本會各貿易及工業委員會定期集會，討論有關工商業的問題、情況、建議及與其職務有關的各項事宜。本會執行部為各委員會提供服務，並於適當時徵求他們的意見、指導及參與。本會委員會制度有兩個基本原則——其一，本會只在遇有實際工作需要時才成立委員會，並且只在有相當事項需要討論及徵求意見時，才召開會議。其二，鑒於組織過大的委員會通常只會減低辦事效率，本會委員會的成員人數一般不超過十二人。因此，由具有專門學識經驗的人士出任委員，質素必然較高，提供的意見亦必然較穩當可靠。

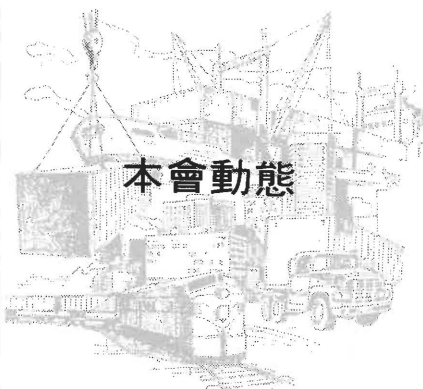
本會通常是在六月份改選委員會正副主席，新委員會名單將在一九八〇年的會員名冊刊登。今年的會員名冊將以新形式出版，內頁首次加插會員廣告。

六月間，有八家會員公司報名參加九月啓程的考察團，訪問地點包括哥倫比亞、厄瓜多爾、千里達及庫拉索。哥倫比亞駐港總領事將於七月二日應邀出席該團第一次的集會，向團員簡報當地的經濟貿易情況。

南亞太區貿易委員會建議本會於八一年初組織貿易團訪問澳洲，預定的行程包括布里斯班、雪梨及墨爾本。

鑒於最近本會與貿易發展局聯合主辦的非洲貿易團獲得美滿成績，非洲區貿易委員會建議明年一月，本會應與貿易發展局再度合作組團訪問尼日利亞、肯尼亞及津巴布韋。

由本會組織的香港參展團將於八月底前往西德，參加第十八屆「携手邁進」柏林商展。本港卅六家參展公司將在



## 本會動態

本文內容乃摘錄自執行董事向理事會及其他工作委員會發表之每月報告。

會場舉行產品展覽。本會已於六月十三日為參加團員舉行了最後一次簡報會。

目前，已有十五家公司報名參加由九月十八至廿八日舉行的哥德堡國際消費品展覽，此乃本會首次組織香港代表團參加上述展覽。

## 升職

本會執行董事最近宣佈晉升以下三位職員為高級經理，升職由六月一日起生效。



王恭甫

王君於一九六二年加入本會，過去四年擔任簽証部經理，負責主理本會簽發商業文件的工作。



陳煥榮

陳君於一九六七年加入本會，對本會工作有豐富經驗。過去數年，他一直負責組織及帶領本會貿易促進團訪問歐洲、非洲及阿拉伯國家，並處理所有與上述地區有關的貿易事宜。



梁紹輝

梁君於一九七六年加入本會，主要工作是負責組織及帶領本會貿易團訪問亞洲及中南美洲國家，並亦處理所有與上述地區有關的貿易事宜。

會員欲知有關以上各項報導之詳情，請與董事助理黃麗華小姐聯絡，電話：五-二三七一七七，內線三十。

# 八〇年中期香港 經濟之檢討及展望

近一年來，經濟學者及權威評論家曾預測香港經濟會面臨衰退，但大多數的經濟指標都否定了他們的預言。「工商月刊」邀請報界名編輯曾競時訪問了多位工商界、銀行界人士及經濟學家，請他們就香港現時經濟狀況、短期展望及有關的基本問題，發表意見。雖然，各界人士的意見未必盡同，但足以顯示香港有能力克服任何潛伏的經濟困難。

## 美國策略將延遲衰退來臨

渣打銀行總經理白朗認為，香港貿易赤字有縮減趨勢，並稱美國經濟衰退遲現意味着其對本港的實際影響，將直至十一月總統大選過後才產生。就整個工業狀況而言，來自美國的訂單尚佳。

他稱：「相信今年本港在西德及大部份歐洲市場的貿易成績將不會受到嚴重影響。英國市場的狀況較劣。總的來說，我對出口市場展望仍感樂觀。雖然，今年本港的整體出口業績或未如去年一般良好，但我認為並不致會每況愈下。我們必須取得可觀實質增長，才能趕上通貨膨脹。」

白氏認為，採取貨幣政策假意延緩美國的衰退，可能使情況更形惡化。因此，一九八一年的前景甚難看好。其中一個現實問題是各國經濟都可能同時陷入不景。

「幸而，第三級服務行業的迅速增長及轉口貿易恢復興旺，將可鞏固本港的經濟地位。」

「地產市場已漸進入自動調整期，租金管制產生了心理影響，投機份子決意撤離市場。不過，中區商業樓宇的供應尚未達到飽和。例如目前仍有不少銀行需要徵求舖位開設辦事處，但周界地區的樓價現已回降至合理水平。住宅樓宇方面，高級單位的需求仍然殷切，其他住樓價格已告回順。」

白朗稱，雖然他手上沒有實際的統計數字，但他知道百貨業，超級市場及酒樓業的生意已略為放緩。娛樂業生意轉淡可能是因外來買家人數減少之故。大致上言，白朗對香港的經濟及貿易前景甚感樂觀。

## 廠商必須提高適應能力

立法局議員及太古貿易有限公司董事經理鄧蓮如女士稱，美國買家的來單已告減少。

她表示：「買家態度審慎，他們多

不願在六個月前作出承購，而這正是他們向東方國家購貨一般的做法。」

「英國零售業不景，本港接獲英訂單的數量大減，預料下半年的情況亦難望好轉。西德市場較為活躍，訂單比去年略有增加。總的來說，我預測本港下半年的出口業務將遭遇困難。」

「相信八一年上半年的情況亦難望好轉，因為訂貨通常都有時間上的滯差。舉例而言，倘聖誕期間業務不佳，英、美或德國市場滯銷，入口商訂購明秋貨品的數量就會大打折扣。」

「目前美國汽車工業極不景氣，按揭貸款的人士常顧慮利率可能再度回升。倘美國經濟能於年底復甦，明年下半年本港對美國的出口業務就可望好轉。」

「要使貿易持續發展，我認為香港廠商必須提高適應能力。」

「有兩事可能使外國入口商打消向香港、南韓及台灣市場購貨的意念。由於港廠家皆從事大批生產，外商一般需作大批承購才獲港商接受。此外，他們亦必須預早落單訂購。」

「倘他們在國內市場購買同樣貨品，他們或要付出較高的價錢，但另一方面，他們就不會受六個月期的信用狀所限，使資金調動有困難。」

「此間若要協助這些入口商，本港廠家就要能適應他們的需求，提供快捷交貨服務和接受數額較少的訂單。」

## 雖則呈現衰退，美國趨勢實對香港有利

利豐有限公司董事經理馮國經稱，我們不應自說衰退將至，雖則美國——本港主要市場——有放緩趨勢，但這並不一定意謂香港就會處於困境。

他認為，美國的經濟衰退將會加劇，並可能持續一段長時間。他稱：「我認為美國經濟有基本的不健全因素存在。問題的癥結是在於政治而非經濟方面。」

「回顧上半年的表現，我得說本港的經濟進展尚穩定。期間，各行業的營業額均增加百分之二十至三十不等。就整體出口市場而言，外國買家的來單尚算堅穩。」

「即使美國市場放緩，入口港貨銷路的機會仍高，商店售賣進口貨的賺頭較大；因此，要保持利潤水平，商店可能反而吸購更多的入口貨。」

「一般人或會無意花錢購買如汽車、新房子一類的資本財貨，但卻願意增加消費品（如衣服）的開支。這些均衡趨勢實對我們有利。」

## 基本建設計劃前景美好

捷成洋行西門子部及中國貿易部負責人呂雅士(H. Luehrs)認為，八〇年下半年的前景樂觀。

「本公司電機及電子工程業務範圍極廣（由晶體管以至發電站工程。我們的客戶包括多間大機構——如電話公司、大東電報局、地下鐵路公司、香港政府、兩間電力公司及電子業公司等。從客戶的營業額看，我認為情況大好，並且將會持續增長。」

「通訊運輸是個好例子。對於現有及建設中的通訊運輸系統，本公司一直都積極參與。為公共提供服務的電話公司及大東電報局，不斷提高服務質素，謀求最先進的儀器。這正是我們所可以提供的。」

「中國門戶開放，港商可前往洽談聯營及供應廠房儀器的計劃。例如本公司現正參與一項大規模的軋鋼廠企業計劃，以Schloemann-Siemag（一間西德工程公司）為首的國際集團（包括西門子）剛獲中國當局批授合約。電機工程由西門子負責。」

「這是一項涉及長短期合作的大型聯營企業計劃。中國方面堅持盡量讓國內工業參與生產，例如在電動機的供應方面，有些起重機是由中國提供，而旋轉機則是由西德提供。」

## 第三世界市場 尚有拓展機會

漢馬洋行董事兼總經理希爾(Hille)預測，該公司下半年的生意額會較去年增加百分之十至二十。

「今年首五個月的生意較七九年同期增加百分之二十。我們銷售各類港貨——玩具、成衣、雜貨及禮品等，全部都以港元計算。」

「除內銷外，我們與日本、南韓及台灣均有生意往來。扎伊爾及迦納已失去市場潛力，但中美洲（如危地馬拉）的市場潛質甚佳。然而，港商拓展中美洲市場的機會如何則尚難確定，因為大多數中美國家的政治局勢都不大穩定。」

非洲方面，希爾稱該公司將參加今

年十一月舉行的非洲展覽及國際展覽。過去兩年，漢馬洋行亦有參展。該公司在蘇丹的業務正在日益擴展。

「這些非洲展覽與法蘭克福一類的展覽性質不同。它是可供大眾作小買賣的零售商展。」

希氏稱，該公司與中東亦有甚多生意往來。他說：「一般認為中東市場富裕是錯誤的，當地人民大多並不富裕。」

## 經濟衰退將打擊小出口商

歐策良企業有限公司總裁歐策良稱，就紡織業而言，衰退期間受打擊最大的是那些小商戶，尤指新入行的商戶，因為他們需要搜購紡織品配額。

「相信本港會有不少紡織商把生意側重於美國市場，他們目前必已遭受嚴重打擊，而且情況可能更趨惡劣。」

「盡量使業務均衡發展是很重要的。就以本公司來說，我們的業務遍佈歐洲、英國、日本及澳洲，其中以歐洲及英國的生意額較大。剛巧目前這兩個市場的生意都有堅穩增長。」

歐氏預測下半年美國及加拿大都會遭遇經濟困難。美國將有不少公司面臨倒閉，香港很多小商戶都可能因此受到影響。目前，已有不少美國買家取消訂單。

## 由於配額價格影响，製衣業前景不樂觀

何敦洋行有限公司香港採購處經理歐韋士(J. W. Ahuis)認為，製衣業下半年的前景不樂觀，因為配額價格影响，香港的市場競爭力已大為削弱。

「就以針織品為例，配額價可能高達每打一百二十元，換言之，買家於離岸價外尚需加付十元的配額費。這是敏感性項目的普遍問題。」

「倘香港對此問題不加重視，我們

就有失去市場的危機。目前本港最大的出口紡織品是恤衫；在這方面，本公司尚算幸運，因為我們有充足的配額。」

撇開配額價格高昂的問題不談，歐氏認為本港製衣業的形勢亦不大好。就以他為一家設有六十多間分店的百貨公司承辦採購的業務來說，一般營業額的增長都有限。銷量年增百分之二十至廿五的時代已成過去。

歐氏稱，製衣廠商已不再有接滿訂單的情況出現，歐洲買家一般都採觀望態度。

## 部份玩具商的前途仍有可為

香港實業有限公司總經理麥穆倫(J. McMullen)稱，比起其他玩具商，該公司的運程已算不錯。

美國母公司Mattel-Marden在美國市場的銷量超出東南亞分廠的生產能量。香港實業的本港兩間工廠今年的生產指標提高百分之十九至廿三，台灣分廠的指標則提高百分之四十。

該公司將在港或新加坡增設一家新廠。此外，它亦正在菲律賓興建第二家電子玩具廠。

麥氏稱，一般傳統壓鑄合金玩具的銷量雖沒有增加，但該公司在這類玩具市場的佔有率卻告提高。

他續稱，除壓鑄合金玩具及洋娃娃外，香港實業已於兩年前開始電子手提玩具的製造業務，而且成就卓越。

他認為銀行減息將可減低存貨成本，和助長玩具業的發展。據悉，本港某大玩具廠經已歇業，不少其他玩具廠亦正陷於困難。他認為該公司業務之所以能夠保持良好，是因為沒有委聘轉包商，因而無需讓他們分薄一些零售價低過一美元的低價玩具微利。

「不論衰退情況如何，展望我們明年的業務仍會保持穩好。今年的生產指標經已制訂。買家或會停止訂購若干類高價玩具，但無論衰退與否，相信大人仍會買廉價玩具給孩子玩。」

## 電子業情況演變甚大

快捷攝影及器材亞洲有限公司東南亞營業推廣部總經理格雷(C. Gray)稱，美國衰退至今尚未使該公司的半導體製造業務受到打擊。全球性銷量持續增長。事實上，供應出現短缺已有三四年之久。

「過去，每當美國陷入衰退時，半導體工業呈現放緩或復甦跡象都會比其他工業稍遲。美國的衰退必將影响世界其他國家，六個月後，它可能開始波及歐洲、香港以至其他國家。」

「一般美國人士認為，與以往的衰退時期比較，目前電子業至少已產生了三大變化。第一個演變是，提高生產能量的成本比五年前大為增加；儀器愈來愈精密，價格亦愈昂貴。問題不單只是利率而已。第二個演變因素是世界電訊市場剛開始邁向高級電子技術發展。年來，該行業不斷採用機械及電機系統，引起了空前的大量需求。第三個演變因素是美國的汽車市場——美國政府執行有關汽油哩程及汽車廢氣等新法例，使美國今年生產或零售的每一部汽車，均需添置價值四十至五十美元的額外半導體零件。」

「以上三種情況都是前所未有的。電訊設備及汽車都是極龐大的市場。相信所有電子廠商亦會認為，即使經濟放緩，其對本港電子業的影响程度必將較以往輕微。」

「香港的物價日益高漲，勞工成本不再低廉，租金更是昂貴。未來十年間，成本問題可能轉移若干消費品的市場。但我認為香港具有技工、工程師及技術員供應充足的有利條件，這是其他工資較低國家所沒有的。沒有良好技術人才，就不能製造出高級電子產品。」

## 中國促進消費品市場

飛利浦香港有限公司主席馬祐華(T. Meyer)稱，香港慣於驚人的增長數字，因此，當經濟貿易回復較正常的增長模式時，我們就會視為危機將至。他認為今年香港經濟會趨向較正常的增長。

「過去四年的一片繁榮景象，終會有略為放緩的一日。美國及若干歐洲國家的經濟衰退必會對香港產生影响。」

馬氏稱，衰退尚未影响到飛利浦在本港之市場推廣業務。消費品及時裝業方面仍然興旺。中國貿易開放是促進消費品市場的主要原因。

「除若干與建築業有關的產品外，目前我們並不感到經濟壓縮。我認為建築業已較兩年前放緩。」

「在消費品方面，我們接獲不少中國生意。港人攜帶電視機、收音錄音機回鄉探親，增加了這些產品的銷量。目前銷量仍維持於高峯水平。」



主要入口國的貿易保護政策可能使本港紡織及製衣業的前景蒙上陰影。

「飛利浦已在廣州、汕頭及上海設有服務站。這是專利而不是聯營企業。廣州是主要的業務地區。這個外來及意外因素當然對本港有利。帶入中國的消費品包括港製及外國貨品。」

馬氏稱，中國在訂購資本財貨方面，由於受到財力資源限制，由簽約訂購以至履行購約，通常都有兩年時間之差。儘管如此，這門生意仍大有可為。

## 消費電子產品需求尙殷

何敦洋行有限公司香港採購處總經理金利來(K. Koehler)，負責為西德百貨連鎖店辦理採購五金器具。他稱今年的訂單經已全部發出。就德國市場而言，港貨去銷的數量增加，其中尤以電子玩具及電子錶為然。他預測未來西德與本港之貿易將有顯著增長。

金氏認為紡織業終會回復穩定，但卻難望保持過往的可觀增長。商業重心將日漸轉向電子業方面，未來三年間，香港將成為對華的貿易中心。

在電子產品方面，他表示該公司正在謀求電話答話機、電話自動接駁儀器、高級精密設計手錶及附有電視螢光幕手錶（這是將於未來五年間面世的新產品）一類的產品。他稱他已曾與本港電子廠商談過發展這類產品的問題。

在電機產品方面，他預測吹風筒、電咖啡壺、電刀及其他家庭電器（如多士爐）的銷量會有增長。產品製造日趨高級精密，香港現正向日本及瑞士吸取技術知識。本地廠家採用的微型信息處理機，大部份都是在美國或日本生產。

## 手錶仍是優勝者

利美洋行董事兼總經理布諾(Bloch)稱，就以手錶來說，該公司今年的件計銷量可能遠超去年水平，但以價值計則不然。

他稱：「正如其他人的看法一樣，我認為我們正面臨衰退，而且，此情況似會持續一段時期。」

「但有趣的是，商業普遍不景並沒有影响到手錶的購買量。手錶是傳統的禮品，不論業務是好是壞，禮物還是免不了要餽送的。」

「不過，由於競爭激烈，利潤的確受到影响。手錶業不斷發展，加入這個行業的人士愈來愈多。但很多入行的商人對成本計算都沒有概念，價格正日趨下降。」

「目前，我們的機械錶銷量漸有復增趨勢。機械錶銷量增加、電子跳字錶銷量穩定及行針石英錶的龐大合計價值，使我們每年的營業額仍超過一千四百萬件。」

布諾稱，利美已與中國達成一項貿易協議，在廣州設廠擴展業務。倘能以合理工資增聘工人，他仍可將該公司在本港的產量提高百分之三十至四十。他無意徵聘廉價勞工，他希望國內的工廠能於六月份開始投產，至年底達到全面投產。

## 香港輕工業將轉向國內發展

怡和有限公司中國貿易部執行經理艾力敦(P. S. Alexander)認為，下半年的中港關係（尤指港穗關係）將更加密切，特別是輕工業方面。

他稱：「港商將日漸轉向國內發展輕工業，但相信在未來六個月間，在國內投資設廠的趨勢仍不會對香港的工業基礎產生重大影响。」

「中國發展經濟對香港的直接利益，主要是在消費品的出口及轉口方面。港商在國內加強輕工業投資，必會對銀行界的業務有裨益，因為投資發展都會涉及籌措資金。中國發展旅遊業對香港的主要利益是吸引外國遊客訪問中國，但目前美國衰退卻可能打擊國人的消費力。」

「國內省級行政單位及若干進出口貿易公司來港舉行促銷展覽的趨勢將會持續下去。」

「中國官方所發表的談話絕無跡象顯示中國有意改變香港的現狀。所有談話皆表明中國清楚體會和十分注重目前香港的經濟價值。只要國內保持現時的經濟政策，我深信此形勢仍會持續。」

## 八〇年的中港貿易將會放緩

卜內門化學工業公司經理陳德樂稱，本港經濟有一方面似乎是不會受影响的。

他稱，很多外商留港都並非特別為了本港業務，而是為了處理整個地區的業務，因此，不論香港經濟是好或壞，他們仍會繼續留港。

他指出，中國的情況亦類同。外商留駐本港是為了便利與中國貿易。自一

九七八年以來，他們的業務都不大好，八〇年的生意額可能更少，原因是中國目前缺乏資金，它將需要一段時期始能搞好資金上的問題。不過，一般人都看好一九八二至八四年的長期展望，並預料與中國的貿易亦會良好。

陳氏認為：

「倘下半年本港經濟出現問題（相信這是有可能的），問題會在以下幾方面發生：—

- (一) 本港對美國的出口將會減少。
- (二) 港商將試圖增加本港與第三世界及歐洲國家的出口貿易。
- (三) 歐洲亦將面臨同樣的困難，但那時美國市場或有望開始復甦。但這是不能肯定的。
- (四) 倘世界經濟普呈不景，本港必定會受到打擊。奢侈品一類商品的銷量將趨下降，但實際情況如何則甚難預測。
- (五) 在若干市場方面，買家訂購存貨的數量必已告減少。例如中國亦已減少訂購。現時中國的出口業務極佳，但入口則顯著下降。」

## 我們必須提高技術及專門知識，應付中國競爭

和記中國貿易有限公司董事經理包凱嘉(Barker)進一步確定艾力敦及陳德樂的意見，並指出：

「中國現時進行的經濟調整，意味着未來十八個月間外商在中國從事龐大投資的機會甚微。由於中國缺乏財力資源，今年的入口數字不會有顯著增長，預料八一年的入口亦會大致維持於七九及八〇年的水平。」

「不過，中國在輕工業、運輸及電訊基本建設（包括港口發展、貨櫃化及土木工程計劃）方面，將繼續穩定發展。因此，除非香港能建立比目前更先進的技術基礎，否則在未來五至十年間，隨着較低技術工業日漸移向國內發展，香港就會失去製造業的基礎。」

「我們考慮到的是電子及玩具業的簡單技術。多年來，港商大多數都集中於製造低級大眾化市場的產品。目前工資高漲使我們生產低級產品的成本提高，這是個可慮的問題。」

「除非及直至香港工業採取新政策，大量購進先進技術，提高產品質素，否則前景將會出現困難。香港雖擁有人力及經濟制度實力，但這些實力卻為其



以貨櫃裝卸量計，去年香港超越神戶成爲世界第三大貨櫃港。

弱點所抵銷。對訓練專門人才及引進高級科技的需要缺乏了解，就是我們的弱點。」

## 貨櫃維修需求增加顯示貿易放緩

標準貨櫃維修有限公司董事格雷(I. Gray) 認爲貨箱維修及存倉業務足以反映實際的貿易狀況。

「預料下半年的貨櫃裝卸、存倉及維修業務將更繁忙，船務業展望欠佳。我們預料倉庫業務繁忙，是因爲由西岸以至遠東的貿易似有下降趨勢，至於下降形勢如何則甚難斷定。我對美國目前的經濟衰退頗爲關注，唯一可緩和情況的就是削減入口。」

格雷稱，今年初該公司倉庫的貨櫃存箱數量並不多，但上月，存箱數目卻由七百個增至一千三百個，增幅幾達百分之一百。他需要更多土地擴大貨櫃倉庫。」

他稱：「倘我們不能容納這些貨箱，就沒有人可以。」他希望該公司能在地下鐵荃灣支線附近，取得廿三公頃土地，供發展倉庫用途。」

## 預測下半年經濟表現較佳

太古集團副主席布萊克(Bluck) 預測下半年香港經濟會有較良好的表現，並認爲貨櫃業可反映目前的經濟趨勢。

「近幾個星期銀行數度減息，對廠商業務必有幫助。利率下降雖或會導致港元疲弱，但這對出口商卻是有利的。」

「香港將繼續保持充份就業。誠然，我們必須持續努力，促進市場多元化；但另一方面，我認爲若干因素是對我們有利的。」

「一者，南韓目前的混亂局勢將對其貿易對手有利。我猜想一些向南韓訂貨的買家必會轉向香港市場訂購。」

「再者，中港經濟關係正在持續發

展。因此，雖則若干市場或有放緩跡象；但我認爲中港之貿易和合伙關係，是助長本港經濟發展的一大根源。」

「市場是另一個非常重要的因素。我們不能百分之百擁有任何市場，我們必須盡量去擴大市場佔有率。我認爲我們拓展市場的努力是值得讚揚和十分重要的。法國是個良好的例証。近兩年，香港對法國的出口貿易增加達百分之八十。中南美洲亦是個重要市場，當地人民一般都十分富庶。」

## 卸任主席強調必須拓展新市場

本會上屆主席及於仁保險有限公司副主席兼總經理雷勵祖稱，外國買家來單雖漸減，但我們不應自說衰退將至。

雷氏說，總商會月前曾遣派兩個貿易團分訪中南美洲及非洲，兩團都回報佳音，接獲訂單總值創下歷年最高紀錄。

「無疑，歐美是重要市場，但我們必須發展其他市場。總商會正在計劃籌組考察團訪問其他地區。」

「我曾往杜塞爾多夫參加貿易發展局在當地舉行的香港時裝節，這次展出的成績令人鼓舞，訂單可觀。但最重要的並非即場交易，而是買家有沒有翻單。」

「約有八十家公司參加杜塞爾多夫時裝展覽，他們認爲這次參展成績極令人鼓舞。倘香港能設立永久展覽中心，生意成績必更理想。」

雷氏稱，未來兩三年間，本港住宅及商業樓宇的供應將有顯著增加。

「我預測商業樓宇市場終會出現供過於求，住宅樓宇亦然。」

「我認爲以出口爲主工業所遭遇的困難，並未受到適當的重視。地價高昂，使廠商無法負擔。雖然，銀行提供特惠利率對廠商重置儀器有幫助，但我們亦必須考慮以其他方法協助工業發展。」

## 經濟學家的總結

香港大學經濟系講師陳坤耀博士，預測下半年本港經濟會持續增長。

「我預測今年的經濟增長率約爲百分之十。我對下半年前景感到樂觀，因爲電子業（尤其半導體部件的製造）仍是本港一門最重要的工業。」

「現時的問題是如何使供應符合市場需求。我們需要工程師，不單只工程師，還需要熟練工人。此外，我們亦同樣需要教育機構和實習的訓練。」

「外國經濟衰退通常會在六個月後才蔓延至香港。美國現正陷於衰退，失業率爲百分之八。英國亦將呈現衰退，失業率現爲百分之七。」

「因此，八〇年可能是香港經濟增長達百分之十或以上的最後一年。過去連續五年，本港經濟增長都達到兩個位數字。這已經是一項奇蹟。一九八一年可能出現更多的問題，但相信今年是不會有困難的。」

「今年的經濟表現將較預期爲佳——增長達兩個位數字，通貨膨脹放緩。這是因爲內部調整進展良好，而且，內部經濟過熱亦已大致冷卻。」

「日本市場是我們目前其中一個顧慮。我曾展望日本市場會有較佳的成績，但事實證明八〇年的表現未符理想，主要問題在於如何滲入這個市場。」

「開拓尼日利亞、中東、中美洲等新市場，並不能依靠過去的經驗。我認爲日本及日後東南亞市場的地位將同屬重要。」

「其他香港工業方面，紡織業正面臨困難，情況日衰。另一個衰落的行業是鞋履業。玩具業亦是個問題——我們面臨劇烈競爭，衰退對玩具需求亦會造成猛烈打擊。另一方面，衰退對電子產品需求的影响則較慢。」

「消費電子產品方面亦可能有困難，因爲例如電子錶的需求必定有個飽和點。因此，我們必須發展更先進精密的產品（尤其部件），但這方面必須依賴政府的援助。」

「經濟轉變有兩個方面，一是朝向金融中心發展，二是朝向高級工業發展。完成調整過程將需要一段時間。倘如所料，八一年經濟出現困難，調整過程就會放緩。我希望這次衰退不會如七四／七五年那般嚴重。我預期八二年間經濟就會復甦。」

# 八十年代的香港工程技術

經過三十年的持續發展，香港製造業現正處於關鍵性時期，未來數年的增長可能放緩。目前製造業所面臨的壓力包括勞工短缺、工業地價高昂及工資成本上漲等。偏向輕工消費品生產的不均衡發展，是另一個潛伏的弱點。評論稱小型工廠的技術水平普遍低落，亦加深了工業訓練不足的問題。工業界領袖一再提出，本港工業必須急謀多元化，並尤其需要發展以工程為基礎的工業。

工業家大都認同工程學是所有先進工業的核心，而科技的發展必須依賴訓練制度大量提供資質優良的工科畢業生。另一方面，工業必須提供職位、薪酬及前途，以吸引及保留工程師。

每當論及香港製造業的未來發展時，港府及工業界人士經常呼籲要促進工業多元化，提高產品質素，不斷創新產品設計，和改變目前偏重簡單輕工消費品（尤其紡織、成衣、小型電子機件、玩具等項目）的發展趨勢。

這些呼籲強調了香港製造業急謀多元化的需要。但目前工業多元化的發展依然緩慢，而且亦沒有官方的明確指示。當然，政府最多只能鼓勵、協助和維持適當環境，使工業能自主地邁向高級技術。

香港高級技術的緩慢發展常受到批評，其中一個弱點可能是本港較為缺乏輕、中及重工程工業——包括汽車、油壓、氣體力、柴油機、汽油機、精密機器及機床等。但上述工業必需有確定的市場及高水準的輔助及維修設備，如金屬鑄造廠、精確儀器、熱處理工廠、機床及印模廠。

因此，港府一直都積極推行工業投資促進活動。當局按工業需要修訂工業用地政策，推行工業邨建設計劃，為那些無法在普通多層工廈內生產的高級技術工業，提供批地。大多數獲批的廠商都擅長於工程技術。工商署成立工業發展科是港府決心引進本港所需高級工業技術的另一項證明。該科與貿易發展局，本會及其他私人工商組織緊密合作，協助有意來港投資設廠的外商，提高產品質素及改良本港工業生產，促進工業多元化。

政府未有提供足夠投資鼓勵及適當工業用地缺乏，常被視為妨礙本港重型、土地密集及工程工業發展的主要原因。然而，其中亦有些是例外的。造船、修船、軋鋼、鋁壓及飛機工程等，都是

蓬勃發展的工業。此外，建設地下鐵路系統、青衣新船廠及兩間新發電廠計劃，亦必將加強香港工程的生產力。

在吸引高級工程技術工業來港投資方面，本港已作出了很大努力。但同樣重要的是對那些具有發展潛力的現有工業給予鼓勵。

本刊專訪了幾家在本港居首位的工程公司，它們的優良產品服務及先進工程技術已獲得一致公認。其中包括香港飛機工程有限公司、美國舷外機亞洲有限公司（舷外機）、震雄機器廠有限公司（螺絲直射塑膠機）及嘉士亞洲有限公司（精確機床及印模機製造）。

## 香港飛機工程有限公司 ——高級技術

太古集團屬下港機工程有限公司，是唯一為來往香港國際機場商用飛機，提供空勤服務的公司。除清理機艙，拖曳飛機及提供機艙空氣調節系統外，它的空勤服務還包括各種技術支援服務——如對飛機引擎、機架及儀器進行強制性基本檢查。飛機檢查必須符合國際標準。此外，引擎更必須作定期徹底檢查，航空電子控制系統作定期更換、機艙作定期全面整修和清理、較舊的飛機亦需進行改建，工程涉及機身及機械設備的大規模改造。

港機工程創立于一九五〇年，初期是由兩間小型維修公司合併成立。今日，它已發展成為香港最大規模的工程企業，現僱用三千七百名工人，其中大部份都是合格的技術人員。

其主要業務可歸納為以下五項：一——為經營本港航線的合約航空公司過境飛機提供維修服務。

——在啓德機場提供及操作各項停機坪工程，如空氣調節系統等。

——為各型飛機提供檢修服務。

——檢修飛機引擎、機件，包括儀器、電子控制系統及油壓設備。

——為國泰航空公司的洛歇三星及波音飛機提供基本工程服務。

港機工程設備的面積達七十五萬平方呎，其中三個飛機庫佔地十八萬平方呎。最大的飛機庫經擴充後，將可同時容納三架波音七〇七及兩架七四七飛機。該公司市場業務經理侯偉稱：「這將成為亞洲其中一個最大的飛機庫。」

自一九七三年以來，港機工程的資

本投資已由五千五百萬元增至去年的八千萬元。侯氏稱：「今年的預算投資額約為一億零五百萬元。經過八年的穩定發展，今年可能是我們業務的高峯。近年的巨額投資旨在使本公司的維修業務擴展至波音七四七及未來其他大型的飛機。」

港機工程的三千七百名員工當中，有百分之廿五的服務年資超過二十年。據侯氏表示，人力是該公司的最重要資源，高質產品是僱員長年服務所累積經驗的結晶。這是僱員及公司方面皆引以為榮的。

侯氏亦自恃該公司的勞資關係良好，並稱自一九五〇年以來，從沒有發生過嚴重的勞資糾紛或罷工事件。事實上，港機工程是本港最先採用聯合諮詢方法解決勞資問題的其中一公司。

港機工程於二十年前自設訓練學校，培訓合格工程師、裝配工人、機械工人及技術員人才。此外，它亦設有技術員及技工學徒訓練，並為合格的工程技術人員舉辦專門性的飛機、引擎及系統訓練。

隨着新式飛機及附屬設備投入服務，港機工程每年都遣派約一百名合格職員出國受訓。受訓完畢後，他們就會成為導師，負責訓練公司內部的其他職員。

港機工程將繼續走在香港先進技術工業的前列，從世界各地引進新業務，為其他工業提供一個可供仿效的榜樣。

## 美國舷外機亞洲有限公司 ——達飛機工程標準 的輪機

「設計少量燃油消耗的引擎，以節省汽油，仍是本公司業務發展的優先目標。」美國舷外機亞洲有限公司之母公司Outboard Marine Corporation，在其一九七九年年報中作出了以上的表示。為響應節省燃油，香港分廠亦於去年設計和製造了一種用煤油（非汽油）推動的舷外機。

設計這種新舷外機的目的，旨在迎合印度、斯里蘭卡及印尼市場的需要。由於這些國家的汽油價比煤油價高出的幅度甚大；因此，使用汽油推動的舷外機在當地並不符合經濟原則。





美國舷外機公司的旋轉式內燃機噴上油漆，以防止生鏽。

該公司總裁李衡藻向本刊表示，預料在未來數年間，這種新舷外機的銷量每年將平均增長百分之三十。

美國舷外機亞洲有限公司於一九七五年設立時，僅僱有五十五名工人，經營美國舷外機主要部件的裝嵌業務。兩年後，發展至裝嵌整套舷外機。該公司目前的業務範圍包括製造舷外機部件及裝嵌旋轉式舷外機。現有的僱員人數為四百六十名。

該公司計劃在本港推出兩款新的船舶電子機械設備——行針/跳子速度計及回音與捕魚探測儀合併的新儀器。此外，它亦計劃擴展現有的旋轉式舷外機及部件製造業務。

為配合多元化發展，該公司將興建另一座實用面積達三萬五千平方呎的廠房。現時的廠廈樓高三層，總面積為十二萬平方呎。

未來兩年間，美國舷外機將進入第二期的發展，興建第三座面積達七萬平方呎的工廠。屆時，僱員人數將增至七百名左右。今年，該公司的總營業額目

標為一億五千萬元。李氏稱：「我深信我們能達到這個目標，維持百分之廿五的年增率。」

談及新技術的引進問題，李氏表示，該公司基本上並沒有向本港引進任何新技術，本港工人大可以從舷外機高級部件的操作，提高他們的技術。

在提高香港的工程技術方面，李氏建議廠商研究製造方法，把技術按造詣水平分類，應用恰當儀器以達到滿意的製作效果。

該公司面臨的一個問題是本港高級部件供應缺乏，每台舷外機約需要六百枚塑膠及金屬部件。

李氏稱：「我們一向的做法是尋找一些有良好管理基礎的小型供應商，與他們合作發展技術，把他們的技術提高至符合我們要求的水平。因此，在某種意義上來說，我們正在協助本港輔助工業的發展。」

他又提出，倘香港有意迅速擴展工業基礎，港府及其他有關機構應盡量協助具有專門技術的小廠戶發展業務。

## 嘉士亞洲有限公司—— 工程產品均需機床安裝

於一九七三年設立的嘉士亞洲有限公司，成為了提供及提高本港製模及機床工業技術的基石。

該公司是美國嘉士集團(Kras Corporation)的附屬公司，廠房面積達二萬平方呎，僱有一百名工人。其主要業務範圍包括精確機床安裝、製模、鑄模及製造熱固塑料，供半導體部件、二極管及多鉛集成電路製作用途。

嘉士亞洲有限公司董事經理高致然稱，該公司的製模精確程度達到國際標準。他表示，美國母公司嘉士集團來港投資設廠，主要是因為本港仍能以較低成本經營，設計優良、品質控制嚴格的機床安裝業務。

與普通的機床及印模工廠不同，嘉士提供全面性的製造業務，包括設計、建造、維修及檢查自製的機床等。

高氏承認，本港輔助工業的發展仍處於低水平。他稱一般部件供應商仍持有錯誤觀念，認為部件的繪圖及規格說明不要緊，只要給予他們樣本，他們就能製造出與樣本相同的部件。

他稱，本港的金屬車工，壓印及鑄造業已有技術基礎。但另一方面，他又表示：「要供應商按照樣本，大批生產同樣部件的可能性甚微。即使試造，成本亦會極之昂貴。」

高氏認為，成立一間管理妥善的訓練中心，將可改善目前機床工業不滿意的情況。不過，該中心應由海外受訓的技工擔任導師。

他指出，一般技工於受訓幾年後，都有自立門戶的傾向，這對提高本港機床工業技術甚為不利。

「技工技術教育應鼓勵工人對技工的工作感到自豪；倘技工沒有這種工作態度，他們就永難提高效率，製造出高級模型。」

為應付遠東市場對注塑模型及注塑機需求的增加，嘉士於去年與Maxwell(D. Y.)公司合組了一間聯營公司——Kras-Max Asia Ltd.。除生產注模外，該公司亦模製及裝配各類的工業消費產品。高氏向本刊表示，以嘉士在機床工業所具備的專門技術，要制訂出一個適應各類需求的產品發展計劃是項簡單的工作——由設計以至包裝，或與供應商聯合發展產品。

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## 震雄機器廠有限公司

震雄專門製造螺絲直射塑膠機。這類產品不單只象徵高級工程技術，亦是華資公司無需依賴技術知識特許權或外商聯營投資，而自能發展技術的一個最佳例証。

震雄機器廠乃於一九五八年由蔣震先生創立，初期是香港九龍大磡村一家機器修理店，後因本港塑膠工業迅速發展，塑膠機需求殷切，震雄乃展開自行生產塑膠機的計劃。

最初推出的模型以吹氣機為主，但因市場流行老牌商標，吹氣機的銷路未見理想。一九六五年，震雄悉心鑽研及設計了另一種塑膠機——螺絲直射塑膠機。

初時，由於吹氣機流行，新推出的螺絲直射塑膠機並未獲得塑膠業人士普遍接受。其後，在震雄積極宣傳推廣下，塑膠業廠商遂開始產生興趣。一九六六年底，螺絲直射塑膠機獲得中華廠商會主辦之最新產品榮譽獎，這令香港及

海外買家對震雄機器廠的產品更具信心。目前，共有四千家塑膠工廠改用螺絲直射塑膠機。

據震雄的董事總經理蔣震稱，本港對塑膠機的需求量約為每月二百四十台，震雄的供應佔市場百分之卅五。該公司的外銷佔總營業額百分之三十，主要出口市場包括英國、澳洲、中東及東南亞。

目前，震雄生產十二種機型的注塑機，射膠量由一至六十安士不等。今年，該公司敏而捷20D型注塑機再度榮獲中華廠商會之新產品榮譽獎。

蔣氏向本刊透露，他希望未來兩年間的內銷和外銷比例會較平均。他稱：「為加強業務發展，震雄計劃在八十年代向世界市場進軍。我們堅決要保持本公司在這個行業的領導地位，維持每年的銷量增長。」

為促進生產及出口業務，震雄現正從三方面進行擴展——（一）年底遷入大埔工業邨面積較大的工廠，（二）在大阪設立聯營工廠，（三）在台北開設分廠。震雄在泰國、馬來西亞、新加坡

、澳洲及英國均委有經銷代理。

大埔新廠廈的實用面積達十七萬平方呎，樓高四層，預算在明年初新廠全部落成投產時，月產注塑機將由一百二十台增至一百五十台。此外，該公司亦計劃添置另一條生產作業線，製造壓鑄機。

震雄現僱有一百一十名工人，月產注塑機九十台。生產方法獨特及大量投資電腦控制生產設備（如數字控制加工中心），是促使生產效率高的主要因素。蔣氏稱，震雄是世界採用裝配線方法製造注塑機的數家工廠之一。

為改良控制生產效率，該公司現正裝置電腦系統，處理生產計劃及存貨管制。蔣氏稱：「重機械製造是一門資本密約工業。我們深信投資電腦管制及自動化儀器，將有助於解決技術工人短缺及保障產品質素。」

他表示，金屬工業的勞工短缺情況日趨嚴重。雖則理工及兩間大學每年都有一批工業及生產工程畢業生投身這門工作，但一般在入行一兩年後就會轉行從事營業及市場推廣的工作。

他續稱，熟練金屬技工的流動性更大。他解釋說：「今日的青年人大都不喜歡以此行作為終身職業，因為他們不喜歡這個工作環境。這是我們的最大顧慮，亦說明了我們為何要大量投資於自動化機械及電腦系統，以彌補技術勞工日益短缺。」

令該公司頭痛的另一個問題，是香港缺乏良好冶金工業，提供注塑機製造所需的鑄件。蔣氏向本刊透露，於一九七四年震雄曾有意與一間美國公司合資開設冶金廠，「但由於缺乏技術工人及適當的廉價廠地，我們遂只有放棄這個計劃。」

上述公司皆是香港高級工程技術工業的表表者。雖則有關的負責人在本文概述了一些問題，但其成就仍使本刊深信香港工業續有龐大的發展潛力。其他很多工程公司亦正在致力提高技術，傳授新工程知識，輸入或建設新機械設備，在生產及管理方面引進電子科技。其整體效果必可使香港持續向高級技術及訓練邁進。 ■

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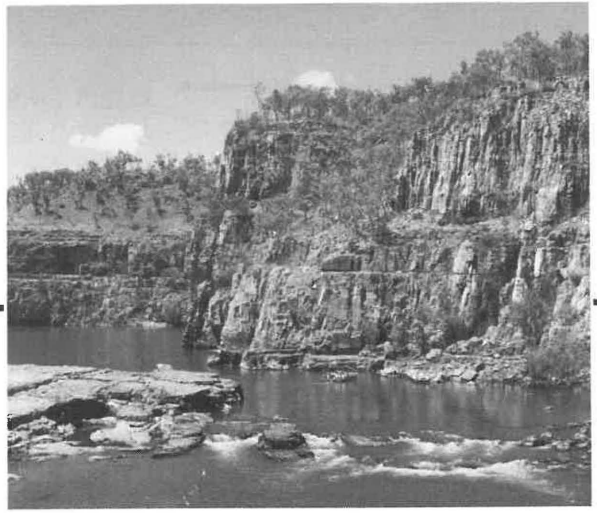
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# 北領地 —— 為投資者提供 投資良機



一九七八年七月一日，北領地脫離澳洲坎培拉中央首府的統治，成爲一個自治區，新立法院由十九名民選議員組成。

在北領地政府的管轄下，北領地已不再是僅供娛樂的地方，且更不是一個就業需靠公務人員擴充、經濟需靠聯邦政府贊助的「行政管理市鎮」。

當然，北領地的發展仍將有一段時期需要聯邦政府的參與，因爲凡事都並非一下子可以成就。不過，儘管如此，在自治的第一年間（七八/七九年），北領地的經濟增長還是取得驚人的成就。

期間，北領地礦業、牧畜業、旅遊業及漁業的總產值均較對上年度增加高達百分之三十七。七八/七九年財政年度終結時，礦業、牧畜業、旅遊業及漁業的生產總額分別爲二億四千九百萬元，七千七百萬元（較上年度數字增逾一倍）、八千五百萬元及一千七百萬元。

截至一九七九年十月止年度，就業機會增加百分之十一以上，達四萬四千二百個——超逾國家的百分一點六增長率七倍。

工業迅速增長主要是基於以下幾個因素。

天然資源價格普遍上漲，產量提高。鑒於北領地的礦藏及其他天然資源極豐富，這方面的增長尤爲顯著。

本地人對北領地的前途抱有極大的熱忱和信心。北領地首次在自治政府領導下制訂發展方針，顯然激起了人民的強大信心。他們確切地發展基本建設、釐訂計劃及拓展潛力。

北領地有一百年豐富多姿的歷史，其中經歷過經濟蕭條和興旺，亦目睹過農業計劃失敗。輕率、經驗不足

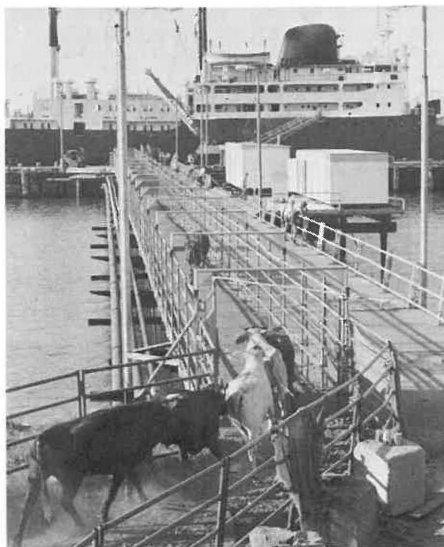
、管理不當及忽略農產品市場等重要因素，皆是招致失敗的原因。

今日的情況大爲改觀，因爲北領地已爲八十年代及後期的經濟發展作好準備。

發展計劃規模宏大，並將以工業國家所需的豐富礦藏、世界人口日增所需的糧食生產及天然資源（如漁場）爲基礎。

北領地的礦藏資源極豐富。舉例而言，它擁有世界已被証實之鈾存量達百分之十四點五，並佔全球錳貿易額百分之十。此外，它亦擁有世界鋁土、鋁、黃金、銅、鈹、石油及天然氣蘊藏量的百分之十。

北領地人口約十二萬，其中五萬人居住在熱帶首都達爾文——澳洲至東南亞的顯著門戶。雖然，北領地佔澳洲大陸面積達六分之一之多，但目前用作種植營業農作物的土地不足九千公頃，其中大部份耕地都用於播種蜀黍及飼料。



北領地生牛裝船付運東南亞市場。一九七九年，北領地輸往馬來西亞的生牛數量超過二萬一千頭。

北領地政府渴望不斷加強培植市場菜園、熱帶水菓、熱帶裝飾植物、稻米及其他糧食作物，以促進農業多元化。

通過與隣近亞洲國家的聯營發展——利用外資、現有市場及輸入熱帶農業技術，北領地極有潛力發展成爲世界的主要糧食供應地。

同樣，當地的漁業亦可通過繁殖泥蟹及馬鮫魚等類的海產，取得進一步的發展。

北領地的天然資源還包括其吸引遊客的獨特風光——尤其中澳洲。亞里斯泉城市是旅遊活動的集中地，亦是開發中澳洲餘部的理想基地。當地的旅遊設施正在不斷擴建，未來的發展計劃包括在亞里斯泉及達爾文興建大型賭場。

北領地的發展現正處於開始階段，尚需要資金及技術上的投資。

由於北領地的潛力已被發現，外地資金開始流入，其中以亞洲投資者的數目最爲可觀，他們有興趣於政局穩定的有保證長線投資計劃。

北領地爲投資者帶來投資良機，使他們有機會分享當地經濟日後迅速增長的利益。未來的發展計劃將以過去的經驗作爲借鑑。

在前途有保證的北領地從事聯營發展，可使投資者的未來得到保障。

讀者如欲查詢有關北領地的詳情，請與北領地發展局聯絡：

The Northern Territory Development  
Corporation  
Post Office Box 2245  
DARWIN, Northern Territory 5794  
AUSTRALIA  
Telephone: 089 814488  
Telex: AA 85397

# 簡報匯編

## 歡迎新會員

本刊歡迎廿六間公司於六月份加入本會，成為香港總商會會員。(新會員名單詳列本期英文版)。

## 本會下半年貿易促進大計

本會將於今年下半年再籌組五個貿易團分訪南美、西歐及日本，上半年訪問中東、非洲、非洲、南美及西歐的四個貿易團均已凱旋返港。

其中兩團將前往參加歐洲商展——第十八屆西德「携手邁進」柏林商展及第十八屆瑞典哥德堡消費品展覽。

去年，本會代表團在柏林商展共接獲超逾四千五百萬元訂單，並與當地商人建立了有用的商務聯繫。本會希望今年能再度獲取如去年的美滿成績。今屆柏林展覽定於八月廿七日至卅一日舉行，將有三十六家港商前往參展。

此外，香港產品亦將首次在瑞典哥德堡的國際消費品展覽會中展出，該展覽定於九月二十日至廿八日舉行，本港參展團由十五家公司組成。

哥德堡展覽是斯堪的納維亞最大型的消費品展覽。去年，共有來自廿二國的三百八十七家公司參展，參觀人數達十二萬名。買家來自瑞典、挪威、芬蘭、丹麥及其他歐洲國家。

繼赴南美之貿易團凱旋歸來，本會現計劃再籌組考察團訪問厄瓜多爾、哥倫比亞、千里達及法荷屬西印度羣島。預定該團將於九月廿七日出發，全程約廿二天。

過去兩年，本會一直與港府及日本當局緊密合作，派遣工業團訪日，促進聯營投資。今年，在港日貿易合作委員會主辦下，本會將派遣工業團訪問日本，與日商探討技術轉移或聯營生產投資機會。

此外，本會亦將在未來數月間在橫濱合辦一個工業投資研討會，並將出席十一月在鹿兒島舉行的香港/鹿兒島會議。

## 香港參加蘇丹貿易展覽

Harms & Marcus Ltd. 將於十一月參加蘇丹喀土木國際展覽，為港

商提供了向蘇丹推銷產品的機會。是次乃該公司第二年參加蘇丹商展。去年，由於該公司推銷及展出港貨成功，它獲蘇丹政府頒贈獎勵金章。

該公司負責人希爾(Hille)先生稱：「我們在展覽會中展出及推銷了幾乎百分之百的港貨，我們是以私人企業身份，獨家代表香港展出各類型產品。」

他又表示，鑒於今屆非洲展覽將與蘇丹的國際商展聯合舉行，預料今年展覽的盛況將屬空前。

蘇丹人口約一千三百萬，是香港發展中的出口市場。去年，本港對蘇丹的出口總值由七八年的二千四百六十萬元增至四千三百萬元。

查詢有關蘇丹展覽之詳情，請與Harms & Marcus(HK) Ltd. 聯絡，地址：郵政信箱3752號。

## 商會際收債制度成立

一個由商會國際局主辦的商會際收債制度經已成立。香港總商會連同十六個其他國家的商會已加入了此項制度，這十六個國家是巴哈馬、比利時、塞浦路斯、法國、加納、約旦、以色列、毛里求斯、荷蘭、紐西蘭、葡萄牙、津巴布韋、西班牙、蘇利南、瑞典及瑞士。

商會際收債制度使香港總商會會員能通過當地商會的協助，向債務人索回有關款項。此項制度並沒有任何法律限制或制裁的權力，其目的在向有關方面提供關於追討債款程序的資料。

## 促進產品包裝設計比賽

第十屆香港「包裝星獎」比賽，仍繼續由香港工業總會與中華廠商聯合會共同舉辦。

今年的「包裝星獎」共分八類：(1)保護(運輸)包裝；(2)紙製包裝；(3)塑膠及其他人造材料製成的包裝；(4)玻璃、木材及其他天然物料製成的包裝；(5)金屬製成的包裝；(6)陳列包裝；(7)組合包裝；(8)包裝創作。於一九七九年開始舉辦的「包裝創作獎」是頒予傑出創作的試驗包裝計劃。

「星獎」比賽現已展開，七月十日截止收件，評選定於七月十五日舉行。評選委員會成員包括香港包裝委

員會主席馮錦聰、本會助理董事馮若婷、中華廠商會秘書長李澤培及香港工業總會總幹事陳樹安。

## 減罪運動持續推行

在五月卅日假華富邨社區中心舉行的好市民獎頒獎典禮中，五十九名市民獲贈獎金共八萬二千，每人獎金額由一千元至五千元不等。



本會理事丁鶴壽先生頒獎給一位好市民。

是項頒獎典禮之獲獎人數創下歷年來之最高紀錄，反映出愈來愈多市民樂意與警方合作撲滅罪行。得獎者年齡由十歲至七十四歲不等。

撲滅罪行委員會委員周梁淑怡女士在典禮中致詞，呼籲警方的每一個成員盡力去進一步改善警民關係，使減罪運動能達致更佳的效果。

「好市民獎」頒獎典禮是由本會、麗的電視及香港皇家警察隊合辦。

## 北澳洲投資研討會

北澳洲發展局將於十月二日及三日，在昆士蘭Cairns舉行投資研討會，探討東南亞與北澳洲之貿易機會。研討會的論題將集中在以下三方面：漁業與外資聯營企業，北澳洲之投資鼓勵及東南亞與北澳洲之旅遊業。

查詢詳情，請與北澳洲發展局聯絡，地址：NADC, P. O. Box 359, Cairns, Queensland, Australia 4870.

## 歐洲傢俬業指南

一間西德公司最近出版了一本「歐洲傢俬業指南」，提供有關廿八個歐洲國家出口傢俬業的資料。此刊物乃以英、法、德三種語文編印，每年出版一次，內容包括詳盡的買家指南、產品索引、廠家索引及傢俬業技術發展與新製造過程的報告等。

查詢詳情，請聯絡Industriesch au-Verlagsgesellschaft MBH, P. O. Box 4034, Berliner Allee 8, D-6100 Darmstadt, ABC-Verlagshaus



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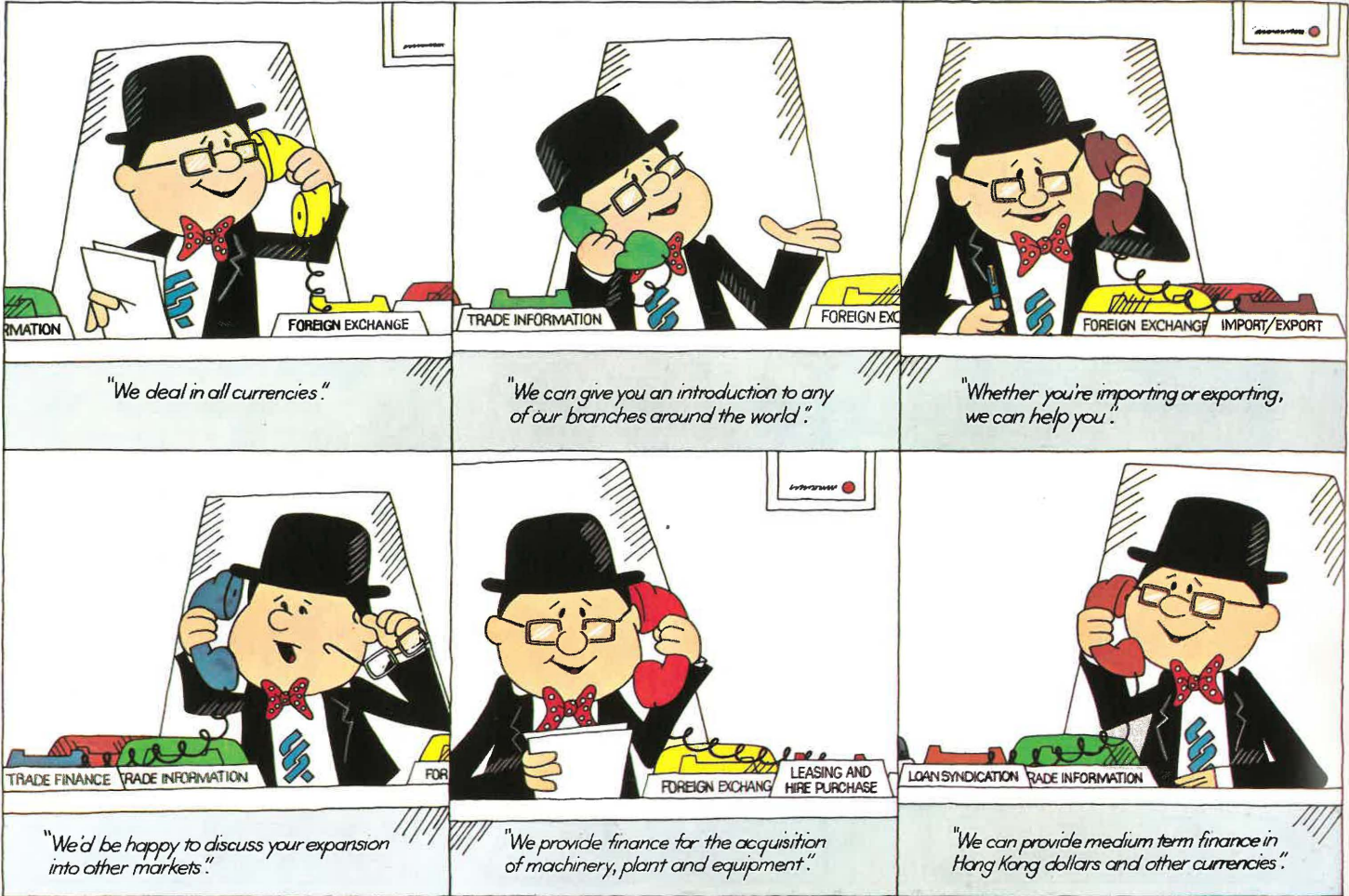


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