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BUSINESS PROFILES



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恒昌 HANG CHEUNG



恒昌石油化工有限公司主要為珠江三角洲一帶之三資企業提供高質素之石油化工產品及專業服務，業務範圍遍及各類輕工業，包括玩具、紙品、傢俬、木器、塗料、絲花、電子機殼、鞋及其他本公司產品適用之行業等，位於深圳布吉及東莞白濠之兩所廠房按不同行業之需求而生產製造各類型之石油化工產品，包括混合溶劑、工業用油漆、紙上光油、膠漿黏合劑等。

為進一步提升產品之質素及服務水平，本公司於二零零一年考獲ISO9001（2000版）證書，優化了品質管理體系。並自一九九九年積極地將高分子化工產品轉為自動化控制。另本公司設有兩個專業化驗室負責不同產品之研究開發及為客戶提供售前售後之技術支援服務，同時我們的客戶服務部更能為客戶提供快捷妥善之訂單、查詢、追蹤及投訴處理服務，務求做到除產品技術服務外，更為客戶提供意想不到之驚喜服務。

由於現有之布吉鎮廠房產能已不敷應用，為滿足不斷增長之客戶需求，集團已於今年四月與惠陽市新墟鎮政府達成買地協議，決議動用港幣1億元，投資興建新廠房，並計劃於兩年內將原布吉鎮之化工廠搬往惠陽，為未來擴產作好準備。

Hang Cheung Petrochemical Limited's main business is in the production and marketing of premium petrochemical products and the provision of professional services to the foreign-funded enterprises in the Pearl River Delta region. It has an extensive customer base, serving manufacturers of a wide range of light industrial products including toys, paper products, furniture, coatings, flower ribbons, electronic products and footwear. With two plants located at Buji in Shenzhen and Baihao in Dongguan, we produce a diverse range of petrochemicals products such as mixed solvents, industrial paints, paper varnish and adhesives to meet our customers' demands.

The Company received the ISO9001(2000 edition) accreditation last year, evidencing our commitment to quality management. Moreover, in order to further enhance our product quality, we introduced automated control systems for the high molecular chemical products manufacturing lines in 1999. In addition, our two specialist laboratories are dedicated to conducting research and development of our products and to providing before and after sale technical service support to our clients. At the same time, our customer service center which is responsible for providing services to clients such as order processing, responding to inquiries, tracking of deliveries and handling of complaints, is totally committed to adopting a one-stop-shop approach in providing service levels which exceed customers' expectations.

In view of the capacity constraints of our existing Buji plant, we have reached agreement with the local government in Xinxuzhen, Huiyang to invest HK\$100 million in a piece of land for the construction of a new plant to replace the Buji plant in two years. With this new plant, the Company will be well positioned to meet the increasing customer requirements.



紫荊花製漆 BAUHINIA PAINTS

專注經營紫荊花漆油之大中漆廠有限公司於一九八二年成立，當時的紫荊花產品主要用於工業方面，經過二十多年來不斷的研究與改良，並在中國不同的地區建立分廠，現時的產品已發展至多元化，並適用於各行各業，包括有建築漆、傢俬漆、汽車漆和工業漆等等。而多年來同業及各友好對「紫荊花」各產品的認同和讚賞，使我們建立了良好的信譽和卓越的口碑，並已在各工業內取了驕人的成績。由一九九四年開始，「紫荊花」漆油更被香港房屋署及建築署列為指定漆油之一，在多項建築及維修工程中廣泛被採用。

為了提高產品質素及建立信心保證，紫荊花製漆集團於一九九三年底決定為香港廠房申請考取ISO9001證書，各有關部門經過一年多來的積極參與和努力，編制了一套完善的公司運作程序，在一九九四年九月中正式推行，並於一九九五年三月通過了「香港品質保證局」的嚴格考試，成為本港首間考取ISO9001的漆廠。

經過兩年管理架構重整後，製漆業務的核心力量基本已穩固。為了充份發揮「紫荊花」品牌效應，配合中國即將強制性執行的新國標，年初推出一系列無毒害、綠色環保建材產品，以專賣店、形象店的連鎖形式，建立起完善、受保護的銷售網路，令沉寂多年的「紫荊花」市場，初露曙光。

經過一連串的改革，包括市場及產品架構整理、信貸嚴謹監控等，製漆業務已步入健康成長階段，集團將增大對製漆業務的投資，冀能在平穩中，業績逐步攀升。

Bauhinia Paints Manufacturing Company Limited ("Bauhinia Paints") was founded in 1982. In the early days, the Company mainly focused on industrial paints. Through years of sustained efforts in research and development, coupled with continued investment in expanding capacity and setting up manufacturing plants in different regions in China, the Company's product range has expanded to embrace a wide range of products which find applications in the construction, furniture manufacturing, automotive and other industrial sectors. Today, the quality of Bauhinia paint products is widely recognized and acclaimed by competitors and customers alike. Since 1994, Bauhinia Paints have won a place in the Hong Kong Housing Authority's approved suppliers' list, and have been used in the Authority's various construction and maintenance works.

In 1993, Bauhinia Paints decided to seek ISO9001 certification for its plant in Hong Kong in order to raise its standards of quality management and to achieve a high standard of quality assurance. After over a year's efforts, a comprehensive set of operating manuals was completed and adopted in September 1994. In March 1995, Bauhinia Paint's Hong Kong plant was officially certified by the Hong Kong Quality Assurance Agency as having attained the ISO9001 accreditation.

After two years of restructuring, Bauhinia Paints is now well positioned to move forward to capitalize on new development opportunities. In order to further enhance the brand equity of Bauhinia Paints, a range of non-toxic, environmentally friendly construction paint products has been launched at the beginning of the year in response to China's mandatory new national standards for coatings materials. At the same time, a chain of dedicated sales outlets was set up, forming a well-established, protected sales network. These new initiatives have given new impetus to the sales of Bauhinia paint products.

After a series of initiatives to restructure the products and the distribution channels and to improve trade debtor controls, the Bauhinia Paint business has now reached a solid base from which to grow. The Group intends to increase its investments in the paints business, with a view to growing steadily from this solid, healthy base.



工廠一角
Part of the factory

江門謙信 JIANGMEN HANDSOME

江門謙信化工發展有限公司為本集團與國內啓盛化工發展有限公司合資組建的化工生產公司。於一九九三年四月成立，主力產品為「醋酸丁酯」及「醋酸乙酯」，去年年產銷售達六萬噸，銷售額為三億多元。

公司地處珠江三角洲，頻臨西江河畔，水陸交通十分便利。以國內伙伴為管理基礎，形成強大的國內外採購銷售網絡，加上集團資金、管理經驗等支持，公司近幾年業務發展勢頭強勁。產品競爭力不斷提升，目前正籌建一條新的生產線，估計今年十二月份就可投產。屆時，總酯年生產量達十萬噸，將成為國內最大的醋酸酯類生產公司。

Jiangmen Handsome Chemical Development Limited ("Jiangmen Handsome") is a joint venture between the Group and a local company, Qi Sheng Chemical Development Company Limited. The joint venture was formed in April 1993, and the main business is in the production and marketing of butyl acetate and ethyl acetate. Its capacity is 60,000 metric tons per annum, and turnover is over \$300 million in last year.

The Company is located on the banks of Xi Jiang at the Pearl River Delta, providing easy transportation of raw materials and finished products by land as well as by sea. Successful partnership between our inland partners providing a strong network for sales and for raw materials sourcing, and the Group's financial resources and management experience and support has brought substantial growth in the business in recent years. A new production line is currently being constructed and expected to be on stream in December this year. With the completion of this new production line, total capacity for the production of acetates will reach 100,000 metric tons, and the Company will become the biggest producer of acetates in China.



凌志潤滑油有限公司 BEST LUBRICANT BLENDING LIMITED

凌志潤滑油有限公司專注於生產各類型潤滑油產品，產品功能主要應用於各種工業機械和汽車發動機。為迎合中國廣闊市場，公司制定新的策略：

- (a) 以「力士」、「大一企」、「路貝加」等多品牌的策略，制訂不同產品的定位，開發高中低檔等不同的市場。
- (b) 已經於天津設立生產線，以配合湛江凌志生產廠，解決在業務發展上的需求，使南方和北方的物流更暢順。

公司積極計劃未來，利用原有的銷售網路，開發與汽車有關的產品，計劃中的有汽車護理精細化工產品和汽車修補漆，並積極找尋合適的合作夥伴，加速共同發展。

The main business of Best Lubricant Blending Limited ("Best Lubricant") is to produce various types of lubricants products for industrial and automotive use. To cater to the vast Chinese market, Best Lubricant has formulated the following strategies:

- (a) Build different brands like "Hercules", "Dai Ichi", "Lubest", each with its own positioning to capture different market tiers.
- (b) Improve the distribution logistics between North and South China by establishing a production operation in Tianjin.

We plan to utilize the existing sales network to develop a further range of automotive products, including fine chemical car care products and automotive repair paints. We will actively seek suitable partners to expedite the development of this initiative.

葉氏油墨 YIP'S INK



葉氏油墨有限公司自一九九八年成立以來，一直專注發展塑料包裝印刷油墨，四年間銷量達至行業前茅（有關數字見下圖），於二零零二年三月更錄得單月銷售超過六百噸佳績。去年公司成功開發煙包油墨及環保醇溶性油墨，其品質並獲得客戶認可。

Since its founding, Yip's Ink and Chemicals Company Limited ("Yip's Ink") has been focusing on developing printing inks for the plastics film packaging materials. Within four years, Yip's Ink has grown to become an industry leader (figures attached below). The notable achievements in the past year include the fact that in the month of March 2002, sales reached a record level of 600 metric tons. In the past year, Yip's Ink also successfully developed printing inks for cigarette packaging and an environmentally friendly alcohol based inks which meet customers' approval.

公司於二零零一年十二月成功收購業內一間知名油墨廠，透過此次收購行動，令公司在品質技術、機器設備及客戶質素等更有進一步的提昇。

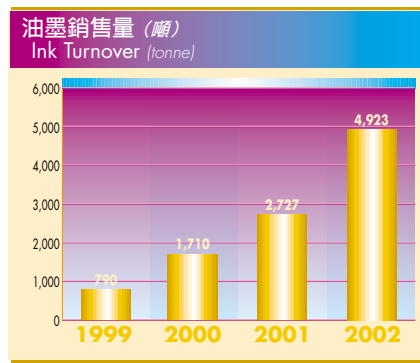
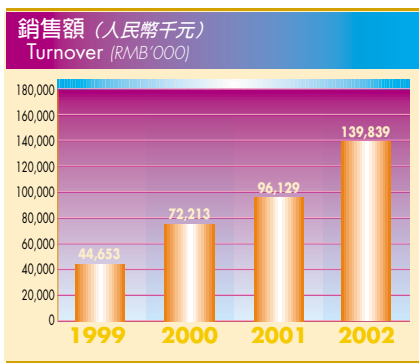
In December 2001, we acquired a renowned ink manufacturer. Through this acquisition, the Company hopes to gain further improvements in product technology, enhanced production facilities and a high quality customer base.

隨著中國加入WTO，對產品包裝要求不斷提高，對高品質油墨產品需求會大幅增加，為配合市場發展，公司不斷在軟、硬件方面加大開發及投資，經過一年多之廠房整改，中山廠產能已達8,000噸水平，並不斷加添進口設備以提高產品質素及效率。在員工質素方面，除透過內部培訓和國外先進公司進行技術交流，並獲得業界技術精英陸續加盟，令產品進入另一台階。

It is anticipated that with China's entry into the WTO, the standards for the packaging of products will be raised significantly. This will lead to substantial increases in the demand for high quality printing inks. In response to this market development, Yip's Ink has been investing in both the hardware and the software of the company. In terms of hardware, after a year's efforts in upgrading the production facilities, the capacity of the Zhongshan plant has reached 8,000 metric tons per annum, but the Company will continue to import additional facilities to upgrade its product quality and production efficiency. In terms of software, not only do we place a great deal of emphasis on staff training and on engaging in technology sharing with the more advanced ink manufacturers abroad, but we have also been recruiting experts in the industry.

公司經過四年努力，在華南地區已取得一定成績，在今年將會在上海設立分廠及研究中心，力圖開拓擁具五省一市的華東市場。

Yip's Ink has built a solid foundation in South China in the past four years. This year, we will set up a manufacturing plant and a research and development center in Shanghai to exploit the significant Eastern China market.



先進納米表面處理科技 新聞發佈會



力士創科有限公司 HERCULES TECH LTD.

力士創科有限公司專注於納米塗料的生產，其核心業務是引進歐美納米、結晶等尖端科技用於環保水基型塗料進入中國市場。

隨著中國改革開放二十年來的經濟騰飛，進入世貿(WTO)的機遇和世界對環保意識的增加，推行嚴格的工程環保及降低施工成本已刻不容緩。公司將驥以此類納米塗料為國家的基本建設大型專案提供尖端的高科技產品及顧問服務。

配合香港科技的發展，公司已投資港幣一百萬元連同香港特別行政區政府創新及科技基金撥款港幣三百一十萬元，與香港大學合作研究先進納米表面處理科技和如何應用於電泳塗裝，進一步提升公司在環保納米塗料的領先地位，並協助生產廠商降低生產成本，同時更環保。

為應付市場對產品的不斷需求，公司將於年中搬往惠陽，增加設備擴大生產。

Hercules Tech will focus on the production of coatings based on nanotechnology. Its core business is to bring the latest technologies from Europe and USA in areas such as nanotechnology and crystallography in environmentally friendly water-based coatings to the China market.

With the rapid economic growth in China over the past two decades culminating in the WTO entry last year, coupled with increasing global concern over the environment, strict compliance with the latest standards in environmental protection and cost control have become the two priorities in project development work in China. The Company believes that this type of nanotechnology-based coatings can and will play an important part in China's major infrastructure projects, and intends to supply these high-tech products and consultancy services to these projects.

In support of Hong Kong's high-tech development efforts, the Company has invested HK\$1 million in a research and development project in association with the Hong Kong University. Together with a HK\$3.1 million grant from the HKSAR Government's Innovation and Technology Fund, the project aims to study the application of advanced nano surface treatment technology into the field of electrophoretic. This project aims to further enhance the Company's leadership in the area of nano coatings. It will also help industrial manufacturers to reduce costs at the same time as being more environmentally responsible.

The Company will expand its manufacturing facilities and will move to a plant in Huiyang to meet the rising demand for its products.

