

業務回顧

Operations Review



香港理工大學－數碼工廠之裝修及加建工程項目
Alteration & addition works at The Hong Kong
Polytechnic University - Digital Factory



愉景灣第2期畔峰村之外牆粉飾工程項目
External renovation works for Midvale Village,
Phase 2, Discovery Bay

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建築材料部

本集團之建築材料業務透過兩間附屬公司進行：

(i) 華高達建材有限公司：專營供應及安裝室內產品如木地板、輕質混凝土填充牆、假天花及廚櫃；(ii) 泰記有限公司：專營喉管及配件供應。

(i) 華高達建材有限公司 (「華高達」)

華高達步入第五年之建築材料業務之營業額創下高達港幣九千五百二十萬元之記錄，幾乎是去年總營業額之四倍(二零零一年：港幣二千五百二十萬元)

本年度之總營業額主要來自為知名之發展商及總承建商，例如長江集團、太古集團、新鴻基集團、信和置業集團、瑞安集團、香港建設集團、中國海外集團、金門集團以及新昌集團等提供及安裝百利板、木地板、垂吊式天花系統及廚櫃。

於二零零二年三月三十一日，華高達錄得總值港幣一億六千五百三十萬元之手頭訂單，包括來自集團公司港幣五千零六十萬元之訂單，供應及安裝木地板、垂吊式天花系統及廚櫃之合約分別達港幣二千一百三十萬元、港幣四千五百五十萬元及港幣七千二百二十萬元，以及供應百利板達港幣六百一十萬元之訂單。

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Building Materials Division

The Group's building materials business is conducted through two subsidiaries :

(i) Trigon Building Materials Limited: specialising in the supply and installation of interior products such as timber flooring, lightweight concrete infill walls, false ceilings and kitchen cabinets; (ii) Ng Tai Kee Company Limited: specialising in the supply of pipes and fittings.

(i) Trigon Building Materials Limited ("Trigon")

Trigon entered its fifth year in the building materials business with a turnover reaching a record amount of HK\$95.2 million, almost 4 times the total turnover for last year (2001 : HK\$25.2 million).

The total turnover for the year has mainly been derived from the supply and installation of Polyboard, timber flooring, suspended ceiling systems and kitchen cabinets to renowned developers and main contractors such as the Cheung Kong group, the Swire group, the Sun Hung Kai group, the Sino Land group, the Shui On group, the Hong Kong Construction group, the China Overseas group, the Gammon group, and the Hsin Chong group etc.

As at 31 March 2002, Trigon had recorded a total worth of HK\$165.3 million orders on hand (including HK\$50.6 million orders from group companies), with contracts for the supply and installation of timber flooring, suspended ceiling systems, and kitchen cabinets amounting to HK\$21.3 million, HK\$45.5 million, and HK\$72.2 million respectively, as well as orders for the supply of Polyboard amounting to HK\$6.1 million.

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展望未來，預期華高達將繼續為現有產品擴展其私人及公營機構之客戶基礎，並為其他產品取得分銷權。華高達將特別注重向本地及大陸市場宣傳現有產品百利板，該產品為環保防水產品，華高達擁有香港獨家分銷權，以該產品作為樓宇之底板及廚櫃板料並以Eco Kitchen品牌推廣。華高達亦取得兩種名為威力板及Masterwall system之新產品之獨家分銷權。威力板亦為一項環保產品，具防火功能，適合各種用途。Masterwall system為輕質混凝土填充牆系統，具防火效用，適合各種建築用途。

儘管未來香港經濟仍未明朗，然而由於本集團可於建築材料市場上建立穩固地位，管理層對華高達將持續取得增長及擴展、取得若干高潛質產品之獨家分銷權，以及與不少享負盛名之香港發展商、承建商及建築師建立良好業務關係充滿信心。在過去五年，華高達可在經濟下滑的情況下穩步成長，令人感到非常鼓舞。華高達取得如此理想之進展，堅持及決斷之重要性更勝資源。

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Looking forward, it is expected that Trigon will continue to expand its client base for existing products, in both the private and public sectors, and to source distributorships for other products. Trigon will pay particular attention to the promotion of an existing product, Polyboard, an environmentally friendly waterproof product for which it has the sole distributorship in Hong Kong, as sub-flooring for buildings, and panel materials for kitchen cabinets, under the brand name of Eco-Kitchen, to the local and Mainland markets. Trigon has also secured sole distributorship for two new products known as the Firex Board and the Masterwall system. The Firex Board is also an environmentally friendly product with fire resistant function, useful for all purposes. The Masterwall system is a lightweight concrete infill wall system, with fire-rated performance, which is suitable for different architectural purposes.

Despite the uncertainty of Hong Kong's economy in the future, the management is confident that Trigon will continue to grow and expand, as it has now managed to set up an affirmative position in the building materials market, to secure some sole distributorships, as well as distributorships for certain products with high potential, and to establish good business relationships with many reputed developers, contractors and architects in Hong Kong. It has been encouraging to see Trigon grow steadily in the midst of the economic slowdown over the last five years. It is not so much the resources, as the persistence and determination which has led to this promising progress.

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為不同發展商及承建商設計、供應及安裝廚櫃
Design, supply and installation of kitchen cabinets
for various developers and contractors



為沙田政府合署供應及安裝假天花系統
Supply and installation of false ceiling system at
Shatin Government Office Building

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(ii) 泰記有限公司(「泰記」)

二零零一／零二年度是本集團自二零零零年十二月底收購喉管供應商泰記以來，泰記由本集團管理下之首個完整年度。其總營業額增至港幣一千九百萬元，而去年三個月之數字則為港幣四百八十萬元。

泰記一直為喉管零售商，出售某系列喉管產品，如鍍鋅管及黑鐵管。於過去數年，其於喉管供應市場中建立名聲，其零售產品亦擁有一群長期客戶。際此經濟下滑時，這項零售業務仍能帶來穩定之收益，彌補了部分泰記經營成本。

於回顧年度內，管理層已組織銷售及市場推廣小組，為建築項目及樓宇保養工程之承建商供應喉管、配件及其他相關配置之業務進行推廣。憑著其努力，泰記獲授價值約港幣九百萬元之合約，其中有價值約港幣八百萬元之合約額，於二零零二年三月三十一日仍為手頭訂單。

除了將本身於市場上定位為具競爭能力之喉管供應商外，泰記亦銳意擴大其產品種類，並探求可擁有獨家分銷權之新產品。

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(ii) Ng Tai Kee Company Limited (“Ng Tai Kee”)

2001/02 was Ng Tai Kee's first complete year under the Group's management since the acquisition of this pipe supplier in late December 2000. Total turnover increased to HK\$19.0 million whereas the last year's 3-months' figure was HK\$4.8 million.

Ng Tai Kee has been operating as a pipe retailer, selling a limited range of piping products, such as galvanised pipes and black pipes. Over the years, it has established a reputation in the pipes supply market, and has maintained a group of loyal customers for its retail products. Even during the economic downturn, the revenue generated from this retail business has remained steady, and has made a contribution towards covering part of Ng Tai Kee's operating overheads.

During the year under review, the management has organised a small sales and marketing team to pursue the business of supplying pipes, fittings and other related accessories to contractors for construction projects and building maintenance works. Its efforts have been rewarded with approximately HK\$9 million worth of contracts, out of which about HK\$8 million worth of orders were on hand as at 31 March 2002.

In addition to positioning itself as a competitive pipe supplier in the market, Ng Tai Kee aims at widening its product range and sourcing new products with sole-distributorships.

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泰記一直進行穩步業務擴展及加強市場滲透，由一名保守之喉管零售商轉為更為進取之喉管供應商。其計劃進一步加強旗下銷售及市場推廣隊伍，以擴闊其客戶基礎，並提高銷售額。同時，亦嚴密監控其成本，以提高於市場上之競爭能力。隨著美國經濟逐漸復甦，香港之樓市慢慢穩定下來，預期管理層之積極態度將可帶領泰記於未來取得盈利。

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Ng Tai Kee has been undergoing a slow but steady process of business expansion and market penetration, from a conservative pipe retailer to a more dynamic pipe supplier. It plans to further strengthen its sales and marketing team to extend its client base and expand its turnover volume. It will also scrutinise its cost control to become more competitive in the market. With the United States' economy gradually recovering, and Hong Kong's property market slowly stabilising, it is expected that the management's positive efforts will guide Ng Tai Kee towards a profitable track in the near future.



喉管產品之倉庫
Warehouse for piping products