

MODERN PRACTICAL SHIP BUSINESS HANDBOOK

现代船舶经营实用手册

上 卷

戴耀南 主编

(内部发行)

中国船舶工业行业协会
中国造船工程学会

1998.5 上海

MODERN PRACTICAL SHIP BUSINESS HANDBOOK

现代船舶经营实用手册

下 卷

戴耀南 主编

(内部发行)

中国船舶工业行业协会
中国造船工程学会

1998.5 上海

现代船舶经营实用手册

出版单位:中国船舶工业行业协会

中国造船工程学会

编辑单位:中国造船工程学会上海学术活动中心

(上海市高雄路 185 号, 200011)

上海市新闻出版局内部资料准印证(97)第 239 号

江苏省常熟市教育印刷二厂承印

1998 年 5 月第 1 版

1998 年 5 月第 1 次印刷

印数 0001—2000

上下卷酌收工本费 400 元

版权所有 翻印必究

编写和工作人员名单

编写委员会主任:王荣生

副主任:杨新昆 吕宝璋 黄天明 康宝柱 高才生
戴耀南 许宜杰 王正仲 江康源 谢彦标

委员(按姓氏笔划排列):

丁瑞 丁毅 王子衍 王天杰 王仲正 王荣生 邓璇玲 孔祥鼎
刘国梁 刘如望 刘楠 刘德谦 吉大千 问德强 白双熙 朱汝敬
朱贤煜 吕宝璋 何德薇 张仁颐 张凤英 李柱石 李占一 汪耀文
吴敏尚 沈德良 沈蕴琦 陈惠民 陈登华 陈存信 杨思远 杨新昆
林滨 胡行觉 郝丽歧 俞幼山 俞忠德 姚树镇 梁华生 秦赛珍
凌志梁 凌云 钱锡祥 葛衍增 周新玗 徐强 徐钟 徐伟
徐梓钦 韩康 黄云飞 曹惠耿 曹余康 费平 高才生 许宜杰
许海生 彭树恺 殷正邦 程天柱 薛介年 霍汝素 戴耀南

主编:戴耀南

副主编:胡行觉 张仁颐 孔祥鼎 黄云飞 徐强

主审:杨新昆 张德荫

审稿人:高才生 沈蕴琦 凌云

编写人员(按姓氏笔划排列):

丁毅 丁国华 丁建中 于善志 王子衍 王天杰 王学忠 王宗法
王林根 王晓东 王安国 王兰锐 马崇礼 马向晖 邓璇玲 倪一冲
史勇麟 付克祥 田家俊 孔祥鼎 孔国伟 刘国梁 刘涌德 刘如望
刘明远 刘楠 吉大千 问德强 纪方 朱汝敬 朱贤煜 吕宝璋
汤远焱 何金 何可人 何忠全 何德薇 宋菊芳 孟金炎 张仁颐
张定波 张铮铭 张毓清 张金城 李汇成 李玖 李抗初 李柱石
李宝华 李占一 李敏 李新生 李尚溪 李绍华 吴敏尚 吴海燕
沈铁生 沈德良 陈存信 陈宜华 陈汉民 陈德潜 季良钧 郑克永
郑守仁 周国良 周怡芬 周新玗 初翔 杨西菱 杨思远 杨璟
杨新昆 杨蒸 林显呈 林瑞祥 林滨 程文铮 胡建明 胡行觉
赵宝福 郝丽歧 俞幼山 俞忠德 姚树镇 梁华生 梁汝坤 施磊
聂国安 高肃恭 饶德生 秦赛珍 凌志梁 凌云 钱锡祥 钱振亮
钱多一 徐强 徐婧 徐光忠 徐梓钦 徐凯 徐文才 徐忠惠
徐剑华 黄云飞 黄守刚 黄宗建 黄宏波 崔璨 侯聚真 董文良
贾海平 舒运康 彭树恺 韩康 裘音浪 蔡焕有 潘红照 潘智伟
龚金根 薛凯 薛介年 霍汝素 储兴华 康广智 肖友菊 费平
盛昕 戴耀南

责任编辑:南官惠 金惠珍

责任校对:姚蓓莲 徐忠惠 张建生

封面设计:单宁仁

编委会办公室:姚玉珍

本书承蒙下列参编单位大力支持,谨此致谢

澄西船舶修造厂

广东新中国船厂有限公司

山海关船厂

金宝岛国际贸易(上海)有限公司

汕头航运总公司船舶修造厂

中国船舶及海洋工程设计研究院

上海船舶研究设计院

文冲船舶修造厂

远东(海南)联合航运公司

江苏省吴县市蠡墅造船厂

江阴新江玻璃钢有限公司

国务院副总理邹家华题词

总结继续着
眼未来开拓
进取争创一流

为《现代船舶经营实用手册》题

邹家华

一九九七年十一月

中国船舶工业总公司总经理徐鹏航题词

提高经营意识

加速船舶发展

徐鹏航

丁巳年

搞好船舶经营 振兴船舶工业

(代序)

改革开放 20 年来,尤其是进入九十年代,中国船舶工业的发展取得了举世瞩目的成就。1995 年造船完工 120 万总吨,占世界造船总量的份额由改革开放之初的 0.8%、世界第 17 位,提高到 5%,仅次于日本、韩国,居世界第三位,中国正在成为发展中的造船大国。与此同时,中国船舶大步挺进国际市场,出口船舶进入世界五大洲近 50 个国家和地区,累计出口创汇 70 多亿美元,中国船舶工业成为国际船舶市场上的一支劲旅和我国机电产品出口的支柱产业,并以其强劲的国际竞争力和巨大的发展潜力,在国内外受到越来越广泛的重视。

中国船舶工业进军国际市场的过程,是一个不断学习、消化创新、努力提高的过程。面对陌生的国际市场,我们从零开始,学习世界上先进的造船规范和国际标准,学习先进的船舶设计和生产技术,学习先进的经营方式和管理经验,充分了解、掌握国外同行的情况,促进了中国船舶工业与国际市场的接轨。

20 年的实践证明,中国船舶工业的进步与其船舶经营的超前意识和实际行动是密切相关的,在市场经济条件下,要赶超世界先进水平,除了加快船舶企业现代企业制度建设、加强造船科学技术进步等诸方面外,更要把现代船舶经营摆在应有的战略地位。要主动面向国内、国外两个市场,以“确保船舶质量、缩短生产周期、价格合理、安全生产、优质服务”为宗旨,提高船舶经营、报价、签约水平,争取越来越多的国内外船舶订单,进而提高我国船舶出口在世界市场上的份额,加快我国船舶工业的发展。

为适应现代船舶经营的需要,中国造船工程学会上海学术活动中心组织国内富有实践经验的专家、教授编写了这部大型工具书《现代船舶经营实用手册》。该书根据现代船舶经营的性质和特点,结合近十年来国际船舶市场的变化情况,较全面地反映了船舶市场、贸易、经营、造船、修船、二手船、废钢船和租船等方面的近况及发展,是国内船舶经济贸易领域里一本较现代的、系统的、全面的、有实用价

值的书籍。相信该书的出版,能为我国船舶行业和航运界各单位促进经济贸易、技术交流、改进企业管理、增强竞争能力,从而提高企业的经济效益起到有益的作用。

当前,中国正在为实现跨世纪宏伟蓝图,建设有中国特色的社会主义经济、政治、文化目标而努力奋斗。中国船舶工业作为我国为数不多的具有国际竞争力的行业,要抓住机遇,抓住市场,努力提高船舶经营水平,进一步扩大对外开放,促进船舶工业发展,使中国早日成为世界造船强国。

中国船舶工业行业协会理事长
中国造船工程学会理事长



1997年11月

GOOD BUSINESS OPERATIONS VITAL TO CHINA'S SHIPBUILDING BOOM

(In lieu of a preface)

By adhering to the government policy of reform and opening, China Shipbuilding industry has achieved significant growth that has attracted worldwide attention since nearly two decades and especially starting from the Nineties. In 1995, ships built in shipyards of China State Shipbuilding Corporation topped 1.2 million gross tons. Comparing the ships built in early days of "reform and opening" and in the year of 1995, their share in the world total increased from 0.8% to 5%, raising China's position among world shipbuilding nations from the 17th to the 3rd place standing only behind Japan and Republic of Korea. China is now emerging as a large shipbuilding nation among the developing countries. Ships built in China have been exported to approximately 50 countries and regions in the world, earning over 7 billion U. S. Dollars of foreign currency in accumulation. Apart from becoming a tough competitor in the ship market, China shipbuilding industry has also been recognized the pillar of China's export of machinery products, owing to the success of exporting mechanical and electrical products built in its manufacturing plants. China shipbuilding industry has shown its market competitiveness and development potential home and abroad, hence has extensively attracted due attention from all maritime communities in the world.

Edging into the world market was realized in a process of learning, dissolving, creating and upgrading. Facing a totally unfamiliar world market, Chinese shipbuilders started from nil to learn the advanced rules, regulations and standards of shipbuilding, ship design and construction technologies, modern business operations and management, this have made good understandings of their competitors and pushed the industry forward onto the rails linking with the world market.

Experience gathered nearly twenty years proves that the progress mentioned above is closely connected with the advanced ideology and practical operations. To catch-up with and exceed world advanced level under the new conditions of market economy, modern ways of business operations must be placed in a strategic position as compared with other means, like the modernization of management systems, advance in science and technology, etc. The operations must be conscientiously orient-

ed towards both the domestic and world markets by pursuing the purpose of "ensuring construction quality, shortening the building period, maintaining safe production and providing good service" to raise business management to an advanced level and improve the work in price quoting and contract signing, so that orders can be clinched more and more and our industry can be developed more speedily.

To cope with the needs of business operations, the Shanghai Convention Center of China Society of Naval Architects and Marine Engineers has organized experienced experts, scholars and professors to compile such an important reference book, "Modern Practical Ship Business Handbook". Based on the features of ship business operations and the changes in the world market in the past decade or so, the book presents a panorama of recent and future developments of the ship businesses covering the ship market, trading, business operations, shipbuilding, shiprepairs, secondhand ship market, ship demolition, ship chartering, etc. , providing an up-to-date, systematic and comprehensive practical tool to shipbuilding and shipping circles of China. Such a deed will surely produce salutary effects on the promotion of trade and technical exchanges, improvement of enterprise management, enhance competitiveness and achieving better economic results.

Now China is striving for achieving the goals set for socialist economy, politics and culture with Chinese characteristics according to her mammoth transcultural blueprint. As one of the scarcely found industry with world competitiveness in China, the China shipbuilding industry must seize the opportunities, focus on market practice, try best to upgrade the capability of doing business and open further to the outside world, to promote the development of China shipbuilding industry and let China become one of the shipbuilding powers in the world at an early date.

November, 1997

Wang Rongsheng

Chairman, China Association of the Shipbuilding Trade
President, China Society of Naval Architects and Marine Engineers

前 言

《现代船舶经营实用手册》已经出版了。若该书对我国广大船舶经营管理科技工作者以及有关人员,在工作实践中能起到指导或启示作用,进而促进中国船舶工业的深入发展,作为本书编委会以及全体编写人员将感到莫大的欣慰。

为总结我国船舶工业经营工作经验,进一步开创现代船舶经营之路,提高船舶经营、报价、签约水平,以获得越来越多的国内、外船舶订单,进而提高我国船舶出口占世界市场上的份额,加快我国船舶工业的发展,尽早接近或赶上日本、韩国的造船产量和技术水平,中国造船工程学会、中国船舶工业行业协会组织编写和出版《现代船舶经营实用手册》一书。

本书结合近十年来国内外船舶市场的变化情况,力图能较全面地反映船舶市场、贸易、经营、造船、修船、二手船、废钢船和租船等各方面的近况及发展,其主要内容共10篇68章:(1)船舶市场和船舶贸易;(2)船舶营销和船舶经营;(3)船舶工程招标投标;(4)造船工程报价;(5)修船和改装工程报价;(6)二手船、废钢船和租船报价;(7)船舶合同的签订、履行和管理;(8)船舶其他交易条件简论;(9)中国水运界通讯录;(10)1990-1997年国产船舶产品名录等。本书充分反映了现代船舶经营的实用性及其经验总结,也反映出现代船舶经营的理论性和具有学术价值,本书在国内船舶经营贸易领域里是一本较现代的、系统的、全面的、有实用价值的书籍。

本书中的绝大多数论著、文章均系作者在有关报刊、杂志上公开发表过,仅有少量文章系编委会特邀有关专家选写、编著的。

中国造船工程学会上海学术活动中心及本书编委会,邀请全国100余位专家、教授,经过二年多酝酿、准备、组织选写文章、论著等,对编写大纲及各篇、章命题经多次征求意见、讨论后定稿。

本书力求反映出我国现代船舶经营的实际状况,对读者起到指南作用,全书内容丰富,共2000余页、300余万字。

本书的读者对象是各船舶工业公司、造修船厂、造机厂、船舶设备、装备厂等从事经营、贸易、技术、生产、财务等项工作的各级领导及专业人员、船舶科研设计人员、航运企业的领导以及机务人员,也可作为大专院校船舶专业师生的教学参考资料。

本书在编写过程中得到中国船舶工业总公司、中国造船工程学会和中国船舶工业行业协会领导的关心和大力支持,也得到了有关地区船舶工业公司、船舶企业等有关单位的大力支持和协助,对于参与本书编写工作的专家、教授、编辑人员以及其他有关人员的辛勤努力,使本书得以顺利问世,在此谨向他们致以崇高的敬意和衷心的感谢。

本书的出版,相信能为我国船舶行业和航运界各单位促进经济贸易、技术交流、改进企业管理、增强船舶工业的吸引力和竞争能力,从而提高企业的经济效益起到有益的作用。本书的及时出版,希望能对船舶行业和航运界各单位以及大专院校师生等广大读者起到一定的指导和参考作用。

深信中国的船舶工业一定能谱写更加光辉的篇章进入 21 世纪。

《现代船舶经营实用手册》编委会

1997 年 12 月 10 日

FOREWORD

《Modern Practical Ship Business Handbook》(hereinafter called it as “Handbook”) was published debut today. Our committee of the edition as well as writes are very appreciated as it guide and promote the shipbuilding of China.

In order to constantly sum up their experience for ship's business to promote the managements of the ship, to enhance the level of the operation, stipulation and to improve them, We shall have been ordering many new shipbuilding from the domestic and oversea market as well as enhance the share in the world wide. We think that it will be developing as soon as possible will then obtain the level as the same as the advanced countries. The many experts, professors organized by China Society of Navy Architects and Marine Engineer (CSNAME) and China Association of the Shipbuilding Trade (CAST) had been writing, publishing the Handbook accordance with shipbuilding condition from domestic and oversea market in the recent years.

It involved the contents such as the condition of ship's market, shiptrade, management, shipbuilding, shiprepairing, secondhand vessels, steel ship scraping, ship chartering etc. In Handbook, there were total ten departments with 68 chapters. The departments have a details as follows:

- A) The market and trade of the ships;
- B) The sellout and managements of the ships;
- C) The invite a tender and submit a tender for the ships;
- D) The best offer for newshipbuilding;
- E) The best offer for shiprepairing and remoulding;
- F) The best offer for second hand ship, steel ship scraping and ship chartering;
- G) The contract for signature, fulfillment and operation;
- H) The other condition and term for shiptrade;
- I) The list of addresses, telecommunication of shipyards, enterprises;
- J) The named list of new shipbuilding from 1990 to 1997 in China.

The Handbook reflected the contents which it summed their experience with theory up and possessed practice and function for the seminar. so Handbook is excellent book which is a modern scientific, systematic, entire integral and all round for the practice.

The almost articles anthology and academic circles edited in Handbook had already been published in the newspaper magazine. But there are little articles to be written from experts professors invited by the committee of the edition of Handbook.

More than 100 experts, professors invited by Shanghai convention centre under CSNAME and committee of the edition had been preparing, discussing, writing the articles during two years. The title of departments chapters and major contents were studied many times.

The Handbook have more than 2000 pages with three million wordages. It reflected the condition of our shipbuilding. So it will guide and enlighten the function for all readers.

We think that the Handbook will be for your reference only, including the readers of techni-

cian, finance, produce of shipyard, dockyard, diesel engine plant, marine equipment plant; technician, engineer of the design institute, leader and superintendents of shipping, teacher and students from University and so on.

During Handbook editing period we were helped by CSSC. China Society of Navy Architects and Marine Engineers, China Association of the Shipbuilding Trade including region shipbuilding company, shipyards and so on. My we take this opportunity to express our many thanks for the experts, professors, editor etc. who have been joining to edit this Handbook.

For the Handbook publishing, we think that it will be interflowing technique shiptrade operation between shipyards with shipping companies eachother to promoting the administration of the enterprises, to enhance the level of attraction and competition of shipbuilding in the worldwide, will then raise the benefit of enterprises.

We sincerely hope that this Handbook edited will be guading and enlightening for all readers from shipyard, shipping and other units to better solve practical problems. To enter a new era, CSSC can certainly write another a glorious chapter in the 21st century.

Best regards !

The committee of the edition of
《 Modern Practical Ship Business Handbook 》
December 10th , 1997

目 次

国务院副总理邹家华 题词

中国船舶工业总公司总经理徐鹏航 题词

中国船舶工业行业协会

理事长王荣生 搞好船舶经营 振兴船舶工业(代序)

中国造船工程学会

前言

上 卷

第一篇 船舶市场和船舶贸易

第一章 世界船舶市场和船舶工业的近况和发展.....	(3)
第一节 世界经济发展和海运市场.....	(3)
第二节 世界船舶市场	(13)
第三节 世界造船业概况	(30)
第四节 世界修船业概况	(32)
第五节 世界租船业概况	(35)
第二章 中国船舶市场和船舶工业的近况和发展	(37)
第一节 中国经济发展和航运市场	(37)
第二节 中国船舶市场	(38)
第三节 中国造船业概况	(43)
第四节 中国修船业概况	(62)
第五节 中国拆船业概况	(67)
第三章 船舶和船用机电产品出口	(72)
第一节 廿年的路	(72)
第二节 艰难的第一步	(77)
第三节 用数据说明问题	(80)
第四节 承造出口船舶须知	(87)
第五节 船用机电产品出口	(90)
第六节 船舶出口竞争中的对抗措施	(93)
第七节 出口船建造中的修改、变动和加减帐管理.....	(95)
第四章 船舶融资	(101)
第一节 金融企业.....	(101)
第二节 主要融资方式.....	(102)