

# 中国中小型企业 对外合作指南

中国中小企业对外协调中心 主编

TECH-ECONOMIC  
COOPERATION  
GUIDE ON SME

中国展望出版社

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## 序

由中国中小企业对外合作协调中心主编的《中国中小企业对外合作指南》，在各地方和有关部门的支持下，经过4个月的努力，终于同广大中外读者见面了。对此，我表示衷心地祝贺。

我国的中小企业在国民经济中占有十分重要的地位，在全国工业企业总数中占99.5%，在全国工业总产值中占73%，量大面广，门类齐全，经营灵活，“船小好调头”，应变能力强。但又明显地存在着设备陈旧、技术落后、管理水平低的状况，急需更新改造。随着世界经济的结构性调整和我国对外开放、对内搞活政策的深入贯彻，我国已有一大批中小企业正在逐步发展为外向型企业，他们积极参与国际交换与竞争。他们不但是大型骨干企业的重要合作伙伴，而且成为我国出口创汇的一支重要力量，在中国的整个经济发展中必将起到越来越重要的作用，这也是当今世界经济发展的潮流。最近，国务院决定进一步扩大我国沿海经济开放区的范围，并制定了一系列的政策措施，要求沿海地区积极发展两头在外、大进大出的外向型经济，这就为中外中小企业的合作创造了良好的条件，也对中小企业提出了更高的要求。广大中小企业，尤其是沿海地区的中小企业，将充分发挥劳动力资源丰富和成本较低的优势，积极扩大劳动密集型或者劳动与技术密集型的产业，参加国际交换。我们这样做将会进一步促进国际贸易和世界经济的发展。我们扩大了出口，就能以更充足的外汇买进更多的先进技术和关键设备，给国际交换带来新的生机。

鉴于各国中小企业数量多、分散性大的特点，为了加强合作，交流信息和沟通渠道是至关重要的。为此，1986年成立了中国中小企业对外合作协调中心，作为我国中小企业对外合作的一个重要窗口。两年来，这个

中心做了大量的工作,起到了促进中外中小企业合作的媒介作用和组织协调作用。今后,这个中心将在新的国家计委领导下,继续发挥它的积极作用。

《中国中小企业对外合作指南》,首次汇集、整理了第一批 800 多个中小企业的资料,以丰富的内容和简明扼要的形式,将这些企业的基本情况和对外合作愿望等信息提供给国外同行,我认为是非常及时、非常必要的。这本“指南”将成为一切海外愿同中国的中小企业开展经济技术合作的企业界、经济界和有关社会团体特别有用的工具。

在将“指南”推荐给中外朋友们的同时,再次对参与此次工作的企业、主管部门及出版单位的积极努力,表示衷心地感谢!

国家计委副主任

戚树仁

一九八八年五月

## PREFACE

After four months endeavour and with the supports from many local authorities, as well as central departments, TECH-ECONOMIC COOPERATION GUIDE ON SMALL-AND MEDIUM-SIZED ENTERPRISES (TECG), edited by the Coordinating Centre For Business Cooperation of China (CCBCC), was ready for both domestic and foreign readers. I here heartily congratulate on its publication.

Small-and Mdeium-sized Enterprises (SMEs) have played a very important role in our national economy. In terms of total enterprise number and gross industrial output value, they have amounted to 99.5% and 73% of the whole nation's figure respectively. SMEs, on one hand, covering broad area with great numbers and complete industrial sectors, can operate flexibly and adapt to market changes quickly, as "small boat turns direction easily". But on the other hand, with the obvious existence of obsolete equipment, out-of-date technology and backward management, many Chinese SMEs are facing urgent needs for enterprise innovation. Along with the under going of the structural adjustment of world economy and the further implement of China's policy of "opening to outside world and invigorating domestic economy", there are a number of Chinese SMEs gradually developed into export-oriented enterprises which are enthusiastically engaged in the international exchange process and competition. They are not only important partners for domestic large key enterprises, but also a major source of getting foreign exchange through exports, and would play more and more significant roles in China's economic development, which is also in compliance with the contemporary trend in world economic development. Recently, the State Council has decided to further expand the coastal economic opening areas, and has drawn up a series of policy to urge these areas to vigorously develop a kind of export-oriented economy that put both raw material supply and final product marketing abroad with large scale importing and exporting. This in turn, has created a favourable circumstances for the cooperation between Sino-Foreign SMEs, and at the same time, has also raised greatly the performance requirment for Chinese SMEs. Undoubtedly many SMEs, especially those located in coastal areas, will exploit the advantage of abundant low cost labour resources to join in the international exchange process with the active ex-

pansion into labour-intensive or labour-and technology-intensive industries. In such a way, China will contribute to the promotion of international trade, as well as the world economic development, for the increase of her exports, will provide more foreign exchange for importing more advanced technologies and key equipment, hence will provide new opportunities for the international exchange process.

Considering that SMEs are characterized by numerous number and high diversity, information and communication channels are very important for the enforcement of cooperation and communication. For that, CCBCC was set up as an important window for the foreign cooperation of Chinese SMEs in 1986. And since two years it has done a lot of work and functioned well as an intermediary, an organizer and a coordinator in facilitating sino-foreign cooperation between their SMEs. By looking at the future, we can expect that CCBCC will continue to play its positive role under the leadership of the newly launched State Planning Commission.

The publication of *TECG*, in the first time, collected and edited the data of the first group over 800 Chinese SMEs to provide their foreign counterparts some basic information, cooperate intention, etc., with rich content and concise layout, which I thought is very timely and necessarily. I hope that *TECG* will become specially useful tools for everyone in foreign business and economic circles, as well as social institutes, who are willing to develop economic and technical cooperation relations with Chinese SMEs.

Finally, I would like to take this opportunity of introducing *TECG* to our friends both at home and abroad, to express my heartfelt thanks to the enterprises, governmental departments and the publisher which participated in the publish effort of this book, for their significant contributions.

Sheng Shuren

Vice Minister

State Planning Commission of China

## 中国中小企业对外合作协调中心 简 介

中国中小企业对外合作协调中心,是适应我国经济体制改革和对外开放的需要,在赵紫阳同志亲自关怀与支持下成立的。由于国家机关机构改革,“中心”改变为是国家计划委员会领导下的一个直属单位。

中国中小企业对外合作协调中心,是我国中小企业对外合作的窗口,在促进中外中小企业间经济技术合作中起媒介、桥梁和组织协调作用。

“中心”的主要职责和任务是:

一为促进中小企业国际合作,推动我国中小企业的技术进步和管理水平的提高,积极同国外有关组织、团体、公司、企业加强联系和交往,建立与扩大合作渠道,为中外中小企业提供信息咨询服务,牵线搭桥,介绍合作对象。

一受国家委托,会同有关部门协调各省、自治区、直辖市和部门的关系,处理有关中小企业对外合作中产生的重大问题。帮助外商解决他们在与中国进行合作中遇到的困难。

一协同有关部门对中小企业对外合作进行筹划和组织,支持与帮助我国中小企业,采取三来一补、合作生产、合作经营、合资经营、技贸结合等灵活多样的方式,扩大经济技术合作,并根据中小企业的需要,结合开展人才培养。

一研究国外中小企业发展的情况和经验,研究有关国家对中小企业所采取的政策措施;调查研究我国中小企业的情况和它们在对外合作中存在的问题,向有关领导部门反映情况,提出建议。

“中心”愿竭诚为中外中小企业提供服务,为发展中小企业国际合作事业作出自己的贡献。

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**A BRIEF INTRODUCTION TO  
COORDINATING CENTRE FOR  
BUSINESS (SMEs) \* COOPERATION  
OF CHINA**

Under the concern and support of ex-premier Zhao Ziyang, Coordinating Centre for Business Cooperation of China (hereinafter referred to as "the centre") has been set up to meet the needs of our national economic reform and opening to the outside world. The centre has become one of the departments directly under the State Planning Commission following the recent restructuring of our government organs.

The centre serves as a window for cooperation of SMEs with the outside world and also acts as a kind of medium as well as a bridge organizing, coordinating and promoting economic and technological cooperation between SMEs at home and abroad.

The main tasks of the centre are:

To strengthen enthusiastically the contacts and associations with foreign organizations, groups, companies and enterprises in order to promote international cooperation between SMEs, to boost technical progress and raise the management level of our SMEs, to establish and extend the existing business channels for cooperation, to provide necessary information and consulting services to SMEs at home and abroad, and acting as a go-between, help them to find business partners.

To coordinate together with departments concerned, as entrusted by the government, the relations of local governments and departments, to deal with the major problems of SMEs in cooperating with foreign counterparts and help foreign businessmen to overcome difficulties arising in their cooperation with China.

To assist departments concerned in planning and organizing international cooperation for our SMEs and help them extend economic and technological cooperation through flexible ways such as processing on giving materials, designs or prototypes, assembling on giving parts, co-production, equity and contractual joint ventures and technology combined with trade and develop personnel training in accordance with the demand of SMEs.

To study the experience and development of SMEs in foreign countries and the policies of their governments towards them, to make investigations and studies of our SMEs situation and problems in cooperating with foreign countries and submit reports and proposals to the authorities concerned.

The centre is willing to offer sincere services to all SMEs at home and abroad and to make its contributions to the development of international cooperation of SMEs.

Add: 7th Floor, Building 2, 19 Jianguomenwai Si, Beijing, China

Tel: 5005908 5005893

Telex: 22942 CCBCC CN

\* SMEs: small & mid-size enterprises

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## 加强国际友好往来 推动经济技术合作

天津市中小企业对外合作联谊会会长 吴吉祥

天津是我国 3 大城市之一,是中国北方重要的工业基地和经济中心,也是中国传统的对外贸易口岸。

天津的工业具有 100 多年的历史,现有 154 个工业门类,5200 多个工业企业,生产 12000 多种商品,主要有石油化工、海洋化工、机械、电子、纺织、冶金、汽车、自行车、手表、仪器仪表、建筑材料、地毯、造纸、食品等工业。

随着我国改革、开放的不断深入,天津是我国第一批进一步对外开放的沿海城市之一。在第六个五年计划期间,引进国外先进技术近 700 项,用汇约 7 亿美元;兴办中外合资企业 150 多家,总投资约 5 亿美元;同时还开辟了对外经济技术开发区,加强了城市基础设施建设,改善了投资环境,提高了城市功能。

通过引进技术改造企业,天津的工业产品又有显著提高;不但使传统出口商品有了很大的改进,而且还推出一大批性能指标达到国际先进标准的新商品,包括采油设备、工程机械、电工材料、机械基础件、现代化办公设备、电子声像产品、电子元件、自动化仪器仪表、家用电器、塑料制品、营养食品、精细化工产品、金属线材制品、高档针织服装、毛纺织物以及日常生活用品等等。这些新商品,丰富多彩,性能优越,适应国际市场的需求。

天津具有优越的地理位置、方便的交通条件和良好的邮电通信设施。铁路运输四通八达,天津新港是我国北方最大的海港,天津机场是具备现代化设施的国际机场。邮电通信方便快捷,可与 20 多个国家和地区直拨电话。

天津作为中国重要的工业基地和口岸城市,正在有计划地改变现在的城市布局,实行大力发展临近港口的滨海地区的方针,逐步把天津建成具有先进技术的综合性工业基地,重点朝着开放型、外向型、轻加工型、多功能的经济中心方向发展。

受中国中小企业对外合作协调中心和天津市经济委员会领导的天津市中小企业对外合作联谊会,是天津市中小企业的民间组织,承担与国外经济技术合作的联络和接待工作。天津市中小企业对外合作联谊会愿意与各国的友好团体、公司、企业建立经常的联系,发展友谊,促进往来,增进相互了解。我们愿意为推进天津市中小企业与国际间的经济技术合作做服务工作,非常高兴为来天津访问、工作的各国朋友们提供力所能及的帮助。

### TIANJIN MEDIUM AND SMALL BUSINESS ASSOCIATION FOR FOREIGN TRADE

**DIRECTOR:** Wu Jixiang

**ADDRESS:** Jie Fang Bei Road, Tianjin, China

**TEL:** 390931-8140

Reinforce International Friendship Promote Economic and Technical Cooperation.

Tianjin is one of the three greatest cities of China. She is an important industrial base and economic center in North China and traditional port for foreign trade as well.

Tianjin's industry has a history of more than 100 years. She has now 154 categories of industries, over 5,200 industrial enterprises, producing over 12,000 kinds of commodities which consists chiefly of petro-chemical industry, marine chemical industry, machinery, electronics, textile, metallurgy, cars, bicycles, wrist watch, instruments and gauges, building material, carpets, paper making, food processing, etc.

By reforming the enterprises with introduced techniques, Tianjin's industrial products have again made remarkable upgrading, not only the traditional exports have been greatly improved, there are also a great number of new products reached the advanced international levels, which include oil extracting equipment, engineering machineries, electrical engineering materials, basic mechanical parts, modernized office equipment, electronic acoustic video products, electronic components, automatic instruments and meters, household electric appliances, plastic articles, nourishing foodstuffs, fine products of the chemical industries, articles made of metal wires, superior quality knitted clothings, woollen goods, articles for civil daily use, etc., all of which are varied and of best quality and are adapted to the trend of world market.

Geographically Tianjin is situated in a favourable position with good transport facilities and ready communications service. Tianjin is a place where railways in all directions meet. XingGuang (of Tianjin) is the largest harbour in North China and Tianjin Airport is an international one with modern facilities. The telecommunications service is so highly developed that direct dial service can reach more than 20 countries and regions.

As China's key industrial base and foreign trade port. Tianjin is now change the existing city layout in a planned way, in order to bring about a strategic eastward shift in industrial development and energetically invigorate the coastal area in the vicinity of the harbour, with a view to gradually building Tianjin into a comprehensive industrial base with advanced technology, a modern port city of the international type, as well as a multifunctional economic centre of the open type.

## 天津市渤海无线电厂

厂长:朱子发

厂址:天津市河西区怒江道8号

电话:281288 电挂:2676 电传:286030

### 一、企业概况:

该厂是电子工业生产收音机、收录机的定点厂,1963年建厂。企业现有职工2300人,其中工程技术人员占15%。全厂占地面积54000 m<sup>2</sup>,建筑面积43000 m<sup>2</sup>。拥有塑料模具、夹具加工,表面装饰,线路版制造,以及音响产品调试、组装等先进技术设备,其中有引进国外的先进设备79台、先进仪器276台。主要产品有:(1)收音机、收录机、专用音响设备等;(2)各种用途

的报警、保安电子产品；(3)地面卫星电视接收站、无线电专用设备。其中收录机的年生产能力为 30 万台。该厂产品在国家历届评比中曾获“国优”1 项、“部优”4 项、“市优”7 项。

## 二、企业发展前景和对外合作愿望：

拟合作开发生产调音台、功放器、均衡器等专用音响产品，防盗、防火保安电子器材，汽车电器，微波炉等各种电子产品。

## 三、对国外合作伙伴的具体要求：

(1)合作生产，合资经营，来样、来料加工，有偿转让技术；(2)合作生产的产品有较好的原材料供货来源和国际市场。

# TIANJIN BOHAI RADIO FACTORY

**DIRECTOR:** Zhu Zifa

**ADDRESS:** 8 Nujiang Rd., Hexi District, Tianjin, China

**TEL:** 281288 **CABLE:** 2676 **TELEX:** 286030

## BRIEF INTRODUCTION:

Bohai radio factory is one of the factories designed for producing radio receiver and recorder. The factory was set up in 1963 and has 2,300 staffs and workers, of which 15% are technicians. The total area of the factory is 54,000 m<sup>2</sup> with a building area of 43,000 m<sup>2</sup>. BOHAI RADIO FACTORY is well equipped with the up-to-date technology and the means for manufacturing mould and fixtures, processing decorative parts, making PCB, assembling and adjusting audio devices. 79 modern equipment and 276 advanced measuring instruments are imported from abroad and put into operation.

Its main products are: (1) Radio receivers, recorders and professional audio electronics. (2) Alarm and security devices for different purposes. (3) TVROs and specialized equipment for radio manufacture.

The annual output of recorders is 300,000 sets. Many kinds of the products are awarded titles of High Quality product: of which 1 by the state, 4 by ministries and 7 by municipality.

## PROSPECTS AND INTENTION FOR FOREIGN COOPERATION:

Devices like mixer, power amplifier, equalizer, security and safeguard against burglar and fire, automotive electronics and microwave oven are expected to be developed under cooperation with foreign partners.

## REQUIREMENTS FOR POTENTIAL PARTNERS:

(1) The cooperation will be conducted in different ways such as: joint venture, cooperative production, processing on imported materials, assembling complete set with imported parts and samples and compensative transfer of technology. (2) The products manufactured under cooperation be supplied with rich resource of parts and ready marketability be guaranteed.

# 天津市无线电五厂

厂长:刘猷本

厂址:天津市河西区太湖路 20 号

电话:281624 电挂:1624

## 一、企业概况:

该厂建于 1956 年,是我国最早研制生产符合 CCITT 标准的网络通信设备的厂家。现有职工 660 人,其中技术人员 165 人。企业固定资产净值 500 万元人民币,拥有各种设备 80 台、仪器 510 台,有从美国引进的主要设备和专有技术组成的系列调制解调器生产线一条,PDP 计算机生产线一条。占地面积 9700 m<sup>2</sup>,建筑面积 10400 m<sup>2</sup>。年生产能力:系列调制解调器 4000 台,小型计算机 100 台,图象计算机 5 台,交流净化稳压电源 3000 台,程控交换机 100 台。其中:TJ-82 图象计算机获全国计算机应用展览二等奖,TJT-8、TJT-10、TJT-28 调制解调器、PDP11/73 计算机获市科技成果二等奖。

## 二、企业发展前景和对外合作愿望:

该厂拟通过合作,实现以下目标:(1)开发生产具有 MNP 自动检错功能的智能化调制解调器;(2)1988 年至 1989 年实现网络控制管理系统、时分多路器、网络分组交换设备的技术改造。

## 三、对国外合作伙伴的具体要求:

(1)开展系列调制解调器、交流净化稳压电源的出口业务;(2)合作研制具有国际先进水平的数据传输设备;(3)合作经营。

## TIANJIN No. 5 RADIO FACTORY

**DIRECTOR:** Liu Youben

**ADDRESS:** 20 Taihu Road, Hexi District, Tianjin, China

**TEL:** 281624 **CABLE:** 1624

### BRIEF INTRODUCTION:

The factory is an earliest manufacturer in China which was built in 1956, specialized in designing and manufacturing the CCITT compatible network communication equipments. It has 660 employees, including 165 technicians. The value of fixed assets of the factory is RMB 5 million Yuan, and it owns 80 sets of various equipment, 510 testing instruments, one imported modern production line from U. S. A and one PDP computer production line with key equipments and know-how. The factory covers an area of 9,700 m<sup>2</sup>, and building area 10,400 m<sup>2</sup>. The annual output is modems 4000 sets, mini-computers 100 sets, image processing computers 5 sets, purified AC voltage regulators 3,000 sets, private branch exchanges 100 sets. Among them, the TJ-82 Image Processing Computer has won the sliv-

er prize at the Exhibition — of National Computer Applications; TJT-8, TJT-10, TJT-28 modems and PDP11/73 computer won the silver prize of Achievements in Scientific Researches of Tianjing.

#### **PROSPECTS AND INTENTION FOR FOREIGN COOPERATION:**

The factory wishes to reach the following goals through foreign and domestic cooperations: (1) Developing and manufacturing the Auto Error Correction MNP modem; (2) Accomplishing the technical improvement of Network Control and Management System, Time Division Multiplexer and Pocket Switched Network equipment.

#### **REQUIREMENTS FOR POTENTIAL PARTNERS:**

(1) Export its modems and purified AC voltage regulators; (2) Codesigning the advanced data transmission equipments; (3) Setting up a joint venture.

## **天津市自动化仪表十厂**

厂长:张福轩

厂址:天津市河北区王串场重光路1号

电话:620815 电挂:3177

### **一、企业概况:**

该厂建于1958年,有30多年生产流量仪表的历史。有职工700人,其中技术人员80人。拥有各种加工设备100余台及各种仪表的调试、检验设备。全厂占地面积16600 m<sup>2</sup>,建筑面积8000 m<sup>2</sup>。年生产能力为:(1)家用煤气表20万台;(2)节流装置5000套;(3)各类流量仪表4000台。主要产品:(1)引进英国技术及设备生产的U<sub>3</sub>型家用煤气表;(2)微机质量流量计、热量计、差压流量仪表、数字显示仪表;(3)按ISO5167标准生产的孔板节流装置、长颈喷嘴;(4)阿纽巴均速管流量计、双笛式风量计;(5)各种阀门及仪表附件。其中“海花”牌高温高压阀获1984年天津市优质产品奖。

### **二、企业发展前景和对外合作愿望:**

(1)开发煤气表新品种,形成产品系列化;(2)引进关键技术,改造仪表产品,开发新型仪表;(3)其它经济技术合作。

### **三、对国外合作伙伴的具体要求:**

(1)帮助扩大煤气表的出口;(2)开展补偿贸易和来料加工、来件组装;(3)合作经营,提供资金、设备和技术,开发新的仪表产品。

## **TIANJIN NO. 10 AUTOMATIC INSTRUMENT FACTORY**

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