

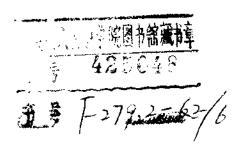
中国经营对外承包工程、劳务合作和设计咨询企业

CHINESE ENTERPRISES SPECIALIZING IN FOREIGN PROJECTS CONTRACTING, LABOUR COOPERATION & DESIGNING CONSULTANCY

中国对外贸易经济合作部 国际 商报 社

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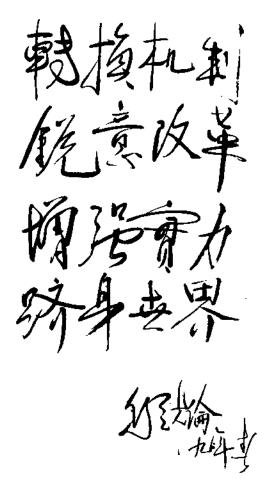
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P军集49

EXPAND ACTIVELY TRANSNATIONAL BUSINESS OPERATION OF CHINESE ENTERPRISES.

CHEN MUHUA Vice-chairman of the Standing Committee of the National People's Congress

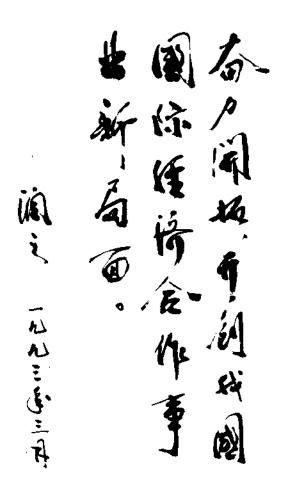


SHIFT MANAGEMENT SYSTEM, CARRY OUT REFORM WITH KEEN DETERMINATION, REINFORCE THE STRENGTH AND COMPETE IN THE WORLD MARKET.

WULAN MULUN Vice-director of Hong Kong Branch, Xinhua News Agency

GIVE FULL PLAY TO THE ADVANTAGES OF CHINESE INTERNATIONAL COMPANIES, STRENGTHEN THE FLEXIBILITY AND COMPETITIVENESS IN TRANSNATIONAL BUSINESS OPERATION.

WANG WENDONG Vice Minister of Foreign Trade and Economic Cooperation



DEVELOPE VIGOROUSLY FOREIGN ECONOMIC COOPERATION AND ENTER UPON A NEW PHASE OF CHINESE FOREIGN ECONOMIC COOPERATION.

TIAN RUNZHI Assistant Minister of Foreign Trade and Economic Cooperation

PERSIST IN REFORM AND PROMOTE THE DEVELOPMENT OF CHINESE INTERNATIONAL ECONOMIC COOPERATION.

CHEN YONGCHAI Director General of Foreign Economic Department of Ministry of Foreign Trade and Economic Cooperation

序言

对外贸易经济合作部部长助理 田润之

《中国经营对外承包工程、劳务合作和设计咨询企业》一书,把我国的对外承包劳务设计咨询企业汇集成册,在我国尚属首次,目的是把这些企业进一步推向国际市场,让更多的人了解认识他们,提高知名度,促进我对外承包劳务设计咨询事业的发展。

对外承包劳务设计咨询是党的十一届三中全会后,在改革 开放政策指引下发展起来的一项新兴事业。十五年来,这项事 业从无到有,从小到大,不断发展,取得了令人瞩目的成果, 已成为我国对外经貿工作的重要组成部分。

截至1992年末,全国享有对外承包劳务设计咨询经营权的企业有200余家,这些企业在国际承包劳务市场竞争激烈的情况下,艰苦创业,锐意进取,奋力开拓,已在160多个国家和地区累计签订承包劳务合同34000多项,合同总金额256亿美元,营业额150亿美元,累计外派承包劳务人员60余万人次。对外承包劳务所涉及的行业包括建筑、冶金、交通、机械、石油、水利、电力、林业、煤炭、轻纺、地质勘探、海洋捕捞、广播通讯、甚至航天、核能等尖端行业,初步形成了全方位、多行业、多层次的格局,并取得较好的经济效益和社会效益。

随着我国经济改革的进一步深入,从事对外承包劳务设计咨询业务的企业将不断增加、今年又有一批具备条件的大型企

业、设计研究院已经或即将加入对外承包劳务设计咨询企业的 行列,另外还有一些外贸企业经营对外承包劳务业务。这将给 这支队伍注人新的活力,有利于形成一个以设计咨询为龙头, 承揽更多的承包劳务项目,带动更多的国产设备材料出口,获 得更好的经济效益的新局面。

应该看到,这一事业起步较晚,仍存在管理、经营体制滞后等问题,因此,各对外承包劳务设计咨询企业应在改革开放深入进行的新形势下,抓住机遇,认真贯彻《全民所有制工业企业转换经营机制条例》,以转换经营机制为重点,深化企业内部管理体制、人事制度、分配制度的改革,继续完善经营承包责任制,并着手进行对企业实行股份制的探索,加快由窗口型向经营型发展的步伐,不断向实业化、集团化、国际化方向迈进。

本书所汇集的企业各有所长,各具特色。有的已经营多年, 具有一定的规模和实力,并已跻身于国际大承包商行列;有的企业虽起步不久,但凭借自身的特长和灵活的经营方式,已初 具规模。借此,我衷心希望各对外承包劳务设计咨询企业在国 际市场这个大舞台上,八仙过海,各显神通,为我国对外承包 劳务设计咨询事业的发展作出贡献。

PREFACE

By Tian Runzhi, Assistant Minister of MOFTEC

It is the first time in China that all the enterprises specializing in foreign projects contracting, labour cooperation and designing consultancy are described in a single book so as to make them more known internationally. In this way they are pushed onto world market, promoting the development of our foreign projects contracting, labour cooperation and designing consultancy.

The work of foreign projects contracting, labour cooperation and designing consultancy is a new cause, which is developing after China's reform and opening to the outside world. In the past fifteen years, this cause, starting from scratch, has steadily developed and made remarkable progress. It is now an important part of Chinese foreign-trade and economic cooperation.

At the end of 1992, there are 200 enterprises entitled to conduct foreign projects contracting, labour cooperation and designing consultancy. They have worked very hard and forged ahead under the fierce competition in world market of labour contracting. They signed an accumulative sum of more than 34000 labour contracts in more than 160 countries and areas. The total value of these contracts amounted to 25.6 billion US dollars. Their turnover is 15 billion US dollars. The persons dispatched abroad under contracts numbered more than six hundred thousands, involved in building, metallurgy, transportation, machinery, petroleum, water conservancy projects, electricity, forestry, coal, textile, geological exploration, ocean fishing, broadcasting, space aeronautics, nuclear energy, etc. A comprehensive, multi-level, multi-industrial pattern is taking form, achieving better results both economically and socially.

With the deepening of our economic reform, the number of enterprises specializing in foreign labour contracting, designing and consultancy will increase still further. There are more larger enterprises and designing institutions ripe for foreign labour contracting, designing and consultancy this year. Some foreign-trade companies are also engaging in foreign labour contacting. The situation gives new lease of life to this form of labour army, instrumental in shaping a new pattern: with designing and consultancy as the key, taking up more items of contracted labour service, promoting export of more Chinamade equipment and materials, thus making greater economic gains.

However, it should be noted, since this cause takes off only recently, there are still problems in the management and operating mechanism. Those related enterprises and companies should seize the opportunities under the new conditions of deepening reform and opening more wider to the outside world, seriously carry out the "regulations on the shifting of the management mechanism of State-owned industrial enterprises", put the shifting of management mechanism as a priority, take reform still further in the mechanism of management, personnel enrollment and distribution within a particular enterprise, continue to improve the operating contract regime, prepare to experiment with the share holding regime, accelerate the process from the window-type to the operating-type, march steadily toward industrialization, conglomeration and internationalization.

Each of the enterprises included in this book has its own advantages and characteristics. Some of them have existed for many years, making progress in scale and strength and ranking among the large international contracting firms, while the new arrivals are also gaining ground owing to their advantages and flexible operating styles.

It is my sincere hope that the related enterprises will display their respective excellent performance in the world market and render their contributions to the development of our foreign labour contracting, designing and consultancy.

目 录

CONTENTS

题词	陈慕华	鸟兰木伦	王文东	田润之	陈永才
INSCRIPTION	CHEN M	IUHUA WO	LAN MUL	UN WAN	G
	WENDO	NG TIAN R	UNZHI CI	HEN YONG	CAI
序言	,			***********	田润之
PREFACE				TIAN	RUNZHI
中国经营对外承	包工程、	芳务合作和	设计资油。	企业	
CHINESE ENTERP	RISES SPE	CIALIZING	IN FOREIC	N PROJEC	TS CON
TRACTING, LABO					
	中央	各部委所	國公司		
THE CO		ON OF VA		NICTPIEC	
IIIE CO		R THE STAT			
中国建筑工程总公司	I		• • • • • • • • • • • • • • • • • • • •		1
CHINA STATE CONSTR	UCTION EN	GINEERING CO	RPORATION		
中国公路桥梁建设总	公司		,		4
CHINA ROAD & BRIDG					
中国七木工程公司。					7
CHINA CIVIL ENGINEE					
中国港湾建设总公司	s				10
CHINA HARBOUR ENG					
中国水利电力对外公	酮				13
CHINA INTERNATIONA					,.,
中国机械对外经济技	术合作总包	5司		,	16
CHINA MACHINE-BUIL					
中国石油工程建设公	·司				19
CHINA PETROLEUM E					,

中国农牧渔业国际合作公司	22
CHINA INTERNATIONAL COOPERATION COMPANY FOR AGRICULTURE, LIVESTO & FISHERY	CK
中国化工建设总公司	24
CHINA NATIONAL CHEMICAL CONSTRUCTION CORPORATION	
中国冶金建设公司	27
CHINA METALLURGICAL CONSTRUCTION CORPORATION	
中国轻王业对外经济技术合作公司	30
CHINA LIGHT INDUSTRIAL CORPORATION FOR FOREIGN ECONOMIC AND TECHNICAL COOPERATION	
中国林业国际合作公司	33
CHINA INTERNATIONAL FORESTRY CORP.	
中国中原对外工程公司	35
CHINA ZHONGYUAN ENGINEERING CORPORATION	
中国有色金属工业对外工程公司	38
CHINA NONFERROUS METAL INDUSTRY'S FOREIGN ENGINEERING AND CONSTRUCTION CORPORATION	
中国建材工业对外经济技术合作公司	40
CHINA BUILDING-MATERIAL INDUSTRIAL CORPORATION FOR FOREIGN ECONO-TECHNICAL COOPERATION	
中国纺织工业对外经济技术合作公司	43
CHINA TEXTILE INDUSTRIAL CORPORATION FOR FOREIGN ECONOMIC AND TECHNICAL COOPERATION	
中国国际工程和材料公司	45
CHINA INTERNATIONAL ENGINEERING & MATERIALS CORP.	
中国航空技术国际工程公司	48
CHINA NATIONAL AERO-TECHNOLOGY INTERNATIONAL ENGINEERING CORPORATION	
中国瑞宝开发公司	51
CHINA RAINBOW DEVELOPMENT CORPORATION	
中国通信建设总公司	53
CHINA INTERNATIONAL TELECOMMUNICATION CONSTRUCTION CORPORATION	
中国海员对外技术服务公司	56
CHINA MARINE AND SEAMEN SERVICE CORPORATION	

中国有化工程建设总公司	59
SINOPEC ENGINEERING INCORPORATION	
中国万宝工程公司	62
CHINA WANBAO ENGINEERING CORPORATION	
中国电子国际经济技术合作公司	65
CEIEC-INTERNATIONAL ECONOMIC COOPERATION COMPANY	
中国国际工程咨询公司	68
CHINA INTERNATIONAL ENGINEERING CONSULTING CORPORATION	
中国煤炭海外开发公司	71
CHINA COAL OVERSEAS DEVELOPMENT CORPORATION	
中国光大国际经济技术合作公司	74
CHINA FVERBRIGHT CORPORATION FOR ECONOMIC AND TECHNICAL COOPERATION	
中国水产总公司	77
CHINA NATIONAL FISHERIES CORPORATION	
中国广播电视国际经济技术合作公司	80
CHINA RADIO AND TV CO. FOR INTERNATIONAL TECHNO-ECONOMIC COOPERATION	
中国国际计算机软件工程公司	83
CHINA INTERNATIONAL COMPUTER SOFTWARE ENGINEERING CORP	
中国商业对外经济技术合作公司	86
CHINA COMMERCIAL CORPORATION FOR INTERNATIONAL ECONOMIC & TECHNICAL CORPORATION	
中国国际海洋石油工程公司	89
CHINA OFFSHORE INDUSTRIAL CORPORATION	
中国化学工程总公司	91
CHINA NATIONAL CHEMICAL ENGINEERING CORPORATION	
中国医疗卫生对外技术合作公司	94
CHINA MEDICAL CORPORATION FOR INTERNATIONAL TECHNIC COOPERATION	
中国海洋工程服务有限公司	96
CHINA OCEAN ENGINEERING SERVICES CO., LTD	
中国航空港建设总公司	98
CHINA AIRPORT CONSTRUCTION CORPORATION	

中远对外劳务合作总公司	101
COSCO MANNING COOPERATION INC.	
中国东煤集团国际经济技术合作公司	103
CHINA DONGMAY INTERNATIONAL ECONOMIC AND TECHNICAL COOPERAT CORPORATION	ION
中国体育国际经济技术合作公司	105
CHINA SPORTS INTERNATIONAL CORP.	
中国国际技术智力合作公司	107
CHINA INTERNATIONAL INTELLECTECH CO.	
中国惠通(集团)总公司	110
CHINA HUITONG CORPORATION	
中国海外经济合作总公司	113
CHINA NATIONAL CORPORATION FOR OVERSEAS ECONOMIC COOPERATION	
中国国际企业合作公司	116
CHINA INTERNATIONAL ENTERPRISES CO-OPERATIVE CORPORATION	
中国外运国际经济技术合作公司	119
SINOTRANS INTERNATIONAL ECONOMIC & TECHNICAL CO-OPERATION CO.	
中国技术进出口总公司	121
CHINA NATIONAL TECHNICAL IMPORT AND EXPORT CORPORATION	
中国对外建设总公司	123
CHINA CONSTRUCTION INTERNATIONAL INC.	
中国机械进出口总公司	126
CHINA NATIONAL MACHINERY IMPORT & EXPORT CORPORATION	
中国天衡国际经济贸易合作公司	129
CHINA TIMEKING INTERNATIONAL ECONOMIC CO-OPERATION & TRADE CORPORATION	
中国交远国际经济技术合作公司	132
CHINA JIAOYUAN CORPORATION FOR INTERNATIONAL ECONOMIC AND TECHNICAL CORPORATION	
中国海外工程总公司	134
CHINA NATIONAL OVERSEAS ENGINEERING CORPORATION	
中国仪器进出口总公司	136
CHINA NATIONAL INSTRUMENTS IMPORT & EXPORT CORPORATION	

中国和平公司	139
CHINA PEACE CORP.	
中国航空工业规划设计研究院	141
CHINA AERONAUTICAL PROJECT AND DESIGN INSTITUTE	
中国安能建设总公司	[43
CHINA ANNENG CONSTRUCTION CORPORATION	
北京钢铁设计研究总院	145
BEIJING CENTRAL ENGINEERING AND RESEARCH INCORPORATION OF IRON A STEEL INDUSTRY	END
化学工业部第六设计院	147
THE SIXTH DESIGN INSTITUTE OF THE MINISTRY OF CHEMICAL INDUSTRY	
中国环球化学工程公司	150
CHINA HUANGQIU CHEMICAL ENGI. CORP.	
轻工业部规划设计院	153
THE PLANNING & DESIGNING INSTITUTE OF MINISTRY OF LIGHT INDUSTRY	
广播电影电视部设计院	156
DESIGN INSTITUTE, MINISTRY OF RADIO, FILM & TV, P.R.C.	
东北水利水电开发总公司	159
NORTHEAST CHINA WATER & HYDROELECTRIC GENERAL DEVELOPMENT CORPORATION	
中国海外贸易总公司	162
CHINA NATIONAL OVERSEAS TRADING CORPORATION	
机械电子工业部工程设计研究所	164
ENGINEERING DESIGN & RESEARCH INSTITUTE, MINISTRY OF MACHINERY & ELECTRONICS INDUSTRY	
中国黄金总公司	167
CHINA NATIONAL GOLD CORPORATION	
中国航天建筑设计研究院	171
CHINA SPACE CIVIL & BUILDING ENGINEERING DESIGN & RESEARCH INSTITUTE	
北京有色冶金设计研究总院	174
BEIJING CENTRAL ENGINEERING AND RESEARCH INSTITUTE FOR NONFERROMETALLURGICAL INDUSTRIES	ous