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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**

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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，已成为我国对外经贸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。这将给这支队伍注入新的活力，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 contracting. 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 China-made 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.

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