

Building Materials Division

建築材料部 Operations Review 業務回顧



◀ Supply and installation of false ceiling for Police Headquarters at Wanchai
為位於灣仔警察總部
供應及安裝假天花

BUILDING MATERIALS DIVISION

With the significant rebound of the property market, the overall performance of the Building Materials Division has improved during the year as property developers have speeded up their development projects. The Division has recorded a total turnover of HK\$113.0 million (turnover to external parties was HK\$93.9 million), representing a 21.1% increase over last year's total turnover of HK\$93.3 million.

Trigon Building Materials Limited (“Trigon”)

Trigon is one of the subsidiaries of the Building Materials Division, which specialises in the supply and installation of interior products such as timber flooring, suspended ceiling systems, kitchen cabinets and Polyboard (an environmentally friendly waterproof product used as sub-flooring).

During the year, the main projects undertaken were the supply and installation of false ceiling for Hong Kong Disneyland and Police Headquarters at Wanchai; kitchen cabinets for a hotel development at Hung Hom Bay, Caribbean Coast Phases 3, 4 & 5 at Tung Chung; and Polyboard, timber flooring and false ceiling for Le Bleu at Tung Chung.

建築材料部

由於物業市場顯著反彈，物業發展商加快其發展項目，令本年度建築材料部之整體表現有所改善。本部門錄得總營業額港幣113,000,000元（對外營業額為港幣93,900,000元），較去年之港幣93,300,000元，上升21.1%。

華高達建材有限公司（「華高達」）

華高達乃建築材料部轄下之其中一間附屬公司，專門供應及安裝室內產品如木地板、假天花、廚櫃及百利板（用作底板之環保防水產品）。

於本年度，進行中的主要項目包括為香港迪士尼樂園及位於灣仔警察總部供應及安裝假天花；為紅磡灣酒店發展項目及位於東涌映灣園第三、四及五期供應及安裝廚櫃；以及為東涌水藍天供應及安裝百利板、木地板及假天花。

New contracts awarded during this year have included the supply and installation of false ceiling for 8 Clear Water Bay Road development; the supply and installation of wood flooring, kitchen cabinets and false ceiling for residential development at Discovery Bay Phase 13; kitchen cabinets for Caribbean Coast Phases 4 & 5 at Tung Chung; and the supply of Polyboard for Pacifica at West Kowloon.

As at 31 March 2005, the outstanding value of contracts on hand amounted to HK\$104.1 million, mainly including contracts for the supply and/or installation of kitchen cabinets, timber flooring, and suspended ceiling systems amounting to HK\$52.8 million, HK\$12.1 million and HK\$36.6 million respectively.

With the property market having regained its momentum, the number and size of building materials contracts are anticipated to increase. In addition, the revival in tourism has boosted demand for hotel rooms. The considerable expansion in hotel development should provide opportunity for the building materials business.

Nevertheless, keen competition in the building materials industry is still expected over the coming years. To maintain our competitiveness and to broaden market penetration, our strategy aims at cost restraining and quality improving. Our attention will focus on expanding our client base and sourcing cost competitive manufacturing partners, as well as innovative products from worldwide recognised suppliers. With its long standing professional image and good reputation established in the industry, we have confidence that Trigon will maintain profitable results.

於本年度，本部門獲授予之新合約，包括為清水灣道8號發展項目供應及安裝假天花；為愉景灣第十三期住宅發展項目供應及安裝木地板、廚櫃及假天花；為東涌映灣園第四及五期供應及安裝廚櫃；以及為位於西九龍之宇晴軒提供百利板。

於二零零五年三月三十一日，手頭未完成之合約價值達到港幣104,100,000元，主要包括來自供應及/或安裝廚櫃、木地板及假天花之合約，分別達港幣52,800,000元、港幣12,100,000元及港幣36,600,000元。

由於物業市場重獲動力，預期建築材料合約數量和規模將會增加。此外，旅遊業復甦將提高酒店房間之需求。酒店業明顯擴展為建築材料業務帶來機會。

然而，預期建築材料行業於未來數年仍維持良性競爭。為了保持我們之競爭力以及擴闊市場滲透力，本部門之政策旨在節約成本及提高質素。我們將集中於擴大客戶基礎，尋找在成本方面具競爭力的生產夥伴，以及從世界各地知名之供應商發掘更多創新的產品。憑著其於行內建立多時之專業形象及良好商譽，我們有信心保持華高達之盈利。

► Supply and installation of Polyboard and timber flooring for Le Bleu at Tung Chung 為位於東涌之水藍天供應及安裝百利板及木地板



Tai Kee Pipes Limited (“Tai Kee”)

Tai Kee, another subsidiary of the Building Materials Division, specialises in the supply of pipes, fittings and other related accessories through both retail and project sales. During the year, there has been a strong increase in the global metal price and Tai Kee has derived a promising return from selling its large metal pipe stock.

Most of the turnover has come from retail sales. New project contracts awarded during the year have included the supply of pipes to Wynn Hotel in Macau, Hammer Hill Road Park at Chi Nin Nunnery, Aberdeen Tunnel, New Territories South Regional Police Headquarters & Operational Base, Hong Kong International Airport Passenger Terminal renovation project, CLP Power Substation at Discovery Bay, residential project at Lok Kwai Path, Discovery Bay North residential development Phase 13 and various MTR Station renovation projects.

During the year under review, Tai Kee launched a new piping product, known as polyethylene pipe (“PE pipe”). PE pipe can be used for tap water as well as sewage. Its advantages include being lightweight, cheaper in price, having a long life and being resistant to chemical attack.

As PE pipe becomes prevailing in its application, accessories relating to PE pipe should also have a potential future market. Recently, Tai Kee introduced a new type of fitting, known as compression fitting for connecting PE pipe and other piping materials. This compression fitting could ease the connection works of PE pipes, which in turn would help make PE pipe more widely accepted. In addition, Tai Kee plans to introduce another new piping material, double wall corrugated pipe, to the market. We believe that this new pipe has growth potential in drainage application, and should attract market attention and interest.

Looking forward, the management is optimistic about future prospects of the piping business. Apart from introducing innovative products into the market, Tai Kee will continue to work with reliable business partners and look for new clients to foster growth.

泰記有限公司（「泰記」）

泰記乃建築材料部之另一附屬公司，透過零售及工程項目生意，專營喉管、配件及其他相關零件的供應。於本年度，全球金屬價格上升強勁，泰記從銷售其大量金屬水喉存貨獲得可觀回報。

泰記之營業額主要來自零售生意。於本年度獲授之新合約包括供應水喉予澳門之永利酒店、位於志蓮淨苑之斧山道公園、香港仔隧道、新界南區警察總部及行動基地、香港國際機場客運大樓維修工程、位於愉景灣之中華電力變電站、樂葵徑之住宅發展項目、愉景灣北第十三期住宅發展項目，以及若干地鐵站之維修工程。

於回顧年度，泰記推出了一種新喉管產品「聚乙烯喉」。聚乙烯喉可用作水龍頭水管及污水管，優點包括輕便、價格便宜、耐用性強，以及可防止化學性破壞。

由於聚乙烯喉開始廣泛使用，其相關配件之未來市場亦應有一定潛力。最近，泰記推出了一種新的配件名為上欖配件，用作連接聚乙烯喉及其他喉管物料。此上欖配件可簡化聚乙烯喉的連接工程，令聚乙烯喉更廣泛被接受。此外，泰記計劃於市場推出另一喉管產品——雙壁波紋管，我們相信該新喉管應用於排水方面有一定發展潛力，應能吸引市場注意力及興趣。

展望將來，管理層對喉管業務之未來前景感到樂觀。除了為市場引入創新產品外，泰記將繼續與可靠的業務伙伴合作，尋求更多新客戶以促進發展。



◀ Tai Kee launched a new piping product, known as double wall corrugated pipe
泰記推出的一種新喉管產品——雙壁波紋管