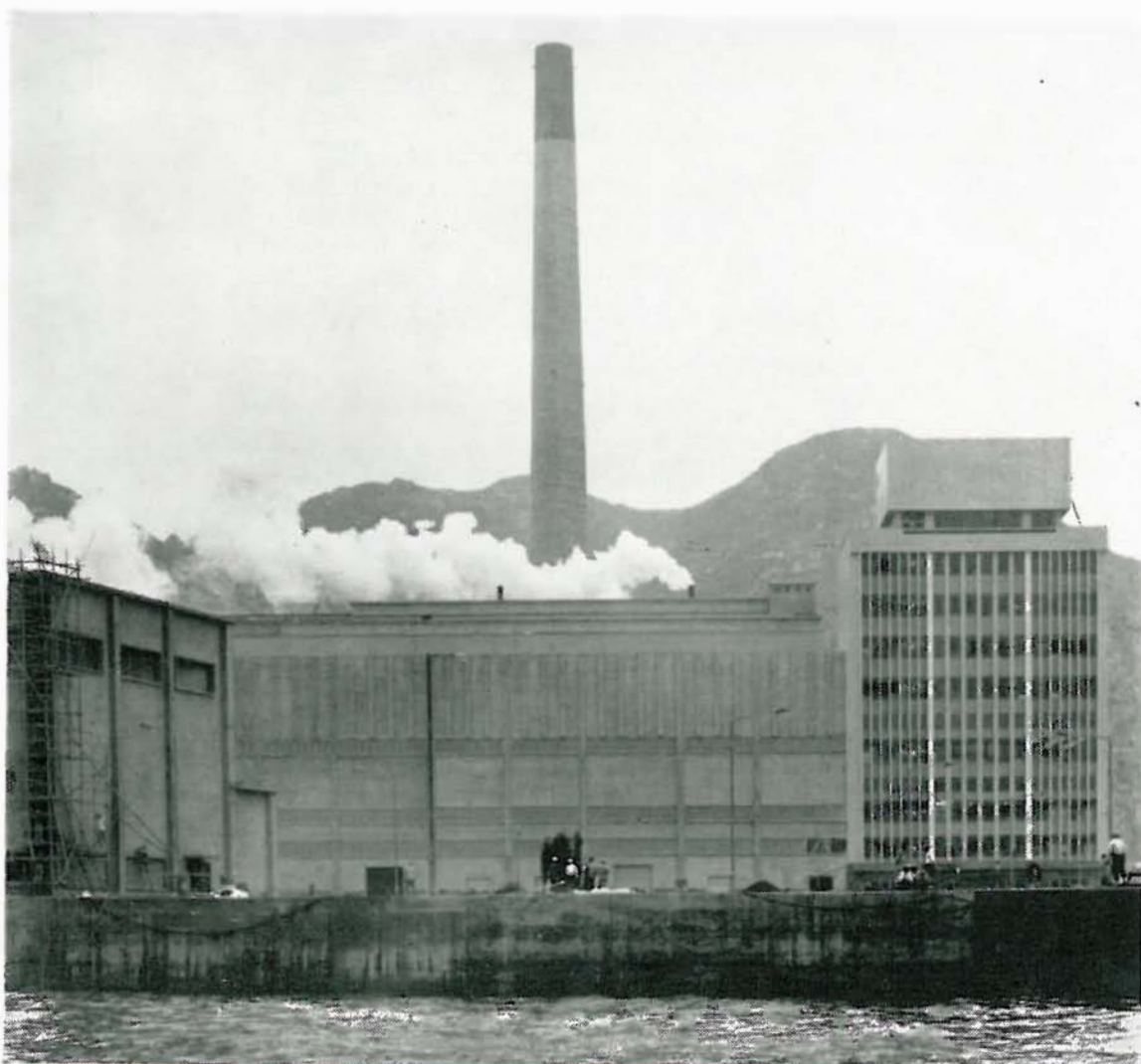


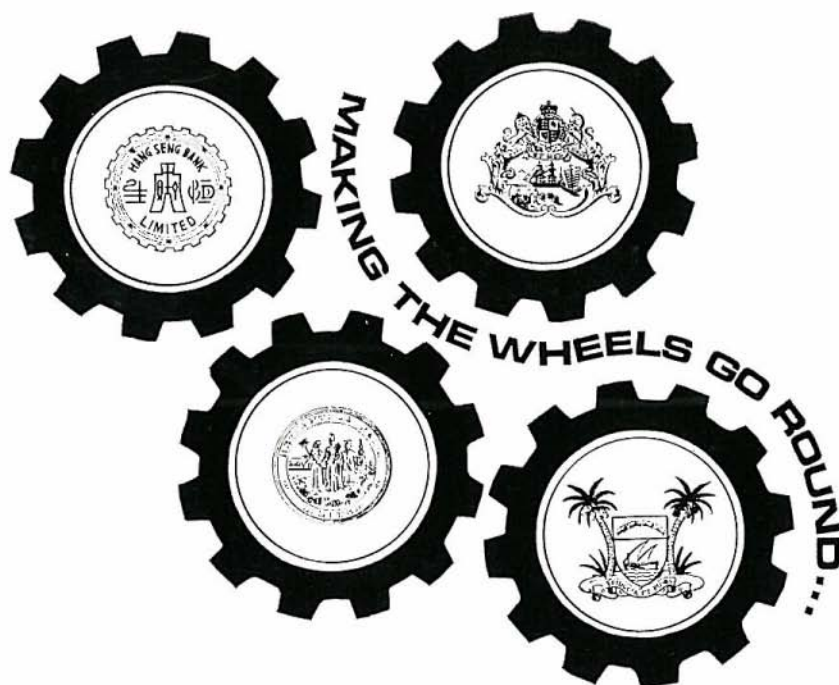


THE HONG KONG GENERAL CHAMBER OF COMMERCE

BULLETIN

VOTE OF CONFIDENCE





IN THE FAR EAST & BEYOND

Once upon a time, long ago, over 100 years in fact, The Hongkong and Shanghai Banking Corporation was founded to finance the trade of firms on the Island of Hong Kong. Well, that was before The Hongkong Bank Group came into being. Now this vastly influential financial organisation not only plays its vital role in the Far East, but, with its many partners, extends its influence right around the world. For big business or small, corporate or personal, you can't choose better than the best, so choose The Hongkong Bank Group.

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 WAYFOONG FINANCE LIMITED, HONG KONG
 MALAYSIAN AUSTRALIAN FINANCE COMPANY BERHAD, KUALA LUMPUR
 HONGKONG FINANCE LTD., SYDNEY AND MELBOURNE

THE HONGKONG BANK GROUP



The Bulletin

THE HONG KONG
GENERAL CHAMBER
OF COMMERCE

MAY, 1969

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HON. M.A.R. HERRIES, O.B.E., M.C.

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R. T. GRIFFITHS

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S. L. CHUNG

C. TSANG

Certification:

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F. M. CASTRO

W. K. F. WANG

C. T. WU

Public Relations & Advertising:

Miss B. CHIU

Membership Executive:

P. M. LAM

Contents

Our cover picture for this issue shows the new electric power plant on Tsing Yi island. This power plant represented a "concrete demonstration of faith in the long term prosperity of Hong Kong and in the stability of its commercial and industrial undertakings", according to H.E. the Governor who officiated at the opening.

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9th Floor, Union House,
Hong Kong

Tel: 237177 Cables: Chambercom

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Great Potential in Store for YOU in South Africa

Speaking before more than 100 Chamber members at the City Hall, Mr. G.J. Connington, Resident Representative of the Hong Kong Trade Development Council's office in Africa, told of the latest aspects in Hong Kong's trade with Africa.

Mr. Connington told members that development in Africa has been remarkable, which is reflected by the rapid increase in two-way trade between Africa and the rest of the world. He brought to the attention of members the increase in Hong Kong's trade with East and Central African countries over the past four years. He also pointed out that Hong Kong's export to East and Central Africa in 1968 amounted to HK\$163.49 million, whereas over the same period Hong Kong's export to Middle East was \$181 million, to Sweden \$152 million, to West Germany \$499 million, to Singapore \$213 million, to Australia \$242 million and to Canada \$285 million. These figures showed that Africa is a worthwhile market for members to consider when they plan their business promotional activities in future.

"Do use the Trade Development Council office because there are facilities specially created for you" he urged members. "We do not have a very big office in Nairobi, but we will give you every possible assistance during your trip to the area."

Mr. Connington assured members that a visit to Africa would

prove to be more rewarding than they expected. He then told members about a young lady from an exporting house in Hong Kong who visited South Africa about three months ago. She was on her first ever selling trip out of Hong Kong. She was well received there and stayed in the place for three weeks until she was loaded with substantial orders.

Mr. Connington believed that the recession in trade between Hong Kong and East and Central African countries is only temporary. "In business, there are always ups-and-downs," he told members, "however, one should not stop on coming across any obstacle and it is the 'will' to success that makes Hong Kong one of the most important trading community in the world." He advised members that the Indian merchants already established in Africa would play a more important role in trade in future to educate nationals to run their business was easier said than done. Somehow trade must go on and the vacuum be filled. Hong Kong businessmen would find it worthwhile to keep a close watch over these markets.



Mr. G. J. Connington, Resident Representative of the TDC in Africa.

"South Africa will become your best market in the continent." He told members of his three weeks' visit to the country. He found great business potential there and established important contacts in the country.

The number of questions asked at the end of the session reflected that members have been keen interested in the African market and in this connection, those who wish to obtain further details please complete and return the form below to the Chamber.

Name of firm and full title

Address

Cable Address

Telephone No.

Manufacturer or Exporter

Bankers

Our normal terms of business are

We have agents in
(Please tick country & give name
& address of agent)

Kenya
Uganda
Tanzania
Zambia
South Africa ..
Kenya
Uganda
Tanzania
Zambia
South Africa ..

We wish to establish contact with
(please tick where appropriate)

Importers
Exporters
Commission
agents
in
Kenya
Uganda
Tanzania
Zambia
South Africa ..

Sub-Committees of the Chamber

Paragraph 4 of the Chamber's Memorandum of Association lays it down that "The funds and business of the Chambers shall be managed and carried on by the General Committee" which is elected each year at the Annual General Meeting of Members. The list of members elected for the current year was published on page 6 of the April Bulletin.

To assist the General Committee in its work and to make available to it specialised Knowledge on particular subjects, various standing Sub-Committees are appointed each year by the Committee and, for the general information of members, the list of gentlemen who have agreed to serve on these Sub-Committees for the current year is set out below.

Accountants' Advisory Committee

Thomas Le C. Kuen & Co.
Lowe, Bingham & Matthews
Peat, Marwick, Mitchell & Co.
Wong, Tan & Co.

Arbitration and Surveys Sub-Committee

Hon. M. A. R. Herries, O.B.E., M.C.
R. P. Parcell, Esq., M.B.E.
E. J. S. Tsu, Esq.

Jardine, Matheson & Co. Ltd.
Swire & MacLaine Ltd.
Island Dyeing & Printing Co. Ltd.

Certification Sub-Committee

Hon. Fung Hon Chu, O.B.E.
B. Johnson, Esq.
J. C. B. Slack, Esq.
L. H. Williams, Esq.

Li & Fung Ltd.
Peat, Marwick, Mitchell & Co.
Deacons
Dodwell & Co. Ltd.

Exports Sub-Committee

P. G. Williams, Esq.
A. C. W. Blaauw, Esq.
N. J. Booker, Esq.
Henry Fung, Esq.
O. E. Julebin, Esq.
N. P. Pavri, Esq.
H. Schneider, Esq.

Dodwell & Co. Ltd.
John Cowie & Co. Ltd.
Harry Wicking & Co. Ltd.
Wah Hing Company Ltd.
Gilman & Co. Ltd.
K. S. Pavri & Sons Ltd.
Jebsen & Co.

Imports Sub-Committee

J. J. G. Brown, Esq.
R. Burrell, Esq. D. F. C.
A. J. Dodd, Esq.
H. Hefti, Esq.
D. P. Inglis, Esq.
R. P. Parcell, Esq., M.B.E.
G. H. P. Pritchard, Esq.
C. F. Von Sydow, Esq.

Jardine, Matheson & Co., Ltd.
ICI (China) Ltd.
Gibb, Livingston & Co. Ltd.
Ed. A. Keller & Co. Ltd.
John D. Hutchison & Co. Ltd.
Swire & MacLaine Ltd.
Gilman & Co. Ltd.
Ekman & Co. Ltd.

Legal Sub-Committee

P. J. Griffiths, Esq.
F. G. Nigel, Esq.
G. E. S. Stevenson, Esq.
W. Turnbull, Esq.

Wilkinson & Grist
Johnson, Stokes & Master
Stewart & Co.
Deacons

Publications Sub-Committee

G. M. B. Salmon, Esq.
D. A. Adkins, Esq.
J. MacKenzie, Esq.

Mackinnon, Mackenzie & Co. of Hongkong Ltd.
Longmans Green (Far East) Ltd.
Davie, Boag & Co. Ltd.

Shipping Sub-Committee

A. G. S. McCallum, Esq.
H. D. Carl, Esq.
M. J. Connor, Esq.
R. M. Hall, Esq.
H. Hennig, Esq.
Simon Lee, Esq.
D. K. Newbigging, Esq.
D. Reid, Esq.

Butterfield & Swire (HK) Ltd.
United States Lines Co.
Mackinnon, Mackenzie & Co. of Hongkong Ltd.
Nippon Yusen Kaisha Line
Jebsen & Co.
Sun Hing Company
Jardine, Matheson & Co. Ltd.
Dodwell & Co. Ltd.

Taxation Sub-Committee

K. A. Miller, Esq.
J. C. Hodson, Esq.
B. Johnson, Esq.
M. K. Tan, Esq.
P. A. L. Vine, Esq.

Lowe, Bingham & Matthews
The Hongkong and Shanghai Banking Corporation
Peat, Marwick, Mitchell & Co.
Wong, Tan & Company
Deacons

Contd. on P. 9

WHAT GOES ON IN THE CHAMBER AND ELSEWHERE

For some time past the Committee has wondered whether members of the Chamber were kept sufficiently informed as to the activities in which the Chamber is involved.

The Annual Report for 1968 set out in its opening Chapter the results of the major review undertaken by the Committee of the Role of the Chamber and it is now intended to publish in the Bulletin a series of articles of which this is the first, setting out how this role is being fulfilled. These articles will cover initially the Chamber's 'outside activities' carried on either by Committee members or members of the permanent staff and later on, the work of each of our Departments will be covered in detail.

For a start then, members will be interested to know that the Chamber is directly represented by nominees on, or has Committee members serving on, no less than 13 committees, boards, etc. of Government or other authorities, as set out below:

The Executive and the Legislative Councils

A total of 7 members of the General Committee serve as members either of the Executive or the Legislative Council, one of them, Hon. M.A.R. Herries, O.B.E., M.C. being appointed a member of the Legislative Council on the recommendation of the Chamber.

The Hong Kong Trade Development Council

The Chairman of the Chamber is, like the Chairmen of the Federation of Hong Kong Industries and the Chinese Manufacturers' Association, an 'ex officio' member of the Council. We are also invited to nominate a second member and Mr. G. M. B. Salmon, the Vice-Chairman is our current nominee.

The Council is, as members know, charged with responsibility for the planning, co-ordination and carrying out of Trade Development projects on behalf of Hong Kong as a whole.

The Trade and Industry Advisory Board

This board sits under the Chairmanship of the Director of Commerce and Industry who has responsibility for advising Government on all matters concerning trade on the governmental level.

The Chamber nominates one member to it and Mr. P.G. Williams is the present nominee.

The Textiles Advisory Board

Again under the Chairmanship of the Director of Commerce and Industry, this Board advises on matters affecting the textiles industry, particularly on policy and detail regarding negotiations for limitation of shipments of textile goods. Members of the Board are directly nominated by H.E. the Governor and are not representatives of the various associations to which they belong, but the Chamber is kept in touch by several members of the General Committee who serve on it.

Port Committee

This Committee advises Government on all policy questions regarding development of the Port and its management and the Chamber nominates three members of it, two representative of British Shipping interests and one of Shipping interests other than British.

Port Executive Committee

Also under the Chairmanship of the Director of Marine, the Port Executive Committee meets monthly to keep in touch with and advise on the day-to-day operation of the Port. Such matters as pilotage, immigration, cargo-handling, etc. come within its purview and the Chamber nominates a member representative of merchant interests.

Industrial Training Advisory Committee

This Committee was set up

under the Chairmanship of the Commissioner of Labour some three years ago to advise Government on the detailed needs of various branches of industry for supplies of trained labour. The full Committee meets once each quarter and a great deal of the work is carried out by industry committees. The Chamber's representative sits on the full Committee.

Hong Kong University Appointments Board

This Board supervises the University Appointments Service which helps graduates to establish themselves in careers in Hong Kong. The Chamber has nominated one representative to it since it was established and the Chamber's representative, Mr. I. H. Kendall, has been Chairman of the Board for the past year.

The Hong Kong Shippers' Council

The Shippers' Council was set up jointly with the Federation of Hong Kong Industries, the Chinese Manufacturers' Association, the Indian Chamber of Commerce and the Exporters' Association and maintains close contact with the various freight conferences and with Shippers' Councils in other parts of the world. The Chamber nominates two representatives to the Council.

The Hong Kong Association

This Association was established in London some years ago for the purpose of ensuring that Hong Kong's commercial and industrial interests had an appropriate voice in London through other than official channels. The Association is constituted with the main Committee in London and a Hong Kong Branch Committee here. Several

Contd. on P. 13

ECAFE SINGAPORE SESSION

As in the case of previous ECAFE sessions the International Chamber of Commerce was invited to send observers. It was decided that the Hong Kong General Chamber should accept an invitation to send a representative as an ICC observer. Of the four regional economic commissions of U.N.O., ECAFE has the largest proportion of world population and the lowest per capita income.

Some 330 delegates from 30 member countries, 14 observer countries plus 29 UN and other organisations attended. The Hong Kong Government delegation was led by Sir C. Y. Kwan. The average size of delegation was 4, the largest being from Japan (30), Singapore (22), Taiwan (12), Philippines (12), Indonesia (11) and Malaysia (10).

Economic Survey 1968

A very interesting part of the proceedings was the discussion on the ECAFE Secretariat Economic Survey of Asia and Far East 1968. This is a long and detailed survey with comments on trends and policies in individual countries. This aroused considerable debate. Discussion on the Survey report lasted 3 days. Sir C. Y. Kwan, leader of the Hong Kong delegation, stressed Hong Kong's dependence on exports, the need for Hong Kong to buy and sell freely, its lack of bargaining power, its reliance on the enlightened self-interest of trading partners and the protection afforded by GATT. He deplored the imposition of restriction by some of Hong Kong's trading partners on Hong Kong's products and hoped for the rapid elimination of all such curbs on trade.

Asian Development Bank

The Vice President of the Asian Development Bank welcomed Hong Kong's entry as a full member of ADB in 1968. ADB now has 33 members with, it is hoped, France, Iraq and Fiji about to apply. The Board of Directors numbers 12, with 8 of them representing regional countries. There are at present 114 professional and 223 non-professional staff members drawn from 26 member countries. The

The Chamber's Assistant Secretary, Mr R. T. Griffiths recently attended the ECAFE Singapore Session. Here Mr. Griffiths reports his impressions.

following were cited as some of the more important regional activities of the Bank to date:—

Loans to: Thailand Industrial Finance Corporation for financing industrial enterprises. Ceylon Central Bank for modernisation of tea factories. Korea, Seoul-Inchon Expressway and to Korea Cold Storage Co. Malaysia for Penang's water supply and to palm oil mills. Taiwan for feasibility study of North-South Freeway and for development of deep sea fisheries. Pakistan Industrial Development Bank for financing small and medium scale and industries. Taiwan Petroleum Corporation as part of planned cooperation between Taiwan and Korea in the petrochemical industry. Philippines—to the Private Development Corporation.

These 11 loans from the Bank's share capital amount to US\$66.4 million.

Technical Assistance by ADB

11 proposals have been approved on either a grant or loan basis, or a combination of both, to formulate and prepare projects for possible later financing and to further the study of specific economic problems of national or regional concern.

Other activities of the Bank to date have been: Regional Survey of Asian Agriculture. Regional Seminar on Asia Agriculture held in Sydney in 1969 to discuss the Survey. Grant to Asian Vegetable Research and Development Centre in Taiwan.

Under consideration are:— Regional Transport Survey. Regional Conference of National Development Banks in Asia (probably to be held in Manila in July 1969). Promotion of regional cooperation in providing management and technical expertise. Study of legal systems within the region, relating to legal conditions for internal mobilisation of local resources for economic development.

The Bank's capital resources as a result of 3 capital subscriptions are equivalent in convertible currency to US\$245 million

and in inconvertible currencies to US\$46.5 million. The fourth and fifth (and last) instalments of capital subscriptions are due in 1969/70. To supplement the capital subscriptions it may be necessary for the Bank to borrow funds from capital markets by floating a bond issue. All these resources are "non-concessional" and carry a bank rate of interest of 6½ per cent. This rate is too onerous for a number of regional members and it will therefore be necessary to encourage certain infrastructural and basic development activities with concessional loans. It is therefore necessary for ADB to seek funds which can be loaned at concessional terms. Japan, Canada and Denmark have contributed US\$27 million to a Special Fund for this purpose, Japan's contribution being US\$20 million with an offer of a further US\$20 million on certain terms. So far, however, the funds available for concessional lending do not even equal the loans made by the Bank on conventional terms in the first year of its operation (amounting to US\$66.4 million). The ordinary resources available to the Bank for financing development have been enlarged by commercial participation in three of the loans made in 1968.

In discussion, Japan urged more developed countries to contribute to the special fund as had Canada, Denmark and Japan and pointed out that Japan had also contributed US\$100,000 in 1968 for technical cooperation facilities and would double this contribution in 1969.

It was generally agreed that the Bank had made a good start and had a unique and significant role to play in the region.

The Committee on Trade

The Commission at Singapore adopted the report to the 12th session of the Committee on Trade held in Bangkok from 6th to 15th January, 1969.

The next (13th) session of

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ROUND ABOUT



Letterhead Insignia

Many members have requested permission to reproduce the Chamber's insignia on their letterheads. The block shown above is the official insignia produced for this purpose.

We have made a number of these blocks which members may borrow from the Chamber for a fee of \$2, or if they wish, reproductions of the block on art paper.

Members are reminded that this is the only form in which the Chamber's insignia may be reproduced on their letterhead note paper.

Members are also reminded that they should return the block to the Chamber as soon as they have finished with the printing.

Requests to borrow the blocks should be made to Miss B. Chiu at the Chamber.

Quarries (Safety) Regulations

The Chamber has received from the Labour Department copies of an explanatory booklet entitled "A Guide to the Quarries (Safety) Regulations 1969" for interested members to read at the Chamber Library.

Notice to Members

Last year, twice as many application forms and Certificate of Origin forms were issued to members than was actually used. The Chamber is hesitant to make a charge for these forms, but members will realise a considerable printing cost involved and are requested not to waste these forms.

Hong Kong Trade Statistics

Hong Kong trade statistics for the period of January — March, 1969 analysed from the published figures of the Census and Statistics Department are now available to members. These include H.K. Overall Trade, H.K. Trade with U.K., U.S.A., Canada, West Germany, Sweden, Norway, Denmark, Switzerland, Belgium / Luxemburg, Italy, China, Japan, Australia, Netherlands, New Zealand, South Africa, France, Austria, Portugal, Finland, Spain, Singapore, Indonesia, Taiwan, Philippines, Republic of Korea, India, Thailand, Pakistan, Dominican Republic, Algeria, Ghana, Nigeria, Kenya, Argentina, Sudan, Kuwait, Lebanon, Saudi Arabia, Libya, Zambia, Panama, Mexico, Venezuela, Colombia, Nicaragua, Ecuador, Costa Rica, Guatemala and Uganda.

Tariff Changes

The Chamber has received from the Hong Kong and Kowloon Wharf and Godown Company, a notice of tariff amendments. Further details obtainable at the Chamber.

Certificate of Origin

It has been found out that some manufacturers occasionally supply their exporters or other third parties with blank, but signed manufacturer's declarations in support of applications for various types of certificates of origin.

Manufacturers who do so are warned that this is a dangerous and undesirable practice which is not in their own best interests to continue. The signatory of the manufacturer's declaration is ultimately and legally responsible for the accuracy of the full declaration. Where the signatory has already parted with a signed, but otherwise blank form, he will hardly be in a position to verify that any information subsequently filled in by another party will be accurate. Members are reminded that the penalties for false declaration under the Protection of Non-Government Certificates of Origin Ordinance, Chapter 324, which provides fines up to \$50,000 and one year's imprisonment.

APO Chairman Elected



Dr. the Hon. S. Y. Chung, a member of the Chamber's General Committee and leader to the 10th Governing Body Meeting of the Asian Productivity Organisation in Manila, was unanimously elected APO Chairman for 1969-1970.

Dr. Chung will be APO's chairman for the first half of Asian Productivity Year, which begins in January.

Employers, Are You Looking for New Staff?

The Hong Kong University Appointments Service will be pleased to help with recruitment.

By the end of May final examinations will be completed and about 400 graduates will be looking for promising jobs.

If you want engineers, scientists, social scientists, general arts people or someone with a background of economics and accounting, you can select those with the kind of personal potential you need.

The Appointments Service welcomes your enquiry and can send you forms on which to list the details of the jobs you offer.

Interviews will be arranged and consultative help with selection if you wish.

Show of Confidence



Hong Kong's economy is booming and the more than 42 per cent boost in exports since 1967 is a "fair show of confidence" in the Colony.

This is the opinion of Mr. Jack Cater, Executive Director of the Trade Development Council.

"Some money and people did leave the Colony after the Communist riots of 1967, but they have come back since," he told the Journal of Commerce, New York.

To Mr. Cater, the riots may have even shown businessmen they would be safe, and make money as well, if they do business with Hong Kong. The situation was kept under control, and Hong Kong emerged in good shape, he explained, giving

the outside world good cause for confidence.

However, the Colony was not resting on its laurels and 1968 exports of \$8,428 million.

Instead it was making plans for the future which included greater diversification of industry and penetration of new markets. Like its neighbours, Hong Kong wanted to fill the light industry gap it felt Japan was creating and as far as the Colony was concerned it had everything going for it.

Japan's labour costs were growing, pushing it out of textiles, plastics and other consumer goods production, into heavier industry, Mr Cater noted. Therefore, he said, it was only logical that Hong Kong take over.

Singapore was Hong Kong's biggest competitor, he admitted, "but it's not as free nor is it as large as Hong Kong."

To date, Hong Kong had stressed textiles. But while textiles still comprised 48 per cent of exports, Hong Kong was diversifying.

Help Wanted

The Shau Kei Wan Government Secondary School is appealing to members of the Chamber for help with some of the school extra-curricular activities.

The School has at present a Swimming and Life Saving Club which has quite an active programme. Any help from members would be most welcome. The Club sponsors entries to local life-saving contests, trains members to pass the life-saving examinations.

Members interested to help please call Mr. G. W. Parry, at Tel. H-604433.

Acting Director of C & I



Mr. D. H. Jordan, a Deputy Director of Commerce and Industry, is now acting as Director during the absence of Mr. T. D. Sorby.

Mr. Jordan will also continue to be responsible for the duties of Deputy Director (Commercial Relations).

Spreading the World

Members will have received the latest edition of "The World of Hong Kong", the G.I.S. tabloid newspaper designed as an information sheet on Hong Kong for overseas buyers. Many members are taking additional copies of "The World". Let us know if we can increase your order.

Sub-Committees of the Chamber — *Contd.*

Textiles Sub-Committee

Hon. M. A. R. Herries, O.B.E., M.C.
T. K. Ann, Esq.
Hon. S. S. Gordon, C.B.E.
H. T. Liu, Esq.
R. P. Parcell, Esq. M.B.E.
E. J. S. Tsu, Esq.
Francis Tien, Esq.
I. T. Yu, Esq.

Trade with China Sub-Committee

I. H. Kendall, Esq.
G. McBain, Esq.
J. J. G. Brown, Esq.
M. Curran, Esq.
D. P. Inglis, Esq.
E. Petersen, Esq.
W. Russel, Esq.
H. Schneider, Esq.

Jardine, Matheson & Co. Ltd.
Soco Textiles (Hong Kong) Ltd.
Lowe, Bingham & Matthews
South Textiles Ltd.
Swire & Maclaine Ltd.
Island Dyeing & Printing Co. Ltd.
Manhattan Garments Ltd.
ICI (China) Ltd.

ICI (China) Ltd.
ICI (China) Ltd.
Jardine, Matheson & Co. Ltd.
The Hongkong and Shanghai Banking Corporation
John D. Hutchison & Co. Ltd.
The East Asiatic Co. Ltd.
Arnhold Trading Co. Ltd.
Jebsen & Co.

Containerisation — What the Members Say

According to a recent survey carried out by the Chamber among its members, it is found that the demand from overseas for Hong Kong to ship its products in containers is limited so far.

But there is an inclination to increase rapidly in the near future when containerisation is forced on all Hong Kong's business houses.

On the question of how do members ship their products, the majority — 306 export members — replied that they still export in loose loads. Unitised loading was used by 37 members and palletised loading by 43 members. But only 23 members reported that they used containers.

"Have you so far received any indication from your customers at other ports that your products should be shipped in containers now or in the future?"

Thirty-one reported that their customers were asking for containerisation now and 55 said they had been told that in the future loads should be containerised.

To the question of "Has any material or machinery been imported in containers, 30 members answered "Yes" while 173 answered "No".

Some of the comments from members are:—

John D. Hutchison & Co. Ltd.

"Containerisation will be forced on Hong Kong by countries exporting to the Colony, primarily U.S.A., U.K. and

Europe which switch to this method of transport due to ever increasing handling charges. It is, therefore, necessary to take steps now to meet this inevitable development."

Dodwell & Co. Ltd.

"There is a big demand for palletised loads from our Canadian and European clients except for U.K. although palletized loads are shipped to Liverpool occasionally by other companies.

We have not received any requests for container loads although some interest has been shown. Ships sailing to European ports are not very well equipped to handle containers.

Our European and Canadian buyers prefer to have palletized loads for their own internal distribution rather than containerised loads."

The Taikoo Dockyard & Engineering Co. of Hong Kong Ltd.

"While agreeing that containerisation has much in its favour, particularly for goods suited to this type of packaging, we do not foresee any special economic benefits for our types of cargo imports, many of which are uniform in neither shape nor weight and, on the basis of quantity, would not normally be containerized from suppliers door.

We could only foresee our cargo coming containerized if it were being collected at some container packing centre but the

disadvantages of delay, awaiting a full load, possibility of pilferage, and the extra expense of storage and packing would far outweigh any advantages claimed for door to door containerisation."

The Hong Kong Industrial Co. Ltd.

"We are of the opinion that the container handling facilities, to be provided in future, should be available both on the Hong Kong island as well as at the Kowloon side. This will avoid shippers on the Hong Kong side from having to transport merchandise to the Kowloon facility, or vice versa, incurring extra cost in forwarding."

Manners Trading Ltd.

"Although containerisation would be extremely useful in the North Atlantic trade between Europe, the U.S. and Canada and the trade between Europe and Australia, it would serve no useful purpose in Hong Kong, as in a small place like this, bulk would have to be broken at the port anyway and therefore there is no advantage in the use of containers in Hong Kong as far as direct through shipments to distant inland destinations are concerned.

"We feel containerisation could only be advantageous in cases where large orders for one customer can be shipped in one or more containers, and that the advantage of through transit to a final destination is also required."

Maurice Frederick Key, O.B.E. — Secretary of the Chamber 1924-1947

Members will be sorry to learn that news was received during the month of the sudden death, in Algieras on 3rd April, 1969 of Mr. M.F. Key O.B.E. who was Secretary of the Chamber from 1924 to 1947, having joined as Assistant Secretary in 1922.

Trained as a journalist on Fleet Street during the first years of this century, Mr. Key brought to his duties with the Chamber a keenly analytical mind combined with an exceptional gift for the use of the English language, as is well illustrated by the series of Chamber annual reports all written by him in the years between the wars.

Mr. Key was one of Hong Kong's great experts on the subject of Commonwealth Preference and his address on this subject, now regrettably out of print, to the Rotary Club of Hong Kong under the title of "Commercial Snakes and Ladders" was long recognised as being a mine of information presented in a delightfully humorous vein.

In addition to his heavy Chamber duties, Mr. Key served on many public bodies either as a Committee member or as Secretary or Treasurer and his services to the community were recognised by his being appointed

an Officer of the Order of the British Empire in 1939.

Internment during the occupation of the Colony interfered with his plans for retirement in 1943 and, after a very short period recuperation leave in Australia he returned to Hong Kong in February 1946 to re-open the Chamber's office, which he quickly did and continued to serve members' interest until his final retirement in May 1947. Though he only re-visited the Colony once after retirement, Mr. Key followed our affairs with keen interest and maintained a regular correspondence with us.

Talk on GATT, UNCTAD & ITC

Over 100 members of the Chamber attended a talk on "GATT, UNCTAD & ITC" given by Mr. A. Chevalier, representative from the United Nations International Trade Centre, who recently came to Hong Kong surveying on possible markets in this part of the world for Brazilian exports.

In his talk, Mr. Chevalier first explained what GATT is.

GATT — General Agreement on Tariffs and Trade — is a multi-lateral treaty between Governments concerned with international trade. Then he went on to say how long it has been in operation. It has been in operation for now 21 years. It was started on 1st January 1948.

At the present time, 87 countries apply the GATT rules and procedures, of which 76 countries as full contracting parties to the Agreement. Two countries have acceded provisionally and 9 countries apply the GATT on a de facto basis.

Its origin

The true origin of the General Agreement on Tariffs and Trade lies more in the Atlantic Charter and in the Lend-Lease agreements in which the war time allies bound themselves to seek together a world trading system based on non-discrimination and aimed at higher standards of living to be achieved through fair, full and free exchange of goods and services. In pursuit of this aim, long before the end of the war, the United States, the United Kingdom and other important countries discussed the establishment of international organisations to tackle the postwar problems of currency, investment and trade. The International Monetary Fund and the International Bank for Reconstruction and Development were established at the Bretton Woods Conference, before the end of the war. But for various reasons, including its wide range and its complexity, the Charter for the ITO (International Trade Organisation) which was intended to be the third United Nations specialised agency, operating in the field of economic affairs, was not completed until March 1948.

It soon became evident that no acceptances of the Charter for the I.T.O. could be expected

until the position of the United States towards the establishment of the I.T.O. was made clear. With indications in December 1950 that the Charter would not be submitted again to the United States Congress, the attempt to establish the International Trade Organisation had to be abandoned.

This is how the GATT, which was originally intended as a stop-gap arrangement, pending the official establishment of the International Trade Organisation, came into full being and has remained since. As events have worked out, GATT has



Mr. A. Chevalier, representative from the United Nations International Trade Centre.

stood alone since 1948 as the *only* international instrument which lays down rules of conduct for trade, which have been accepted by a high proportion of the leading trading nations.

Its main principles

What are the main principles governing the GATT? The General Agreement is a multi-lateral trade treaty embodying reciprocal rights and obligations. Although the text is very complicated, it contains essentially four fundamental principles.

The first principle is that trade should be conducted on the basis of *non-discrimination*. In particular, all contracting parties are bound by the most-favoured-nation clause in the application of import and export duties and charges and in their administration.

The second general principle is that protection shall be afforded to domestic industries *exclusively through the customs tariff* and not through any other commercial measure. Thus the use of import quotas as a means of protection is prohibited. Import quotas may be used for certain other purposes — notably to redress a country's balance of payments — but the circumstances in which they may be used are very carefully defined, and there are elaborate procedures for consultation so as to ensure that quotas comply with conditions laid down and minimize any damage to the trade of other countries.

The third principle inherent throughout the Agreement, is the concept of *consultation* aimed at avoiding damage to the trading interest of contracting parties.

Finally, GATT provides a framework in which negotiations can be held for the reduction of tariffs, and other barriers to trade, and a *structure* for embodying the results of such negotiations in a legal instrument.

The Kennedy Round of negotiations, conducted between 1964 and 1967, is probably the GATT's major achievement. Experience gained in the 1960-61 tariff negotiations (which like all previous negotiations had been conducted on a product-by-product basis) led the GATT contracting parties to conclude that the traditional techniques for tariff negotiations were no longer adequate to meet the changing conditions of world trade. Consequently the possibility of adopting new techniques, including that of negotiating on the basis of a linear or across-the-border offer, were examined. When ministers launched the Kennedy Round in May 1963 they were able to lay down directives looking towards the reduction of tariffs and other barriers to trade on a much wider front and with a more comprehensive scope than had ever been foreseen in international negotiations. Some of the points on which the ministers agreed before the beginning of

Contd. on Next Page

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the Kennedy Round were for example: negotiations were to start at the beginning of 1964 with the widest possible participation; all classes of products—including agricultural and primary products—should be included in the Kennedy Round negotiations; the negotiations should deal with both tariffs and non-tariff barriers; for the major industrialised countries the tariff negotiations in the industrial sector should be based upon a plan of substantial linear reductions with a bare minimum of exceptions; every effort should be made to reduce barriers to exports of the less-developed countries.

The future programme of work of the GATT also includes advance implementation of the Kennedy Round reductions. It has been proposed by the participating developing countries that, with a view to maximizing benefits from the Kennedy Round, tariff concessions negotiated on products of export interest to these countries should be implemented immediately after the conclusion of the negotiations without the phasing envisaged under the general rules for the negotiations. A number of developed countries had, by the end of 1967, provided lists of products on which they propose to grant immediate implementation.

UNCTAD

Mr. Chevalier went on to explain what UNCTAD is. The UNCTAD (United Nations Conference on Trade and Development) was established as an organ of the United Nations General Assembly in December 1964. The Assembly's resolution to this effect was based on recommendations by the first Conference on Trade and Development which took place in Geneva from March to June 1964.

UNCTAD has 131 members. This total includes all states which belong to the United Nations or to any of its specialised agencies. The main role of UNCTAD is to promote international trade with a view to accelerating economic development to formulate new principles and policies and to act as a centre for harmonizing governmental

policies and actions. The Conference, normally scheduled to convene every three years, has held its second session in February-March, 1968 in New Delhi. The 55-member Trade and Development Board—the permanent organ of the Conference—ensure continuity of work. It meets twice a year. The Board has four main committees: on commodities, on manufactures, on shipping, on invisibles and financing relating to trade.

What does UNCTAD do in the field of invisible trade?

Whether a country earns more foreign exchange than it spends or spends more than it earns, does not depend only on its tangible imports and exports. "Invisible" items or transactions based on services, also enter into the balance. Some of these "invisibles" represent a net outflow of spending on transport, shipping and insurance charges, interest on loans or dividends paid on a private capital from abroad. Others, such as tourist expenditure, for example, often represent a net income. Therefore, the "Committee on Invisibles and Financing related to Trade" also makes recommendations on new approaches to insurance and re-insurance operations in developing countries, both in order to lessen their cost and to secure investment of at least part of the insurance premiums in the economy of the developing country in question. The development of national insurance markets in developing countries is an essential part of the UNCTAD programme in this field.

What does UNCTAD do in the field of financing of trade and development?

Whether for the building of factories or for the modernization of agriculture, for communications or for education, the developing countries need far greater financial resources. Neither in its rhythm nor in its methods can their revolution merely repeat the experience of the developed countries of the West. They have no captive markets, no immigration facilities, etc. Yet their trade must compete with that of countries whose production is helped by the most advanced technology.

Foreign assistance has, of course, played an important role in the growth of the developing countries. Yet the value of this

assistance will greatly increase if the developing countries were assured of its continuous availability, if the terms and conditions of assistance were eased, if repayments were accepted in goods, or if recipients were allowed to use the funds put at their disposal for making their purchases from the most competitive sources.

In conclusion he pointed out that the International Trade Centre was established in 1964 at the request of the developing countries to aid them in the promotion of their export trade. It is the GATT which established the International Trade Centre, in May 1964, as part of its commitment to do practical work in export promotion for developing countries. But since January 1st 1968, the ITC is jointly operated by the GATT and the UNCTAD. Its work programme and activities are determined by the governing bodies of both GATT and UNCTAD on the basis of recommendations made annually. The ITC's work is mainly in the field of sales promotion abroad—that is, on the one hand, export marketing of products and on the other hand, the supporting promotional services needed in both the public and private sectors of the developing countries for a concerted effort to sell abroad. The ITC's aim, therefore, is to assist the developing countries in their export trade by providing them with information on export markets and marketing. ITC also helps to develop export promotion services and to train the personnel required for these services. The services of the ITC are freely available to all developing countries.

In order to carry out its mission, which is very much a practical mission, the ITC has been divided into four departments, one department handling marketing research, one department handling publications, one department giving advice on trade promotion and one department handling the training programmes.

Australian Customs

The Chamber has received a booklet "Facts about the Invoicing of Exports to Australia" from Mr. Paul Murphy, Senior Australian Customs Representative, who visited the Chamber during his stay in Hong Kong. Members interested are requested to call on the Chamber.

What Goes on in the Chamber and Elsewhere

Contd.

members of the Chamber's General Committee sit on the Branch Committee and are concurrently members of the main Committee.

Containers Committee

Members have seen plenty of reports of the developments in container shipping and this Committee was established to advise Government on the provision of container handling facilities for Hong Kong. The Chamber nominates one representative who keeps the Committee in touch with merchants' interests and requirements in its work.

Joint Association Committee on Employer/Employee Relations

This Committee was established jointly with the Employers' Federation of Hong Kong, the Federation of Hong Kong Industries and the Chinese Manufacturers' Association in late 1967 with the primary object of ensuring that the views of management on employer/employee relations were coordinated and made known to Government. The Committee consists of the Chairmen and senior executive of the four constituent associations.

Overseas Public Relations

Coordination Committee

Under the Chairmanship of the Defence Secretary, this Committee consists of Government officials and the senior executives of the various trade associations interested in the Colony's public relations image abroad and the Chamber is represented on it by the Secretary.

Other Government Committees

From time to time the Chamber is asked to nominate a representative on various government committees appointed to consider particular matters such as, for example, the Companies Law Revision Committee on which one member of the General Committee sits.

Further details of the activities of these various Boards, Committees, etc. will be published in forthcoming editions of the

Chamber's Bulletin so that members can be kept informed as to how their interests are being served by the Chamber. Naturally, should any members have particular questions to ask on these subjects, the Secretariat will be happy to help them in any way it can.

Australian Paper Products

The Printing and Allied Trade Employers' Association New South Wales, Australia, has recently formed an Export Subcommittee comprising 31 member companies manufacturing a diverse range of paper products and offering various services.

The PATEA member companies are interested in exporting their products to Hong Kong and wish to appoint agents to market their products in this area.

Members interested should contact the Australian Government Trade Commission, Hong Kong or the PATEA at 414 Elizabeth Street, Sydney, N.S.W., 2000, Australia.

Coming or Going?

If you're coming or going, or even just standing still, let us know. Chamber members are interested in other Chamber members and we're interested in all of you. Send a photograph of yourself to the Bulletin and tell us what you're doing.

Annual Trade Directory

The Wissan Trading and Advertising Est. is at present compiling the 2nd edition of the Wissan Trade Directory which will be published during Baghdad International Fair (October 1-30, 1969).

This Directory contains up-to-date informations and thousands of names and addresses of trading organisations. Members interested to advertise in this Directory please write to Mr. Alber H. Nisan, Wissan Trading & Advertising Est., P.O. Box Masaref 11034.

ECAFE Singapore Session — *Contd.*

the Committee on Trade will be held at Bangkok at a date to be decided. The programme of work and priorities of 1969/70 emphasizes the need to: (1) Assist governments in formulation of national policy relating to

trade and development. (2) Formulate measures for greater economic cooperation among ECAFE countries (to include examination of schemes for regional payments arrangements and of regional preferences for trade in specific commodities). (3) Find solutions to transit trade problems (this will include insurance and re-insurance problems). (4) Evolve measures for stabilising markets and prices. (5) Facilitate the flow of international trade by evolving and recommending efficient customs laws and procedures, providing training courses for and promoting international cooperation among customs authorities (to include measures for cooperation among countries in the region to prevent smuggling). (6) Promote the use of commercial arbitration and conciliation. (7) Improve ocean shipping services and ancillary facilities. (8) Assist governments in improving trade promotion personnel, techniques and machinery.

Other Items

Should members be interested, information is available on other items of the ECAFE agenda dealing with: Economic development and planning, Development of industry and national resources, Development of transport and communications, Water resources, Development of Lower Mekong Basin, Development of statistics, Social aspects of development, Population, Development of agriculture, Technical assistance by UNO special agencies.

Organisation

Responsibility was divided between the Singapore Government and the ECAFE Secretariat from Bangkok. Singapore was responsible for such matters as reception and accommodation of delegates, transportation, postal and cable facilities, local press liaison, provision of the sound system in the Conference Hall, catering arrangements, provision of stationery and office supplies etc. while ECAFE Secretariat was responsible for the preparation and distribution of Commission documents, protocol, seating arrangements within the Conference Hall etc. The organisational machine seemed to work well. Especially useful were the University students and school teachers who had been selected as liaison officers to delegations.

NEWS FROM D. C. & I,

Chile

The Chilean Central Bank has established quotas for 1969 for imports of luxury goods into the Free Zones of Chiloe, Aysen and Magallanes. Of the items on the list, the following are of interest to Hong Kong:—

Description	Quota for 1969			Hong Kong domestic exports to Chile in 1968
	Chiloe	Aysen (HK\$)	Magallanes	
(1) Clothing	\$ 4,569	\$ 30,300	\$ 614,080.83	\$ 774,789
(2) Radio receiving sets, tape recorders, record players, gramophones, spares for the foregoing; cine cameras, projectors, cameras, films etc. and spare parts thereof	\$45,450	\$181,800	\$2,305,042.38	\$ 58,794
(3) Toys and X'mas decorations	\$ 9,563	\$ 36,360	\$ 812,849.31	\$271,302

following consultations with representatives of the Swedish Government, categories of cotton garments to Sweden has been suspended.

Description	Classification No.
pullovers, knitted or crocheted, wholly or girls' wear.	841.137
Slacks, shorts, jeans and trousers, not knitted or crocheted, wholly or mainly of cotton, women's and girls' wear.	841.146

resumption of licensing would be made in due course.

HK\$
1967

HK\$
1968

Figures for Hong Kong's domestic exports of moulds and mould-

(Mr. A. T. S. Cheung, Tel. No. H-247316)

Sweden

The Director of Commerce and Industry has announced that, following consultations with representatives of the Swedish Government, the issue of export licences for the shipment of the following categories of cotton garments to Sweden has been suspended.

Description	H.K. Export Classification No.
Undergarments, knitted or crocheted, not elastic or rubberised, wholly or mainly of cotton, men's and boys' wear.	841.439
Jackets, jumpers, sweaters, cardigans and pullovers, knitted or crocheted, wholly or mainly of cotton, men's and boys' wear.	841.461
Jackets, jumpers, sweaters, cardigans and pullovers, knitted or crocheted, wholly or mainly of cotton, men's and boys' wear.	841.464
Blouses and jumpers, not knitted or crocheted, wholly or mainly of cotton, women's and girls' wear.	841.137
Slacks, shorts, jeans and trousers, not knitted or crocheted, wholly or mainly of cotton, women's and girls' wear.	841.146
Towels (other than dish towels) cotton, not embroidered.	656.919

He also said that, pending further consultations, the issue of export authorisations for the export to Sweden of cotton knitted nightwear (items nos. 841.455 and 841.448) had also been discontinued.

However, export licences would still be issued against export authorisations already approved but not yet fully utilised.

The Textiles Advisory Board has been kept fully informed on the course of the consultations, and an announcement regarding the resumption of licensing would be made in due course.

United Kingdom

The Department has been informed by the British Home Office that they have decided to make new regulations, under the Consumer Protection Act, requiring three-core flexible cords supplied with or fitted to domestic electrical appliances offered for sale in the United Kingdom to comply with a new international colour code.

British manufacturers of three-pin plugs have been advised to take measures to adjust to the new requirements. As a large number of three-pin plugs manufactured in Hong Kong are offered for sale in the United Kingdom, it is urged that similar measures should be taken by Hong Kong manufacturers. This would be regarded in Britain as a valuable gesture of co-operation and would do much for the reputation of Hong Kong electrical products.

The new requirements, which will shortly come into force, are available for inspection at the Chamber.

TENDERS

Hong Kong

Tenders are invited for the following:—

Tender Reference	Subject
PT/12/69	Supply of P.V.C. ball valves
PT/13/69	Supply of mild steel bars and angles
PT/14/69	Supply of toilet paper
PT/15/69	Supply of duplicating paper & stencil
PT/16/69	Purchase from the Hong Kong Government of used refrigerators & room coolers
PT/17/69	Supply of brass stop-cocks
PT/19/69	Supply of foam rubber mattresses
PT/20/69	Supply of rubber heels
PT/21/69	Supply of household utensils
PT/22/69	Supply of coconut fibre brooms and wooden handles
PT/23/69	Purchase from the Hong Kong Government of used X-ray films
PT/24/69	Purchase from the Hong Kong Government of miscellaneous railway stores.

Tender forms and further details are available from the Procurement Division, Government Supplies Department, Oil Street, North Point and the Public Enquiry Centres in Kowloon and Hong Kong.

MEMBERSHIP

New Members

Al-Aidaroos Trading Agencies, Room 920, Star House, 9th floor, Salisbury Road, Kowloon.

Brighten Corporation, 606 Manning House, No. 48, Queen's Road, Central, Hong Kong.

Central Associates, 209, J. Hotung House, Hankow Road, Kowloon.

Featherlon Ltd., Rooms 1012-1015, Star House, Salisbury Road, Kowloon.

London Line Ltd., 568, Nathan Road, Kowloon.

Hong Kong & Taiwan Trading Co. Ltd., 224, Tung Ying Building, 100 Nathan Road, Kowloon.

Frederick Trading Co., Lok Shun Building, 4th floor, Block C. D.I.J., Chai Wan Kok Street, Lot 29, Tsuen Wan, N.T., Kowloon.

Mandarin Electronics Corp., Hing Chung Building, 6th floor, 316 Nathan Road, Kowloon.

Artex Printing & Embroidery Fty., 9, Liu Chong Hing Bank Bldg., 7th floor, Mongkok, Kowloon.

Cathay Organisation (H.K.) (1965) Ltd., Hammer Hill Road, Ngau Chi Wan, Kowloon.

Deltex Ltd., 1505-7 Star House, Salisbury Road, Kowloon.

Fourier International Ltd., 240, Prince's Building, Hong Kong.

Grand Commercial Ltd., 701 China Underwriters Life Bldg., 51 Des Voeux Road, Central, Hong Kong.

Joint Venture

An American company is seeking Hong Kong manufacturers who would cooperate with him in setting up a pump manufacturing / assembly plant in Hong Kong.

Any Hong Kong firms interested in this proposal are requested to contact Mr. K. T. Li, Assistant Trade Officer, Tel. No. 448688.

Forthcoming Visit

Group Captain F.E.R. Dixon, managing director of the House of Dixon Limited, a member of the London Chamber of Commerce, will visit Hong Kong from 25th to 30th May and stay at the Mandarin Hotel. They seek agents for their products — Scotch Whisky. Members interested please contact him direct.

TRADE FAIRS

WEST GERMANY The 5th International Salon Souvenir and Gift of Wiesbaden, West Germany, will be held from 11th to 13th October 1969. Information may be obtained from the organizers — Bundesverband der Reisendenken - Branche, 6208 Bad Schwalbach, Grebertstr. 8, West Germany.

ISRAEL The 3rd Packaging Exhibition in Israel will be held from 5th to 10th October 1969. For particulars kindly apply to: Packaging Division, The Israel Institute of Packaging and Industrial Design, P.O. Box 20038, Tel-Aviv, Israel.

AUSTRALIA The 3rd International Container Services and Equipment Exhibition will be held from 23rd to 27th June 1969 in the Exhibition Buildings, Melbourne. The Conference of the Transformation of Cargo Movement, will be held from the 25th to 26th June 1969 at the Royale Ballroom, Exhibition Buildings, Melbourne.

Seminar in Bangkok

The United States Trade Center in Bangkok will conduct a Seminar on Aluminum Technology and Products from 3rd to 6th June, 1969.

The Seminar, participation in which is free, will be held in conjunction with an Exhibition of aluminum products. However, participants are expected to arrange for their own passage and accommodation in Bangkok.

Panel discussions, filmshows, demonstrations and factory visits are included in the programme of the Seminar, details of which are obtainable from the Business Promotion Department at the Chamber.

Notice to Exporters

The Commerce & Industry Department has issued the following Notices to Exporters. Members are reminded that if they wish to receive these notices, please write direct to the Commerce & Industry Department, Fire Brigade Building, Hong Kong, stating the series they require.

Series Number	Subject	Date of Issue
Series 5 (Misc.) 3/69	Exports of Cotton Drills, Jeans, Denims and Dungarees to Australia	18 April 1969
Series 6 (E.F.T.A.) 8/69	Exports of Cotton Garments to Sweden	1 May 1969
Series 6 (E.F.T.A.) 9/69	Exports of Cotton Textiles to Sweden	1 May 1969

本港電器廠家

注意國際新規定

工商處現接獲英國內政部的消息稱，他們已決定在「保障買家法例」項下，增加一些新條例。此等條例需要在英國出售的電器所附的電綫之內綫，須符合一項有關顏色的新國際規定。

英國製造三叉插蘇的廠家已獲通知探動行動，以符合新規定。因為本港製造的三叉插蘇，有很多是在英國出售的，所以本港廠商亦應採取同樣行動。此舉對英國來說，是一項充份合作的表現，且對本港電器產品的聲

譽有極大幫助。

有關此項就快生效的新規定之資料，會員可至本會索取。

本港一九六九年一至

本港一九六九年一至三月份貿易統計分析表

三月份的貿易統計分析，已由統計分析，包括本港對外全部貿易，計有英國、美國、加拿大、西德、瑞典、挪威、丹麥、瑞士、比利時、盧森堡、意大利、中國大陸、日本、澳洲、荷蘭、紐西蘭、南非、法國、奧地利、葡萄牙、芬蘭、西班牙、星加坡、印尼、台灣、菲律賓、韓國、印尼、泰國等。

工廠及工業修正條例順利實施 婦女與年輕工人每日工作九小時

勞工處長報告稱

勞工處長鄭亮同先生在報告有關執行一九六七年工廠及工業修正條例（已於一九六七年十二月生效）中表示，除了十六宗特別情形外，香港工業界對婦女及年輕工人已採用標準工作日（九小時）及標準工作週（五十四小時）的制度。

鄭氏稱：此項進步性減少婦女及年輕工人工作時間的第一、二期計劃，已經「平靜地」進行。此在擴展行動的時期中，係一項卓越的成就。更特別成功的是，此項有關改變二十四萬婦女及年輕工人或相等本港百分之四十七的工人的工作情況，經十六個月而幾無受到公開批評。

此計劃之第二期已在一九六八

年十二月一日開始執行，而第三期計劃則將在一九六九年十二月開始生效。

勞工處長希望第三期的計劃比前二期計劃進行得更迅速和順利。鄭氏稱：「在將九小時三十分改為九小時一工作日的過程中，廠方與勞工處督察人員通常表現出很合作。」

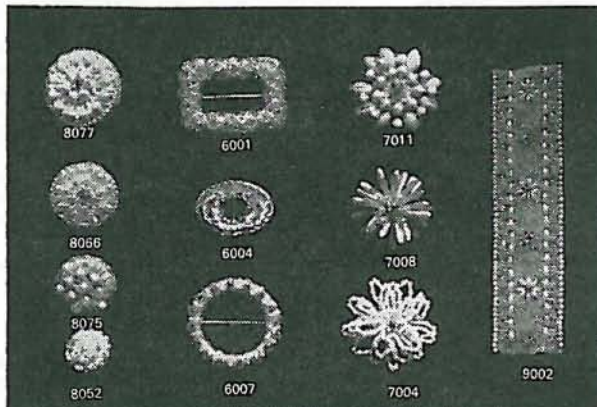
在一九六九年三月十日，八千九百八十五家僱用婦女及年輕工人的工廠，除十六家外，其餘都已採取每日九小時的制度。

他續稱，勞工處並無接獲工人薪金減少的報告。他相信近月來工資的提升，大致可抵銷減少工作時的影響。

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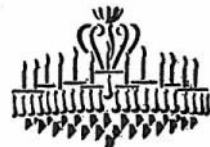
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聯合國國際貿易中心代表

演講有關國際貿易機構

本會逾百會員參加聆聽

「聯合國國際貿易中心」代表車符利先生最近來港考察巴西貨在本港市場發展的可能性。他曾對本會逾百會員演講有關「國際關稅貿易總協定」(GATT)，聯合國貿易發展會議(UNCTAD)，與及國際貿易中心(ITC)等組織。他演講的大要如下：

國際關稅貿易總協定

「國際關稅貿易總協定」始於一九四八年一月一日，係一項國際多邊協約，目前有八十七國參加。

此協定源於「大西洋憲章」和「租借協定」。根據「大西洋憲章」和「租借協定」，戰時盟國須共同尋求建立一世界貿易制度以提高生活水平此制度須基於公平而完全自由的貨物

和服務的交換行為。為達此目的，在大戰結束之前，於Bretton Woods會議中，倡立「國際貨幣基金」及「國際重建與發展銀行」等組織。為處理經濟事務與其他複雜原因，聯合國第三個特定組織——國際貿易組織——的憲章便於一九四八年三月擬好了。但在一九五〇年十二月，由於美國對該組織仍不表示有興趣，乃宣告放棄。因此為等候成立「國際貿易組織」而定的「國際關稅貿易總協定」，便自一九四八年起，成為唯一管理國際貿易行為的工具。

「國際關稅貿易總協定」有四項基本原則：

第一：貿易須公平執行，尤其關於出入口稅率的征收。
第二：除用關稅方式外，不得用其他商業方式去保護一國國內之工業。譬如入口限制就祇能用於平衡一國

的國際收支，而其運用亦受其背景限制。

第三：各參與國須有協商精神，以避免損害各國的貿易利益。

第四：「國際關稅貿易總協定」可視為減少關稅及貿易壁壘的協商骨幹，同時也是包客協商結果的法律工具。

「甘迺迪協商回合」

一九六四至六七年間的「甘迺迪協商回合」是「國際關稅貿易總協定」的一項大成就。從一九六〇至六一年間的關稅協商中所得的經驗，顯示中傳統的協商技術，不能符合世界貿易轉變的需要。在一九六三年五月，「甘迺迪回合」開始之前，各國有關部長已同意在一九六四年開始協商會議，並擴大參加者的範圍；包括所有產品（農產品也在內）；協商一切關稅或非關稅壁壘事宜；工業先進國家

在有關工業方面的協商，除極小例外外，應作重大退讓；與及對新興國家的出口，儘量減少限制。

「國際關稅貿易總協定」將來的的工作，也包括擴展「甘迺迪回合」所定的減讓。

聯合國貿易發展會議

此為一九六四年十二月聯合國大會中倡立的組織，乃一九六四年三月至六月日內瓦會議的結果。此組織包括一百三十一個會員國或地區。其主要任務乃在促進國際貿易以加速經濟發展，釐定新政策與及成為各國政府政策及行動協議的中心。此項貿易發展會議，每三年舉行一次，第二屆經於一九六八年在布魯塞爾舉行。該會議有一永久性組織——貿易發展部，由五十五個會員組成，每兩年開會一次。該部有四個委員會、分別負責貨品、生產、船運、及其他貿易及財政

「不可見」的貿易

一個國家的外匯收支平衡，除視乎其「可見」的出口貿易外，並包括「不可見」的貿易——主要是服務性質的。此等貿易包括運輸、船運、保險、貸款、投資、旅遊等業務。因此，「聯合國貿易發展會議」有一個「不可見貿易及有關貿易財政委員會」

每次收費二元。

各會員須知道，此為你們可以將本會徵收印在你們信頭上的唯一方式。並且在印刷完畢後，將會徵的印版儘速交回本會。

各會員如想借用該等印版，請與本會公共關係部趙婉蘭小姐接洽。

「，負責對各國保險業及投資等發展提供建議。

貿易發展的財政援助

無論建立工廠、將農業機械化，發展交通或教育，對一個發展中的國家來說，是需要大筆財源的。不論從那一角度來看，他們都無法仿效西方先進國家。因他們沒有存在的市場，沒有便利移民的設施，而又須與先進國家作貿易競爭。

雖然，外國援助不絕、簡便條件、以貨物代還貸款、與及發展國可以自由運用貸款基金達到最經濟的原則等沒有保證，也是沒有大幫助的。

國際貿易中心

「國際貿易中心」成立於一九六四年，乃應發展國家要求援助他們促進出口貿易而設的。最初，「國際貿易中心」是「國際貿易關稅總協定」於一九六四年五月所設立，以爲其促進發展國家出口的工作之一。但自一九六八年一月一日起，該中心由「國際貿易關稅總協定」及「聯合國貿易發展會議」共同負責，以每年提供建議的方式決定其工作計劃及活動。該中心的主要工作在於促進海外營業。換言之，一方面負責產品外銷市場的研究，另一方面則贊助發展國家中公私機構促進外銷的工作。所以，該中心的目的在供應有關出口市場研究資料，以協助發展國家的出口事業。另一項工作則為協助該等國家去發展促進進出口的服務，與及訓練有關服務人員。

為實行它的任務，「國際貿易中心」分爲四個部門：市場研究部、出版部、貿易促進諮詢部、與及訓練計劃部門。

本會會徽印版

會員可以借用

很多會員請求准許複印本會會徽在他們的信頭上。本會爲此特備一些會徽的印版，以供會員借用，或將會徽的印版複印在美術紙上，

會訊

中文
摘要

廠商勿簽署

空白來源證申請

虛報者可能罰巨款兼判徒刑
最近發現一些廠家向他們的出口商或第三者給予未填詳細資料而已簽署的廠商證明書，以供後者申請各項來源證之用。

現警告該等廠商，他們如此做是一項危險行動，同時對他們本身利益是有損的。廠商的簽署對全份證明書的準確性負有最終和法律上的責任。當廠商將一份簽署好的空白證明書交予別人，他將不能保證別人後來所填的資料是準確的。現提醒各會員，根據出口法例中有關來源證和英聯邦特惠稅證條例，虛報者可能罰款五萬元，並判徒刑一年。

▲閣下如果有遠行或從別處回港，或甚至仍在港停留，也請通知我們。各會員都知道其他會員的事，而我們則想知道所有各會員的情形。所以，如閣下有事時，請通知我們，並請附玉照一幀，以便「會訊」出版之用。

▲英國一間織造業設計公司願為本港廠家服務，會員如有意，可與下址接洽：
John Carr Doughty,
Design & Development Centre,
Carker Street, Leicester,
England.

× × ×

又訊：據統計，去年本會所發來源證申請書的數目，為實際所用的兩倍。本會對於申請書的費用，仍未決定收取與否，不過，會員須知申請書的印刷費用龐大，請不要浪費該等申請書。

短訊一束

▲各會員將會收到最近一期的「香港的世界」。該小型報紙是香港政府新聞處為供給海外人士有關本港消息而出版的。很多會員都需要該刊物多份，如閣下亦有同樣需要的話，請通知本會。

▲在蘇爾先生離港期間，工商業管理處長一職，現由佐頓副處長代行。佐頓先生仍將繼續負責執行商業關係的工作。

▲美國在曼谷的貿易中心將在一九六九年六月三日至六日，舉行一項有關鋁業技術和產品的研討會，並同時舉辦鋁業產品展覽。

參加此研討會係屬自願的，但參加者須自行籌備來曼谷的旅費及居住費用。

研討會將包括座談會，電影，示範及訪問工廠等秩序。詳細情形可到本會商業促進部查詢。

▲倫敦商會一間會員公司的董事經理狄克遜先生，將在五月二十五至三十日期間訪問香港，已在文華酒店定下房間。他的公司準備尋求代理商代理他們的「蘇格蘭威士忌酒」。會員如有意者，請直接與狄氏接洽。

▲一間美國商行，欲與本港廠家合作在香港設立一間生產和安裝抽水機的工廠。有意與該商行合作者，請與工商處助理貿易官李先生接洽，電話：四四八六八八。

▲英國政府贊助的「時代週刊」將在一九六九年九月九日出版一份有關香港的特別報告。會員如有意在這份報告中刊登廣告，請與下列人員及地址接洽：

Mr. John Williams,
Manager,

Special Reports Division,
Times Newspapers Ltd.,
Printing House Square,
London, E.C.4.

▲澳洲新南威爾斯州的「印刷及有關行業僱主聯會」最近成立一個出口小組委員會。該委員會包括三十一家，專門製造各種紙品與及供應多種服務。

又該僱主聯會屬下各會員公司都對有意對香港輸出產品，並且有意尋求香港的代理商。

各會員有興趣者，可與澳洲政府貿易專員公署或該僱主聯會接洽，地址：

The Printing And Allied Trade
Employer's Association,
414 Elizabeth Street, Sydney,
N.S.W., 2000, Australia.

本會前任秘書

祈爾先生事略

——悼祈爾先生之逝世

當各位會員獲知祈爾先生 (Mr. M. F. Key O. B. E.) 於一九六九年四月三日逝世的消息時，相信都會感到惋惜。

祈爾先生是在一九二二年開始加入本會為助理秘書，後來在一九二四至一九四七年間出任本會秘書。

在本世紀初年，祈氏在「菲列特街」受新聞記者訓練。當執行本會工作時，他常用他那強有分析力的腦子，去巧妙地運用他的英國語文，此可見諸兩次大戰期間，他為本會撰寫的年報。

祈氏為本港對英聯邦特惠稅有研究的專家之一。他在香港扶輪社會以「商業的蛇和階梯」為題作輕鬆幽默的演講，可惜他的演詞現已絕版。

祈氏除負責本會繁重的工作外，且出任很多公眾團體的委員、秘書、或司庫等職位。他對社會有這麼多的貢獻，所以他於一九三九年便獲頒授 O. B. E. 勳銜。

他安排在一九四三年退休的計劃，因本港被日本佔領而受到影響。在澳洲渡過一個短暫的康復假期之後，他於一九四六年二月返回香港，重開本會的辦事處。他很迅速辦妥這事，並繼續為會員利益而工作，直至他在一九四七年五月退休為止。雖然他在退休後只來港一次，他仍然很關心我們的工作，而且常與本會通訊。



THE HONG KONG GENERAL CHAMBER OF COMMERCE

NEWS FROM D.C. & I.

WITH MEMBERSHIP, TENDERS & TRADE FAIR INFORMATION

Sierra Leone

The Government of Sierra Leone has made certain amendments to its customs tariff which became effective from 7th February, 1969. Of the items affected the followings are of interest to Hong Kong:—

Sierra Leone Tariff No.	Description	Rate of Duty (ad val.)		H.K.'s domestic exports to Sierra Leone in 1968 (HK\$)
		Old	New	
61.01/02	Outergarments:— D. Containing man-made fibres:— (i) of 45% or more, men's and boys' (ii) other than (i)			176,532
71.16	Imitation jewellery:— A. Mainly of plastic material) B. Other)	45% 36½% 65%)	45% 45% 36½%) 65%)	445,413

(Mr. A. S. N. Cheung, Tel. No. H-247316)

South Africa

The Department has received information that the Government of South Africa has, with effect from 27th December 1968, withdrawn ordinary anti-dumping duty on torch filament lamps (B.T.N. No. 85.20.70) imported from or originating in Hong Kong. The official notice announcing the withdrawal was accompanied by an amendment to the South Africa customs tariff relating to the same item:—

B.T.N. No.	Description	Rate of Duty		H.K.'s domestic exports to South Africa in 1968
		Old	New	
85.20.70	Torch filament lamps	R.O.30 per 100 (equiv. to HK\$2.55 per 100)	R.O.55 per 100 (equiv. to HK\$4.68 per 100)	HK\$47,396

(Mr. A. S. N. Cheung, Tel. No. H-247316)

Malaysia

The Malaysian Government has inserted into the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measures) Order 1968, the following item which is of interest to Hong Kong:

Heading No.	Description	H.K.'s domestic exports to Malaya in 1968 (HK\$ '000)
62.02 112	Bed linen of cotton	129

This means that consignments of this item are prohibited from import into the States of Malaya without import licences.

Furthermore, Notice to West Malaysian Importers No. 4 of 1969, states that the import of the above item to the Principal Customs Area in the States of Malaya and Penang Island will also be subject to quantitative restrictions. Importers are required to prove their imports in 1967, and those without such proof will not be permitted to import the above mentioned item. Import licences will be issued every three months and will be restricted to quotas issued by the Malaysian Ministry of Commerce & Industry. The estimated quarter for the first quota commences from 6th February, 1968 and ends on 5th May, 1969.

On 30th December, 1968, the Malaysian Government promulgated: (a) The Surtax (Imports) Order 1968 which applies throughout the Federation except Lebuan and which cancels the Surtax (Imports) Order 1967. The Order provides for a surtax of 2 per cent to be levied on the value of all goods imported into the Federation, other than the items on a specific Schedule. None of the goods on the Schedule are, however, of interest to Hong Kong.

(b) The Customs Duties (Surtax) (Exemption) (No. 2) Order, 1968, which applies only to Penang and which cancels the Customs Duties (Surtax) (Exemption) Order, 1968. By this Order, importers of the goods described in the Schedule below are exempted from the payment of surtax imposed under the Surtax (Imports) Order, 1968. The exemption is subject to the following conditions:

(i) Such goods are imported only into Penang; (ii) Such goods are re-exported within a period of one year; (iii) Such goods are not consumed within Penang; and (iv) Any other conditions that may be imposed by the Comptroller General of Customs.

Heading No.	Description	H.K.'s domestic exports to Malaya in 1968 (HK\$'000)
09.02 100	Tea, black, leaf	119
09.02 110	Tea, black, dust	
09.02 200	Tea, green, leaf	
09.02 210	Tea, green, dust	

In a separate official notice the Malaysian Government announced that imports (except those from China) of the following item into the States of Malaya are no longer subject to import licences:—

Heading No.	Description	H.K.'s domestic exports to the States of Malaya in 1968 (HK\$'000)
60.03 2	Stockings, under stockings, socks, ankle socks,	352
3	sockettes and the like, knitted or crocheted,	
4	not elastic nor rubberized, other than of	
9	pure natural silk	

(Mr. K. Y. Lee, Tel. No. H-453939)

Venezuela

The Venezuelan Government have increased duties with effect from 6th April, 1969, on certain imports. Of the items affected, the following are of interest to Hong Kong:—

Tariff No.	Description	Rate of Duty (HK\$ per kilo gross)		H.K. Domestic Exports to Venezuela in 1968 (HK\$)
		Old	New	
812-04-01-1	Lampshades of cloth, paper, Bristol board, paper board, cellulose pulp, leather or imitation leather, skins or imitation skins, straw or imitation straw, plastic materials			65,155
	Of cloth	54.40	102.00	
	Of paper	2.72		
	Of paperboard	1.63		
812-04-04-5	Parts of all kinds of materials for lamps (bases, arms, supports, ceiling fittings, support fittings for lampshades, framework for lampshades and lamps, etc.)	Not available	40.80	170,141

(Mr. A. T. S. Cheung, Tel. H-247316)

Peru

The Government of Peru have extended to March 31, 1970 the ban on imports of certain non-essential goods which was originally due to expire on March 31, 1969. Of the goods subject to the ban, the following items are of interest to Hong Kong:—

Description	Hong Kong's Domestic Exports to Peru	
	1967	1968 (HK\$ '000)
Fruit prepared or preserved whether or not containing added sugar or alcohol	70	44
Macaroni, spaghetti and similar products	41	17
Umbrellas and sunshades	36	3
Outer and under garments and other articles, knitted or crocheted, not elastic nor rubberized	51	Nil
Men's and boys' outer garments	39	22
Women's and girls' and infants' outer garments	185	9
Men's and boys' under garments including collars, shirt fronts and cuffs	59	Nil
Transistor radios	79	8
Sauces: mixed condiments and mixed seasonings	115	9
Travel goods, handbags, wallets, purses, satchels, brief-cases, collar-boxes, dressing-cases, punches, toilet-bags, tool-cases and similar containers, of leather, of vulcanized fibre, of artificial plastic sheeting, of paper-board, or of textile fabric	86	2
Stockings, understockings, socks, ankle-socks, sockettes, and the like, knitted or crocheted, not elastic nor rubberized	65	Nil
Fish, salted in brine, dried or smoked	21	Nil

(Mr. A. T. S. Cheung, Tel. H-247316)

Australia

The Department has now received information that the Australian Department of Trade and Industry in Canberra had just decided to hold a separate enquiry regarding a request received from the Australian industry against imports of knitted shirts (Australian Tariff Item 60.04.100) and interested parties, either in support of or in opposition to the request, may now submit their views to the Australian Department of Trade and Industry for consideration. The results of the enquiry will be submitted to the Minister of Trade and Industry who may then refer the case to a Special Advisory Authority for enquiry and report within a period of thirty days. Any temporary protection which may be accorded on the recommendation of the Special Advisory Authority will be in the nature of a holding action pending Government consideration of the general question of protection for the industry following the usual inquiry and report by the Australian Tariff Board (as mentioned in paragraph 1 above) which in the light of past experiences can take quite a long time.

Pakistan

The Department has received a copy of Pakistan Government Gazette, Extra, containing details of the country's import policy for the shipping period 1st January to 30th June 1969. The policy follows the pattern of previous policies and comprises: (a) the FREE LIST. Items specified on the Free List do not require an import licence when imported into Pakistan. These include iron, steel and metal manufactures, chemicals and dyes, etc. which are not of present interest to Hong Kong. (b) the LICENSIBLE LIST. Items on this List require an import licence, when imported into Pakistan, and the basis of licensing for these items will be announced by the regional Controllers of Pakistan. Of the items on the List, the following are of interest to Hong Kong:—

Pakistan Import Trade Control Schedule No.	Item	Hong Kong's Domestic Exports to Pakistan in 1968 HK\$ '000
49/2	Journals, magazines and periodicals including daily newspapers (excluding horror-comics, anti-Islamic literature, obscene literature, and subversive literature).	246
30/2-3	Prepared drugs and medicines (allopathic) all sorts, n.o.s. put up for retail sale	1,471
32/8(i)	Printer's ink (excluding ink of the C. & F. value of Rs. 2.50 per lb. or below but including rotary printing ink).	27
55/2(i)	Cotton yarn (80 counts or above)	171
	(cotton yarn of all counts)	

(c) the CASH-CUM-BONUS LIST. Of the items included on this List none is of present interest to Hong Kong.

Items which are not included in the three Lists above are not permitted import into Pakistan.

A copy of the Pakistan Government Gazette, Extra, is available for inspection by interested persons in the Department's E.I.C. Library.

(Mr. K. Y. Lee, Tel. No. H-453939)

Zambia

The Government of Zambia has recently announced that with effect from 1st November, 1968, imports of a number of goods must be routed via Dar es Salaam. Of the items affected, the following are of interest to Hong Kong:—

Zambia Customs Code No.	Description	H.K.'s Domestic Exports to Zambia in 1968 HK\$
113	Domestic hardware	76,462
133	Hand tools	90,522
172	Glassware, chinaware, earthenware	88,252
269	Wooden furniture	57,384
282	Paper bags	77,331
297	Stationery	10,876
300	Clocks and watches	556,644

(Mr. T. H. Chau, Tel. No. H-431233)

Singapore

The Singapore Government Gazette dated 21st February, 1969 carries an announcement that imports of plywood need no longer be covered by specific import licences. In 1968 Hong Kong's domestic exports of plywood to Singapore were valued at HK\$60,650. (Mr. K. Y. Lee, Tel. No. H-453939)

MEMBERSHIP

Change of Name

AA Trading, 704 Star House, Harbour Centre, Kowloon.

(Formerly Star Ruby Tourist Consultants)

Arrow Travel Agency Ltd. Alexandra House, G/F, Hong Kong.

(Formerly Arrow Transport Agency Ltd.)

Ccmplex (Hong Kong) Ltd. Room 1803 Wang Kee Bldg. Connaught Road C, Hong Kong.

(Formerly Arrow International (HK) Ltd.)

Days International Limited, 603 Peter Building, Hong Kong.

(Formerly Days International Corp.)

L.M.N. Corporation Ltd. 101 Victory House, 5-7 Wyndham St., Hong Kong.

(Formerly L.M.N. Corporation)

Olympic Knitters Ltd. 32 Yan Oi Street, Ground floor, Kowloon.

(Formerly Olympic Beading Co.)

Kwok Cheung Metalware Mfty. Ltd. Inland Lot 3, Block A, 1/F, Chai Wan, Hong Kong.

(Formerly Kwok Cheung Metalware Mnfty.)

National Mercantile Ltd. 1206 Bank of Canton Bldg. 6 Des Voeux Rd. C., Hong Kong.

(Formerly National Mercantile Corp.)

Change of Address

Bank of America, St. George's Building, Ice House St. Chater Road, Hong Kong.

(Formerly Hong Kong Hilton Hotel)

Eisenberg & Co., Ltd. St George's Bldg. 7th floor, 2 Ice House Street, Hong Kong.

(Formerly 831-33 Centra Bldg.)

Goodyear Trading Corporation, 97 Chatham Road, Kowloon.

(Formerly Milton Mansion, 6/F)

Hongkong Maritime Co., Ltd. St. George's Bldg. 8/F, 2 Ice House Street, Hong Kong.

(Formerly Kayamally Bldg.)

The Hong Kong Textiles (Export) Co. Gee Fat Factory Bldg. 78-80 Fuk Tsuen St. 6/F. Tai-koktsui, Kowloon.

(Formerly 703 Wing Ting Bldg.)

Mark V International Ltd. 1705 Star House, 3 Salisbury Road, Kowloon.

(Formerly 97 Chatham Road)

Mido Company, 12-14 Tak Wah Street, Gr. & Mezz. floors, Tsuen Wan, N.T. Kowloon.

(Formerly 127 Tung Chau St.)

Olympic Knitters Ltd. 32 Choi Hung Road, 1st floor, San Po Kong, Kowloon.

(Formerly 32 Yan Oi Street)

Sarson Traders, Room 1519 Central Bldg. Hong Kong.

(Formerly 1720 Central Bldg.)

Shiro (China) Ltd. St. George's Bldg. 20th floor, Hong Kong.

(Formerly 831 Alexandra House)

Stewart & Co. 101 Windsor House, 1/F, Hong Kong.

(Formerly 606 Gloucester Bldg.)

World-Wide Buying Services (HK) Ltd. 1727-8 Star House, 3 Salisbury Road, Kowloon.

(Formerly 1025 Kowloon Comm. Centre)

World Wide Corporation. Duke Wellington House, 3/F, 14/18 Wellington St., Hong Kong.

(Formerly 40 Wyndham St. 3/F)

Astor Trading Co. Room 109 Yu To Sang Bldg. Hong Kong.

(Formerly 105 Yu To Sang Bldg.)

Bonnie Fashion Ltd. 803A Hang Chong Building, 5 Queen's Road C, Hong Kong.

(Formerly 88 Kowloon City Road).

Eastern Electronics Co., Ltd. St. George's Building, 21st floor, Central, Hong Kong.

(Formerly 1013 Alexandra House).

Ess Tee United Traders 403 Peter Bldg. 4/F, 58-62 Queen's Road, C, Hong Kong.

(Formerly 503 Mohan's House).

TRADE FAIRS

AUSTRIA

1. Vienna Ladies' Fashion Week — 13-16 April 1969 & 19-22 October 1969.
2. Paper, Office & Stationery Show — 24-27 April 1969.
3. Austrian Shoe Show — 21-22 September 1969.
4. Buyers' Fair for Glass, Porcelain, Household Goods and Hardware — 8-10 November 1969.

DENMARK The Second Scandinavian Fair for Agricultural Machinery and Fittings will take place in Copenhagen from 3rd to 7th December 1969.

BELGIUM The 24th International Fair of Flanders (Internationale Jaarbeurs van Vlaanderen) will take place in the Floraliepalace in Gent, from 13th to 28th September 1969.

U. S. A. The Chamber has received a notice from the State Fair of Oklahoma, 500 N. Land Rush Street, Fairgrounds, Oklahoma City, Oklahoma 73107, inviting members to visit and/or participate in their international show at the State Fair of Oklahoma, from 20th to 28th September 1969 and also from 26th September to 4th October 1970. Details of this Exposition of Adventures are on file with the Business Promotion Department at the Chamber.

AUSTRALIA In conjunction with the Instruments, Electronics, Automation, Control Equipment, and Communications Exhibition (26th-30th May 1969), a two-day conference entitled "Electronics and Industry" will be held in Melbourne during the same week. Interested members contact the Independent Trade Missions Ltd., 57 Royal Parade, Parkville, Victoria, Australia.

Cologne Fairs and Exhibitions 1970

January	Tuesday 20 to Sunday 25	International Furniture Fair
February	Sunday 15 to Wednesday 18	International Household Goods and Hardware Fair
March	Sunday 15 to Tuesday 17	SPOGA — International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture
April	Friday 17 to Sunday 19	International Fair FOR THE CHILD
May	Sunday 24 to Sunday 31	German Agricultural Society's 51st Exhibition — International Agricultural Show
August	Friday 28 to Sunday 30	International Men's Fashion Week
September	1st half	International Household Goods and Hardware Fair
September	1st half	IFMA — International Bicycle and Motor Cycle Exhibition
September	2nd half	International Fair of Lingerie, Foundation Garments, Underwear and Swimwear
October	Saturday 3 to Sunday 11	Photokina — World Fair of Photography
October	Friday 16 to Sunday 18	International Fair FOR THE CHILD
October	2nd half	SPOGA — International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture

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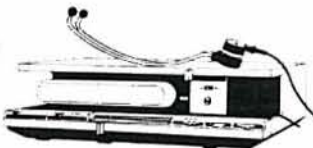
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IBM Representatives will be only too glad to discuss the above with you if you'd just phone us.

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