



THE HONG KONG GENERAL CHAMBER OF COMMERCE

BULLETIN

1st August, 1968

BOUND FOR BERLIN



HONG KONG GENERAL CHAMBER OF COMMERCE

(Established 1861)

9th Floor, Union House,
Hong Kong

Tel: 237177 Cables: Chambercom

THE BULLETIN

Aug. 1st

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THIS ISSUE

Our cover picture for this issue is taken on board the m.s. Schwabenstein showing some 200 crates containing samples of local products to be displayed at the West Berlin "Partners for Progress" Exhibition being loaded. Included in the shipment was a Hong Kong dragon's head which will be used in the central display area.

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15. Trade fairs and membership information.
16. Summary of news in Chinese.

Members are reminded that the contents of the Bulletin are confidential and not for publication.

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HKPC MEANS MORE FOR YOUR MONEY

PURPOSEFUL and practical is how they describe the offices on the fourth floor of Gloucester Building. The flooring is plain parquet in contrast to the fitted carpets of the executive suites and the desks are strictly utilitarian.

Yet this is the hardcore of the new Productivity Centre where highly qualified consultants do their work. The reason for their austere surroundings is that they are expected to spend most of their working days in factories where the environment is harshly different from the average Central District office.

"We don't believe in feather bedding our people," explained Mark Wong, the young executive who at present supervises the manpower development and operations side of the centre's activities. "If we make conditions too comfortable the consultants could find it difficult to translate themselves to the factory floor, which is where our main responsibilities lie."

Created just 16 months ago, the Productivity Centre is one of Hong Kong's intangibles. Heading the organisation is Mr. Wilfred Newton, a man with wide consultancy experience and who has been responsible for setting up similar organisations in Europe and Asia.

Overseas Recruiting

His principle is to adopt basic guide lines and mould the organisation to suit Hong Kong's particular needs. As a primary step recruiting was limited to those whose first language was Cantonese, Mandarin or Shang-hainese and the result has been an expatriate flow in reverse.

Indeed, apart from Newton, the only other Europeans employed in the Centre are the Head of administration and a publication officer for English language leaflets.

The majority of the 40 odd staff are Hong Kong born Chinese. Typical of these is Mark Wong. Wong, a London University graduate, worked for six years in the Joseph Lucas Organisation's Research Centre in Birmingham, becoming a group leader there before he joined the Centre at its inception.

"So far," explained Wong, "recruitment is one of our main problems. It is extremely difficult to find experienced graduates with the type of qualifications we seek here in Hong Kong. So we have to advertise overseas and that means asking people to leave well paid jobs in countries they have selected as giving them the best opportunities."

Staff Poaching

Once attracted back again to Hong Kong, however, the Centre is then faced with the task of keeping its consultants. "There is the constant temptation to join a local industrialist where ultimately the prospects could be much greater than with the Centre but I think, apart from the variety of the work here, most of us feel that what we are



Mr Wilfred Newton

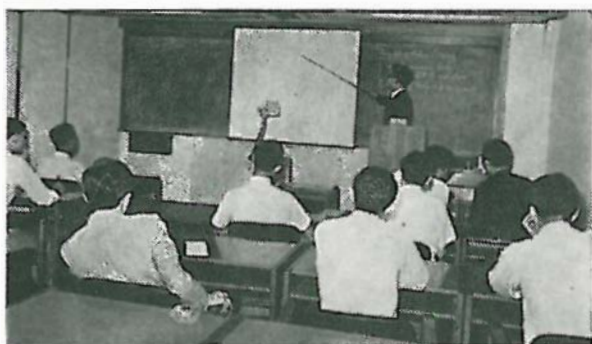
doing is for the good of Hong Kong and that is where the real compensation lies."

Just what does the Centre do?

In a nutshell the Centre's aim is to increase productivity. Indeed the actual phrasing used in the initial Working Party Report made to the former Governor, Sir Robert Black, in March 1963, was to "advise on measures which might be necessary to assist industry to attain greater productivity."

To this end the Government established the Productivity

Contd. on P.4



One of the important parts of the Centre's work is their lecture courses which range from plant layout to quality control. Right: Two consultants of the Centre working out a plant layout for their client.



Council under the Chairmanship of the Director of Commerce and Industry, the Hon. T.D. Sorby, and awarded it a subvention of \$11.4 million spread over five years. It was estimated the Centre would earn approximately \$1 million during this period making the total available funds of \$12.4 million.

Can it increase productivity?

Mark Wong was emphatic. The Centre does not take on a consultancy project unless it is satisfied that productivity can be increased. Before reaching this conclusion a preliminary survey is undertaken without cost and an assessment made of what can be achieved. This forms the basis of the consultancy agreement with the client.

Factory Planning

With the aid of scale models and several yards of tape he proved his point. A typical Hong Kong factory floor plan was produced with machines huddled together along one wall, basic material storage in a far-away corner, delivery ports at an extreme end, and together in an uncomfortable conglomeration, a group of manual workers.

"This is an actual plan of a factory making plastic cases for transistor radios. As business progressed, new machinery was ordered and placed haphazardly around the floor. The result was that a worker had to walk from one extreme end of the building to another for new materials. Storage space was badly utilised and the manual

workers were in an uncomfortable stuffy atmosphere.

"Within a fortnight we had drawn up new plans which would not only solve these accommodation problems but allow for additional expansion within the existing area."

But this is only one segment of the Centre's work.

"What we do become frequently involved in is assisting manufacturers to read technical drawings. A local manufacturer may have been granted the right to manufacture an American product under licence but when the technical drawings arrive together with the specifications that lay down definite standards the manufacturer is frequently at a loss to understand them. Indeed the process is often begun on a system of trial and error. We eliminate that. First, we study the specifications for say, a certain type of electric wiring and find out how it can be made. Then we dissect the drawings and guide the manufacturer through every step of the new process."

Fee-paying Basis

Wong quoted as an example a process now being investigated by the Centre for the manufacture of electric light bulbs and their involvement in assisting manufacturers to comply with the many various safety requirements needed for Christmas tree lights.

Technical assistance such as

this is given to manufacturers on a fee-paying basis judged on the amount of time needed by the Centre's consultant.

The other side of the work, management consultancy, is charged on a daily rate basis, and here the Centre will advise on anything from the streamlining of a small department to the complete re-organisation of an entire company.

"It's surprising, but many senior executives in a large company have no clear definition of their work. After studying a problem we will lay down specific job descriptions and draw up a complete organisation structure. Once this is implemented not only does production increase but it leads to better harmony in the enterprise."

Executive Recruitment

So successful has the Centre's Management Consultancy work been that they now assist in executive recruitment, taking a place on the appointing board and advising management on the type of candidate they think best suited for the job.

"In fact", said Wong, "we are frequently telephoned for advice on whether a company should transfer a man to another department or promote someone from within. In a way, we become like doctors, diagnosing trouble and then effecting the cure. And," he added, "we operate under a strict code of ethical conduct for our staff."

Another important part of the

Contd on P.14

PEOPLE AND PLACES

*A digest of Chamber news
and visitors.*

Chinese Opera in English



How would you like to enjoy a Chinese opera sung in English? It is only on one of those few occasions that you have the chance to watch one. Now Mr. Dennis Yeung, one of

the Chamber inspectors, who specialises in Chinese operas has arranged one of these operas at the City Hall from September 4 to September 7, 1968.

The opera "A Lizard Is No Dragon" will be performed by the Wah Yan Dramatic Society and is organised by Mr. Yeung, Chairman of the Chinese Opera Sub-Committee of the Island Junior Chamber. Proceeds from the opera will be used to cover expenses of the Fourth Pan Pacific Rehabilitation Conference which will be held from September 1 to September 7, 1968.

New Office Hours

The Australian Government Trade Commission office will be opened from Monday to Friday between 8.45 a.m. and 1.00 p.m. and 2.00 p.m. to 5.06 p.m.

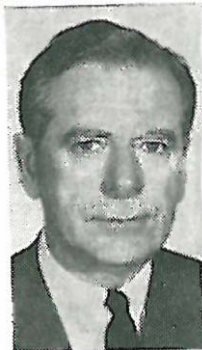
S. African Advertising

Mr. Neville Hickland of Adverto Advertising, Johannesburg, is expected to visit Hong Kong soon to advise on advertising and public relations in South Africa on behalf of Hong Kong firms. Members interested in meeting Mr. Hickland should contact the South African Trade Commissioner.



Mr. Mars Beguin, French Trade Commissioner and Consul in Hong Kong, presented a set of French Trade Directories to the Hong Kong General Chamber of Commerce. Mr. J. B. Kite, Secretary, is seen receiving the Directories from Mr. Beguin. The directories are available to members.

Canadian Bank Opens HK Office



The Canadian Imperial Bank of Commerce — one of the world's largest banks — has opened a representative office in Hong Kong.

The office, the bank's first in the Far East and the only representative office

outside the United States and Switzerland, has been established principally as a trade promotional and economic intelligence post.

The bank has appointed Mr. F. C. Schull as Far Eastern representative.

Mr. Schull, who has been with the Canadian Imperial Bank of Commerce since 1928, was formerly an international representative based in Toronto.

U.S. Chamber Official Retires

One of the first overseas Chamber's officials to visit Hong Kong after the Pacific War, has announced his retirement. He is Mr. John A. Sowers who was manager of the World Trade Department of the Los Angeles Area Chamber of Commerce.

Mr. Sowers was also executive secretary of the Chamber's World Trade Week for 23 years.

Secondary Technical Schools

Replying to questions by Dr. the Hon. S.Y. Chung, the Director of Education, the Hon. W.D. Gregg said he was in favour of increasing the technical content of the curriculum of secondary technical schools.

Mr. Gregg added that it might be possible, as a result, to cut down the time it took for a student to acquire a Technical College Certificate or Diploma.

ROUND ABOUT

Introducing a New Product



The World-Light Manufactory, Ltd., one of the Chamber firms, has manufactured a signal flasher for motorcars, which is used to regulate the flashing performance of the directional lights. This is

a new product developed by a Hong Kong company.



Operation Job-Hunt is a community service project designed in conjunction with The Star newspaper to help school-leavers get started in their careers in society. First started in the summer of 1966, it has by now become a welcome annual feature for employers and job-seekers alike. Through the Job-Hunt, employers have found the right employees and school-leavers their suitable jobs.

Staffed by seven students from the H.K.U., this year's Job-Hunt panel started working two weeks ago and have now received nearly 1,500 applications for jobs. Four thousand or even more applications are expected during the five weeks to come, before the end of the Operation. So far, the response from employers has been encouraging. Many have come forward and notified the panel of vacancies in their establishment but, naturally, applications far out number vacancies.

By far the most numerous of applicants are Form V Grammar school graduates. They may not be experienced in the commercial world, but they are all eager to learn and willing to learn.

Interested employers should call H-763353 or write to P. O. Box 15307.

Old Pennies Can Make Pounds

Now that the days of pounds, shillings and pence are numbered, it is becoming essential for visitors to Britain to check their change before spending.

When Britain goes decimal on February 15, 1971, coppers, threepenny bits, sixpences, shillings, florins, and half-crowns will be worth far more than their face value. In fact, many are already.

With enthusiasm, hoarders have begun looking for vital dates on coins of all kinds hoping to find a few that could mean big money.

Certainly, Irish banks are hoping to cash in on Britain's small change. It is said that £100,000 worth of coins have crossed the Irish Sea either to be melted down for their silver content or traded for their antique value in years to come.

So if you're touring Britain keep your eyes open. There may be a very, very rare 1952 half-crown in your pocket.

There were literally only a handful minted the year George VI died because the Royal Mint was switched to turn out commemorative medallions for Queen Elizabeth's coronation. If you are lucky enough to find one take it to the British Numismatic Society and ask them to auction it. You may collect around £1,000.

But don't ignore other coins. As a general guide, remember that the silver in coins minted up to 1942 is worth at least 80 per cent more than the face value they offer today. Certain years, when only a few were turned out, push up the value still more — and it goes higher if the condition of the coin is good.

George V half-crowns — 1911-1936 — sell at a basic 5s to 12s 6d with florins fetching from 4s 6d to 12s 6d. Shillings during this era cost from 2s 6d to 5s at a dealer's shop.

And even if you ignore pennies you may be turning money away. Pennies minted in 1902, for instance, will sell over the counter at 4s or as much as £4 15s 0d in mint condition.

Remember the humble farthing? They have been withdrawn from circulation now, but if you want to buy one it will cost anything from 6d (most years) to £3 (1910 mint condition).

So if you're coming to Britain check your change first before you spend it. It might offset the BOAC air fare — or even cover it altogether! — Contributed by B.O.A.C.

Bank's Confidence

Speaking at the foundation stone laying ceremony of the Hongkong and Shanghai Banking Corporation's Mongkok Office, the Governor, Sir David Trench said the building was an eloquent testimony to the Bank's confidence in the continued growth and prosperity of Hong Kong.

"The most recently published banking statistics show that the confidence of the banks has been fully justified. Total deposits at the end of May were \$9,088 million, \$115 million higher than in April, 1967. At the same time, the banks' total loans and advances total \$5,552 million, which is also a record figure," the Governor pointed out.

Referring to Hong Kong's domestic exports last year which increased by almost 17 per cent and re-exports by 13½ per cent, Sir David said: "without the knowledge, experience and facilities provided by the banks, Hong Kong would not have been able to achieve such remarkable growth in its trade with all that means in improving the well-being of all its citizens."

Hong Kong Trade

The Chamber has available for members the following trade statistics analysed from the published figures of the Census and Statistic Department of the Government: Hong Kong overall trade, Hong Kong trade with U.K., U.S.A., Canada, West Germany, Sweden, Norway, Denmark, Switzerland, Belgium, Italy, Japan, Australia and the Netherlands.

Trade Marks

Following a comment by Mr. H. Hefti of Ed Keller & Co. Ltd., when he seconded the adoption of the Chamber's Report and Accounts earlier this year, that legislation of trade marks is over complicated, the Chamber plan to issue an explanatory leaflet on the Trade Marks Ordinance.

The leaflet will be made available to all members.

This decision follows talks between officials of the Trade Mark Registry and the Chamber during which it was said that legal experience was not necessary to handle an application.

"Empire Made"

The description "Empire Made" should be abandoned in favour of "Hong Kong Made".

This is the opinion of members of the Chamber's Exports Sub-Committee when asked to comment on newspaper reports that the British Government may ban the words "Empire Made" on Hong Kong products.

The six members of the sub-committee, Mr. A.C.W. Blaauw, Mr. N.J. Booker, Mr. N.A. Ebrahim, Mr. Henry Fung, Mr. N.P. Pavri and Mr. H. Schneider, generally agreed that it would be advisable to drop the "Empire Made" description, but if this was to be enforced at least eight months to a year's notice should be given.

In the D.C. & I's opinion the "Empire Made" mark should be abolished because Hong Kong's high grade products no longer warrant anonymity and few buyers would, in any case, not realise that products marked "Empire Made" originate from Hong Kong. The department adds that the quality of Hong Kong products is now well known throughout the world.

Once the Protection of Consumers Bill is approved in Parliament, the Board of Trade will have the power to insist on "Made in Hong Kong" to appear on every manufactured product imported from Hong Kong.

Selling Hong Kong

At a recent BBC interview Mr. Jack Cater, Executive Director of the Trade Development Council, commenting that Hong Kong was said to produce cheap and shoddy goods flooding the markets for a cheap profit, said this was not so.

"Hong Kong has moved into the more sophisticated products, he said, "we are now well into electronics, we produce transistor sets and transistors, and we are considering the setting up of a watch industry with assistance from Swiss manufacturers."

The disturbances of last year had no effect at all from an industrial production point of view, added Mr. Cater.

Manpower Survey

A special survey on the present manpower situation and future needs of the building and civil engineering industries in Hong Kong will be conducted by the Labour Department with the assistance of the Hong Kong Technical College during August.

The survey is designed to find out the number of workers employed, the number of apprentices at present under training and normal weekly hours.

Reappointed to Legco

Mr. G. R. Ross, Acting Chairman of the Chamber, has been appointed to be provisionally an unofficial member of the Legislative Council during Mr. Michael Herries' absence, while Mr. T. K. Ann has ceased to be provisionally an unofficial member of the Council following the return of Mr. Fung Hon-chu.

Simplified Documents

More than 800 members of the Chamber—a record audience—attended a demonstration of the new Simpler Export Documents. The demonstration, which was given by Mr. Ian Tomlin, Chairman of the Exporters' Association and Chairman of the Working Party appointed to draw up the new documents, was attended by representatives of D.C. & I.

Mr. Frank Goldberg of the T.D.C. and a member of the working Party made a second demonstration.

Using overhead projectors, the new documents were flashed on a screen behind the speakers in the City Hall, while their meaning was explained. At the same time, two typists, one completing the new forms, the other working on the old forms, showed a comparison in speed between the two styles.

The new forms were drawn up by Mr. Ralph Lindross of N.C.R., Hong Kong.

Members interested in obtaining the new forms should contact the Chamber.

Expo '70

Local handicrafts will be displayed in the Hong Kong pavilion at Expo '70. Among the demonstrations will be jade carving, coromandel work, wig making, wood carving and ivory carving.



The first shipment of Hong Kong made garments sent in Hangacartons to Europe left on the EAC Lines m.s. Ancona, for Hamburg. The shipment consisted of 40 cartons stacked on five pallets.

APL President Visits Hong Kong

Mr. Raymond W. Iekes, President of American President Lines, recently arrived in Hong Kong from Taipei for a short visit.

One of the most prominent and distinguished shipping executives in America, Mr. Iekes is making a combined business and pleasure trip around the world visiting APL offices and agents.

Mr. Iekes has been in the shipping business for many years. He was elected President of American President Lines in 1965.

Shipbuilding Survey

A special survey has been carried out by the Labour Department with the assistance of the Hong Kong Technical College to assess the present manpower situation and future needs of the shipbuilding and ship repair trades.

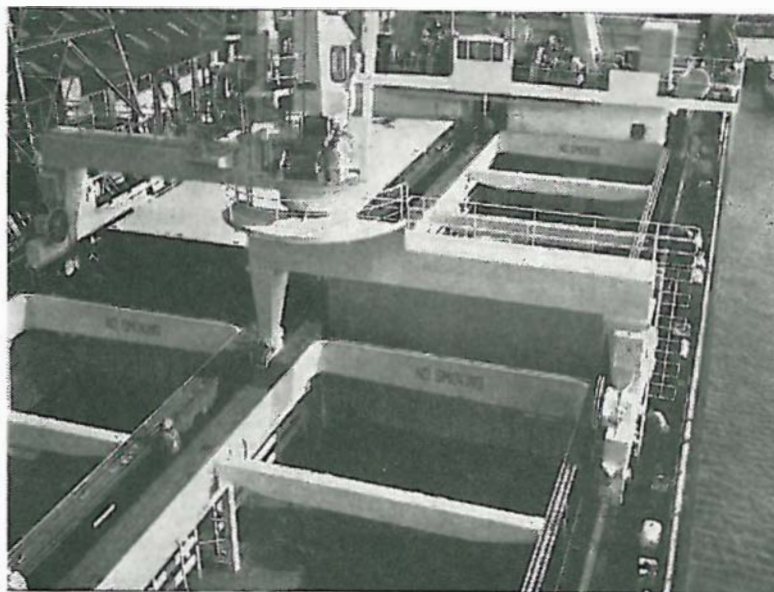
"The information collected will be handled in strict confidence and will be published only in the form of statistical summaries without reference to any individual shipyard," said a spokesman of the Shipbuilding and Ship Repairs Industrial Committee.

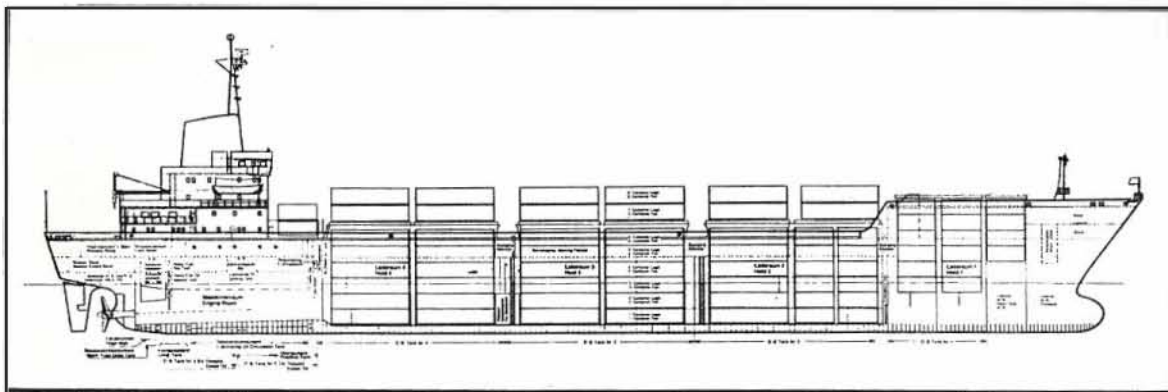
THE PORT

Latest addition to the EAC Lines fleet of cargo liners is the m.s. Atrevida, which has been acclaimed for her outstanding cargo handling facilities.

The Atrevida is an "open" ship designed to handle unitized cargo on pallets, flats and in preslung bundlges.

With a cruising speed of 22 knots, the Atrevida is equipped with the largest main engine to be installed in any of the EAC Lines' high speed cargo liners.



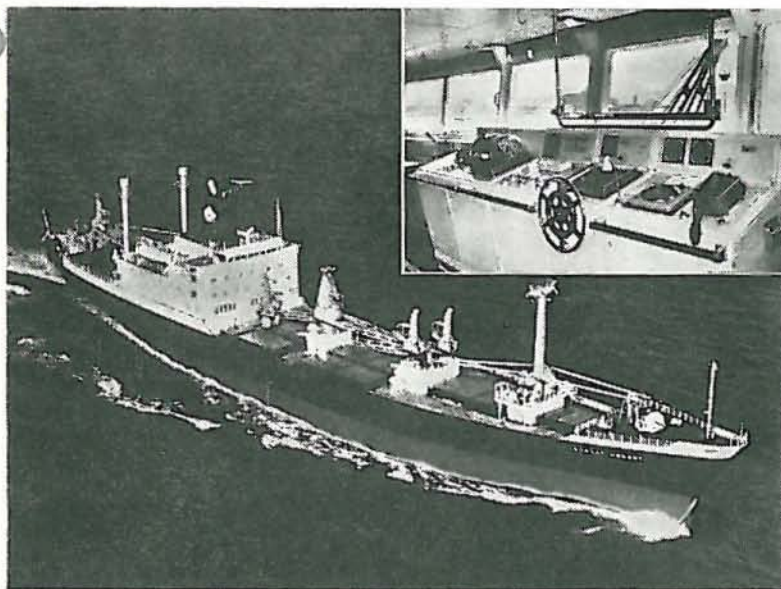


The first freighter to be fitted with stabilisers was launched last month for HAPAG and North German Lloyd. She is the 10,800 ton Elbe Express shown opposite and above.

The Elbe Express is the first of a series of four of the same class to be built in Hamburg.

The construction of these new full container ships has been based on the latest technical development which should prove that these specialised ships will operate in the most economical and rational way possible, say the new owners.

The new ships will have a capacity of 728 20' containers. In the last 15 years, HAPAG and North German Lloyd have carried about 50,000 containers of all types in their conventional ships.



R. I. L.'s latest motor vessel, Straat Hobart arrived in Hong Kong last week. The Straat Hobart is the third of a series of four fast all purpose cargo vessels built in Japan for Royal Inter-ocean Lines' Far East-Africa-South America service.

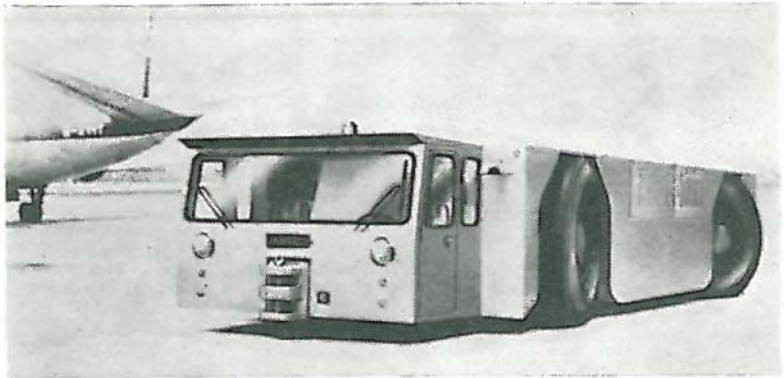
The Straat Hobart has a deadweight tonnage of 12,650 tons and a total bale space of 630,000 cubic feet which includes 61,000 cubic feet of refrigerated space.

In the wheelhouse a "bridge consul" is provided in front, carrying all apparatus for navigation and steering, telegraph and telephones.



Roger Moulding, BOAC Cargo Sales Officer in the Far East, has left Hong Kong for Manchester. Mr. Moulding, who has been in Hong Kong for four years, takes up his new job as Cargo Sales Manager in Manchester, England, on August 1st.

Mr. Moulding is pictured with his farewell gift from his colleagues — a finely carved ivory chess set.



BOAC has placed an order for three "airtugs" shown above, for delivery next year.

These airtugs will be used for towing BOAC's eleven giant Boeing 747 jetliners, which are due to enter service in 1970. The airtug has a 600 horse power engine and can tow jumbo jets weighing 350 tons at 20 miles an hour.

Shipping Strike

Members are warned that there appears the possibility of a strike which will close all Atlantic and Gulf Coast ports in the United States, after September 30th.

It is suggested that exporters intending to ship cargo to these ports, due to arrive about September 15th, obtain authority from their buyers for shipments

to be despatched to other U.S. ports or by air. It is also suggested that all Letters of Credit in hand, or subsequently received, which call for shipment to U.S.A. Atlantic or Gulf Coast ports, be amended accordingly.

For shipments to affected ports covered by Letters of Credit, it will assist banks if exporters submit with their shipping documents a recent confirmation from buyers that payment will not be delayed in the event of a strike preventing delivery of cargo. It will be appreciated that there may be many diversions of cargoes and that it may be possible to ensure that shippers' interests are properly protected by insurance and in any case such insurance may be extremely expensive.

The Hongkong and Shanghai Banking Corporation will give assistance to members who telephone H-222011 extension 372 or 367.

Money Matters

The Colony's accounts for May, 1968, show a deficit of \$18.8 million. This compares with a deficit of \$13 million for May, 1967 and \$22.6 million for May, 1966.

Both revenue at \$109 million and expenditure at \$128 million are up on the figure of May last year: revenue by \$217 million and expenditure by \$8.6 million.

The accumulated surplus of \$216 million compares with \$16.1 million at the same time last year.



Two Chamber member firms have collaborated over one of Hong Kong's more novel ventures — a helicopter service. The two companies are K.S. Pavri & Sons Ltd., and Messrs. Dhabher & Son, who together have launched Dragonfly Helicopters Ltd.

Their first machine (pictured above) is a Bell 47G-5 which is equipped with floats, skids, sling kit and cargo rack. Tourists, keen to take a quick look round Hong Kong, have been among the first passengers but one of the company's directors, Mr. N.P. Pavri, visualises much wider use for the helicopter.

NEWS FROM D. C. & I.

Venezuela

The Government of Venezuela has made certain tariff changes in its customs. The following amendments are of interest to Hong Kong:—

Venezuela Tariff Item No.	Description	Rate of Duty (HK\$ per kilogram gross)		H.K.'s domestic exports to Venezuela in 1967 (HK \$)
		Old	New	
699-08-02	Pins (except hat pins and other ornamental pins and drawing pins), safety pins, hairpins and hair curlers.			
	Of iron or steel:—			
	A. Unpolished; tinned gal- vanised or painted	0.54)		
	B. Polished or copper- plated	1.63)		
	C. Nickel-plated or chromium	2.72)		
	Of copper	1.02)	10.90	117,788
	Of aluminium	1.63)		
	Of base metals, n.e.s.	1.63)		
	Hair pins without springs ..	4.08)		
699-13-02-1	Kitchen utensils of iron or steel, coated or not:—			
	A. Enamelled or glazed ...	0.01)		
	B. Not specified	5.44)	6.80	2,554,161
699-14-01-1	Kitchen utensils of aluminium, coated or not:—			
	A. Pressure	0.27)		
	B. Unspecified	6.80)	6.80	452,559

(Mr. A. S. N. Cheung, Tel. No. H-431233)

Algeria

The Algerian Government announced certain increases in customs tariff and the following items are of interest to Hong Kong:—

Algeria Tariff Item No.	Description	Rate of Duty (Ad Valorem)		H.K.'s domestic exports to Algeria in 1967 (HK\$)
		Old	New	
Ex 39-07	Articles of materials of the kinds described in Heading Nos. 39-01 to 39-06			
	E. of other materials:			
	Waterproof clothing, hoods, aprons, etc., of other materials	18%	46%	(all plastic materials) 105,738
	Other articles of other materials	18%	46%	(all plastic 50,063 materials)

(Mr. A. S. N. Cheung, Tel. No. H-431233)

Mauritius

The Government of Mauritius introduced a number of revised duties in the Mauritius Customs Tariff which became effective from 11th June, 1968. Of the items affected by these changes, the following are of interest to Hong Kong:—

Mauritius Tariff Item No.	Description	Unit	Rate of Preferential Duty		H.K.'s domestic exports to Mauritius in 1967 (HK \$)
			Old	New	
652-02	Cotton fabrics other than grey (bleached, dyed, mercerized, printed or otherwise finished)	Ad Valorem or specific	10% or HK\$0.22 per sq. meter	20% or HK\$0.44 per sq. meter	2,604,760
656-04.1	Bed linen, table linen, toilet-linen and kitchen-linen of cotton	Ad Valorem	10%	20%	150,069
669-13	Household utensils of iron and steel whether enamelled or not	Ad Valorem	7.5%	20%	199,779
721-02.1	Electric batteries for torches .	Ad Valorem or specific	10% or HK\$0.22 per doz.	20% or HK\$0.66 per doz.	261,929
841-02.4	Underwear — singlets, under-vests, knickers, shorts, drawers, knit or made of knitted fabrics of materials other than silk or synthetic fibres	Ad Valorem or specific	5% or HK\$0.11 each	20% or HK\$0.33 each	203,568
841-03.2	Outerwear, knit or made of knitted fabrics of other materials	Ad Valorem or specific	5% of HK\$0.17 per garment	20% or HK\$0.44 per garment	341,615
841-04.2	Pyjamas, other than knitted of materials other than silk or synthetic fibres	Ad Valorem or specific	15% or HK\$0.17 per suit	20% or HK\$1.76 per suit	71,533
841-05.2	Shirts of materials other than silk or synthetic fibres, excluding those commonly known as T shirts	Ad Valorem or specific	15% or HK\$1.38 each	20% or HK\$1.98 each	127,874
831-02	Handbags, wallets, purses, pocket books and similar articles of all materials	Ad Valorem	—	20%	188,857

(Mr. A. S. N. Cheung, Tel. No. H-431233)

Ceylon

Further to C. I. Circular No. 39/68 dated 6th June 1968, the Ceylonese Government has included, with effect from 31st May 1968, the following item of interest to Hong Kong to the schedule of goods under Open General Licence:—

Item No.	Description	Hong Kong's domestic exports to Ceylon in 1967 HK\$
684.22	Plates, sheets and strips of aluminium (excluding corrugated sheets)	1,125,791

(Mr. M. P. C. Chan, Tel. No. H-453939)

Malagasy Republic

The Malagasy Republic has issued a list of global import quotas for April-September 1968. The following items are of interest to Hong Kong:—

Description	Quotas April — Sept. '68 (HK\$ '000)	H.K.'s domestic exports to Malagasy Republic in 1967 (HK\$ '000)
Hosiery and knitted goods	50	28
Domestic ware, tools and cutlery; miscellaneous articles of base metals except storm lanterns	221	961
Clothing and accessories, tarpaulins, sails, blinds, tents and camping goods	398	112

(Mr. A. S. N. Cheung, Tel. No. H-431233)

France

The Government of France has imposed temporary import restrictions on certain products with effect from 1st July 1968. These restrictions apply to imports from all sources and will, in most cases, remain in force until 31st December 1968.

Of the items affected by these temporary restrictions, those of interest to Hong Kong are already covered by quotas imposed by the French Government specifically on imports from Hong Kong. The Department has received confirmation that these specific quotas, which were announced in Commercial Information Circular No. 31/68 of 18th April 1968, will not be affected by the newly imposed global restrictions. In other words, if an item appears both on the list of specific quotas for Hong Kong and on the list of global quotas, the French Government will regulate imports of the item from Hong Kong in accordance with the specific Hong Kong quotas and not the global quotas.

The French Government has also announced that imports of the following items from Hong Kong have been liberalised (i.e. no longer subject to quota restrictions):—

French Customs Tariff No.	Description
50.09	Fabrics of silk or waste silk (schappe)
71.16	Imitation jewellery
ex 90.07	Still cameras and parts

(Mr. J.C.C. Chan, Tel. No. H-451919)

Australia

Dumping Duties

Further to O.T.R. Circular No. 38/67 dated 21st December 1967, the Department has received information that the Australian Government has announced that, on the basis of Tariff Board's report of enquiry, Bed Sheets, Pillow Cases, Bolster Cases and Fabrics of a kind suitable for Bed Sheeting, Pillow Casing and Bolster Casing imported into Australia for home consumption from Hong Kong, China (Mainland), Bulgaria, Czechoslovakia, Hungary and Poland are subject to **dumping duties**. If sales of these items are made to Australia at f.o.b. Export Prices which are less than those which the Australian authorities regard as 'normal values' for the country of export, dumping duties equal to the differences between the two prices will be imposed.

The 'normal values' are operative retrospectively to 20th February 1967, since which date importers have been required to post cash securities, equal to the difference between f.o.b. prices and the prescribed 'normal values', for the above-mentioned goods entered into Australia for home consumption.

The items affected and their 'normal values' converted into Hong Kong dollars are at Enclosure 1.

Hong Kong's domestic exports to Australia of the goods concerned were valued at HK\$257,842 in 1967.

The Department of Trade and Industry in Canberra is holding an enquiry regarding a request received from the Australian industry for a review of pro-

tection and, pending the outcome of that review, temporary protection against imports of Men's and boys' undergarments, including collars, shirt fronts and cuffs, other than knitted or crocheted; Shirts, not being nightwear; Shirt fronts with or without collars (Tariff Paragraph No. 61.03.100)

Hong Kong's domestic exports to Australia for this item were valued at HK\$2,975,944 in 1967 and HK\$1,049,648 in January — May, 1968.

Interested parties, either in support of or in opposition to the request, have been invited to submit their views to the Department of Trade and Industry for consideration. The Department will submit the results of the enquiry to the Minister of Trade and Industry who may then refer it to a Special Advisory Authority for enquiry and report. Any temporary protection which may be accorded on the recommendation of the Special Advisory Authority is in the nature of holding action pending Government consideration of the general question of protection for the industry following the usual enquiry and report by the Tariff Board.

O.T.R. Circular No. 19/66 dated 25th April 1966 gave details of a preference scheme introduced by the Australian Government for imports of various items from less-developed countries. A subsequent extension of the scheme, as well as certain amendments to it, were notified by O.T.R. Circulars No. 25/67 and No. 13/68 dated 14th November, 1967 and 17th February, 1968 respectively. Fifty-eight further items have now been included in the scope of this scheme.

Contd on P. 14.

Australia

— *Contd.*

For ease of reference a consolidated, up-to-date list of all items subject of the Australian preference scheme is attached as Enclosure 1. This list gives details of all items for which preference quotas have been established, the amount of such quotas, the preferential rates of duties and imports into Australia from Hong Kong of the items concerned. Enclosure 2 lists specified handicraft products, i.e., certain traditional, hand-made products of cottage industries which are admitted duty-free without quota limitation.

All less-developed countries which are entitled to benefit from the preference scheme are listed at Enclosure 3. Hong Kong is included in the list, but

quota year. Invitations to apply for quota are circulated in Australian Customs and Excise Notices distributed to importers, customs agents, etc. in Australia; the invitation to apply for quota for the first period in 1968 expired on 31st May last. Generally however, such invitations are issued some two months before the beginning of each quota period; e.g., invitations for the second quota period commencing January 1969 will be issued in Australia some time in October 1968.

Since quotas are allocated only to importers in Australia, exporters wishing to benefit from the preference scheme should contact their importers. The Associated Chambers of Commerce of Australia and

Ex. 62.05.19	Other textile articles
85.09.4	Dynamos as used in lighting sets
85.09.51	Bicycle lamps
85.09.59	Lamps used in lighting sets
85.09.6	Warning devices and reflex rear lights for vehicles, etc.
94.01.191)	Chairs and lounges of wicker bamboo and
94.01.21)	cane, with or without legs
94.01.13)	
94.01.199)	
94.01.22)	
94.01.292)	Other furniture
94.01.299)	
94.03.2)	
94.03.9)	
97.03.9	Toys
98.15	Vacuum flasks and parts

is excluded from preferential treatment on the following items —

Quotas are allocated only to Australian importers who must apply to the Australian Department of Customs and Excise for allocations. While quota limits are set on an annual basis, for administrative purposes the quota year is divided into two six-monthly quota periods. The first period begins on 1 July each year and the second on 1 January. For each quota group of products, half of each annual quota is made available for the first quota period; the remaining half of the annual quota (plus any part of the quota not allocated in the first period) then becomes available for use in the second period. Any unallocated part of the quota lapses at the end of the second period in each

capital city Chambers of Commerce in Australia undertake to pass on to interested members any such enquiries from overseas provided that clear and specific reference is made to the Australian system of preferences for developing countries.

Goods entering under the preference scheme are subject to certain origin rules and documentation and certification requirements. Full details of the Australian preference scheme are available for perusal at the Department's Commercial Relations (General) Registry, Fire Brigade Building, 2nd floor, Hong Kong.

(Mr. M. P. C. Chan,
Tel. No. H-453939)

TENDERS

HONG KONG

Tenders are invited for the supply of:—

- PT/62/68 Supply, installation and commissioning of 24-booth language laboratory.
- PT/63/68 Electric cookers.
- PT/64/68 Domestic refrigerators.
- PT/65/68 Asbestos refuse chutes for Resettlement Department.
- PT/66/68 4" butt hinges.
- PT/67/68 Unbleached calico.
- PT/68/68 Rubber and canvas footwear.
- PT/69/68 Webbing equipment and cap badges.

Tender forms and further details are available from The Procurement Division, Stores Department, Oil Street and the Public Enquiry Centres, Kowloon and Hong Kong.

Productivity

— *Contd.*

Centre's work is their lecture courses. These are usually held in afternoon and evening sessions on subjects which range from plant lay-out, to quality control and production planning. One obstacle in overcoming translation difficulty has partially been eliminated by the building of a bank of technical phrases in English and Chinese. But to the Centre, their biggest breakthrough has been achieved in follow-up sessions after the lectures.

Follow-up

"We feel," said Wong, "for our lectures to be really successful our students must be able to return to the factory and implement what they have been taught. For this reason we have established the practice of follow-up where we go back to the factory with the student and show him how he can successfully apply his new knowledge."

The Centre aims at quality not quantity in its training programme and so all classes are limited to about 22 participants to ensure that the instruction given can be completely supervised particularly in relation to the practical side. "Training to be effective must be given in depth" said Wong.

TRADE FAIRS

ITALY. The 5th International Market-Exhibition of Drawings for the Textile Industry will take place in Busto Arsizio, Italy, from 22nd September to 6th October 1968. For further information contact the Italian Trade Commission, Hongkong.

KOREA. The First International Business Machines Show will be held in Seoul from 2nd to 8th September 1968. (Originally scheduled for 3-12 September 1968).

JAPAN. The 8th Tokyo International Fair, organized by the Tokyo International Trade Fair Commission, C.P.O. Box 1201, Tokyo, will be held from 17th April to 6th May 1969.

MEMBERSHIP

New Members

All Nations Industrial & Tdg. Co. 602 Mary Bldg. 71-77 Peking Rd. Kowloon.

Artloon Wigs Products Factory 303 J. Hotung House, 15 Hankow Road, Kowloon.

Creative Products Co., Ltd. Room 803 Man Yee Bldg. Hong Kong.

Dragon Yung Garment Factory 124 Yu Chau Street, 1/F, Kowloon.

Far East Manufacturers & Shippers 818 Kowloon Commercial Centre, Kowloon.

Fidelity Supplies Corporation 1402 Jam Fair Bldg. 39 Des Voeux Road C, Hong Kong.

Frank Lau & Sons Trading Co. 1535 Kowloon Commercial Centre, 3 Salisbury Road, Kowloon.

Inter-Islands Metals & Minerals Ltd. Pacific House, 6/F, 20 Queen's Road C, Hong Kong.

Kamtex International Ltd. 1635 Central Building, Hong Kong.

Oceanic Impex Company 411A Yip Fung Bldg. 16-18 d'Aguilar St. Hong Kong.

On Cheung & Company 1703 Wing On Central Bldg. Hong Kong.

Taiko Corporation 423 Tung Ying Bldg. 100 Nathan Road, Kowloon.

1968 International Trade Fair Calendar

August
August
August
August

August

Aug.-Sept.

Aug.-Sept.

Aug. 3-11

Aug. 4-19

Aug. 5-10

Aug. 6-20

Aug. 8-18

Aug. 10-25

Aug. 13-Sept. 17

Aug. 14-20

Aug. 14-29

Aug. 15-18

Aug. 16-22

Aug. 16-25

Aug. 16-25

Aug. 17-Sept. 2

Aug. 19-24

Aug. 19-24

Aug. 20-Sept. 20

Aug. 21-25

Aug. 23-25

Aug. 24-Sept. 6

Aug. 26-29

Aug. 26-29

Aug. 28-Sept. 2

Aug. 28-Sept. 14

Aug. 30-Sept. 17

Aug. 30-Sept. 3

Aug. 30-Sept. 8

Aug. 30-Sept. 14

Aug. 31-Sept. 3

Aug. 31-Sept. 4

Aug. 31-Sept. 8

Aug. 31-Sept. 9

Sept. 12-22

Oct. 3-11

Oct. 18-20

— Tokyo, Japan — Printing
— Kingston, Jamaica — Agriculture
— Cologne, Germany — Men's Fashion
— Cologne, Germany — Dental Equip.
— Cologne, Germany — Clothing Manufacturing Equip.
— Messina, Italy — General
— Pordenone, Italy — General
— Pretoria, South Africa — General
— Halsingborg, Sweden — Antiques
— Messina, Italy — General
— Edinburgh, Scotland — Data Processing
— Leningrad, U.S.S.R. — Fishing
— Klagenfurt, Austria — Wood Products
— Rio de Janeiro, Brazil — Textiles
— Gubbio, Italy — Artistic Ceramics
— Marsala, Italy — Wine
— Bilbao, Spain — General
— Aalborg, Denmark — Furniture
— Copenhagen, Denmark — Chemicals
— Hamburg, Germany — Food Products
— Malmo, Sweden — General
— Vancouver, Canada — General
— Johannesburg, South Africa — Plastics
— Sydney, Australia — Engineering
— Izmir, Turkey — General
— Fredericia, Denmark — Civil Service
— Copenhagen, Denmark — Education
— Kabul, Afghanistan — General
— Montreal, Canada — Gifts
— Utrecht, Netherlands — Perfume
— Zurich, Switzerland — Electronics, Photo
— Bath, England — Home Furnishings
— Vigevano, Italy — Shoes, Leather, Machinery
— Dusseldorf, Germany — High Fidelity Equip.
— Wels, Austria — Agriculture
— London, England — Handicrafts
— Riccione, Italy — Postage Stamps
— Offenbach, Germany — Leather Goods
— Halsingborg, Sweden — Maritime
— Luxembourg, Luxembourg — Furniture
— Zagreb, Yugoslavia — General
— Skopje, Yugoslavia — Tobacco & Machinery
— Belgrade, Yugoslavia — Fashion, Furniture, Design

Tat Kee Manufactory 416 Un Chau Street, 2/F, Kowloon.

Triwoods Fishnet & Twine Co., Ltd. 54 Tsun Yip Street, 3/F, Kwun Tong, Kowloon.

Yee Hop Yuen 158 Queen's Road West, Hong Kong.

Change of Address

T. C. Enterprises Ltd. 611 Pioneer Bldg. 748A Nathan Road, Mongkok, Kowloon. (Formerly 1502 Ka Wah Bk. Bldg.)

Goodhope Export Company Room 2210 Realty Building, 71 Des Voeux Road, C Hong Kong. (Formerly 804 Kwong On Bank Bldg.)

Inland Company Ltd. 311 J. Hotung House, 5-15 Hankow Road Kowloon.

(Formerly 647 Alexandra House)

Man Chong Rattan Co. (H.K.) Ltd. 39-41 Wellington Street, Lucky Bldg. 5th floor, Hong Kong.

(Formerly 802 Central Bldg.) Prosperity Clothings Co. Room 1217 Kowloon Commercial Centre, Kowloon.

(Formerly 1618 Central Bldg.) Welchosen Export Corporation Room 1218 Kowloon Commercial Centre, Kowloon. (Formerly 1619 Central Bldg.)

Change of Name

British Orient Weddel Ltd. 811-813 Edinburgh House Hong Kong. (Formerly Sino-British (H.K.) Ltd.)

香港總商會

刊週雙

一九八六年八月一日

香港貨應用

「香港製造」字樣

香港總商會出口委員會的委員，最近曾接受報章詢及有關英國政府將禁止香港產品使用「帝國製造」字樣一事，他們認為「帝國製造」字樣應予廢除，改用「香港製造」字樣。

該委員會的六位委員，原則上同意廢除「帝國製造」的字樣，但最底限度要在八個月至一年前通告執行。

工商業管理處亦認為「帝國製造」字樣應予廢除，因為小部份買家並不認識印有「帝國製造」字樣的貨品，即是來自香港的。目前，香港產品的品質，在全世界都有盛名的。

當消費者保護議案呈交國會通過時，貿易局將有權力將「香港製造」字樣加與所有由香港輸入的產品。

僱主們，你需要人材嗎

請支持「職業介紹」運動

你想找一位敏捷而又勝任的職員嗎？「職業介紹」運動將為你解決這個問題。

「職業介紹」運動是一項社會服務工作，旨在協助畢業離校的青年人，加入社會工作。這個運動於一九六六年夏季開始，隨即受到廣泛歡迎。

今年的「職業介紹」運動，由七位港大學生組成的工作小組總其成：

在最初兩星期內，收到一千五百份求職申請書。

申請求職的大多是在普通學校唸完中五的，也有的是唸商科的，他們都願意多方面學習，吸取經驗。

僱主們，你的機構需要人材嗎？

請你告訴「職業介紹」運動的工作小組，他們會給你滿意的需要。你只要打個電話七六三三五三，或寫張便條寄到香港郵箱一五三〇七號。

香港生產力促進中心

成立只有短短兩年的香港生產力促進中心已充份開展它的工作效能，成為香港廠商最重要一環。

該中心擁有一羣顧問人員，經常向工廠提供管理計劃，改良生產及其他意見，各有關工廠在接納這些意見後，均有着顯著的改進。

香港生產力促進中心，是由香港政府補助的，最初五年補助經費達一千一百四十萬元。該中心並附設各項講座，及顧問管理，協助各工廠改良業務及生產。

為瞭解未來人力需要

勞工署進行調查工作

本港勞工署已定八月十二日至十四日，進行一項特別調查工作，以瞭解本港建築、土木工程、工業方面人力的未來需要。這項調查工作，將由本港工業學院協助進行。

調查工作包括：目前任職的工人有多少？在訓中的學徒有多少？以及日常工作時間等。

又：一九六七年工廠及工人企業（修訂）條例下，勞工署已推行進一步計劃，將婦女及年青工人的工作時間，改為每日九小時又卅分。

該署將於本年十二月一日開始推行第二步計劃，將現行九小時又卅分的工作時間，再改為九小時。

六月份出口數字

又有顯著的增加

根據本港統計署所發出的臨時貿易數字，六月份，本港出口貨品價值六億三千七百萬元，較去年同期增加九千六百萬元，或百分之十七點八。

至於入口貨品則價值九億八千三百萬元，增加了百分之十二點六，即一億一千萬元；但轉出口貨品則為一億八千三百萬元，較去年同期減低了百分之十一，即二千三百萬元。

英國將修改玩具所含鉛份限制港製玩具所含鉛份

工商業管理處已提醒本港所有廠商注意，英國方面將於本年十一月一日開始，對港製玩具的安全成份予以提高。

在新修訂的一九六七年英國玩具（安全）條例上，規定漆在玩具表面的鉛份，由每百萬份之一萬一千，降低為百萬份之五千。凡輸往英國銷售的港製玩具，在十一月一日以後，必須遵照新例的規定。

短訊

△香港僱主聯會主席霍一... 束更多的勞工法例；但我們必

須小心地去處理。

他說：「我們的鄰近國家，早我們幾年即有理解的勞工法典；即使沒有法例規定，香港的薪金率，比較九年前提高了一倍。

霍氏又認為香港的工會組織，其聯合情況進展是緩慢的，這是因為工會本身的政治觀念不同所致。

△香港貿易發展局執行幹事祁達最近接受英國廣播公司訪問時指出：香港已轉入工業技術化的階段。他說：「現在我們已進入電子時代，我們能出產收音機及原子粒，同時，更放慮設立鐘表工業，以協助瑞士鐘表業廠商。」

△鑑於香港旅遊事業蓬勃，在一九七一年至七二年來港旅客數字為一百萬名，再五年後可能達到二百萬名，香港海港發展中心已決定興建一間新型酒店——「香港酒店」。這是香港海港展中心經理活特，在扶輪社午餐例會上所透露的。

活特說：該新型酒店將配合海運大廈計劃，全部為一流設備的房間，並附設辦公室、商場、以及電影院及娛樂場所等。

△法國駐港商務專員兼領事貝嘉最近將一套「法國貿易指南」贈予總商會，由秘書祈德代表接受。

△由於大昌洋行的希迪認為商標法例過於複雜起見，總商會計劃為「商標條例」印發一份解釋性的單張。該份單張，將分派所有的會員。

倘會員在登記註冊時有困難，請即向商標註冊署助理註冊官聯絡。

△超過五百名的總商會會員，最近參加了一項「簡化出口公文」示範的敘會，由出口商會主席唐琳，及新公文設計小組主席聯合主持。工商業管理處，亦有代表多人列席。

各會員對此項新公文感興趣，請即與總商會聯絡。