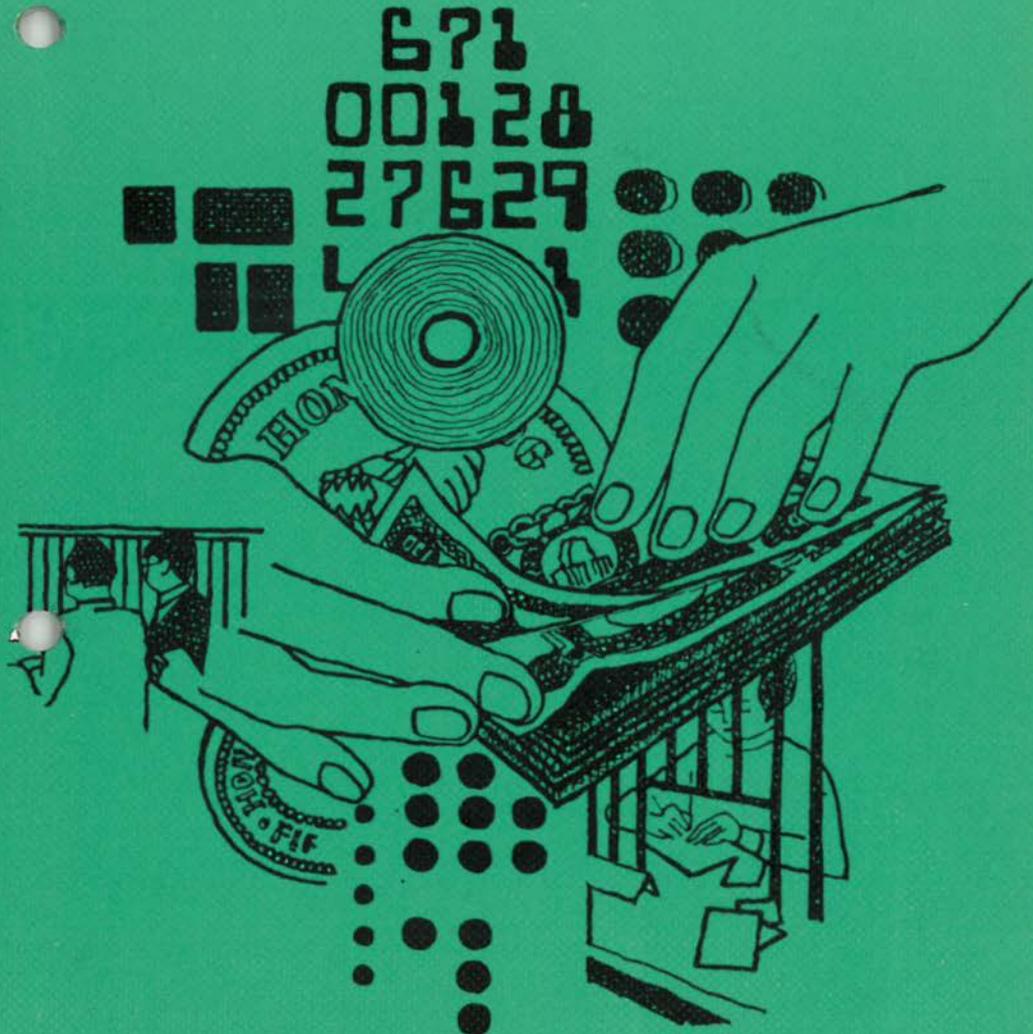




The Bulletin

The Hong Kong General Chamber of Commerce



MAY 1971

中文簡摘

剖視日本紡織品輸美問題

經過一段好像沒有了期的談判，在三月初日本表示意欲限制紡織品輸往美國。美國工業界明白地表示，他們對日本的提議並不感到滿意。香港對此兩國膠巨擊的爭執，不容袖手旁觀，因為其結果如何，正如本會前任會長所說，我們的輸美貨品「便將受其殃及」。本文以問答方式就當前問題作一討論。

問：日本和美國是否對紡織限制之程度上達到了協議。

答：否。目前雙方都似乎同意某一種形式的限制無可避免，但美政府不相信日本人已提出了一個適合美國方面所要求的計劃。整個情況因美國內部政治上的分歧而變成複雜。結果一部份美國人的意見主張接受日本自動限制的建議，而另一部份人氏則認為不可。主張不接受的以尼克遜總統為首，而他當然是左右大局的人物。

問：美政府將如何處理此問題？

答：在民主制度的社會裏，政治團的人物，甚至總統，始終都要對選民交代。他一定要表現出為選民的旨意而努力。而選民因為包有各種團體，其利益並不是永遠完全相同。因此不可能時常得到所有人的歡心。為了取悅紡織業人氏及其支持者，尼克遜總統曾表示他覺得日本的建議「不能接受」。但他又未曾切實提出另一辦法以謀解決這問題。值得注意的是，他曾經說過他意圖對由日本輸入貨紡織品作「監管」。言外之意，因為政治原因，尼克遜總統不願正式同意日本的建議，但同時為合乎實際起見，他準備將該建議試行一個時期。

問：日本的提議實際上是怎樣的？

答：原本的提議是由日本紡織業聯合會所提出，而不是日本政府。這是引起尼克遜總統反感原因之一。因為他寧願政府與政府間的協議。當然日本紡織界提出的建議不會對

自己不利，其大旨如下？

範圍——限制將涉及所有紡織品（棉織品，毛織品，及人造纖維。）包括未加工的，但不包括紗在內。限額以各類合計之總數量為定，而並不分其種類或價值。

基本期——以一九七〇年四月至一九七一年三月根據（假設日本由一九七一年七月一日開始執行，）

期限——三十六個月

增長率——第一年百分之五，第二第三年每年百分之六，增長之數量以先一年為依歸。

美國紡織界認為不滿意的主要原因是「基本期」問題，因為日本所選擇的基本期為其紡織品大量銷售期，再者沒有分類的條款也引起不滿。令人注目的是，在近期美國與日本所簽訂的「長期協議」中，棉織品部份，日本並未在所餘期間內盡量利用其限額。但他們在更有利可圖之人造纖維市場有長足的進展。因此所提建議可以使他們集中在有利部門方面發展。至於期限方面，美國以為五年比三年為佳。有些報導說，日本方面經過再次考慮後。例如東京方面報導謂，日本工業界準備將限額分四組——棉織，人造纖維，毛織，和次要產品以代替一個總限額。但四組限額中每一組若干數量可以與只一組交換。好使某一組限額無法用完時，另一組向之替用。

問：我們是否預期日本進行將這計劃付諸實現？

答：看來有可能。日本政府已贊同日本紡織聯合會所提出的計劃，並說無謂繼續談判。尼克遜總統監管計劃的行動暗示他相信日本會實行此計劃。

問：假若美總統的監管人員展示日本出口繼續增加到尼克遜認為不可接受的稅度則怎樣？

答：美國總統將會使國會通過。「命令式」的限制，換言之，另一個「米爾法案」。問題是眾議員米爾先生會公開表示日本所提計劃可以接受。實在有人以為「米爾」乃促成日本所提計劃的幕後接觸人。此為其中一個政治行動使尼克遜總統頗為生氣，尼克遜以為國會議員無權在他背後與外國進行談判。但這只是美國內部政治的事情，與本港無關。實際情形是，如果尼克遜得不到「米爾」議員的支持，他很難使國會通過「命令式」的限制法案。如果其盡管制度展示效果不合理想，尼克遜總統將會站在更有力的地位，爭取支持其命令式的限制法案實行。的米爾先生亦可能轉變其現在支持日本所提計劃的態度。

問：對香港的影响如何？

答：日本紡織人氏曾宣稱，在他們準備實行其計劃前，他們將需要獲得他出口國的保證，遵從同樣自動限制計劃。此等國家包括香港，台灣及南韓。日本恐怕如果減銷，而其他地區不作限制，則其他地區將會在美國市場之競爭獲得益處。

問：假如日本獨自實行限制，我們是否實受其惠？

答：我們當然無所損害。但另一方面看來，日本售美紡織品一九七〇年為五億二千七百萬美元，約等於他們提議的基本期貿易數字。在一九七〇年我們銷美紡織品是三億二千萬。假設由日本輸入停留在一九七〇年水平，我們似乎沒有可能奪得日本控制下市場的主要部份。我們根本沒有這樣的能力。台灣和南韓和我們的情況一樣。但我們的增長率，如果不受限制，可能比日本規定的百分之五來得快。談及整個出口數字實在是將事情簡化。因為問題的結晶在某一些產品的增長。而日本引以為慮的是我們的人造纖維可能侵入他們的市場。

問：關於香港的問題，日本提議採取甚麼行動？

答：照我們所知，他們還未正式與香港政府接洽。因為日本向美國所提建議是由其

紡織業提出。而向香港政府接洽需要由日本政府出面。日本紡織界除對他國家發出威脅性警告外，便讓事情擱置。無疑問地他們希望我們重視其警告而主動地提出自動限制計劃。

問：我們會這樣做嗎？我們應該這樣做嗎？

答：這件事情需要由香港政府去決定。但政府到目前還沒有作任何聲明。由於日本和美國政府到目前還沒有與香港正式接洽，香港很難作甚麼行動。而且因為日本與美國以前所簽訂的棉織品限額到一九七一年七月便到期，所以情勢更為複雜。部份基於期限的原因，日本選擇了七月為自動限制計劃的開始。另一方面，香港在棉織品方面的長期協議要到一九七三年九月才到期。

問：簡括來說，我們實在採取觀望的對政。

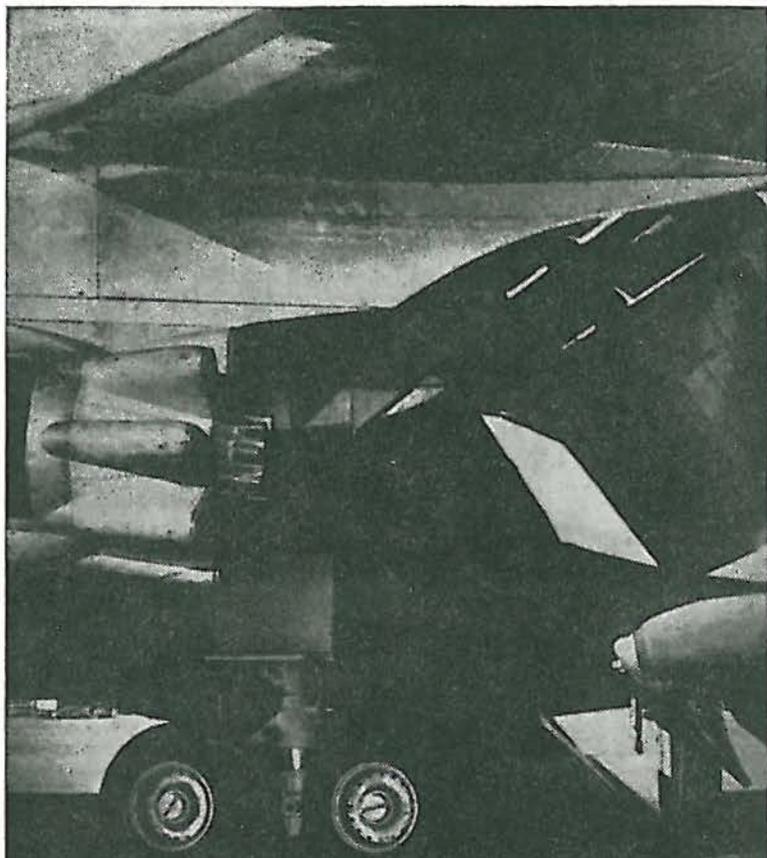
答：是的，現在似乎沒有其他辦法。台灣和南韓也好像走上同樣的途徑。

問：假若香港，台灣和南韓都不作行動，而日本又要實行其所發警告，那末是否自動限制計劃告吹？

答：此為一種推測，我們不知道究竟怎樣？

問：美國政府對香港政及其他主要亞洲國家作自動限制的看法如何？

答：美政府一發言人曾明確表示美國備與遠東紡織品出口國家接洽，作簽訂協議談判。他們一直都在關切着先解決日本出口問題，然後注視至香港。美政府似乎先試行尼克遜總統的監督計劃，如果所得資料認為不利，然後再行進一步行動，這些行動將影響所有國家。如果所得資料認為有利，則美國可能與香港接觸，但我們無從知道相洽的形式和磋商何時開始。形勢變化，時刻不同，無謂作太長遠的臆測，變化無常的環境使廠家們難以作長遠的打算，和投資新廠房和機器的計劃。但這一類問題是香港常時遭受的。



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The Bulletin

The Hong Kong General Chamber of Commerce

There is something deliciously larger than life in the fact that ping pong has been a means of the new relationship between China and the West.

To many westerners the words 'ping pong' are vaguely thought of as being the Chinese name for the game of table tennis. Some no doubt genuinely believe that the game is of Chinese origin.

Whether Peking is aware of the irony of this situation is a matter for speculation — yet there can be no doubt that whatever the motives of the Peking authorities may be, they have proved the best public relations team for table tennis since the game was invented.

Suddenly everyone in Hong Kong is playing the game — to the Bulletin's knowledge several tables that have been available for countless years and rarely used except by European children, are now in continuous demand from Chinese teenagers. Even in the

Chamber itself, those who have occasion to work overtime will be serenaded from about 5.30 pm onwards by the soporific clop of cellulose on board, emanating somewhere from the general direction of the office boys' room.

All this is healthy exercise and to be encouraged, but the Chamber is more concerned with the economic consequences of the breaking of the ping pong barrier.

Many US companies are eager to trade with China — this very theme was featured in the last Bulletin —

and British and other European countries are also interested. The enthusiasm of these companies however is probably for sales of their own products rather than for purchases of Chinese-origin goods. But there must be some give as well as take in all trading operations, and the signs are that Chinese manufacturing industry may well concentrate on many of the areas in which HK has built up a reputation.

How, for example, will HK sales to the EEC be affected should China become a beneficiary for purpose of Generalised Preferences? We know that HK textiles are excluded from the EEC scheme, but textiles from other countries are not so excluded. Has HK then to add China to the list of those who are in direct competition?

The Chamber has always argued that HK has a lead in quality over its regional competitors, and our best guarantee for the future is to develop and extend this lead.

If, however, Chinese selling missions are to start visiting the West and to participate, for example, in international trade fairs, it does not seem unrealistic to suppose that it will not take too long to adapt quality and styling to western taste.

In the meantime, any opening up of the mainland does present Hong Kong with encouraging opportunities. It is fair to say that the Colony is better placed than anywhere else in the world to act as a base for companies wishing to trade with China. We must not let this opportunity slip by.



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Plain man's guide to the Japanese textile issue

After a seemingly interminable period of official negotiations, which broke down in December 1970, early last March the Japanese textile industry stated its intention of restricting its exports of textiles to the USA. President Nixon, and the US textiles industry, have made it clear that they do not regard the Japanese statement of intention as adequate. Hong Kong is no mere bystander in this fight between the two giants, since whatever the outcome of the battle our own exports to the USA will, in the words of the Chamber's past-Chairman, 'be next to come under fire'.

Have Japan and the USA reached agreement on what is to be the level of textile imports?

No. At present both sides appear to agree that some form of restriction is inevitable, but the US administration does not believe that the Japanese have put forward a scheme that meets US requirements. So in effect the Japanese can be said to be taking unilateral action.

Unfortunately, the whole situation has been complicated by what appears to be a difference of political opinion in the USA. As a result, one group of opinion in the States argues that the Japanese statement of intention should be regarded as adequate. Another group says that it should not. The group that says it should not is however led by President Nixon, whose acceptance is of course of some importance.

What exactly is the Japanese statement of intent?

The original proposal was put forward by the Japanese textile industry — the Japan Textile Federation, to be exact — rather than the Japanese Government. This was one of the points that appears to have upset President Nixon,

who would have preferred a government-to-government agreement. Naturally, the Japanese industry put forward a scheme that was not unfavourable from their point of view. In essence their suggestion was:—

Coverage. *Restrictions would apply to all textiles, (cottons, woollens and man-mades) including raw materials but excluding yarns, and would apply to the aggregate total by volume and not by category or by value.*

Base period. *The year between April 1970 and March 1971 (assuming that the scheme would come into effect on 1st July 1971).*

Duration. *36 months.*

Growth rate. *Five per cent in the first year of operation, and six per cent each for the second and third years, each growth percentage to be based on volume for the immediate preceding year.*

The US Textile industry found this unsatisfactory principally because of the base period, for which the Japanese had of course chosen a period of high volume of sales; and, because of the lack of any provision for categorisation.

It is interesting to note that the

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Japanese, do not appear to have fully utilised their quotas during the period of the current Long Term Agreement for cotton textiles between Japan and the USA.

They have however made considerable progress in the more profitable man-mades market. So the proposed Japanese agreement would allow them to concentrate on the more profitable at the expense of the less profitable sector and this does not suit the US industry.

The Americans would also have preferred a five rather than a three year period of restriction.

However there have been reports that the Japanese are having second thoughts. Reports from Tokyo suggest the Japanese industry is now prepared to establish four divisions for quotas, covering respectively cotton, man-mades, woollens and secondary products, rather than a single limitation on overall volume, although a certain amount of juggling with division would be allowed so that quotas not met in one division could be shifted to another.

It is possible that this is being done partly for the benefit of sections of Japanese industry and partly in an attempt to avoid stirring up protectionist feeling in the USA by over-concentration in one sector.

What is the US Government's position?

During his election campaign the President made a commitment to the

US textile industry to seek a limitation to imports.

In a democratic society such as the USA, a politician, even the President, ultimately answers to the electorate, and he must be seen to make some sort of effort to honour the wishes of the electorate. But it is always difficult to administer in a competent fashion and at the same time to give each group within the electorate exactly what it wishes. As the saying goes — you can't please all of the people all of the time.

What will the President do?

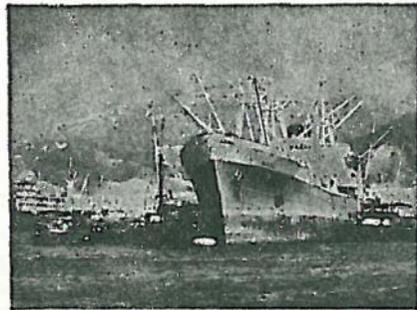
To honour his commitment and to keep one group — namely the textile industry and its supporters — happy, President Nixon has stated that he finds the Japanese suggestion 'unacceptable.' However, he has yet done nothing definite to find an alternative means of solving the problem.

But — and this is significant — he has said that he intends to see that Japanese imports into the USA are "monitored". Reading between the lines, this suggests that for political reasons the President is not prepared formally to agree to the Japanese offer, but at the same time is for practical reasons prepared to give the scheme a trial period.

We may expect the Japanese to go ahead and implement their scheme then?

It seems likely. The Japanese Government has endorsed the scheme put forward by the Japan Textile Federa-

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tion. It has added that it sees no further point in negotiating.

What will happen if President Nixon's monitors show that Japanese exports are continuing at a level that the President finds unacceptable?

Presumably, the President would renew his efforts to get Congress to impose mandatory restrictions — in other words, he would try for another Mills Bill.

His problems here is that Representative Mills has publicly said that he finds the Japanese scheme acceptable. Indeed, it has been suggested that Mills acted as a behind-the-scenes contact man in persuading the Japanese industry to put forward their scheme. This is one of the political acts that has allegedly annoyed the President, who believes that Congressmen have no business negotiating with foreign nations behind his back. But this side of the issue is a matter of internal US politics, and is no concern of Hong Kong's.

However, the realities of the situation are such that the President would find it difficult to get a bill for mandatory quotas through Congress if he did not have Mr Mill's support.

But if the monitoring showed unfavourable results, the President would then be in a stronger position to gather support for a Bill imposing mandatory restrictions. In these circumstances it is possible that Mr Mills would have to change his present willingness to accept the Japanese scheme.

How does all this affect Hong Kong?

The Japanese industry has said that before they are prepared to implement their scheme, they will need assurance that other exporting nations will observe similar voluntary restrictions. It has been made clear that these other nations include in particular Hong Kong, Taiwan and South Korea. They are afraid that if they cut back, while we are unrestricted, we will gain a competitive advantage in the US market.

Will we in fact benefit if Japan goes it alone?

Well, we won't be harmed. On the other hand, Japan sold something like US\$527 million in the US market in 1970, which roughly coincides with the base year put forward in the Japanese proposal. During 1970 we sold US\$320 million. Even if Japanese imports remained at the same level as 1970 (and their scheme did allow for some growth), it seems unlikely that we could really capture an overwhelming part of the Japanese-held market. We just haven't the capacity! And the same applies to Taiwan and South Korea.

But our rate of growth, if unrestricted, could improve faster than that of the restricted Japanese five per cent.

However, to take overall figures is an oversimplification. The question of areas of growth is important, and Japan probably fears that we would make inroads in their man-mades

market, rather than in any significant overall sense.

What action do the Japanese propose to take in respect of Hong Kong?

As far as we know they have made no official approach to the HK Government. Remember always that this is a proposal put forward by Japanese industry and a proper approach to HK would have to come from the Japanese Government. Beyond issuing their threat about 'other nations', the Japanese industry has let the matter lie on the table, as it were, no doubt hoping that we will take the warning seriously and produce a voluntary scheme of our own.

Will we? Indeed, should we?

That is really a matter for Government to decide. As yet Government has made no statement. In view of the lack of official approach from either the Japanese or the Americans it's difficult to see what Government could do.

Furthermore, the situation is complicated by the fact that Japan will reach the end of a period of agreement with the USA on cotton textile quotas in July 1971. This is partly why that date was chosen to put the voluntary scheme into operation. On the other hand, Hong Kong's current long term agreement for cottons does not terminate until September 1973.

In short, we're really adopting a 'wait and see policy'?

Yes. There seems to be no alternative.

And Taiwan and Korea appear to have opted for a similar course.

How would the US Government view voluntary action by Hong Kong and the other main Asian suppliers?

A spokesman for the US Administration has clearly said that the USA does intend to approach Far Eastern exporters of textiles with a view to negotiating an agreement. However they have been concerned all along to settle the problem of Japanese exports — preferably by negotiated means — before paying too much attention to HK.

What seems likely is that the US administration will give the President's monitoring scheme a try, and if the data produced by this is unfavourable, then the field is open for further action, possibly affecting all of us. If the data produced by the scheme is favourable, the Americans may then approach HK, but we have no means of knowing what form such an approach would take or when it might be made. The situation changes, almost day-by-day, and to speculate too far ahead is pointless.

Unfortunately, this uncertainty makes life difficult for the individual manufacturer who finds problems in planning ahead, and in investing in new plant and machinery. But this is the sort of problem that HK has always had to live with. It is to set situations such as these in perspective that the Chamber undertakes these 'Plain Man's Guides'!

Briefing

News from the Chamber ...
and the rest of the world

□ Several promotions and changes of Chamber personnel have taken place as a result of the general re-organisation announced last month at the AGM.

There has been two senior promotions. W. S. Chan is now Assistant Secretary in charge of the Membership Department, while W. K. F. Wang is also promoted to Assistant Secretary and has taken over responsibility for the Kowloon Office of the Certification Department from F. M. Castro.

Two other recent promotions include Miss Cecilia Fung who has been promoted to an Executive Assistant Grade I to take over the newly established post of Executive Assistant to the Secretariat, and Alphonso Chung who has also been promoted to Executive Assistant Grade I in the Certification Department. Both were previously employed in the Business Promotion Department.

In the International Trade Department, previously known as the Business Promotion Department, Clement Tsang, Assistant Secretary, is in charge of trade area group I including the United Kingdom; Europe; Africa; and the Middle East. F. M. Castro, Assistant Secretary, is in charge of trade area group II including North America; Central America and the Caribbean; and South America.

Philip Choy is promoted to the position of Executive Assistant grade I in charge of trade area group III including Australia, New Zealand and South West Pacific; Japan, Taiwan

and South Korea; China; and South East Asia (including India, Ceylon and Pakistan).

Dennis Yeung is promoted to Executive Assistant grade II in charge of the Trade Enquiries Section, and Miss Veronica Loo, a new recruit to the Chamber, has been appointed to the position of Executive Assistant grade II in charge of the Statistics Section, Credit Information Bureau and the Library.

The International Trade Department is under the overall direction of Mr. S. L. Chung, Assistant Secretary.

□ The relatively free conditions in Hong Kong are sometimes exploited by unscrupulous organisations which take advantage of unsuspecting residents. It is believed that this may have sometimes occurred in the sales operations of mutual funds and similar companies selling investment opportunities. Mr. Lawrence Kadoorie has suggested that measures be taken to help alleviate this serious and growing problem — perhaps in the form of a 'better business bureau' or similar organisation.

Members who have had experiences with such unscrupulous organisations in the past are asked to contact Mr. Kadoorie and to give their views on what measures might be taken to deal with the problem.

□ The President, Mr. Arthur Bryan, and the Director, Mr. Sam Jerrett, of the **British Pottery Manufacturers' Federation** were in Hong Kong from

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Picture Briefing



- A. The General Committee hosted a farewell luncheon in honour of Major H. F. Stanley, the out-going Executive Director of the Hong Kong Tourist Association, on April 28th in the Chamber's Boardroom. Pictured from left to right: Major Stanley; Mr. D. C. W. Hill, Commissioner of the Hong Kong Export Credit Insurance Corporation; Mr. Harold Aiers, Secretary of the Employer's Federation; and Mr. John H. Pain, the new Executive Director of the Tourist Association.
- B. On April 16th a further presentation from the Chamber's Special Relief Fund was made to two police officers who were injured while conducting a stop and search operation on February 4, 1971. The Chairman is seen with the two officers, P. C. To Chun Hung and P. C. Leung Po Cheun.
- C. A press conference for Mr. Arthur Bryan (right) and Mr. Sam H. Jerrett of the British Pottery Manufacturer's Federation was held in the Chamber's library on April 29th. (See also p. 13 & 16).
- D. A group of visiting German politicians called on the Chamber on April 22nd for a briefing on Hong Kong, which was followed by a reception. Seen from left to right are Dr. Ahrens of the German Consulate; Count von Stauffenburg; the Vice Chairman; Dr. A. Boswald, Mayor of Donauwörth; and Mr. A. C. W. Blaauw.
- E. Mr. Jack C. Tang, member of the Chamber's Textile Sub-Committee (see Pen Profile p. 18).
- F. Mr. Arie Weinberg, Chairman of the Israel Chamber of Commerce and Deputy General Manager of Bank Leumi le-Israel B. M., which has just opened a representative office for the Far East in Hong Kong, called on the Chamber on April 28th. He is seen here with the Vice-Chairman.
- G. Mr. Lalet Narayan Misha, India's Minister of Foreign Trade addressed a joint meeting of representatives from the Indian Chamber of Commerce, The Hong Kong Trade Development Council, the Chinese Manufacturer's Association, the Federation of Hong Kong Industries, the Productivity Centre and the Chamber in the Chamber's Boardroom on April 26th. The topic of his talk was the expansion of two-way trade between India and Hong Kong and private investment in India. Seen from left to right are Mr. C. P. Hung, Vice-President of the Chinese Manufacturer's Association, Mr. Misha, R. T. Griffiths, and the Vice-Chairman.



Briefing - continued

April 29th to May 5th to assess the prospects for sales of British Tableware to Hong Kong over the next five years, and to negotiate for the contract to supply the HK\$1.75 million worth of ceramic tiles which will be needed for the cross-harbour tunnel.

The arrangements for their mission were made by the Chamber. During their stay they met with a number of leading Hong Kong retailers, importers, and exporters (see also p. 14).

□ The **Certification** Department reminds all members who use its facilities that *all* Certificates of Origin must now be accompanied by a **declaration signed by the exporter**. Declaration forms are available from the department and must be filled out in full. Previously only Certificates of Hong Kong Origin and Certificates of Processing needed such a declaration. As a result of this new policy, Certificates of Origin no longer require the exporter's signature and chop.

□ The Hong Kong Management Association will be offering a two session course on the **Legal Obligations of an Office Manager in a Limited Company** on the evening of June 4th and June 11th, 1971. The lecturer will be Mr. K. K. Ng, Assistant Registrar of Companies Registry, Registrar General's Department.

The course, which will be given in Cantonese, will cost \$40. A special rate of \$20 will be offered to members of the Management Association. The closing date for receipt of applications is May 29th. For further information and application forms, contact the

Management Association United Chinese Bank Building, Tel. H-234141.

□ The Hong Kong Productivity Centre is offering a course on **Operations Research for Management** from May 25th to July 9th, 1971. Operations Research is the application of mathematical and statistical techniques to the solution of business problems. The course is designed to introduce the basic concepts and techniques of this quantitative approach, with emphasis on applications and practical aspects. The course will be given in Chinese at a cost of \$320.

Members are also reminded that the Centre operates an **Electronic Data Processing Centre** which provides a variety of services for commerce and industry.

For further information on the training course or the EDF section, please contact Mr. L. K. L. Li, Hong Kong Productivity Centre, Gloucester Building, Tel. H-24812 Ext. 25.

□ Eight **manpower survey reports** prepared by the Industrial Training Advisory Committee are now completed. These reports discuss the special problems confronting a given industry regarding the training of technicians, craftsmen, and operatives, and makes recommendations on ways and means of tackling these problems. The reports, available in both English and Chinese versions, cover the following industries:— automobile repairs and servicing; building, clothing, electronics; machine shop and metal working; plastics, shipbuilding and ship repairs; and textiles.

In order to facilitate planning of industrial training programs, reports setting out the minimum job standards and specifications for the principal jobs in a given industry are also being prepared. So far reports on the following branches of the textile industry have been published:— spinning branch, cotton weaving branch, and cotton finishing branch.

All the above reports are available in the Chamber's library.

□ The 1971 edition of **Placement Requests** prepared by the Appointments Service of the Chinese University is now available. The booklet lists some 340 graduates with their major field of study, under 14 job categories.

Members who have vacancies and who are interested in recruiting Chinese University graduates can see a copy of this booklet in the Chamber's library or write for their own copy from the Appointments Service, Chinese University, Liu Chong Hing Bank Building, 2nd floor, 601 Nathan Road, Kowloon.

□ The Chamber has several copies of a recent survey carried out by the Tokyo office of the Trade Development Council on **Hong Kong Wigs in Japan**. The report includes an analysis of the consumer market in Japan, the sources of supply, miscellaneous marketing information such as delivery, shipping, customs duty, payment terms, etc. Members who would like a copy of this survey should contact Philip Choy, Tel. H-237177 Ext. 34. Since the supply is limited, copies

will be distributed on a first-come-first-served basis.

□ The **Public Works Department** has compiled a list of nominated suppliers and specialist contractors under 45 different headings of materials and works. Any member dealing with the supply of materials or specialising in the execution of works under those headings who does not already receive invitations to tender and who wishes to be considered for inclusion on these lists for the purpose of carrying out **Government contracts**, is invited to apply to the Public Works Department. For a list of the various headings of material and works, members should refer to the April 23rd, 1971 issue of the Hong Kong Government Gazette which is available in the Chamber's library.

□ The Hong Kong Productivity Centre will be offering the following training courses in May and June:— **Industrial Adhesives** — May 27th to June 28th, fee \$200, given in Cantonese.

Marketing Research Techniques — June 2nd to June 30th, fee \$300, given in English.

Advanced Computer Programming (COBO)—June 3rd to July 15th, fee \$280, given in Cantonese.

Computer and Inventory Control — June 8th to July 9th, fee \$280, given in Cantonese.

For further information and application forms contact A.C.H. Kong, Hong Kong Productivity Centre, Tel. 248121.

Pen profile Jack C. Tang

At 44 and looking much younger, Jack C. Tang is the Managing Director of South Sea Textile Manufacturing Co. Ltd., one of the Colony's largest textile companies, and a third generation textile man.

Also a member of the Textile Advisory Board and the Chamber's Textiles Sub-Committee, Mr. Tang lights up when he talks about his favourite subject — the textile business.

'As we all know, the industry is facing some rather big problems at the moment. Quota restrictions on synthetic and wool textiles have not yet been imposed of course, but they remain an important factor to consider for the future of the industry.

'The great pity is that both the demand and production of synthetics is still growing, and if a quota is imposed at this time, it will have unfortunate consequences on the natural rate of growth of synthetics.

'Still, Hong Kong has been able to weather such problems in the past, and I'm sure things will work out somehow.

Automation

'Another problem which many industries are faced with is the shortage of labour. We've been feeling the pinch for some time now. Small cottage industries are the ones who really suffer. The larger corporations have an alternative and can turn to automation as an answer.

'South Sea Textile has been spending a great deal on automation in the

last few years. In fact, we have been averaging between HK\$4-5 million a year on capital equipment.

'Many of the processes still require labour of course, but we've done what we can to mechanise as much as possible.'

New Developments

Has South Sea Textile been diversifying into new markets? 'There are markets and then there are markets. We've been developing new markets all along — and I don't think there are any *really* new markets left — but I will say that one very significant potential market which shows all the signs of real growth in the near future is Japan.

'Trade with China is tempting, but it is something that will take some time to develop — and clearly, there are many limitations to China as a market. Still, it's too early. We're just going to have to wait and see what happens.

'As far as new developments in the industry goes, as I explained in a recent article I prepared for the Hong Kong Productivity Centre, I believe that the future lies with texturing and knitting synthetics. I feel that this new development will be to the early Seventies what spinning and weaving of man-made fibres was to the late Sixties.'

Jack Tang was born in Shanghai in 1927 and received his higher education in America. He has an impressive academic background — a BA in chemical engineering from the Mas-

sachusetts Institute of Technology, and an MBA from Harvard.

After leaving school, he worked for Mobil Oil in New York for several years before returning to Hong Kong in 1955 to join South Sea Textile, the company which his father, P.Y. Tang, started in 1948.

Presently, besides being Managing Director of South Sea Textile, Jack Tang is also Managing Director of a newly formed company, Nan Lee, an integrated synthetic and knit operation which is a joint venture with a Japanese chemical fibre company. He is also on the board of directors of a number of other companies, and a Vice-President and Governor of the American Chamber of Commerce.

'The business pace in Hong Kong is becoming noticeably faster all the time,' he notes, 'but that makes life interesting and busy.'

In Pursuit of Time

'With all my business obligations, social obligations, and all the travelling I do, what I look forward to when I have some leisure is to have absolutely nothing scheduled and to be able to do anything I may feel like at the moment — and this happens sometimes on a few Sundays.

'I like tennis a lot, but unfortunately now I'm limited to once every two weeks or so because I just don't have time.

'I suppose,' he mused, 'if I had guiding rule of life it is that I always try not to forget my family no matter how busy I am. It's so easy for those

really involved in a career, whether it be in business, politics or anything else, to succumb to daily pressures and to put aside the family, thinking that they will always be there while business can't wait. But that's not true; time goes quickly. Children grow up, and before you know it, it's too late.'

No Generation Gap

Lined up on the cupboard, behind Jack Tang's desk in his spacious office, are a number of pictures of his family. He is married and has three children — one boy and two girls. His son and the elder daughter are studying in America. His son graduated from Cornell University in electrical engineering and is now studying at the Sloan School of Business Management at MIT. His elder daughter will be graduating from Boston University this summer, and his younger daughter is studying at the International School, here in Hong Kong.

Will his son eventually join South Sea Textiles? 'That's up to him' his father answered. 'When Martin gets out of business school, he's free to do whatever he wants for five years — that's our agreement.'

Jack Tang enjoys living and working in Hong Kong. 'I like it here. It's a challenge; new things are happening every day and I find that stimulating.'

There is always room for improvement within a community of course, and generally speaking, Jack Tang feels that there should be more social

Con't p. 25

What's a Heuga?



There are many Heugas—Heugaviva, Heugaflor, Heugafelt, Heugaberber, Heugalux and Heugalaine. All are first quality carpet in tile form. All are loose laid, interchangeable, 100% colour fast and guaranteed not to shift or curl up at the edges.

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Trading Opportunities in Western Nigeria

The March issue of the Bulletin carried extracts from a comprehensive article by Chief B. A. Ajayi, Commissioner for Trade & Industry, Western State of Nigeria, on opportunities for industrial investment in Western Nigeria. We now follow-up with further extracts from the Commissioner's article, describing trading opportunities. Copies of the full article are available on application to the Chamber's PR Department.

At the end of the second World War a large part of import and export trade was subject to licensing restrictions which were retained in the immediate post-war years to enable Nigeria, as a member of the Sterling Area, to play her part in conserving reserves of scarce currencies. Exports were similarly directed mainly to hard currency countries or to the Sterling Area. A variety of goods have now been placed under specific licensing. Import restrictions are without prejudice to the importation of raw materials and machinery by local industries.

Foreign exchange is granted only for payment for imports covered by a general licence for which the importer holds a valid specific licence issued by the Import Licensing Authority. Importers should note that foreign exchange is granted strictly in accordance with the terms of the licence. Goods imported into Nigeria from countries outside the Scheduled Territories (formerly known as the Sterling Areas) must be paid for in the manner prescribed in the Notice for Importers. All such payments require the prior approval of the Nigerian Exchange Control whose powers, in this respect, have been delegated to those banks which have been appointed authorized dealers.

Formal applications should be submitted in duplicate on Exchange Control form E. 6. to an authorized dealer.

Normal terms of trade apply in Nigeria, goods being purchased against letter of credit, sight draft, or on the basis of deferred payment. Facilities for raising credit for trade — as opposed to industrial — purposes, and for obtaining temporary financial accommodation, are limited.

Status Report

Merchants overseas and traders in Nigeria who contemplate entering into business commitments with firms with which they have not previously had dealings, and who are desirous of obtaining information as to the standing and reliability of the opposite party to the proposed transaction, are invited to apply to the Federal Ministry of Trade, Lagos, for a status report on the firm concerned. This service, which is provided free of charge and is being used increasingly, had led to a marked reduction in the number of unsatisfactory trade dealings between Nigeria and overseas.

The Nigeria Customs and Excise Tariff provides information relating to rates of duty charged on imports, exports, and goods manufactured in Nigeria. The Customs Tariff, brought into effect by the Customs Tariff Act,

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1965, is fashioned after the Brussels Tariff Nomenclature. The great advantage in the adoption of the Brussels type tariff is that it makes for an easy and systematic classification of all goods found in international trade. The rates of duty are attractive and take account of the distinction between raw materials, semi-manufactured, and manufactured goods in the hope of encouraging local industries. It is important to note that drawback of import duty may be claimed in respect of any product used in the manufacture of goods subsequently exported.

Excise Duty

Under the Excise Tariff Act, 1965, the rate of excise duty imposed on excisable goods place such goods on favourable competitive conditions with similar imported goods. This Tariff also allows for the exemption of excise duty on goods:—

- exported
- for an individual or firm under contract to Government, where an exemption from the payment of excise duty on the goods is a term of the contract
- for the purpose of directly implementing any project arising within any scheme of technical assistance approved by the Government of the Federation by notice in the Federal Official Gazette
- used in the manufacture of other excisable products where excise duty will be paid on the final products. (The concession does

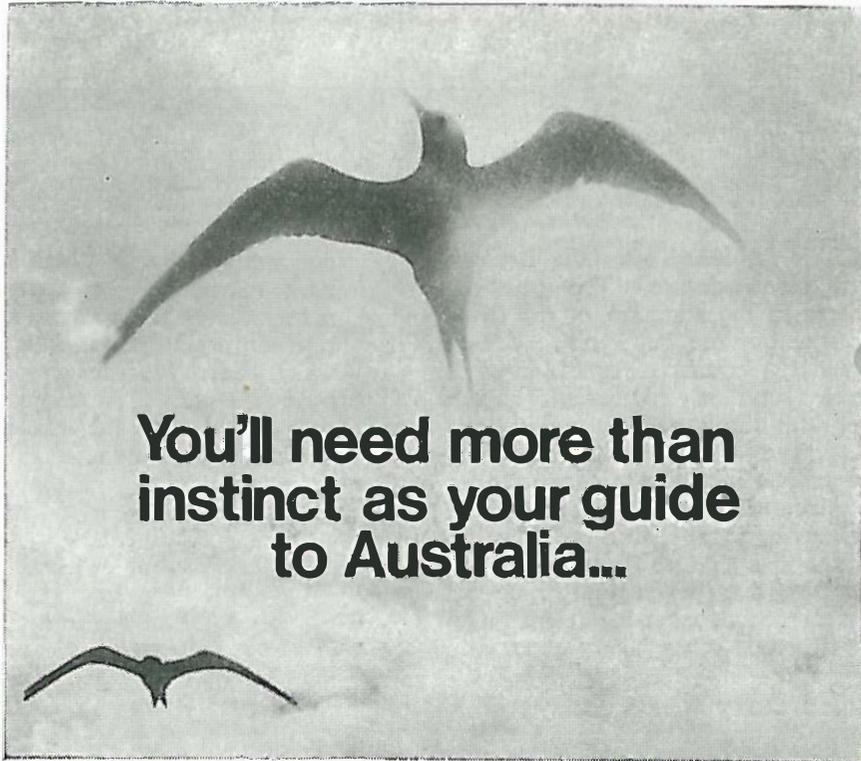
not apply to goods which have been released to an approved manufacturer at a concessionary rate of duty on importation)

- which have become spoilt or otherwise unfit for use prior to delivery from the licensed manufacturer's premises.

Patents

Under the Registration of United Kingdom Patent Act, at present in force in Nigeria, only persons who are grantees of a patent in the United Kingdom or any person deriving his rights from such grantees by assignment, transmission or other operation of law may apply to the Registrar of Patents, Federal Ministry of Trade, Lagos, within three years from the date of issue of the patent to have such patents registered in Nigeria. Applications must be accompanied by a certified copy of the specification or specifications (including drawings, if any) of the United Kingdom patent and a certificate of the Comptroller-General of the United Kingdom Patent Office giving full particulars of the issue of the patent on such specification or specifications. Steps are being taken to amend the law relating to patents in Nigeria to allow patents issued or granted by other nations of the world to be registered.

Under Section 14 of the Trade Marks Act any person claiming to be the proprietor of a trade mark may himself or through his agent apply to the Registrar for the registration thereof. If the application for the



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registration of a trade mark is from outside Nigeria, the applicant must give the Registrar an address for service in Nigeria.

A trade mark registered elsewhere in the world will not afford the owner any protection whatsoever in Nigeria unless it is registered with the Registrar of Trade Marks.

Taxes

The law relating to the incorporation, registration and operation of companies is contained in the Companies Decree 1968.

Other legislation affecting commercial or industrial enterprise includes: The Bills of Exchange Act; The Bills of Sale Act; The Factories Act; The Labour Act; The Weights and Measures Act and The Workmen's Compensation Act.

Company taxation is under a Federal control and companies pay a Federal Income Tax of 8s. in the £N, and from 1st April, 1967, a super tax calculated at the rate of 2s. in the £ on the amount (if any) by which the total profits of the company for that year of assessment exceed the standard deduction for that year on its profits. Company tax legislation allows for the rapid write-down of capital assets in the formative years and companies granted pioneer status are exempted from payment of income tax for a period which may be up to five years or more. Full information will be supplied on request by the Federal Board of Inland Revenue, L gos.

ENDS.

Pen Profile, con't.

consciousness on the part of the community as a whole.

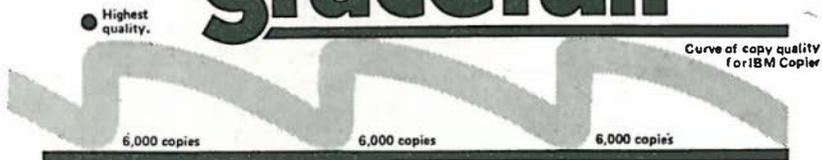
He is especially concerned with education. Reflecting this concern, his company runs the South Sea English Secondary School which presently has over 300 worker-students. The school, which is free for all employees, has been in operation since 1965, and functions along the lines prescribed by the Colony's educational system to enable students to sit for the Hong Kong Certificate of Education Examination. So far two classes have sat for these exams and over 80 per cent, well above the norm for the Colony, have passed.

Not Justfacts & Figures

Jack Tang emphasizes, however, that education in its broadest sense is not simply a matter of passing tests and giving those who want it, facts and figures on a variety of subjects. 'What we need to stress in Hong Kong is vocational education, which will encourage students to take up something specific and useful. I suppose it's a throw back to the traditional Chinese attitude, but students in Hong Kong have a definite tendency to look down on factory and other blue collar work, and this attitude is neither constructive nor healthy in this day and age. Education should be a tool and not simply an end in itself.

'In other words, I feel that education in the Colony should fit in more with the social needs of the community.'

This curve is graceful.

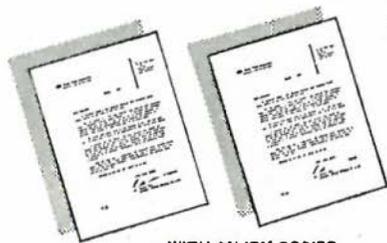


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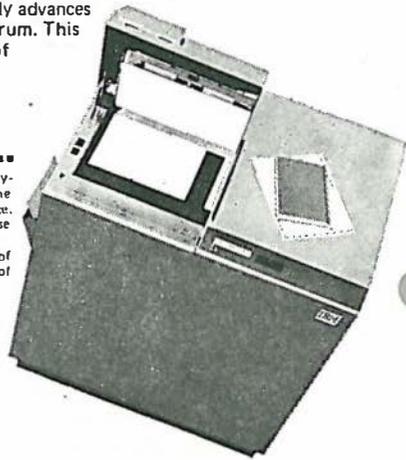
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與「奈幾利亞」貿易

三月份會訊會刊載「奈幾利亞」西州工業部艾珍宜先生撰述專文，介紹在「西奈幾利亞」工業投資的機會，本期會訊續錄艾氏專文談及貿易機會問題。讀者如欲參閱艾氏全文，可逕向本會公共關係部詢問。

在第二次大戰後初期，「奈幾利亞」之大部份進出口貿易都受領取許可證的限制。因為「奈幾利亞」為英鎊區成員，此舉以便儲備供不應求的若干幣值。出口則注重幣值穩固及英鎊區國家。若干貨品現時都需要領取許可證。入口限制對原料及工業器材特別通融。關於入口貨付款一項，祇有持「入口許可管理處」發給的指定許可證才能獲得外匯。由非英鎊區輸入的出口貨要依照「對入口商通告」之規定辦法下付款。該等款項之支付，事前需經「奈幾利亞外匯管理處」授權之銀行批准。貿易辦法與其他地方沒有多大分別，如取用信用狀、匯票及押後付款方式等。但貿易貸款之設置則甚為有限。外國人欲與在「奈幾利亞」開設的商行交易而又不熟悉該等商行的實況的，可向在首都「拉哥斯」的聯邦貿易部查詢。該項服務是免費的。由於此服務可減少貿易上不愉快的事情，應用的人，越來越多。

「奈幾利亞」關稅及國產稅徵收則例備有關於入口、出口及在「奈幾利亞」製成之貨品徵收稅率之資料。該「徵收則例」由一九六五年起實行，其釐訂仍效法「布魯塞爾關稅命名法」，因該命名法對國際貿易之貨品，均作簡便而有系統地分門別類。稅率之徵收對工業原料，半製成品，及製成品均有區別。目的在鼓勵本國工業之發展。如入口貨品加工後再出口，其所付入口關稅可申請退還。

根據一九六五年國產稅徵收法案，產品貨稅率務期適中，使產品貨稅後仍然能與入口貨競爭銷場，該法案並對下列產品豁免稅

收：

- 一、出口貨
- 二、與政府訂有合同的承包商，而該等貨品乃在合同中指定採用者。
- 三、貨品在一些聯邦政府認可計劃需用者。
- 四、用以生產一些製成品而該等製成品將被徵稅者。
- 五、在未進持有牌照之廠房而已受損壞之貨品。

關於專利權方面，英國之專利權法案亦適用於「奈幾利亞」。根據該法案，祇有在英國持專利權人氏，可在「奈幾利亞」登記。及根據商標法案任何人氏都可申請登記。登記世界各地之商標，而未在「奈幾利亞」登記者，在「奈幾利亞」不受保障。關於公司開設，註冊及經營等事項都可列在一九六八年公司法例內。公司稅由聯邦政府管理。聯邦入息稅率為每鎊（奈幾利亞）八司令。政府對公司創設初期，資產的折舊計算，特別優待。又公司之主管人可獲免入息稅達五年之久。詳情可向聯邦政府稅務局查詢。

短訊

△英國陶器製造商聯會主席白賴仁先生偕同會董朱納先生於四月二十九日抵港作為期五天之逗留。彼等此次訪港之目的為對英國製造之陶器器具在港未來五年之銷路，作一估計。留港期間，白氏及朱氏曾會晤本港各大陶器出入口商及零售商。

△香港生產力促進中心於五月二十五日至七月九日，將舉辦一項「作業研究與企業管理」訓練課程。作業研究是應用數學與統計技術使業務活動獲得最大成果之一門科學。此訓練課程旨在介紹作業之基本概念與技術，特別着重介紹其實際應用方面。課程專為各類企業機構之經理、工程師與行政人員而設，冀能使彼等能了解作業研究之方法及盡量利用此等方法簡化業務管理的工作。此一課程將以中文（粵語）講授。詳情可致電香港生產力促進中心李先生查詢。電話：H 2 4 8 1 2 1 內綫 2 5。

紡織業巨子—唐驥千先生

本港著名之南海紡織股份有限公司常務董事——唐驥千先生亦為紡織諮詢委員會及本會之紡織小組委員會委員。

唐氏論及其嗜愛之紡織業時，謂：「如蒙所通知，紡織業正面臨頗重要之困難。合成纖維及毛織品之配額管制雖未實行，而此乃一影响此工業未來前途之其一主要因素。所憾者乃是合成纖維之供與求正在有增無已，如加諸配額管制，將對合成纖維之增長率有不甚影响。但從過往觀之，香港曾經平安渡過此類之困境，故此我深信目下此一問題當可迎刃而解。」

唐氏續謂：「目前很多門工業所面臨之難題乃勞力之缺乏，尤以小型工業所受之影响為甚，故具規模之工廠皆轉用機器。對南海紗廠而言，於過去數年來，在機械上所費甚巨。平均每年為四百至五百萬港元。當然，很多生產之過程仍要假於人工，但我們已盡力使一切機械化。」

聞及南海紡織股份有限公司發展新市場之事宜時，唐氏謂：「一向以來，我們正不斷拓發新的市場。余以為日本為一最具有潛力和正蒸蒸日上之市場。與中國貿易故具吸引力，但需假以時日，再者，以中國為一市場而言亦有其限制的條件，但一切乃言之過早。」

「至於工業未來之發展，我認為有賴於合成纖維之織造。」

唐氏於一九二七年生於上海，及後赴美美國求學。唐氏乃美廣省理工學院化學工程學士及哈佛大學商業管理碩士。於一九五五年，唐氏返港加入南海紗廠工作。此公司乃其父——於一九四八年所創。

目前，唐氏除出任南海紡織股份有限公司總經理外，還負責多間公司董事之要職。

唐氏指出：「香港商業之進展有顯著之急速進率，此情況令我們的生活甚為繁忙但亦具情趣。對我自己說來，由於工作和社交上之職責所需，加上業務之考察旅遊，使我希望在空暇時能夠做自己喜愛之事情，此等閒逸唯有在星期天才可享有。」

「對我來說，無論如何繁忙，我當以家庭為重。很多以事業為主的人——無論是經商或服務於政界——他們很容易地屈服於工作的壓力而把家庭致於腦後，因為他們的工作是不能擱置一旁，但此並不然，時間轉瞬即逝，不知不覺間，孩子便成長了。」

唐氏已婚，有子女三人，其子及長女皆在美國肄業，其次女就讀於本港之香港國際學校。

唐氏甚愛在港安居及工作，謂：「此間每天都有新穎的事情發生，這對我甚具吸引力和挑戰性。」

對於改進社會而言，唐氏認為大家應有更多對社會之責任感。唐氏對本港之教育問題表示關切。其公司目下之南海英文書院共有半工讀學徒超過三百人。此一為該公司員工而設之免費學校創自一九六五年，並根據本港教育制度附設英中會考班。直至現在，共有兩班學生曾參加英中會考，其中百分之八十獲得合格。

唐氏指出：教育之意義並不單只要考試合格及對一些事物舉出若干數字。彼謂：「在香港而言，我們所切需者為職業訓練，鼓勵學生擔當一些專門和有用的工作。很多香港的學生鄙視工廠的工作。此一觀點在此年代並不積極和健全，教育應被適當地運用，而本身並非目的所在。」

「換言之，我認為香港之教育應符合社會之需要。」

短 訊

△由於本會組織最近有所改革，各部門之職員皆有調動——陳煥榮先生擢陞為助理秘書，出掌會員部。王恭甫先生亦榮陞助理秘書，處理本會設於九龍之簽證部。馮若娜女士調陞秘書處為一級行政助理。鍾桂芳先生亦調陞簽證部一級行政助理。

△本年度一月至三月份貿易統計分析，已由統計處發表，會員可到本會索閱。此項統計分析，包括本港對外全部貿易。計有：英國、美國、加拿大、西德、日本、澳洲及其他主要市場。



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